

To,

Date: 28th May 2019

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

Security Code: ONEPOINT

Sub.: Intimation of Press Release on financial results of the Company for the half-year and year ended 31st March, 2019.

Ref.: Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

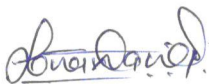
Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find attached herewith Press Release with respect to Financial Results for the half-year and year ended 31st March 2019.

This is for your information and records.

Thanking you,

Yours faithfully,
For **One Point One Solutions Limited**



Pritesh Sonawane
Company Secretary & 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
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Mumbai . Gurgaon . Indore . Bangalore



Press Release- May 26th, 2019

ONE POINT ONE SOLUTIONS LIMITED

Navi Mumbai, Maharashtra.



We are happy to share with you our Financial Results for FY2018-19, we ended the year with Revenues of Rs.152,71 lakhs, 26% YoY higher. During the year we were able to increase our client spread. We were able to add 7 new clients to our portfolio, enhancing our customer base by 20% over the previous year. The new customer acquisition has been very promising and rewarding, our offerings include pioneering solutions across diverse industries. Our work on technology transformation has been well appreciated by the new generation business. We have seen higher earnings on the EBITDA over the previous year and poised to be well entrenched with the new age industries.

In today's fiercely competitive business landscape, agility is the key to enhance the competitive edge of corporates across industries. The evolution of business processes is accelerating, propelled by new-age technologies disrupting the industry.

At 1Point1, we are committed to help our clients stay ahead of the curve and successfully transform their businesses into leaner, smarter and robust organisations. We have also developed our competencies in, Analytics, & Omni-channel frameworks in Customer Interaction Management Services and Digital Transformation Tools.

Over the years, we have demonstrated our ability to design, innovate and implement bespoke solutions for our clients to enhance the experience of their customers. We have a 'client-first' approach and use leading-edge and customised technology solutions and platforms. We deploy a unique combination of multiple technologies in the wide spectrum of Digital transformation, to meet the diverse needs of our clients.

This year we have invested approximately Rs.20 crores in setting up Digital Solutions and estimated to invest additional Rs.10 crores in the current year, targeting commercial sales of our SAS based suite of solutions by 2020. Poised for growth and emerging stronger, we undertook a brand refresh exercise to position your Company as future-ready to address the realities of the digital age by virtue of Investing in setting up a Automation Suites with our I.P's. This promise is encapsulated in our new positioning, 'Stayahead.'

We are committed to focus on innovative products and encouraging a thinking organisation that is a pulsating mass of well-employed employees, attuned to technology trends and as domain experts engage customers in enriching conversations that translate into memorable experiences. I would like to thank all our stakeholders, the Board, our regulators, clients, my colleagues and more importantly our shareholders for their continued faith and support to the Company.

Yours Sincerely,

Akshay Chhabra

Chairman & Managing Director

KEY HIGHLIGHTS OF FY19 RESULTS

- **FY19- Revenue Growth:** Total Revenues for the year ending 31st March, 2019 were Rs.15,271 lakh, up 26% YoY vs Rs.12,113 lakh reported in corresponding previous FY18. The strong growth was driven by the new client additions along with expansion in business from existing customers.
- **EBIDTA:** For FY19 at Rs.2856 lakh, up 18 % YoY. We have been able to improve margins by increasing efficiency and improved seat occupancy across location.
- **PAT (Profit after Tax):** in FY19 at Rs. 997 Lakhs, is up 6 % YoY vs Rs.944 Lakhs in FY18

NEW CLIENT ADDITIONS :



SBI CARD: A Joint Venture of State Bank of India and GE Capital, Incorporated as SBI Cards and Payment services Private Limited. With over 6 million credit card customers, SBI Cards is the second largest credit card issuer in the country. 1Point1 has partnered SBI Cards to manage its Collections portfolio. We have been able to add value to the collection management Process and improve performance through our Dialler strategy which optimises their receivables and improve customer experience while recovering the outstanding dues.



DOMINOS- Jubilant Food Works Limited was incorporated in 1995 and initiated operations in 1996. The Company is market leader in the pizza segment with a network of 1,167 Domino's Pizza restaurants across 269 cities in India.



UDAAN- Udaan is a network centric B2B trade platform, designed specifically for small & medium businesses in India. It brings traders, wholesalers, retailers and manufacturers in India on to a single platform.



FLIP LEARN- Fliplearn is 21st century learning & communication platform for students. The subject-wise content that Fliplearn offers is mapped according to the school curriculum and all boards inclusive of CBSE, ICSE, state and central board.



FAB HOTELS- FabHotels is a network of 3 star budget hotels in India, having its headquarters in Gurugram. It currently operates in more than 50+ cities of India with 450+ Hotels, including major cities like Mumbai, New Delhi, Chennai, Bangalore, Hyderabad, and Coimbatore.



XIAOMI- Xiaomi is a Chinese electronics company headquartered in Beijing. Xiaomi makes and invests in smartphones, mobile apps, laptops, and related consumer electronics



MSWIPE - Mswipe is India's largest independent mobile POS merchant acquirer & network provider. Mswipe aims to provide seamless mobile POS solutions to such merchants across India and create India's largest financial services platform for SMEs

Audited Consolidated Financial Results for the Half Year and Year ended 31st March, 2019

(Rs In Lakhs except earnings per share Data.)					
Particulars	Six Months			Yearly	
	March 31, 2019	September 30, 2018	March 31, 2018	March 31, 2019	March 31, 2018
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Income:					
Revenue from operations	7,944.94	7,325.94	7,088.98	15,270.88	12,098.47
				-	-
Other income	-	0.37	15.21	0.37	15.31
Total revenue (I)	7,944.94	7,326.31	7,104.19	15,271.25	12,113.78
Expenses:					
Employees costs/benefits expenses	5,278.42	3,882.23	3,754.60	9,160.65	6,486.85
Finance Costs	48.79	11.51	109.94	60.30	264.37
Depreciation & Amortisation Expenses	771.20	812.89	519.25	1,584.09	988.83
Other expenses	1,215.20	2,038.92	1,869.01	3,254.12	3,198.58
Loss on Sale of Mutual Fund units	-	-	5.10	-	5.10
Total expenses (II)	7,313.61	6,745.55	6,257.90	14,059.16	10,943.75
Profit before tax III (I-II)	631.33	580.76	846.29	1,212.09	1,170.03
Tax expense: (IV)					
(1) Current tax : Provisions for income tax	163.80	130.08	103.83	293.88	235.46
(2) MAT credit entitlement	44.44	19.65	152.46	64.09	92.32
(3) Deferred tax Liabilities (Assets)	(155.99)	6.85	(62.56)	(149.14)	(106.97)
(4) Short Provision for tax adjustment in respect of earlier years (Net)	3.30	3.13	5.20	6.43	5.20
	55.55	159.71	198.92	215.26	226.01
Profit from continuing operations (III - IV)	575.78	421.05	647.37	996.83	944.02
Profit for the year	575.78	421.05	647.37	996.83	944.02
Paid up equity Share Capital	1,672	1,672	1,672	1,672	1,672
(16716500 Equity Shares of Rs.10/- each fully paid. Previous Year 1000000 Equity Shares of Rs. 10/- each)					
Reserves excluding Revaluation Reserves as per Balance Sheet as on previous accounting year	6,073.93	5,498.16	5,116.82	6,073.93	5,116.82
Earnings per Share					
a. Basic EPS (not to be annualised)	3.44	2.52	5.46	5.96	7.97
a. Diluted EPS (not to be annualised)	3.44	2.52	5.46	5.96	7.97
Public Shareholding					
Number of Shares	66,01,100	66,01,100	67,51,100	66,01,100	67,51,100
Percentage of Shareholding	39.49	39.49	40.39	39.49	40.39
Promoter and Promoter Group Shareholding					
Number of Shares	1,01,15,400	1,01,15,400	99,65,400	1,01,15,400	99,65,400
Percentage of Shareholding (as a % of total shareholding of promoter and promoter group)	60.51	60.51	59.61	60.51	59.61
Percentage of Shareholding (as a % of total Share capital of the Company)	100.00	100.00	100.00	100.00	100.00

Audited Standalone Financial Results for the Half Year and Year ended 31st March, 2019

(Rs In Lakhs except earnings per share Data.)					
Particulars	Six Months			Yearly	
	March 31, 2019	September 30, 2018	March 31, 2018	March 31, 2019	March 31, 2018
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Income:					
Revenue from operations	7,644.93	6,950.96	6,745.12	14,595.89	11,562.26
				-	-
Other income	-	-	15.19	-	15.19
Total revenue (I)	7,644.93	6,950.96	6,760.31	14,595.89	11,577.45
Expenses:					
Employees costs/benefits expenses	5,173.88	3,856.35	3,724.21	9,030.23	6,426.74
Finance Costs	46.93	9.59	99.53	56.52	247.01
Depreciation & Amortisation Expenses	645.19	689.24	399.16	1,334.43	748.66
Other expenses	1,162.03	1,941.07	1,856.61	3,103.10	3,172.39
Loss on Sale of Mutual Fund units			5.10	-	5.10
Total expenses (II)	7,028.03	6,496.25	6,084.61	13,524.28	10,599.91
Profit before tax III (I-II)	616.90	454.71	675.70	1,071.61	977.54
Tax expense: (IV)					
(1) Current tax : Provisions for income tax	140.52	92.71	68.75	233.23	196.21
(2) MAT credit entitlement	44.43	-	123.79	44.43	57.87
(3) Deferred tax Liabilities (Assets)	(128.86)	33.59	(59.81)	(95.27)	(87.21)
(4) Short Provision for tax adjustment in respect of earlier years (Net)	3.57			3.57	-
	59.66	126.30	132.73	185.96	166.87
Profit from continuing operations (III - IV)	557.24	328.41	542.97	885.65	810.67
Profit for the year	557.24	328.41	542.97	885.65	810.67
Paid up equity Share Capital (16716500 Equity Shares of Rs.10/- each fully paid. Previous Year 10000000 Equity Shares of Rs. 10/- each)	1,672	1,672	1,672	1,672	1,672
Reserves excluding Revaluation Reserves as per Balance Sheet as on previous accounting year	5,659.92	5,102.69	4,814.00	5,659.92	4,814.00
Earnings per Share					
a. Basic EPS (not to be annualised)	3.33	1.96	4.58	5.30	6.84
a.Diluted EPS (not to be annualised)	3.33	1.96	4.58	5.30	6.84
Public Shareholding					
Number of Shares	66,01,100	66,01,100	67,51,100	66,01,100	67,51,100
Percentage of Shareholding	39.49	39.49	40.39	39.49	40.39
Promoter and Promoter Group Shareholding					
Number of Shares	1,01,15,400	1,01,15,400	99,65,400	1,01,15,400	99,65,400
Percentage of Shareholding (as a % of total shareholding of promoter and promoter group)	60.51	60.51	59.61	60.51	59.61
Percentage of Shareholding (as a % of total Share capital of the Company)	100.00	100.00	100.00	100.00	100.00

Audited Consolidated Statement of Assets and Liabilities

	(Rs. In Lakhs)	
Particular	As at 31st March, 2019	As at 31st March, 2018
EQUITY AND LIABILITIES		
Shareholders' Funds		
(a) Share Capital	1,671.65	1,671.65
(b) Reserves and surplus	6,073.93	5,116.82
	7,745.58	6,788.47
Non-current liabilities		
(a) Long-term borrowings	53.08	7.18
(b) Deferred tax liabilities (Net)	109.86	259.01
(c) Long term Provisions	26.23	12.52
	189.17	278.71
Current liabilities		
(a) Short-term borrowings	919.09	-
(b) Trade Payables	838.95	600.64
(c) Other current liabilities	1,748.77	1,064.56
(d) Short term provisions	54.65	27.03
	3,561.46	1,692.22
Total	11,496.21	8,759.41
ASSETS		
Non-current assets		
(a) Fixed assets		
(i) Tangible assets	4,134.28	3,308.67
(ii) Intangible assets	793.29	907.16
(b) Capital Work -in- Progress	2,024.44	-
(c) Goodwill on Consolidation	14.33	14.33
(d) Non-current investments	-	-
(e) Long-term loans and advances	597.23	602.91
	7,563.57	4,833.07
Current assets		
(a) Trade receivables	3,465.12	3,376.48
(b) Cash and cash equivalents	194.77	405.30
(c) Short-term loans and advances	272.75	144.55
	3,932.64	3,926.34
Total	11,496.21	8,759.41

Audited Standalone Statement of Assets and Liabilities

	(Rs. In Lakhs)	
Particulars	As at 31st March, 2019	As at 31st March, 2018
EQUITY AND LIABILITIES		
Shareholders' Funds		
(a) Share Capital	1,671.65	1,671.65
(b) Reserves and surplus	5,659.92	4,814.00
	7,331.57	6,485.65
Non-current liabilities		
(a) Long-term borrowings	53.08	7.18
(b) Deferred tax liabilities (Net)	83.98	179.25
(c) Long term Provisions	26.23	12.52
	163.29	198.95
Current liabilities		
(a) Short-term borrowings	919.09	-
(b) Trade Payables	671.94	301.36
(c) Other current liabilities	1,574.00	1,127.70
(d) Short term provisions	-	-
	3,165.03	1,429.06
Total	10,659.89	8,113.67
ASSETS		
Non-current assets		
(a) Fixed assets		
(i) Tangible assets	3,909.92	2,862.44
(ii) Intangible assets	715.31	907.16
(b) Capital Work- in- Progress	2,024.44	-
(c) Non-current investments	50.00	50.00
(d) Long-term loans and advances	597.13	583.15
	7,296.80	4,402.76
Current assets		
(a) Trade receivables	3,066.64	3,376.48
(b) Cash and cash equivalents	65.98	223.33
(c) Short-term loans and advances	230.47	111.09
	3,363.09	3,710.91
Total	10,659.89	8,113.66

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

For any Investor Relations query, please contact:

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

Shahina Mukadam , Investor Relations (m) 9769726689

Note: Certain statements in this document may be forward-looking statements. Such forward looking statements 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. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. One Point One Solutions Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.