



 **Tanla Platforms Limited**
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Date: July 24, 2025

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: Letter to Shareholders for quarter ended June 30, 2025.

With reference to the subject cited, we are enclosing herewith Letter to Shareholders for quarter ended June 30, 2025.

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



BUSINESS REVIEW

Shareholders' Letter and Results

Q1 FY26



AI

Driving profitable growth with
AI-native innovation, global
expansion, and governance.



Table of Contents

Financial Performance	03
Message from Chairman	04
Management Discussion Q&A	09
Quarterly Disclosures	11
Policies	18
Deep-Dive Charts	22

Financial Performance Q1 FY26

Revenue

₹ 10,407 Mn

3.8% YoY Growth

Gross Profit

₹ 2,607 Mn

25.0% Gross Margin

EBITDA

₹ 1,639 Mn

15.8% EBITDA Margin

PAT

₹ 1,184 Mn

11.4% Margin

EPS

₹ 8.82 Per Share

Cash and Cash equivalents

₹ 9,104 Mn

Post dividend payout

Digital Platforms

Revenue

₹ 919 Mn

6.0% YoY Growth

Gross Profit

₹ 905 Mn

5.8% YoY growth

EBITDA

₹ 693 Mn

75.4% Margin

Enterprise Communications

Revenue

₹ 9,488 Mn

3.6% YoY growth

Gross Profit

₹ 1,702 Mn

17.9% Gross Margin

EBITDA

₹ 946 Mn

10.0% Margin

Significant Events

- First deployment of AI native platform for mobile carriers and enterprises with a telco in Southeast Asia; commercial launch in Q2 FY26
- Completed MaaP platform deployment for RCS across two Southeast Asian telcos
- Appointment of Anubhav Batra as Chief Financial Officer effective 28th July 2025
- Appointed Mr. Sunil Bhumralkar as an Independent Director to the Board
- Announced a buyback of ₹175 Cr at ₹875 per share through the tender route mechanism; and expected to close by end of August 2025

Our AI-native platform will go live in August 2025 with a leading telco in Southeast Asia, deepening our inroads into international markets. Built on scalable AI infrastructure with an agentic layer, the platform will be seamlessly embedded in the telco ecosystem. Early feedback has been encouraging, and I am confident this will unlock new opportunities for long-term shareholder value creation.

- Uday Reddy, Founder Chairman & CEO

Invitation to conference

Tanla will host a conference call and live webcast to discuss the financial results on July 25, 2025 at 3.30 PM IST. Watch the presentation at <https://bit.ly/44mBWPj>

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Message from Chairman

"Over the last few years, Tanla has been a consistent leader in the ever-evolving world of digital interactions. Innovation at Tanla is driven by a singular purpose, to create measurable impact for telcos, enterprises, and end users. Telcos today sit on vast volumes of rich data; data that is complex, siloed, and scattered across systems such as networks, billing platforms, devices, CRMs, and mobile apps which creates multiple opportunities.

Our investments in AI/ML talent over the past two quarters are beginning to yield results and I am excited to share an interesting update. We have been developing AI-native platforms tailored for both mobile carriers and enterprises. Our first application built on this platform has been deployed with a leading telco in Southeast Asia and is set to go live in August 2025, deepening our inroads into international markets.

The platform leverages a scalable AI infrastructure and has an agentic layer, and we are building multiple applications on top of it. This deployment will be deeply embedded in the telco ecosystem, spanning across the telco network, CRM applications with 20+ integrations and a reach of 50 Mn mobile handset users. I am encouraged by the early results and confident that this will unlock new use cases for telcos and enterprises.

Let me explain how this will translate into financial outcomes for us. The deployment is a

multi-year contract and exhibits all the characteristics of a SaaS business model, highly predictable, recurring revenues, led by IP and high gross margin profile.

While our innovation team is focused on delivering AI-led platforms and solutions, our GTM teams are obsessed with creating value for our customers. We are deeply integrated with our customer ecosystem and remain focused on increasing wallet share, winning new logos, and being the partner of choice in the OTT space in India. We have deep customer relationships, with 17 customers contributing over ₹500 Mn in revenue, up by 9% QoQ and 23% YoY.

We delivered two consecutive quarters of revenue growth, with revenue up by 1.6% QoQ and 3.8% YoY to ₹10,407 Mn in Q1 FY26. On the profitability front, EBITDA and PAT margins held steady, reflecting continued operating discipline. In line with our dividend policy, we paid an interim dividend of ₹808 Mn and announced a buyback of ₹1,750 Mn.

As I have consistently shared, our ambition is not just to build a great business, but to build a great institution grounded in the highest standards of governance. I am excited to welcome Mr. Sunil Bhumralkar to our Board. His deep expertise in assurance, financial reporting, and corporate governance will help us

further raise the bar as we continue to expand globally.

I am confident that my team and I are fully committed to drive innovation and profitable growth.

Thank you for all the support."



Uday Reddy
Founder Chairman & CEO



Tanla Talks

Q1 What are the key focus areas you are prioritizing in your role at Tanla?

At Tanla, my focus is on building AI Native platforms that are context-aware, agentic, and self-improving. We're building a future where our platforms don't just respond, they anticipate, learn, and adapt in real time.

This transformation is driven by three pillars: embedding Generative AI, establishing Responsible AI frameworks to ensure fairness, transparency, and compliance, and advancing a robust patent pipeline that secures our innovation edge. Equally important is building talent, we're investing in upskilling our teams and nurturing an innovation-first culture through dedicated AI labs.

At Tanla, we're not merely keeping pace with change, we're shaping what the next era of trusted digital communication will look like.

Q2 How is Tanla approaching the responsible use of AI to enhance trust and transparency?

At Tanla, **Responsible AI isn't a checkbox, it's a core design principle.** Every system we build is governed by a **zero-trust architecture**, emphasizing verification, explainability, and regulatory compliance.

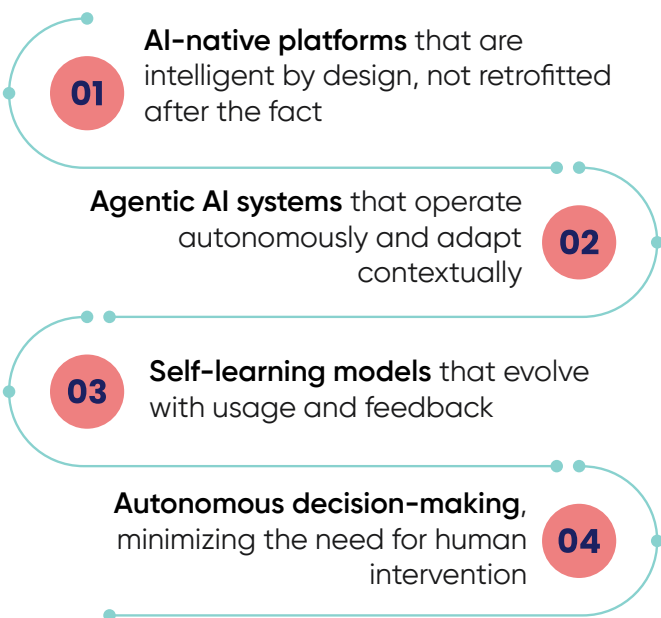
Each AI-driven decision is designed to be transparent, interpretable, and aligned with user expectations. We've embedded strong governance mechanisms and ethical safeguards across all stages, from model development to deployment. **Trust, privacy, and security** are not just compliance obligations; they're the foundation of how we innovate and operate.

Q3 What are the key focus areas you are prioritizing in your role at Tanla?

We're entering AI's most exciting and transformative chapter. The next frontier is

multimodal intelligence, where voice, vision, and text converge to deliver deeply human, intuitive experiences.

I see four key principles defining this future:



These principles guide Tanla's product roadmap as we move toward building platforms that are not just AI-enabled, but **AI-powered at their core.**

Q4 Could you walk us through your role at Tanla and what you're most excited about?

My role at Tanla is to **architect an AI-first future**, where intelligence is embedded from the ground up, not layered on top of legacy systems. This means transforming how we approach fraud detection, enterprise messaging, and customer engagement.

What excites me most is the opportunity to **reimagine the user experience**, by bringing **adaptive intelligence** to the point of interaction. Tanla is uniquely positioned to lead this shift, not just through technology, but through **secure, seamless, and scalable platforms** that redefine how trust is built and sustained in digital communications.

Q5 What do you see as the biggest opportunity or challenge for AI? The greatest opportunity lies in **agentic AI and decision intelligence**, systems that can autonomously execute complex decisions and scale enterprise workflows without manual oversight. This is the tipping point for enterprise transformation.

However, greater autonomy must be matched with greater responsibility. The real challenge is building and enforcing **governance frameworks and ethical guardrails** that ensure AI systems act within legal, social, and human boundaries. The future of AI leadership will be defined by those who can **balance innovation with integrity**, and that is the space Tanla is committed to leading.

Leadership Perspectives

What advice would you give to professionals building careers in the age of AI?

Mastering AI today goes far beyond learning tools, it's about developing the **intellectual rigor** to challenge, refine, and elevate machine outputs. As AI takes over 60–70% of foundational tasks in fields like software development and data science, true value will come from **domain expertise, creativity, and critical thinking**.

And this isn't just about technical roles. Whether in product, marketing, finance, or operations, professionals who combine **strategic clarity with analytical depth** will lead in an AI-native world. In an age of increasingly **multimodal intelligence**, surface-level fluency won't suffice. Enduring impact will come from those who go deep and engage with purpose.

And finally, the timeless question: Will AI replace human jobs?

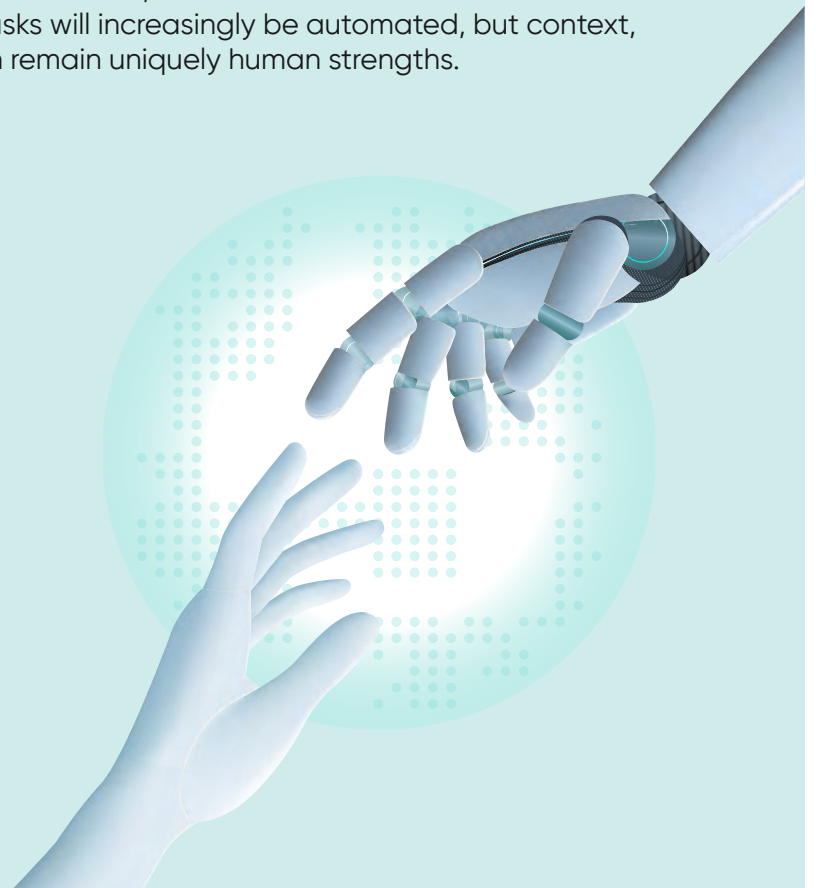
AI will fundamentally change the **nature** of work, not eliminate the **need** for human contribution. Repetitive, structured tasks will increasingly be automated, but context, empathy, judgment, and imagination remain uniquely human strengths.

The future belongs to those who treat AI not as a threat but as a **collaborator**, a force multiplier for insight, creativity, and impact. It's not about man vs. machine. It's about **man and machine**, working together intelligently, responsibly, and at scale.



Sandeep Kapoor

Chief AI & Data Analytics Officer



Case Study

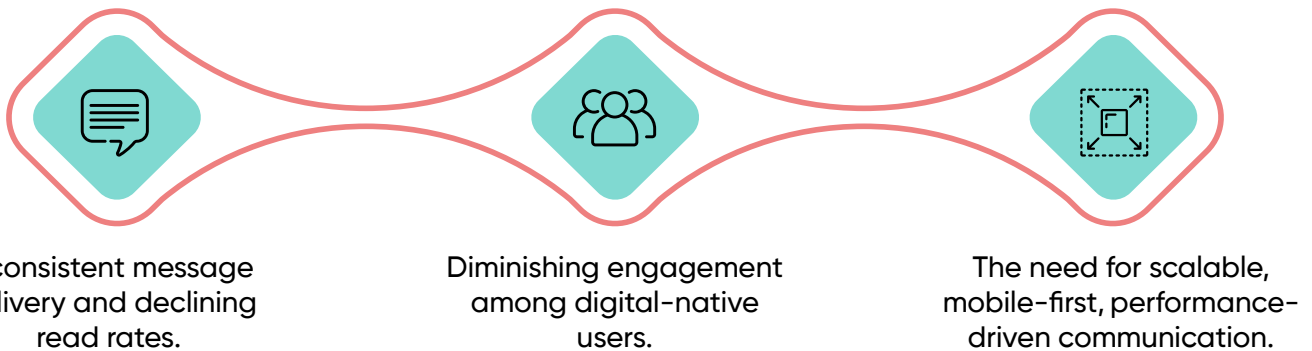
Freo & Truecaller: Redefining Credit Engagement for Mobile-First India

Client Overview: Freo

Freo, India's leading credit-led neobank, is revolutionizing how millions manage their financial lives. Serving over 1 million customers across 1,200+ cities and 16,000+ pin codes, Freo offers a unified platform for intelligent credit solutions, savings, UPI payments, and insurance – all driven by data science and hyper-personalization.

The Challenge: Breaking Through Traditional Engagement Barriers

Freo sought to overcome key limitations of other communication channels:



The Goal: Identify a smarter, cost-efficient channel that resonates with India's next-gen, mobile-savvy users, delivering personalized engagement at scale.

The Solution: High-Impact Engagement via Truecaller Business Messaging

Freo activated **Truecaller's Business Messaging Solution**, unlocking a new era of performance marketing through:



Freo harnessed Truecaller's capabilities to reimagine campaign execution, optimizing every touchpoint from content formatting to timing and targeting.

The Results: Transformational Business Outcomes

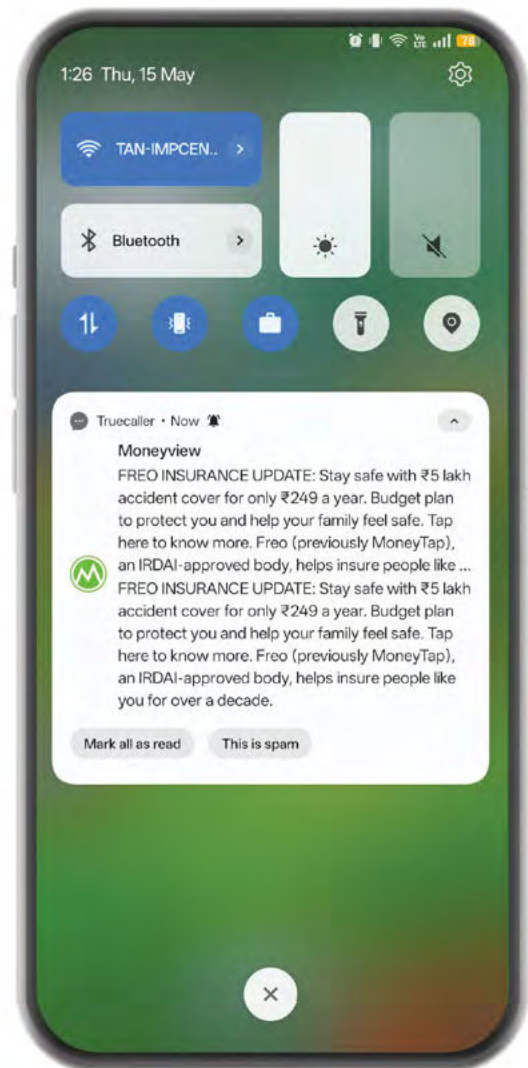
Truecaller outperformed traditional channels across every key performance indicator:

Metric	Traditional Channels	Truecaller Channel
Message Deliverability	60–70%	~90%
Read Rates	6–10%	18–21%
Click-Through Rates	<1–2%	3–5%



Partnering with Tanla to activate Truecaller as a promotional channel has been a game-changer. With ~90% deliverability, 18–21% read rates, and up to 5% CTR, we've seen a measurable uplift. The hands-on support from Tanla in campaign optimization was instrumental. We look forward to scaling further with new use cases

Hitarth Saini, CMO, Freo



Management Discussion

Q1 How did the business perform across key metrics in Q1?

We delivered two consecutive quarters of revenue growth. Revenue grew 1.6% QoQ and 3.8% YoY to ₹10,407 Mn in Q1 FY26. The YoY growth was led by both Digital Platforms and Enterprise Communications, while the sequential growth was led by OTT channels.

Gross profit for Q1 FY26 was at ₹2,607 Mn, with a gross margin of 25.0%. On the profitability front, EBITDA was at ₹1,639 Mn, with an EBITDA margin of 15.8%. Operating expenses for the quarter were ₹967 Mn. The increase in indirect costs was offset by gains from foreign exchange fluctuations. PAT was at ₹1,184 Mn, with earnings per share at ₹8.82. Our operating cash flow was ₹64 Mn impacted by softer cash collections.

From a channel performance standpoint in Q1 FY26, OTT continued its strong growth momentum, contributing 32.3% to the overall revenue.

Deep-Dive Chart

Q2 Can you breakdown Digital Platforms performance for Q1?

In Q1 FY26, Digital platforms contributed 8.8% to overall revenue. Digital platforms revenue grew by 6.0% YoY and declined by 2.0% QoQ to ₹919 Mn. Gross profit grew by 5.8% YoY and declined by 2.3% QoQ to ₹905 Mn. The growth in both revenue and gross profit on YoY basis was driven by Wisely ATP and Messaging-as-a-Platform (MaaP) for RCS.

We have deployed AI Native Platform with a leading telco in southeast Asia and is commercially expected to go live in Q2 FY26. The deployment is a multi-year contract and exhibits all the characteristics of a SaaS business model, highly predictable and recurring revenues, led by IP and high gross margins. In parallel, MaaP platform deployment for RCS have been completed across two Southeast Asian telecom operators. revenue ramp-up anticipated from Q2 FY26.

Q3 Can you please elaborate on Enterprise Communications performance?

In Q1 FY26, Enterprise Communications contributed 91.2% to overall revenue. Enterprise Communications revenue grew by 3.6% YoY and 2.0% QoQ to ₹9,488 Mn driven by growth in the OTT channels. Gross profit grew by 2.4% QoQ and declined by 7.5% YoY to ₹1,702 Mn in Q1. The decline on YoY basis can be attributed to lower average price realization in SMS.

WhatsApp revenue grew by 60.9% YoY in Q1 FY26. We are also scaling our RCS business in India and delivered over five billion RCS messages during the quarter.

Q4 Can you provide some insights on customer cohorts?

We have implemented a highly aggressive campaign to acquire new customers. Our efforts have resulted in the addition of customers across various segments, and we anticipate their scaling within a timeframe of 6–8 months. We have added 99 new logos, 59% of new additions are on WhatsApp and RCS. The revenue contribution from these newly acquired customers amounts to ₹77 Mn in Q1 FY26. The customers onboarded during the trailing twelve months (TTM) have added ₹393 Mn in Q1 FY 26. The number of customers contributing more than ₹500 million in annualized revenue increased by 23% year-over-year and 9% on a sequential basis, reaching ₹4,996 million.

Deep-Dive Chart

Q5 Can you provide QoQ indirect cost walk?

Indirect expenses increased by 1.5% QoQ to ₹967Mn. Indirect cost was at 9.3% of revenue and 37.1% of gross profit. Gross profit to EBITDA conversion at 62.9%. The increase in employee cost were due to salary increments, new hires and performance linked RSUs. Our hiring efforts were focused primarily on expanding capabilities in AI/ML product development and GTM. The increase in

other expenses was offset by foreign exchange fluctuation gain.

Deep-Dive Chart

Q6 Can you give a view on Effective tax rate (ETR)?

The ETR for Q1 FY26 is 19.7%. The tax contribution to the exchequer in Q1 was ₹1,264 Mn. These contributions include corporate income taxes and contributions by way of withholding taxes and indirect taxes such as GST in India.

Deep-Dive Chart

Q7 Can you provide some information on intangible assets under development?

The net carrying value of the intangible assets under development (IAUD) was at ₹986 Mn. IAUD represents platforms and software currently being developed internally. Their cost includes salaries, wages, and professional consultancy charges attributable to development.

Q8 Could you provide information on cashflows?

We generated operating cash flows of ₹64 Mn in Q1 FY26. Cash collections during the quarter were softer compared to Q4 FY25, impacting our Days Sales Outstanding (DSO) and free cash flow. DSO stood at 91 days, and we reported a negative free cash flow of ₹309 Mn for the quarter. Cash flow from financing activities primarily reflects the interim dividend payout of ₹808 Mn for FY25.

Deep-Dive Chart

Q9 What is the cash balance at the end of Q1 FY26?

The cash balance stood at ₹9,104 Mn post payment of interim dividend of ₹6 per share with a total dividend payout of ₹808 Mn. On

a quarterly basis, independent bank balance confirmations are obtained by our statutory auditors for 100% of our cash balance. Restricted cash is held as margin money deposits given for bank guarantees and cash credit limits.

Deep-Dive Chart

Q10 Can you provide an update on the current buyback program?

We announced a buyback program of up to ₹175 Cr at ₹875 per share through the tender route and the resolution was approved by shareholders on July 17, 2025. The buyback is expected to be completed during Q2 FY26.

Q11 Can you share an update on the acquisition of the ValueFirst International business?

The overseas acquisition of entities is yet to be completed, as we are awaiting regulatory approvals. As informed earlier, the management team of ValueFirst will be incentivized for performance through an RSU grant of approximately ₹400 Mn in ValueFirst. This grant is currently getting amortized as part of employee cost.

Annexure- 1 Quarterly Disclosures

(In ₹ Mn, unless otherwise stated)	Three months Ended Jun 30 (Unaudited)		Twelve months Ended Mar 31 (Audited)
	Q1 FY26	Q1 FY25	FY25
Revenue from operations	10,407	10,022	40,277
Gross profit	2,607	2,694	10,507
Gross margin	25.0%	26.9%	26.1%
EBITDA	1,639	1,886	6,908
EBITDA margin	15.8%	18.8%	17.2%
EBITDA/Gross profit	62.9%	70.0%	65.7%
EBIT	1,368	1,658	5,931
EBIT margin	13.1%	16.5%	14.7%
Interest Income	80	67	272
Interest yield	6.4%	5.9%	6.5%
Profit after tax	1,184	1,412	5,073
Profit after tax margin	11.4%	14.1%	12.6%
Free cash flow	(309)	744	5,145
Earnings per share (In INR)	8.82	10.50	37.76
EBITDA per share (In INR)	12.21	14.02	51.32
Cash and Cash equivalents	9,104	7,231	1,009
ROCE - (Including CCE)	23.2%	31.0%	25.6%
ROCE - (Excluding CCE)	36.8%	46.8%	41.2%
DSO days	91	83	74
Average number of employees	993	1,028	993

CONDENSED CONSOLIDATED INCOME STATEMENT

(In ₹ Mn, unless otherwise stated)	Three Months Ended Jun-30 (Unaudited)		Twelve months Ended Mar-31 (Audited)
	Q1 FY26	Q1 FY25	FY25
Revenue from operations	10,407	10,022	40,277
Cost of services	(7,800)	(7,328)	(29,770)
Gross profit	2,607	2,694	10,507
Operating expenses	(967)	(808)	(3,599)
EBITDA	1,639	1,886	6,908
Depreciation	(271)	(228)	(978)
EBIT	1,368	1,658	5,931
Finance cost	(13)	(16)	(60)
Other income	120	96	402
Profit before tax	1,474	1,739	6,273
Tax expenses	(290)	(327)	(1,200)
Profit after tax	1,184	1,412	5,073
Earnings per share (In ₹)	8.82	10.5	37.76

CONDENSED CONSOLIDATED BALANCE SHEET

(In ₹ Mn, unless otherwise stated)	Jun 30,2025 (Unaudited)	Mar 31,2025 (Audited)
	ASSETS	
Property, plant and equipment	2,203	2,289
Platforms	1,281	1,376
Customer Relationships	228	242
Brands	15	19
Non-Compete	13	14
Technology & Software	413	267
Intangible assets under development	986	845
Goodwill	2,646	2,646
Right-of-use-lease assets	491	523
Capital work in progress	62	50
Investment Property	16	16
Financial assets	179	271
Deferred tax assets (net)	452	463
Other non-current assets	1,073	826
Total non-current assets	10,058	9,847
Trade receivables	10,472	8,378

Investments	318	1,199
Cash and bank balances	8,746	8,807
Other Financial assets	4,916	4,850
Other current assets	289	296
Total current assets	24,741	23,530
TOTAL ASSETS	34,799	33,377

EQUITY AND LIABILITIES

(In ₹ Mn, unless otherwise stated)	Jun 30,2025 (Unaudited)	Mar 31,2025 (Audited)
	EQUITY AND LIABILITIES	
Equity share capital	135	135
Other equity	22,993	22,548
Total equity	23,128	22,683
Non current liabilities		
Financial Liabilities		
Lease liabilities	452	481
Other financial liabilities	-	-
Provisions	30	32
Other non-current liabilities	15	13
Total Non Current Liabilities	497	526
Current liabilities		
Financial liabilities		
Trade payables	6,202	5,746
Lease liabilities	159	159
Other financial liabilities	3,898	3,567
Other current liabilities	197	256
Short term provisions	137	143
Liabilities for current tax (net)	581	297
Total Current liabilities	11,174	10,169
TOTAL EQUITY AND LIABILITIES	34,799	33,377

CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

(In ₹ Mn, unless otherwise stated)	Share capital	Reserves	Retained earnings	Other contributions	Total
Opening balance 01 April 2024	134	2,584	16,303	396	19,417
Profit for the period			5,073		5,073
Other comprehensive income				4	4
Issue of equity shares	0	(75)			(74)
Shares bought back					-
Dividend paid			(1,614)		(1,614)
Others		(123)			(123)
Closing balance 31 March 2025	135	2,386	19,761	400	22,683
Opening balance 01 April 2025	135	2,386	19,761	400	22,683
Profit for the period			1,184	-	1,184
Other comprehensive income				13	13
Issue of equity shares	-	-	-	-	-
Shares bought back					-
Dividend paid			(808)		(808)
Others		57	0		57
Closing balance 30 June 2025	135	2,443	20,137	413	23,128

CONDENSED STATEMENT OF CASH FLOWS

(In ₹ Mn, unless otherwise stated)	Q1 FY26 (Unaudited)	Q1 FY25 (Unaudited)	FY25 (Audited)
Cash flow before changes in working capital	1,667	1,901	7,001
Changes in working capital	(1,385)	(1,302)	311
Cash generated from operations	282	599	7,312
Taxes	(218)	299	(891)
Cash flow from operating activities	64	898	6,421
Net investments in tangible and intangible assets	(373)	(154)	(1,276)
Purchase/(Sale) of Investments in Subsidiary/associate	-	-	-
Purchase/(Sale) of Investments in Short-term Liquid Funds	894	-	(1,120)
Interest and other income received	163	66	134
Movement in bank balances	40	(199)	59
Cash flow from investing activities	724	(287)	(2,203)
Issue of shares	-	-	1
Purchase of Treasury shares	2	-	(299)
Dividend paid during the year	(808)	-	(1,614)
Payment and Interest paid on lease liabilities	(43)	(42)	(170)
Borrowings	-	-	-
Cash flow from financing activities	(849)	(42)	(2,082)
Cash flow for the period	(61)	568	2,136
Cash, cash equivalents at the beginning of period	10,085	6,671	6,671
Forex Fluctuations	-	(5)	-
Cash and cash equivalent	-	-	8,807
Fixed deposits having maturity greater than 12 months	(40)	338	79
Investments in liquid assets	(880)	-	1,200
Cash, cash equivalents closing balance	9,104	7,572	10,085

Annexure- 2 Quarterly Trends

Key financial ratios	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Revenue growth	13.9%	18.5%	15.3%	20.6%	10.0%	(0.8%)	(0.2%)	1.9%	3.8%
Gross margin %	26.5%	27.4%	26.9%	26.7%	26.9%	26.2%	26.1%	25.3%	25.0%
EBITDA margin %	20.0%	19.5%	19.2%	16.0%	18.8%	17.5%	16.3%	16.0%	15.8%
EBIT margin %	18.2%	17.3%	16.9%	13.7%	16.5%	15.2%	13.9%	13.3%	13.1%
Profit after tax margin %	14.9%	14.1%	14.0%	13.0%	14.1%	13.0%	11.8%	11.5%	11.4%
Free cash flow	869	1310	640	1492	744	520	2,165	1,715	(309)
Day sales outstanding	67	75	77	76	83	90	82	72	91
ROCE (Including CCE)	38.4%	38.5%	34.7%	32.5%	31.0%	28.0%	24.2%	25.6%	23.2%
ROCE (excluding CCE)	71.8%	55.0%	50.8%	49.6%	46.8%	41.5%	34.3%	41.2%	36.8%

Revenue (In ₹ Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Platform	879	953	958	900	868	880	955	938	919
Enterprise	8,232	9,133	9,068	9,155	9,154	9,127	9,049	9,306	9,488
Total	9,111	10,086	10,026	10,055	10,022	10,007	10,004	10,244	10,407

Gross profit (In ₹ Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Platform	851	931	934	884	856	868	943	926	905
Enterprise	1,562	1,831	1,765	1,802	1,838	1,750	1,663	1,662	1,702
Total	2,413	2,762	2,699	2,686	2,694	2,618	2,607	2,588	2,607

Gross margin	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Platform	96.8%	97.7%	97.5%	98.2%	98.7%	98.7%	98.7%	98.7%	98.5%
Enterprise	19.0%	20.0%	19.5%	19.7%	20.1%	19.2%	18.4%	17.9%	17.9%
Total	26.5%	27.4%	26.9%	26.7%	26.9%	26.2%	26.1%	25.3%	25.0%

EBITDA (In ₹ Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
EBITDA	1,822	1,968	1,928	1,604	1,886	1,754	1,634	1,635	1,639
EBITDA margin	20.0%	19.5%	19.2%	16.0%	18.8%	17.5%	16.3%	16.0%	15.8%
EBITDA/Gross profit	75.5%	71.3%	71.4%	59.7%	70.0%	67.0%	62.7%	63.2%	62.9%

Profit/(loss) after tax (In ₹ Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Profit/(loss) after tax	1,354	1,425	1,401	1,302	1,411	1,302	1,185	1,173	1,184
Profit after tax margin	14.9%	14.1%	14.0%	13.0%	14.1%	13.0%	11.8%	11.5%	11.4%

Earnings per share (In ₹)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Basic earnings per share	10.07	10.60	10.42	9.69	10.50	9.70	8.82	8.74	8.82

Free cash flow (In ₹ Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Free cash flow	869	1,310	640	1,492	744	520	2,165	1,715	(309)

RSUs	No of RSUs
Opening Balance Apr 1, 2025	2,68,601
RSU's granted	-
RSU's exercised	-
RSU's Lapsed/cancelled/ added back to Pool	(40,000)
Balance as on June 30, 2025	2,28,601

Other Income (In ₹ Mn, unless otherwise stated)	Q1 FY26	Q4 FY25	Q1 FY25
Interest income	80	75	67
Interest on income tax refund	24	2	27
Others	16	33	2
Other income	120	110	96
Interest yield	6.4%	6.7%	5.9%

Key Policies

Basis for preparation of financial statements

The Consolidated financial statements of the Group have been prepared in accordance with Indian Accounting Standards ("Ind AS") as notified under Section 133 of the Companies Act, 2013 (the "Act") read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 as amended, issued by Ministry of Corporate Affairs ("MCA"). Accounting policies have been consistently applied to all the years presented except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

Revenue recognition

Revenues are derived from our Enterprise and Platform business. Revenues from Enterprises are computed based on total transactions processed through our platforms at an agreed price per transaction. Platform revenues are computed by way of revenue share measured as a rate applicable to transaction processed on mobile carrier's network. Revenue is recognized upon provision of service to customers that reflects the consideration we expect to receive in exchange for those service.

Depreciation and Amortization

Fixed assets including IT assets are depreciated over their estimated useful lives using the straight-line method. Intangible assets created at time of acquisition based on purchase price allocation methodology. Intangible assets are amortised over their estimated useful lives using the straight-line method. Right-of-use asset represents leased assets (leased office space) and is depreciated over their useful life.

Capitalization of Platform cost: Research and development cost are aimed at developing new and innovative products, expanding features for our existing platforms and products. Development cost comprises of third-party product development and other direct related cost associated with it. Development cost incurred are capitalized on product go-live.

Provision for bad and doubtful debts

The provision for bad and doubtful debt policy is a norm-based policy approved by the Audit Committee Debtors are assessed at end of each reporting period and provided for based on the policy, 50%- debtor aged between 180-270 days and 100% for greater than 270 days for Enterprise customers and 100% for greater than 365 days for PSU and government. Provisions created shall be higher of Expected Credit Loss (ECL) or provision determined by the policy.

Investment policy

Investments can be in form of liquid funds- fixed deposits/term deposits with banks, housing finance companies and saving scheme/securities/ bonds issued by the central government which is approved by the Audit Committee. Investments are mainly in Fixed deposits with banks and housing finance companies having a credit rating of "AAA". Instruments with this rating are considered to have the highest degree of safety regarding timely servicing of financial obligations. Such instruments carry lowest credit risk.

Dividend policy

The dividend policy reflects the intent of the Company to reward its shareholders by sharing a portion of its profits after retaining funds for longer term sustainable growth of the Company. The Company would maintain a total dividend pay-out of 30% of the annual Consolidated Profits after Tax (PAT) of the Company. PAT means Profit after tax as per the audited consolidated P&L financials and available as distributable surplus to the shareholders.

Governance policies

Code of Conduct:	Tanla is committed to follow the best business, commercial and legal practices. The Code of Conduct is intended to guide the Board in implementation of the code. The code is applicable to all employees of Tanla including the Directors of Tanla and its subsidiaries.
Supplier code of conduct:	We believe in conducting business with ethics and integrity, treating all people with dignity and respect, supporting our communities, and honoring the laws & regulations of the countries in which we operate. We will endeavor to choose reputable business partners who conduct their business in a manner that shows high ethical standards, safe and healthy work environments, protection of human rights and dignity, protection of environment and compliance with the law. The SCoC outlines our expectations regarding the workplace standards and the business practices of our suppliers and those in their supply chain.
Whistle Blower Policy:	This policy is formulated with a view to provide a mechanism for employees to report to the management instances of unethical behaviour, actual or suspected fraud or violation of the company's code of conduct.
Code for Insider Trading:	<p>The Code prescribes the Internal Procedures and Conduct for Regulating, Monitoring and Reporting of trading by insiders of the Company.</p> <p>The trading window shall be closed from 1st of month of every quarter till 48 hours after the declaration of the financial results. The Trading window will be closed from 1st March, 1st June, 1st December, 1st December until 48 hours after the declaration of financial results of the Company for the respective quarter.</p>
Risk Management policy:	The Company is affected by general economic, financial, and regulatory developments at the domestic and international level. We have in place a structure, procedures, and control systems to detect & identify risks and implement appropriate measures to mitigate and prevent them.
Related Party Transaction Policy:	Related party transactions are subject to the Audit Committee's approval. As required by the applicable Regulations, all related party transactions are reported on a half-yearly basis to the Stock Exchanges. Our related party transactions are limited to inter-company transactions.
Environmental policy	We endeavour to reduce the impact of our operations and business activities on the environment while influencing the people in our value chain as well as our social interactions to follow the path of environmentally sustainable living.

Definitions

Platform business	Platform business refers to revenue generated from “Platform as a service offering”, where only cloud and hosting are a charge on revenue.
Enterprise business	Enterprise business refers to revenue generated based on total transactions processed at an agreed price per transaction, through multiple channels like SMS, emails, WhatsApp and others. Cost of services for enterprise business mainly consist of transaction fee paid to mobile carriers and other suppliers.
Gross profit	Revenue less cost of services. Cost of services comprises of service transaction fee paid to mobile carriers and other suppliers.
Gross margin	The gross margin reflects percentage of revenue less cost of services.
Sales and marketing expense	Sales and marketing expenses comprise of employee cost and expenses directly associated with sales, marketing, and promotional activities.
General and administrative expense	General and administration expenses comprise of employee cost (excluding the salary forming part of S&M), cloud and data center hosting charges, and expenses incurred for day-to-day operations such as rent of facilities, office maintenance, professional fee, and other general expenses.
EBITDA	Earnings before interest, taxes, depreciation, and amortization reflects profit derived based on revenue less of operating expenses. It is reflection of profitability of operating business.
Adjusted EBITDA	Adjusted EBITDA excludes one-time expenses such as one time acquisition, buy back, ESPS and other event related costs.
EBIT	Revenues – Cost of sales (where applicable) – indirect cost (includes platform operational cost, people cost and overheads, SG&A) – depreciation – allocated corporate costs.
Operating cash flow	Operating cash flow is a measure of amount of cash generated from business operations.
Free cash flow	Free cash flow is derived by reducing capital expenditure from operating cash flow. It measures how much cash is at disposal after covering cost associated with business operations.
Return on capital employed (ROCE)	ROCE including CCE: EBIT divided by capital employed. Capital employed is derived by reducing current liabilities from total assets. ROCE excluding CCE: EBIT divided by capital employed. Cash and cash equivalents (CCE) are not considered while computing capital employed.
New customer	New customers include every unique new contracting entity added in the year.
Customer segments	Customer segments are arrived at on a quarterly annualized basis (quarter revenue multiplied by four).

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.

Guidance

Tanla does not provide any guidance.

ESG

The purpose of our ESG is to build solutions & services which offer security & transparency, earning the trust of customers, investors and governments while acting responsibly towards employees and communities. We envision in building a resilient organisation that engages with the customers, suppliers, and employees to provide an unparalleled global communications platform

Board of Directors

Mr. Uday Reddy
Founder Chairman & CEO

Mr. Deepak Goyal
Executive Director

Dr. Sanjay Kapoor
Non-Executive Director

Dr. RS Sharma
Lead Independent Director

Mr. François Ortalo-Magné
Independent Director

Ms. Naiyya Saggi
Independent Director

Mr. Sunil Bhumralkar
Independent Director

Auditors

Statutory Auditor
M/s. MSKA & Associates
Mukesh Kumar Pugalia - Partner

Internal Auditor
Deloitte Touche Tohmatsu India LLP
Vishal Shah - Partner

while being steadfast to ethics and integrity that result in a better future and a committed triple bottom line of People Planet and Profit.

Forward-looking statements

This document might contain statements that are forward looking in nature. All statements other than statements of historical fact could be deemed as forward-looking in nature. Such statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. By receiving this document, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Certification

The CEO and CFO certify that financial results do not contain any false or misleading statements or figures and do not omit any material fact which may make the statements or figures contained therein misleading.

Headquarters

Tanla Technology Centre,
Hi-Tech City Road, Madhapur,
Hyderabad – 500 081,
Telangana, India.
CIN: L72200TG1995PLC021262
www.tanla.com

Q1

Deep-Dive Chart - Key Metrics

(In ₹ Mn, unless otherwise stated)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Revenues					
Digital Platforms	868	880	955	938	919
Enterprise Communications	9,154	9,127	9,049	9,306	9,488
Total revenues	10,022	10,007	10,004	10,244	10,406
YoY % change	10.0%	(0.8%)	(0.2%)	1.9%	3.8%
Gross Profit					
Digital Platforms	856	868	943	926	905
Enterprise Communications	1,838	1,750	1,664	1,662	1,702
Total Gross profit	2,694	2,618	2,607	2,588	2,607
YoY % change	11.7%	(5.2%)	(3.4%)	(4.3%)	(3.3%)
EBITDA					
Digital Platforms	713	739	725	723	693
Enterprise Communications	1,173	1,015	909	911	946
Total EBITDA	1,886	1,754	1,634	1,634	1,639

Q4

Deep-Dive Chart - Customer Segmentation

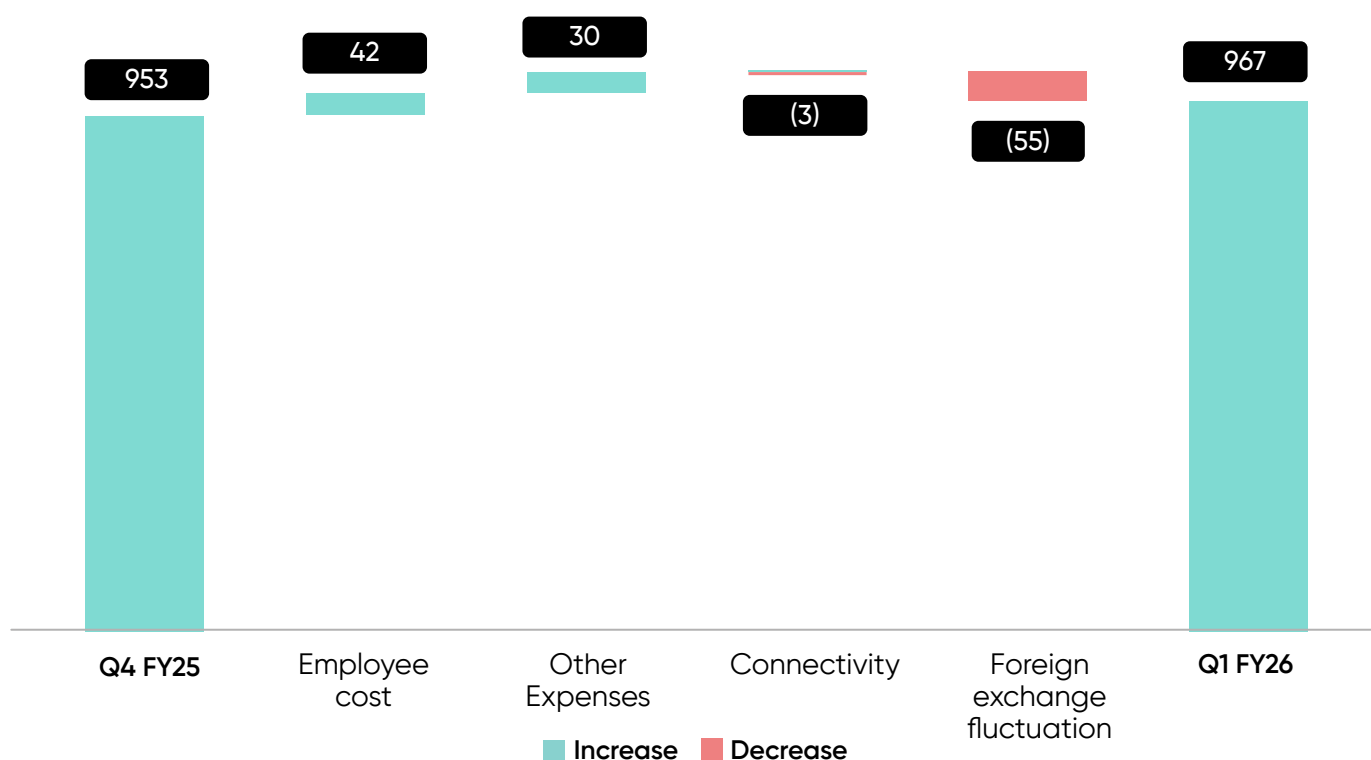
Customer segment (In ₹ Mn)	Q1FY25		Q4FY25		Q1FY26		Revenue growth	
	Count	Revenue	Count	Revenue	Count	Revenue	QoQ	YoY
>500Mn	19	4,048	18	4,586	17	4,996	8.9%	23.4%
>100Mn - < 500Mn	60	3,115	53	2,686	59	3,011	12.1%	(3.3%)
>10Mn- < 100Mn	250	2,163	251	2,167	250	2,104	(2.9%)	(2.7%)
Total	329	9,326	322	9,439	326	10,111	7.1%	8.4%

Q5

Deep-Dive Chart - Indirect Cost Movement

Cost walk from Q4 FY25 to Q1 FY26

(In ₹ Mn, unless otherwise stated)



Q6

Deep-Dive Chart - ETR Statement

(In ₹ Mn, unless otherwise stated)	Q1 FY26	Q4 FY25	Q1 FY25
Profit before tax	1,474	1,459	1,739
Tax expense	(290)	(286)	(327)
Profit after tax	1,184	1,173	1,412
Effective tax rate	19.7%	19.6%	18.8%

Q8

Deep-Dive Chart - Movement of Cash flows

Cash flow walk from Q4 FY25 to Q1 FY26

(In ₹ Mn, unless otherwise stated)



Q9

Deep-Dive Chart - Cash and Cash Equivalents breakup

(In ₹ Mn, unless otherwise stated)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Cash					
Restricted cash	568	568	563	564	575
Current accounts- ₹	248	1,669	2,739	399	235
Current accounts- USD	1,154	515	417	813	1,156
Investments					
Fixed deposits	5,602	4,301	5,489	8,309	7,138
Cash and cash equivalents (CCE)	7,572	7,053	9,208	10,085	9,104

Restricted cash is held as margin money deposits given for bank guarantees and cash credit limits.



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