

Tanla Announces Second Quarter FY23 Results

HYDERABAD, India — October 20, 2022 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the second quarter of FY'22-23.

Key Metrics: First Quarter (April – June 2022)

- Revenue increased by 1% year-over-year to ₹8,510 million
- Gross profit at ₹2,056 million. Gross margin at 24.2%
- EBITDA at ₹1,395 million. EBITDA margin at 16.4 %
- Profit after tax at ₹1,104 million. Profit after tax margin at 13%
- Earnings per share at ₹8.14
- Cash & Cash Equivalents at ₹8,552 million

Key Metrics: Half Year (April – September 2022)

- Revenue increased by 12% year-over-year to ₹16,512 million.
- Gross profit at ₹3,907 million. Gross margin at 23.7%.
- EBITDA at ₹2,702 million. EBITDA margin at 16.4 %.
- Profit after tax at ₹2,108 million. Profit after tax margin at 12.8%.
- Earnings per share at ₹15.53.
- Free cash flow at ₹302 million and Cash & Cash Equivalents at ₹8,552 million

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "Our significant investments in Wisely, the platform of platforms for digital interactions is seeing strong traction and we are accelerating our Go-to-market efforts. Our focus on ESG was recognized by our S&P Global ESG score where we ranked in the top 93-94 percentile of the industry".

Significant events during the quarter:

- Tanla has been recognized for the second consecutive year in the latest edition of the 2022 Gartner® Market Guide for Communications Platform as a Service (CPaaS)
- Tanla participated in the S&P Global CSA for the first time this June following an invitation by S&P Global. Our S&P Global ESG score is 32 points, while the industry average is 18 points, hence our percentile is in the range of 93-94. S&P Global ESG scores are used to select companies into indices like DJSI, S&P 500 ESG, S&P Global 1200 ESG or S&P Global Large Mid Cap Indices.
- Final dividend approved by the shareholders in the Annual General Meeting, and the dividend was disbursed in Oct 2022. The Company announced a dividend distribution policy allocating a payout of 30% of consolidated PAT to be disbursed as dividend annually. Interim dividend of ₹ 6 per share was proposed and paid. Total cash returned to shareholders ₹1,086 million
- Third consecutive buyback announced by the Board of Directors. The Company proposes to buy back shares at ₹ 1,200 per share for an aggregate amount not exceeding ₹ 1,700 million through tender

route mechanism, the shareholders approved the buyback resolution on Oct 11, 2022. DLOF was submitted to SEBI on October 17, 2022.

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on Oct 21, 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 + 852 30186877, and Singapore + 65 31575746. Watch the presentation at <https://bit.ly/3COoEvV>

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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.

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