



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

Date: 10th November 2023

SECURITY CODE: ONEPOINT

Sub: Press Release on un-audited financial statements of the Company for the quarter ended 30th September 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 30th September 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.com

Reg. Office: T-762, 6th 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 – Q2FY24 CONSOLIDATED RESULTS

Total Income was at ₹ 41.01 crore; grown by 17.45%
EBITDA was at ₹ 14.83 crore, grown by 71.49%
PAT was at ₹ 5.93 crore; up by 3.1 times
EPS was at ₹ 0.30; up by 200%

Mumbai, November 9, 2023: One Point One Solutions, leader in next -generation BPM services, has declared its financial results for the Quarter and Half Year ended September 30, 2023.

(₹ in crore)

Particulars	Q2FY24	Q2FY23	YoY (%)	H1FY24	H1FY23	YOY (%)
Total Income	41.01	34.92	17.45	79.75	69.97	13.97
EBITDA	14.83	8.65	71.49	26.15	17.28	51.31
EBITDA Margin (%)	36.17	24.77	1140 bps	32.79	24.69	809 bps
PAT	5.93	1.91	209.92	8.75	3.70	136.53
PAT Margin (%)	14.45	5.48	898 bps	10.98	5.29	568 bps
EPS (in ₹)	0.30	0.10	200	0.45	0.20	125

Q2FY24 - Financial Highlights

- Total Income was at ₹ 41.01 crore, as compared to ₹ 34.92 crore in Q2FY23, registered a growth of 17.45%
- EBITDA was at ₹ 14.83 crore, as compared to ₹ 8.65 crore in Q2FY23, registered a growth of 71.49%
- EBITDA Margin was at 36.17%, increased from 24.77% in Q2FY23
- Net Profit was at ₹ 5.93 crore, as compared to ₹ 1.91 crore in Q2FY23, grown by 3.10 times
- EPS was at ₹ 0.30 per share, as compared to ₹ 0.10 per share in Q2FY23, growth of 200%

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H1FY24 - Financial Highlights

- Total Income was at ₹ 79.75 crore, as compared to ₹ 69.97 crore in H1FY23, registered a growth of 13.97%
- EBITDA was at ₹ 26.15 crore, as compared to ₹ 17.28 crore in H1FY23, registered a growth of 51.31%
- EBITDA Margin was at 32.79%, increased from 24.69% in H1FY23
- Net Profit was at ₹ 8.75 crore, as compared to ₹ 3.70 crore in H1FY23, grown by 2.37 times,
- EPS was at ₹ 0.45 per share, as compared to ₹ 0.20 per share in H1FY23, growth of 125%

Operational Highlights

- During the quarter the company has added a new age client, viz. Tata Digital and are expecting a higher volume from the client in future period.
- Quarter has also experienced ramp up of business for two client's viz., Razorpay and Jubilant FoodWorks Ltd.
- Company has signed contracts with some other clients and the processes are expected to go live in Q3FY24.
- The average seat realisation for current quarter has improved by 5% as compared to previous quarter.
- Strengthens sales team by appointing two new leaders who have a strong sales leadership experience in BPO Industry. Their expertise in this regard will be crucial in positioning our organisation for success in a rapidly evolving marketplace.
- During the quarter company has also successfully received approval from NSE for Fund Raising of Rs. 106.20 Crore.
- US Business Update: Experienced a notable surge in market traction, driven by strategic initiatives in Account-Based Marketing (ABM) programs, robust digital marketing campaigns, and leveraging the expansive network of our dedicated sales teams. The digital marketing programs, have effectively amplified our brand visibility and engagement.

Quote from the Management

Commenting on the Results, Mr. Akshay Chhabra, Managing Director said, "Delighted to declare peak performance during the quarter and this acts as a catalyst to maintain the pace for the entire year.

Happy to share that during the quarter we have added reputed corporates and leaders in their respective segments as a clients. This has really helped us to strengthen our fast growing segments like BFSI and Consumer segments.

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The growth in the overall profits of the company would further improve as we expand in to international markets and start signing clients during the current year.

The company has also successfully received approval from NSE for Fund Raising of Rs. 106.20 Crore, as a part of our growth strategy we would explore inorganic growth opportunities which are both revenue, profitability accretive and helps in diversifying the current offerings to higher margins.

We have experienced a notable surge in market traction, driven by strategic initiatives in Account-Based Marketing (ABM) programs, robust digital marketing campaigns, and leveraging the expansive network of our dedicated sales teams. The concerted effort across these channels has resulted in a substantial increase in market interest.

Our Account-Based Marketing programs have proven instrumental in targeting key accounts with personalized and impactful strategies, fostering meaningful connections with potential clients. The digital marketing programs, have effectively amplified our brand visibility and engagement. The combination of these efforts position One Point One for success in transitioning prospects from the early stage of suspicion to the crucial phase of qualifying prospects.

We are pleased with the positive movement we have witnessed in the market. We are confident in our ability to navigate this journey, moving our sales funnel towards a robust and qualified prospect base.”

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.

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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. The company is also looking at Australia as another major international destination apart from the UAE.

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.

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