

Q4 & FY15 Investor Update

Wednesday, May 27th, 2015



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.

Financial Highlights :

- ✓ Triple digit increase in total annual revenue of 132 %, up from INR 1046 Mn in FY14 to INR 2425 Mn in FY15.
QoQ Increase in total revenue of 35% from INR 648.7 Mn in Q3 to INR 874.1 Mn in Q4.
Increase in total revenue of 146% from INR 355.3 Mn in Q4 FY14 to INR 874.1 Mn in Q4 FY15.
- ✓ Increase in annual business revenue of 116% from INR 1045.9 Mn in FY14 to INR 2260.9 Mn in FY15.
Increase in business revenue QoQ of 50% from INR 543.1 Mn in Q3 to 815.4 Mn in Q4.
- ✓ EBIDTA increased significantly by 113% up from INR 357.2 Mn in FY14 to INR 759.1 Mn in FY15.
Increase in EBIDTA of 6% from INR 207.4 Mn in Q3 to INR 219.3 Mn in Q4.
Increase in EBIDTA of 64% from INR 133.9 Mn in Q4 FY14 to INR 219.3 Mn in Q4 FY15.
- ✓ Net profit after tax up by 95% QoQ from INR 24.7 Mn in Q3 to INR 48.4 Mn in Q4.
Net profit after tax up from INR (87.3 Mn) in Q4 FY14 to INR 48.4 Mn in Q4 FY15.
- ✓ Monthly revenues increased 145% from INR 122.1 Mn in the first month of FY15 to INR 299.4 Mn in the last month of FY15.
- ✓ Annual revenue from Property segment was INR 164 Mn with an EBITDA of INR 78.2 Mn.
- ✓ Cash balance up by 56% YoY from INR 191.7 Mn in FY14 to INR 299 Mn in FY15.

Business Highlights :

M-messaging :

International

- International hub in Singapore deployed in compliance with TCCP Regulations 16th amendment, has been connected with Vodafone and another major Indian operator. The hub is now ready for commercial launch.
- Agreements have been signed with large Social Networks and OTT messaging providers for terminating their messages into India.

Domestic:

- The domestic hub is integrated with Aircel & Vodafone has seen good traction with monthly messaging volumes growing to 3.75 Bn in March 2015.
- Total messages processed in Q4 were 10Bn messages compared to 8.02 billion in Q3
- Tanla's domestic messaging hub is now the largest A2P messaging platform in India processing 27 Bn messages in FY15 up from 6.8 Bn in FY14.

M-payments:

- 257 Mn Mobile payments transactions were processed during FY15 compared to 222 million in FY14.
51.3 Mn Transactions were processed in Q4 compared to 48 Mn in Q3.

Corporate Highlights:

- KPMG has been appointed as the Internal Auditor of Tanla for FY16.
- The Honourable High Court of Andhra Pradesh & Telangana has approved merger of Tanla Mobile Private Ltd, with Mufithumb Corporation Pvt Ltd, (Indian subsidiaries of Tanla Solutions Ltd) vide Order No. C.P. 7 & 8/2015, dated April 27th 2015.

Consolidated Financial Data - Fact Sheet

Figures in ₹. Lakhs

Particulars	Quarter ended March 31		% Change over previous year corresponding Quarter	Quarter ended December 31	% Change over previous Quarter
	2015	2014			
Income from Operations :			%	2014	%
Overseas	1,566.91	2,941.59	-47%	2,315.19	-32%
Domestic	7,174.50	610.97	1074%	4,171.81	72%
Total Income from Operations (A)	8,741.41	3,552.56	146%	6,487.00	35%
Other Income :					
Bad debts recovery	-	812.51	-100%	-	
Interest & Income on Investments	21.25	84.70	-75%	83.68	-75%
Forex Fluctuation	155.39	1,231.44		89.85	73%
Total Other Income (B)	176.64	2,128.65	-92%	173.53	2%
Total Revenue (A)+ (B)	8,918.05	5,681.21	57%	6,660.53	34%
Expenses :					
Operating Expenses (C)	6,045.05	1,344.32	350%	3,760.70	61%
Diminution in Value of Investment (D)	-	968.10	-	-	-
Total Expenses (C)+ (D)	6,045.05	2,312.42	161%	3,760.70	61%
% Total Revenue	67.78	40.70	67%	56.46	20%
Gross Profit :					
Gross Profit from Operations (A-C)	2,696.36	2,208.24	22%	2,726.30	-1%
% Total Revenue	30.23	38.87	-22%	40.93	-26%

Particulars	Quarter ended March 31		% Change over previous year corresponding Quarter	Quarter ended December 31	% Change over previous Quarter
	2015	2014	%	2014	%
Other Income net of Diminution in Value of Investments (H)	176.64	1,160.55	-85%	173.53	2%
EBIDTA (E)	2,193.13	1,338.88	64%	2,074.47	6%
Depreciation & Amortization :					
Normal Depreciation (F)	1,676.11	3,943.94	-58%	1,942.17	-14%
Depreciation on account of Currency Translation (G)	-	48.50	100%	21.31	-100%
Total Depreciation & Amortization (F+G)	1,676.11	3,992.44	-58%	1,963.48	-15%
Net Profit/(Loss) before Depreciation on account of Currency Translation {E-F}	517.02	(2,605.06)	-120%	132.30	291%
Net Profit / (Loss) after Depreciation & Amortization (E-F-G+H)	693.67	(1,493.01)	-146%	284.52	144%
Net Profit / (Loss) before Tax					
Provision for Taxation :					
Current Tax - MAT	58.61	-	100%	18.93	100%
Deferred Tax	151.52	(619.85)	-124%	17.95	744%
Net Profit / (Loss) after Tax	483.54	(873.16)	-155%	247.63	95%
Earnings Per Share (of Face value Re.1/- each)	0.48	(0.86)		0.24	

Revenue by geography

in %

Particulars	Quarter Ended		
	Mar 31 2015	Dec 31 2014	Mar 31 2014
India	82.1%	64.3%	17.2%
ROW	17.9%	35.7%	82.8%

Currency Variance

Particulars	Quarter Ended		
	Mar 31 2015	Dec 31 2014	Mar 31 2014
GBP	92.54	98.49	100.13
USD	62.33	63.18	60.06

Revenue from Property Segment

Figures in ₹. Lakhs

Particulars	Quarter Ended		
	Mar 31 2015	Dec 31 2014	Mar 31 2014
Revenue	587.76	1055.75	-
EBIDTA	239.49	542.69	-



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