

## Tanla Announces First Quarter FY23 Results

**HYDERABAD, India — July 25, 2022** — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the first quarter of FY'22-23.

### Key Metrics: First Quarter (April – June 2022)

- Revenue increased by 28% year-over-year to ₹8,001 million.
- Gross profit increased by 7% year-over-year to ₹1,850 million. Gross margin at 23.1%.
- EBITDA at ₹1,307 million. EBITDA margin at 16.3%.
- Profit after tax at ₹1,004 million. Profit after tax margin at 12.5%.
- Earnings per share at ₹7.40.
- Free cash flow at ₹718 million and Cash & Cash Equivalents at ₹9,873 million.

**Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited** said, "We are progressing well on our one platform strategy-Wisely. Q1 had some operational headwinds in the Enterprise business, but we have our building blocks in place to accelerate our momentum in the coming quarters. We have a strong balance sheet and are excited by the opportunities ahead of us."

### Significant events during the quarter:

- Exclusive partnership with Kore.ai to offer conversational AI solutions on Wisely Platform.
- Launched "Wisely Insights" a first in the industry feature that will enable leading enterprises to have end-to-end visibility of the international message life cycle.
- Appointed Mr. Sunil Bajpai as Chief Trust Officer. He would lead the team responsible for driving exceptional trust standards for the ecosystem with a specific focus on business communication.
- Tanla has been recognized as the "Most Preferred Workplace 2022-23" by Marksmen Daily.
- Signed up with the Government Medical College and Nursing College Mahbubnagar, Telangana India, to plant twenty-five thousand trees on twenty-five acres of land.
- MoU signed with IIT Madras to support the payment of tuition and other applicable fees, for five students from economically weak background beginning from the academic year 2022-23.

### Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on July 26, 2022, at 4.30 PM IST.

### Conference call details:

Interested parties may listen to the call by dialing +91 22 6280 1141 / +91 22 7115 8042, or if outside India, by dialing the toll-free number - the United Kingdom 08081011573, United States 18667462133, Hong Kong 800964448, and Singapore 8001012045. Watch the presentation at <https://bit.ly/3J57sFb>

**For any additional information, please contact:**

Ritu Mehta  
Director- Investor relations  
[ritu.mehta@tanla.com](mailto:ritu.mehta@tanla.com)

Chandra Sekhar. K  
Head-Media relations  
[chandrasedkhar.k@tanla.com](mailto:chandrasedkhar.k@tanla.com)

**About Tanla**

Tanla transforms the way the world collaborates and communicates through innovative CPaaS solutions. Founded in 1999, it was the first company to develop and deploy A2P SMSC in India. Today, as one of the world's largest CPaaS players, it processes more than 800 billion interactions annually and about 63% of India's A2P SMS traffic is processed through Trubloq, making it the world's largest Blockchain use case. Wisely, our patented enterprise grade platform offers private, secure, and trusted experiences for enterprises and mobile carriers. Tanla Platforms Limited is headquartered in Hyderabad. Tanla is listed on two national exchanges, the NSE and BSE, (NSE: TANLA; BSE:532790) and included in prestigious indices such as the Nifty 500 and BSE 500, Nifty Digital Index, FTSE Russell and MSCI.

## Safe Harbor

This document contains “forward-looking” statements, and these statements involve substantial risks and uncertainties. All statements other than statements of historical fact could be deemed forward-looking, including, but not limited to, expectations of future operating results or financial performance, market size and growth opportunities, the calculation of certain of our key financial and operating metrics, plans for future operations, competitive position, technological capabilities, and strategic relationships, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as “expect,” “anticipate,” “should,” “believe,” “hope,” “target,” “project,” “plan,” “goals,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” “shall,” and variations of these terms or the negative of these terms and similar expressions. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors. If the risks or uncertainties ever materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. We assume no obligation and do not intend to update these forward-looking statements or to conform these statements to actual results or to changes in our expectations, except as required by law.

This document contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this document.

By receiving this document, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Any logos or trademarks (other than Tanla, Karix, Gamooga, Trubloq & Wisely) included herein are the property of the owners thereof and are used for reference purposes only.