

To,

Date: 2<sup>nd</sup> August 2022

The Manager  
Listing Department,  
**National Stock Exchange of India Ltd**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai 400 051

**SECURITY CODE: ONEPOINT**

**SUB:** Press Release on un-audited financial results of the Company for the quarter ended 30<sup>th</sup> June 2022.

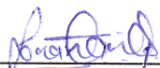
**REF:** Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Press Release on un-audited financial results of the Company for the quarter ended 30<sup>th</sup> June 2022.

This is for your information and records.

Thanking you  
Yours faithfully  
For One Point one solutions Limited

  
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Pritesh Sonawane  
Company Secretary and Compliance officer





# One Point One Solutions Ltd.

Financial Results – QIFY23 Consolidated Results

**Net Revenue, EBITDA and PAT grow QoQ and YoY**

**Mumbai, August 02, 2022: One Point One Solutions**, leader in BPM services, has declared its financial results for QIFY23 ended June 30, 2022.

(₹ in crore)

Particulars	QIFY23	QIFY22	YoY (%)	Q4FY22	QoQ%
Revenue from Operations	34.75	29.85	16.40	34.65	0.30
EBITDA	8.33	5.48	52.10	8.04	3.50
EBITDA Margin (%)	24.00	18.30	562 bps	23.2	75 bps
Net Profit	1.79	(0.65)	100.00	1.44	23.90
PAT Margin (%)	5.20	(6.00)	1,114 bps	4.16	98 bps

### QIFY23 - Financial Highlights

- Revenue from operations was at ₹ 34.75 crore, up 0.3% QoQ and 16.42% YoY.
- EBITDA was at ₹ 8.33 crore, up 3.5% QoQ and 52.1% YoY.
- EBITDA Margin was at 24%, up 75 bps QoQ and 562 bps YoY.
- Net Profit was at ₹ 1.79 crore, up 24% QoQ and vs a loss of Rs 1.8 cr in QIFY22.
- Net Profit Margin was at 5.2%, up 98 bps QoQ and vs (6.0)% in QIFY22

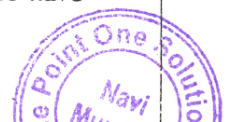
### Operational Highlights

- The current capacity utilisation remains at 64% on one shift basis. Efforts are being made to take the capacity utilisation to 100% till the end of current FY.
- 4 new processes went live in QIFY23. 2 new clients have already signed contracts and their processes will go live in Q2FY23, thus we are hoping for a higher growth in revenue which will lead us one step closer to our year end goal of full capacity utilisation.

### Commenting on the Results, Mr. Akshay Chhabra- Managing Director said,

“The growth was sustained quarter on quarter basis, driven by the new client additions along with expansion in business from existing customers. We have been able to improve margins by increasing efficiency and improved seat occupancy across locations.

This quarter also saw us entering into a strategic partnership with Bahwan Cybertek to tap into the USD 5 bn IT Services market in the MENA region. This partnership will add another major dimension for growth in our international business, and subsequent utilisation of our capacities. The Company is continually expanding its portfolio of value-added products along with focusing on extending our customer and geographical reach. Parallely, we are implementing strategic initiatives to focus on quality growth and improving profitability. Our marketing strategies are being redesigned to understand consumer preferences and behaviour patterns, and are being aligned more closely with our portfolio. We work to improve the profitability of our clients and focus on delivering value and models to enable them to sustain long-term growth. We are targeting to grow at 30-40% CAGR for the next 3-5 years led by our efforts in the domestic as well as international markets. We thank our entire team for their constant efforts, sincerity and enthusiasm. Also, I would like to thank our valued Shareholders and all stakeholders, who have reposed faith in Company and supported us.”





## About the Company:

One Point One Solutions Ltd. is a leading player in Business Process Management (BPM). The company was incorporated in the year 2006. The company offers technology, accounting, skill-development and analytical solutions that help businesses build better capabilities and enable them to achieve seamless growth. The company serves a broad spectrum of industries like Telecom & Broadcasting, Retail and E-commerce, Consumer Durables & FMCG, Banking and Finance, Travel & Hospitality and Insurance. The company has 5 service centres located across Navi Mumbai, Gurgaon, Chennai, Bangalore and Indore with 5,500+ seats on per shift basis. The company offers services like customer care, lead generation, content management, voice analytics, accounts payable and receivable, SME Management, predictive analytics, Chat bots, IVR, voice analytics and E-mail management. Akshay Chhabra is the founder of IPointI Solutions Ltd., he focuses on technology-driven innovation to build efficiencies and surge ahead in the BPM space.

The company got listed in the year 2017. The company boasts of 40 leading clientele spread across sectors. Some of the leading clientele are SBI Cards, Godrej Appliance, Kotak Securities, ICICI Bank, Tata Motors Finance Ltd., Airtel, Go Air and Mahanagar Gas to name a few.

The company recently entered into a Strategic Partnership with Bahwan Cybertek to tap into the USD 5 bn IT Services market in the MENA Region.

## For more information, please contact:

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*Disclaimer: This press release contains "forward-looking statements" that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "should" or "will." Forward-looking statements by their nature address matters that are to different degrees, uncertain. For us, uncertainties arise from the behaviour of financial Industry, from future integration of businesses; and from numerous other matters of national, regional and global scale, including those of a political, economic, business, competitive or regulatory nature. These uncertainties may cause our actual future results to be materially different from those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.*

