

## Tanla Announces First Quarter Results

**HYDERABAD, India — July 20, 2023** — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the first quarter of Q1 FY24.

### Key Metrics: First Quarter (April– June 2023)

- Revenue increased by 14% year-over-year to ₹9,111 million
- Gross profit at ₹2,413 million. Gross margin at 26.5%
- EBITDA at ₹1,822 million. EBITDA margin at 20.0%
- Profit after tax increased by 35% year-over-year to ₹1,354 million. Profit after tax margin at 14.9%
- Earnings per share increased by 36% year-over-year to ₹ 10.07
- Cash & Cash Equivalents at ₹8,039 million and free cash flow of ₹869 million

**Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited** said, "We have delivered strong growth across both Digital Platforms and Enterprise Communications business. Our strategic bets are giving us tremendous scale and reach to enterprises, while continuing to have an incredible innovation engine."

### Significant events during the quarter:

- Tanla acquired ValueFirst Digital Media Private Limited, India ("VF Digital India") (and its subsidiaries) from Twilio. The acquisition was closed on July 03, 2023, for an all- cash consideration of \$ 45.5 million (₹ 3,737 Million)
- Tanla to acquire 100% of ValueFirst Middle East FZ LLC, UAE (and its subsidiaries) for a cumulative consideration of ₹200 million through a combination of primary and secondary purchase from existing shareholders, subject to closing conditions. This is expected to close by September 2023
- We successfully completed proof-of-concept (PoC) with three leading private banks on Wisely ATP™, the world's first AI/ML based Anti-Phishing Technology Platform
- Signed a direct contract with world's largest e-commerce and cloud computing company for CPaaS services

### Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on July 21, 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/q124r>

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

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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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