

Letter to Share Holders: From the Desk of Uday Reddy CMD

tanla.com

March 16, 2016



Dear Shareholder,

A number of great things are happening this year, and here's among the best so far. I am pleased to inform you that the Board today approved an interim dividend at 20% on the paid-up capital of the company (Rs 0.20 per share of Re 1 each) to all shareholders with a record date of 24th March, 2016.

FY16 is proving to be an incredible year for Tanla and this announcement of the payment of dividends to our shareholders is testimony that we are slated for another great year of incremental performance. Together, we have come far and we thank you for it, deeply.

Tanla has always remained operationally profitable since inception and has had a record of continuously paying dividends for 8 years prior to the last 4, when we were confronted with a difficult business environment. Even through the toughest times, Tanla staunchly remained debt-free with a perennially running positive cash flow, though we may have hit a few rocks in our way. During the last 4 years, we have reinvented ourselves and I am thrilled to report that we are now the largest A2P messaging platform in the world. Our focus was entirely and strictly on bouncing back and to make strides of improvement on every front – technology, business growth, customer satisfaction, brand quality and people. While I am encouraged with our turn around so far, there are greater milestones we are determined to arrive at.

We couldn't have come this far without your unfailing belief and constant support. The interest of this company is strongly vested in the empowerment of its shareholders. We are truly delighted to offer dividends to you this year, and will strive to improve on this year on year.

Thank you for your trust and continued support.