

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

Date 9 February 2024

**SECURITY CODE:** ONEPOINT

**Sub:** Press Release on un-audited financial statements for the quarter ended 31 December 2023.

**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 unaudited Financial Statements of the Company for the quarter ended 31 December 2023.

This is for your information and records.

Thanking you,  
Yours faithfully,  
For One Point one solutions Limited



Pritesh Sonawane  
Company Secretary and Compliance officer  
Encl: As above

**ONE POINT ONE SOLUTIONS LIMITED**

**Corporate Office:** C-42, TTC Industrial Area, MIDC, Village Pawane, Navi Mumbai, Maharashtra- 400 705.

**T.** 022 6687 3800 **F.** 022 6687 3889 **CIN:** L74900MH2008PLC182869 website: [www.1point1.in](http://www.1point1.in)

**Reg. Office:** T-762, 6<sup>th</sup> Floor, Tower-7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai, Maharashtra -400 703.

Mumbai. Gurgaon. Indore. Bangalore

**One Point One Solutions Ltd.  
Financial Results – Q3FY24  
Consolidated Results**

**Total Income was at ₹ 42.11 crore; grown by 18.5%  
EBITDA was at ₹ 15.08 crore, grown by 84.5%  
PAT was at ₹ 5.97 crore; up by 2.8 times  
EPS was at ₹ 0.30; up by 162.8%**

**Mumbai, February 9, 2023: One Point One Solutions**, leader in next -generation BPM services, has declared its financial results for the Quarter and Nine months ended December 31, 2023.

(₹ in crore)

Particulars	Q3FY24	Q3FY23	YoY (%)	9M FY24	9M FY23	YOY (%)
Total Income	42.11	35.54	18.5	121.86	105.52	15.5
EBITDA	15.08	8.18	84.5	41.23	25.46	62
EBITDA Margin (%)	35.8	23	1282 bps	33.8	24.1	971 bps
PAT	5.97	2.14	179.5	14.72	5.84	152.3
PAT Margin (%)	14.2	6	817 bps	12.1	5.5	655 bps
EPS (in ₹)	0.30	0.11	162.8	0.75	0.31	141.6

**Q3FY24 - Financial Highlights**

- Total Income was at ₹ 42.11 crore, as compared to ₹ 35.54 crore in Q3FY23, registered a growth of 18.5%
- EBITDA was at ₹ 15.08 crore, as compared to ₹ 8.18 crore in Q3FY23, registered a growth of 84.5%
- EBITDA Margin was at 35.8%, increased from 23% in Q3FY23
- Net Profit was at ₹ 5.97 crore, as compared to ₹ 2.14 crore in Q3FY23, grown by 2.8 times
- EPS was at ₹ 0.30 per share, as compared to ₹ 0.11 per share in Q3FY23, growth of 162.8%

**ONE POINT ONE SOLUTIONS LIMITED**

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

T. 022 6687 3800 F. 022 6687 3889 CIN: L74900MH2008PLC182869 website: [www.1point1.in](http://www.1point1.in)

Reg. Office: T-762, 6<sup>th</sup> Floor, Tower-7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai, Maharashtra -400 703.

Mumbai. Gurgaon. Indore. Bangalore

## 9M FY24 - Financial Highlights

---

- Total Income was at ₹ 121.86 crore, as compared to ₹ 105.52 crore in 9M FY23, registered a growth of 15.5%
- EBITDA was at ₹ 41.23 crore, as compared to ₹ 25.46 crore in 9M FY23, registered a growth of 62%
- EBITDA Margin was at 33.8%, increased from 24.1% in 9M FY23
- Net Profit was at ₹ 14.72 crore, as compared to ₹ 5.84 crore in 9M FY23, grown by 2.5 times,
- EPS was at ₹ 0.75 per share, as compared to ₹ 0.31 per share in 9M FY23, growth of 141.6%

## Operational Highlights

---

- During the quarter the company has added two new age client, viz. Tata ONDC and VLCC, and are expecting a higher volume from the clients in future period.
- There are few more contracts are under pipeline and the company is expecting to close the same in Q4FY24.
- The new additions of leaders made in previous quarter has helped us achieve stronger position in the rapidly evolving BPM Industry.
- US Business Update: Driven by continuous strategic initiatives in Account-Based Marketing (ABM) programs, robust digital marketing campaigns, and leveraging the expansive network of our dedicated sales teams we have effectively amplified our brand visibility and engagement in US Market.

## Quote from the Management

---

**Akshay Chhabra, Managing Director, One Point One Solutions** said, “We are delighted to declare good growth rates in our overall profitability of the company. This is on account of our continuous efforts to re-orient our business portfolio towards BFSI and now to become an IT services company where in our BPM services are well integrated as an optimal offerings for our clients for better delivery of services at optimal cost.

We are proud to have raised sizable amount of funds for deploying in to our overseas expansion besides pursuing our in-organic growth so as to deliver good growth rates in the next three years.

We would emerge as a full-fledged IT services company with an integrated BPM solutions offered, after our successful completion of acquisitions through in organic route.”

### ONE POINT ONE SOLUTIONS LIMITED

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

T. 022 6687 3800 F. 022 6687 3889 CIN: L74900MH2008PLC182869 website: [www.1point1.in](http://www.1point1.in)

Reg. Office: T-762, 6<sup>th</sup> Floor, Tower-7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai, Maharashtra -400 703.

Mumbai. Gurgaon. Indore. Bangalore



## About the Company:

One Point One Solutions is a leading player in next - generation Business Process Management (BPM). Over 5,000 of our people work to amplify human potential and create the next opportunity for people, businesses and communities. We enable clients to navigate their digital transformation. 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 One Point One 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 45 leading clientele spread across sectors. Some of the leading clientele are SBI Cards, Godrej Appliance, Kotak Mahindra, ICICI Bank, Razorpay; Airtel, CRED, SBI Life and Jubilant Foodworks to name a few.

Company has expanded its footprints to USA, Australia and the UAE. It has identified small and medium enterprises across all industries in these regions that can benefit from BPO services. The company has set up a wholly-owned subsidiary company in the United States of America (USA) named "ONE POINT ONE USA INC. in the State of Delaware of USA. Further, the company has also setup a wholly-owned subsidiary company in Singapore named "ONE POINT ONE SINGAPORE PTE. LTD." as a part of our overseas expansion and growth strategy. The company is also looking at Australia as another major international destination apart from the UAE.

## **For more information, please contact:**

**Mr. CS Rama Naidu**

**Intellect PR**

Email: [rama@intellectpr.com](mailto:rama@intellectpr.com)

M: 9920209623

*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.*

### **ONE POINT ONE SOLUTIONS LIMITED**

**Corporate Office:** C-42, TTC Industrial Area, MIDC, Village Pawane, Navi Mumbai, Maharashtra- 400 705.

**T.** 022 6687 3800 **F.** 022 6687 3889 **CIN:** L74900MH2008PLC182869 website: [www.1point1.in](http://www.1point1.in)

**Reg. Office:** T-762, 6<sup>th</sup> Floor, Tower-7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai, Maharashtra -400 703.

Mumbai. Gurgaon. Indore. Bangalore