

Tanla Announces Third Quarter Results

HYDERABAD, India — January 23, 2024 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the third quarter & nine months ended 31st December 2023.

Key Metrics: Third Quarter (October – December 2023)

- Revenue increased by 15.3% year-over-year to ₹10,026 million
- Gross profit at ₹2,699 million. Gross margin at 26.9%
- EBITDA at ₹1,928 million. EBITDA margin at 19.2%
- Profit after tax increased by 20.3% year-over-year to ₹1,401 million. Profit after tax margin at 14.0%
- Earnings per share increased by 21.5% year-over-year to ₹ 10.42
- Cash & Cash Equivalents at ₹6,162 million and free cash flow of ₹640 million

Key Metrics: Nine Months (April – December 2023)

- Revenue increased by 16% year-over-year to ₹29,223 million
- Gross profit at ₹7,874 million. Gross margin at 26.9%
- EBITDA at ₹5,718 million. EBITDA margin at 19.6%
- Profit after tax increased by 27.7% year-over-year to ₹4,181 million. Profit after tax margin at 14.3%
- Earnings per share increased by 29.0% year-over-year to ₹ 31.10
- Cash & Cash Equivalents at ₹6,162 million and free cash flow of ₹2,819 million

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "We've had a good start to the year – signing the first commercial agreement with a bank for Wisely ATP. We have strengthened our ESG efforts and secured S&P Global ESG Score of 68, being placed in the top 99 percentile of all companies in the software industry segment."

Significant events during the quarter:

- We appointed Dr. RS Sharma (Former TRAI Chairman) as a Director to our Board.
- We signed the first commercial agreement with a bank in India on Wisely ATP, world's best anti-phishing solution to curb phishing at the ground-root level.
- We scored 68 in the S&P Global ESG Scores also commonly known as DJSI scores, up from 32 in 2022, making it to top 99 percentile of all companies in software industry segment.
- In line with our capital allocation policy of 30% dividend payout of our consolidated Net income, the Board of Directors have declared an interim dividend of ₹ 6 per share.

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on Jan 24, 2024, 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/Q3FY24>

For any additional information, please contact:

Ritu Mehta
Director- Investor relations
ritu.mehta@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 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.

This document contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this document.

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