

## Tanla announces Third Quarter FY2019 Results

Q3 Total Revenue of ₹ 284.5 Cr, up 42% year-over-year

Q3 EBITDA of ₹ 28 Cr, up 87% year-over-year

Q3 Net Profit of ₹ 10 Cr, up 177% year-over-year

### Third Quarter FY2019 Financial Highlights:

- Total Revenues of ₹ 284.5 Cr for the third quarter of FY2019, up 42% from the third quarter of FY2018 and 29% sequentially from the second quarter of FY2019
- EBITDA of ₹ 28 Cr for the third quarter of FY2019, up 87% from the third quarter of FY2018 and 26% sequentially from the second quarter of FY2019
- Net Profit of ₹ 10 Cr for the third quarter of FY2019, up 177% from the third quarter of FY2018 and 18% sequentially from the second quarter of FY2019
- Earnings Per Share (non-annualized) of ₹ 0.9 for the third quarter of FY2019, up 176% from the third quarter of FY2018 and 18% sequentially from the second quarter of FY2019
- Cash accruals of ₹ 26.7 Cr for the third quarter of FY2019, up 85% from the third quarter of FY2018 and 26% sequentially from the second quarter of FY2019
- Other Income of ₹ 2.7 Cr for the third quarter of FY2019, up 537% from the third quarter of FY2018 and 24% sequentially from the second quarter of FY2019
- Cash and Cash equivalents at ₹ 211 Cr for the third quarter of FY2019, up 42% from the third quarter of FY2018 and 23% sequentially from the second quarter of FY2019

## Consolidated Statement of Profit and Loss (Un-audited):

(₹ in Crore)

Particulars	Quarter ended Dec 31, 2018	Quarter ended Sept 30, 2018	Quarter ended Dec 31, 2017
I. Revenue from operations	281.8	218.4	200.0
II. Other income	2.7	2.2	0.4
<b>III. Total Income (I+II)</b>	<b>284.5</b>	<b>220.6</b>	<b>200.4</b>
IV. Expenses			
Cost of services	242.5	186.2	177.7
Employee benefits expense	5.4	4.1	3.5
Depreciation expense	21.6	19.2	11.8
Connectivity & related expenses	0.7	0.6	0.7
Travel expenses	0.5	0.3	0.4
Finance costs	0.3	0.1	-
Other expenses	4.7	4.9	2.8
<b>Total expenses (IV)</b>	<b>275.7</b>	<b>215.5</b>	<b>196.9</b>
<b>V. Profit/(loss) before Tax (III - IV)</b>	<b>8.7</b>	<b>5.2</b>	<b>3.6</b>
VI. Tax expense:			
Current tax	1.8	0.3	0.3
MAT credit entitlement	-1.8	-0.3	-
Deferred tax	-1.2	-3.3	-0.4
<b>VII. Profit for the quarter (V - VI)</b>	<b>10.0</b>	<b>8.4</b>	<b>3.6</b>
VIII. Other comprehensive income	0.2	0.5	0.0
<b>IX. Total comprehensive income for the period (VII + VIII)</b>	<b>10.2</b>	<b>9.0</b>	<b>3.6</b>
Earnings per share (Rs.1/- each)			
Basic	0.9	0.7	0.3
Diluted	0.9	0.7	0.3

## Corporate Highlights:

### Update on Acquisition:

- The Definitive Share Purchase Agreement between Tanla and Banyan Investments Ltd, Mauritius, (a GSO Company) for acquisition of Karix Mobile Pvt Ltd, by Tanla, was executed on August 20th, 2018, the Closure of this Acquisition is in progress pending regulatory approvals.

Hyderabad, January 23, 2019

### About Tanla:

Tanla started its journey as the new millennium set in with a small group of mobile messaging experts, with base in Hyderabad, India, to create a world-class messaging service. Today, Tanla is a global leader in its domain as one of the largest Cloud Communication providers, handling over 100 bn business communications annually. Tanla is innovating the way world communicates, continuously raising the bar through enhanced speed, ease and simplicity of Cloud Communication solutions, adopting cutting-edge technologies to meet the discerning needs of a diverse clientele, from enterprises to carriers across geographies. Tanla is a public limited company listed on leading Indian stock exchanges (BSE CODE: 532790 and NSE: TANLA).

For any further information please write to us

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This presentation might contain 'forward-looking statements' that are based on our current expectations, assumptions, estimates and projections about Tanla Solutions Limited (the "Company"), our industry, economic conditions in the markets in which we operate, and certain other matters. Those statements include, among other things, the discussions of our business strategy and expectations concerning our market position, future operations, margins, profitability, liquidity and capital resources. These statements are subject to known and unknown risks, uncertainties and other factors and they depend on future events and circumstances. Such statements do not guarantee future results or development and the actual results or outcomes may differ materially from those implied by the forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, fluctuations in foreign exchange rates, our ability to manage growth, intense competition in the services provided by the Company, including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the Company has made strategic investments, withdrawal or expiration of governmental fiscal incentives, political instability and regional conflicts, regulatory changes, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. In light of these and other uncertainties, you should not conclude that the results or outcomes referred to in any of the forward-looking statements will be achieved. All forward-looking statements are based on information available to us on the date hereof, and we do not undertake to update these forward-looking statements to reflect future events or circumstances unless required to do so by law.

