

Tanla Announces Second Quarter Results

HYDERABAD, India — October 19, 2023 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the second quarter & half year ended 30th September 2023.

Key Metrics: Second Quarter (July – September 2023)

- Revenue increased by 19% year-over-year to ₹10,086 million
- Gross profit at ₹2,762 million. Gross margin at 27.4%
- EBITDA at ₹1,968 million. EBITDA margin at 19.5%
- Profit after tax increased by 29% year-over-year to ₹1,425 million. Profit after tax margin at 14.1%
- Earnings per share increased by 30% year-over-year to ₹ 10.60
- Cash & Cash Equivalents at ₹5,450 million and free cash flow of ₹1,310 million

Key Metrics: Half Year (April – September 2023)

- Revenue increased by 16% year-over-year to ₹19,197 million
- Gross profit at ₹5,175 million. Gross margin at 27.0%
- EBITDA at ₹3,790 million. EBITDA margin at 19.7%
- Profit after tax increased by 32% year-over-year to ₹2,780 million. Profit after tax margin at 14.5%
- Earnings per share increased by 33% year-over-year to ₹ 20.67
- Cash & Cash Equivalents at ₹5,450 million and free cash flow of ₹2,179 million

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "Q2 has been a milestone quarter for us with revenues crossing ₹10 Bn for the first time. We have integrated ValueFirst India and delivered strong financial performance. We have a strong innovation DNA and deep domain knowledge, and we have been recognized as a Visionary in the Gartner Magic Quadrant for CPaaS."

Significant events during the quarter:

- Tanla Platforms has been recognized as a Visionary in the 2023 Gartner® Magic Quadrant™ for Communication Platform as a Service, for its Completeness of Vision and Ability to Execute.
- Karix has been awarded the 'Growth Partner of the year' at Meta Conversations for offering innovative conversational solutions on WhatsApp and driving growth for our customers & partners.
- 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 Mn (₹3,737 Mn)
- We released our first Tax Transparency Report and Sustainability Report reinforcing our commitment towards ESG
- Final dividend was approved by the shareholders in the Annual General Meeting, and the dividend was disbursed in Sep 2023. Total cash outflow of ₹538 Mn

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on Oct 20, 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/3tEfeSO>

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.

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