

# TANLA SOLUTIONS LIMITED

CIN: L72200TG1995PLC021262

TANLA TECHNOLOGY CENTRE, HITECH CITY ROAD, MADHAPUR, HYDERABAD - 500081

STATEMENT OF UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2018



₹ in Lakhs

Particulars (Refer notes below)	Consolidated Results for the						Tanla Solutions Limited						
	Quarter ended Sept 30, 2018	Quarter ended June 30, 2018	Quarter ended Sept 30, 2017	Half Year ended Sept 30, 2018	Half Year ended Sept 30, 2017	Year ended March 31, 2018	Quarter ended Sept 30, 2018	Quarter ended June 30, 2018	Quarter ended Sept 30, 2017	Half Year ended Sept 30, 2018	Half Year ended Sept 30, 2017	Year ended March 31, 2018	
	Un-audited	Un-audited	Un-audited	Un-audited	Un-audited	Audited	Un-audited	Un-audited	Un-audited	Un-audited	Un-audited	Audited	
1	Income from Operations (net)	21,843.20	18,581.16	19,815.95	40,424.36	38,368.92	79,161.33	17,332.70	15,669.05	16,736.38	33,001.75	33,945.63	69,193.52
	Other Income	221.07	181.78	8.25	402.84	30.87	476.00	215.19	173.19	7.93	388.38	28.96	467.22
	<b>Total income (1+2)</b>	<b>22,064.27</b>	<b>18,762.93</b>	<b>19,824.20</b>	<b>40,827.20</b>	<b>38,399.79</b>	<b>79,637.32</b>	<b>17,547.89</b>	<b>15,842.24</b>	<b>16,744.31</b>	<b>33,390.13</b>	<b>33,974.59</b>	<b>69,660.75</b>
2	Expenses												
	(a) Cost of services	18,624.74	15,975.69	17,259.56	34,600.43	33,382.22	69,547.04	14,669.56	13,704.87	14,501.06	28,374.43	29,738.60	61,444.29
	(b) Change in inventories	-	-	-	-	-	-	-	-	-	-	-	-
	(c) Employee benefits expense	408.71	413.11	377.76	821.82	763.90	1,418.23	385.10	385.11	324.03	770.21	690.82	1,300.09
	(d) Depreciation and amortisation expense	1,918.70	1,204.48	1,178.68	3,123.18	2,366.14	5,733.04	1,796.29	1,053.47	1,068.99	2,849.76	2,147.59	4,891.48
	(e) Connectivity & related expenses	64.45	68.38	54.17	132.83	125.62	381.32	52.14	57.18	47.01	109.32	107.68	257.10
	(f) Travel expenses	30.28	31.23	81.40	61.51	164.20	257.00	30.26	31.17	82.92	61.42	164.20	256.55
	(g) Finance costs	5.08	-	-	5.08	-	-	88.36	59.78	17.83	148.14	38.51	69.24
	(h) Other expenses	495.56	262.06	236.20	757.62	489.15	1,038.86	420.87	219.97	168.91	640.84	381.93	804.49
	<b>Total expenses</b>	<b>21,547.52</b>	<b>17,954.96</b>	<b>19,187.77</b>	<b>39,502.48</b>	<b>37,291.23</b>	<b>78,375.49</b>	<b>17,442.57</b>	<b>15,511.54</b>	<b>16,210.75</b>	<b>32,954.11</b>	<b>33,269.33</b>	<b>69,023.24</b>
3	<b>Profit / (Loss) before tax</b>	<b>516.75</b>	<b>807.98</b>	<b>636.44</b>	<b>1,324.72</b>	<b>1,108.56</b>	<b>1,261.83</b>	<b>105.32</b>	<b>330.70</b>	<b>533.57</b>	<b>436.02</b>	<b>705.26</b>	<b>637.51</b>
4	Tax Expense												
	- Current tax	31.61	75.53	89.23	107.14	150.51	236.49	18.32	70.58	118.36	88.90	150.51	149.04
	- Mat credit entitlement	(31.61)	(75.53)	-	(107.14)	-	(161.04)	(18.32)	(70.58)	-	(88.90)	-	(149.04)
	- Deferred Tax	(326.76)	639.99	(181.87)	313.22	(963.58)	(724.41)	(366.85)	638.05	(248.08)	271.20	(1,026.86)	(671.71)
5	<b>Net Profit / (Loss) for the period (3-4)</b>	<b>843.51</b>	<b>167.99</b>	<b>729.08</b>	<b>1,011.50</b>	<b>1,921.63</b>	<b>1,910.79</b>	<b>472.17</b>	<b>(307.35)</b>	<b>663.29</b>	<b>164.82</b>	<b>1,581.61</b>	<b>1,309.22</b>
	Attributable to Shareholders of the Company	843.51	167.99	729.08	1,011.50	1,921.63	1,910.79	472.17	(307.35)	663.29	164.82	1,581.61	1,309.22
	Non controlling Interest	-	-	-	-	-	-	-	-	-	-	-	-
6	Other Comprehensive Income	56.12	3.03	1.37	59.15	2.74	227.77	(6.14)	3.03	1.37	(3.11)	2.74	34.66
7	<b>Total Comprehensive Income (5+6)</b>	<b>899.63</b>	<b>171.02</b>	<b>730.45</b>	<b>1,070.65</b>	<b>1,924.38</b>	<b>2,138.56</b>	<b>466.03</b>	<b>(304.32)</b>	<b>664.66</b>	<b>161.71</b>	<b>1,584.35</b>	<b>1,343.87</b>
	Attributable to Shareholders of the Company	899.63	171.02	730.45	1,070.65	1,924.38	2,138.56	466.03	(304.32)	664.66	161.71	1,584.35	1,343.87
	Non controlling Interest	-	-	-	-	-	-	-	-	-	-	-	-
8	Paid-up Equity Share Capital (Face Value of ₹ 1/- each)	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22	1,124.22
9	Total reserves	-	-	-	-	-	67,640.53	-	-	-	-	-	65,272.27
10	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised)												
	(a) Basic	0.75	0.15	0.65	0.90	1.71	1.70	0.42	(0.27)	0.59	0.15	1.41	1.16
	(b) Diluted	0.75	0.15	0.65	0.90	1.71	1.70	0.42	(0.27)	0.59	0.15	1.41	1.16



**2. Segment Reporting (Consolidated Un-audited) :**
**Reporting of Segment wise Revenue, Results and Capital Employed :**

₹ in Lakhs

Sl. No.	Particulars	Consolidated Results for the					
		Quarter ended			Half Year ended		Year ended
		30-Sep-18 Un-audited	30-Jun-18 Un-audited	30-Sep-17 Un-audited	30-Sep-18 Un-audited	30-Sep-17 Un-audited	31-Mar-18 Audited
1	<b>Segment Revenue</b>						
	(a) Cloud Communication Services	21,843.20	18,581.16	19,115.95	40,424.36	37,168.92	76,301.43
	(b) Property Development	-	-	700.00	-	1,200.00	2,859.90
	<b>Total Sales/Income from Operations</b>	<b>21,843.20</b>	<b>18,581.16</b>	<b>19,815.95</b>	<b>40,424.36</b>	<b>38,368.92</b>	<b>79,161.33</b>
	Less: Inter Segment Revenue	-	-	-	-	-	-
	<b>Net Sales/Income from operations</b>	<b>21,843.20</b>	<b>18,581.16</b>	<b>19,815.95</b>	<b>40,424.36</b>	<b>38,368.92</b>	<b>79,161.33</b>
2	<b>Segment Results - Profit(+)/Loss(-) before other income and tax</b>						
	(a) Cloud Communication Services	295.68	626.20	383.19	921.88	637.69	201.74
	(b) Property Development	-	-	245.00	-	440.00	584.09
	<b>Total Segment Results - Profit(+)/Loss(-) before other income and tax</b>	<b>295.68</b>	<b>626.20</b>	<b>628.19</b>	<b>921.88</b>	<b>1,077.69</b>	<b>785.83</b>
	Less: Other Unallocable Income	(221.07)	(181.78)	(8.25)	(402.84)	(30.87)	(476.00)
	<b>Profit before Tax</b>	<b>516.75</b>	<b>807.98</b>	<b>636.44</b>	<b>1,324.72</b>	<b>1,108.56</b>	<b>1,261.83</b>
3	<b>Segment Assets:</b>						
	(a) Cloud Communication Services	95,201.95	90,151.34	77,822.68	95,201.95	77,822.68	89,968.09
	(b) Property Development	220.00	220.00	4,760.32	220.00	4,760.32	1,978.05
	<b>Total Segment Assets</b>	<b>95,421.95</b>	<b>90,371.34</b>	<b>82,583.00</b>	<b>95,421.95</b>	<b>82,583.00</b>	<b>91,946.14</b>
	<b>Segment Liabilities:</b>						
	(a) Cloud Communication Services	27,359.35	22,890.70	15,443.57	27,359.35	15,443.57	24,578.72
	(b) Property Development	-	-	87.88	-	87.88	54.77
	<b>Total Segment Liabilities</b>	<b>27,359.35</b>	<b>22,890.70</b>	<b>15,531.45</b>	<b>27,359.35</b>	<b>15,531.45</b>	<b>24,633.49</b>

**Notes:**

- The above Un-audited financial results for the quarter and six months ended September 30, 2018 have been subject to a limited review by the Statutory Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on November 01, 2018. The statutory auditors have expressed an unmodified audit opinion on these results.
- The above Un-audited financial results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
- Effective April 1, 2018, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively only to contracts that are not completed as at the date of the initial application and the comparative information is not restated in the condensed consolidated interim statement of profit and loss. The effect on adoption of the said standard was insignificant on these financial statements.
- During the quarter, the Company was sanctioned working capital limits of ₹ 5,000 lakhs and Term loan of ₹ 7,200 lakhs from HDFC Bank. However, the loans were not availed as at the end of the quarter Sept 30, 2018. Finance cost of ₹ 5.08 lakhs in consolidated financial results represents loan processing charges.
- The Un-audited financial results for the quarter and half year ended September 30, 2018 are available on the Company's website ([www.tanla.com](http://www.tanla.com)) and on the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com))

**Key standalone information is given below :**

₹ in Lakhs

Particulars	Quarter Ended		
	30-Sep-18 Unaudited	30-Jun-18 Unaudited	30-Sep-17 Unaudited
Income from operations & other income	17,547.89	15,842.24	16,744.31
Profit / (Loss) before tax	105.32	330.70	533.57
Profit / (Loss) after tax	472.17	(307.35)	663.29

- Previous period / year figures have been re-grouped/re-arranged wherever necessary.



**3. Balance Sheet as at**

₹ in Lakhs

	Particulars	Consolidated		Standalone	
		30-Sep-18 Un-audited	31-Mar-18 Audited	30-Sep-18 Un-audited	31-Mar-18 Audited
1	<b>ASSETS</b>				
	(1) Non-current assets				
	(a) Property, Plant and Equipment	39,932.31	45,198.97	37,897.15	42,460.59
	(b) Financial Assets				
	(i) Investments	50.00	-	5,435.26	5,385.26
	(c) Deferred tax assets (net)	1,143.35	1,452.09	1,088.19	1,354.91
	(d) Other non-current assets	1,534.86	1,103.97	1,429.72	948.09
	<b>Total non current assets</b>	<b>42,660.51</b>	<b>47,755.04</b>	<b>45,850.32</b>	<b>50,148.86</b>
	(2) Current Assets				
	(a) Financial Assets				
	(i) Investments *	12,868.35	-	12,868.35	-
	(ii) Trade receivables **	32,804.50	26,652.50	26,478.92	23,238.60
	(iii) Cash and cash equivalents	4,248.13	16,544.38	2,889.97	13,601.91
	(iv) Loans and advances	162.14	214.62	139.86	187.36
	(b) Other current assets	3,821.65	2,231.69	4,291.04	3,316.76
	Total current assets	53,904.78	45,643.19	46,668.15	40,344.63
	<b>TOTAL ASSETS</b>	<b>96,565.29</b>	<b>93,398.24</b>	<b>92,518.47</b>	<b>90,493.49</b>
2	<b>EQUITY AND LIABILITIES</b>				
	<b>(1) Equity</b>				
	(a) Equity share capital	1,124.22	1,124.22	1,124.22	1,124.22
	(b) Other equity	68,081.73	67,640.53	65,053.64	65,272.27
	<b>Total equity</b>	<b>69,205.95</b>	<b>68,764.75</b>	<b>66,177.86</b>	<b>66,396.49</b>
	(2) Non current liabilities				
	(a) other financial liabilities	26.85	8.55	26.85	8.55
	(b) Provisions	3.27	3.27	3.27	3.27
	(c) Other non-current liabilities	8.85	7.85	8.85	7.85
	<b>Total Non Current Liabilities</b>	<b>38.97</b>	<b>19.67</b>	<b>38.97</b>	<b>19.67</b>
	(4) Current liabilities				
	(a) Financial liabilities				
	(i) Trade payables	26,494.57	23,749.69	21,942.46	21,945.56
	(ii) other financial liabilities	-	-	3,598.92	1,397.70
	(b) Other current liabilities	717.84	626.98	670.52	584.37
	(c) Provisions	0.83	0.66	0.83	0.66
	(d) Liabilities for current tax (net)	107.14	236.49	88.90	149.04
	<b>Total Current liabilities</b>	<b>27,320.38</b>	<b>24,613.82</b>	<b>26,301.64</b>	<b>24,077.34</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>96,565.29</b>	<b>93,398.24</b>	<b>92,518.47</b>	<b>90,493.49</b>

\* Represents investments in short term liquid mutual funds

\*\* Includes debtors amounting to ₹ 4,000 Lakhs realised in the first week of Quarter 3

For and on behalf of the Board of Directors



 (D.Uday Kumar Reddy)  
 Chairman & Managing Director  
 DIN: 00003382
