

Date: 3rd February 2022

To,

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 Financial Statements for quarter ended 31st December 2021.

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 Financial Statements of the Company for the quarter ended 31st December 2021.

This is for your information and records.

Thanking you
Yours faithfully
For One Point one solutions Limited



Pritesh Sonawane
Company Secretary and Compliance officer



ONE POINT ONE SOLUTIONS LTD

(Formerly One Point One Solutions Pvt. Ltd.)

Corporate Office : C 42, TTC Industrial Area, MIDC, Village Pawane, Navi Mumbai 400 705, INDIA

T. 022 6687 3800 F. 022 6687 3889 CIN. L74900MH2008PLC182869 www.1point1.in

Registered Office : T-762, 6th Floor, Tower No.7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai 400 703.

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ONE POINT ONE SOLUTIONS LIMITED
Navi Mumbai, Maharashtra.
Press Release 3rd February, 2022

One Point One Solutions Limited (1Point1) CMP 02/02/2022: Rs.13; MCap: Rs.244 crore; NSE: ONE POINT; INE840Y01011)

1P1 is a domestic focused Process Management and Outsourcing services using Next-Gen analytical solutions to drive sustainable transformation. With a PAN India team across 5 locations (8 centres), 5,500+ IT experts, it offers complete solutions across verticals in B-B, B-C, New age digital business and Market place. An ISO 9001-15 & ISO / IES 27001: 2013 company, 1Point1 is listed on the NSE main board.

Please find below the Financial Results highlights for the quarter ending 31st December, 2021.

Result Highlights For Q3FY22 – Getting Back on Track for Success

- ✓ **Q3FY22 Revenue** at Rs.32.62 crores has bounced up on sequential basis by 7% YoY as compared to Rs. 30.49 crore in Q3FY21.
- ✓ **Cash Break-Even:** The Company has reported an EBIDTA Margin of 31% in Q3 increased at 12% on YoY basis and 5% on QoQ basis.
- ✓ **PAT:** During current quarter company has earned positive PAT at Rs. 3.29 crores, which has increased by 6 times QoQ basis.
- ✓ **New Logo:** 2 new logos were added in Q3, taking the total client logos to 41. Thus improving the revenue -mix with additional New Age Business in portfolio.
- ✓ **Capacity Utilisation:** Aligning with the government policy of re-starting India, now all the centres at all 5 locations have been gradually re-opened and currently operational at 80% capacity.
- ✓ **Liquidity position:** EBIT and PAT Margins have drastically improved on both YoY and QoQ basis.
- ✓ **Return on investment:** The Company has given 485% returns to investors over last 9 months.

Business Discussion:

Revenues: On a consolidated basis the total Revenues for the quarter at Rs. 32.62 crores, is up by 7% YoY basis. The growth was driven by the new client additions along with expansion in business from existing customers. Thus steady improvement is in-line.

New business addition remains robust, with 2 new Logos going live in Q3.

EBITDA& EBIDTA Margin: With increase in utilisation and continuing efforts to contain cost, Q3 ended with an EBIDTA Profit of Rs.10.22 crores. EBITDA Margin at 31% showing an improvement of 12% YoY basis and 5% QoQ basis.

Cost Optimization: Efforts for sustainable cost optimization has led to decline in other expenses by 3% YoY basis and 6% QoQ basis. Overall cost optimization has helped us to mark higher EBIDTA in Q3FY22.

PAT & PAT Margin: Consolidated PAT has shown an upward trend at Rs. 3.29 crores in Q3F22 vs -3.42 crores in Q3FY21 and PAT Margin has risen by 21% on YoY basis and 9% QoQ basis. Thus indicating that the company is running efficiently and is providing more value to shareholders.

MANAGEMENT COMMENTS:-

Commenting on the performance, the Chairman and Managing Director Mr.Akshay Chhabra said "I am pleased to share that we continue to deliver yet another quarter with positive PAT driven by steady and consistent efforts to overcome operational challenges and various external headwinds. We believe that with operational challenges behind us, we have reset the system for a robust delivery in the future.

We remain committed to protect our margins, generate robust free cash flow & invest in sustainability, all of which together will help us to create & deliver long lasting value for our shareholders. We are continuously working on increasing the gamut of our service offerings to offer greater flexibility and smoother operations of our clients. In the current quarter, as part of our focus on improving profitability, we are consciously adding clients in high-growth verticals, such as technology, financial and business services, next-generation retail.

The foundation for our success is now in place, as we have the scale, breadth and capabilities to compete more effectively and profitably in the marketplace. The opportunities ahead for 1Point1 are just beginning and we look forward to this next chapter of growth.

We are optimistic of growth and 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".

FINANCIAL STATEMENT HIGHLIGHTS (Rs.in Crores)								
Particulars	3mths	3 mths	Gr%	3mths	Gr%	9mths	9mths	Gr.%
	Q3FY22	Q3FY21	YoY	Q2FY22	QoQ	FY22	FY21	YoY
Revenue from Operations	32.62	30.49	7%	34.57	-6%	97.04	69.70	39%
Other Income	4.00	0.60		0.57		5.01	5.83	
Total Income	36.62	31.09		35.14		102.05	75.52	
Expenses:								
Employees cost	20.91	19.61	7%	20.24	3%	60.41	49.72	21%
Other expenses	5.49	5.65	-3%	5.87	-6%	16.47	14.32	15%
Total expenses	26.40	25.26	5%	26.11	1%	76.88	64.05	20%
EBITDA	10.22	5.83	75%	9.03	13%	25.17	11.48	119%
EBITDA Margin	31%	19%	12%	26%	5%	26%	16%	9%
Depreciation	5.16	7.08	-27%	6.06	-15%	16.83	20.20	-17%
EBIT	5.06	-1.25		2.96	71%	8.34	-8.73	
Interest / Finance Cost	0.97	2.54	-62%	2.37	-59%	5.74	7.42	-23%
PBT	4.09	-3.78		0.59	594%	2.59	-16.15	
Total Tax	0.80	-0.36		0.12		0.62	-2.73	
PAT	3.29	-3.42		0.47	607%	1.97	-13.42	
PAT Margin	10%	-11%	21%	1%	9%	2%	-1%	3%

For more details please visit: www.1point1.in

For any Investor Relations query, please contact:

Mr. Pritesh Sonawane, Company Secretary, Email Contact: Investors@1point1.in

Note: Certain statements in this document may be forward-looking statements and are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. One Point One Solutions Limited will not be in any way responsible for any action taken based on such statements