Second Quarter 2014-15 Investor Release

Friday, October 17th , 2014



tanla

Highlights

Financials :

Consolidated Revenues from Operations up by 24.29% at Rs. 4998.78 Lakhs from Rs. 4021.95 Lakhs in Q1FY15.

Revenue from domestic operations up by 109.07% at Rs. 2711.55 Lakhs from Rs. 934.79 Lakhs in Q1 FY15.

Revenue from overseas operations has decreased by 25.9% at Rs. 2287.23 Lakhs from Rs. 3087.16 Lakhs in Q1FY15 .

EBIDTA up by 2.94% at Rs. 1686.00 Lakhs from Rs. 1637.87 Lakhs in Q1 FY15.

Management's decision to exit from low margin business arrangements and to concentrate on better margin yielding verticals has resulted in increase in EBIDTA by 2.94% despite decrease in revenue and gross margins from overseas operations.

Consolidated Financial Data - Fact Sheet **Figures in Rs. Lakhs**

Particulars	Quarter ended Sept 30		% Change over previous year corresponding Quarter	Quarter ended June 30	% Change over previous Quarter
	2014	2013	%	2014	%
Income from Operations :					
Overseas	2,287.23	1,444.36	58.4%	3,087.16	-25.91%
Domestic	2,711.55	871.67	211.1%	934.79	190.07%
Total Income from Operations (A)	4,998.78	2,316.03	115.8%	4,021.95	24.29%
Other Income :					
Bad debts recovery	-	-	-	-	-
Interest & Income on Investments	39.55	44.99	-12.1%	46.79	-15.47%
Forex Fluctuation	86.46	-	100.0%	-	100.0%
Total Other Income (B)	126.00	44.99	180.1%	46.79	169.29%
Total Revenue (A)+ (B)	**5,124.78**	**2,361.02**	**117.1%**	**4,068.74**	**25.95%**

Expenses :					
Operating Expenses (C)	2,725.25	1,210.77	125.1%	1,607.79	69.50%
Diminution in Value of Investment (D)	-	-	-	-	-
Total Expenses (C)+ (D)	2,725.25	1,210.77	125.1%	1,607.79	69.50%
% Total Revenue	53.18	51.28	3.7%	39.52	34.6%
Gross Profit :					
Gross Profit from Operations (A-C)	2,273.53	1,105.26	105.7%	2,414.16	-5.83%
% Total Revenue	44.36	46.81	-5.2%	59.33	-25.23%
Other Income net of Diminution in Value of Investments (H)	126.00	44.99	180.1%	46.79	169.31%
EBIDTA (E)	**1,686.00**	**785.33**	**114.7%**	**1,637.87**	**2.94%**
Depreciation & Amortization :					
Normal Depreciation (F)	1,938.23	1,464.37	32.4%	1,917.07	1.10%
Depreciation on account of Currency Translation(G)	19.93	-	100.0%	53.16	-62.51%
Total Depreciation & Amortization (F+G)	1,958.16	1,464.37	33.7%	1,970.23	-0.61%
NET PROFIT BEFORE DEPRECIATION ON ACCOUNT OF CURRENCY TRANSLATION {E-F}	(252.23)	(679.04)	-62.9%	(279.20)	-9.66%
NET PROFIT AFTER DEPRECIATION & AMORTISATION (E-F-G+H)	(146.16)	(634.05)	-76.9%	(285.57)	-48.82%
NET PROFIT BEFORE TAX	**(146.16)**	**(634.05)**	**-76.9%**	**(285.57)**	**-48.82%**
Provision for Taxation :					
Current Tax	20.87	-	100.0%	-	100.00%
Deferred Tax	17.50	(14.54)	-220.4%	2.25	677.78%
NET PROFIT AFTER TAX	**(184.54)**	**(619.51)**	**-70.2%**	**(287.82)**	**-35.89%**
EARNINGS PER SHARE (of Face value Re.1/- each)	(0.18)	(0.61)	-	(0.28)	-

Revenue by geography

	Quarter Ended		
Particulars	Sep 30 2014	Sep 30 2013	June 30 2014
India	54.2%	37.6%	23.2%
ROW	45.8%	62.4%	76.8%

Currency Variance

	Quarter Ended		
Particulars	Sep 30 2014	Sep 30 2013	June 30 2014
GBP	99.84	101.17	102.06
USD	61.48	62.7	59.94

Business Update:

M-messaging :

- Deployment of the messaging platform with one of the large Telcos in India,has been completed as per schedule and was soft launched in Sept 2014.
- Processed 5.84 BN messages capturing more than 40% of the India market

M-payments:

- Integration of payment platform with a partner in the US has been completed and initial clients have begun traffic.
- 59m mobile payment transactions have been processed by Tanla's payment platform in Q2FY2015.

M-commerce:

- M-commerce platform has been successfully integrated in international market, the platform is in beta stage of deployment with Telcos in India.

Others:

Property
Sales have been initiated; revenue from sale of plots shall be recognized upon execution of Agreements with the purchasers which is presently in progress.

Safe Harbor:
Certain statements in this release reflecting our future growth prospects are forward – looking statements which involve a number of risks and uncertainties that could cause results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include but are not limited to risks and uncertainties with respect to fluctuation in earnings, our ability to manage growth, intense competition on IT services including these factors which may affect our cost advantage, cost of resources, introduction of regulations that might impact the prospects, our ability to successfully complete the planned projects, general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

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