



Date: May 18, 2018

To,

Corporate Relations Department Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.	The Listing Department National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, Block-G, Bandra Kurla Complex, Bandra (East) Mumbai – 400051.
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Dear Madam/Sir,

**Sub: Outcome of the Board Meeting held on May 18, 2018.**

With reference to the notice issued on May 11, 2018, the Board of Directors in the meeting held today i.e., May 18, 2018, have approved the Statement of Audited Financial Results for the quarter & year ended on March 31, 2018.

Please find enclosed the below mentioned outcome of the said meeting:

1. Statement of Audited Financial Results for the quarter & year ended on March 31, 2018 as approved by the Board of Directors at its meeting held today. The meeting commenced at 12:00 Noon and concluded at 03:40 P.M.
2. Audit Report for Audited Financial Results (Consolidated & Standalone) for the quarter & year ended March 31, 2018 from our Statutory Auditors, M/s. M.N.Rao & Associates, Chartered Accountants, Hyderabad.
3. The Board of Directors recommended a final dividend of Rs. 0.30/- per equity share of Rs.1/- each (30% of the paid-up share capital of the Company) for the Financial Year 2017-18, subject to the approval of Shareholders in their ensuing Annual General Meeting.
4. Appointment of Ernst & Young India LLP India as Internal Auditors for FY 2018-19.

Request you to take the same on record and oblige.

Yours faithfully,

For **TANLA SOLUTIONS LIMITED**

  


Seshanuradha Chava  
VP - Legal & Secretarial  
ACS-15519



May 18, 2018

To,

Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, Block-G, Bandra Kurla Complex, Bandra (East) Mumbai – 400051.
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Dear Madam/Sir,

Sub: Declaration pursuant to Regulation 33(3)(d) of the SEBI (LODR) Regulations, 2015

### DECLARATION

I, D. Uday Kumar Reddy, Chairman & Managing Director of Tanla Solutions Limited (CIN: L72200TG1995PLC021262) having its registered office at Tanla Technology Centre, Hitech City Road, Madhapur, Hyderabad – 500 081, India, hereby declare that, the Statutory Auditors of the Company, M.N.Rao & Associates (FRN: 005386S) have issued an Audit Report with unmodified opinion on the annual Audited Financial Results of the Company (Standalone & Consolidated) for the quarter & year ended on March 31, 2018.

This declaration is given in compliance to Regulation 33(3)(d) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended by the SEBI (Listing Obligations and Disclosure Requirements), 2016, vide notification No. SEBI/LAD-NRO/GN/2016-17/001 dated May 25, 2016 and Circular no. CIR/CFD/CMD/56/2016 dated May 27, 2016.

Kindly take this declaration on your records.

Yours Sincerely,

For Tanla Solutions Limited

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



# TANLA SOLUTIONS LIMITED

CIN: L72200AP1995PLC021262

TANLA TECHNOLOGY CENTRE, HITECH CITY ROAD, MADHAPUR, HYDERABAD - 500081  
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018



₹ in Lakhs

Particulars (Refer notes below)	Consolidated Results for the					Tanla Solutions Limited				
	Quarter ended Mar 31, 2018	Quarter ended Dec 31, 2017	Quarter ended Mar 31, 2017	Year ended March 31, 2018	Year ended March 31, 2017	Quarter ended Mar 31, 2018	Quarter ended Dec 31, 2017	Quarter ended Mar 31, 2017	Year ended March 31, 2018	Year ended March 31, 2017
	Audited	Un-audited	Audited	Audited	Audited	Audited	Un-audited	Audited	Audited	Audited
1 <b>Income from Operations</b>	20792.72	19999.68	17779.64	79161.33	57930.00	17925.78	17322.12	15409.40	69193.52	49871.50
2 Other Income	401.66	43.47	-6.06	476.00	249.20	396.28	41.98	-0.63	467.22	239.77
3 <b>Total income (1+2)</b>	21,194.38	20,043.15	17,773.58	79,637.32	58,179.21	18,322.06	17,364.10	15,408.77	69,660.75	50,111.27
4 <b>Expenses</b>										
(a) Cost of services	18396.32	17,768.50	15222.63	69547.04	49,454.97	16058.56	15,647.13	13142.48	61,444.29	44,142.30
(b) Change in inventories	-	-	-	-	-	-	-	-	-	-
(c) Employee benefits expense	300.90	353.43	389.52	1418.23	1,444.08	291.82	317.45	320.64	1,300.09	1,186.65
(d) Depreciation and amortisation expense	2187.34	1179.56	381.87	5733.04	1,959.13	1672.30	1,071.60	275.03	4,891.48	1,105.51
(e) Connectivity & related expenses	187.29	68.42	90.66	381.32	202.98	91.65	57.76	31.88	257.10	135.95
(f) Travel expenses	55.30	37.50	146.57	257.00	256.77	55.15	37.20	66.90	256.55	158.16
(g) Other expenses	270.21	279.50	365.53	1038.86	961.53	244.57	208.72	3113.18	873.73	3,534.00
<b>Total expenses</b>	<b>21,397.35</b>	<b>19,686.90</b>	<b>16,596.78</b>	<b>78,375.49</b>	<b>54,279.47</b>	<b>18,414.05</b>	<b>17,339.85</b>	<b>16,950.12</b>	<b>69,023.24</b>	<b>50,262.59</b>
5 <b>Profit / (Loss) before tax</b>	-202.98	356.24	1,176.80	1,261.83	3,899.74	-91.99	24.25	-1,541.35	637.51	-151.31
6 Tax Expense										
- Current Tax	50.43	35.55	-279.78	236.49	-	-6.64	5.17	-279.78	149.04	-
- Mat credit entitlement	-10.53	-	-	-161.04	-	1.47	-	-	-149.04	-
- Deferred Tax	278.65	-39.47	-74.23	-724.41	-191.60	353.32	1.83	29.60	-671.71	-88.43
7 <b>Net Profit / (Loss) for the period (5-6)</b>	-521.53	360.17	1,530.81	1,910.79	4,091.34	-440.14	17.24	-1,291.18	1,309.22	-62.88
Attributable to										
Shareholders of the Company	-521.53	360.17	1,530.81	1,910.79	4,091.34	-440.14	17.24	-1,291.18	1,309.22	-62.88
Non controlling Interest	-	-	-	-	-	-	-	-	-	-
8 Other Comprehensive Income	223.65	1.37	2.92	227.77	5.49	30.54	1.37	2.92	34.66	5.49
9 Total Comprehensive Income (9+10)	-297.88	361.54	1,533.73	2,138.56	4,096.83	-409.60	18.61	-1,288.26	1,343.87	-57.39
Attributable to										
Shareholders of the Company	-297.88	361.54	1,533.73	2,138.56	4,096.83	-409.60	18.61	-1,288.26	1,343.87	-57.39
Non controlling Interest	-	-	-	-	-	-	-	-	-	-
10 Paid-up Equity Share Capital (Face Value of ₹ 1 each)	1,124.22	1,124.22	1,074.86	1,124.22	1,074.86	1,124.22	1,124.22	1,074.86	1,124.22	1,074.86
11 Total reserves	-	-	-	67,640.53	64,555.20	-	-	-	65,272.27	62,981.63
12 Earnings per share (of ₹ 1 each)										
(a) Basic	-0.46	0.32	1.42	1.70	3.81	-0.39	0.02	-1.20	1.16	-0.06
(b) Diluted	-0.46	0.32	1.42	1.70	3.81	-0.39	0.02	-1.20	1.16	-0.06



**2. Segment Reporting (Consolidated Audited) :**
**Reporting of Segment wise Revenue, Results and Assets & Liabilities :**

₹ in Lakhs

Sl. No.	Particulars	Consolidated				
		Quarter ended			Year ended	Year ended
		31-Mar-18 Audited	31-Dec-17 Un-audited	31-Mar-17 Audited	31-Mar-18 Audited	31-Mar-17 Audited
1	<b>Segment Revenue</b>					
	(a) Cloud Communication Services	19,832.82	19,299.68	16,679.64	76,301.43	55,630.00
	(b) Property Development	959.90	700.00	1,100.00	2,859.90	2,300.00
	<b>Total Sales/Income from Operations</b>	<b>20,792.72</b>	<b>19,999.68</b>	<b>17,779.64</b>	<b>79,161.33</b>	<b>57,930.00</b>
	Less: Inter Segment Revenue	-	-	-	-	-
	<b>Net Sales/Income from operations</b>	<b>20,792.72</b>	<b>19,999.68</b>	<b>17,779.64</b>	<b>79,161.33</b>	<b>57,930.00</b>
2	<b>Segment Results - Profit(+)/Loss(-) before other income and tax</b>					
	(a) Cloud Communication Services	-623.87	97.77	1,047.86	201.74	3,057.24
	(b) Property Development	19.24	215.00	135.00	584.09	593.30
	<b>Total Segment Results - Profit(+)/Loss(-) before other income and tax</b>	<b>-604.63</b>	<b>312.77</b>	<b>1,182.86</b>	<b>785.83</b>	<b>3,650.54</b>
	Less: Other Unallocable Income	401.66	43.47	-6.06	476.00	249.20
	<b>Profit before Tax</b>	<b>-202.98</b>	<b>356.24</b>	<b>1,176.80</b>	<b>1,261.83</b>	<b>3,899.74</b>
3	<b>Segment Assets:</b>					
	(a) Cloud Communication Services	91,420.19	78,991.94	74,570.08	91,420.19	74,570.08
	(b) Property Development	1,978.05	3,591.06	4,523.06	1,978.05	4,523.06
	Total Segment Assets	93,398.24	82,583.00	79,093.14	93,398.24	79,093.14
	<b>Segment Liabilities:</b>					
	(a) Cloud Communication Services	24,578.72	15,443.05	13,383.43	24,578.72	13,383.43
	(b) Property Development	54.77	88.40	79.65	54.77	79.65
	Total Segment Liabilities	24,633.49	15,531.45	13,463.08	24,633.49	13,463.08

**Notes:**

- The above audited results for the quarter and year ended March 31, 2018 were reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 18, 2018. The statutory auditors have expressed an unmodified audit opinion on these results.
- The above audited financial results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
- The figures for the quarter ended March 31, 2018 and 2017 are the balancing figure between audited figure in respect of full financial year and un-audited year to date figure upto third quarter of the respective years.
- The Board of Directors at its meeting held on May 18, 2018, has recommended a final dividend of Rs. 0.30 per equity share
- The audited financial results for the quarter and year ended March 31, 2018 are available on the Company's website (www.tanla.com) and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com)

**Key standalone information is given below :**

₹ in Lakhs

Particulars	Quarter Ended		
	31-Mar-18 Audited	31-Dec-17 Un-audited	31-Mar-17 Audited
Income from operations & other income	18,322.06	17,364.10	15,408.77
Profit / (Loss) before tax	(91.99)	24.25	(1541.35)
Profit / (Loss) after tax	(440.14)	17.24	(1291.18)

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

For and on behalf of the Board of Directors

 Place: Hyderabad  
Date: May 18, 2018



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

Particulars	Consolidated		Standalone	
	31-Mar-18	31-Mar-17	31-Mar-18	31-Mar-17
<b>I. ASSETS</b>				
<b>(1) Non-current assets</b>				
(a) Property, Plant and Equipment	45,198.97	46,189.74	42,460.59	44,481.36
(b) Capital work-in-progress	-	2,449.74	-	1,976.86
(c) Investment Property	-	385.37	-	385.37
(d) Goodwill	-	46.74	-	-
(e) Financial Assets				
(f) Investments	-	-	5,385.26	5,273.75
(g) Deferred tax assets (net)	1,452.09	690.53	1,354.91	646.05
(h) Other non-current assets	1,103.97	1,783.89	948.09	767.18
<b>Total non current assets</b>	<b>47,755.04</b>	<b>51,546.02</b>	<b>50,148.86</b>	<b>53,530.58</b>
<b>(2) Current Assets</b>				
(a) Inventories	-	2,209.29	-	-
(b) Financial Assets				
(i) Investments				
(ii) Trade receivables	26,652.50	11,362.79	23,238.60	9,479.48
(iii) Cash and cash equivalents	16,544.38	13,330.18	13,601.91	11,986.77
(iv) Loans and advances	214.62	251.49	187.36	251.49
(c) Other current assets	2,231.69	393.37	3,316.76	1,970.90
<b>Total current assets</b>	<b>45,643.19</b>	<b>27,547.11</b>	<b>40,344.63</b>	<b>23,688.64</b>
<b>TOTAL ASSETS</b>	<b>93,398.24</b>	<b>79,093.14</b>	<b>90,493.49</b>	<b>77,219.21</b>
<b>II. EQUITY AND LIABILITIES</b>				
<b>(1) Equity</b>				
(a) Equity share capital	1,124.22	1,074.86	1,124.22	1,074.86
(b) Other equity	67,640.53	64,555.20	65,272.27	62,981.63
<b>Total equity</b>	<b>68,764.75</b>	<b>65,630.05</b>	<b>66,396.49</b>	<b>64,056.48</b>
<b>(2) Non current liabilities</b>				
(a) other financial liabilities	8.55	7.25	8.55	7.25
(b) Provisions	3.27	17.29	3.27	17.29
(c) Other non-current liabilities	7.85	2.10	7.85	2.10
<b>Total Non Current Liabilities</b>	<b>19.67</b>	<b>26.64</b>	<b>19.67</b>	<b>26.64</b>
<b>(4) Current liabilities</b>				
(a) Financial liabilities				
(i) Trade payables	23,749.69	12,337.66	21,945.56	12,238.09
(ii) other financial liabilities	-	-	1,397.70	471.73
(b) Other current liabilities	626.98	979.45	584.37	352.51
(c) Short-term provisions	0.66	0.21	0.66	0.21
(d) Liabilities for current tax (net)	236.49	119.13	149.04	73.54
<b>Total Current liabilities</b>	<b>24,613.82</b>	<b>13,436.45</b>	<b>24,077.34</b>	<b>13,136.09</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>93,398.24</b>	<b>79,093.14</b>	<b>90,493.49</b>	<b>77,219.21</b>





# M.N. RAO & ASSOCIATES

Chartered Accountants

## **Auditor's Report on Standalone Financial Results of Tanla Solutions Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

TO  
THE BOARD OF DIRECTORS OF TANLA SOLUTIONS LIMITED

We have audited the accompanying statement of standalone financial results of M/s. TANLA SOLUTIONS LIMITED ('The company') for the quarter and year ended 31st March, 2018 ('standalone financial results'), attached herewith being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by the circular No.CIR/CFD/FAC/62/2016 dated July 5, 2016.

These standalone financial results have been prepared on the basis of the annual standalone Ind AS financial statements, which are the responsibility of the company's management and approved by the board of directors. Our responsibility is to express an opinion on this standalone financial results based on our audit of such standalone Ind AS financial statements which have been prepared in accordance with the recognition and measurement principles laid down in Indian accounting standards ('Ind AS') prescribed, under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India.

We conducted our audit in accordance with standards on auditing issued by the Institute of Chartered Accountants of India generally accepted in India. Those standards require that we complied with ethical requirement and plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit involves examining on test basis evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our provides a reasonable basis for our opinion.

We believe that our audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us this statement:

- (i) Are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by the circular No.CIR/CFD/FAC/62/2016 dated July 5, 2016 and
- (ii) gives a true and fair view of the standalone net profit (financial performance including other comprehensive income) and other financial information for the quarter and year ended 31 March 2018.
- (iii)

For M N Rao & Associates.,  
Chartered Accountants  
Firm Registration Number: 005386S



*M V Rathnam*

(M V RATHNAM)

Partner

Membership No.008314

Place: Hyderabad  
Date: 18<sup>th</sup> May, 2018



**Auditor's Report on Consolidated Financial Results of Tanla Solutions Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

TO

THE BOARD OF DIRECTORS OF TANLA SOLUTIONS LIMITED

We have audited the accompanying statement of consolidated financial results of M/s. TANLA SOLUTIONS LIMITED ("The parent") and its subsidiaries listed below (The parent and its subsidiaries together referred to as "The Group") for the quarter and year ended 31<sup>st</sup> March, 2018 ('consolidated financial results'), attached herewith being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by the circular No.CIR/CFD/FAC/62/2016 dated July 5, 2016.

This consolidated financial results have been prepared on the basis of the annual consolidated Ind AS financial statements, which are the responsibility of the company's management and approved by the board of directors. Our responsibility is to express an opinion on this consolidated financial results based on our audit of such consolidated Ind AS financial statements which have been prepared in accordance with the recognition and measurement principles laid down in Indian accounting standards ('Ind AS') prescribed, under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India.

We conducted our audit in accordance with standards on auditing issued by the Institute of Chartered Accountants of India generally accepted in India. Those standards require that we complied with ethical requirement and plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit involves examining on test basis evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our provides a reasonable basis for our opinion.

**Opinion**

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors on separate financial statements of the group and subsidiaries referred to in paragraph 4 below, the statement :

- (i) Includes the result of the following entities listed in the consolidated financial results:
  - a) Tanla Corporation Pvt Ltd., India
  - b) Tanla Mobile Asia Pacific Pte Ltd., Singapore
  - c) Capitalsiri Investments Private Limited., India



(ii) Is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by the circular No.CIR/CFD/FAC/62/2016 dated July 5, 2016 in this regard and

(iii) gives a true and fair view in conformity with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India of the net profit and total comprehensive income and other financial information of the group for the quarter and year ended 31<sup>st</sup> March, 2018.

(iv) We did not audit the financial statements of the subsidiaries included in the consolidated financial results, whose financial statements reflects total assets of Rs.49,32,82,712 as at 31<sup>st</sup> March 2018 total revenues of Rs 66,98,57,435, total net profits of Rs 3,26,37,988 and the other comprehensive income of Rs 18,43,001 for the year ended on the date , as considered in the consolidated financial results. These financial statements results have been audited by the other auditors whose reports have been furnished to us by the management and our opinion on the consolidated financial results , in so far it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors.

Our opinion on the statement is not modified in respect of the above matter with respect to our reliance on the work done and the reports of the other auditors.

For M N Rao & Associates.,  
Chartered Accountants  
Firm Registration Number: 005386S



(M V RATHNAM)

Partner

Membership No.008314

Place: Hyderabad

Date: 18<sup>th</sup> May, 2018