



## Tanla Announces Second Quarter Results for FY25

**HYDERABAD, India – October 17, 2024** – Tanla Platforms Limited, India’s largest CPaaS provider, today announced its financial results for the second quarter of FY25.

### Key Metrics: Second Quarter (July – September 2024)

- Revenue was at ₹ 1,001 Cr, de-grew by 0.8% YoY
- Gross profit was at ₹ 262 Cr. Gross margin was at 26.2%
- EBITDA was at ₹ 175Cr. EBITDA margin was at 17.5%
- Profit after tax was at ₹ 130 Cr. Profit after tax margin was at 13.0%
- Earnings per share at ₹ 9.70
- Free cash flow of ₹ 52 Cr and cash balance at ₹ 705 Cr

**Uday Reddy, Founder Chairman & CEO**, said, “Amidst the dynamic landscape, we have navigated shifts effectively while building a foundation for sustained growth. With strategic investments in OTT, platform innovation, and investment for future growth, Tanla is positioned to drive impactful industry shifts. We closed another deal with one of the largest banks in India this quarter for Wisely ATP, reinforcing our commitment to secure, innovative digital solutions.”

### Significant events during the quarter:

- First to launch and implement Call to Action (CTA) whitelisting on our Trubloq platform
- Second year in a row, Karix has been awarded ‘Meta Growth Partner of the Year’
- Deployed Wisely ATP with another leading bank in India
- Appointed François Ortalo-Magné (Executive Dean – London Business School) as independent director to the Board
- Final dividend was approved by the shareholders in the Annual General Meeting, and the dividend was disbursed in August 2024. Total cash outflow of ₹ 807 Mn

### Earnings Conference Call

Tanla will host a conference call and live webcast to discuss the financial results on **October 18, 2024, at 4.30 PM IST**.

### Conference call details

<b>India</b>	+91 22 6280 1137 +91 22 7115 8038
<b>International Toll Free</b>	United Kingdom: 08081011573
	United States: 18667462133
	Hong Kong: 800964448
	Singapore: 8001012045
<b>Watch presentation</b>	<a href="https://bit.ly/3NexYyQ">https://bit.ly/3NexYyQ</a>

For any additional information, please contact:

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## About Tanla

Founded in 1999, Tanla Platforms Limited has revolutionized digital interactions by empowering users and enabling enterprises through its innovation-led SaaS business. With a unique enterprise and user-centric approach, Tanla has emerged as a leader in the CPaaS industry dominating data security, privacy, spam, and scam protection. Headquartered in Hyderabad (India), Tanla is the preferred partner for over 2,000 enterprises across various industries, including global tech giants like Google, Meta, and Truecaller. Tanla is recognized as a 'Visionary' in the 2024 Gartner® Magic Quadrant™ for CPaaS and is ranked among the "1000 High-Growth Companies in Asia Pacific" by the Financial Times. Tanla is publicly traded on the NSE and BSE (NSE: TANLA; BSE: 532790) and is included in prestigious indices such as the Nifty 500, BSE 500, Nifty Digital Index, FTSE Russell, and MSCI.

## Safe Harbor

This information 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 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 information.

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