

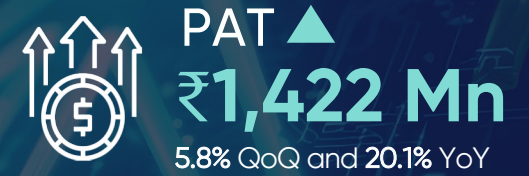
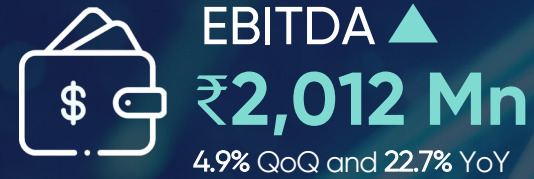


Investor Update

Q1 FY27

July 22, 2026

Q1 FY27 Results Snapshot

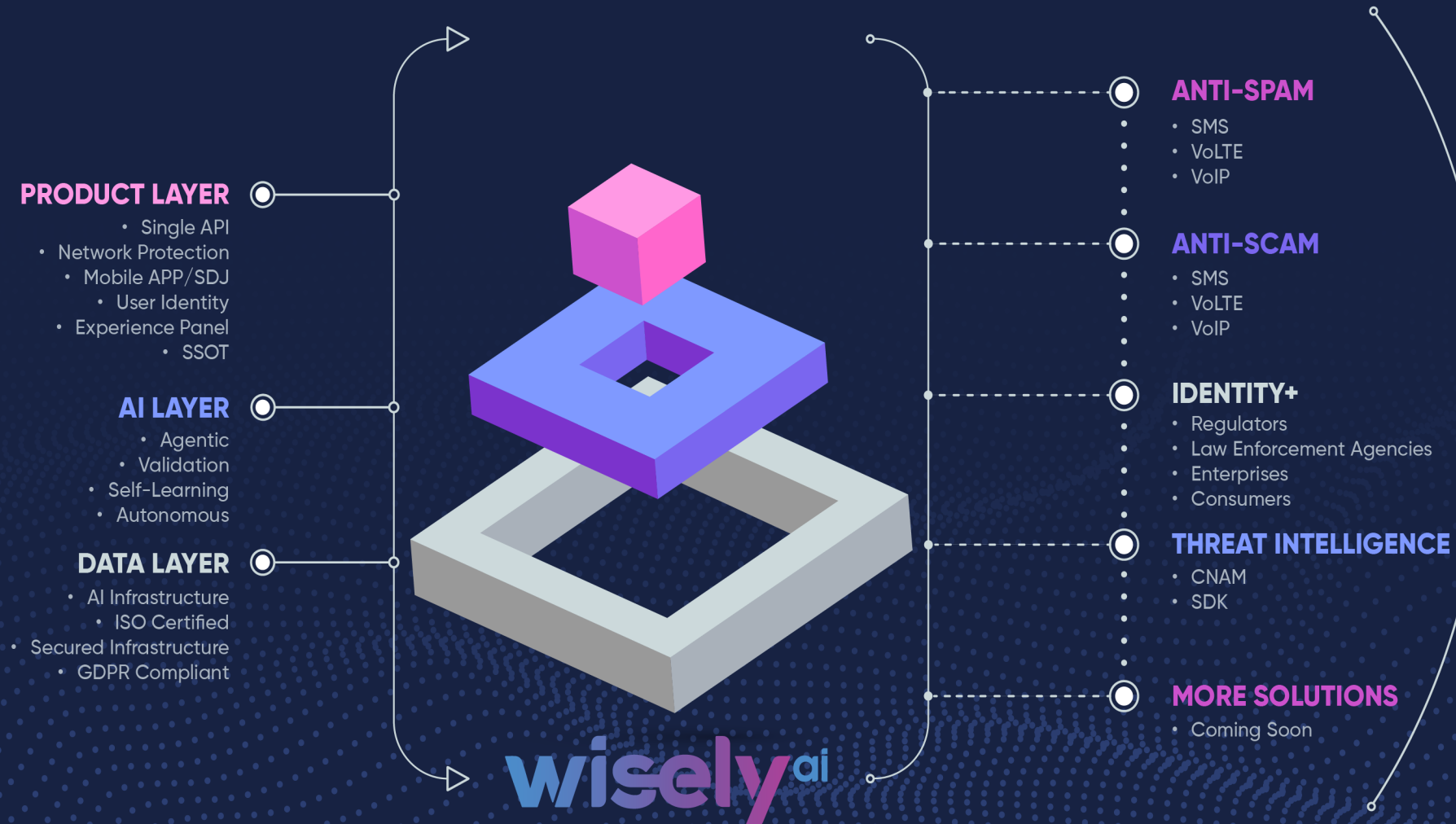


1. Cash balance includes liquid funds which are held as investments and fixed deposits having a maturity period of greater than twelve months

Wisely.ai ARCHITECTURE

Purposeful AI Innovation

Designed from first principles – not AI applied to a legacy framework



wise
ALBERT

Tanla focuses on two synergistic businesses – Digital Platforms & Enterprise Communications



Predictable growth



Deeply embedded



Monetizable at scale
100% of revenue from SaaS business models



Digital Platforms
(Innovation Engine)

Enterprise Communications
(Scale with enterprise)

Innovation at Scale



Undisputed market leadership
~35% market share in India



E2E omnichannel presence
SMS, Voice, OTT (WhatsApp, TrueCaller, RCS) other advanced messaging channels, chatbot etc.



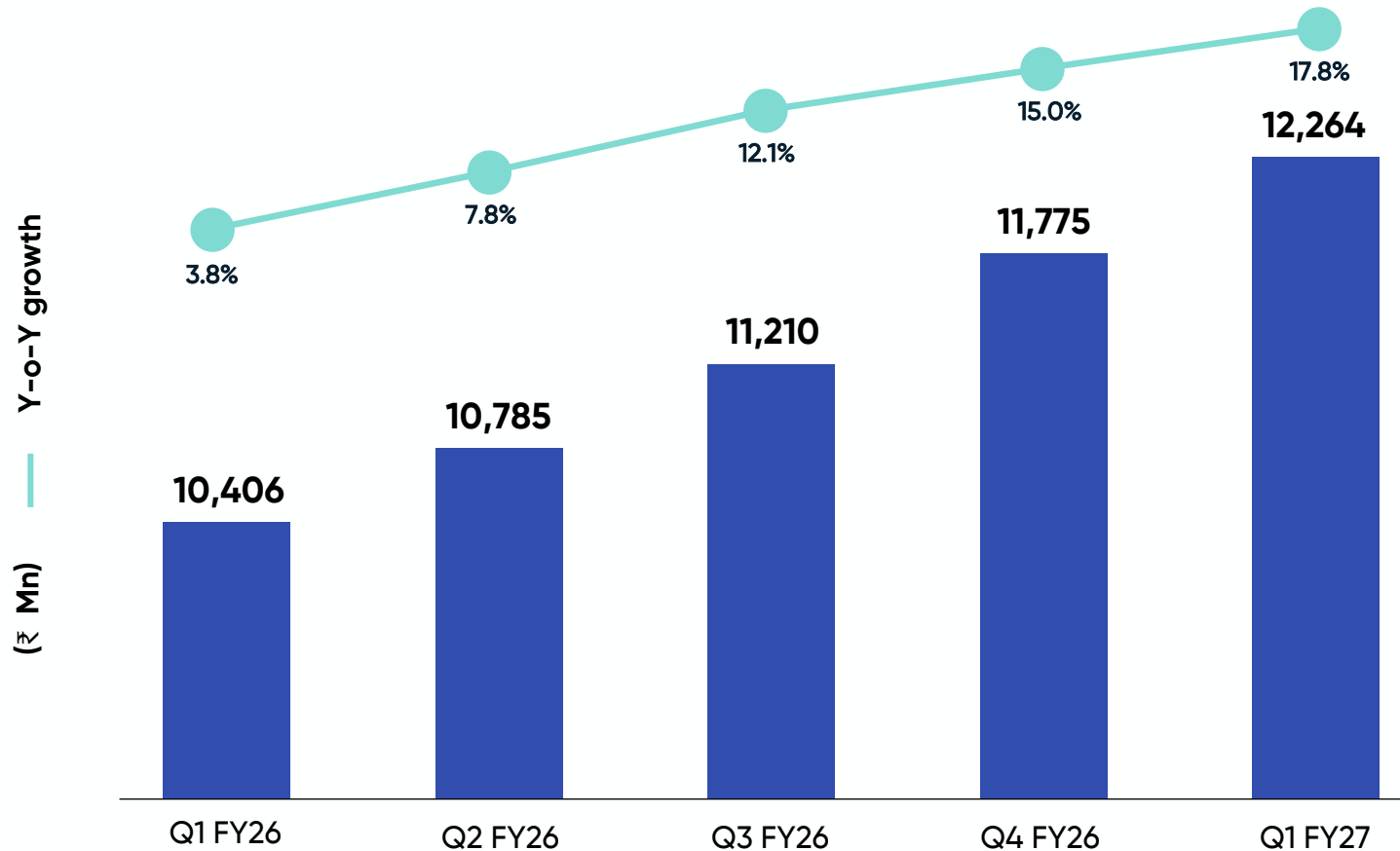
Agility & rapid customer service
10k+ APIs deployed across enterprises to enable full suite of omni-channel communication

The data indicated on market size has been arrived at basis our internal analysis. This is our assessment and merely indicative in nature.



Financial Outcomes

Revenue | Fifth consecutive quarter of growth



Revenue grew by 4.1% QoQ and 17.8% YoY



Revenue increased by ₹489 Mn sequentially, with existing customers contributing ₹458 Mn and new customer additions contributing ₹31 Mn

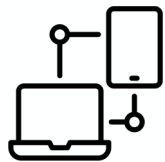


YoY growth of ₹1,857 Mn was driven by ₹1,195 Mn from existing customers ₹662 Mn from customers onboarded over the trailing twelve months



From a channel perspective the YoY growth was led by Wisely.ai, SMS and OTT

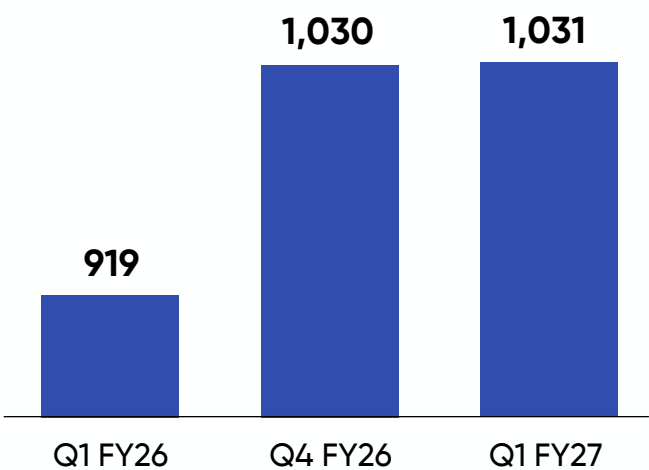
Revenue | Double digit YoY growth across business segments



Digital Platforms

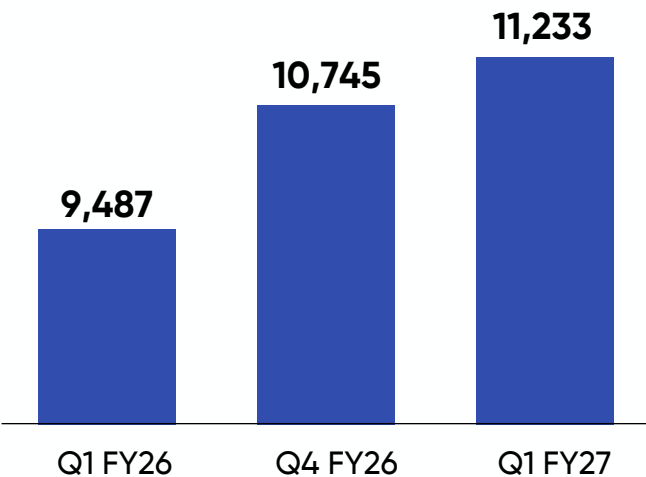
Grew by 0.2% QoQ and 12.2% YoY

(₹ Mn)



Enterprise Communications

Grew by 4.5% QoQ and 18.4% YoY



Digital platforms contributed 8.4% to overall revenue in Q1 FY27



YoY growth in Digital Platforms was led by Wisely.ai, RCS MaaP Platform, and Trubloq

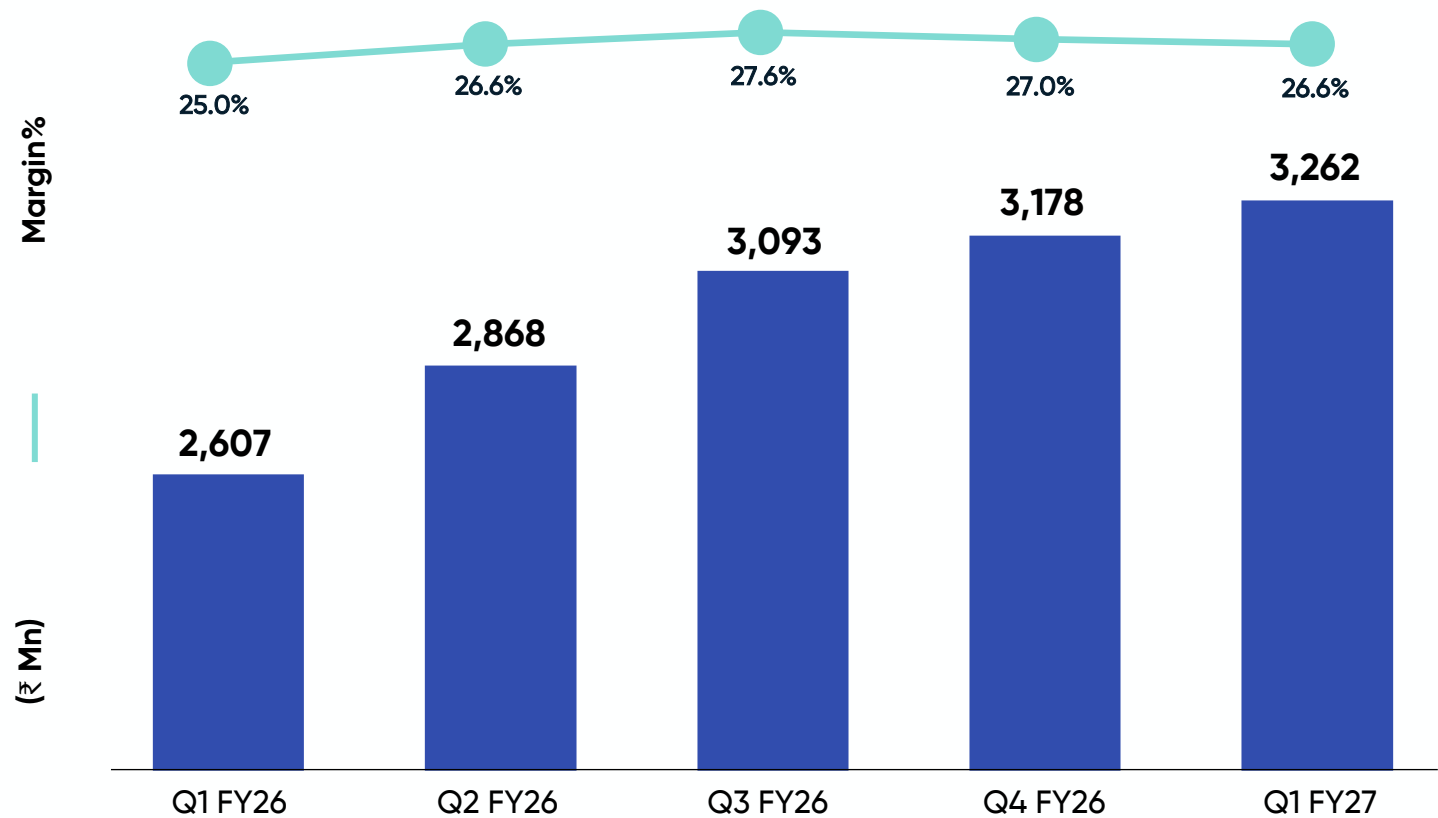


Enterprise Communications contributed 91.6% of revenue in Q1 FY27



Sequential and YoY growth in Enterprise Communication was primarily driven by higher wallet share within existing customers

Gross Profit | Consistent quarterly growth



Gross profit grew by 2.6% QoQ and 25.1% YoY

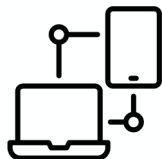


Sequential gross profit increased by ₹83 Mn, driven by revenue growth and partially offset by a 40 bps contraction in gross margin



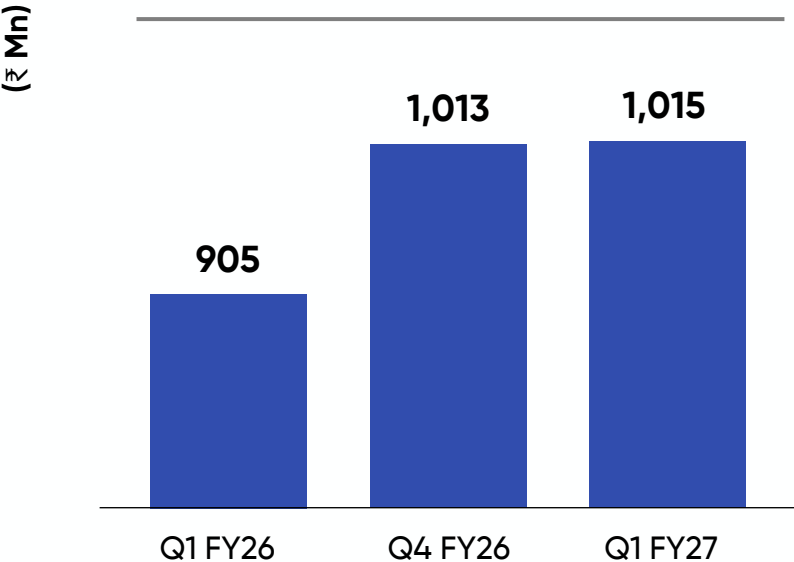
YoY gross profit increased by ₹655 Mn, driven by revenue growth and margin expansion

Gross Profit | Both Business Segments Delivered Double-Digit YoY Growth



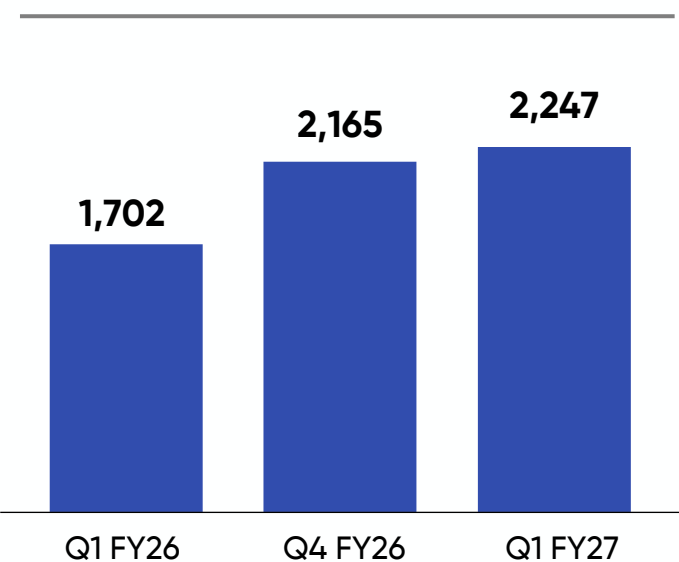
Digital Platforms

Grew by 0.2% QoQ and 12.2% YoY



Enterprise Communications

Grew by 3.8% QoQ and 32.0% YoY

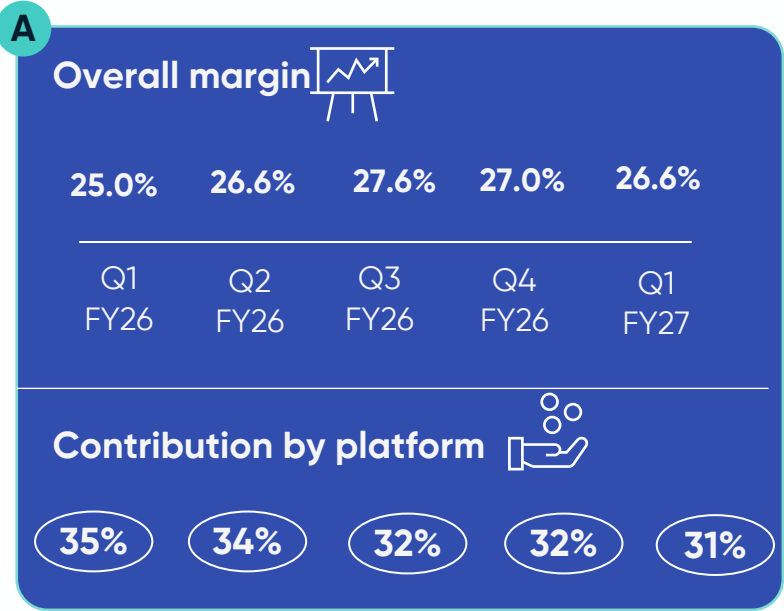


YoY growth in Digital Platforms was led by Wisely.ai, RCS MaaP Platform and Trubloq



Enterprise Communication sequential gross profit growth was driven by revenue growth, while YoY growth was driven by revenue growth and margin expansion across all channels

Gross Margin Profile




Platform Business

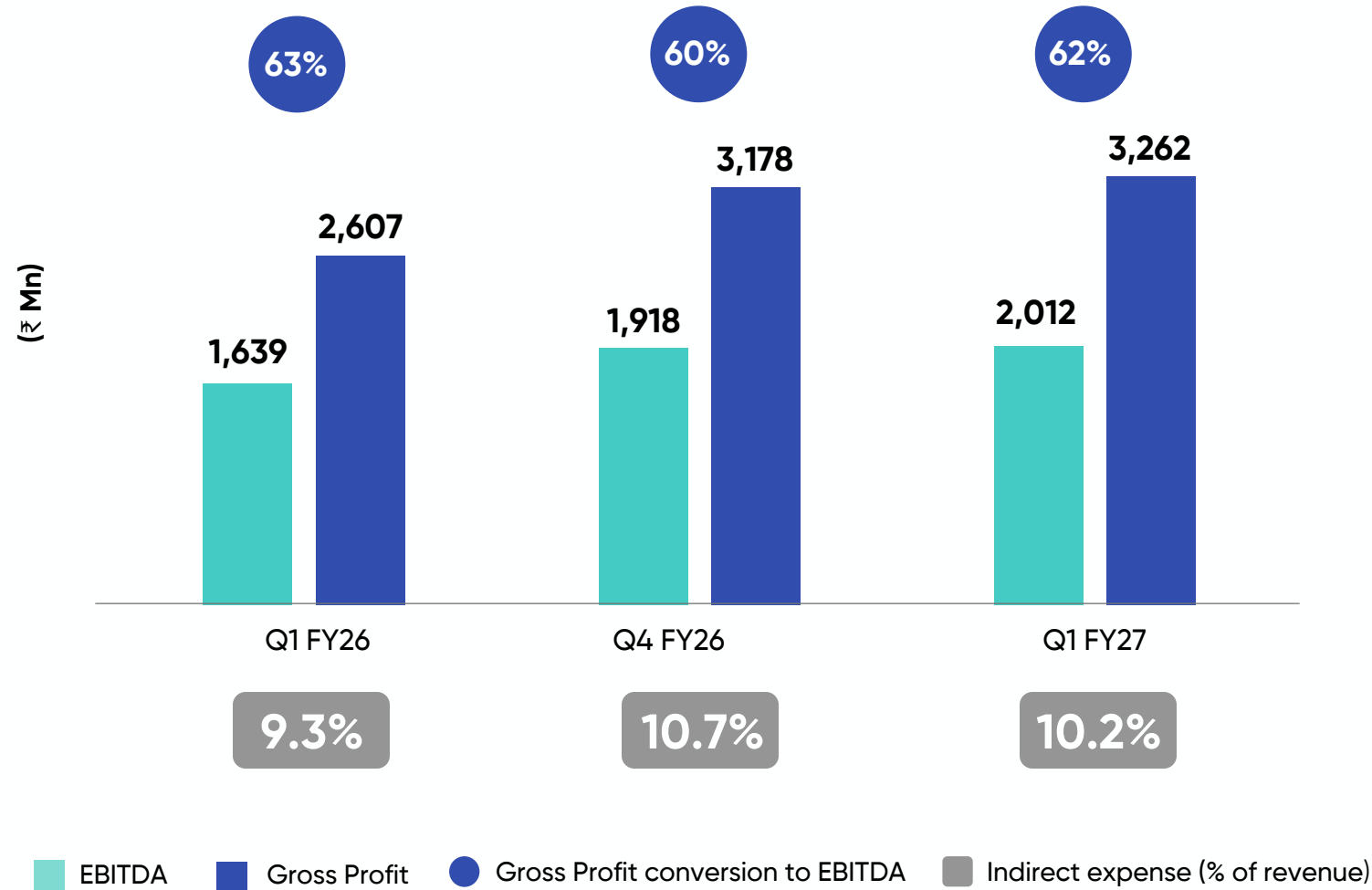


Enterprise Business




- A** Overall gross margin contracted by 40 bps in Q1 FY27 due to change in customer mix
- B** Digital Platform continued to operate at ~ 98% gross margin
- C** Enterprise Communications continued to operate at a ~20% gross margin

Efficiency Metrics



Indirect costs as a percentage of revenue and gross profit were maintained at 10% and 38% respectively



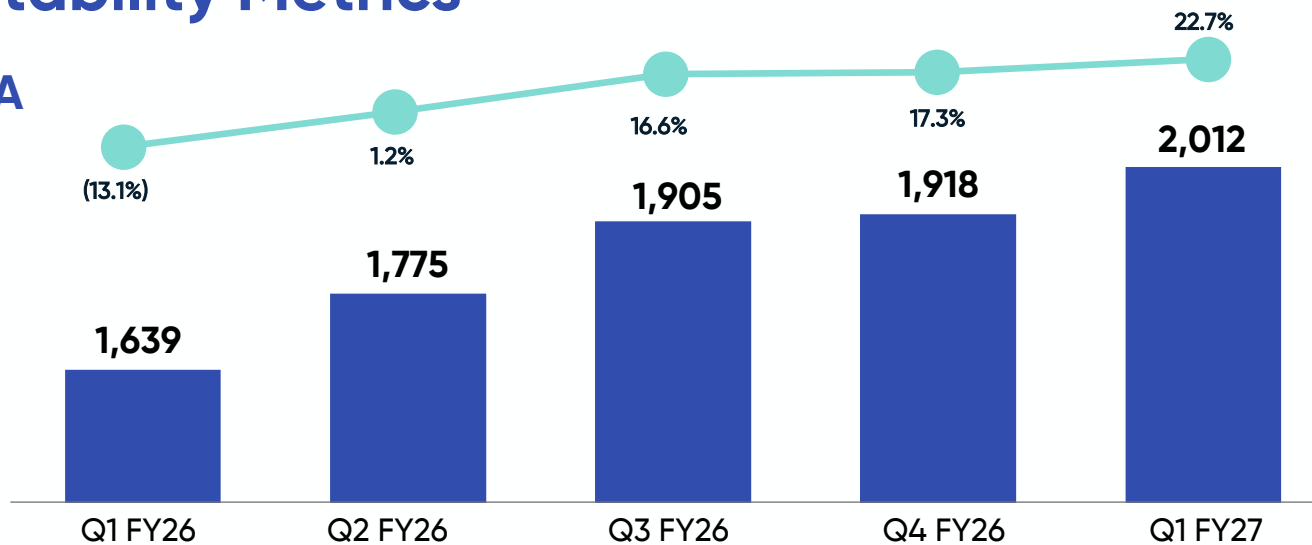
Disciplined investment in talent, primarily across GTM and Innovation, to support long-term growth



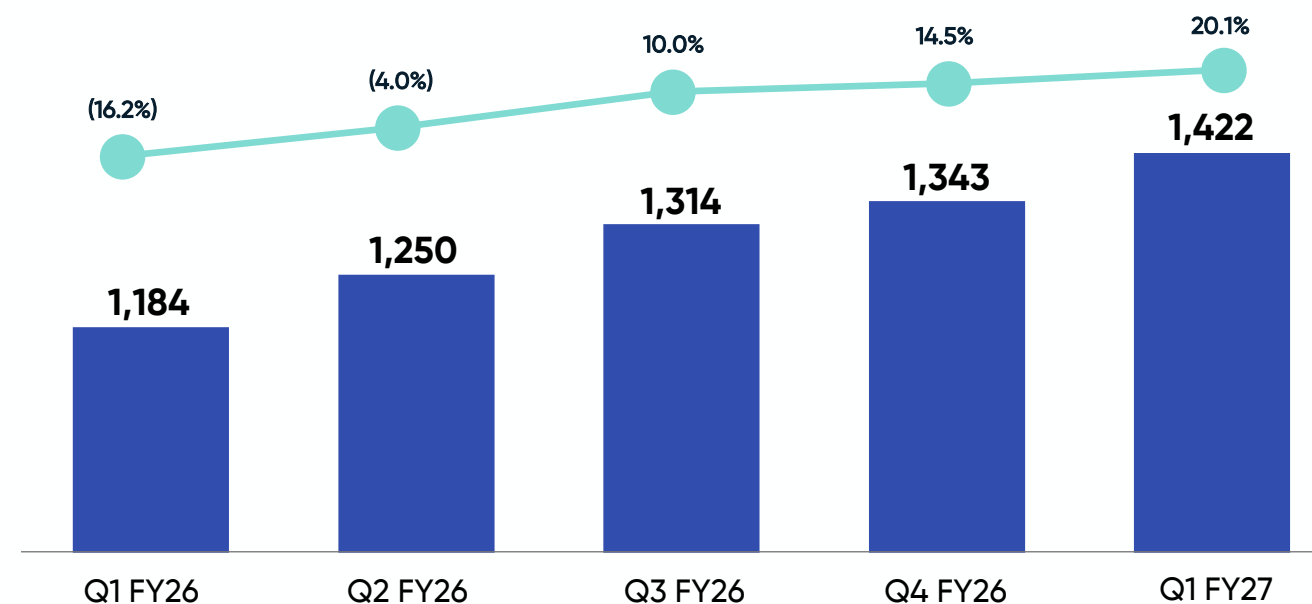
Gross profit to EBITDA conversion is 61.7% in Q1 FY27

Profitability Metrics

EBITDA



PAT



EBITDA grew by 4.9% QoQ and 22.7% YoY



Sequential EBITDA increased by ₹93 Mn, driven by higher gross profit of ₹83 Mn and lower indirect costs of ₹10 Mn



YoY EBITDA increased by ₹372 Mn, driven by higher gross profit and partially offset by higher indirect expenses

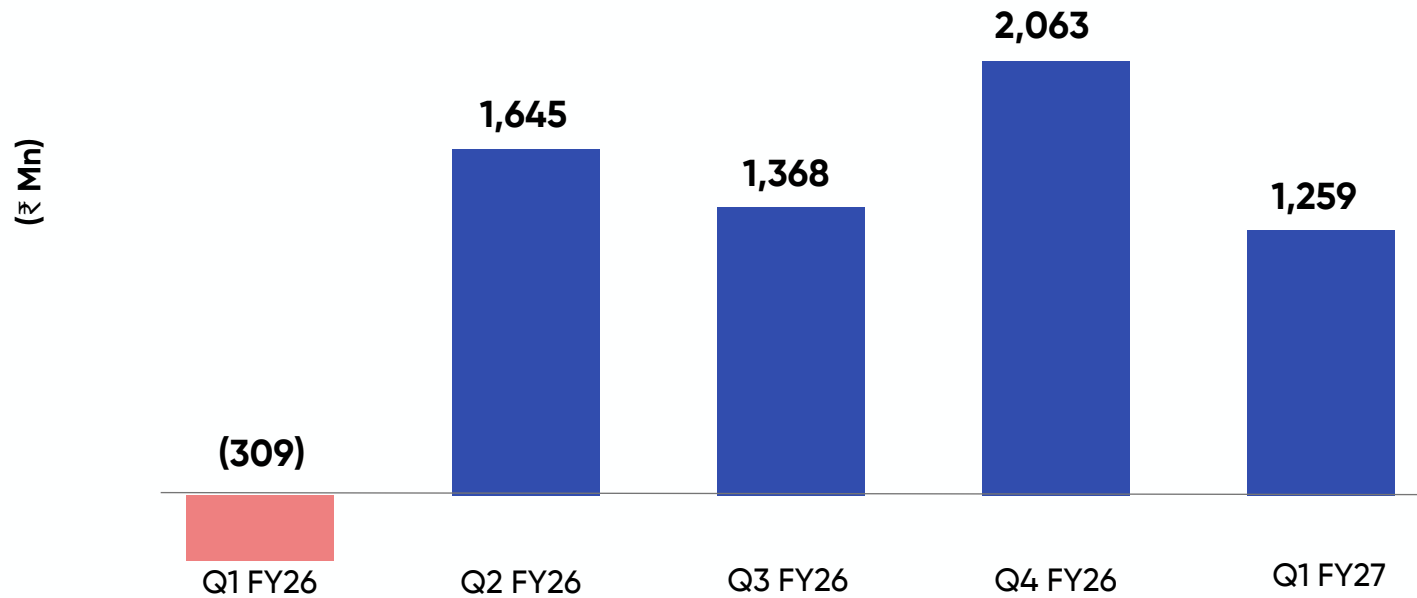


PAT grew by 5.8% QoQ and 20.1% YoY



YoY PAT growth was primarily driven by higher EBITDA, partially offset by an increase in depreciation and the effective tax rate

Free Cash flow at 89% of PAT in Q1 FY27



Cash flow from operations were at ₹1,556 Mn and Free cash flow was at ₹1,259 Mn in Q1 FY27 (89% of PAT)



DSO at 79 days in Q1 FY27 as against 76 days in Q4 FY26



Strong Balance Sheet

₹25,573 Mn

Strong Equity and Reserves

₹11,970 Mn

Cash & cash equivalents¹

27%

ROCE

Debt Free

1. Cash balance includes liquid funds which are held as investments and fixed deposits having a maturity period of greater than twelve months



Business Outcomes

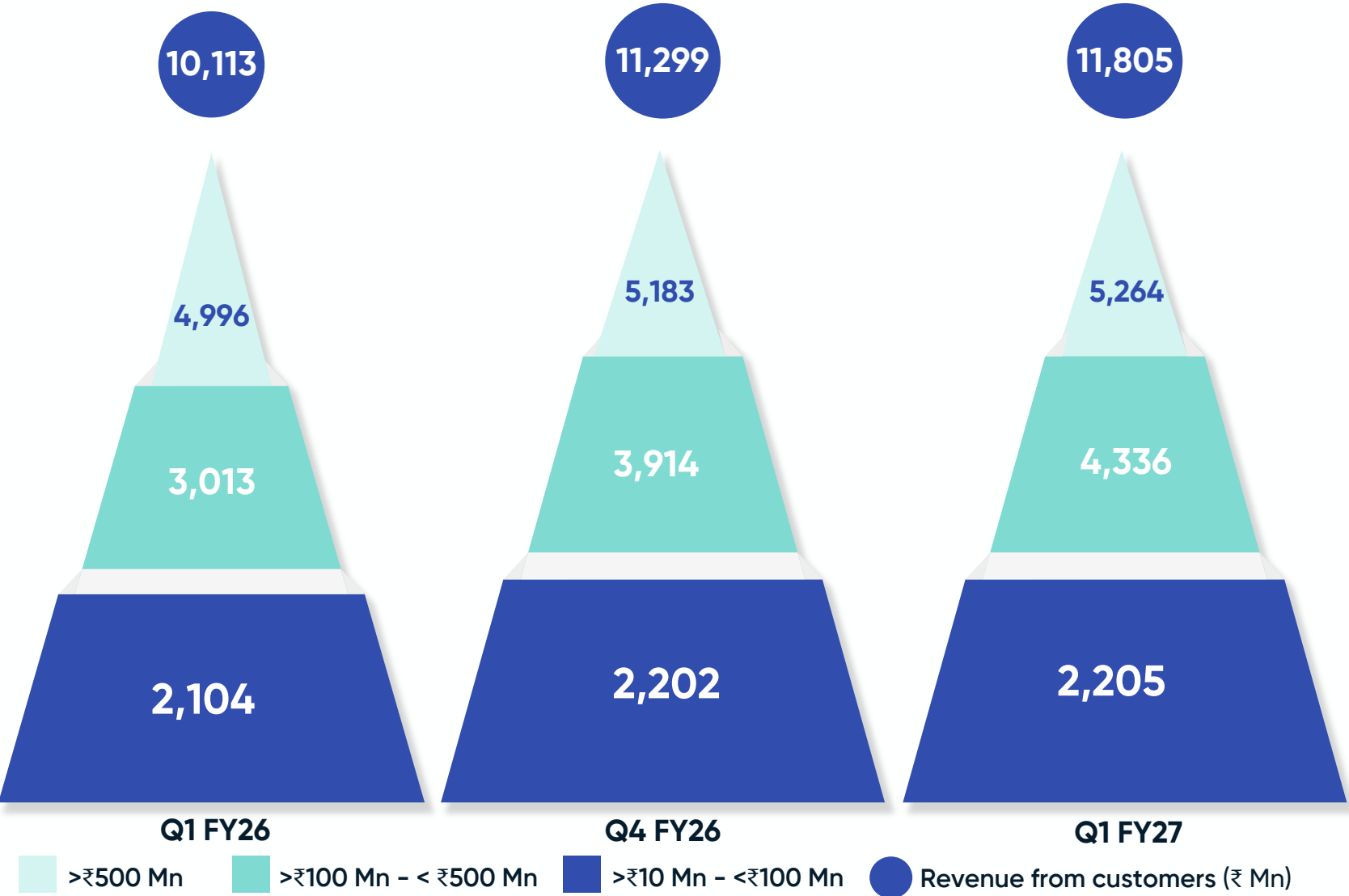
Customer Cohorts | Expansion of Customer Relationships



- 13 out of top 20 customers of last year continue to be in top 20 and remaining in top 30
- Higher wallet share within the existing customer base continued to drive growth

Customer segments are arrived at on a quarterly annualized basis (quarter revenue multiplied by four)

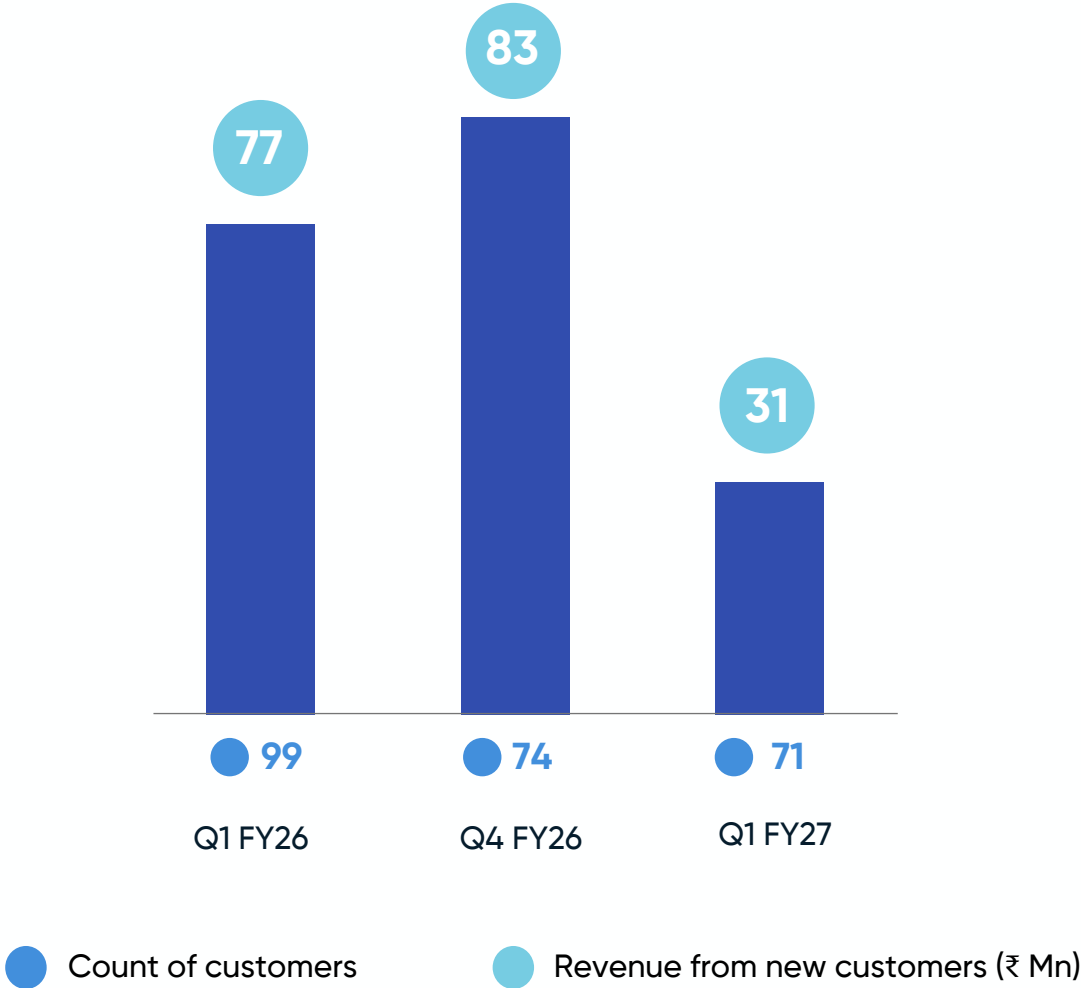
Customer Cohorts | Increase in Wallet share



Customer segments are arrived at on a quarterly annualized basis (quarter revenue multiplied by four)

-  Customers with annualized revenue above ₹10 Mn grew 4.5% QoQ and 16.7% YoY to ₹11,805 Mn
-  Within this cohort, the ₹100– ₹500 Mn segment grew 10.8% QoQ and 43.9% YoY
-  Customers contributing annualised revenue greater than ₹500 Mn grew by 1.6% QoQ and 5.4%

Winning New Logos



Newly acquired customers contributed ₹31 Mn in Q1 FY27



49% New customers were added on WA and RCS

New customers include every unique contracting entity added during the year



Annexures

Profit & Loss Q1 FY27



In ₹ Mn, unless otherwise stated	Q1 FY27	Q1 FY26	Δ %	Q4 FY26
Revenue from operations (net)	12,264	10,407	17.8%	11,775
Cost of services	(9,002)	(7,800)	15.4%	(8,597)
Gross Profit	3,262	2,607	25.1%	3,178
Indirect Expenses	(1,250)	(967)	29.3%	(1,260)
EBITDA	2,012	1,639	22.7%	1,918
Depreciation and Amortization	(329)	(271)	21.1%	(329)
EBIT	1,683	1,368	23.0%	1,589
Finance Cost	(11)	(13)	(19.0%)	(6)
Other income	141	120	17.5%	84
Profit before taxes	1,813	1,474	22.9%	1,667
Tax expenses (including deferred taxes)	(391)	(290)	34.7%	(323)
Profit after taxes	1,422	1,184	20.1%	1,343
Earnings per share (In ₹)	10.77	8.82	22.1%	10.18
Weighted average shares outstanding	132.0	134.3	-	132.0

Unaudited Balance Sheet | Jun 30, 2026

In ₹ Mn, unless otherwise stated	Jun 30, 2026	Mar 31, 2026
Assets		
Non-current assets		
Property, plant and equipment	2,018	2,055
Internally developed – Platforms	1,745	1,794
Customer Relationships	171	185
Trade name	(0)	4
Technology & Software	455	491
Non Compete	7	9
Intangible assets under development	593	497
Goodwill	2,646	2,646
Right-of-use assets	375	407
Deferred tax assets (net)	466	449
Other non-current assets	207	527
Capital work-in-progress	-	-
Financial assets	459	774
Investment Property	16	16
Total Non-Current Assets	9,158	9,854
Trade receivables	10,718	9,882
Investments	259	255
Cash and Bank Balances	11,488	10,636
Other financial assets	5,012	5,272
Other current assets	1,453	1,401
Total current assets	28,930	27,446
TOTAL ASSETS	38,088	37,300

In ₹ Mn, unless otherwise stated	Jun 30, 2026	Mar 31, 2026
Equity & Liabilities		
Equity share capital	133	133
Other equity	25,441	24,747
Total equity	25,573	24,880
Financial liabilities		
Lease liabilities	391	421
Other financial liabilities	19	18
Provisions	38	36
Total non-current Liabilities	448	475
Current liabilities		
Trade payables	6,614	6,788
Lease liabilities	106	106
Other financial liabilities	4,383	4,358
Other current liabilities	278	241
Provisions	181	178
Current tax liabilities (net)	505	274
Total current liabilities	12,067	11,945
Total Equity & Liabilities	38,088	37,300

Condensed Cash Flow



In ₹ Mn, unless otherwise stated	Q1 FY27	Q4 FY26
Cash flow before changes in working capital	2,120	2,130
Changes in working capital	(625)	1,106
Cash generated from operations	1,495	3,236
Taxes	61	(744)
Cash flow from operating activities	1,556	2,492
Net investments in tangible and intangible assets	(298)	(429)
Interest and other income	104	28
Movement in other cash balances	323	(43)
Cash flow from investing activities	129	(444)
Dividend on treasury shares	4	-
Dividend and dividend taxpaid	(796)	-
Payment/Interest paid on lease liabilities	(41)	(46)
Cash flow from financing activities	(833)	(46)
Cash flow for the period	852	2,002
Cash and cash equivalents at the beginning of period	10,636	8,634
Cash and cash equivalents at the end of period	11,488	10,636
Investments in liquid funds	259	255
Fixed deposits with maturity greater than 12 months	222	545
Cash and cash equivalents closing balance	11,970	11,436

Tanla has Track Record of Strong Performance

Sustained Value Creation

14%

Revenue growth¹

15%

Gross profit¹

11%

EBITDA growth¹

₹13,395 Mn

Cash returned to
shareholders over 8
years

7%

PAT growth¹

Best-in-class Execution

100+

Innovations²

8+

Patents³

3,200+

Customers across
segments

100+

Partners⁴

353

Customers with >10 MN
Revenue p.a.

50%

Rev. from top 100 cust.,
retained for > 5 yr

World Class Culture

1,100+

Employees in India
and beyond

59%

Investment⁵ in Talent

25%

Women in leadership

80/100

S&P Global ESG Score

Awards

Gartner

Visionary in
CPaaS Magic
Quadrant

Meta

Growth partner
of the year

IMC 25

Awarded Best Made-
in-India Telecom
Innovation at IMC
2025

Google

Growth Partner
of the Year

Recognitions



'Industry mover' and
Member of sustainability
yearbook



Runner-Up Award for
Corporate
Governance



Awarded one of the Best
Organisations for Women
2026 by ET Edge

1. CAGR growth over Six years starting from FY21 to FY26 | 2. Including enhancements | 3. Patents granted for Wisely | 4. Includes all 3rd party contractors | 5. Total investment in FY26: ₹457 Cr

Our Customers love us in India and beyond

We are the player of choice in India...



~30%

CPaaS market share



50%+

of total revenues contributed by 50 of our top 100 customers, retained for more than 5 years



Player of choice

in India across industries leaders



3,200+

Customers across segments



8/10 top banks served



7/10 top insurance



8/10 top financial services



7/10 top social media



marquee govt. projects



...and serve global giants in 4 regions

USA & Europe

Global Tech giants

SEA



Middle East



د. سليمان الحبيب
DR SULIMAN AL HABIB
medical group - المجموعة الطبية

This indicative data on market size has been arrived at basis our internal analysis. This is our assessment and merely indicative in nature and should not be relied upon

Great Financial
Track Record
we continue to
deliver over the
last **Eight** years

All figures in ₹ Mn



10,040

Revenues 2019

~4x

44,177

Revenues 2026



967

EBITDA 2019

~7x

7,237

EBITDA 2026



298

PAT 2019

~17x

5,091

PAT 2026

Safe Harbour

The CPaaS industry in India is evolving rapidly, and reliable public information on the overall market remains limited. The market size and our relative share figures included in this presentation are indicative and based on internal analysis, supplemented where available by publicly available sources. They are provided for illustrative purposes only to support a high-level understanding of the industry and our business and should not be regarded as definitive or relied upon as the sole basis for any investment, valuation or competitive assessment.

This presentation contains forward-looking statements relating to our strategy, growth, operations, financial position, product roadmap, customer demand, margins, market opportunities, competitive position and industry trends. Such statements may be identified by words such as “expect,” “anticipate,” “believe,” “target,” “plan,” “project,” “estimate,” “intend,” “may,” “will,” “could,” “should,” “propose,” “potential,” “seek” and similar expressions. These statements are subject to significant risks, uncertainties and assumptions, including those beyond our control, that may cause actual results to differ materially from those expressed or implied.

These risks include changes in market conditions; the pace of digital communication adoption; pricing pressure and competition; customer concentration; shifts in technology standards and platform interoperability; cyber security incidents; vendor or network dependency; and our ability to execute strategy and scale operations. External risk factors include changes in applicable laws, regulations and government policies (including adverse regulatory or judicial actions); macroeconomic volatility; geopolitical tensions; sanctions and trade restrictions; global technology-supply-chain disruption; public health events; and political or social instability affecting our customers, vendors, partners or infrastructure, which may impact demand, delivery, costs, compliance and cross-border operations.

These forward-looking statements are based on information available to us as of 20 July 2026 and involve assumptions that may prove inaccurate or change with evolving conditions. Undue reliance should not be placed on them, and they are not guarantees of future performance or outcomes. If risks or assumptions change, our actual results may differ materially. Except as required by law, we undertake no obligation to update or revise these statements.

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Thank You

