

**Tanla Platforms Limited**

Tanla Technology Centre,  
Madhapur, Hyderabad,  
Telangana, India - 500081

CIN: L72200TG1995PLC021262



+91-40-40099999



91-40-23122999



info@tanla.com



www.tanla.com

Date: October 17, 2025

**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: Letter to Shareholders for quarter ended September 30, 2025.**

With reference to the subject cited, we are enclosing herewith Letter to Shareholders for quarter ended September 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



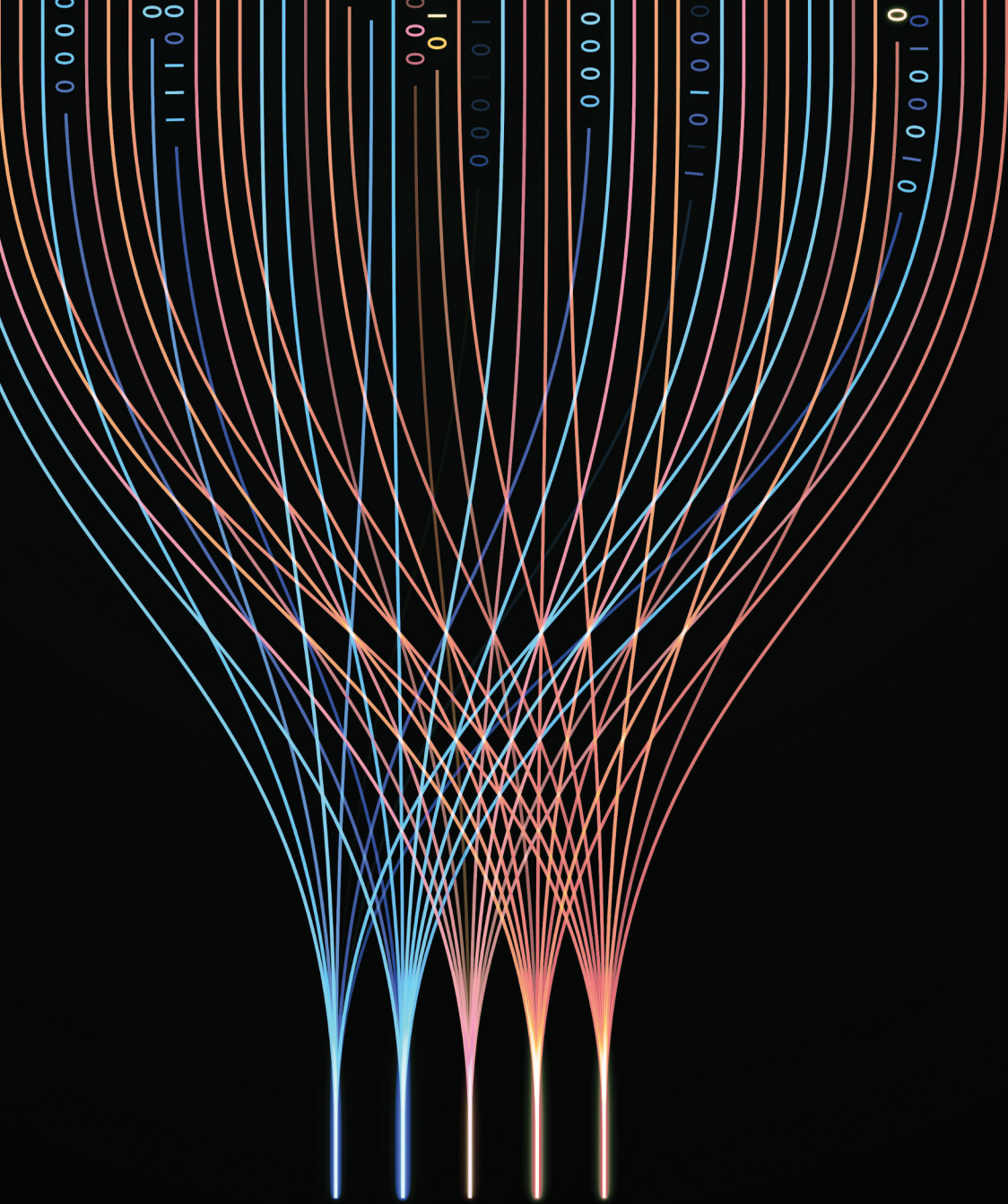
**wisely**<sup>ai</sup>

The future of  
communication is AI-Native

# **BUSINESS REVIEW**

Shareholders' Letter and Results

**Q2 FY26**



## 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 Q2 FY26

### Revenue

**₹10,785 Mn**

3.6% QoQ ▲

### Gross Profit

**₹2,868 Mn**

10.0% QoQ ▲

### EBITDA

**₹1,775 Mn**

8.2% QoQ ▲

### PAT

**₹1,250 Mn**

5.6% QoQ ▲

### EPS

**₹9.43 Per Share**

6.9% QoQ ▲

### Cash and Cash equivalents

**₹8,814 Mn**

Post by back

## Digital Platforms

### Revenue

**₹984 Mn**

7.1% QoQ ▲

### Gross Profit

**₹970 Mn**

7.2% QoQ ▲

### EBITDA

**₹729 Mn**

74.1% Margin

## Enterprise Communications

### Revenue

**₹9,801 Mn**

3.3% QoQ ▲

### Gross Profit

**₹1,898 Mn**

11.6% QoQ ▲

### EBITDA

**₹1,046 Mn**

10.7% Margin

## Significant Events

- Wisely.ai, our AI-native platform, went live in August with Indosat Ooredoo Hutchison (Indosat or IOH)
- Recognized as Meta's Partner of the Year 2025
- Awarded Best Made-in-India Telecom Innovation at India Mobile Congress 2025
- Named a Visionary in the Gartner® Magic Quadrant™ for CPaaS for the third consecutive year
- Declared an interim dividend of ₹6 per share (600%) for FY26, in line with our 30% dividend payout policy
- Bought back 2 Mn shares at ₹875 per share for an aggregate amount of ₹179 Cr, fourth in last five years

In Q2, we delivered growth across all financial metrics, achieving our highest-ever gross profit over the past eight quarters. Wisely.ai is gaining traction across the telco ecosystem, reinforcing our belief in the impact of our AI-native platform

- Uday Reddy, Founder Chairman & CEO

## Invitation to conference

Tanla will host a conference call and live webcast to discuss the financial results on October 18, 2025, at 11.30 AM IST. Watch the presentation at <http://bit.ly/3KJZUfV>

India : +91 22 6280 1137 / +91 22 7115 8038

Hong Kong : 800964448

United Kingdom : 08081011573

Singapore : 8001012045

United States : 18667462133

# Message from the Chairman

Dear Shareholders,

"I wish you all a very Happy Diwali and hope you are enjoying the festive season with your loved ones.

As we step into the second half of the year, I want to share an update on our Q2 performance and the momentum we are building in our journey to

become a truly AI-native company.

Wisely.ai, our AI-native platform, continues to make progress. In August, we successfully launched our anti-spam and anti-scam solution with Indosat in Indonesia, positively impacting over 100 million users. The early results and enthusiastic feedback from their end users reaffirm that we are solving real problems at scale. Building on this success, we continue to invest in our AI capabilities by upgrading our talent, enhancing our technology, and unlocking new use cases for telcos and enterprises globally.

Wisely.ai is earning acclaim across the telecom ecosystem. At India Mobile Congress 2025, the platform was named "Best Made in India Innovation in Telecom", a recognition of its impact and the value it brings to our partners.

Customer success remains our north star. In the OTT space in India, our leadership was validated with Karix being named "Partner of the Year" by Meta, after being recognized as Growth Partner of the Year for two consecutive years. This is a strong reflection of the business value we continue to co-create with our customers.

Our customer base continues to expand, driven by increased wallet share and new wins across segments. Customers contributing annualized revenue between ₹100 Mn and ₹500 Mn grew 36% QoQ and 23% YoY. We added 84 new customers, contributing ₹259 Mn in revenue during the quarter.

To drive scale and deeper engagement for international expansion, we have also strengthened Customer Success and GTM leadership teams to spearhead growth in our focused geographies.

In Q2, we delivered growth across all financial metrics on a QoQ basis. Revenue grew by 3.6% QoQ and 7.8% YoY to ₹10,785 Mn, while gross profit grew 10% QoQ and 9.5% YoY to ₹2,868 Mn. Gross margin expanded by 155 bps to 26.6%, driven by growth across both Digital Platforms and Enterprise Communications. On the profitability front, EBITDA and PAT grew sequentially by 8.3% and 5.6%, and we delivered a free cash flow of ₹1,645 Mn (132% of PAT).

Our approach to capital allocation remains prudent and value focused. We declared an interim dividend of ₹6 per share and completed our fourth buyback in five years, reaffirming our commitment to shareholders and sustaining long-term value creation.

As we step into H2, our focus remains on solving real-world communication challenges for enterprises and consumers through our AI native platform by innovating for the ecosystem, delivering customer impact, and building lasting value for our shareholders."

Thank you for all the support.



**Uday Reddy**  
Founder Chairman & CEO



# Tanla Talks

## **Anshuman Kar,**

*Chief Customer Officer at Tanla, shares his perspective on how the collaboration with Indosat marks a defining moment in Tanla's journey toward creating trusted digital ecosystems powered by AI. In this conversation, he reflects on Wisely.ai's impact at scale, its recognition as a breakthrough innovation, and how Tanla is setting a global benchmark for customer success and AI-led transformation*



**"The collaboration with Indosat is more than a deployment, it's a blueprint for how telcos and technology can come together to protect millions through AI."**

## **Q1** What inspired the collaboration with Indosat, and how does it align with our broader customer strategy?

Indonesia has been grappling with one of the highest incidences of spam and scam communication globally, with industry reports showing that 65% of Indonesians receive scam attempts every week. Indosat, a leading telecom operator in Indonesia, approached Tanla to co-create a safer digital ecosystem using the latest advancements in AI.

With a customer-first approach and deep domain expertise in telecom, Tanla was uniquely positioned to deliver this impact promise. Our experience working with regulators, building

trust-led frameworks, and deploying high-performance platforms directly within telco networks made the partnership a natural fit. Together, we envisioned a global lighthouse solution built on an AI-native foundation. This type of greenfield innovation in deep partnership with telco companies has been a cornerstone of Tanla's growth story over the years.

## **Q2** How is Wisely.ai, our AI-native platform, transforming the customer experience for millions of users?

Wisely.ai was designed to redefine trust in digital communication. Our anti-spam and anti-scam solution, built on the Wisely.ai platform, converts nearly 70% of previously "unknown" communications into "known."

Spam and scams have long eroded user trust, productivity, and engagement, resulting in billions of dollars in losses and reducing ROI for legitimate enterprises. By using latest AI technologies like Agentic and Self-learning autonomous models, Wisely.ai filters, classifies, and protects communication channels to the users. Our goal is to make 90% of all unknown communications known, creating a more

trusted experience for users and enhancing the effectiveness of legitimate communications like enterprises reach their users.

### **Q3** What early outcomes have you observed since the launch of Wisely.ai?

Within just two months of deployment, the impact has been remarkable. Tens of millions of users have been protected from spam and scam attempts, with over 100 million fraudulent communications identified and flagged.

The reduction in scam and spam traffic is already visible across the network. Feedback from users and enterprises has been overwhelmingly positive, with customer surveys such as NPS and CSAT reaching record highs.

### **Q4** Wisely.ai recently won the 'Best Made in India Telecom Innovation' award at IMC 2025. What does this recognition mean for our customers and partners?

This recognition validates years of focused innovation and the successful deployment of a highly complex AI platform at scale. Wisely.ai demonstrates how AI can move from concept to tangible value creation, impacting millions of lives daily while delivering measurable ROI for our customers.

Built on the latest GPU architecture, the platform integrates a single data layer, a unified AI model layer, and a modular application layer, allowing multiple B2C, B2B, and Telco-grade solutions to be deployed rapidly. This award goes beyond recognition for innovation; it is an acknowledgment of impact and a reaffirmation of Tanla's ability to build world-class technology for global markets.

### **Q5** How do we ensure consistent customer experience and impact as we expand across diverse geographies?

Our approach is anchored in a repeatable framework that begins with defining the right problem statement and envisioning outcomes collaboratively with customers. Technology then becomes the enabler, to solve the business problem.

To replicate success across markets, we are developing customer success playbooks that capture the learnings from each deployment. These are backed by an impact-focused customer success function that measures success through a clear set of leading and lagging indicators of both end-user experience and customer business outcomes.

### **Q6** Looking ahead, how do you see this solution evolving to deliver even greater value to our telco partners and their users?

We have just scratched the surface on the possibilities of our AI platform. The anti-spam and anti-scam solutions represent the first of many use cases that the platform will power.

We have an exciting innovation roadmap already under development to bring more capabilities to the current solution as well as develop several other AI-driven applications, some of which are already in beta. We will focus on expanding coverage through both reach and new use cases leveraging the power of rich data harnessed by our AI models. We will always be impact focused first and focus our innovation where we can create unique value.

# Case Study

## Transforming Telecom Messaging

### How Tanla's Trubloq (DLT) Enhanced Compliance and Efficiency for Vodafone Idea

Since the introduction of TRAI's TCCCPR 2018 regulations, Vodafone Idea (Vi) has consistently prioritized compliance while delivering seamless messaging services. By partnering with Tanla and deploying Trubloq, Tanla's advanced blockchain-enabled message scrubbing solution, Vi has effectively navigated evolving regulatory mandates such as PE-TM binding and CTA whitelisting. This partnership has ensured operational efficiency, regulatory adherence, and strengthened customer trust at scale.

We helped Vodafone Idea enhance its messaging ecosystem through:



Comprehensive regulatory support covering customer consent management, enterprise onboarding, and preference management, all recorded securely on blockchain for full traceability.



Blockchain-based registration and management of SMS headers, templates, and complaint handling.



AI-powered header and template creation with real-time scoring, automated compliance advisories, and accelerated approval workflows enabling faster campaign launches and enhanced user convenience.

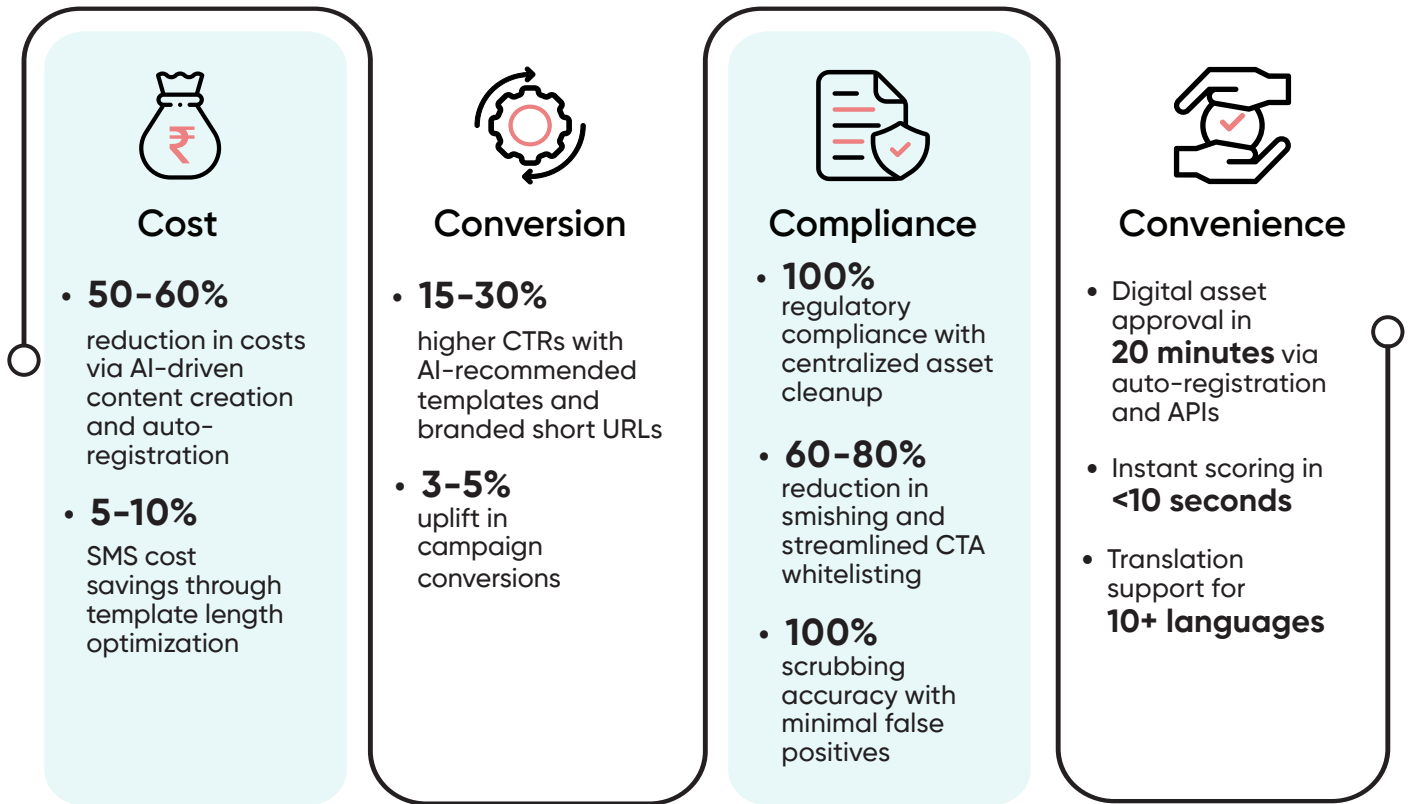


Efficient traffic handling and a dedicated registration portal for Trubloq, with 80% of top enterprises registered on Tanla's DLT platform.



Hosted URL shortener and analytics tools to improve user experience and campaign performance.

## Project Scale and Impact for Enterprises



## Key Results

- Strict adherence to evolving TRAI regulations including PE/TM binding and CTA whitelisting.
- Instant scoring in <10 seconds
- Enhanced customer trust through robust preference and frequency controls.

## Key Changes Driven by DLT (Trubloq)

Eco-System Need	Pre-Regulation	Post Regulation
100% Traceability	No traceability	Complete recording and sharing on the network using blockchain technology
Header and Template Registration	Not mandated	Mandatory registration of all SMS headers, Voice CLIs, consent, and content templates on DLT platform
Customer Consent	Limited or manual	Digitally verifiable
Customer Preference	Limited options	Expanded options including day/time bands to block or receive commercial communications
Scrubbing	Basic filtering	Comprehensive scrubbing against consent, preference, Header ID, Template ID, beyond just DND list

This transformation showcases how Tanla's Trubloq has been pivotal in driving compliance, operational efficiency, and improved customer experience for Vodafone Idea, setting new standards in telecom messaging.

# Management Discussion

## Q1 How did the business perform across key metrics in Q2?

We delivered sequential growth across all key financial metrics. Revenue grew by 3.6% QoQ and 7.8% YoY to ₹10,785 Mn in Q2 FY26, led by Digital Platforms and Enterprise Communications.

Gross profit grew by 10.0% QoQ and 9.5% YoY to ₹2,868 Mn in Q2 FY26, driven by both business segments. Gross profit margin expanded by 155 bps to 26.6% in Q2 FY26, led by Digital Platforms and sourcing efficiencies across Enterprise Communications.

EBITDA grew by 8.2% QoQ and 1.2% YoY to ₹1,775 Mn in Q2 FY26. EBITDA margin expanded by 70 bps in Q2 FY26 to 16.5%, driven by higher gross profit and partially offset by an increase in indirect costs.

Profit after tax grew by 5.6% QoQ and de-grew by 4.0% YoY to ₹1,250 Cr in Q2 FY26. PAT margin expanded by 22 bps in Q2 FY26 to 11.6%, driven by higher gross profit and partially offset by an increase in indirect costs and depreciation. The effective tax rate for Q2 FY26 is 19.6%.

Earnings per share grew by 6.9% QoQ and de-grew by 2.8% YoY to ₹9.43 Cr in Q2 FY26. EPS accretion is on account of increase in PAT and benefited by buyback.

### Deep-Dive Chart

## Q2 Can you breakdown Digital Platforms performance for Q2?

In Q2 FY26, Digital platforms contributed 9.1% to overall revenue. Digital platforms revenue grew by 7.1% QoQ and by 11.9% YoY to ₹984 Mn. Gross profit grew by 7.2% QoQ and by 11.7% YoY to ₹970 Mn. Sequentially the revenue and gross profit growth was led by Wisely.ai, which went live during the quarter. On YoY basis, the revenue and gross profit growth was led by Wisely.ai and Messaging-as-a-Platform (MaaP) for RCS.

## Q3 Please share the key drivers of growth in the Enterprise Communications segment for Q2?

In Q2 FY26, Enterprise Communications contributed 90.9% to overall revenue. Enterprise Communications revenue grew by 3.3% QoQ and 7.4% YoY to ₹9,801. Sequentially the growth was led by Domestic SMS and OTT channels. Domestic SMS growth was driven by increase in volumes with pricing remaining stable. On a YoY basis, growth was driven by OTT channels. Gross profit grew by 11.6% QoQ and 8.5% YoY to ₹1,898 in Q2 FY26, driven by growth across all channels.

## Q4 Can you provide some insights on new customer additions and cohorts?

We continue to add new customers across segments. We have added 84 new logos, 45% of these additions were on OTT channels. The newly acquired customers contributed ₹259 Mn in Q2 FY26. The customers onboarded during the trailing twelve months (TTM) have added ₹688 Mn in Q2 FY 26. Customers contributing annualized revenue between ₹100 Mn to ₹500 Mn grew by 36% QoQ and 23% YoY to ₹4,103 Mn in Q2 FY26. Sequential growth for ₹50 Mn annualized revenue cohort was impacted as Q1 FY26 included customers with elevated IPL-related promotional spends.

### Deep-Dive Chart

## Q5 Indirect cost expenses have significantly gone up? Can you please provide some details?

Indirect expenses were ₹1,093 Mn in Q2 FY26, up from ₹967 Mn in Q1 FY26. Indirect costs stood at 10.1% of revenue and 38.1% of gross profit. Excluding forex loss/gain, indirect expenses grew 4.3% QoQ to ₹1,076 Mn.

Employee cost increased by ₹41 Mn driven by net additions and higher performance-linked RSUs. We continue to invest in expanding capabilities across

AI/ML, product development, customer success, and GTM. Other expenses increased due to incremental spends on professional consultants, travelling and other general spends.

#### Deep-Dive Chart

## Q6 Can you throw some light on depreciation and amortisation?

Depreciation and Amortization increased by ₹25 Mn primarily due to capitalization of intangible assets.

#### 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 ₹484 Mn in Q2 FY26 as against ₹986 Mn in Q1 FY26. 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 some colour on cashflows?

We generated robust cash flows for the quarter. In Q2, we generated ₹1,847 Mn as cash from operations and ₹1,645 Mn in free cash flow (132% of PAT). We experienced strong collections in Q2, resulting in an improvement in our Days Sales Outstanding (DSO) by 15 days, bringing it down to 77 days.

Financing outflows of ₹1,982 Mn reflect the share buyback (₹1,794 Mn) and purchase of treasury shares (₹188 Mn) during the quarter. Closing cash and cash equivalents stood at ₹8,814 Mn as of September 30, 2025.

#### Deep-Dive Chart

## Q9 What is the cash balance position at the end of Q2 FY26?

The cash balance stood at ₹8,814 Mn post completion of buyback of shares. The cash balance also includes investments in liquid funds and fixed deposits with maturities of more than twelve months. On a quarterly basis, independent bank balance confirmations are obtained by our statutory auditors for 100% of the cash balance. Restricted cash is held as margin money deposits given for bank guarantees.

#### Deep-Dive Chart

## Q10 Can you provide an update on the current buyback program that was announced last quarter?

We have completed the buyback program and have bought back 2 Mn shares at ₹875 per share, for an aggregator amount of ₹1,794 Mn.

## 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 Sep 30 (Unaudited)		Six months ended Sep 30 (Unaudited)	
	Q2 FY26	Q2 FY25	H1 FY26	H1 FY25
Revenue from operations	10,785	10,007	21,191	20,029
Gross profit	2,868	2,618	5,475	5,313
<b>Gross margin</b>	<b>26.6%</b>	<b>26.2%</b>	<b>25.8%</b>	<b>26.5%</b>
EBITDA	1,775	1,754	3,414	3,640
EBITDA margin	16.5%	17.5%	16.1%	18.2%
EBITDA/Gross profit	61.9%	67.0%	62.4%	68.5%
<b>EBIT</b>	<b>1,478</b>	<b>1,520</b>	<b>2,846</b>	<b>3,178</b>
EBIT margin	13.7%	15.2%	13.4%	15.9%
Profit after tax	1,250	1,302	2,435	2,714
Profit after tax margin	11.6%	13.0%	11.5%	13.6%
<b>Free cash flow</b>	<b>1,645</b>	<b>520</b>	<b>1,337</b>	<b>1,261</b>
Earnings per share (In ₹)	9.43	9.70	18.24	20.20
Cash and Cash equivalents	8,814	7,053	8,814	7,053
ROCE - (Including CCE)	25.6%	28.0%	24.6%	29.3%
ROCE - (Excluding CCE)	39.5%	41.5%	39.8%	43.4%
<b>DSO days</b>	<b>77</b>	<b>90</b>	<b>84</b>	<b>87</b>
Average number of employees	1,004	1,055	1,003	1,042

## CONDENSED CONSOLIDATED INCOME STATEMENT

(In ₹ Mn, unless otherwise stated)	Three months ended Sep 30 (Unaudited)		Six months ended Sep 30 (Unaudited)	
	Q2 FY26	Q2 FY25	H1 FY26	H1 FY25
Revenue from operations	10,785	10,007	21,191	20,029
Cost of services	(7,917)	(7,389)	(15,717)	(14,717)
<b>Gross profit</b>	<b>2,868</b>	<b>2,618</b>	<b>5,475</b>	<b>5,313</b>
Operating expenses	(1,093)	(864)	(2,061)	(1,673)
<b>EBITDA</b>	<b>1,775</b>	<b>1,754</b>	<b>3,414</b>	<b>3,640</b>
Depreciation	(297)	(234)	(568)	(462)
<b>EBIT</b>	<b>1,478</b>	<b>1,520</b>	<b>2,846</b>	<b>3,178</b>
Finance cost	(12)	(15)	(26)	(31)
Other income	89	102	209	199
<b>Profit before tax</b>	<b>1,555</b>	<b>1,607</b>	<b>3,029</b>	<b>3,346</b>
Tax expenses	(305)	(305)	(595)	(632)
<b>Profit after tax</b>	<b>1,250</b>	<b>1,302</b>	<b>2,435</b>	<b>2,714</b>
<b>Earnings per share (In ₹)</b>	<b>9.43</b>	<b>9.70</b>	<b>18.24</b>	<b>20.20</b>

## CONDENSED CONSOLIDATED BALANCE SHEET

(In ₹ Mn, unless otherwise stated)	Sep 30,2025 (Unaudited)	Jun 30,2025 (Unaudited)
	ASSETS	
Property, plant and equipment	2,211	2,203
Platforms	1,785	1,281
Customer Relationships	213	228
Brands	11	15
Non-Compete	11	13
Technology & Software	542	413
Intangible assets under development	484	986
Goodwill	2,646	2,646
Right-of-use-lease assets	459	491
Capital work in progress	-	62
Investment Property	16	16
Financial assets	484	179
Deferred tax assets (net)	440	452
Other non-current assets	822	1,073
<b>Total non-current assets</b>	<b>10,124</b>	<b>10,058</b>
Trade receivables	8,976	10,472

Investments	323	318
Cash and bank balances	8,149	8,746
Other Financial assets	5,286	4,916
Other current assets	704	289
<b>Total current assets</b>	<b>23,438</b>	<b>24,741</b>
<b>TOTAL ASSETS</b>	<b>33,562</b>	<b>34,799</b>

## EQUITY AND LIABILITIES

(In ₹ Mn, unless otherwise stated)	Sep 30,2025 (Unaudited)	Jun 30,2025 (Unaudited)
	EQUITY AND LIABILITIES	
Equity share capital	133	135
Other equity	22,487	22,993
<b>Total equity</b>	<b>22,620</b>	<b>23,128</b>
<b>Non current liabilities</b>		
Financial Liabilities		
Lease liabilities	455	452
Other financial liabilities		
Provisions	28	30
Other non-current liabilities	16	15
<b>Total Non Current Liabilities</b>	<b>499</b>	<b>497</b>
<b>Current liabilities</b>		
Financial liabilities		
Trade payables	5,609	6202
Lease liabilities	126	159
Other financial liabilities	3,974	3,898
Other current liabilities	234	197
Short term provisions	150	137
Liabilities for current tax (net)	349	581
<b>Total Current liabilities</b>	<b>10,444</b>	<b>11,174</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>33,562</b>	<b>34,799</b>

## CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

(In ₹ Mn, unless otherwise stated)	Share capital	Reserves	Retained earnings	Other contributions	Total
<b>Opening balance 01 April 2024</b>	<b>134</b>	<b>2,584</b>	<b>16,303</b>	<b>396</b>	<b>19,417</b>
Profit for the period	-	-	5,073	-	5,073
Other comprehensive income	-	-	-	4	4
Issue of equity shares	-	(74)	-	-	(74)
Purchase of treasury shares	-	-	-	-	-
Employee stock compensation expense	-	-	-	-	-
Shares bought back	-	-	-	-	-
Dividend Paid	-	-	(1,614)	-	(1,614)
Others	-	(123)	-	-	(123)
<b>Closing balance 31 March 2025</b>	<b>135</b>	<b>2,387</b>	<b>19,762</b>	<b>400</b>	<b>22,683</b>
<b>Opening balance 01 April 2025</b>	<b>135</b>	<b>2,387</b>	<b>19,762</b>	<b>400</b>	<b>22,683</b>
Profit for the period	-	-	2,435	-	2,435
Other comprehensive income	-	-	-	153	153
Issue of equity shares	-	-	-	-	-
Purchase of treasury shares	-	(186)	-	-	(186)
Employee stock compensation expense	-	136	-	-	136
Shares bought back	(2)	(1,789)	(2)	-	(1,793)
Dividend Paid	-	-	(808)	-	(808)
Others	-	-	-	-	-
<b>Closing balance 30 Sep 2025</b>	<b>133</b>	<b>548</b>	<b>21,387</b>	<b>553</b>	<b>22,620</b>

## CONDENSED STATEMENT OF CASH FLOWS

(In ₹ Mn, unless otherwise stated)	Q2 FY26 (Unaudited)	Q2 FY25 (Unaudited)	H1 FY26 (Unaudited)	H1 FY25 (Unaudited)
Cash flow before changes in working capital	1,921	1,761	3,587	3,662
Changes in working capital	199	(455)	(1,358)	(1,758)
<b>Cash generated from operations</b>	<b>2,120</b>	<b>1,306</b>	<b>2,229</b>	<b>1,905</b>
Taxes	(273)	(417)	(491)	(118)
<b>Cash flow from operating activities</b>	<b>1,847</b>	<b>889</b>	<b>1,738</b>	<b>1,787</b>
Net investments in tangible and intangible assets	(202)	(369)	(401)	(523)
Purchase/(Sale) of Investments in Subsidiary/ associate	-	-	-	-
Purchase/(Sale) of Investments in Short-term Liquid Funds	0	(1,553)	894	(1,553)
Interest and other income received	81	76	244	143
Movement in bank balances	(302)	105	(262)	(94)
<b>Cash flow from investing activities</b>	<b>(423)</b>	<b>(1,741)</b>	<b>475</b>	<b>(2,027)</b>
Proceeds from issue of shares	-	-	-	-
Purchase of shares as part of ESOP trust pool		(285)		(285)
Purchase of Treasury shares	(188)	-	(186)	-
Shares bought back including transaction cost	(1,793)	-	(1,793)	-
Dividend paid during the year		(807)	(808)	(807)
Payment and Interest paid on lease liabilities	(41)	(42)	(85)	(84)
<b>Cash flow from financing activities</b>	<b>(2,022)</b>	<b>(1,134)</b>	<b>(2,871)</b>	<b>(1,176)</b>
Cash flow for the period	(598)	(1,985)	(658)	(1,417)
Cash, cash equivalents at the beginning of period	8,739	7,239	8,800	6,671
Cash, cash equivalents at the end of period	8,149	5,254	8,142	5,254
Fixed deposits having maturity greater than 12 months	342	1,566	342	233,
Investments in liquid assets	323	233	323	1,556
<b>Cash, cash equivalents closing balance</b>	<b>8,814</b>	<b>7,053</b>	<b>8,814</b>	<b>7,053</b>

## Annexure- 2 Quarterly Trends

Key financial ratios	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Revenue growth	18.5%	15.3%	20.6%	10.0%	(0.8%)	(0.2%)	1.9%	3.8%	7.8%
Gross margin %	27.4%	26.9%	26.7%	26.9%	26.2%	26.1%	25.3%	25.0%	26.6%
EBITDA margin %	19.5%	19.2%	16.0%	18.8%	17.5%	16.3%	16.0%	15.8%	16.5%
EBIT margin %	17.3%	16.9%	13.7%	16.5%	15.2%	13.9%	13.3%	13.1%	13.7%
Profit after tax margin %	14.1%	14.0%	13.0%	14.1%	13.0%	11.8%	11.5%	11.4%	11.6%
Free cash flow	1,310	640	1,492	744	520	2,165	1,715	(309)	1,645
Day sales outstanding	75	77	76	83	90	82	72	91	77
ROCE (Including CCE)	38.5%	34.7%	32.5%	31.0%	28.0%	24.2%	25.6%	23.2%	25.6%
ROCE (excluding CCE)	55.0%	50.8%	49.6%	46.8%	41.5%	34.3%	41.2%	36.8%	39.5%

Revenue (In ₹ Mn)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Platform	953	958	900	868	880	955	938	919	984
Enterprise	9,133	9,068	9,155	9,154	9,127	9,049	9,306	9,488	9,801
Total	10,086	10,026	10,055	10,022	10,007	10,004	10,244	10,407	10,785

Gross profit (In ₹ Mn)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Platform	931	934	884	856	868	943	926	905	970
Enterprise	1,831	1,765	1,802	1,838	1,750	1,663	1,662	1,702	1,898
Total	2,762	2,699	2,686	2,694	2,618	2,607	2,588	2,607	2,868

Gross margin	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Platform	97.7%	97.5%	98.2%	98.7%	98.7%	98.7%	98.7%	98.5%	98.6%
Enterprise	20.0%	19.5%	19.7%	20.1%	19.2%	18.4%	17.9%	17.9%	19.4%
Total	27.4%	26.9%	26.7%	26.9%	26.2%	26.1%	25.3%	25.0%	26.6%

EBITDA (In ₹ Mn)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
EBITDA	1,968	1,928	1,604	1,886	1,754	1,634	1,635	1,639	1,775
EBITDA margin	19.5%	19.2%	16.0%	18.8%	17.5%	16.3%	16.0%	15.8%	16.5%
EBITDA/Gross profit	71.3%	71.4%	59.7%	70.0%	67.0%	62.7%	63.2%	62.9%	61.9%

Profit/(loss) after tax (In ₹ Mn)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Profit/(loss) after tax	1,425	1,401	1,302	1,411	1,302	1,185	1,173	1,184	1,250
Profit after tax margin	14.1%	14.0%	13.0%	14.1%	13.0%	11.8%	11.5%	11.4%	11.6%

Earnings per share (In ₹)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Basic earnings per share	10.60	10.42	9.69	10.50	9.70	8.82	8.74	8.82	9.43

Free cash flow (In ₹ Mn)	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Free cash flow	1,310	640	1,492	744	520	2,165	1,715	(309)	1,645

RSUs	No of RSUs
Opening Balance Jul 1, 2025	2,28,601
RSU's granted	4,05,494
RSU's exercised	-
RSU's Lapsed/cancelled/ added back to Pool	(48,000)
Balance as on Sep 30, 2025	5,86,095

Other Income (In ₹ Mn, unless otherwise stated)	Q2 FY26	Q2 FY25	H1 FY26	H1 FY25
Interest income	88	67	181	134
Interest on income tax refund	-	9	24	36
Miscellaneous income	1	6	3	8
Others	1	21	1	21
<b>Other income</b>	<b>89</b>	<b>103</b>	<b>209</b>	<b>199</b>
Interest yield	5.9%	6.5%	6.1%	6.6%

## 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

<b>Code of Conduct:</b>	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.
<b>Supplier code of conduct:</b>	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.
<b>Whistle Blower Policy:</b>	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.
<b>Code for Insider Trading:</b>	<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>
<b>Risk Management policy:</b>	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.
<b>Related Party Transaction Policy:</b>	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.
<b>Environmental policy</b>	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

<b>Platform business</b>	Platform business refers to revenue generated from “Platform as a service offering”, where only cloud and hosting are a charge on revenue.
<b>Enterprise business</b>	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.
<b>Gross profit</b>	Revenue less cost of services. Cost of services comprises of service transaction fee paid to mobile carriers and other suppliers.
<b>Gross margin</b>	The gross margin reflects percentage of revenue less cost of services.
<b>Sales and marketing expense</b>	Sales and marketing expenses comprise of employee cost and expenses directly associated with sales, marketing, and promotional activities.
<b>General and administrative expense</b>	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.
<b>EBITDA</b>	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.
<b>Adjusted EBITDA</b>	Adjusted EBITDA excludes one-time expenses such as one time acquisition, buy back, ESPS and other event related costs.
<b>EBIT</b>	Revenues – Cost of sales (where applicable) – indirect cost (includes platform operational cost, people cost and overheads, SG&A) – depreciation – allocated corporate costs.
<b>Operating cash flow</b>	Operating cash flow is a measure of amount of cash generated from business operations.
<b>Free cash flow</b>	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.
<b>Return on capital employed (ROCE)</b>	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.
<b>New customer</b>	New customers include every unique new contracting entity added in the year.
<b>Customer segments</b>	Customer segments are arrived at on a quarterly annualized basis (quarter revenue multiplied by four).

## About Tanla:

Founded in 1999, Tanla Platforms Limited is an AI-native platform company transforming digital interactions by empowering users and enabling enterprises through its innovative-led SaaS solutions. With a unique enterprise- and user-centric approach, Tanla drives advancements in data security, privacy, and protection against spam and scams. Tanla has deep partnerships with leading telcos to build trusted and scalable communication ecosystems. Headquartered in Hyderabad, India, Tanla is the preferred partner for over 2,500 enterprises across industries, including global tech leaders like Google, Meta, and Truecaller. Recognized as a 'Visionary' in the 2025 Gartner® Magic Quadrant™ and 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).

## 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)	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
<b>Revenues</b>					
Digital Platforms	880	955	938	919	984
Enterprise Communications	9,127	9,049	9,306	9,487	9,801
<b>Total revenues</b>	<b>10,007</b>	<b>10,004</b>	<b>10,244</b>	<b>10,406</b>	<b>10,785</b>
YoY % change	(0.8%)	(0.2%)	1.7%	3.8%	7.8%
<b>Gross Profit</b>					
Digital Platforms	868	943	926	905	970
Enterprise Communications	1,750	1,664	1,662	1,702	1,898
<b>Total Gross profit</b>	<b>2,618</b>	<b>2,607</b>	<b>2,588</b>	<b>2,607</b>	<b>2,868</b>
YoY % change	(5.2%)	(3.4%)	(4.3%)	(3.3%)	9.5%
<b>EBITDA</b>					
Digital Platforms	739	725	723	693	729
Enterprise Communications	1,015	909	911	946	1,046
<b>Total EBITDA</b>	<b>1,754</b>	<b>1,634</b>	<b>1,634</b>	<b>1,639</b>	<b>1,775</b>

# Q4

## Deep-Dive Chart - Customer Segmentation

Customer segment (In ₹ Mn)	Q2FY25		Q1FY25		Q2FY26		Revenue growth	
	Count	Revenue	Count	Revenue	Count	Revenue	QoQ	YoY
>500Mn	18	4,150	17	4,996	15	4,088	(18.2%)	(1.5%)
>100Mn - < 500Mn	64	3,346	59	3,011	71	4,103	36.3%	22.6%
>10Mn- < 100Mn	251	2,028	250	2,104	271	2,278	8.3%	12.3%
<b>Total</b>	<b>333</b>	<b>9,525</b>	<b>326</b>	<b>10,111</b>	<b>357</b>	<b>10,469</b>	<b>3.5%</b>	<b>9.9%</b>

## Q5

### Deep-Dive Chart - Indirect Cost Walk QoQ Excluding Forex Impact

#### Cost walk from Q1 FY26 to Q2 FY26

(In ₹ Mn, unless otherwise stated)



## Q6

### Deep-Dive Chart - Depreciation and Amortization

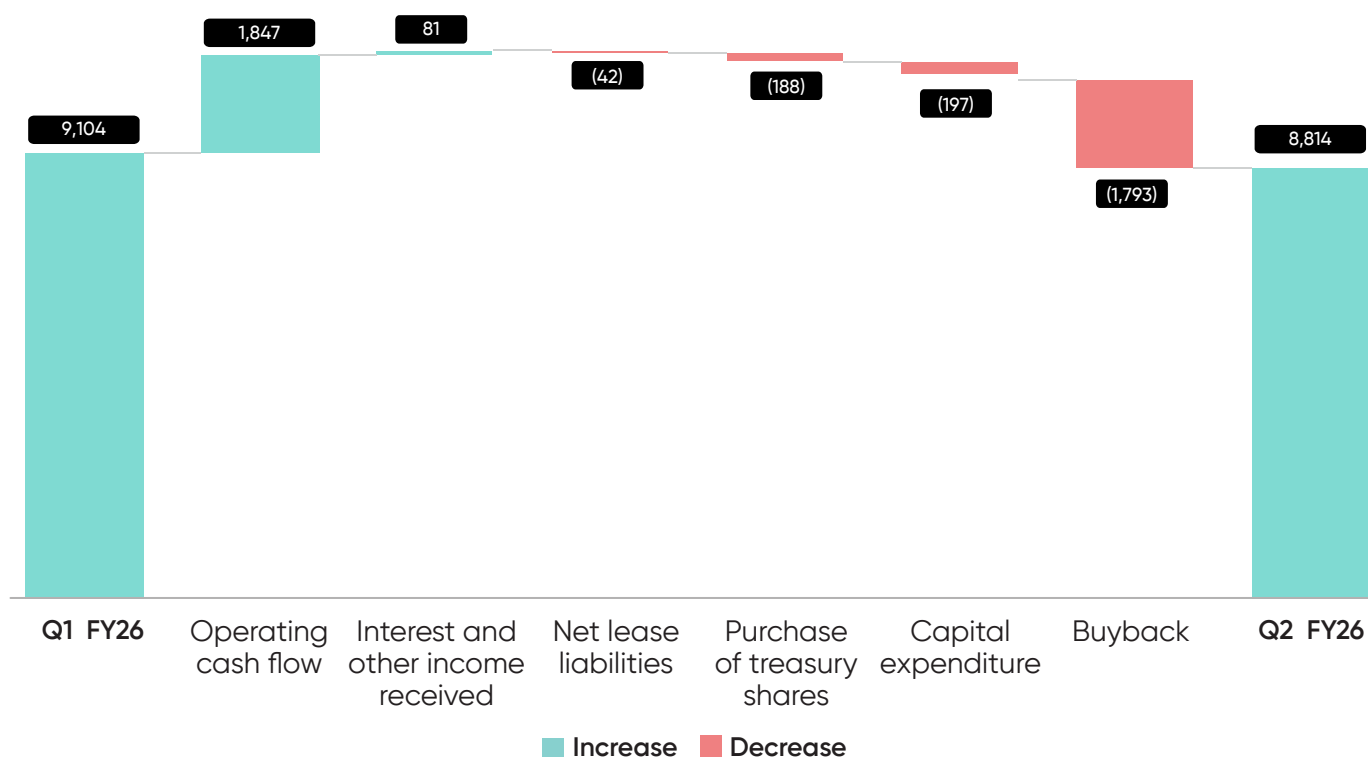
(In ₹ Mn, unless otherwise stated)	Q2 FY26	Q2 FY25	H1 FY26	H1 FY25
Amortisation on Platforms	106	64	200	128
Amortisation on Customer Relationship	14	18	28	36
Amortisation on Trade Name	4	4	8	8
Amortisation on Technology	8	8	17	17
Amortisation on Non-compete	1	1	3	3
Amortisation on Software	24	12	36	24
Depreciation on tangible assets & right of use assets	140	127	276	245
<b>Total Depreciation &amp; amortisation</b>	<b>298</b>	<b>234</b>	<b>568</b>	<b>461</b>

# Q8

## Deep-Dive Chart - Movement of Cash flows

### Cash flow walk from Q1 FY25 to Q2 FY26

(In ₹ Mn, unless otherwise stated)



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

# Q9

## Deep-Dive Chart - Cash and Cash Equivalents breakup

(In ₹ Mn, unless otherwise stated)	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
<b>Cash</b>					
Restricted cash	568	563	564	575	576
Current accounts- ₹	1,669	2,739	399	235	267
Current accounts- USD	515	417	813	1,156	1,250
<b>Investments</b>					
Fixed deposits	4,301	5,489	8,309	7,138	6,721
<b>Cash and cash equivalents (CCE)</b>	<b>7,053</b>	<b>9,208</b>	<b>10,085</b>	<b>9,104</b>	<b>8,814</b>

(In ₹ Mn, unless otherwise stated)	Current accounts- ₹	Current-accounts-USD	Fixed deposits	Restricted cash	Total
<b>Cash</b>					
HDFC Bank	99	244	5,570	542	6,454
Liquid Funds	-	-	327	-	327
State Bank of India	2	-	390	-	392
Axis Bank	59	-	217	1	277
ICICI BANK	55	-	115	-	170
Kotak Mahindra Bank	27	-	70	-	97
Citibank (Dubai)	-	875	-	-	875
DBS Bank (Singapore)	-	131	-	33	164
Others (IDBI)	25	-	33	-	57
<b>Total</b>	<b>267</b>	<b>1,250</b>	<b>6,721</b>	<b>576</b>	<b>8,814</b>

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



[www.tanla.com](http://www.tanla.com)

Follow us at:

