

Tanla Announces Fourth Quarter and FY23 Results

HYDERABAD, India — April 26, 2023 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the fourth quarter and FY'22-23.

Key Metrics: Fourth Quarter (January – March 2023)

- Revenue decreased by 2% year-over-year to ₹8,335 million
- Gross profit at ₹2,289 million. Gross margin at 27.5%
- EBITDA at ₹1,661 million. EBITDA margin at 20%
- Profit after tax at ₹1,203 million. Profit after tax margin at 14.4%
- Earnings per share at ₹8.88
- Cash & Cash Equivalents at ₹7,116 million and free cash flow of ₹1,472 million

Key Metrics: Twelve months (April – March 2023)

- Revenue increased by 5% year-over-year to ₹33,546 million
- Gross profit at ₹8,367 million. Gross margin at 24.9%
- EBITDA at ₹5,879 million. EBITDA margin at 17.5 %
- Profit after tax at ₹4,476 million. Profit after tax margin at 13.3%
- Earnings per share at ₹33.05
- Cash & Cash Equivalents at ₹7,116 million and Free cash flow of ₹907 million

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "Our innovation engine is firing with Platform business gross profits growing over 20% YoY for 11 quarters in a row. Our Enterprise business is back to 20% gross margins and we are well positioned to grow in the coming year."

Significant events during the quarter:

- Wisely ATP™, the world's first AI- ML-based Anti-Phishing Technology Platform was launched at Mobile World Congress, Barcelona post approval from TRAI to set up a regulatory sandbox for this platform
- Final dividend of ₹4 per share (400% of face value of ₹1 per share) has been recommended by the board subject to shareholders approval
- 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
- Announced support for TCFD – Task Force on Climate Related Financial Disclosures
- As part of our on-going skill development, 100 candidates commenced training at NAC – National Academy of Construction- Hyderabad

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on April 27, 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/3ArJiRM>

For any additional information, please contact:

Ritu Mehta
Director- Investor relations
ritu.mehta@tanla.com

Chandra Sekhar. K
Head-Media relations
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

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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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