



Tanla Announces First Quarter Results for Q1 FY25

GURUGRAM, India – July 18, 2024 – Tanla Platforms Limited, India’s largest CPaaS provider, today announced its financial results for the first quarter of FY25.

Key Metrics: First Quarter (April – June 2024)

- Revenue grew by 10.0% year-over-year to INR 1,002 Cr
- Gross profit grew by 11.7% year-over-year to INR 269 Cr. Gross margin at 26.9%
- EBITDA grew by 3.5% year-over-year to INR 189 Cr. EBITDA margin at 18.8%
- Profit after tax grew by 4.3% year-over-year to INR 141 Cr. Profit after tax margin at 14.1%
- Earnings per share grew by 4.3% year-over-year to INR 10.50
- Free cash flow of INR 74 Cr and cash balance at INR 757 Cr

Uday Reddy, Founder Chairman & CEO, said, “We are progressing well with our strategic shifts. Our ~3X growth over the year coupled with go-live of the MaaP platform showcases our leadership in OTT space. Our partnership with a global tech major on Wisely ATP to combat scams is a huge step to tackle this global menace. We are moving in the right direction to elevate our growth trajectory.”

Significant events during the quarter:

- Tanla has once again been recognized as a ‘Visionary’ in the 2024 Gartner® Magic Quadrant™ for Communications Platform as a Service (CPaaS).
- Tanla signed a commercial agreement with one of the Global Tech Majors on Wisely ATP to combat scam on their messaging platform by identifying fraudulent phone numbers.
- MaaP platform for Google RCS went live in July 2024.
- Appointment of Abhishek Kumar Jain as Chief Financial Officer effective August 1, 2024. Abhishek will join Tanla post a nearly two-decade stint in Wipro Limited, a leading publicly traded IT Services company.

Earnings Conference Call

Tanla will host a conference call and live webcast to discuss the financial results on **July 19, 2024, at 4.30 PM IST.**

Conference call details

India	+91 22 6280 1137 +91 22 7115 8038
International Toll Free	United Kingdom: 08081011573
	United States: 18667462133
	Hong Kong: 800964448
	Singapore: 8001012045
Watch presentation	https://bit.ly/TanlaQ1FY25EarningsCall

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

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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