



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

Date: 14th August 2023

SECURITY CODE: ONEPOINT

Sub: Press Release on unaudited financial statements for the quarter ended 30th June 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 June 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

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 – QIFY24

Consolidated Results

Total Income was at ₹ 40.24 crore; grown by 14.81%

EBITDA was at ₹ 12.81 crore, grown by 48.44%

PAT was at ₹ 4.32 crore; up by 1.41 times

Mumbai, August 11, 2023: One Point One Solutions, leader in BPM services, has declared its financial results for the Quarter ended June 30, 2023.

(₹ in crore)

Particulars	QIFY24	QIFY23	YoY (%)
Total Income	40.24	35.05	14.81
EBITDA	12.81	8.63	48.44
EBITDA Margin (%)	35.85	24.83	1101 bps
PAT	4.32	1.79	1.41 times
PAT Margin (%)	12.10	5.15	695 bps

QIFY23 - Financial Highlights

- Total Income was at ₹ 40.24 crore, as compared to ₹ 35.05 crore in QIFY23, registered a growth of 14.81%
- EBITDA was at ₹ 12.81 crore, as compared to ₹ 8.63 crore in QIFY23, registered a growth of 48.44%
- EBITDA Margin was at 35.85%, increased from 24.83% in QIFY23
- Net Profit was at ₹ 4.32 crore, as compared to ₹ 1.79 crore in QIFY23, grown by 1.41 times

Operational Highlights

- During the quarter the company has added logos in fast growing BFSI and consumer segments
 - India's leading, Department for Promotion of Industry and Internal Trade (DPIIT), certified branchless banking and digital payments Network Company
 - India's leading new age private sector Bank that offers banking solutions for retail, MSME and corporate clients
 - Large private-sector Bank which has over 1500 branches and caters to 7.5 million customers. It has total advances of over Rs. 200,000 crore. Company will handle the collection portfolio for the Bank's growing credit card segment.

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- India's leading sleep and home solutions company. Under the terms of the agreement, the company will provide a range of BPM services, including customer support and order management
- Strengthens sales team by appointing John F Kennedy and Matthew Rupe to spearhead the growth strategy in the United States:
 - Kennedy has over 20 years of experience in striking deals in countries, such as the United States, United Kingdom, Philippines, Brazil, India, Mexico, and Canada. Prior to this, he worked with Hinduja Global Solutions as Vice President (Business Development). He had held the position of Director of Sales at Datamark Inc in Texas

Quote from the Management:

Commenting on the results, Mr. Akshay Chhabra Chairman and 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.

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.

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"

About the Company:

One Point One Solutions 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.

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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, SBI Life, CRED, Godrej Appliance, ICICI Bank, Airtel, Razorpay, Xiaomi and Go Air 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. 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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