

Tanla Announces Third Quarter FY23 Results

HYDERABAD, India — January 20, 2023 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the third quarter of FY'22-23.

Key Metrics: Third Quarter (October – December 2022)

- Revenue decreased by 2% year-over-year to ₹8,696 million
- Gross profit at ₹2,168 million. Gross margin at 24.9%
- EBITDA at ₹1,513 million. EBITDA margin at 17.4 %
- Profit after tax at ₹1,165 million. Profit after tax margin at 13.4%
- Earnings per share at ₹8.58
- Cash & Cash Equivalents at ₹7,680 million

Key Metrics: Nine months (April – December 2022)

- Revenue increased by 7% year-over-year to ₹25,208 million
- Gross profit at ₹6,075 million. Gross margin at 24.1%
- EBITDA at ₹4,216 million. EBITDA margin at 16.7 %
- Profit after tax at ₹3,274 million. Profit after tax margin at 13.0 %
- Earnings per share at ₹24.11
- Cash & Cash Equivalents at ₹7,680 million and negative Free cash flow of ₹565 million

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "Wisely is scaling up well and contributed 35% of our platform gross profit in the quarter. Our enterprise business is showing steady recovery with sequential improvement".

Significant events during the quarter:

- Tanla has been recognized as a Leading Mid-Corporate of India 2022 by Dun & Bradstreet India
- Completed our third consecutive buyback. Tanla bought back 1,416,666 shares at ₹ 1,200 per share for an aggregate amount of ₹ 1,700 million through tender route mechanism
- Tanla Foundation inaugurated a Skill Development & Placement Centre at Nehru Nagar, Khammam, as part of our ESG initiatives
- Tanla Foundation provided scholarships covering full tuition fees for 5 students of IIT Madras from economically weak sections of society

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on Jan 23, 2023, 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/3GRt2MF>

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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.

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.

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