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

July 22, 2026

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Scrip Code: **532790**

National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex,
Bandra (East),
Mumbai - 400 051

Symbol: **TANLA**

Sub: Investor Updates for the quarter pended June 30, 2026

Dear Madam/Sir,

With reference to the above cited subject, we are enclosing herewith the Investor Updates for the quarter ended June 30, 2026.

Request you to take the same on record and oblige.

Thanking you

Yours faithfully,
For Tanla Platforms Limited
SESHANURADHA CHAVA Digitally signed by SESHANURADHA CHAVA Date: 2026.07.22 21:37:11 +05'30'
Seshanuradha Chava
General Counsel and Company Secretary
ACS-15519

Investor Update

Q1 FY27

July 22, 2026

Q1 FY27 Results Snapshot

Revenue ▲
₹12,264 Mn
4.1% QoQ and 17.8% YoY

Gross Profit ▲
₹3,262 Mn
2.6% QoQ and 25.1% YoY

EBITDA ▲
₹2,012 Mn
4.9% QoQ and 22.7% YoY

PAT ▲
₹1,422 Mn
5.8% QoQ and 20.1% YoY

EPS ▲
₹10.77
5.8% QoQ and 22.1% YoY

FCF
₹1,259 Mn
89% of PAT

Cash(1)
₹11,970 Mn
post dividend payouts of ₹796 Mn

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

Wisely.ai ARCHITECTURE

Purposeful AI Innovation

Designed from first principles – not AI applied to a legacy framework

PRODUCT LAYER

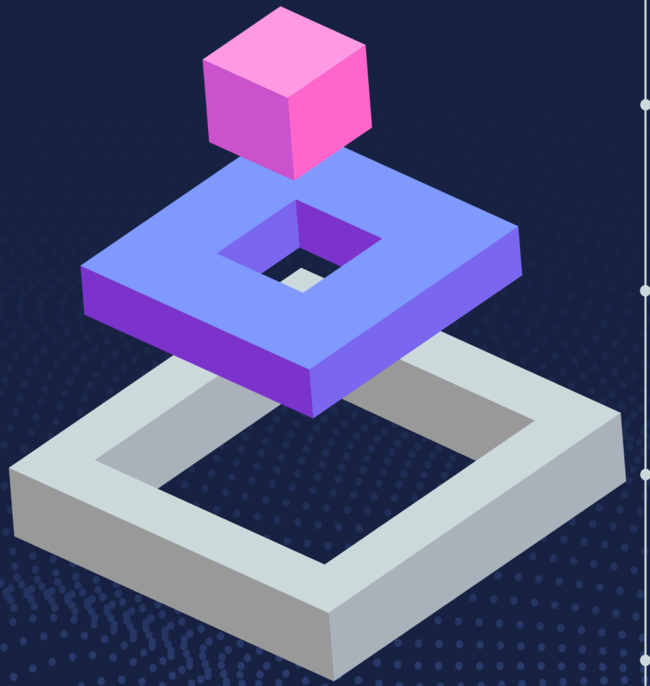
- Single API
- Network Protection
- Mobile APP/SDJ
- User Identity
- Experience Panel
- SSOT

AI LAYER

- Agentic
- Validation
- Self-Learning
- Autonomous

DATA LAYER

- AI Infrastructure
- ISO Certified
- Secured Infrastructure
- GDPR Compliant



ANTI-SPAM

- SMS
- VoLTE
- VoIP

ANTI-SCAM

- SMS
- VoLTE
- VoIP

IDENTITY+

- Regulators
- Law Enforcement Agencies
- Enterprises
- Consumers

THREAT INTELLIGENCE

- CNAM
- SDK

MORE SOLUTIONS

- Coming Soon

wise ALBERT

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

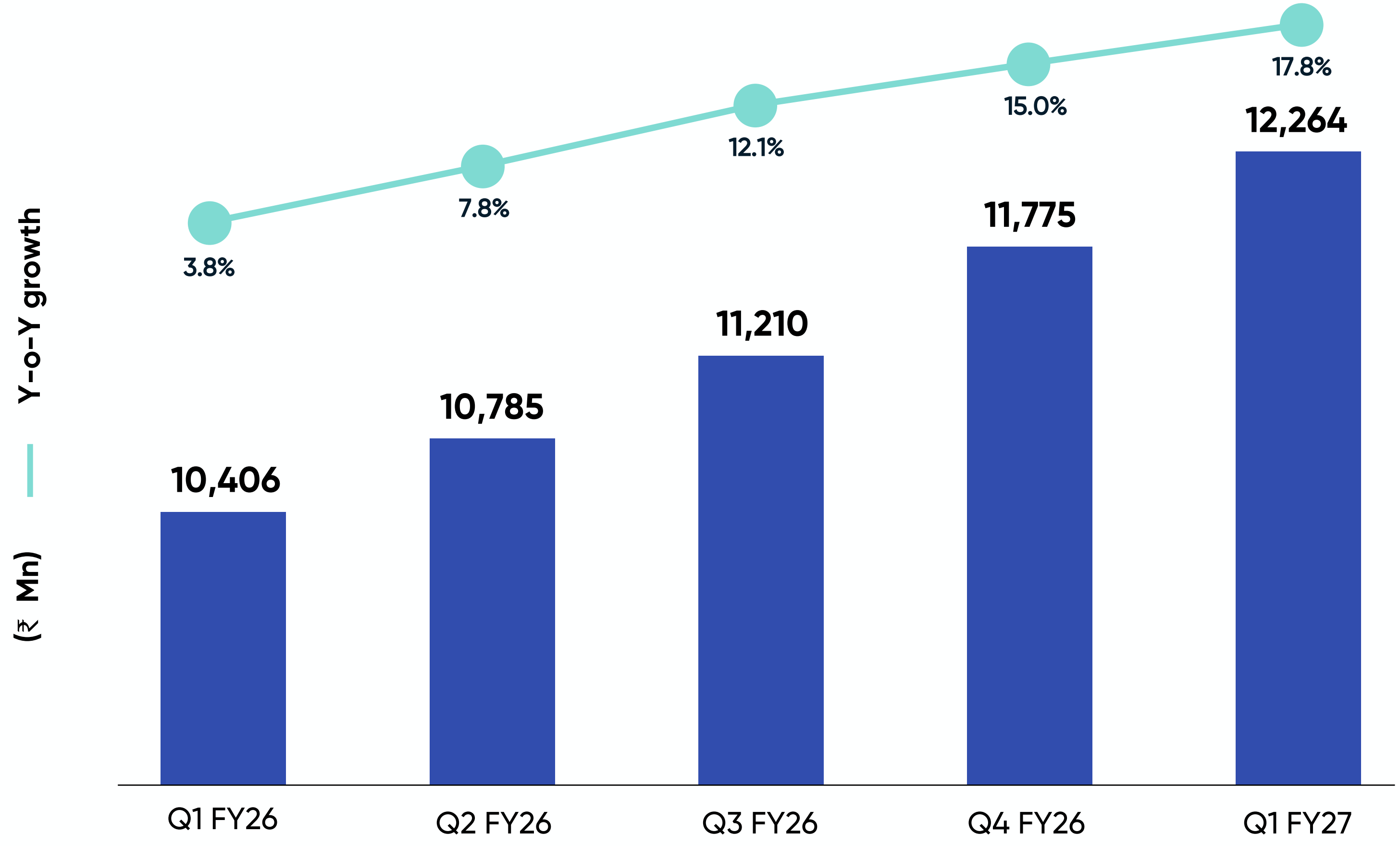
E2E omnichannel presence
SMS, Voice, OTT (WhatsApp, TrueCaller, RCS) other advanced messaging channels, chatbot etc.

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

The data indicated on market size has been arrived at basis our internal analysis. This is our assessment and merely indicative in nature.

Financial Outcomes

Revenue | Fifth consecutive quarter of growth

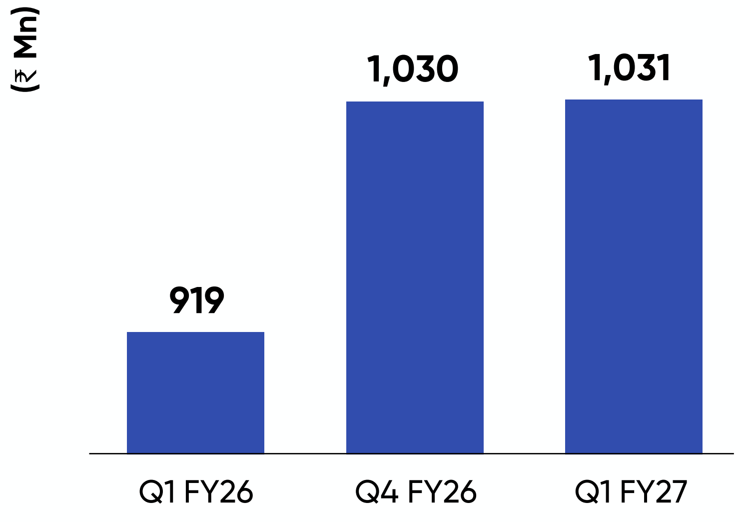


- Revenue grew by 4.1% QoQ and 17.8% YoY
- Revenue increased by ₹489 Mn sequentially, with existing customers contributing ₹458 Mn and new customer additions contributing ₹31 Mn
- YoY growth of ₹1,857 Mn was driven by ₹1,195 Mn from existing customers ₹662 Mn from customers onboarded over the trailing twelve months
- From a channel perspective the YoY growth was led by Wisely.ai, SMS and OTT

Revenue | Double digit YoY growth across business segments

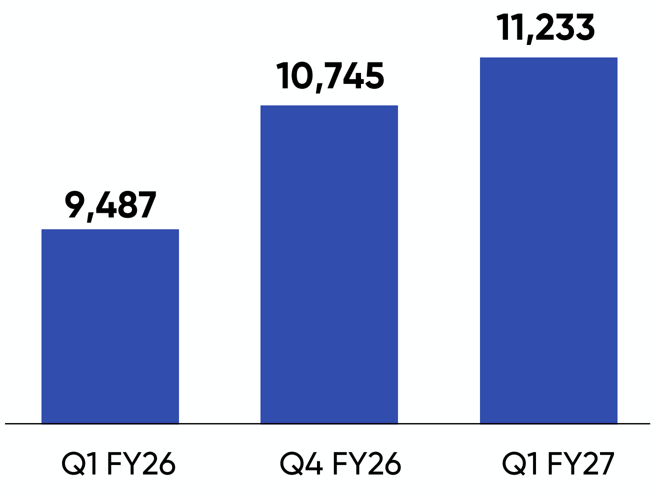
Digital Platforms

Grew by **0.2%** QoQ and **12.2%** YoY



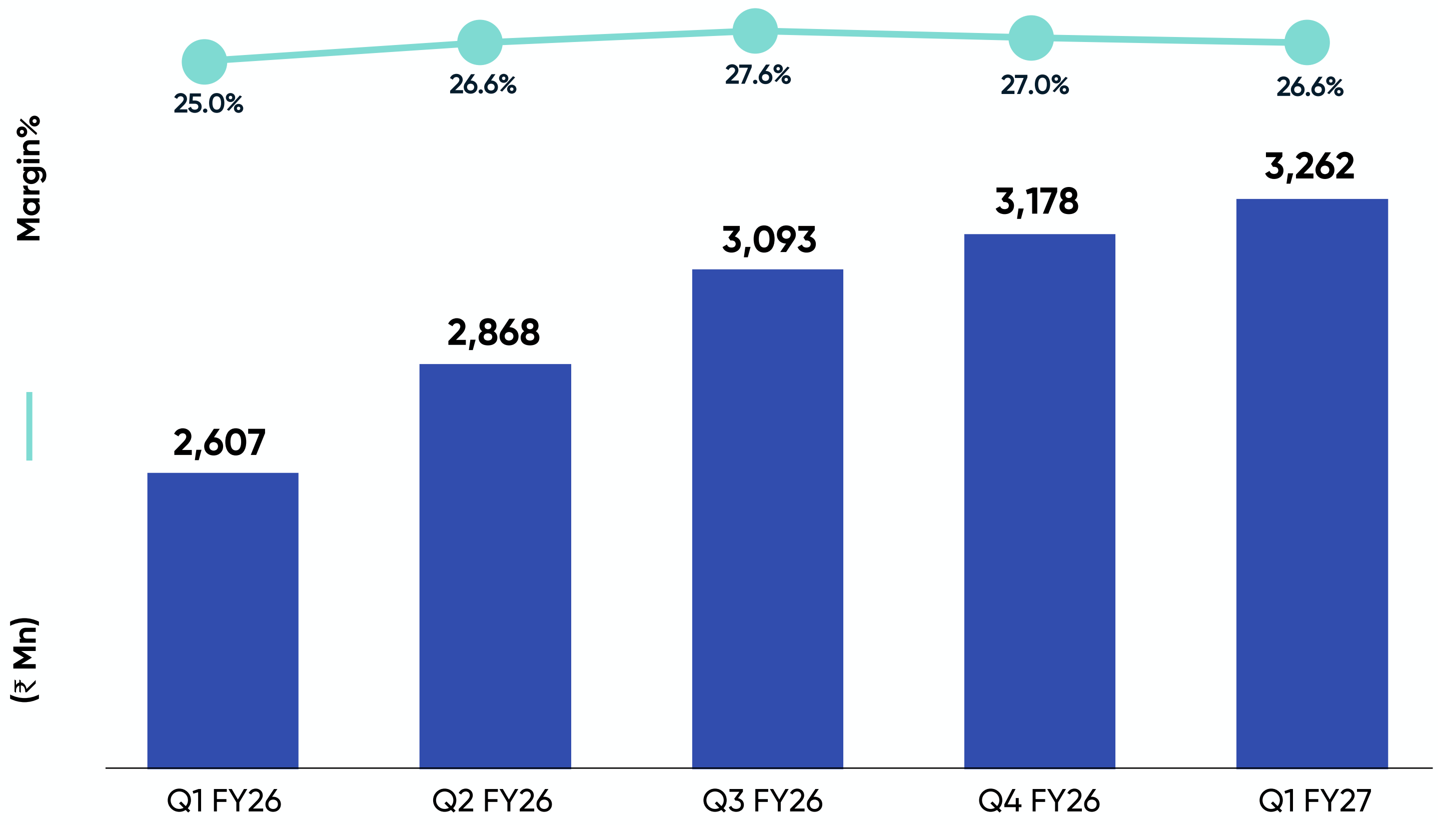
Enterprise Communications

Grew by **4.5%** QoQ and **18.4%** YoY



- Digital platforms contributed 8.4% to overall revenue in Q1 FY27
- YoY growth in Digital Platforms was led by Wisely.ai, RCS MaaP Platform, and Trubloq
- Enterprise Communications contributed 91.6% of revenue in Q1 FY27
- Sequential and YoY growth in Enterprise Communication was primarily driven by higher wallet share within existing customers

Gross Profit | Consistent quarterly growth

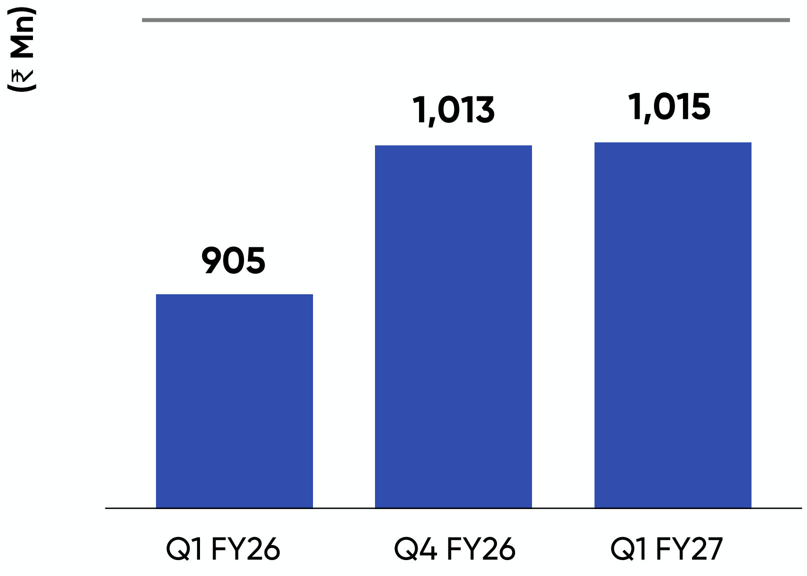


- Gross profit grew by 2.6% QoQ and 25.1% YoY
- Sequential gross profit increased by ₹83 Mn, driven by revenue growth and partially offset by a 40 bps contraction in gross margin
- YoY gross profit increased by ₹655 Mn, driven by revenue growth and margin expansion

Gross Profit | Both Business Segments Delivered Double-Digit YoY Growth

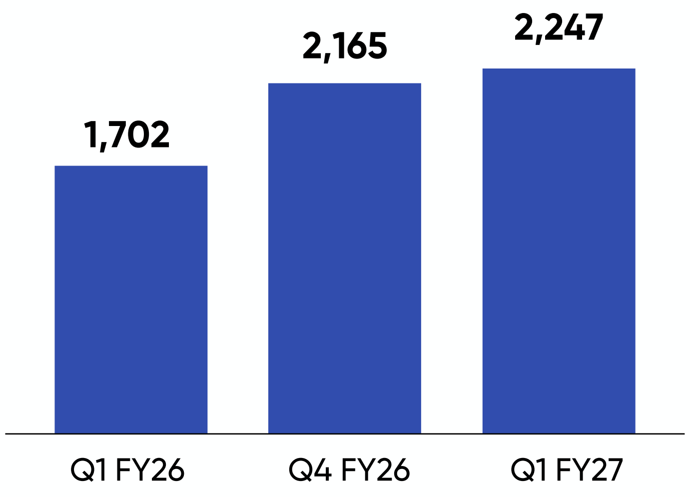
Digital Platforms

Grew by **0.2% QoQ** and **12.2% YoY**



Enterprise Communications

Grew by **3.8% QoQ** and **32.0% YoY**



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

- Enterprise Communication sequential gross profit growth was driven by revenue growth, while YoY growth was driven by revenue growth and margin expansion across all channels

Gross Margin Profile

A

Overall margin

Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
25.0%	26.6%	27.6%	27.0%	26.6%

Contribution by platform

35%	34%	32%	32%	31%

Platform Business

B

Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
98.5%	98.6%	98.4%	98.4%	98.5%

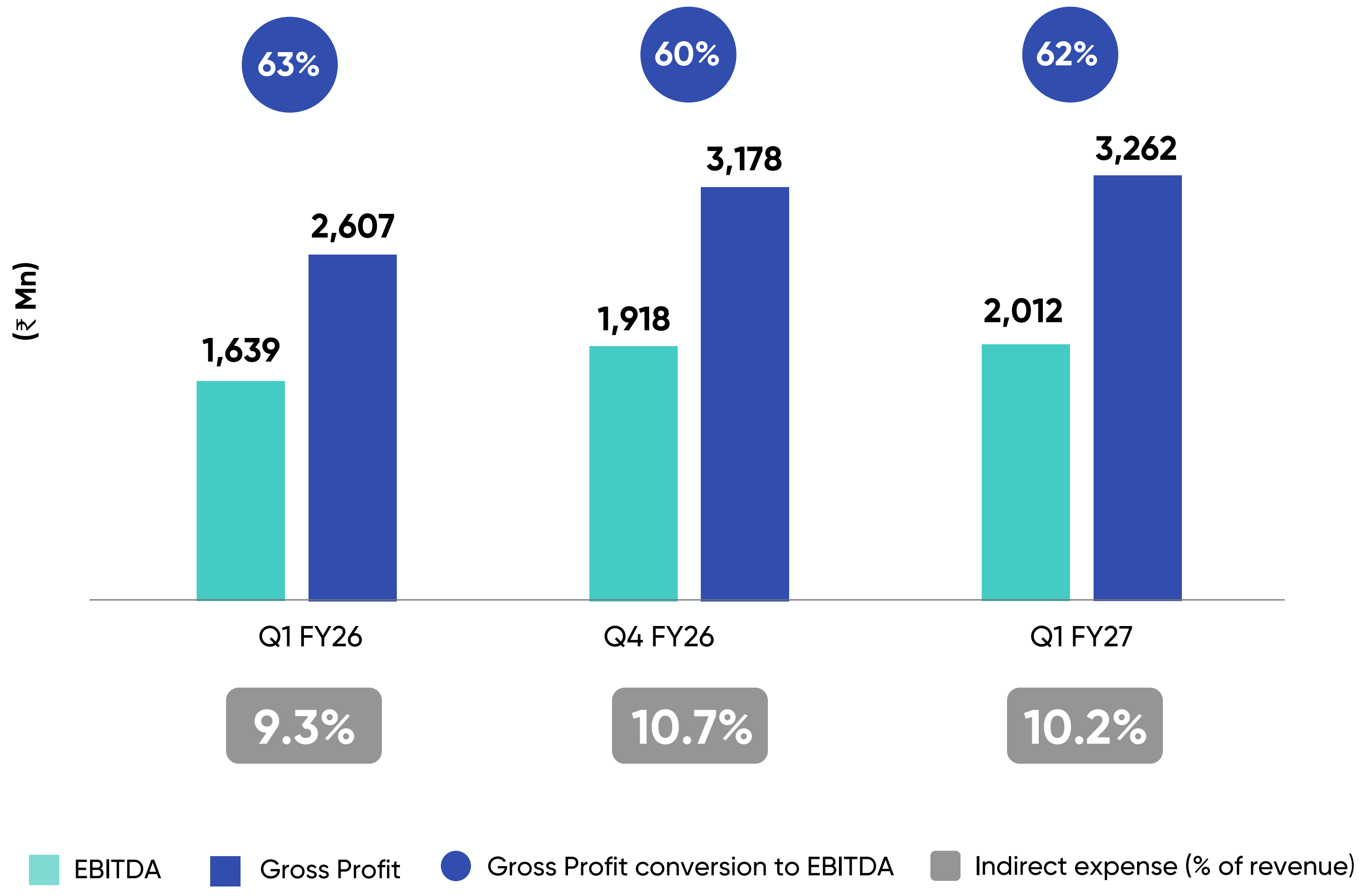
Enterprise Business

C

Q1 FY26	Q2 FY25	Q3 FY26	Q4 FY26	Q1 FY27
17.9%	19.4%	20.5%	20.2%	20.0%

- **A** Overall gross margin contracted by 40 bps in Q1 FY27 due to change in customer mix
- **B** Digital Platform continued to operate at ~ 98% gross margin
- **C** Enterprise Communications continued to operate at a ~20% gross margin

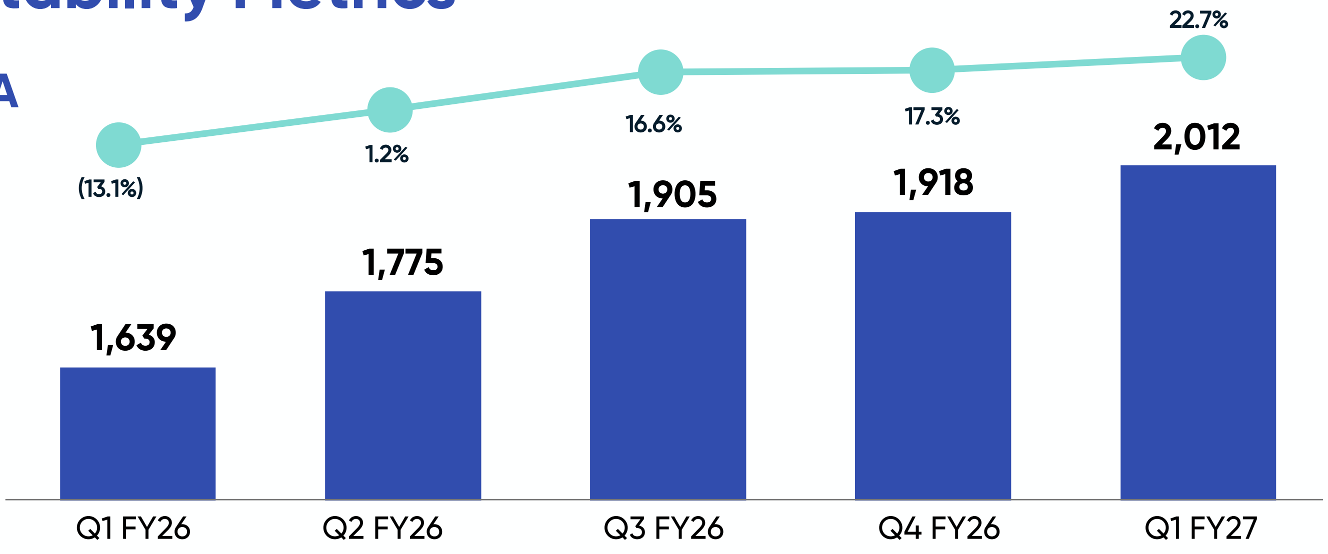
Efficiency Metrics



- Indirect costs as a percentage of revenue and gross profit were maintained at 10% and 38% respectively
- Disciplined investment in talent, primarily across GTM and Innovation, to support long-term growth
- Gross profit to EBITDA conversion is 61.7% in Q1 FY27

Profitability Metrics

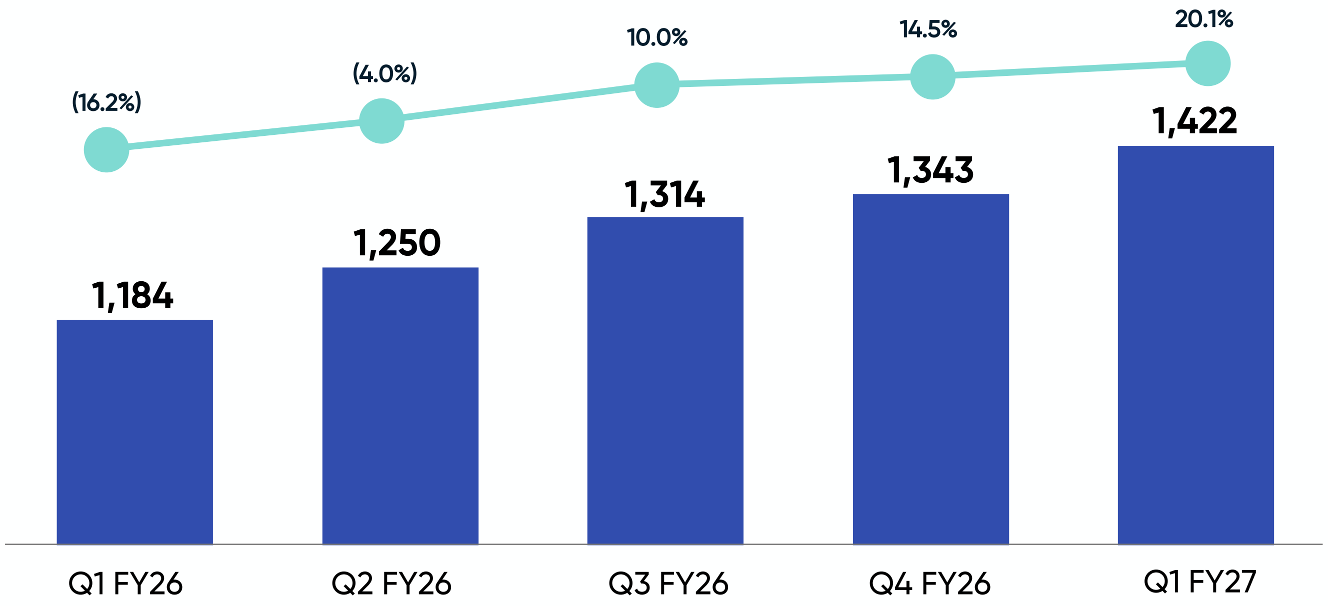
EBITDA



Y-o-Y growth

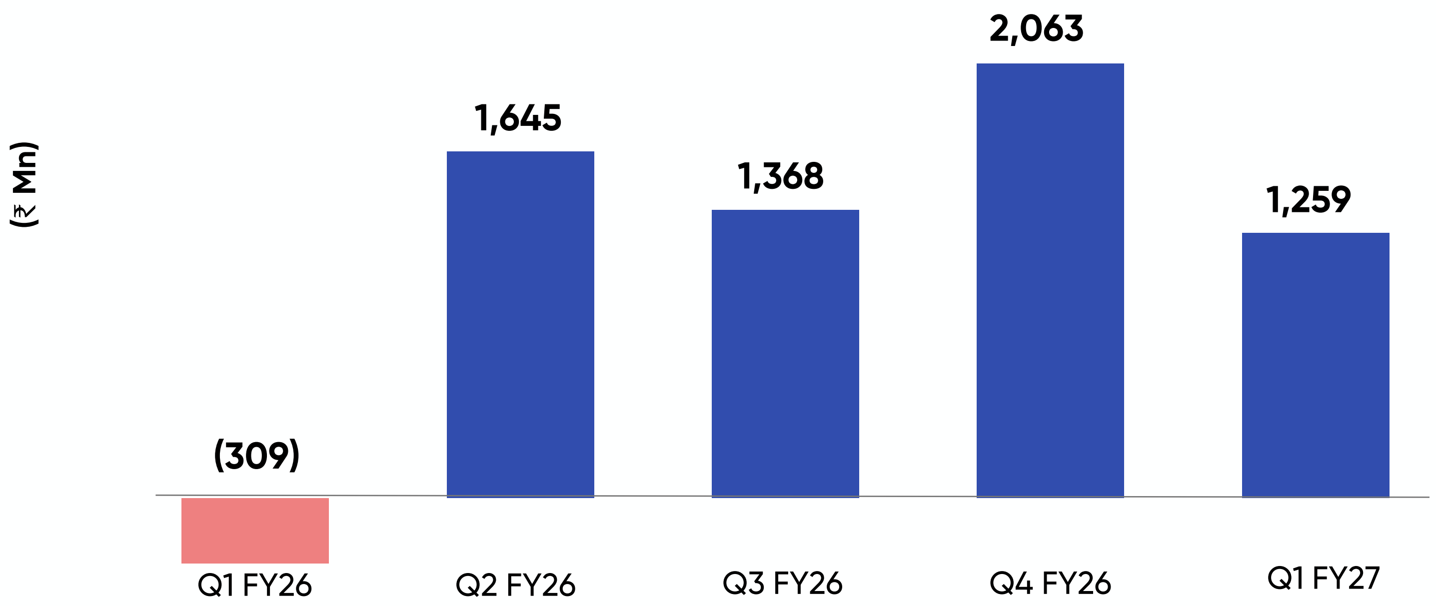
(₹ Mn)

PAT



- EBITDA grew by 4.9% QoQ and 22.7% YoY
- Sequential EBITDA increased by ₹93 Mn, driven by higher gross profit of ₹83 Mn and lower indirect costs of ₹10 Mn
- YoY EBITDA increased by ₹372 Mn, driven by higher gross profit and partially offset by higher indirect expenses
- PAT grew by 5.8% QoQ and 20.1% YoY
- 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 89% of PAT in Q1 FY27



- Cash flow from operations were at **₹1,556** Mn and Free cash flow was at ₹1,259 Mn in Q1 FY27 (89% of PAT)

- DSO at 79 days in Q1 FY27 as against 76 days in Q4 FY26

Strong Balance Sheet

₹25,573 Mn

Strong Equity and Reserves

₹11,970 Mn

Cash & cash equivalents[1]

27%

ROCE

Debt Free

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

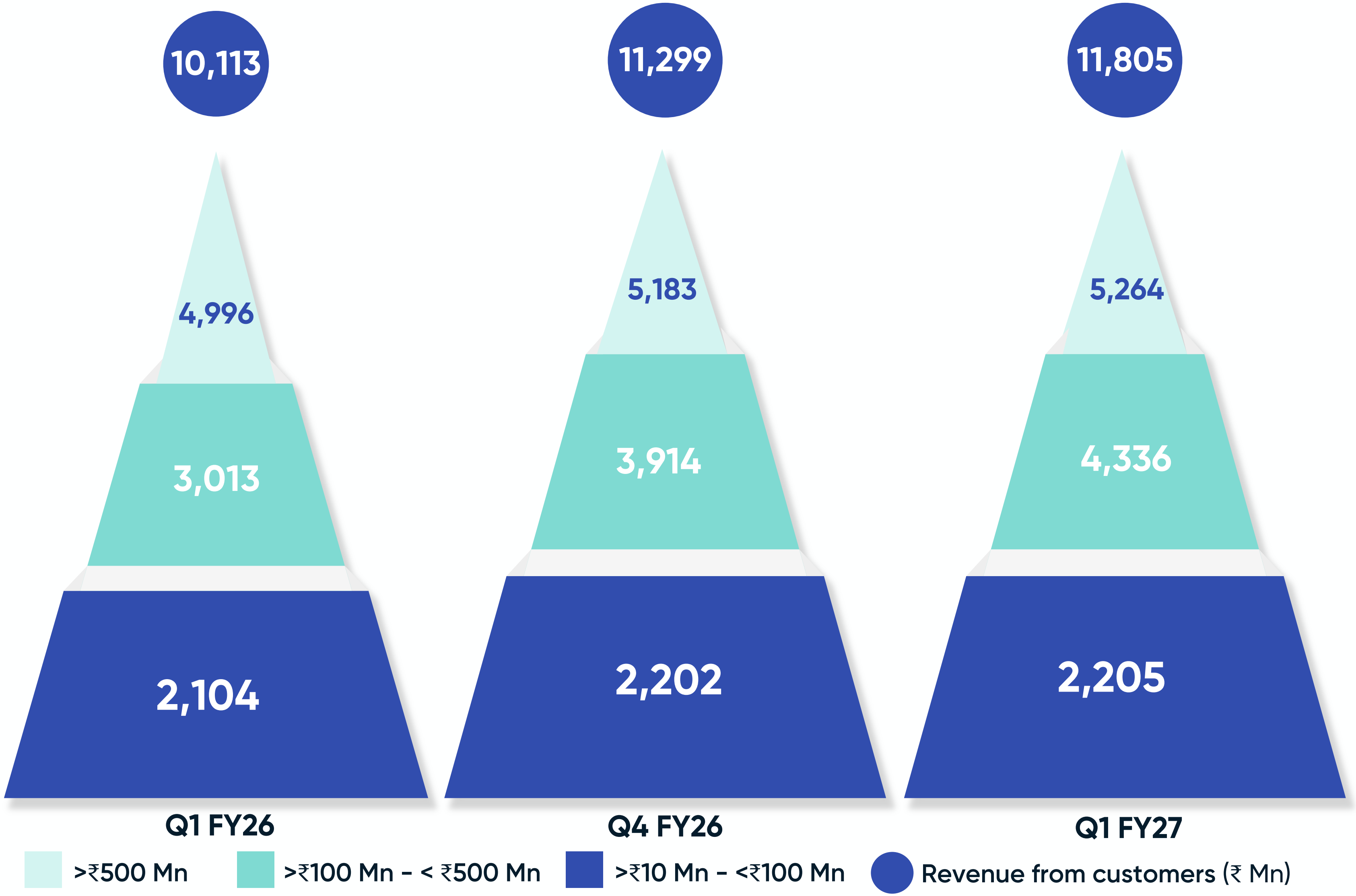
Business Outcomes

Customer Cohorts | Expansion of Customer Relationships

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

- 13 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

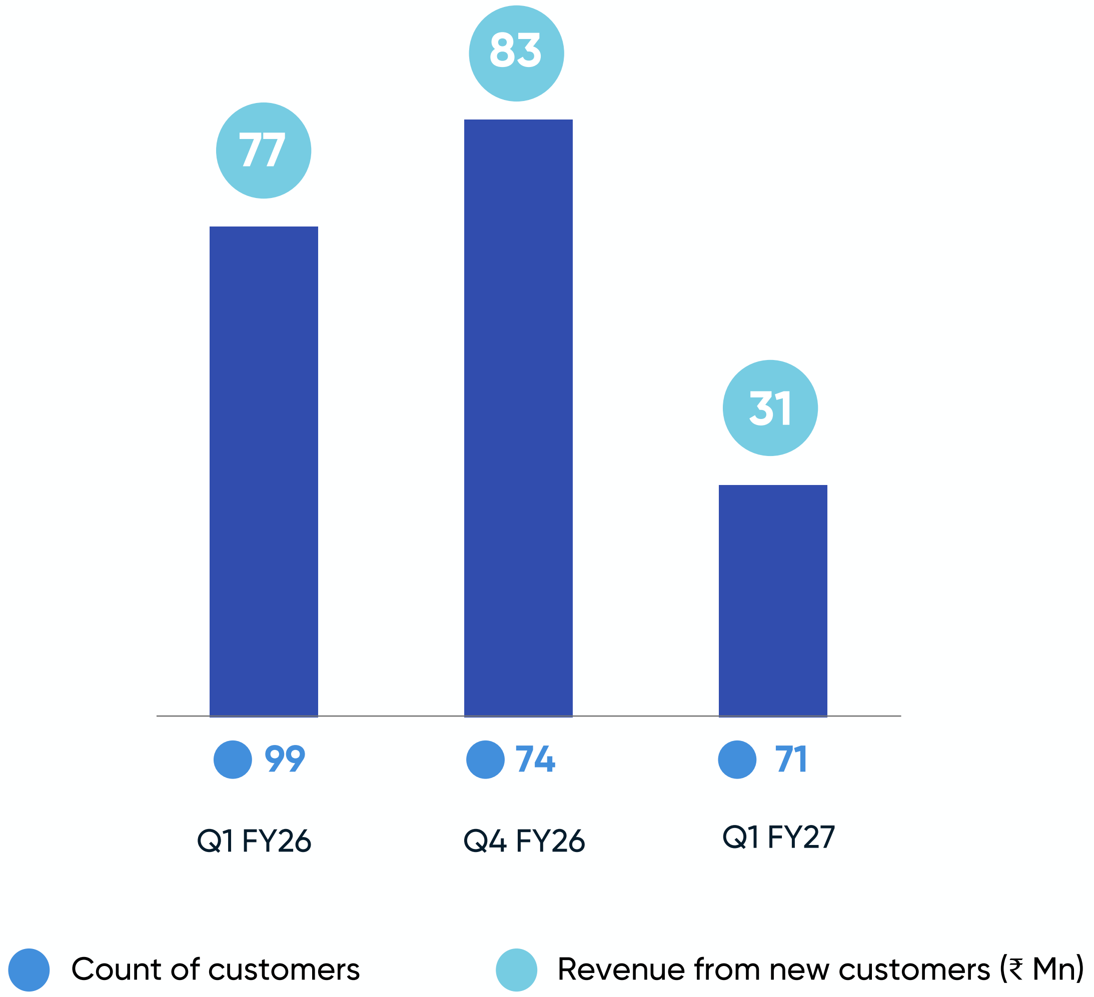
Customer Cohorts | Increase in Wallet share



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

- Customers with annualized revenue above ₹10 Mn grew 4.5% QoQ and 16.7% YoY to ₹11,805 Mn
- Within this cohort, the ₹100–₹500 Mn segment grew 10.8% QoQ and 43.9% YoY
- Customers contributing annualised revenue greater than ₹500 Mn grew by 1.6% QoQ and 5.4%

Winning New Logos



Newly acquired customers contributed ₹31 Mn in Q1 FY27

49% New customers were added on WA and RCS

New customers include every unique contracting entity added during the year

Annexures

Profit & Loss
Q1 FY27

In ₹ Mn, unless otherwise stated	Q1 FY27	Q1 FY26	Δ %	Q4 FY26
Revenue from operations (net)	**12,264**	**10,407**	**17.8%**	**11,775**
Cost of services	(9,002)	(7,800)	15.4%	(8,597)
Gross Profit	**3,262**	**2,607**	**25.1%**	**3,178**
Indirect Expenses	(1,250)	(967)	29.3%	(1,260)
EBITDA	**2,012**	**1,639**	**22.7%**	**1,918**
Depreciation and Amortization	(329)	(271)	21.1%	(329)
EBIT	1,683	1,368	23.0%	1,589
Finance Cost	(11)	(13)	(19.0%)	(6)
Other income	141	120	17.5%	84
Profit before taxes	1,813	1,474	22.9%	1,667
Tax expenses (including deferred taxes)	(391)	(290)	34.7%	(323)
Profit after taxes	**1,422**	**1,184**	**20.1%**	**1,343**
Earnings per share **(In ₹)**	10.77	8.82	22.1%	10.18
Weighted average shares outstanding	132.0	134.3	-	132.0

Unaudited Balance Sheet | Jun 30, 2026

In ₹ Mn, unless otherwise stated	Jun 30, 2026	Mar 31, 2026
Assets		
Non-current assets		
Property, plant and equipment	2,018	2,055
Internally developed – Platforms	1,745	1,794
Customer Relationships	171	185
Trade name	(0)	4
Technology & Software	455	491
Non Compete	7	9
Intangible assets under development	593	497
Goodwill	2,646	2,646
Right-of-use assets	375	407
Deferred tax assets (net)	466	449
Other non-current assets	207	527
Capital work-in-progress	-	-
Financial assets	459	774
Investment Property	16	16
Total Non-Current Assets	**9,158**	**9,854**
Trade receivables	10,718	9,882
Investments	259	255
Cash and Bank Balances	11,488	10,636
Other financial assets	5,012	5,272
Other current assets	1,453	1,401
Total current assets	**28,930**	**27,446**
TOTAL ASSETS	**38,088**	**37,300**

In ₹ Mn, unless otherwise stated	Jun 30, 2026	Mar 31, 2026
Equity & Liabilities		
Equity share capital	133	133
Other equity	25,441	24,747
Total equity	**25,573**	**24,880**
Financial liabilities		
Lease liabilities	391	421
Other financial liabilities	19	18
Provisions	38	36
Total non-current Liabilities	**448**	**475**
Current liabilities		
Trade payables	6,614	6,788
Lease liabilities	106	106
Other financial liabilities	4,383	4,358
Other current liabilities	278	241
Provisions	181	178
Current tax liabilities (net)	505	274
Total current liabilities	**12,067**	**11,945**
Total Equity & Liabilities	**38,088**	**37,300**

Condensed Cash Flow

In ₹ Mn, unless otherwise stated	Q1 FY27	Q4 FY26
Cash flow before changes in working capital	2,120	2,130
Changes in working capital	(625)	1,106
Cash generated from operations	1,495	3,236
Taxes	61	(744)
Cash flow from operating activities	**1,556**	**2,492**
Net investments in tangible and intangible assets	(298)	(429)
Interest and other income	104	28
Movement in other cash balances	323	(43)
Cash flow from investing activities	**129**	**(444)**
Dividend on treasury shares	4	-
Dividend and dividend taxpaid	(796)	-
Payment/Interest paid on lease liabilities	(41)	(46)
Cash flow from financing activities	**(833)**	**(46)**
Cash flow for the period	**852**	**2,002**
Cash and cash equivalents at the beginning of period	**10,636**	**8,634**
Cash and cash equivalents at the end of period	11,488	10,636
Investments in liquid funds	259	255
Fixed deposits with maturity greater than 12 months	222	545
Cash and cash equivalents closing balance	**11,970**	**11,436**

Tanla has Track Record of Strong Performance

Sustained Value Creation

14%
Revenue growth[1]

15%
Gross profit[1]

11%
EBITDA growth[1]

₹13,395 Mn
Cash returned to shareholders over 8 years

7%
PAT growth[1]

Best-in-class Execution

100+
Innovations[2]

8+
Patents[3]

3,200+
Customers across segments

100+
Partners[4]

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%
Investment[5] 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

IMC 25 – Awarded Best Made-in-India Telecom Innovation at IMC 2025

Google – Growth Partner of the Year

Recognitions

'Industry mover' and Member of sustainability yearbook

Runner-Up Award for Corporate Governance

Awarded one of the Best Organisations for Women 2026 by ET Edge

1. CAGR growth over Six years starting from FY21 to FY26 | 2. Including enhancements | 3. Patents granted for Wisely | 4. Includes all 3rd party contractors | 5. Total investment in FY26: ₹457 Cr

Source: Team analysis

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	indosat Ooredoo Hutchison
Middle East	Dubai Islamic Bank, LuLu Group International, du, Choithrams, the healthy home, Dr Sulaiman Al Habib Medical Group

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

2019	Growth	2026
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 20 July 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.

Thank You