



January 24, 2018

To, Corporate Relations Department Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers, 25 <sup>th</sup> Floor, Dalal Street, Fort Mumbai – 400001  <b>Scrip Code: 532790</b>	To, The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai – 400051  <b>Scrip Code: TANLA</b>
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Dear Madam/Sir,

**Sub: Outcome of the Board Meeting held on January 24, 2018.**


With reference to the notice issued on January 11, 2018, the Board of Directors in the meeting held today i.e., January 24, 2018, have approved the Statement of Unaudited Financial Results for the quarter & nine months ended December 31, 2017.

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

1. Statement of Unaudited Financial Results for the quarter & nine months ended December 31, 2017 as approved by the Board of Directors at its meeting held today. The meeting commenced at 12:00 PM and concluded at 01:20 P.M.
2. Limited Review Report for Unaudited Financial Results for the quarter ended December 31, 2017 from our Statutory Auditors, M/s. M.N.Rao & Associates, Chartered Accountants (FRN. No. 005386S).

Yours faithfully,

For **TANLA SOLUTIONS LIMITED**

Seshanuradha Chava  
VP - Legal & Secretarial  
ACS-15519

Encl: As above

# TANLA SOLUTIONS LIMITED

CIN: L72200TG1995PLC021262

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

STATEMENT OF UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2017



₹ in Lakhs

Particulars (Refer notes below)	Consolidated Results for the						Tanla Solutions Limited					
	Quarter ended Dec 31, 2017	Quarter ended Sept 30, 2017	Quarter ended Dec 31, 2016	Nine Months ended Dec 31, 2017	Nine Months ended Dec 31, 2016	Year ended March 31, 2017	Quarter ended Dec 31, 2017	Quarter ended Sept 30, 2017	Quarter ended Dec 31, 2016	Nine Months ended Dec 31, 2017	Nine Months ended Dec 31, 2016	Year ended March 31, 2017
	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)	19,999.68	19,815.95	16,858.93	58,368.60	40,150.37	57,930.00	17,322.12	16,736.38	15,288.75	51,267.75	34,462.10	49,871.50
Other Income	43.47	8.25	73.30	74.34	255.26	249.20	41.98	7.93	71.91	70.94	196.59	239.77
<b>Total income</b>	<b>20,043.15</b>	<b>19,824.20</b>	<b>16,932.23</b>	<b>58,442.94</b>	<b>40,405.63</b>	<b>58,179.21</b>	<b>17,364.10</b>	<b>16,744.31</b>	<b>15,360.66</b>	<b>51,338.69</b>	<b>34,658.69</b>	<b>50,111.27</b>
2 <b>Expenses</b>												
(a) Cost of services	17,768.50	17,259.56	14,686.01	51,150.72	34,232.34	49,454.97	15,647.13	14,501.06	14,027.72	45,385.73	30,999.82	44,142.30
(b) Change in inventories	-	-	-	-	-	-	-	-	-	-	-	-
(c) Employee benefits expense	353.43	377.76	352.68	1,117.33	1,054.56	1,444.08	317.45	324.03	328.73	1,008.27	866.02	1,186.65
(d) Depreciation expense	1,179.56	1,178.68	450.49	3,545.70	1,577.26	1,959.13	1,071.60	1,068.99	366.27	3,219.19	830.48	1,105.51
(e) Connectivity & related expenses	68.42	54.17	43.78	194.03	112.32	202.98	57.76	47.01	43.78	165.44	104.07	135.95
(f) Travel expenses	37.50	81.40	36.25	201.70	110.20	256.77	37.20	82.92	31.19	201.40	91.26	158.16
(g) Other expenses	279.50	236.20	183.40	768.65	596.00	961.53	208.72	186.74	124.86	629.16	420.82	3,534.00
<b>Total expenses</b>	<b>19,686.90</b>	<b>19,187.77</b>	<b>15,752.61</b>	<b>56,978.14</b>	<b>37,682.68</b>	<b>54,279.47</b>	<b>17,339.85</b>	<b>16,210.75</b>	<b>14,922.55</b>	<b>50,609.19</b>	<b>33,312.47</b>	<b>50,262.59</b>
3 Profit / (Loss) before tax (1-2)	356.24	636.44	1,179.62	1,464.81	2,722.95	3,899.74	24.25	533.57	438.11	729.50	1,346.22	(151.31)
4 <b>Tax Expense</b>												
- Provision for Income Tax	35.55	89.23	75.27	186.06	279.78	-	5.17	118.36	75.27	155.69	279.77	-
- Provision for Deferred Tax	(39.47)	(181.87)	(80.55)	(1,003.06)	(117.37)	(191.60)	1.83	(248.08)	(75.50)	(1,025.03)	(117.97)	(88.43)
5 <b>Net Profit / (Loss) for the period (3-4)</b>	<b>360.17</b>	<b>729.08</b>	<b>1,184.90</b>	<b>2,281.80</b>	<b>2,560.54</b>	<b>4,091.34</b>	<b>17.24</b>	<b>663.29</b>	<b>438.34</b>	<b>1,598.84</b>	<b>1,184.42</b>	<b>(62.88)</b>
Attributable to												
Shareholders of the Company	360.17	729.08	1,184.90	2,281.80	2,560.54	4,091.34	17.24	663.29	438.34	1,598.84	1,184.42	(62.88)
Non controlling Interest	-	-	-	-	-	-	-	-	-	-	-	-
6 <b>Other Comprehensive Income</b>	<b>1.37</b>	<b>1.37</b>	<b>0.91</b>	<b>4.12</b>	<b>2.57</b>	<b>5.49</b>	<b>1.37</b>	<b>1.37</b>	<b>0.91</b>	<b>4.12</b>	<b>2.57</b>	<b>5.49</b>
7 <b>Total Comprehensive Income (5+6)</b>	<b>361.54</b>	<b>730.45</b>	<b>1,185.81</b>	<b>2,285.92</b>	<b>2,563.11</b>	<b>4,096.83</b>	<b>18.61</b>	<b>664.66</b>	<b>439.25</b>	<b>1,602.96</b>	<b>1,186.99</b>	<b>(57.39)</b>
Attributable to												
Shareholders of the Company	361.54	730.45	1,185.81	2,285.92	2,563.11	4,096.83	18.61	664.66	439.25	1,602.96	1,186.99	(57.39)
Non controlling Interest	-	-	-	-	-	-	-	-	-	-	-	-
8 <b>Paid-up Equity Share Capital (Face Value of ₹ 1 each)</b>	<b>1,124.22</b>	<b>1,124.22</b>	<b>1,014.80</b>	<b>1,124.22</b>	<b>1,014.80</b>	<b>1,020.75</b>	<b>1,124.22</b>	<b>1,124.22</b>	<b>1,014.80</b>	<b>1,124.22</b>	<b>1,014.80</b>	<b>1,020.75</b>
9 <b>Total reserves</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>64,555.20</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>62,981.63</b>
10 <b>Earnings per share (of ₹ 1 each) (not annualised)</b>												
(a) <b>Basic</b>	0.32	0.65	1.17	2.03	2.52	4.01	0.02	0.59	0.43	1.42	1.17	-0.06
(b) <b>Diluted</b>	0.32	0.65	1.17	2.03	2.52	4.01	0.02	0.59	0.43	1.42	1.17	-0.06



**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			Nine months ended		Year ended
		31-Dec-17 Un-audited	30-Sep-17 Un-audited	31-Dec-16 Un-audited	31-Dec-17 Un-audited	31-Dec-16 Un-audited	31-Mar-17 Audited
1	<b>Segment Revenue</b>						
	(a) Cloud Communication Services	19,299.68	19,115.95	16,358.92	38,415.63	38,950.37	55,630.00
	(b) Property Development	700.00	700.00	500.00	1,400.00	1,200.00	2,300.00
	<b>Total Sales/Income from Operations</b>	<b>19,999.68</b>	<b>19,815.95</b>	<b>16,858.92</b>	<b>39,815.63</b>	<b>40,150.37</b>	<b>57,930.00</b>
	Less: Inter Segment Revenue	-	-	-	-	-	-
	<b>Net Sales/Income from operations</b>	<b>19,999.68</b>	<b>19,815.95</b>	<b>16,858.92</b>	<b>39,815.63</b>	<b>40,150.37</b>	<b>57,930.00</b>
2	<b>Segment Results - Profit(+)/Loss(-) before other income and tax</b>						
	(a) Cloud Communication Services	67.77	383.19	878.31	450.96	1,884.00	2,837.04
	(b) Property Development	245.00	245.00	228.00	490.00	548.50	813.50
	<b>Total Segment Results - Profit(+)/Loss(-) before other income and tax</b>	<b>312.77</b>	<b>628.19</b>	<b>1,106.31</b>	<b>940.96</b>	<b>2,432.50</b>	<b>3,650.54</b>
	Less: Other Unallocable Income	(43.47)	(8.25)	(73.30)	(51.72)	(255.26)	(249.20)
	<b>Profit before Tax</b>	<b>356.24</b>	<b>636.44</b>	<b>1,179.61</b>	<b>992.68</b>	<b>2,687.76</b>	<b>3,899.74</b>
3	<b>Segment Assets:</b>						
	(a) Cloud Communication Services	76,580.90	77,822.68	75,245.12	76,580.90	75,245.12	73,894.54
	(b) Property Development	4,822.71	4,760.32	5,648.52	4,822.71	5,648.52	4,461.32
	Total Segment Assets	81,403.61	82,583.00	80,893.64	81,403.61	80,893.64	78,355.86
	<b>Segment Liabilities:</b>						
	(a) Cloud Communication Services	14,260.87	15,443.57	19,044.88	14,260.87	19,044.88	13,364.12
	(b) Property Development	31.44	87.88	33.74	31.44	33.74	79.57
	Total Segment Liabilities	14,292.31	15,531.45	19,078.62	14,292.31	19,078.62	13,443.69

**Notes:**

- The above Un-audited financial results for the quarter and nine months ended December 31, 2017 have been subject to a limited review by the Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its Meeting held on January 24, 2018
- The above Un-audited financial results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
- The Un-audited financial results for the quarter and nine months ended December 31, 2017 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		
	31-Dec-17 Unaudited	30-Sep-17 Unaudited	31-Dec-16 Unaudited
Income from operations & other income	17,364.10	16,744.31	15,360.66
Profit / (Loss) before tax	24.25	533.57	438.11
Profit / (Loss) after tax	17.24	663.29	438.34

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

For and on behalf of the Board of Directors



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




**M.N. RAO & ASSOCIATES**  
Chartered Accountants

**LIMITED REVIEW REPORT**  
**For the Quarter ended 31<sup>st</sup> December, 2017**

**To**  
**The Board of Directors,**  
**M/s TANLA SOLUTIONS LIMITED**

We have reviewed the accompanying statement of unaudited Consolidated financial results of **TANLA SOLUTIONS LIMITED** ('the Holding company') and its Subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group") for the quarter ended 31st December, 2017 ('the statement'), being submitted by the holding company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 Dated 5<sup>th</sup> July, 2016. This statement is the responsibility of the Holding Company's Management and approved by the Board of Directors/Committee of Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 Interim financial reporting (Ind AS 34), Prescribed under section 133 of the Companies Act 2013, read with relevant rules issued there under and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. The review is limited primarily to inquiries of Holding company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

The statement includes the results of the following entities: Name of the Subsidiaries: Tanla Mobile Asia Pacific Pte Limited, Tanla Corporation Private Ltd and Capitalsiri Investments Private Ltd.

Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying statement, Prepared in accordance with the aforesaid Indian accounting standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 Dated 5<sup>th</sup> July 2016. Including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For M. N. RAO & ASSOCIATES**

Chartered Accountants

FRN.No.005386S



*M. V. Ratnam*

**(M V Ratnam)**

Partner

Membership No: 008314

Place: Hyderabad

Date: 24<sup>th</sup> January, 2018

Flat No.303, Plot No.135, Prabha Mansion, Kalyan Nagar Phase I,  
HYDERABAD - 500 038, Ph: 040- 2354 4985 E-Mail: mnraoandassociates@gmail.com  
**Head Office:** Vaishnavi Plaza (2<sup>nd</sup> Floor) D.No.40-6/3-9, Near Siddhartha Public School  
Mogalarajapuram, VIJAYAWADA - 520 010



**M.N. RAO & ASSOCIATES**  
Chartered Accountants

**LIMITED REVIEW REPORT**  
For the Quarter ended 31<sup>st</sup> December, 2017

To  
**The Board of Directors,**  
**M/s TANLA SOLUTIONS LIMITED**

We have reviewed the accompanying statement of unaudited Standalone financial results of **TANLA SOLUTIONS LIMITED** ('the company') for the quarter ended 31<sup>st</sup> December, 2017 ('the statement'), 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 Circular No. CIR/CFD/FAC/62/2016 Dated 5<sup>th</sup> July, 2016. This statement Which is the responsibility of the Company's Management and approved by the Board of Directors/Committee of Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 Interim financial reporting (Ind AS 34), Prescribed under section 133 of the Companies Act 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying statement, Prepared in accordance with the aforesaid Indian accounting standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 Dated 5<sup>th</sup> July, 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

We have reviewed the financial results and other information presented in accordance with IND AS for the year ended 31<sup>st</sup> March 2017 and period ended 31<sup>st</sup> December, 2017 and have been presented solely on the basis of information compiled by the management.

**For M. N. RAO & ASSOCIATES**

Chartered Accountants

FRN.No.005386S



**(M V Ratnam)**

Partner

Membership No: 008314

Place: Hyderabad  
Date: 24<sup>th</sup> January, 2018

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