

**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

October 27, 2026

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

National Stock Exchange of India Limited

Exchange Plaza, Bandra-Kurla Complex,
Bandra (East),
Mumbai - 400 051

Scrip Code: 532790

Symbol: TANLA

Sub: Investor Updates for the quarter and half year ended September 30, 2026

Dear Sir/Ma'am,

With reference to the above-cited subject, we are enclosing herewith the Investor Updates for the quarter and half year ended September 30, 2026.

Request you to take the same on record and oblige.

Thanking you.

Yours faithfully,

For Tanla Platforms Limited

SESHANURA

DHA CHAVA

Seshanuradha Chava

General Counsel and Company Secretary

ACS-15519

Digitally signed by
SESHANURADHA CHAVA
Date: 2026.10.27 19:09:53
+05'30'



Investor Update

Q2 FY27

Oct 27, 2026

Q2 FY27 Results Snapshot



Revenue ▲
₹13,517 Mn
10.2% QoQ and 25.3% YoY



Gross Profit ▲
₹3,531 Mn
8.2% QoQ and 23.1% YoY



EBITDA ▲
₹2,143 Mn
6.6% QoQ and 20.8% YoY



PAT ▲
₹1,464 Mn
3.0% QoQ and 17.1% YoY



EPS ▲
₹11.09
3.0% QoQ and 17.7% YoY



FCF
₹2,316 Mn
158% of PAT

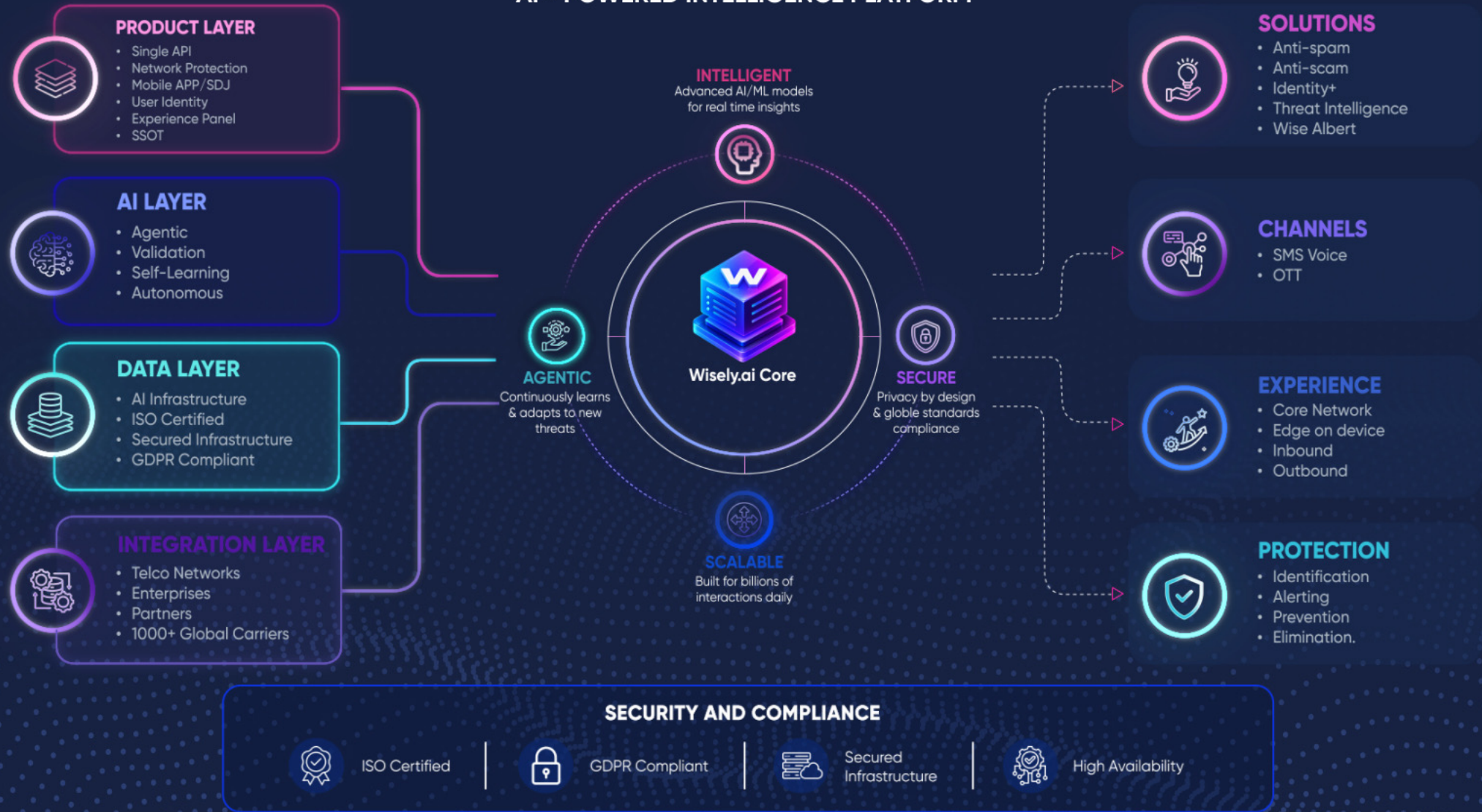


Cash⁽¹⁾
₹14,474 Mn

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



AI - POWERED INTELLIGENCE PLATFORM



AI - POWERED . TRUST - FIRST . IMPACT - DRIVEN .

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.

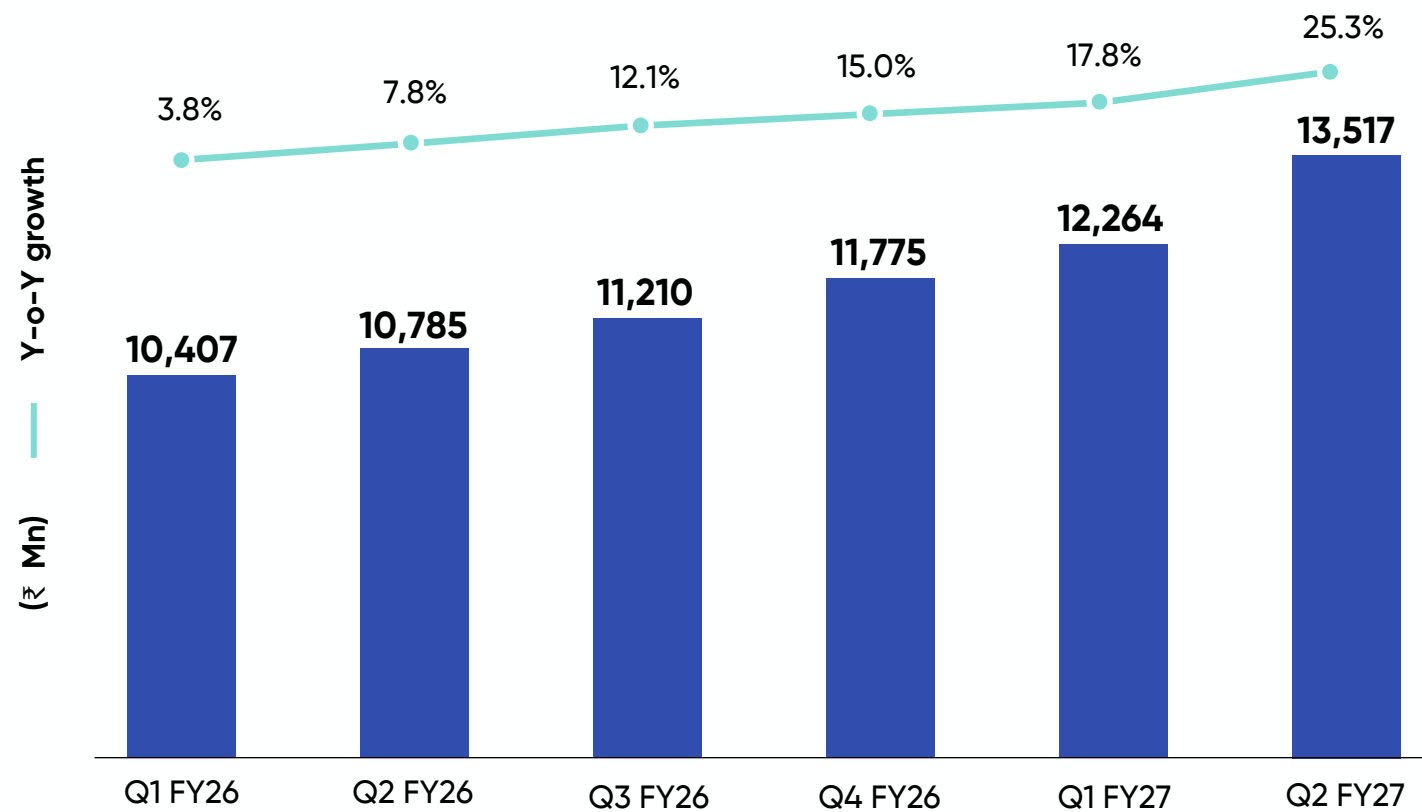


Agility & rapid customer service
10k+ APIs deployed across enterprises
to enable full suite of omni-channel
communication



Financial Outcomes

Revenue | Sixth consecutive quarter of growth



Revenue grew by 10.2% QoQ and 25.3% YoY

Of the 10.2% QoQ revenue growth, 7.9% came from our existing business, while the inorganic contribution was 2.3%

Revenue increased by ₹1,254 Mn QoQ, with ₹904 Mn contributed by existing customers, ₹65 Mn by new customer additions and ₹285 Mn by VF overseas

The quarter benefited from one-time campaigns done by select customers

NRR at 119%, reflecting growth in business from existing customers

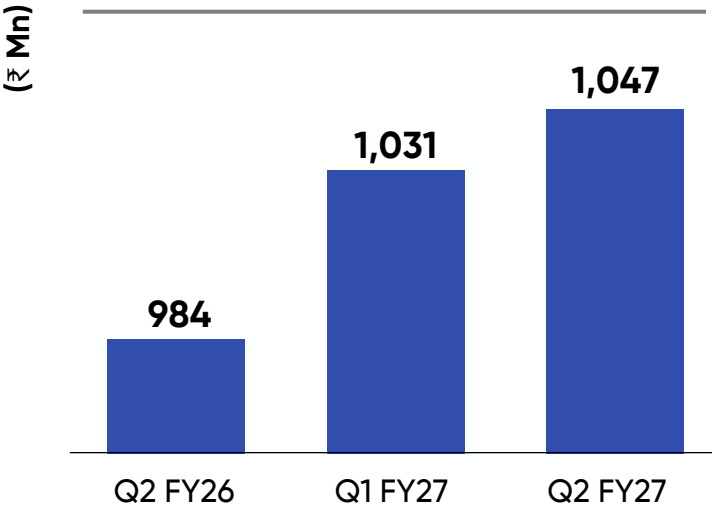
YoY growth across channels with major contribution from OTT, SMS and Wisely.ai

Revenue | Consistent YoY growth across business segments



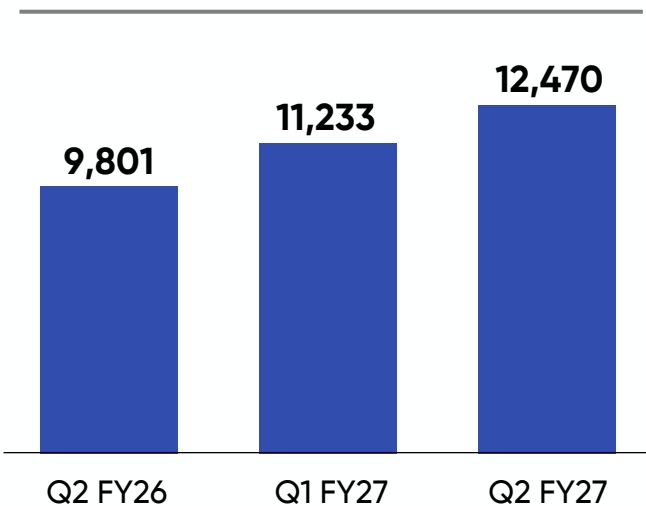
Digital Platforms

Grew by 1.6% QoQ and 6.4% YoY



Enterprise Communications

Grew by 11.0% QoQ and 27.2% YoY



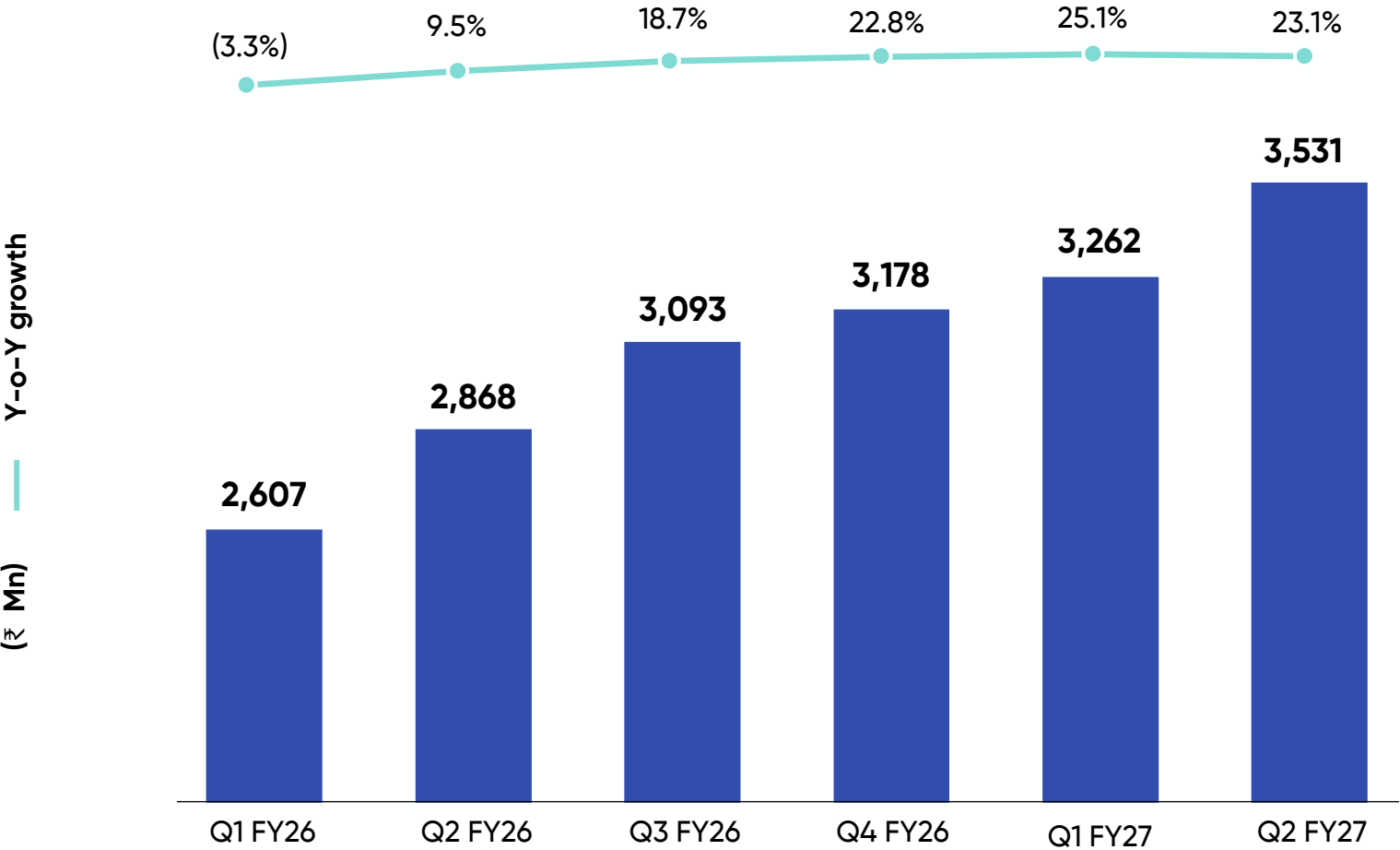
Digital platforms contributed 7.7% to overall revenue in Q2 FY27

YoY growth in Digital Platforms was led by Wisely.ai and RCS MaaP Platform

Enterprise Communications contributed 92.3% of overall revenue in Q2 FY27

Enterprise Communications delivered Sequential and YoY growth, driven by strong OTT expansion across existing customers

Gross Profit | Consistent quarterly growth

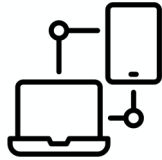


Gross profit grew by 8.2% QoQ and 23.1% YoY

Gross profit grew by ₹269 Mn QoQ and ₹662 Mn Cr YoY due to revenue growth, partially offset by 48bps contraction in gross margin in both periods

Sequential and YoY gross profit was broad-based, with all channels contributing the growth

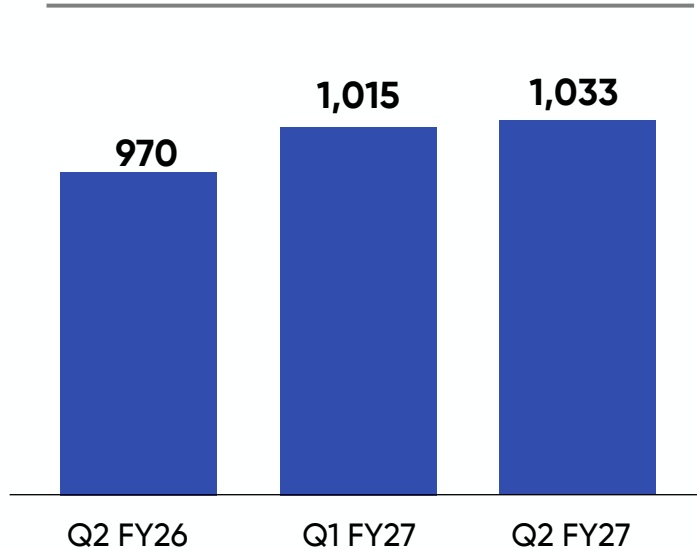
Gross Profit | Growth Momentum across Both Business Segments



Digital Platforms

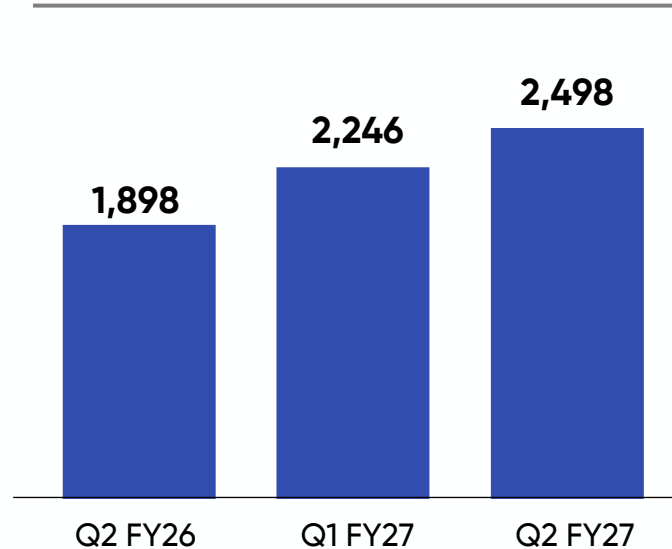
Grew by 1.7% QoQ and 6.5% YoY

(₹ Mn)



Enterprise Communications

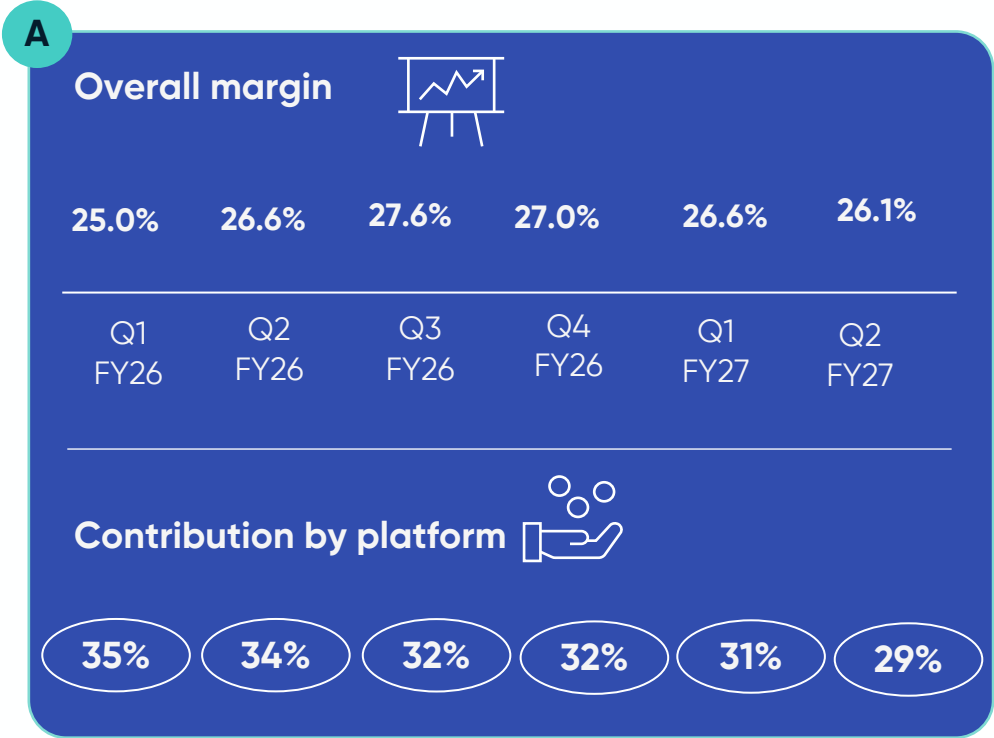
Grew by 11.2% QoQ and 31.6% YoY



YoY growth in Digital Platforms was led by Wisely.ai and RCS MaaP Platform

Enterprise Communication sequential and YoY gross profit growth was driven by revenue growth across channels, primarily driven by OTT channel

Gross Margin Profile



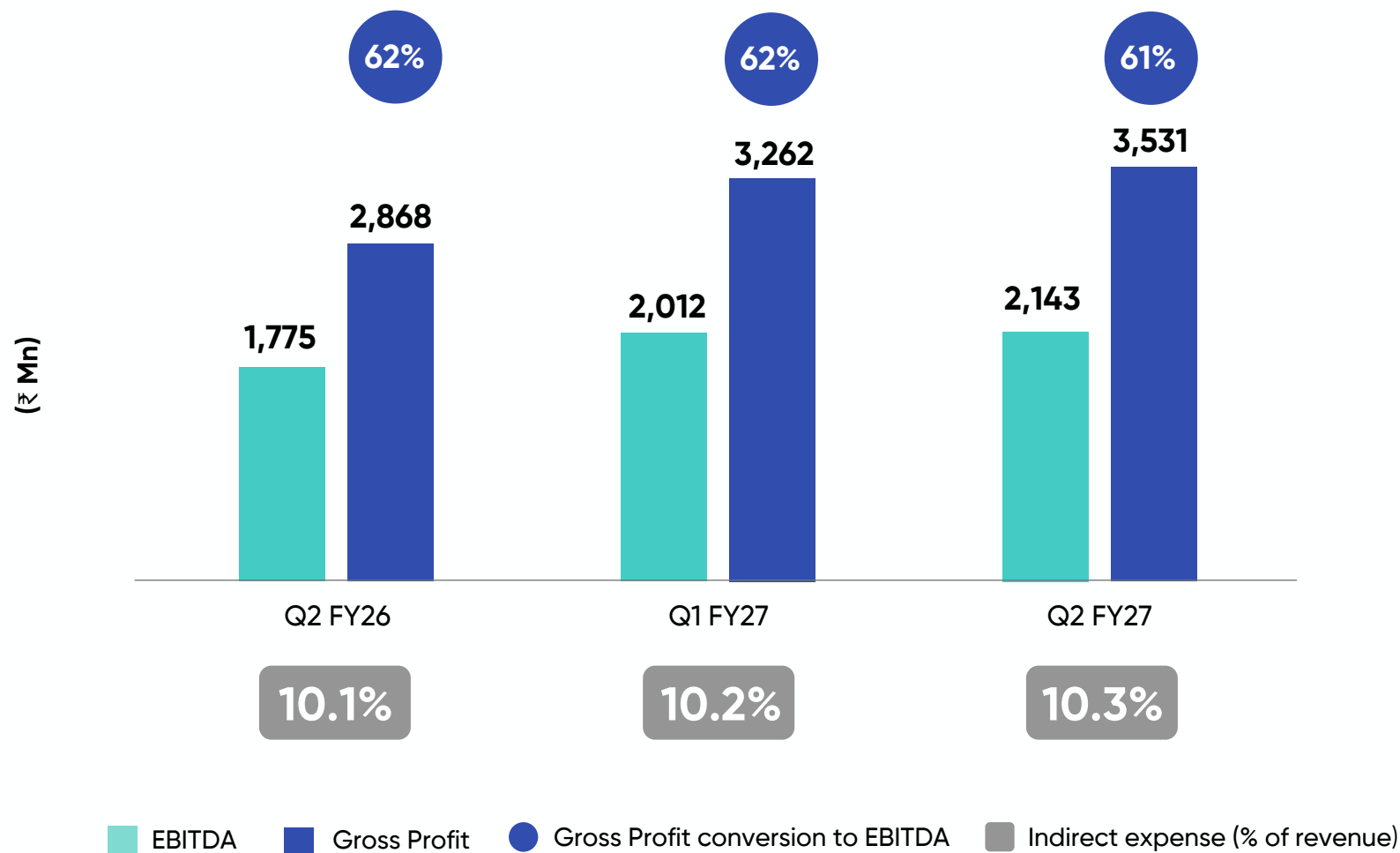
Platform Business



Enterprise Business



Efficiency Metrics



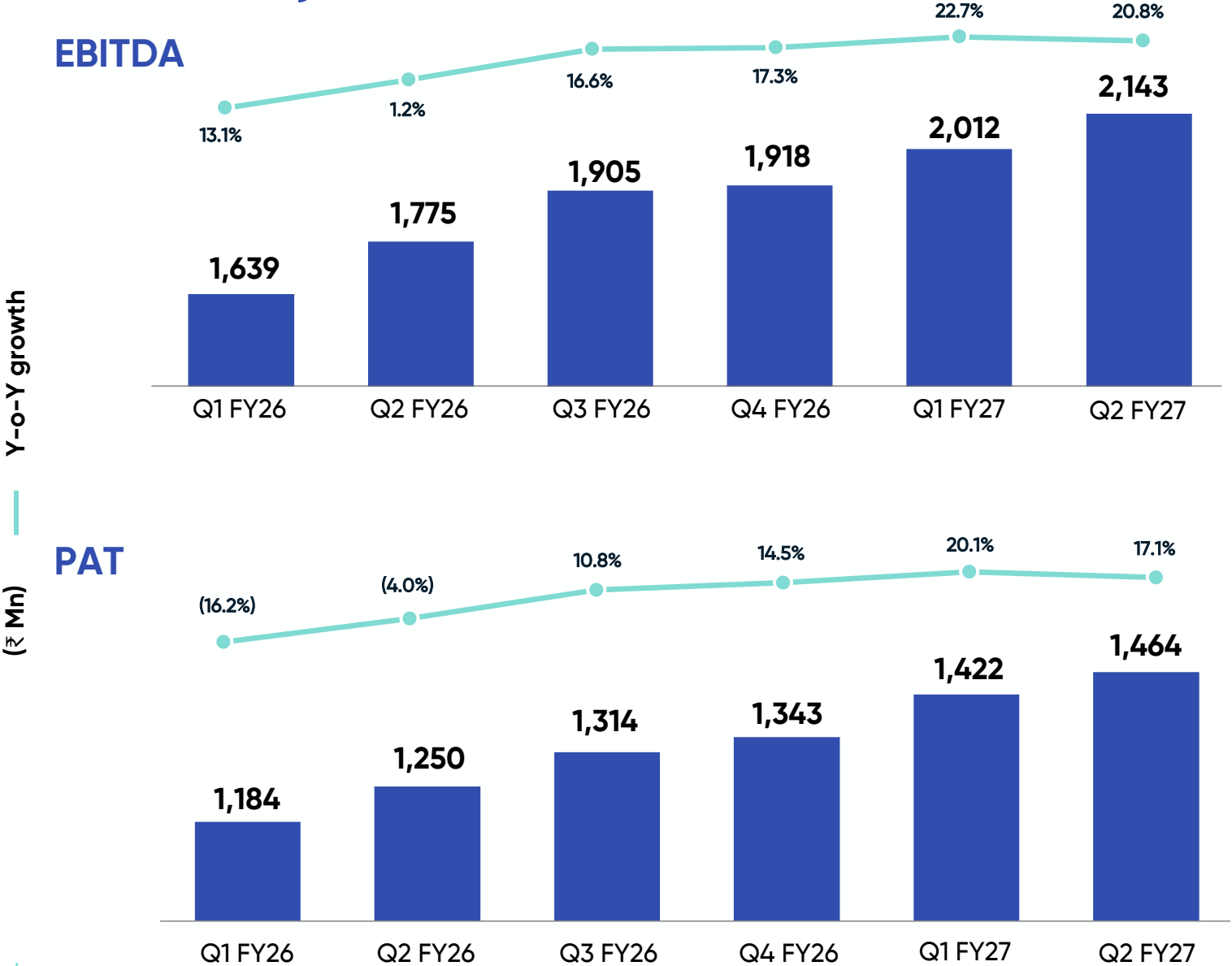
Indirect costs as a percentage of revenue and gross profit were maintained at ~10% and ~39% respectively

EBITDA growth was also impacted by the consolidation of ValueFirst's international operations, which currently operate at lower profitability levels

Gross profit to EBITDA conversion is 60.7% in Q2 FY27

Disciplined investment in talent, primarily across GTM and Innovation, to support long-term growth

Profitability Metrics



EBITDA grew by 6.6% QoQ and 20.8% YoY

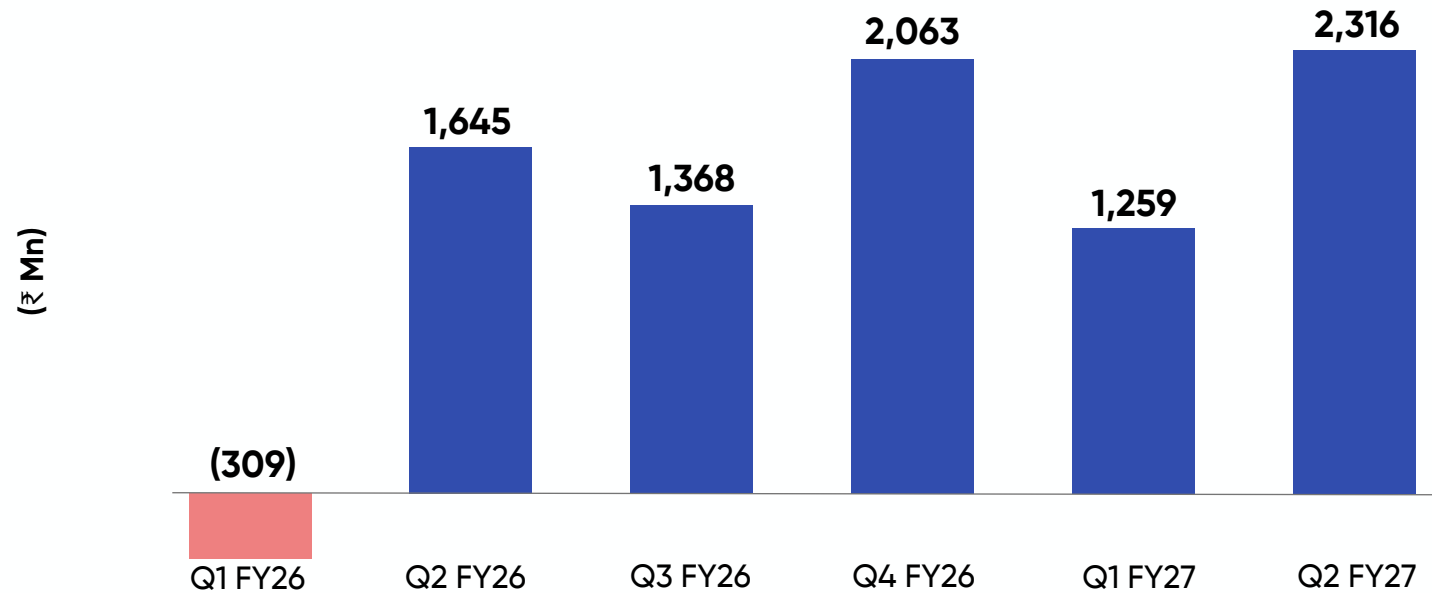
Sequential EBITDA increased by ₹132 Mn, driven by higher gross profit of ₹269 Mn and partially offset by higher indirect costs of ₹137 Mn

PAT grew by 3.0% QoQ and 17.1% YoY

EBITDA and PAT growth partially impacted by ValueFirst overseas acquisition

YoY PAT growth was primarily driven by higher EBITDA, partially offset by an increase in depreciation and the effective tax rate

Free Cash flow at 158% of PAT in Q2 FY27



Cash flow from operations were at ₹2,593 Mn and Free cash flow was at ₹2,316 Mn in Q2 FY27 (158% of PAT)

DSO at 63 days in Q2 FY27 as against 79 days in Q1 FY27



Strong Balance Sheet

₹27,224 Mn

Strong Equity and Reserves

₹14,474 Mn

Cash & cash equivalents¹

27%

ROCE

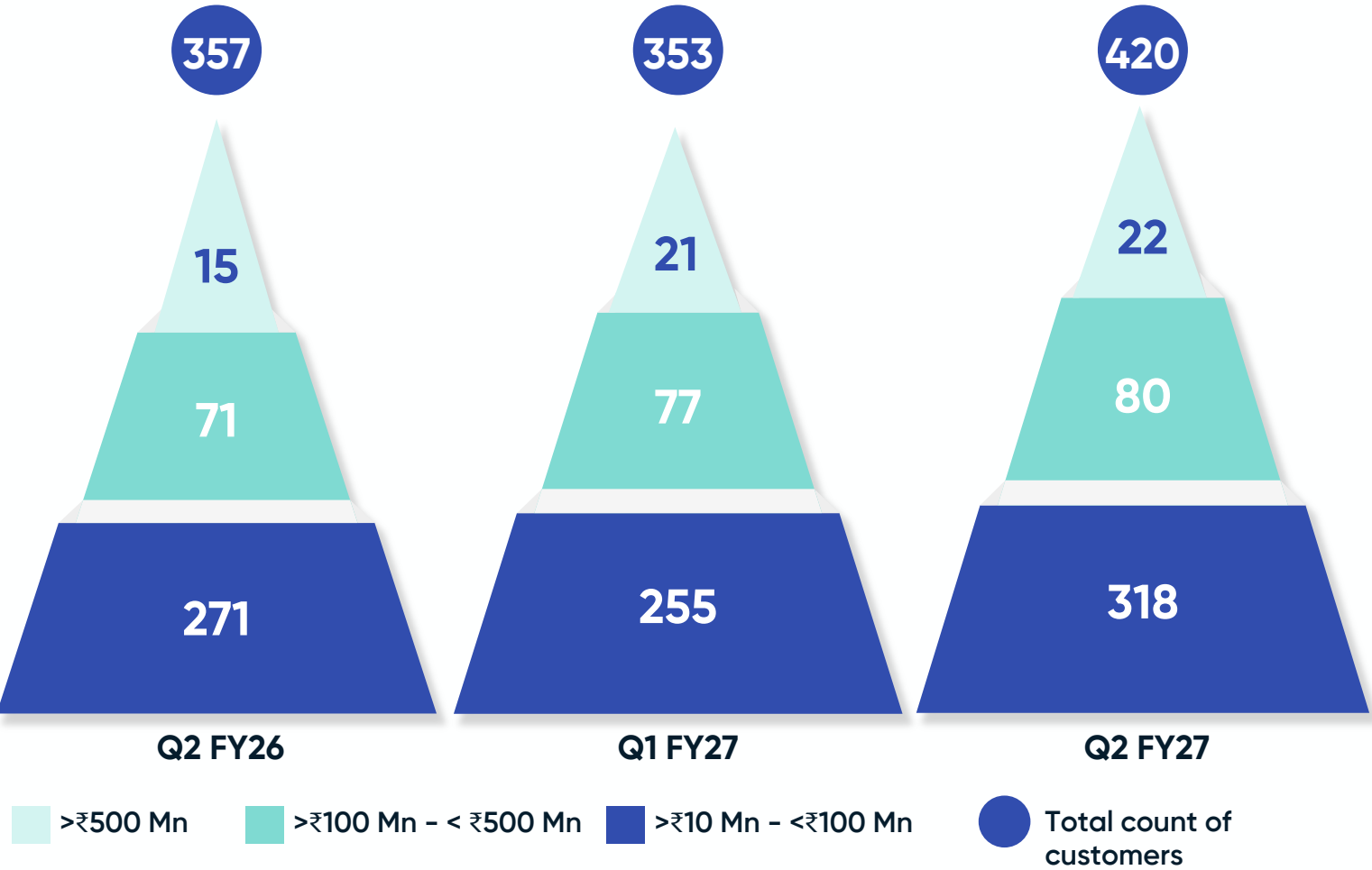
1. Cash balance includes liquid funds which are held as investments and fixed deposits having a maturity period of greater than twelve months

Debt Free



Business Outcomes

Customer Cohorts | Expansion of Customer Relationships

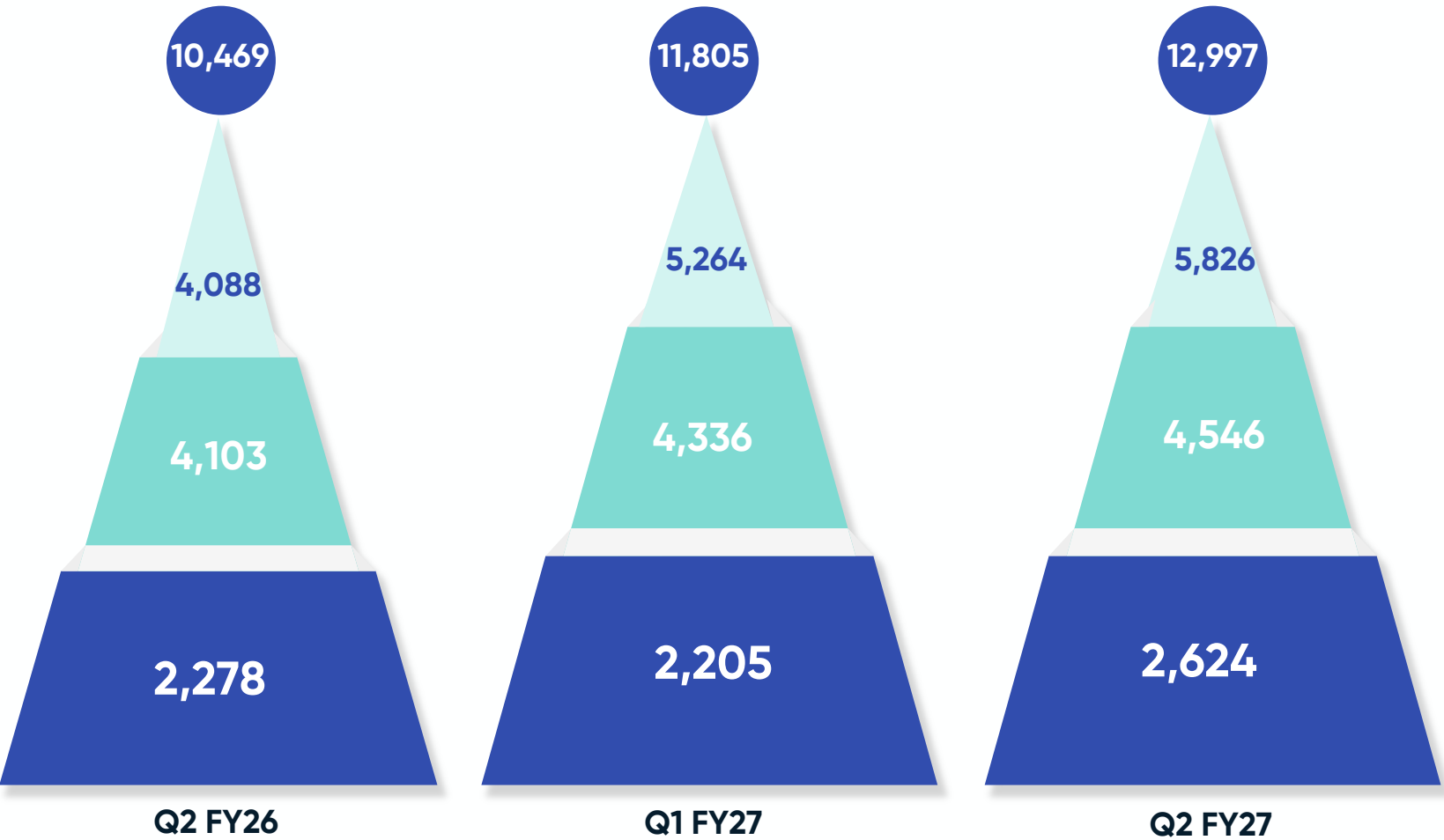


12 out of top 20 customers of last year continue to be in top 20 and remaining in top 30

Higher wallet share within the existing customer base continued to drive growth

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

Customer Cohorts | Increase in Wallet share



>₹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)

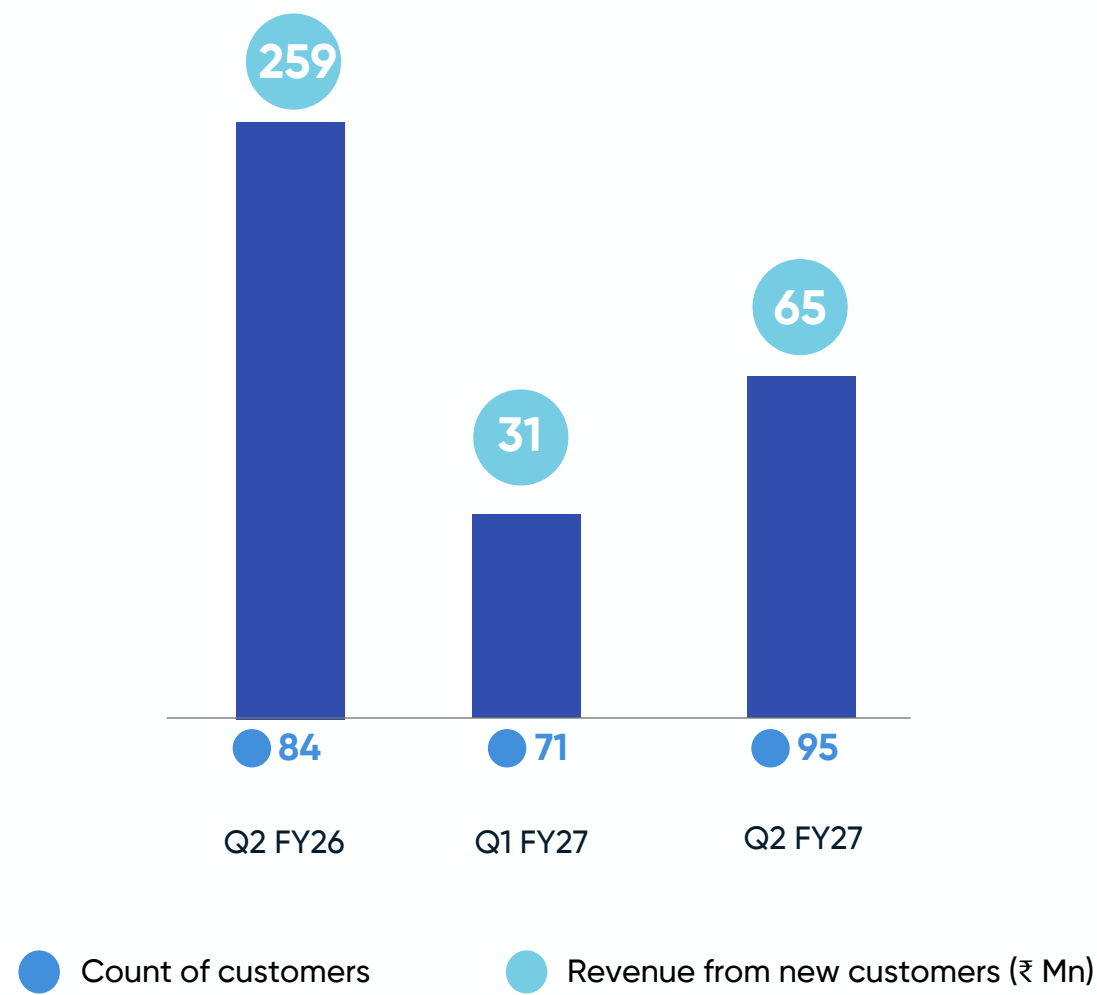
Customers with annualized revenue above ₹10 Mn grew 10.1% QoQ and 24.1% YoY to ₹12,997 Mn

Customers contributing annualised revenue greater than ₹500 Mn grew by 10.7% QoQ and 42.5% YoY. The growth in this segment was driven by BFSI customers

Within this cohort, the ₹100–₹500 Mn segment grew 4.8% QoQ and 10.8% YoY

The ₹10–100 Mn cohort grew by 19.0% QoQ, includes ValueFirst overseas customers

Winning New Logos



Newly acquired customers contributed ₹65 Mn in Q2 FY27

48% new customers were added on WhatsApp and RCS

New customers include every unique contracting entity added during the year



Annexures

Profit & Loss Q2 FY27



In ₹ Mn, unless otherwise stated	Q2 FY27	Q2 FY26	Δ %	Q1 FY27
Revenue from operations (net)	13,517	10,785	25.3%	12,264
Cost of services	(9,986)	(7,917)	26.2%	(9,002)
Gross Profit	3,531	2,868	23.1%	3,262
Indirect Expenses	(1,388)	(1,093)	26.9%	(1,250)
EBITDA	2,143	1,775	20.8%	2,012
Depreciation and Amortization	(373)	(297)	25.8%	(329)
EBIT	1,770	1,478	19.7%	1,683
Finance Cost	(17)	(12)	40.8%	(11)
Other income	120	89	35.0%	141
Profit before taxes	1,873	1,555	20.5%	1,813
Tax expenses (including deferred taxes)	(409)	(305)	34.2%	(391)
Profit after taxes	1,464	1,250	17.1%	1,422
Earnings per share (In ₹)	11.09	9.43	17.7%	10.77
Weighted average shares outstanding	132.0	132.6	-	132.0

Unaudited Balance Sheet | Sep 30, 2026

In ₹ Mn, unless otherwise stated	Sep 30, 2026	Jun 30, 2026
Assets		
Non-current assets		
Property, plant and equipment	1,952	2,018
Internally developed – Platforms	1,700	1,745
Customer Relationships	803	171
Trade name	(4)	(0)
Technology & Software	461	455
Non Compete	25	7
Intangible assets under development	662	593
Goodwill	3,552	2,646
Right-of-use assets	611	375
Deferred tax assets (net)	486	466
Other non-current assets	255	207
Capital work-in-progress	1	-
Financial assets	4,308	459
Investment Property	16	16
Total Non-Current Assets	14,828	9,158
Trade receivables	9,243	10,718
Investments	1,209	259
Cash and Bank Balances	9,124	11,488
Other financial assets	5,397	5,012
Other current assets	1,718	1,453
Total current assets	26,691	28,930
TOTAL ASSETS	41,519	38,088

In ₹ Mn, unless otherwise stated	Sep 30, 2026	Jun 30, 2026
Equity & Liabilities		
Equity share capital	133	133
Other equity	27,091	25,441
Total equity	27,224	25,573
Financial liabilities		
Lease liabilities	643	391
Other financial liabilities	21	19
Provisions	41	38
Total non-current Liabilities	705	448
Current liabilities		
Trade payables	7,267	6,614
Lease liabilities	106	106
Other financial liabilities	5,253	4,383
Other current liabilities	217	278
Provisions	157	181
Current tax liabilities (net)	589	505
Total current liabilities	13,590	12,067
Total Equity & Liabilities	41,519	38,088

Condensed Cash Flow and Liquidity position



In ₹ Mn, unless otherwise stated	H1 FY27	FY26
Cash flow before changes in working capital	4,392	7,775
Changes in working capital	109	(403)
Cash generated from operations	4,501	7,372
Taxes	(352)	(1,630)
Cash flow from operating activities	4,149	5,742
Net investments in tangible and intangible assets	(574)	(974)
Interest and other income received	226	309
(Purchase)/Sale of investments - (Short term liquid funds)	(939)	970
Movement in other cash balances	(2,064)	(37)
Investment in subsidiary	(78)	-
Cash flow from investing activities	(3,429)	268
Purchase/Issue of treasury shares	4	(182)
Buyback of shares	-	(1,793)
Dividend and dividend taxpaid	(796)	(1,603)
Payment/Interest paid on lease liabilities	(86)	(173)
Cash flow from financing activities	(878)	(3,752)
Cash flow for the period	(158)	2,258
Cash and cash equivalents at the beginning of period	7,273	5,015
Cash Acquired on ValueFirst Acquisition	77	-
Cash and cash equivalents at the end of period	7,192	7,273
Liquid fund investments	1,209	255
Fixed deposits with maturity greater than 12 months	6,073	4,009
Total liquidity position	14,474	11,538

Tanla has Track Record of Strong Performance

Sustained Value Creation

14%

Revenue growth¹

15%

Gross profit¹

11%

EBITDA growth¹

₹13,395 Mn

Cash returned to
shareholders over 8
years

7%

PAT growth¹

Best-in-class Execution

100+

Innovations²

8+

Patents³

3,200+

Customers across
segments

100+

Partners⁴

353

Customers with >10 MN
Revenue p.a.

50%

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

World Class Culture

1,100+

Employees in India
and beyond

59%

Investment⁵ in Talent

25%

Women in leadership

80/100

S&P Global ESG Score

Awards

Gartner.

Visionary in
CPaaS Magic
Quadrant

Meta

Growth partner
of the year



Awarded Biggest
Indian Telecom
Technology Exporter of
the Year at IMC 2026

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
2025 & 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

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



3,200+

Customers across segments



8/10 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



د. سليمان الحبيب
DR SULIMAN AL HABIB
medical group المجموعة الطبية

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

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

Safe Harbour

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.

These risks include changes in market conditions; the pace of digital communication adoption; pricing pressure and competition; customer concentration; shifts in technology standards and platform interoperability; cyber security incidents; vendor or network dependency; and our ability to execute strategy and scale operations. External risk factors include changes in applicable laws, regulations and government policies (including adverse regulatory or judicial actions); macroeconomic volatility; geopolitical tensions; sanctions and trade restrictions; global technology-supply-chain disruption; public health events; and political or social instability affecting our customers, vendors, partners or infrastructure, which may impact demand, delivery, costs, compliance and cross-border operations.

These forward-looking statements are based on information available to us as of 15/10/2026 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.

By receiving this presentation, you acknowledge that you are solely responsible for your own evaluation of the company, the CPaaS market and our market position, and that you will conduct your own independent assessment and analysis before making any decision based on this presentation. Any logos, trademarks or brand names other than Tanla, Karix, ValueFirst, Trubloq, Wisely and Wisely.ai are the property of their respective owners and are used for identification or reference purposes only.

The background features a series of concentric, dotted lines that create a tunnel-like effect. The dots are colored in shades of blue, purple, and pink, and the lines curve from the bottom left towards the top right. The text "Thank You" is centered in the upper left portion of the image.

Thank You