



Tanla Announces Fourth Quarter and FY24 Results

HYDERABAD, India – April 25, 2024 – Tanla Platforms Limited, India’s largest CPaaS provider, today announced its financial results for the fourth quarter & FY24.

Key Metrics: Fourth Quarter (January – March 2024)

- Revenue increased by 20.6% year-over-year to ₹10,055 Mn
- Gross profit at ₹2,686 Mn. Gross margin at 26.7%
- Adjusted EBITDA at ₹1,877 Mn. Adjusted EBITDA margin at 18.7%. Reported EBITDA at ₹1,604 Mn
- Adjusted Profit after tax increased by 10.4% year-over-year to ₹1,361 Mn. Profit after tax margin at 13.5%. Reported PAT at ₹1,302 Mn
- Earnings per share increased by 9.1% year-over-year to ₹ 9.69
- Free cash flow of ₹1,492 Mn

Key Metrics: Twelve Months (April – March 2024)

- Revenue increased by 17.1% year-over-year to ₹39,278 Mn
- Gross profit at ₹10,559 Mn. Gross margin at 26.9%
- Adjusted EBITDA at ₹7,595 Mn. Adjusted EBITDA margin at 19.3%. Reported EBITDA at ₹7,322 Mn
- Adjusted Profit after tax increased by 23.0% year-over-year to ₹5,542 Mn. Profit after tax margin at 14.1%. Reported PAT at ₹5,483 Mn
- Earnings per share increased by 23.4% year-over-year to ₹ 40.78
- Cash & Cash Equivalents at ₹6,810 Mn and free cash flow of ₹4,311 Mn

Uday Reddy, Founder Chairman & CEO, said, “FY24 has been an eventful year across all dimensions of innovation, customer success, and brand– commercializing greenfield platforms like Wisely ATP, value creation through the successful integration of ValueFirst acquisition, the strategic shift towards OTT channels, and showcasing our brand at scale. I am very excited as we enter the new year with the opportunities ahead of us.”

Significant events during the quarter:

- We announced the launch of MaaP platform for Google RCS and signed a MOU with Vodafone Idea Business Services to deploy the MaaP platform in India
- London Business School unveiled a case study titled 'From Adversity to Leadership: Tanla Platforms' Journey to Becoming India's SaaS Titan'
- We extended our exclusive partnership with Truecaller for two years
- Tanla recognised as an 'Industry Mover' in S&P Global's Sustainability Yearbook for 2024 for more than doubling our ESG score, featuring in top 1% companies globally
- As part of our capital allocation policy of 30% dividend payout of our consolidated profit after tax, the Board recommended ₹6 per share as final dividend subject to shareholders' approval in the Annual General Meeting.



Reconciliation from Reported Numbers to Adjusted Numbers

Particulars (In Mn.)	Q4 FY24	Q4 FY23	FY24	FY23
Reported EBITDA	1,604	1,661	7,322	5,879
One-time Expense-MWC	273	38	273	38
Adjusted EBITDA	1,877	1,699	7,595	5,917
Adjusted EBIT	1,649	1,553	6,743	5,453
Adjusted PAT	1,361	1,233	5,542	4,506

Adjusted PAT is normalized for the post tax impact for 2 items – (i) one-time expenditure of ₹ 273 MN incurred for Mobile World Congress 2024 and (ii) Gain of Rs. 210 MN in Other Income pertaining to write back of liability.

Invitation to the conference call:

Tanla will host a conference call and live webcast to discuss the financial results on April 26, 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/Q4FY24Call>

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

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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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