



 **Tanla Platforms Limited**
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Telangana, India - 500081
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 91-40-23122999
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April 24, 2026

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**

Dear Madam/Sir,

Sub: Investor Updates for the quarter and year ended March 31, 2026

With reference to the above cited subject, we are enclosing herewith the Investor Updates for the quarter and year ended March 31, 2026.

Request you to take the same on record and oblige.

Thanking you.

Yours faithfully,
For Tanla Platforms Limited

Seshanuradha Chava
General Counsel and Company Secretary
ACS-15519



Investor Update Full Year & Q4 FY26

April 24, 2026



FY26 Results Snapshot



Revenue

₹44,177 Mn

9.7% growth



Gross Profit

₹11,746 Mn

11.8% growth



EBITDA

₹7,237 Mn

4.8% growth



PAT

₹5,091 Mn

0.4% growth



EPS

₹38.36

1.6% growth



Cash⁽¹⁾

₹11,436 Mn

Post Dividend & Buyback of 3,396 Mn

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

Q4 FY26 Results Snapshot



Revenue

₹11,775 Mn

5.0% QoQ and 15.0% YoY ▲



Gross Profit

₹3,178 Mn

2.8% QoQ and 22.8% YoY ▲



EBITDA

₹1,918 Mn

0.7% QoQ and 17.3% YoY ▲



PAT

₹1,343 Mn

2.2% QoQ and 14.5% YoY ▲



EPS

₹10.18

2.3% QoQ and 16.4% YoY ▲



FCF

₹2,063 Mn

154% of PAT



Cash⁽¹⁾

₹11,436 Mn

Post Dividend & Buyback of
3,396 Mn

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



AI-Native Platform

Powering digital interactions through four AI-native principles



AI-Native Reasoning



Agentic AI Action



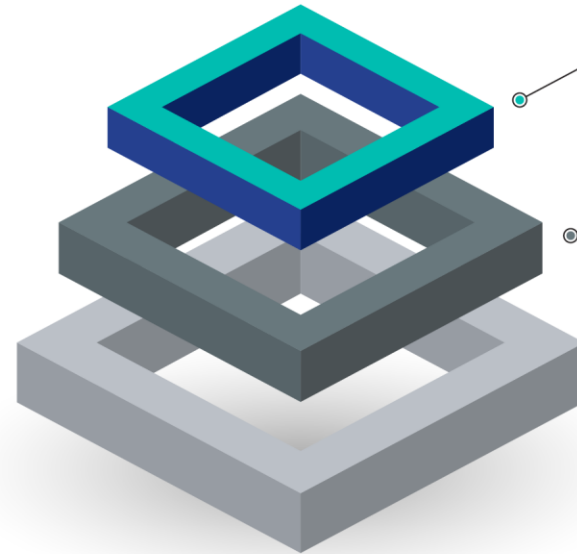
Autonomous Independence



Self-Learning Continuous Improvement

Unified & Scalable by Design

Three-layer modular architecture that's standardized, efficient, and ready to replicate across telcos and enterprises.



Product Layer

Build once, deploy anywhere flexibility
Scales vertically across use cases and horizontally across telcos

AI Layer

Cognitive core powering all decisioning and learning
Faster deployment via modular, plug-and-play design
Detects threats in <10 milliseconds with autonomous drift control

Data Layer

Unified foundation across channels and telcos
Faster integration through reusable data models

- ✓ Defensible IP
- ✓ Global Differentiation
- ✓ Trusted Ecosystem
- ✓ Compliant

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



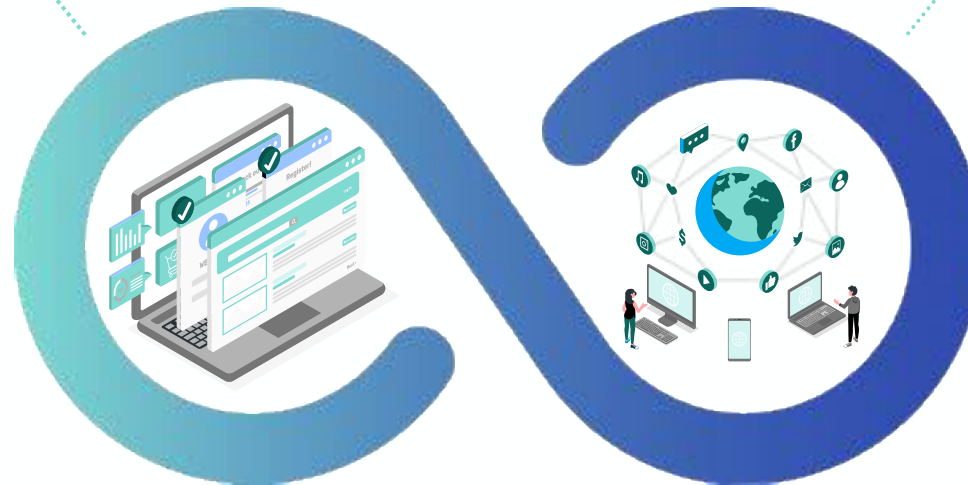
Predictable growth



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.

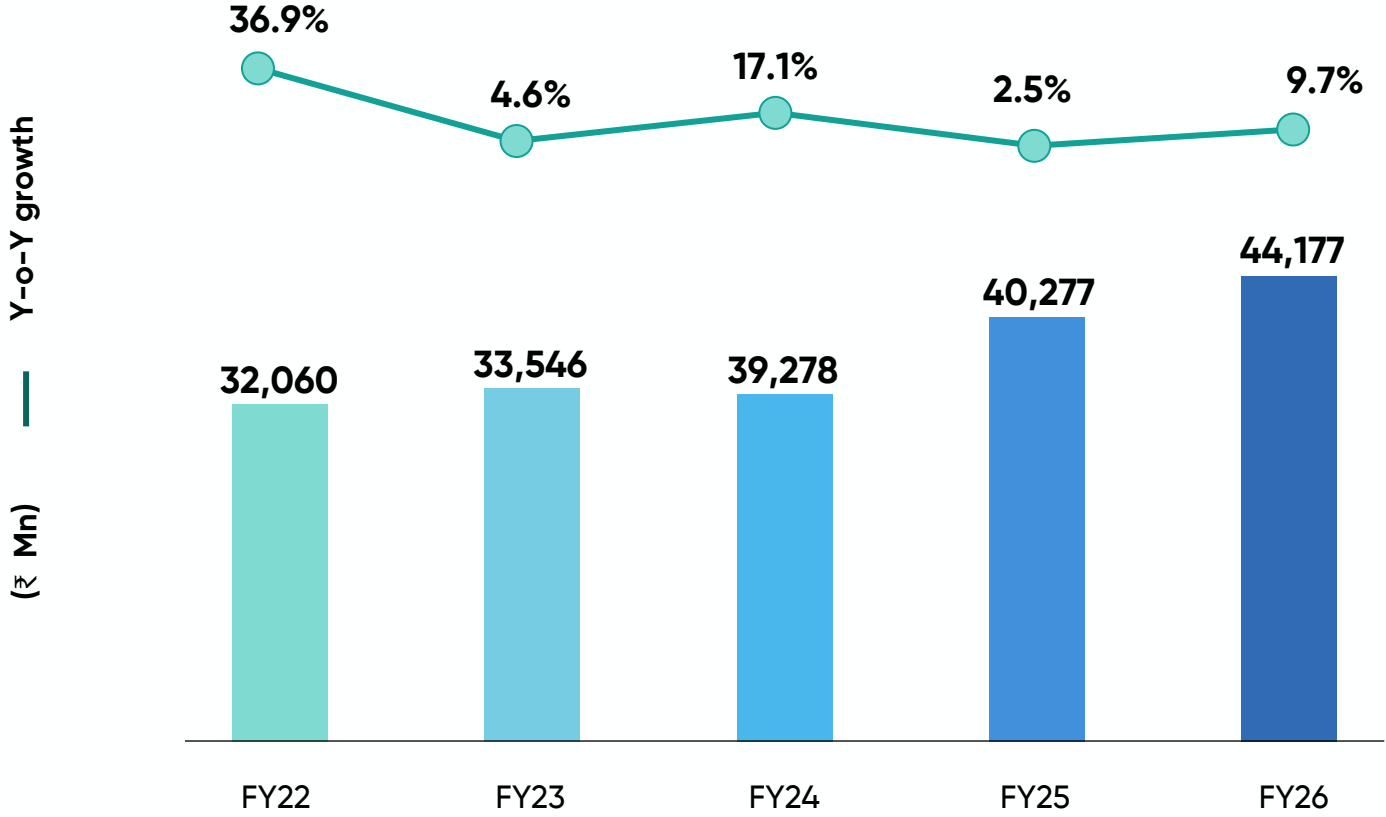


Agility & rapid customer service
10k+ APIs deployed across enterprises to enable full suite of omni-channel communication



Financial Outcomes

FY26 Revenue | Delivered 9.7% YoY revenue growth



Revenue growth of ₹3,900 Mn was driven by ₹1,902 Mn from existing customers and ₹1,998 Mn from net new customers

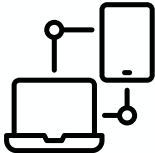


YoY growth is led by Wisely Ai, MaaP platform and OTT channels



Out of the overall revenue growth of ₹3,900 Mn, Digital Platforms grew by ₹309 Mn and Enterprise Communications by ₹3,591 Cr

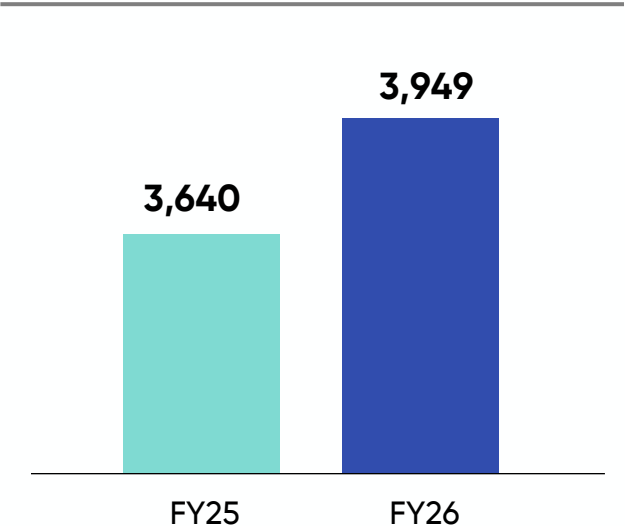
FY26 | Digital Platforms & Enterprise Communications Revenue



Digital Platforms

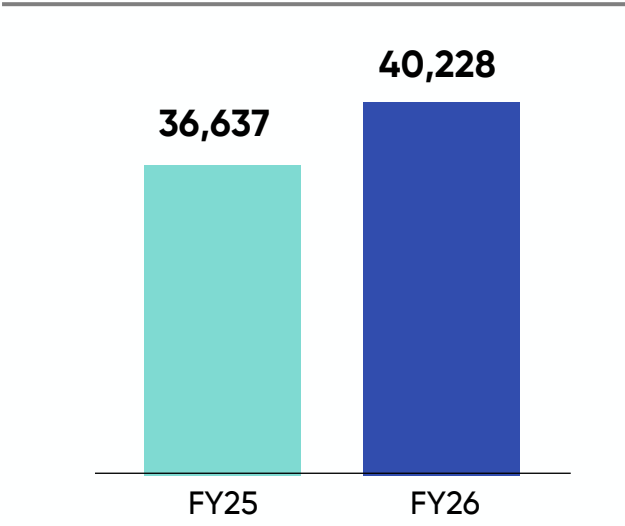
Grew by 8.5%

(₹ Mn)

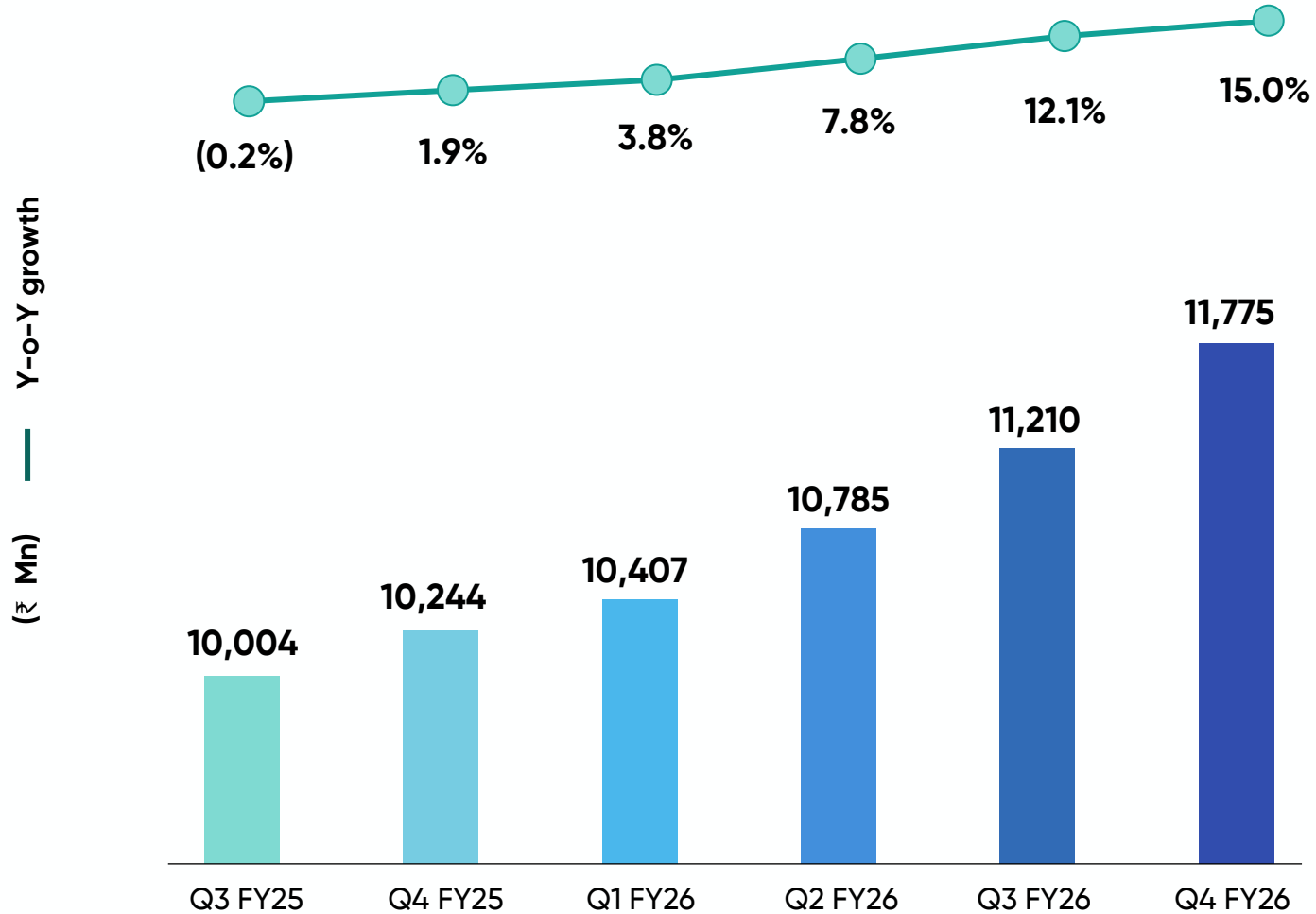


Enterprise Communications

Grew by 9.8%



Q4 FY26 Revenue | Delivered double digit YoY Revenue growth



Revenue grew by **₹565 Mn** QoQ

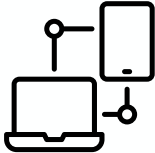


Sequential growth of **₹565 Mn** was primarily organic, driven by increased wallet share from existing customers.



QoQ growth is led by both SMS and OTT channels

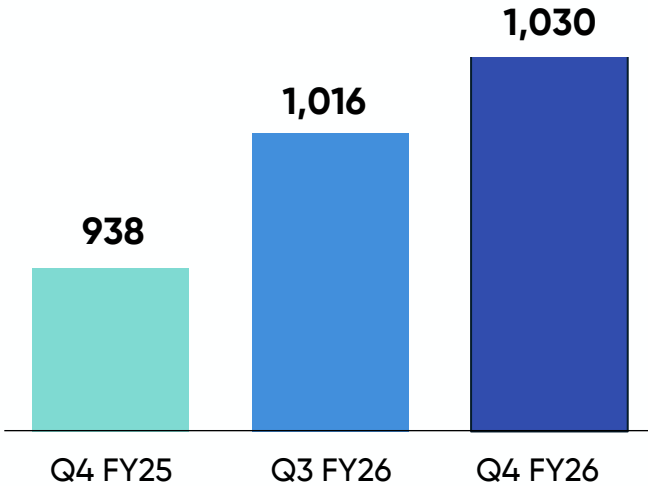
Q4 FY26 | Revenue growth across business segments



Digital Platforms

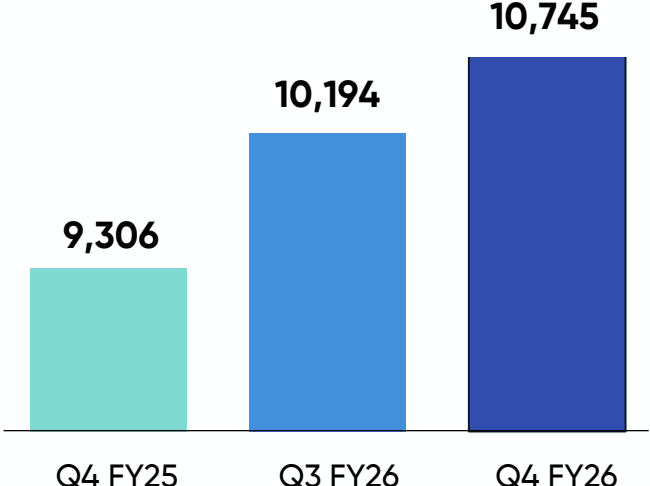
Grew by 1.3% QoQ and 9.8% YoY

(₹ Mn)

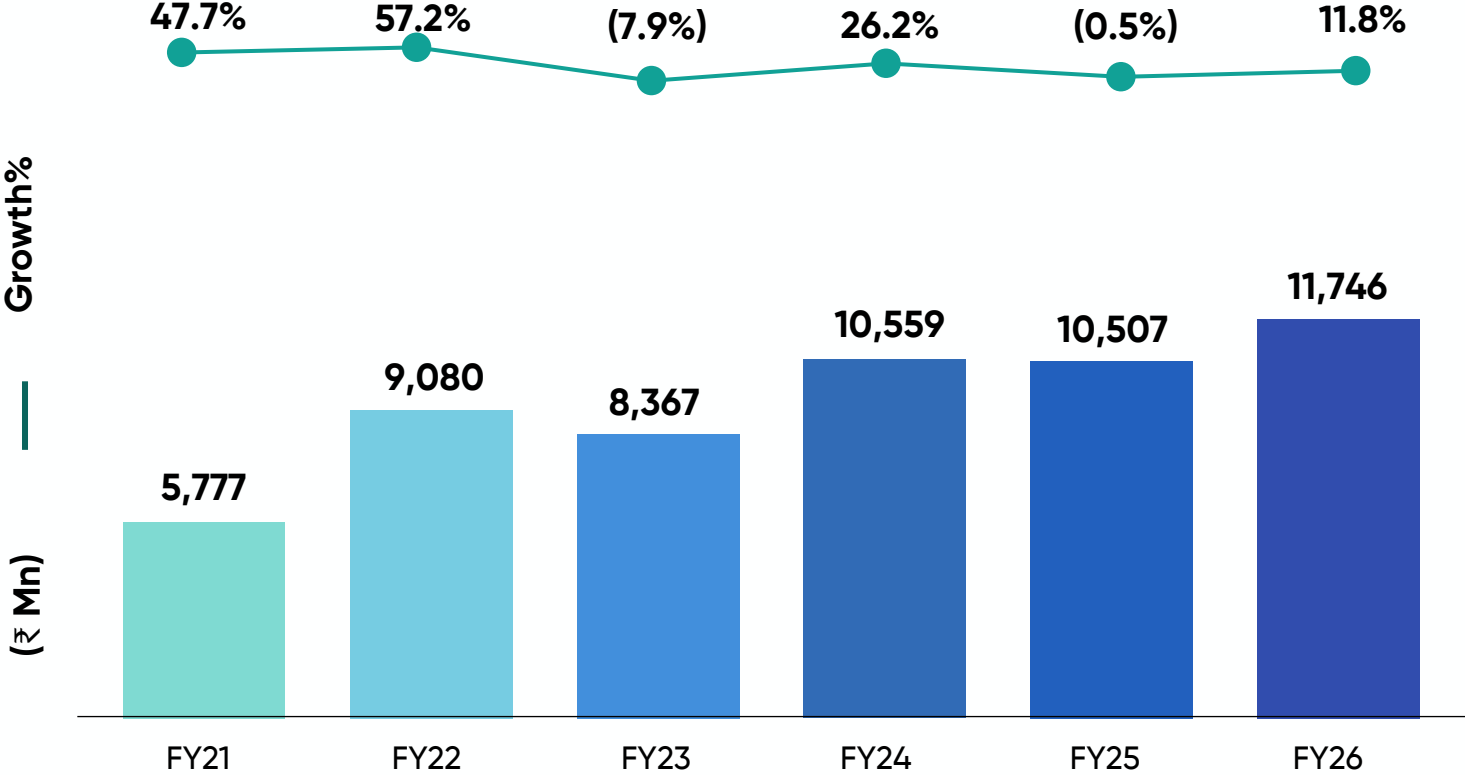


Enterprise Communications

Grew by 5.4% QoQ and 15.5% YoY



FY26 Gross Profit | Delivered 11.8% YoY gross profit growth



Overall growth of gross profit by **₹1,239 Mn**, was driven by revenue growth of **9.7 %** and **50 bps** margin expansion



Gross profit growth was led by both Digital Platforms and Enterprise Communications

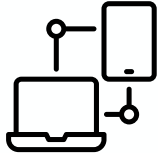


Digital Platform growth led by Wisely Ai and MaaP Platform for RCS



Enterprise Communication growth led by OTT channels

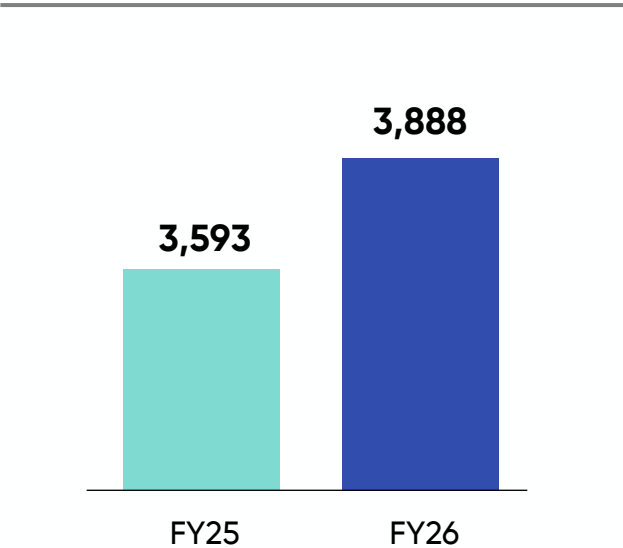
FY26 | Digital Platforms & Enterprise Communications Gross Margin



Digital Platforms

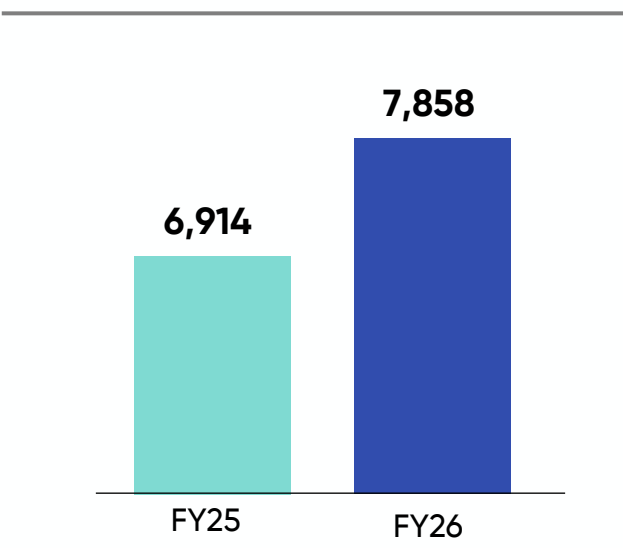
Grew by 8.2%

(₹ Mn)

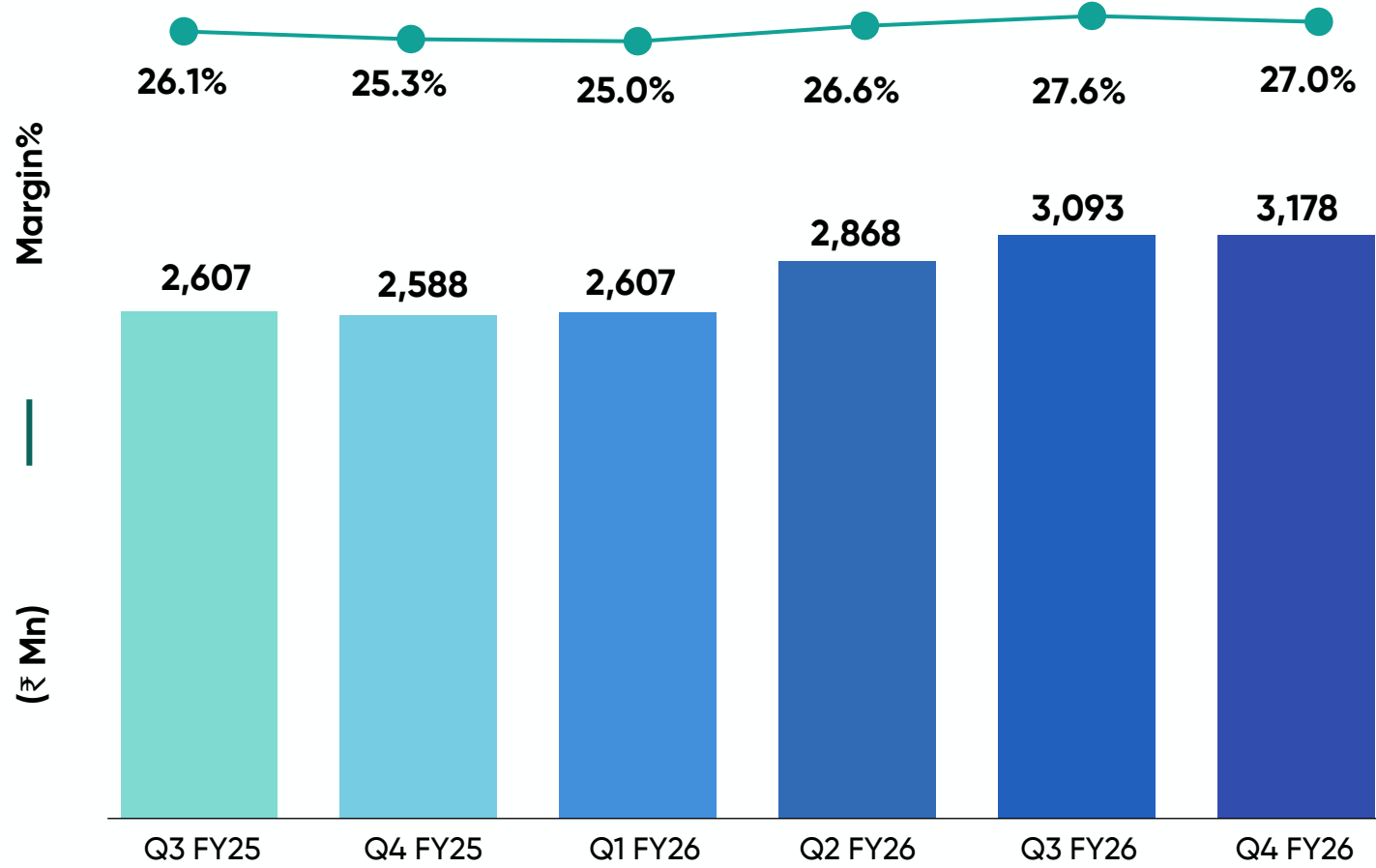


Enterprise Communications

Grew by 13.7%



Q4 FY 26 Gross Profit | Delivered highest ever gross profit

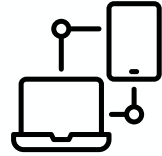


Gross profit grew by **2.8% QoQ** and **22.8% YoY** led by both Digital Platforms and Enterprise Communications



Sequentially gross profit increased by **₹85 Mn**, driven by revenue growth

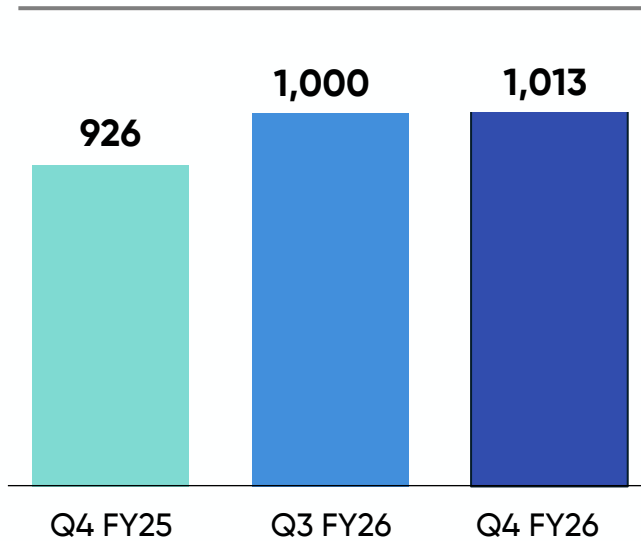
Q4 FY26 | Gross profit growth led by both business segments



Digital Platforms

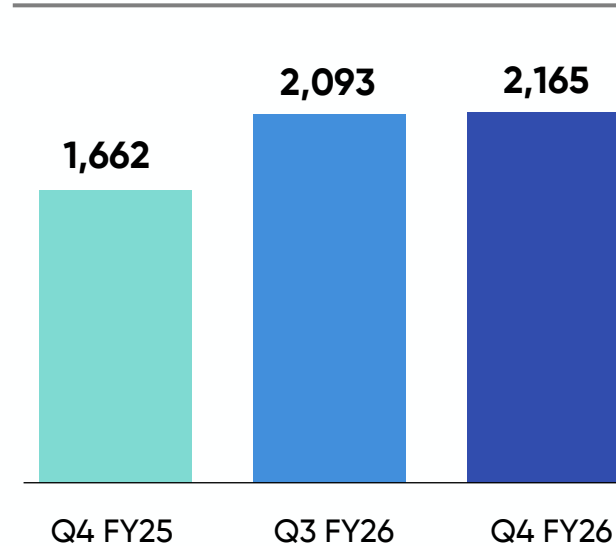
Grew by 1.2% QoQ and 9.4% YoY

(₹ Mn)

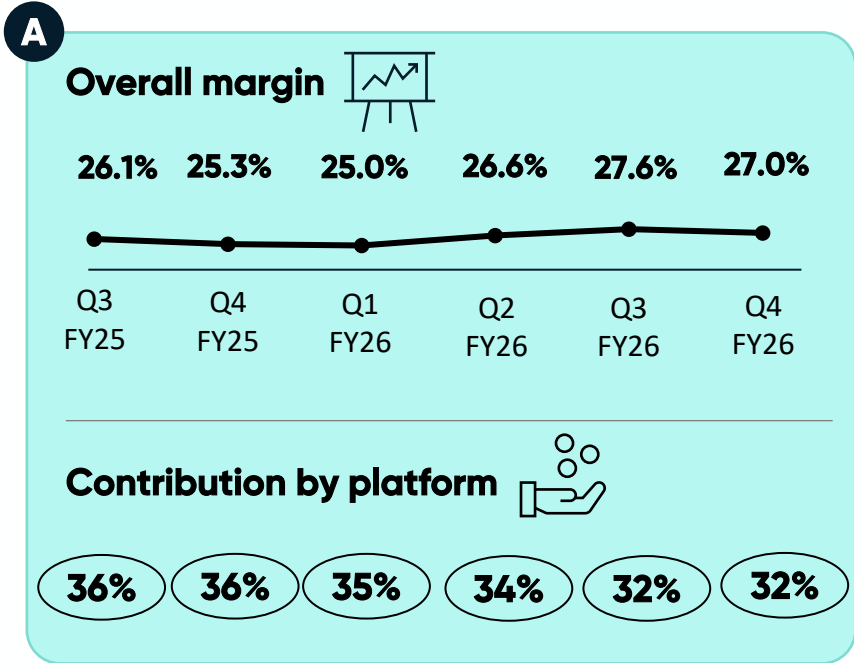


Enterprise Communications

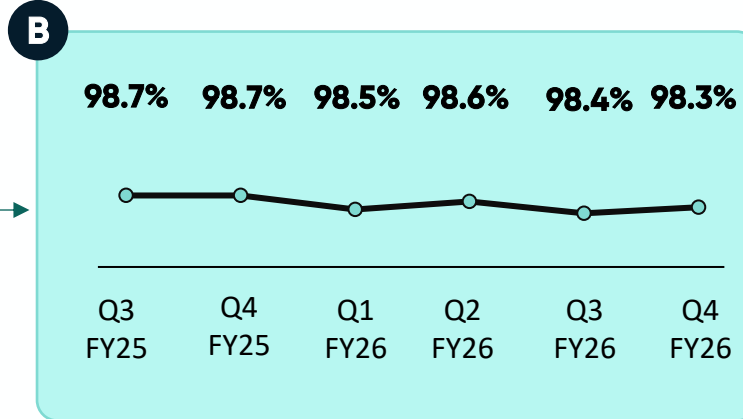
Grew by 3.5% QoQ and 30.3% YoY



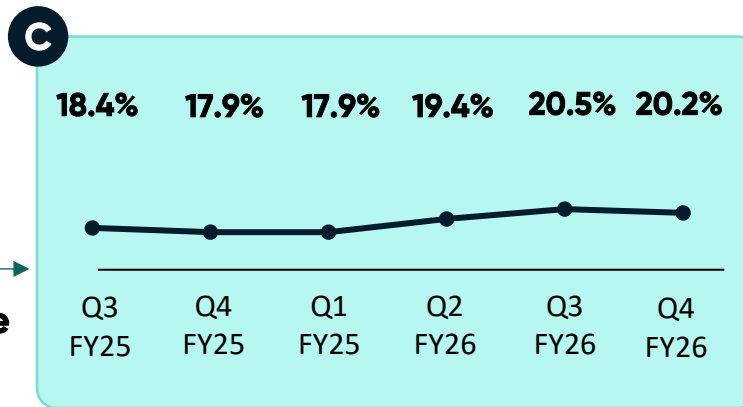
Gross Margin Profile



Platform Business



Enterprise Business

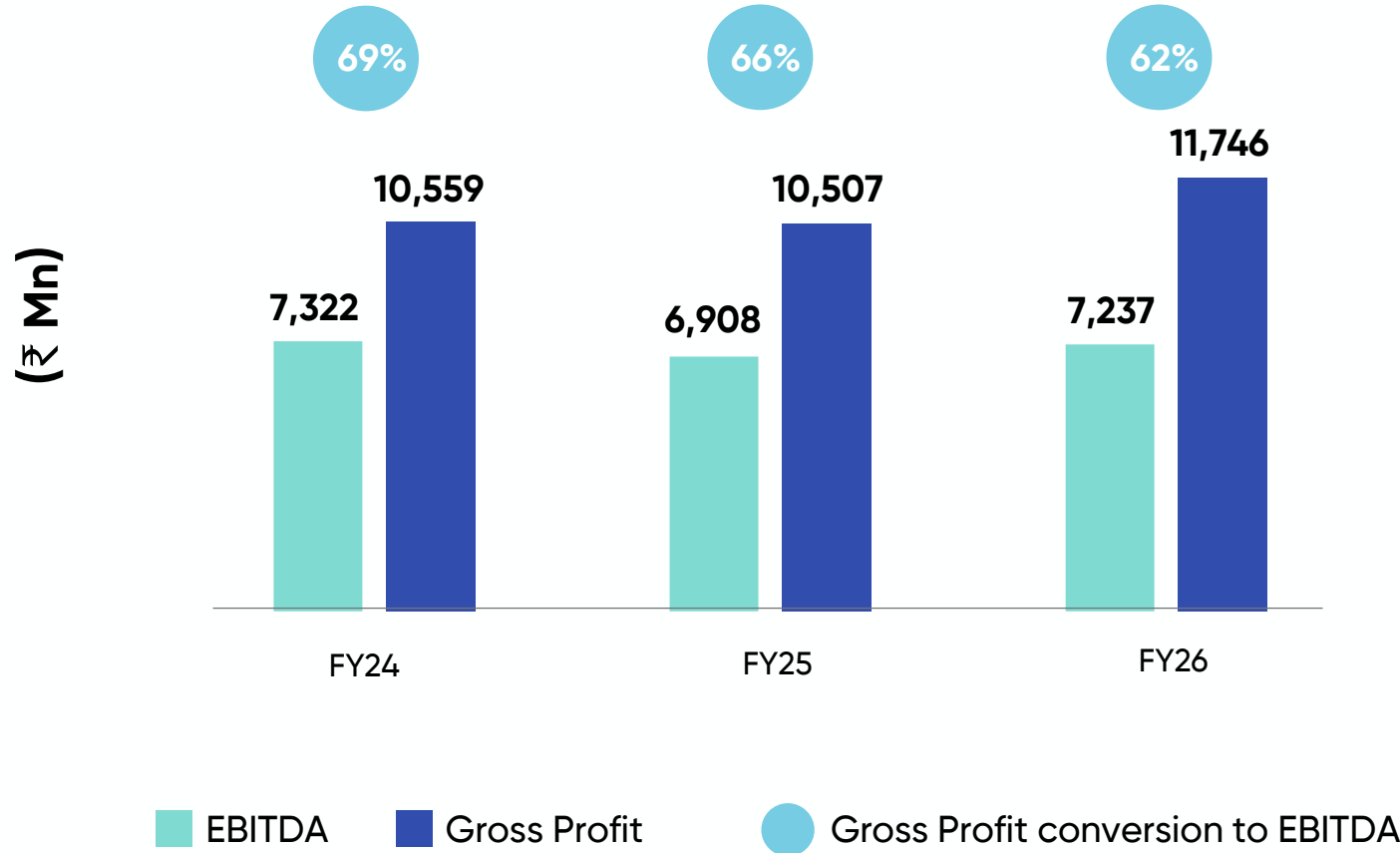


A Decrease in gross margin by **60 bps QoQ**, and increase by **173 bps YoY**

B Digital Platform gross margin contribution to total at **31.9% in Q4 FY26**

C Enterprise communications gross margin at **20.2% in Q4 FY26**

FY26 | Efficiency Metrics



EBITDA increased by ₹329 Mn, driven by higher gross profit of ₹1,239 Mn, offset by an increase in indirect costs by ₹910 Mn

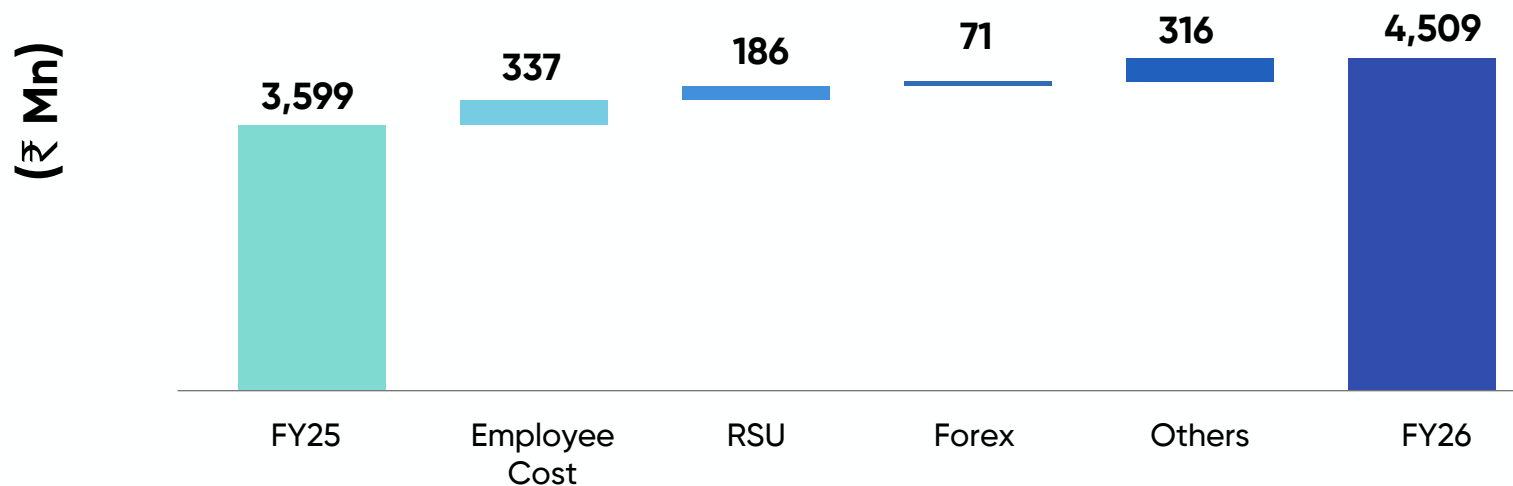


Gross profit to EBITDA conversion is at **61.6%** in **FY26** due to conscious investments made for growth.



Indirect costs, as a percentage of revenue, increased from **8.9%** to **10.0% YoY** primarily driven by higher employee cost and Forex

Operating Expenses walk YoY



Employee costs increased primarily due to net additions in GTM and innovation teams



Increase in RSU costs by ₹186 Mn was due to issuance of performance-linked grants to drive growth

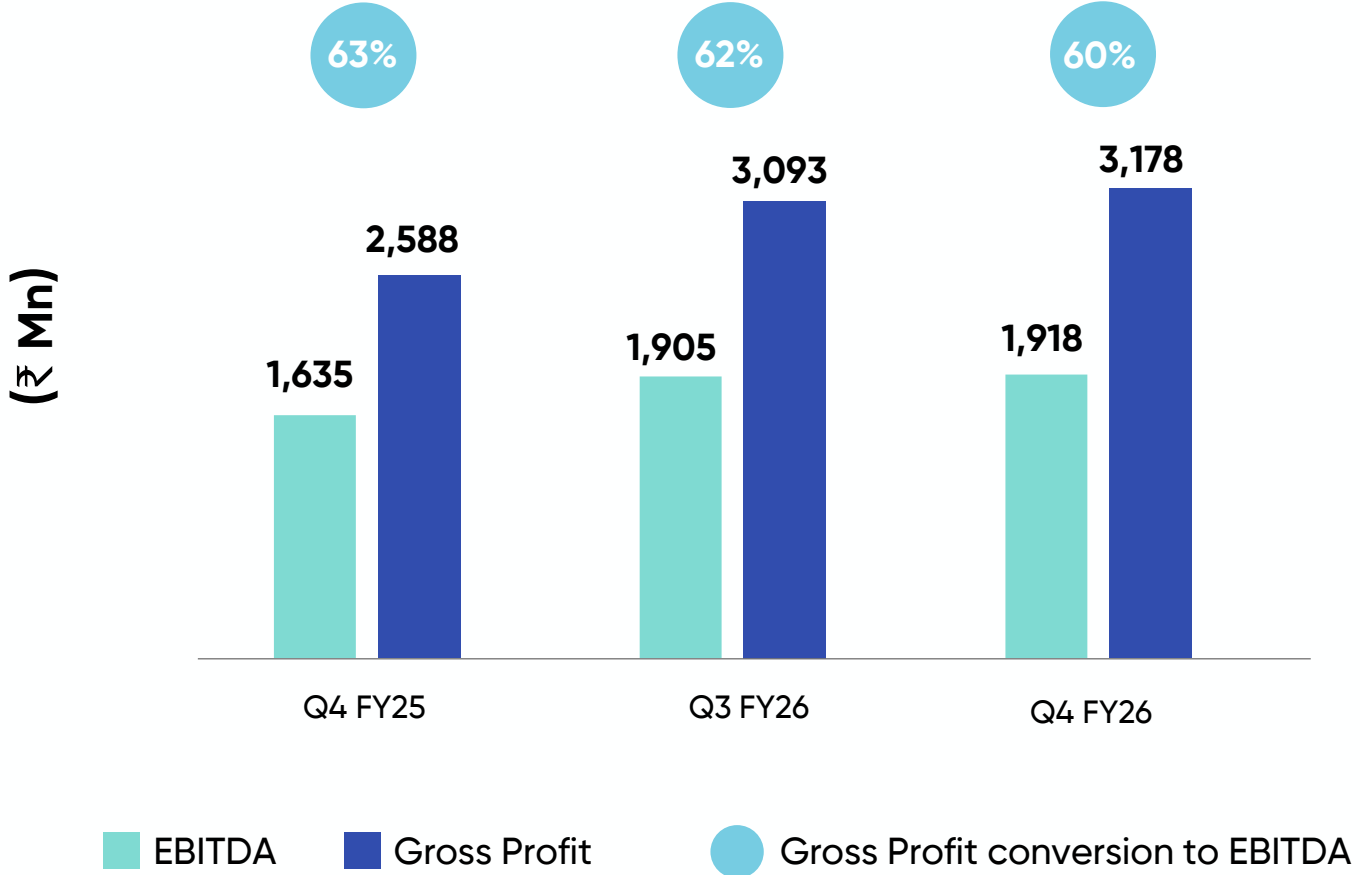


Other expense includes provisions for doubtful debts made in line with our norm-based provision policy



Full-year forex impact was driven by currency fluctuations in USD and Euro

Q4 FY26 | Efficiency Metrics



EBITDA grew by **0.7% QoQ** and **17.3% YoY** due to higher gross profit and partially offset by increase in Indirect costs

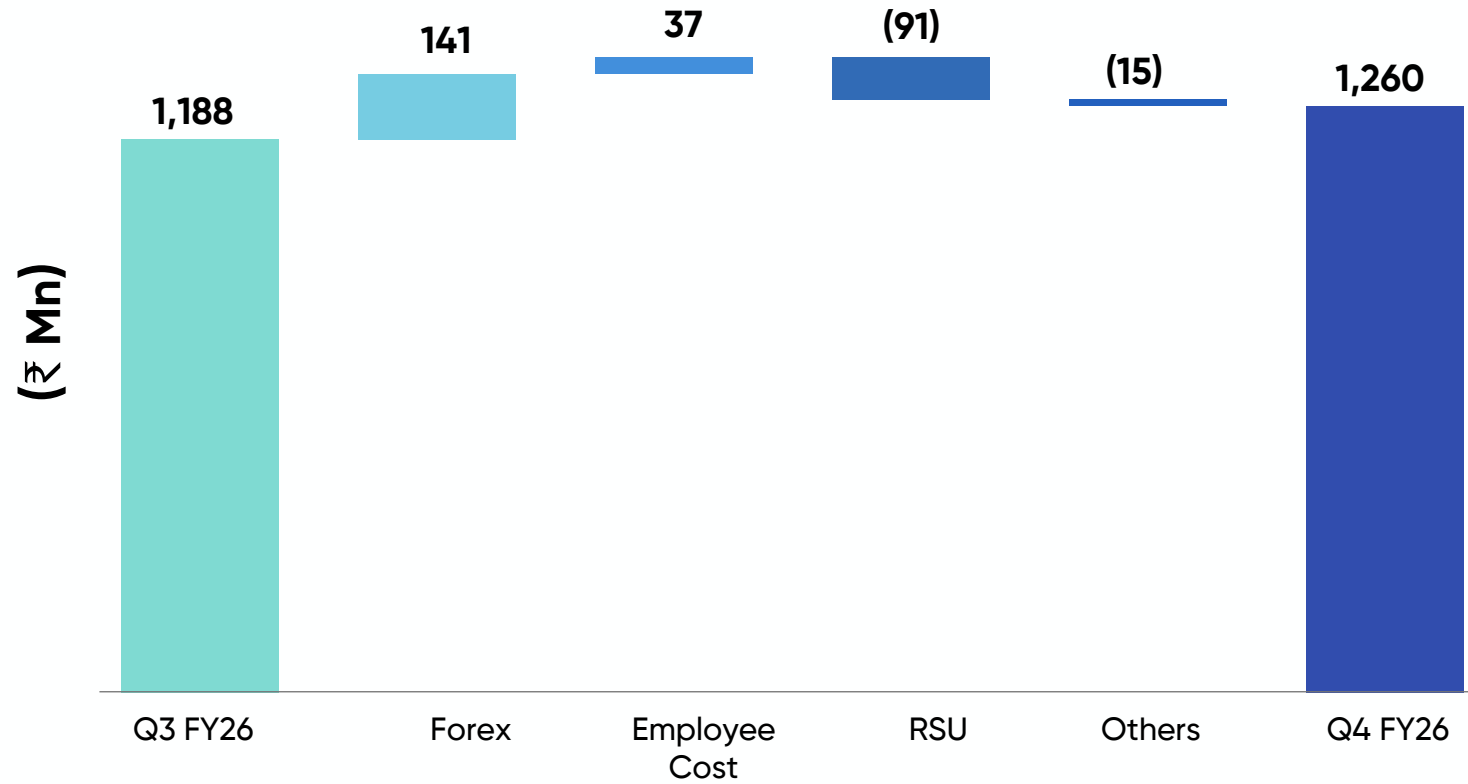


Gross profit to EBITDA conversion is **60.3%** in Q4 FY26. YoY basis it declined by 281 bps due to increase in indirect costs



Our indirect cost as % of revenue has increased from **9.4% to 9.5% YoY** (excluding forex) due to higher employee cost including performance linked RSU

Operating Expenses walk QoQ



Employee costs increased by **₹37 Mn**, due to net additions



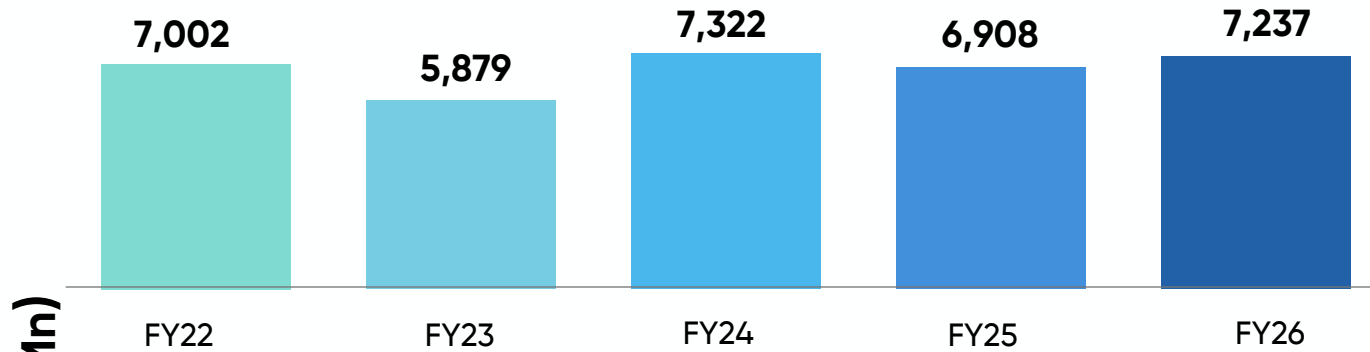
Loss on account of forex fluctuations is at **₹141 Mn**



Operating expenses were at **₹1,260 Mn** in Q4 FY26 , as against ₹1,188 Mn in Q3 FY26. Operating expenses at **9.5%** of revenue (excluding forex) in Q4 FY26

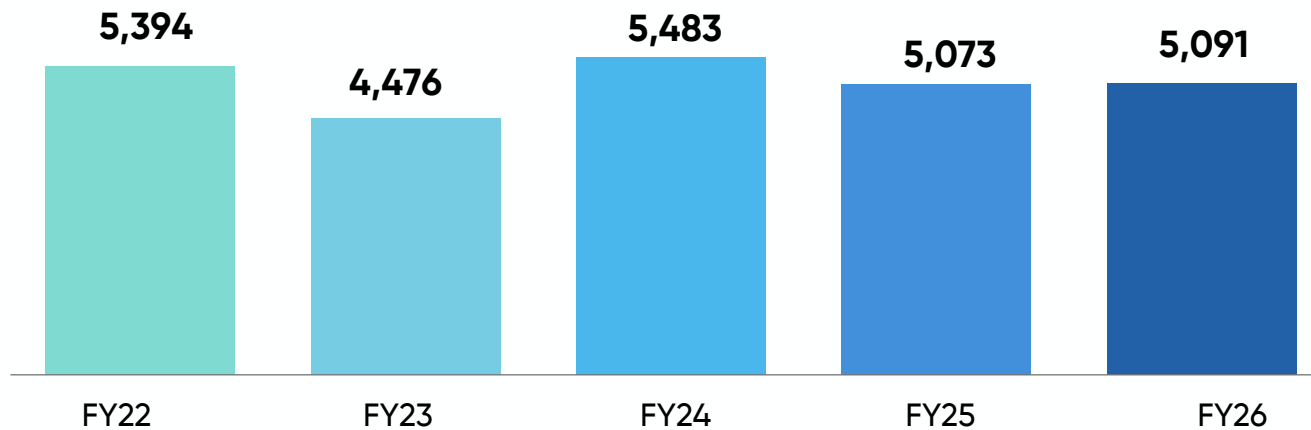
FY26 | Profitability Metrics

EBITDA



(₹ Mn)

PAT



EBITDA grew by 4.8% YoY.
EBITDA margin decreased by 77 bps to 16.4% in FY26



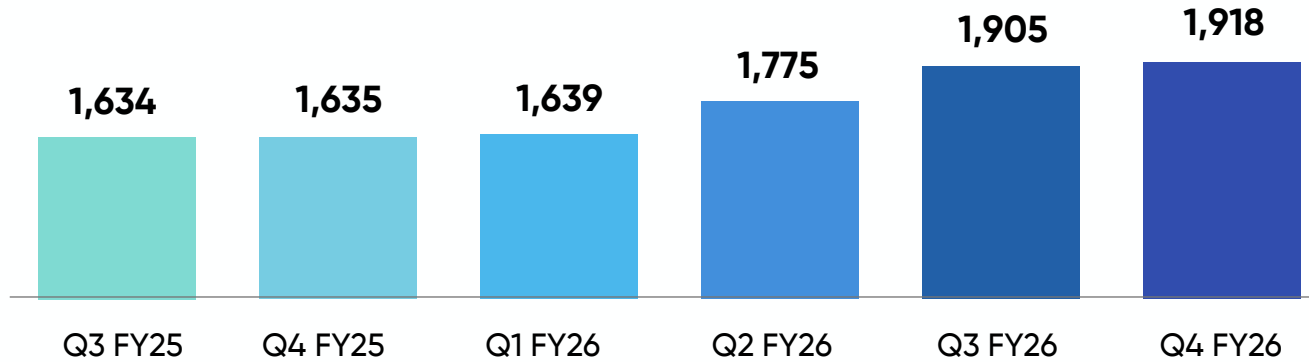
ETR for the year was 19.7% in FY26



PAT grew by 0.4% YoY due to higher gross profit and partially offset by increase in operating expenses including depreciation

Q4 FY26 | Profitability Metrics

EBITDA

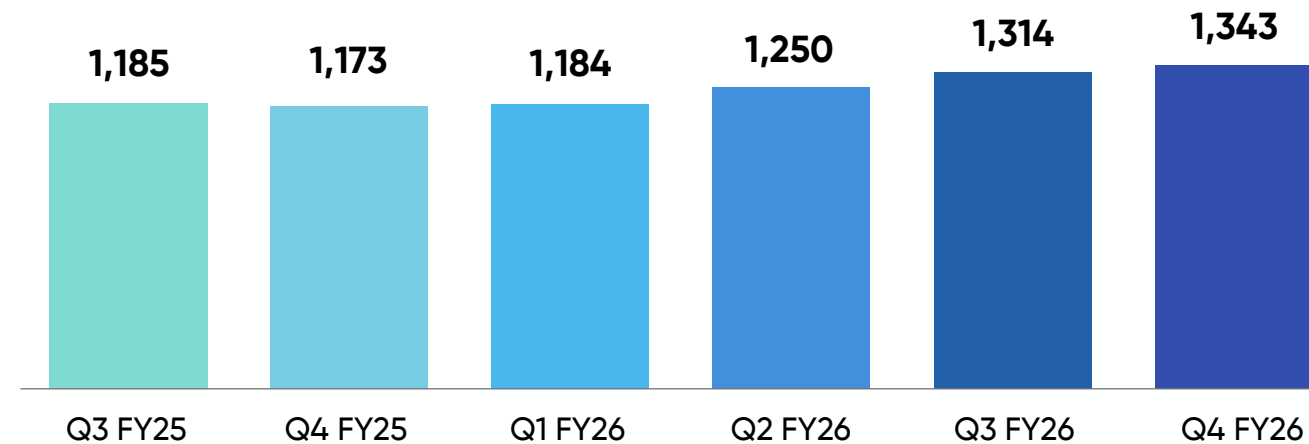


EBITDA grew by **0.7% QoQ** and **17.3% YoY**. EBITDA margin decreased by 70 bps to **16.3%** in Q4 FY26



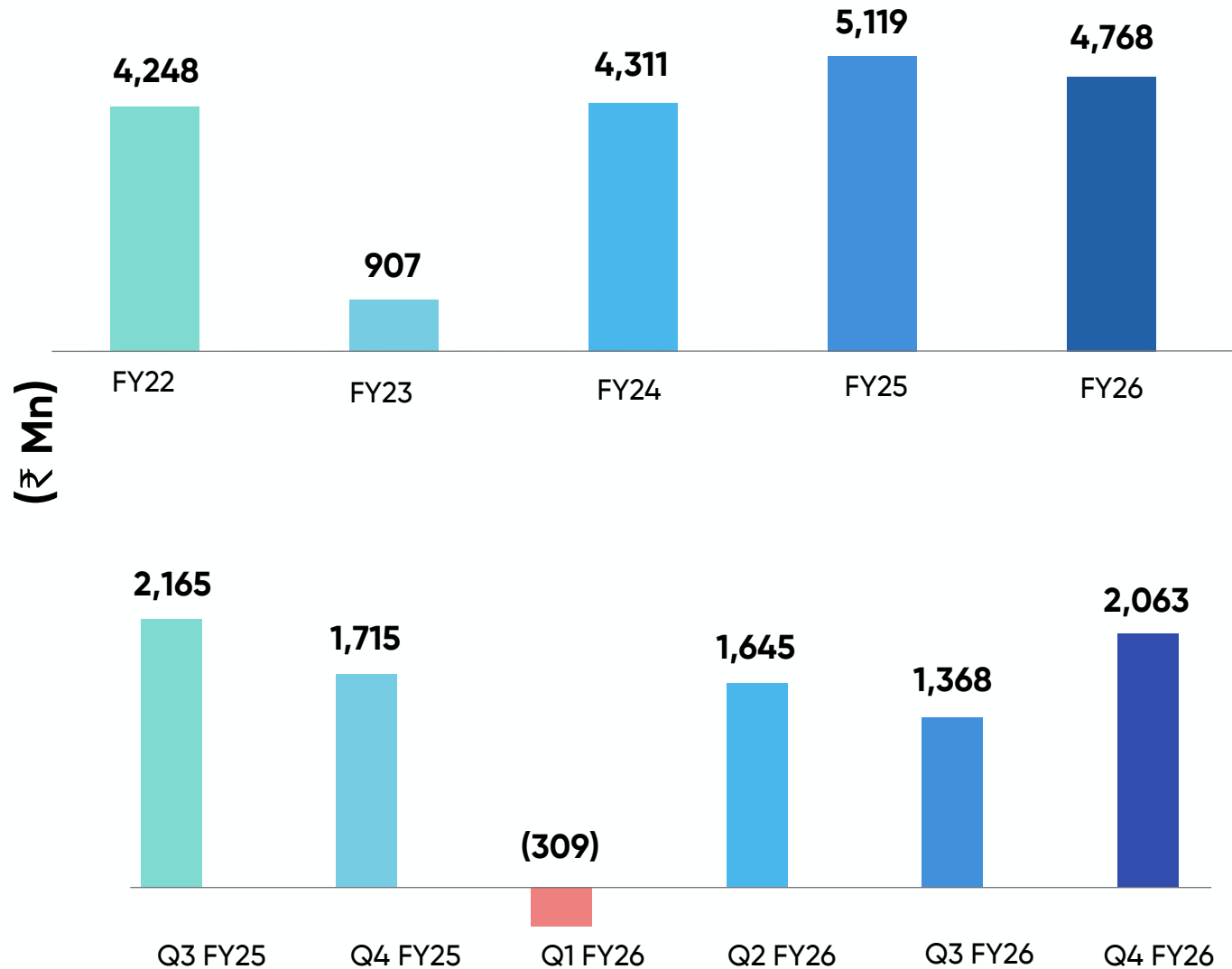
ETR for the quarter was **19.4%** Q4 FY26

PAT



PAT grew by **2.2% QoQ** and **14.5% YoY** due to higher gross profit and partially offset by increase in operating expenses

Cash Flow | Free Cash flow at 94% of PAT in FY26



Cash flow from operations were at **₹2,492 Mn** and Free cash flow was at **₹2,063 Mn** in Q4 FY26 (154% of PAT)



DSO at 82 days in FY26 as against 74 days in FY25



Strong Balance Sheet

₹24,880 Mn

Strong Equity and Reserves

₹11,436 Mn

Cash & cash equivalents

47%

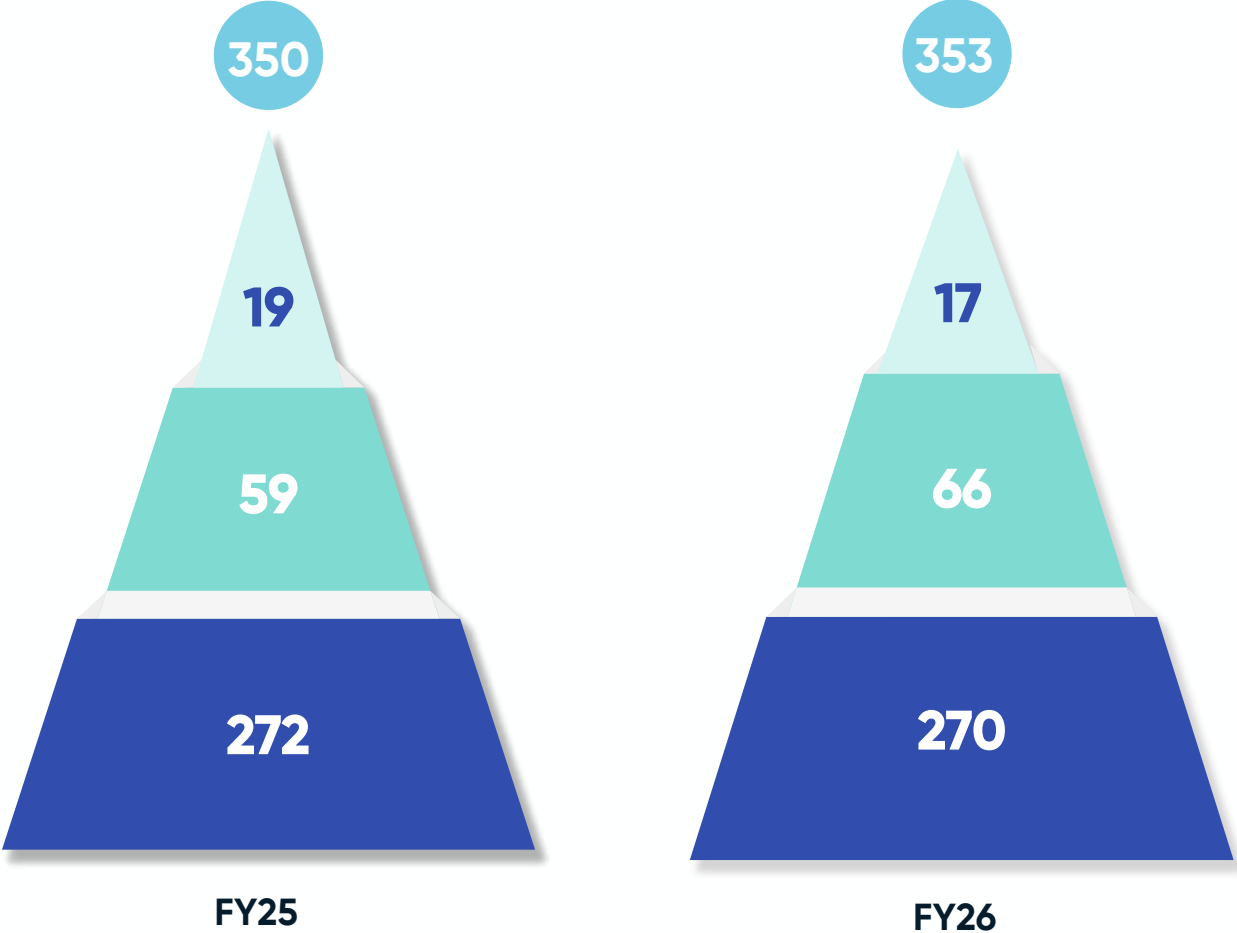
ROCE (excluding cash &
cash equivalents)

Debt Free



Business Outcomes

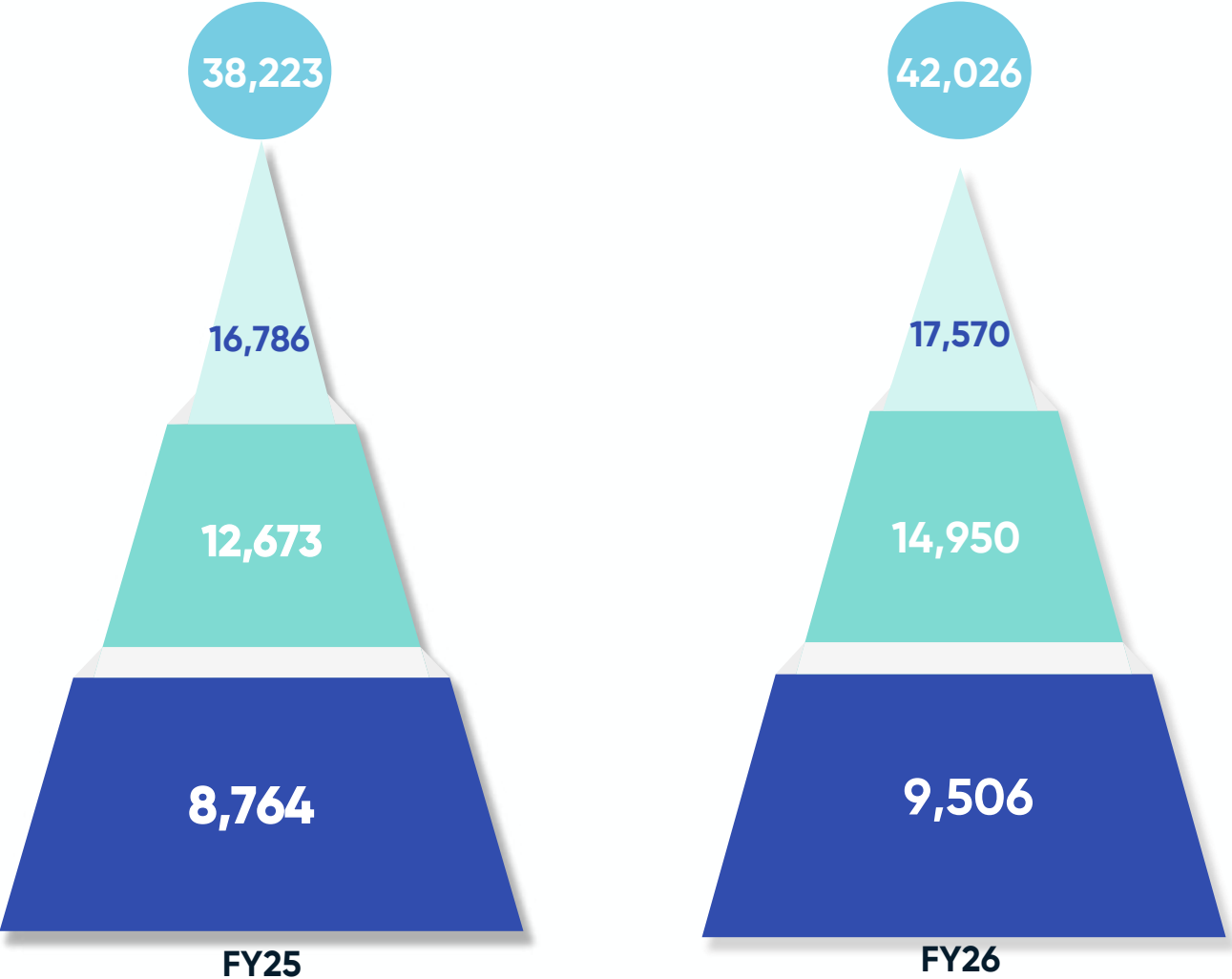
FY26 Customer Cohorts | Expansion of Customer Relationships



■ >₹500 Mn
 ■ >₹100 Mn - <₹500 Mn
 ■ >₹10 Mn - <₹100 Mn
 ● Total count of customers

15 out of top 20 customers of last year continue to be in top 20 and remaining in top 30

FY26 Customer Cohorts | Increase in Wallet share

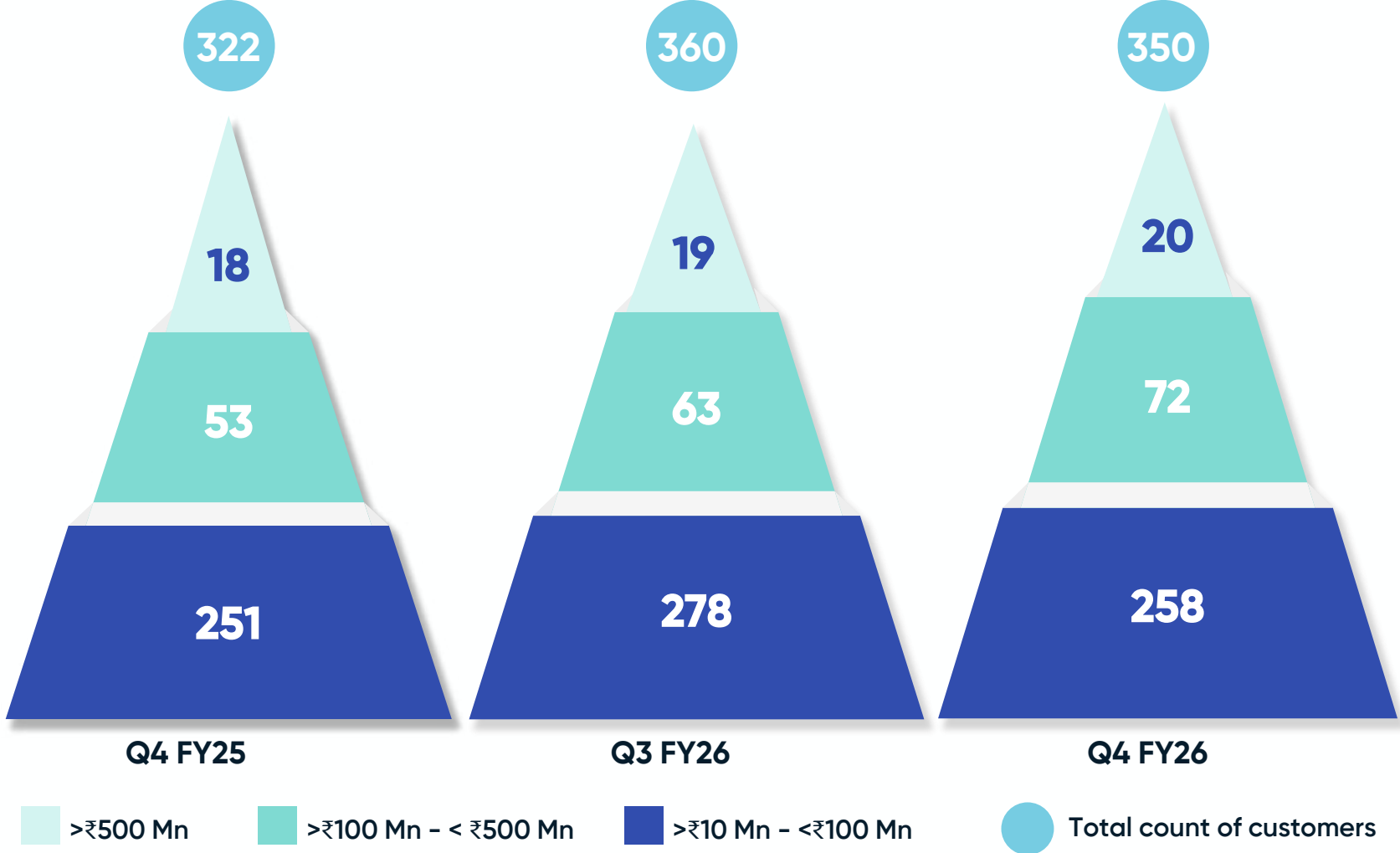


■ >₹500 Mn
 ■ >₹100 Mn - < ₹500 Mn
 ■ >₹10 Mn - <₹100 Mn
 ● Revenue from customers (₹ Mn)

Customers contributing annualised revenue greater than ₹500 Mn grew by 4.7% to 17,570 Mn

Customers contributing > ₹10 Mn annualized revenue grew by 8.5%

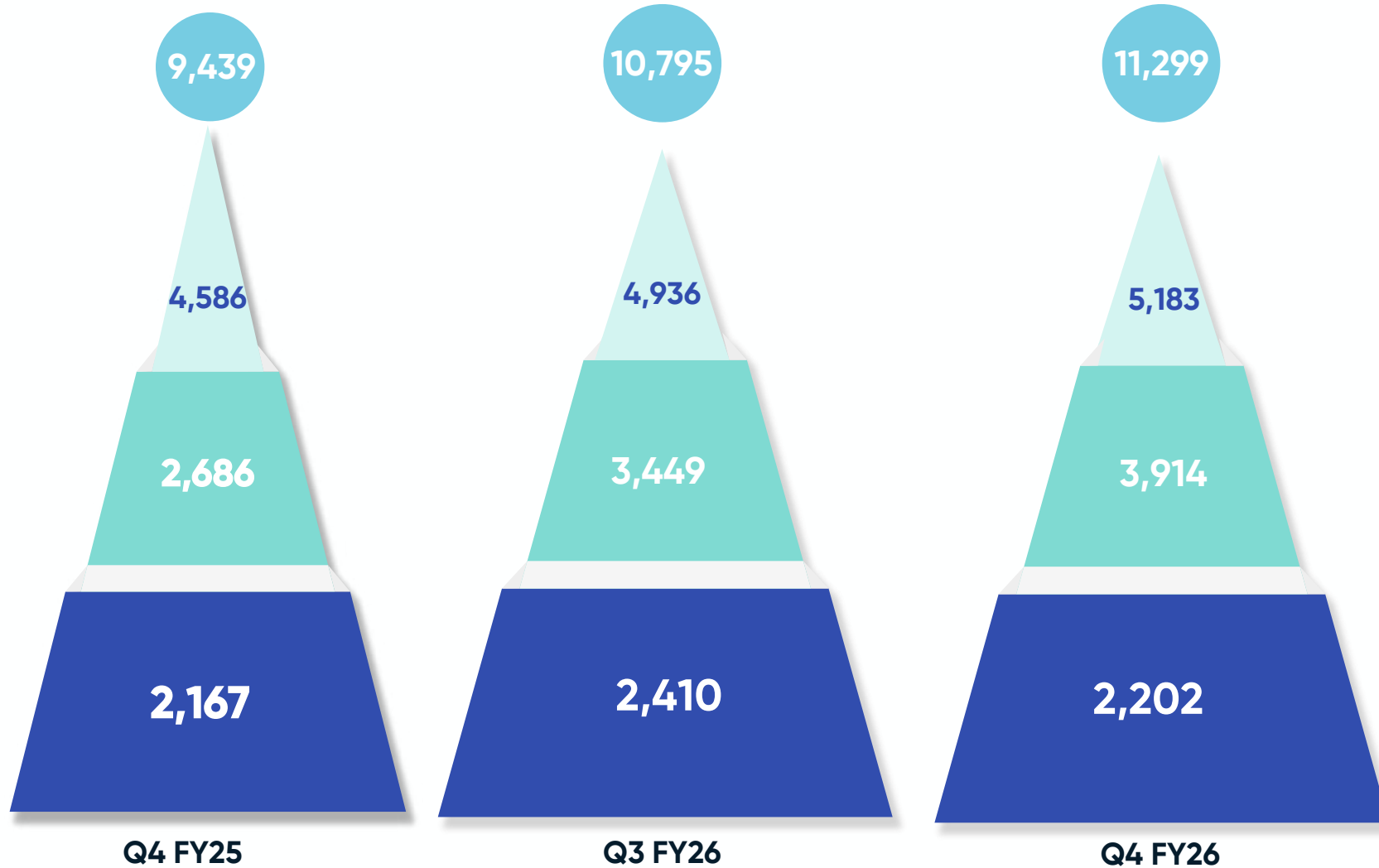
Q4 FY26 Customer Cohorts | Expansion of Customer Relationships



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

9 out of top 20 customers of last year continue to be in top 20 and remaining in top 30

Q4 FY26 Customer Cohorts | Increase in Wallet share



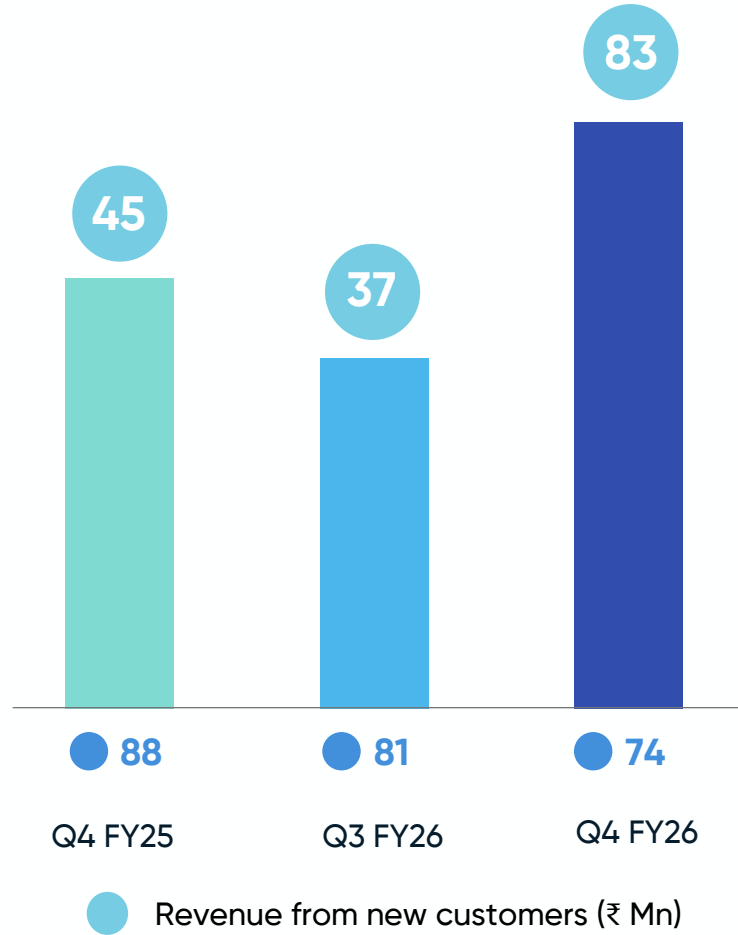
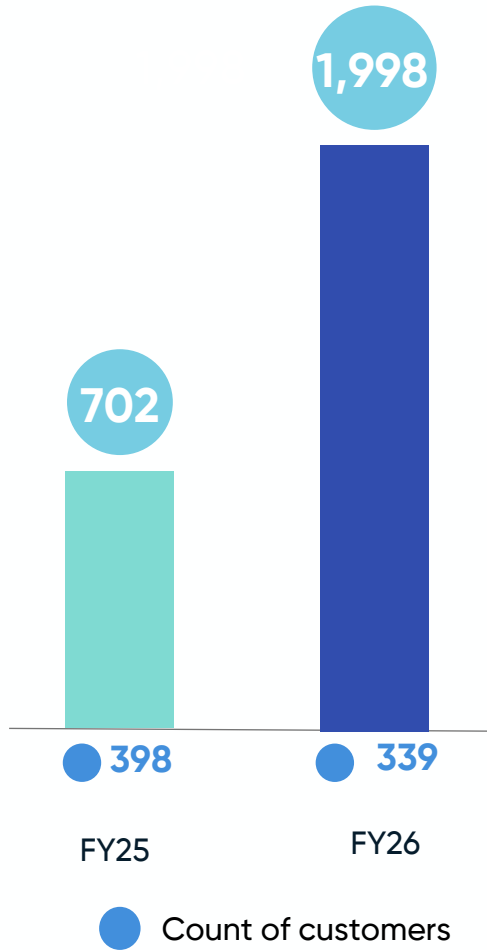
Customers contributing annualised revenue greater than ₹500 Mn grew by 5.0% QoQ and 13.0% YoY to 5,183 Mn

Customers contributing > ₹10 Mn annualized revenue grew by 4.7% QoQ and 19.7% YoY

■ >₹500 Mn
 ■ ₹100 Mn - <₹500 Mn
 ■ >₹10 Mn - <₹100 Mn
 ● Revenue from customers (₹ Mn)

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

Winning New Logos



Newly acquired customers contributed **₹1,998 Mn** in FY26

23% New customers were added on WA and RCS

New customers include every unique contracting entity added during the year



Annexures

Profit & Loss

FY26



In ₹ Mn, unless otherwise stated	FY26	FY25	Δ %
Revenue from operations (net)	44,177	40,277	9.7%
Cost of services	(32,431)	(29,770)	8.9%
Gross Profit	11,746	10,507	11.8%
Indirect Expenses	(4,509)	(3,599)	25.3%
EBITDA	7,237	6,908	4.8%
Depreciation and Amortization	(1,222)	(978)	25.0%
EBIT	6,015	5,931	1.4%
Finance Cost	(44)	(60)	(26.5%)
Other income	373	402	(7.4%)
Profit before taxes	6,344	6,273	1.1%
Tax expenses (including differed taxes)	(1,253)	(1,200)	4.4%
Profit after taxes	5,091	5,073	0.4%
Earnings per share (In ₹)	38.36	37.76	1.6%
Weighted average shares outstanding (Mn)	132.7	134.4	-

Profit & Loss

Q4 FY26



In ₹ Mn, unless otherwise stated	Q4 FY26	Q4 FY25	Δ %	Q3 FY26
Revenue from operations (net)	11,775	10,244	15.0%	11,210
Cost of services	(8,597)	(7,656)	12.3%	(8,117)
Gross Profit	3,178	2,588	22.8%	3,093
Indirect Expenses	(1,260)	(953)	32.2%	(1,188)
EBITDA	1,918	1,635	17.3%	1,905
Depreciation and Amortization	(329)	(271)	21.5%	(325)
EBIT	1,589	1,364	16.5%	1,580
Finance Cost	(6)	(14)	(55.7%)	(12)
Other income	84	110	(23.8%)	80
Profit before taxes	1,667	1,459	14.2%	1,648
Tax expenses (including differed taxes)	(323)	(286)	12.8%	(335)
Profit after taxes	1,343	1,173	14.6%	1,314
Earnings per share (In ₹)	10.18	8.74	16.4%	9.95
Weighted average shares outstanding (Mn)	132.0	134.6	-	132.6

Audited Balance Sheet | March 31, 2026

In ₹ Mn, unless otherwise stated	Mar 31, 2026	Mar 31, 2025
Assets		
Non-current assets		
Property, plant and equipment	2,055	2,289
Internally developed – Platforms	1,794	1,376
Customer Relationships	185	242
Trade name	4	19
Technology	41	74
Non Compete	9	14
Intangible assets under development	497	846
Goodwill	2,646	2,646
Right-of-use assets	407	523
Deferred tax assets (net)	449	463
Other non-current assets	528	826
Capital work-in-progress	-	50
Financial assets	774	271
Software	450	192
Investment Property	16	16
Total Non-Current Assets	9,854	9,847
Trade receivables	9,882	8,378
Investments	255	1,199
Cash and cash equivalents	7,480	5,015
Bank balances other than cash and cash equivalents	3,156	3,792
Other financial assets	5,272	4,850
Other current assets	1,401	296
Total current assets	27,446	23,530
TOTAL ASSETS	37,300	33,377

In ₹ Mn, unless otherwise stated	Mar 31, 2026	Mar 31, 2025
Equity & Liabilities		
Equity share capital	133	135
Other equity	24,747	22,548
Total equity	24,880	22,683
Financial liabilities	-	-
Lease liabilities	421	481
Other financial liabilities	18	13
Provisions	37	32
Total non-current Liabilities	475	526
Current liabilities		
Trade payables	6,788	5,746
Lease liabilities	106	159
Other financial liabilities	4,358	3,567
Other current liabilities	241	256
Provisions	178	143
Current tax liabilities (net)	274	297
Total current liabilities	11,945	10,168
Total Equity & Liabilities	37,300	33,377

Condensed Cash Flow – FY26



In ₹ Mn, unless otherwise stated	FY26	FY25
Cash flow before changes in working capital	7,775	6,273
Changes in working capital	(403)	(1,039)
Cash generated from operations	7,372	7,312
Taxes	(1,630)	(891)
Cash flow from operating activities	5,742	6,421
Net investments in tangible and intangible assets	(974)	(1,276)
Interest and other income	309	134
(Purchase)/sale of investments in short term liquid funds	970	(1,120)
Movement in other cash balances	(465)	59
Cash flow from investing activities	(160)	(2,203)
Purchase of treasury shares	-	-
Purchase of shares as a part of ESOP trust pool	(182)	(298)
Dividend and dividend taxpaid	(1,603)	(1,614)
Buyback	(1,793)	-
Payment/Interest paid on lease liabilities	(173)	(170)
Cash flow from financing activities	(3,752)	(2,082)
Cash flow for the period	1,830	2,136
Cash and cash equivalents at the beginning of period	8,806	6,809
Cash and cash equivalents at the end of period	10,636	8,945
Investments in liquid funds	255	1,199
Fixed deposits with maturity greater than 12 months	545	(59)
Cash and cash equivalents closing balance	11,436	10,085

Condensed Cash Flow – Q4 FY26



In ₹ Mn, unless otherwise stated	Q4 FY26	Q3 FY26
Cash flow before changes in working capital	2,130	2,057
Changes in working capital	1,106	(150)
Cash generated from operations	3,236	1,907
Taxes	(744)	(395)
Cash flow from operating activities	2,492	1,512
Net investments in tangible and intangible assets	(429)	(144)
Interest and other income	28	36
(Purchase)/sale of investments in short term liquid funds	-	76
Movement in other cash balances	(43)	(160)
Cash flow from investing activities	(444)	(191)
Purchase of treasury shares	-	-
Purchase of shares as a part of ESOP trust pool	-	4
Dividend and dividend taxpaid	-	(796)
Buyback	-	-
Payment/Interest paid on lease liabilities	(46)	(43)
Cash flow from financing activities	(46)	(835)
Cash flow for the period	2,002	486
Cash and cash equivalents at the beginning of period	8,634	8,149
Cash and cash equivalents at the end of period	10,636	8,635
Investments in liquid funds	255	251
Fixed deposits with maturity greater than 12 months	545	501
Cash and cash equivalents closing balance	11,436	9,387

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



2,500+

Customers across segments



9/10 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



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

Tanla has Track Record of Strong Performance

Sustained Value Creation

14%
Revenue growth¹

15%
Gross profit¹

11%
EBITDA growth¹

₹ 12,600 Mn
Cash returned to
shareholders

7%
PAT growth¹

Best-in-class Execution

100+
Innovations²

12+
Patents³

2,500+
Customers across
segments

100+
Partners⁴

353
Customers with >10 MN
Revenue p.a.

50%
Rev. from 50 / top 100
cust., retained for > 5 yr.

World Class Culture

1,000+
Employees in India
and beyond

56%
Investment⁵ in Talent

21%
Women in leadership

Zero
POSH and human
rights complaints

80/100
S&P Global ESG Score

98%
Return-to-Work
Rate from Parental
leave

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

Great Financial Track Record

We continue
to deliver
over the last
Eight years

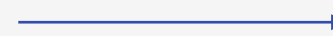
All figures in ₹ Mn



10,040

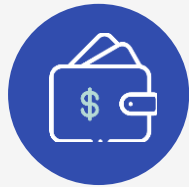
Revenues 2019

~4x



44,177

Revenues 2026



967

EBITDA 2019

~7x



7,237

EBITDA 2026



298

PAT 2019

~17x



5,091

PAT 2026

Disclaimer on industry data and market assessment

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.

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These forward-looking statements are based on information available to us as of 20 April 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.

Industry data, estimates, forecasts and other statistics in this presentation are derived from third-party publications, public sources and internal analysis and are subject to assumptions, limitations and judgment. They may not be directly comparable with other sources, and we have not independently verified all third-party information or warranted its fairness, accuracy, completeness or adequacy. Management estimates reflect our judgment as of the date hereof and may change without notice.

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The background features a dark blue gradient with intricate, light blue wavy lines that create a sense of motion and depth. These lines are arranged in a way that they appear to flow and curve around the central text. The overall aesthetic is clean, modern, and professional.

Thank You