



Tanla Platforms Limited
(Formerly known as Tanla Solutions Limited)
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April 29, 2022

To,

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 532790	National Stock Exchange of India Ltd. “Exchange Plaza” Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: TANLA
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Dear Madam/Sir,

Sub: Press Release for the quarter and year ended March 31, 2022.

With reference to the subject cited, we are enclosing herewith Press Release for the quarter and year ended March 31, 2022.

Yours faithfully,

For **Tanla Platforms Limited**
(Formerly known as Tanla Solutions Limited)



Seshanuradha Chava
General Counsel and Chief Regulatory Officer
ACS-15519

Tanla Announces Fourth Quarter and Full Year 21-22 Results

HYDERABAD, India — April 29, 2022 — Tanla Platforms Limited, India's largest CPaaS provider, today announced its financial results for the fourth quarter and full year ended 31 March, 2022.

Key Metrics: Fourth Quarter

- Revenue increased by 32% year-over-year to ₹8,531 million.
- Gross profit increased by 38% year-over-year to ₹2,434 million. Gross margin at 28.5%, improved by 126 basis points year-over-year.
- EBITDA increased by 37% year-over-year to ₹1,841 million. EBITDA at 21.6 %, improved by 91 basis points year-over-year.
- Profit after tax increased by 37% year-over-year to ₹1,406 million.
- Earnings per share increased by 37% to ₹10.36.
- Free cash flow at ₹444 million and Cash & Cash Equivalents at ₹9,222 million.

Key Metrics: Full Year 21-22

- Revenue increased by 37% year-over-year to ₹32,060 million.
- Gross profit increased by 57% year-over-year to ₹9,080 million. Gross margin at 28.3% and improved by 365 basis points year-over-year.
- EBITDA increased by 62% year-over-year to ₹7,001 million. EBITDA at 21.8% and improved by 333 basis points year-over-year.
- Profit after tax increased by 51% year-over-year to ₹5,393 million.
- Earnings per share increased by 57% to ₹39.77.
- Free cash flow at ₹4,248 million.

Uday Reddy, Founder Chairman & CEO, Tanla Platforms Limited said, "Tanla continues its outstanding track record of growth with revenues going up 6X in the last six years. FY22 was a year of financial and business milestones, and we are entering FY23 with strong momentum."

Significant events during the quarter:

- Vodafone Idea (Vi) is live on Wisely Network to enhance performance for the entire international messaging traffic from 29 April 2022.
- Tanla and Truecaller entered into an exclusive partnership to deliver a distinctive digital experience for business messaging powered by Wisely.
- Trubloq, our blockchain platform has contributed to 44% decrease in the complaints against registered telemarketers since go-live.
- Dividend of ₹2 per share (200% of face value of ₹1 per share) has been recommended by the board subject to shareholders approval.

- Tanla was awarded the prestigious MEFFYS award at MWC 2022, Barcelona, in the Enterprise Communication category for its pathbreaking Wisely platform.
- Tanla was awarded at the Global HR Excellence 2022 for successfully Managing Health at Work and Transitioning to Virtual Workplace.
- Tanla has been included in the Nifty Alpha Digital 50 index.

Invitation to the conference:

Tanla will host a conference call and live webcast to discuss the financial results on 02 May, 2022 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 toll-free number United Kingdom 08081011573, United States 18667462133, Hong Kong 800964448, and Singapore 8001012045. Watch the presentation at investors.tanla.com/webcast.

For any additional information, please contact:

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About Tanla

Tanla Platforms Limited 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, BSE 500, Nifty Digital Index, Nifty Alpha, 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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