



Tanla Solutions Limited
Tanla Technology Center
Hi-tech city Road, Madhapur,
Hyderabad, India - 500081
CIN: L72200TG1995PLC021262

T: +91-40-40099999
info@tanla.com
tanla.com

September 25, 2020

To,

BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 532790	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, Block-G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: TANLA
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Dear Sir / Madam,

Subject: Message from Chairman & Managing Director during 24th Annual General Meeting.

With reference to the subject cited above, we are enclosing herewith Message from Mr. D Uday Kumar Reddy, Chairman & Managing Director to the Shareholders of the Company during the 24th Annual General Meeting of the Company.

Thanking you.

Yours faithfully,

For **Tanla Solutions Limited**




Seshanuradha Chava
General Counsel and Chief Regulatory Officer



24th Annual General Meeting of Shareholders

September 25, 2020

The Spoken word applies



Opening Address:
Uday Reddy, CMD
Tanla Solutions Limited

Good Afternoon Fellow Shareholders, it's an absolute pleasure to welcome you all to the 24th Annual General Meeting.

Welcome to our Board of Directors & Auditors to the virtual dias and request their introduction.

I would like to open this AGM by recognising your company's stellar performance last year in all key metrics and would like to thank the Board of Directors & the Teams across the companies.

Pivotal Year 19-20

Acquisitions & Innovations led strategy have worked well for Tanla. Our strategic acquisition of Karix & Gamooga and launch of Block chain platform were the key highlights of last year.

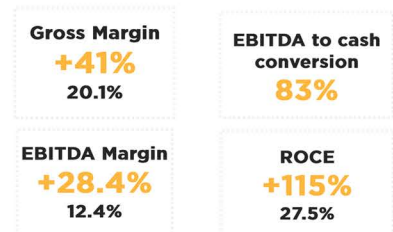
Stellar Performance

We have more than doubled our Total Revenue & EBITDA and increased our Market Valuation 7-fold since 2019



Healthy Financial Markers

Combined Synergies have resulted in Increased Gross Margins to 20% from 14% and EBITDA Margin from 10% to 12%. Our free Cashflow & Return on Capital employed ratios are industry beating averages.



Platforms - Market Leader

Our platforms are highly scalable and reliable and with 200 Bn Transactions processed, Tanla is arguably the world's largest cloud communications platform.

Global Tech Giants chose our platforms to process 90% of their Inbound transactions to enhance their customer experience.

Our latest Deployments of the SMS HUB & SMS firewall with India's newest & largest mobile carrier, is testimonial to our platform capabilities.

Enterprise segment - India's leading companies rely on Karix

The acquisition of Karix with its high performance team and 30%+ market share, has been a success story for Tanla.

Karix has an undisputed pole position in the enterprise segment, serving who's who of India INC, across all verticals.



Largest use case of Blockchain in the world

Your company's most talked about Blockchain Platform, Trubloq went commercially live on 1st September.

We are proud to be associated with Indian Telecom Regulator's initiative to empower & safeguard India's Billion+ Mobile users.

Dubai's Telecom regulator adopted a similar initiative, and we are happy to announce that both mobile carriers in Dubai, are deploying Trubloq to comply with the new regulations.

Platforms & Products

Let's now talk about where we need to go to secure Tanla's bright future.

Tanla's solid domain knowledge and leadership position in the cloud communication space helped us identify the customer challenges associated with technology, business & regulatory changes globally.

Your company has innovated a platform for which a patent has been granted. This platform was developed by the biggest enterprise software company in the world.

I am delighted to announce that this gigantic enterprise grade platform has now passed Alpha & Beta phases and is ready for launch in October.

We have taken a strategic decision to invest, build & position ourselves as a platforms company.

Global Ambition

Tanla now has the assets we need to deliver to our global customers.

We strongly believe that this is the right time for Tanla to foray into global markets, with a planned launch in the Middle East in Q3 and Rest of Asia in Q4-FY'21.

To sum-up

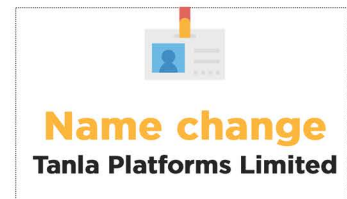
We are boldly entering a new chapter of **growth, innovation & value creation**

TRUBLOQ

 **89000**
Enterprises

 **6000**
Telemarketers

 **Etisalat & Du**
Deployment



 **Middle East**
Q3-FY'21

 **Rest of Asia**
Q4-FY'21

Let's now move on to a subject close to our hearts

We have been associated with schools benefitting around 1000 students for providing better education, apart from adopting Anganwadi centres with 200 infants and toddlers in rural Telangana.

I would like to thank all my fellow Directors, shareholders, customers, partners and entire team of Tanla, Karix & Gamooga.

I am pretty optimistic that we will very soon pass through this pandemic. *Stay safe and Stay healthy.*

[Watch Videocast Replay on youtube here](#)