

To,

Date: 28th May 2019

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

Security Code: ONEPOINT

Sub.: Intimation for Investor Presentation.

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

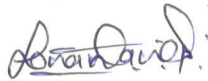
Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investor presentation.

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

T. 022 6687 3800 F. 022 6687 3889 CIN. U74900MH2008PLC182869 www.1point1.in

Registered Office : T-762, 6th Floor, Tower No.7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai 400 703.

Mumbai . Gurgaon . Indore . Bangalore

FINANCIAL RESULTS — **FOR FY 19**



1POINT1

NEXT-GEN BUSINESS PROCESS MANAGEMENT COMPANY

Working to co-create a better future with our clients, we challenge legacy thinking and drive sustainable transformation.

Headquartered in Navi Mumbai, 1Point1 is a Public Listed Company that helps businesses build better capabilities and enables them to achieve seamless growth.

Our team of IT experts and research analysts works for broad spectrum of industries. We bring business intelligence and technology expertise on a unified platform to catalyze enterprise transformation and improve customer experience.

As a business process management (BPM) company we offer technology, finance and analytical solutions to simplify, invigorate, and strengthen your operations.



OUR JOURNEY



**AKSHAY
CHHABRA**
Managing Director

Akshay Chhabra is the founder and promoter of 1Point1 Solutions Ltd. As a young engineer, Akshay strode off the beaten path and let his entrepreneurial instincts take over.

As the CMD of 1Point1, he focuses on technology-driven innovation to build efficiencies and surge ahead in the BPM space. Moreover, his understanding of business finance readies the company to take on new challenges in a dynamic market.

A key area for him is the identification of new business opportunities and transforming them into real-life conversions. Akshay’s leadership is invaluable in aligning the company with its strategic vision fostering the cognitive company culture at 1Point1.

2016-17

PARTNERED WITH
Airtel & Dish TV

2017-18

LISTED ON THE
NSE Emerge Platform

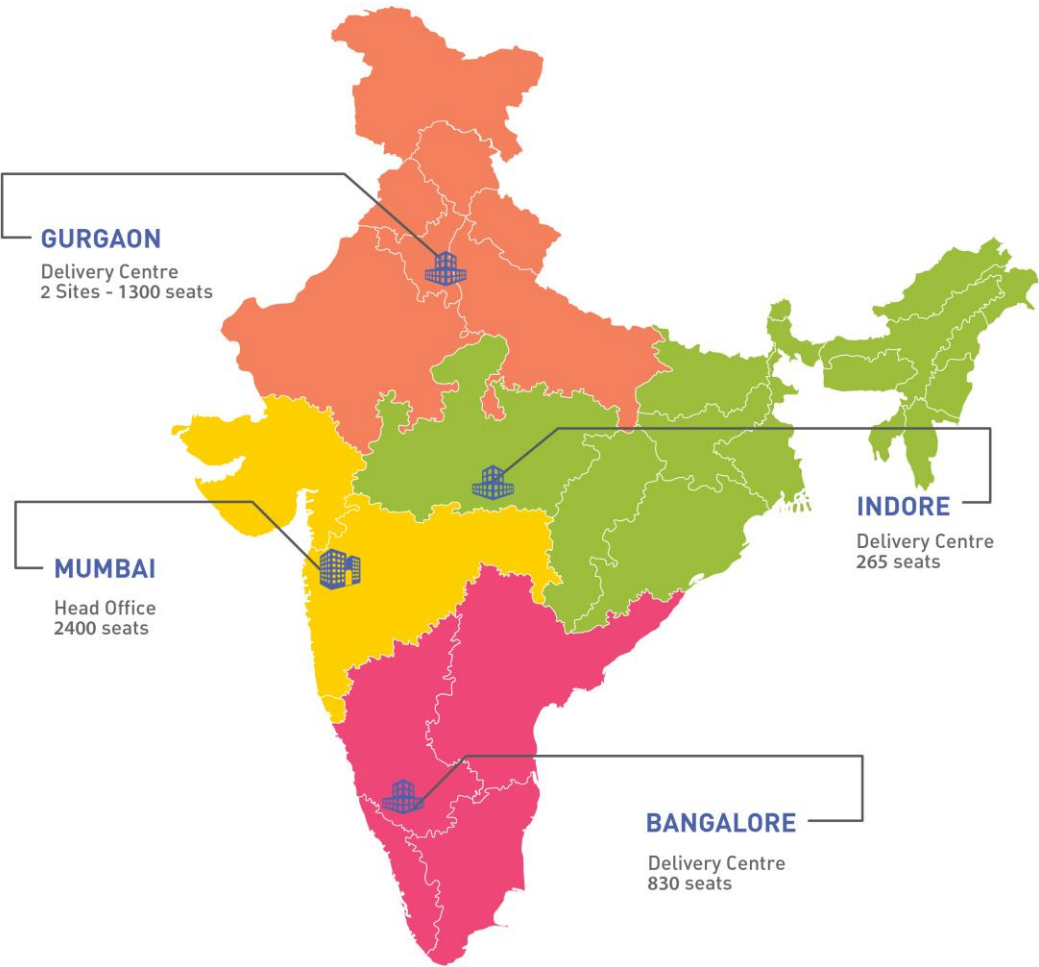
LAUNCHED
Intelligent IVR

2018-19

YEAR OF NEW
Customer Acquisition

ACQUIRED
7 new Customers in
Diversified Industry Segments with
20% increase in total customer base

WE SERVICE BUSINESS IN 12 INDIAN LANGUAGES &
OPERATE ACROSS INDIA WITH OVER 5000 EMPLOYEES



SERVICE OFFERINGS

The gamut of our service offerings is constantly expanding. This enables businesses to leverage new technologies such as social media, mobility, automation, and the Internet of Things (IoT). Our integrated bouquet of services allows our clients to increase efficiency, agility and cost-effectiveness.



INDUSTRIES WE SERVE



BANKING & FINANCE

New Accounts
Balance Inquiry
Stop Payment Request



TELECOM

Customer Service
Complaint Management
Collections
Online Lead Management



TRAVEL & HOSPITALITY

Ticketing
Hotel Reservations
Holiday Packages



INSURANCE

Welcome Calling
Claims Registration
Renewals



E-COMMERCE

Order Booking
Content Management
Complaint Management
Refund Processing
Competition Mapping
Delivery Status



DTH

Customer Service
Complaint Management
Package Upgrade
VAC Services
Subscription Renewals



CONSUMER DURABLES

Customer Service
Complaint Management
Product Installation
Technical Assistance
Home Visit Appointment

OUR CLIENTS



NEW CLIENT ADDITIONS



1Point1 has partnered SBI Cards to manage its Collections portfolio. They have been able to add value to the collection management Process and Improve Performance through their Dialer strategy which optimises their receivables and improve customer experience while recovering the outstanding dues



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.

NEW CLIENT ADDITIONS



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.



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.

NEW CLIENT ADDITIONS



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



Jubilant FoodWorks 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.

NEW CLIENT ADDITIONS



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

COMMERCIAL LAUNCH OF OUR OMNI CHANNEL SOLUTION IN 2020

Our Omni-channel Solution will unify inbound and outbound interactions to understand your existing and potential customers better. A systematically tailored Customer Interaction Management (CIM) tool makes it possible for us to monitor live suggestions and feedback from customers and also reply to them on the basis of digital footprints.

As a multi-interaction channel platform, it helps to capitalise upon information sources that include:

EMAILS

CHAT

TICKETING

SURVEY

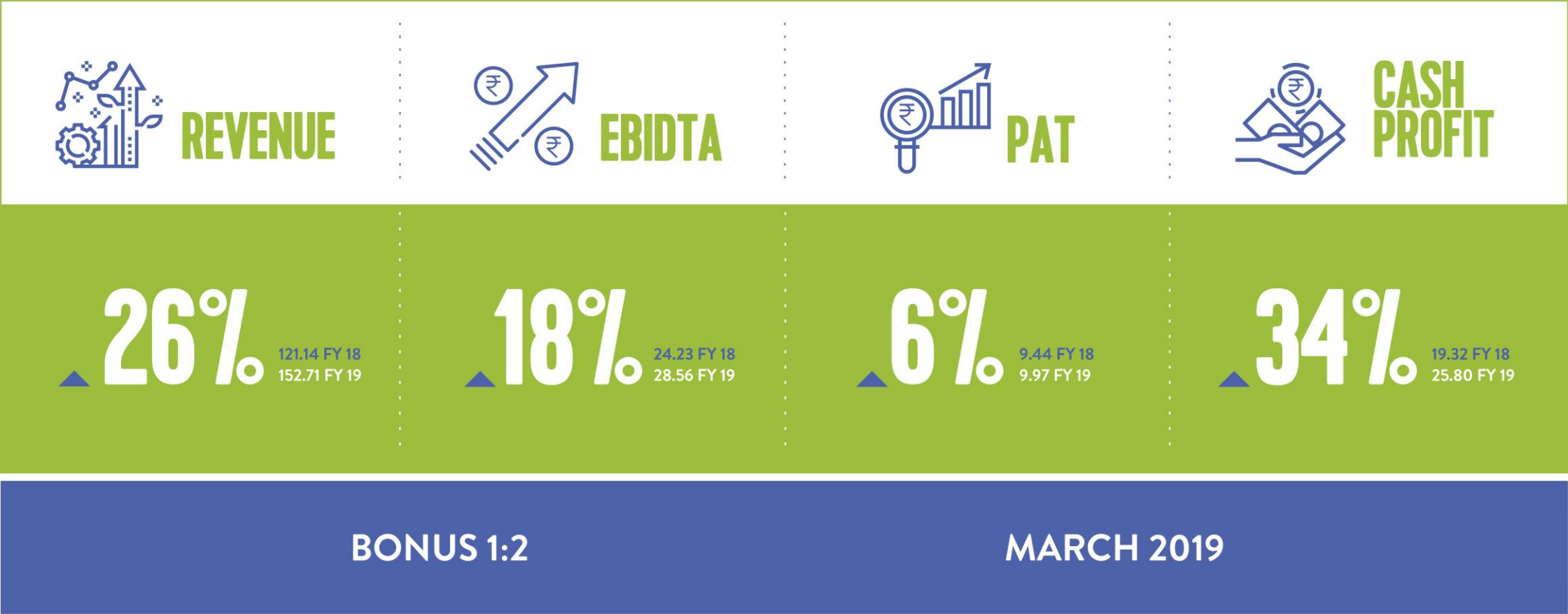
VOICE CRM

SOCIAL MEDIA



FINANCIAL HIGHLIGHTS

HIGHLIGHT OF ROBUST GROWTH IN FY19



RS. IN CRORES

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR HALF YEAR AND YEAR ENDED 31st MARCH 2019

[Rs In Lakhs except earning 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	7325.94	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	-	-
	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

continued...

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR HALF YEAR AND YEAR ENDED 31st MARCH 2019

(Rs In Lakhs except earning 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)
Paid up equity Share Capital (16716500 Equity Shares of Rs.10/- each fully paid. Previous Year 1000000 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 aaccounting year	6,073.93	5498.16	5,116.82	6,073.93	5,116.82
Earning 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
Praomoter 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 Sharecapital of the Company)	100.00	100.00	100.00	100.00	100.00

AUDITED STANDALONE FINANCIAL RESULTS FOR HALF YEAR AND YEAR ENDED 31st MARCH 2019

[Rs In Lakhs except earning 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	5173.88	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	233.33	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

continued...

AUDITED STANDALONE FINANCIAL RESULTS FOR HALF YEAR AND YEAR ENDED 31st MARCH 2019

[Rs In Lakhs except earning 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)
Paid up equity Share Capital (16716500 Equity Shares of Rs.10/- each fully paid. Previous Year 1000000 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 aaccounting year	5,659.92	5,102.69	4,814.00	5,659.92	4,814.00
Earning 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
Praomoter 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 Sharecapital of the Company)	100.00	100.00	100.00	100.00	100.00

AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES

[Rs In Lakhs]

PARTICULARS	As on 31 st MARCH, 2019	As on 31 st 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

[Rs In Lakhs]

PARTICULARS	As on 31 st MARCH, 2019	As on 31 st MARCH, 2018
ASSETS		
Non-current assets		
(a) Fixed assets		
(i) Tangible assets	4134.28	3308.67
(ii) Intangible assets	793.29	907.16
(b) Capital Work- in- Progress	2024.44	-
(c) Good will 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	3376.48
(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 on 31 st MARCH, 2019	As on 31 st 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	1127.7
(d) Short term provisions	-	-
	3,165.03	1,429.06
Total	10,659.89	8113.67

[Rs In Lakhs]		
PARTICULARS	As on 31 st MARCH, 2019	As on 31 st MARCH, 2018
ASSETS		
Non-current assets		
(a) Fixed assets		
(i) Tangible assets	3,909.92	2862.44
(ii) Intangible assets	715.31	907.16
(b) Capital Work- in- Progress	2024.44	-
(c) Non-current investments	50.00	50.00
(d) Long-term loans and advances	597.13	583.15
	7296.80	4,402.76
Current assets		
(a) Trade receivables	3,066.64	3376.48
(b) Cash and cash equivalents	65.98	223.33
(c) Short-term loans and advances	230.47	111.09
	3363.09	3,710.91
Total	10,659.89	8,113.66

TO BUILDING A BETTER **FUTURE WITH YOU**

CORPORATE OFFICE

One Point One Solutions Ltd.
C/42, TTC INDUSTRIAL AREA,
MIDC, VILLAGE PAWNE,
NAVI MUMBAI - 400 705, INDIA

E: info@1point1.in
W: www.1point1.in