

To,
The Manager
National Stock Exchange of India Ltd
Exchange Plaza, Plot No.C-1, G Block
Bandra Kurla Complex, Bandra (East),
Mumbai - 400 051

Date: 22nd November 2022

Security Code: ONEPOINT

Sub: Business update and bagging of new orders/contract.

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 Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith business update in respect of bagging of new orders/contract by the Company for your information and records.

Thanking you,
Yours faithfully,
For One Point One Solutions Limited



Pritesh Sonawane
Company Secretary & Compliance Officer
Place: Mumbai



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 SIGNS NEW CLIENTS AND INCREASED WALLET SHARE WITH EXISTING CLIENTS

Mumbai, November 22, 2022: One Point One Solutions, a leading provider of Business Process Management (BPM) solutions has signed up new clients as well as increased wallet share with existing clients in the domestic market. The new client wins are Razorpay, Star Union Dai-ichi Life Insurance, The Giving Movement, BZinga and BridgeLabz.

The initial engagement with payments solution provider Razorpay has started with around 30 seats and is expected to start running shortly at 100+ seats.

The scope of business with Star Union Dai-ichi Life Insurance (SUD Life) is to manage state of the art multi-lingual lead generation outbound calling activities for SUD Life Insurance with 40 agents whose role will be to setup up meetings for SUD Life Insurance representative to present and close Life Insurance policies with prospective customers.

With Mobile App platform Bzinga, One Point One Solutions has an engagement for around 25+ seats and with the increasing popularity of the platform & addition of new play module to the portal, the customer engagement is set to rise and thereby offering opportunity for growth.

One Point One Solutions has initiated the lead generation support for BridgeLabz, an IP-driven incubation lab, with around 15 seats and has now scaled to handling the sales process of the enrolment process.

We have been able to make our foray into the international business by adding Dubai-based online store The Giving Movement's International Business (Dubai & USA) Currently, One Point One handles customer management of their customers through Email ticketing, WhatsApp services. Going forward One Point One will also engage with the customer base for apparel business in B2B scenarios for lead generations, B2C customer engagement service (query, order and complaints, Refund related scenarios).

Akshay Chhabra, Managing Director, One Point One Solutions said, "These recent business wins as well as increasing wallet share with clients shows the trust in the company with existing and new customers. These new clients as well as new processes with existing clients will help improve our capacity utilisation levels gradually to help reach our targeted utilisations levels in the domestic market over the next 12 months. On the international business front we have already progressed and added clients and we hope to add a couple of more logos by in the current financial year which will help us increase our shift utilization which will further enhance profitability next year.

The company had (exchange notification dated 14 July 2022) entered into a strategic partnership with Bahwan CyberTek (BCT) to target potential clients in the MENA region while we are also targeting potential clients in other international geographies. This strategic partnership will help us increase our (international) (night) seat utilisation to help achieve our company level targeted growth of 30-40% CAGR over the next 5 years."

ONE POINT ONE SOLUTIONS LTD

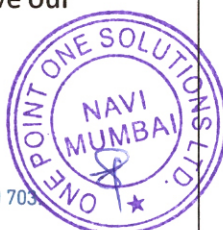
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About One Point One Solutions Ltd.

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 1Point1 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, Adani, Go Air and Mahanagar Gas to name a few.
<https://www.1point1.in/>



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