

To,

Date: 28th May 2022

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 quarter AND YEAR ended 31st March 2022.

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 quarter and year ended 31st March 2022.

This is for your information and records.

Thanking you,

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



Pritesh Sonawane
Company Secretary & Compliance Officer
ACS: 34943



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 Ltd.

Financial Results – Q4FY22 & FY22

Standalone Results

Net Revenue was at ₹ 34.65 crore; grown by 8.62%

EBITDA was at ₹ 8.05 crore; up by 2.44 times

PAT was at ₹ 1.52 crore; up by 3.34 times

Mumbai, May 28, 2022: One Point One Solutions, leader in BPM services, has declared its financial results for the Quarter and Year ended March 31, 2022.

(₹ in crore)

Particulars	Q4FY22	Q4FY21	YoY (%)	FY22	FY21	YoY (%)
Revenue from Operations	34.65	31.90	8.62	131.69	101.60	29.62
EBITDA	8.05	2.34	2.44 times	28.25	8.30	2.40 times
EBITDA Margin (%)	23.23	7.34	1589 bps	21.45	8.12	1333 bps
PAT	1.52	(0.65)	3.34 times	3.66	(20.19)	1.18 times
PAT Margin (%)	4.39	-	-	2.78	-	-

Q4FY22 - Financial Highlights

- Revenue from operations was at ₹ 34.65 crore, as compared to ₹ 31.90 crore in Q4 FY21, registered a growth of 8.62%
- EBITDA was at ₹ 8.05 crore, as compared to ₹ 2.34 crore, registered a growth of 2.44 times
- EBITDA Margin was at 23.23%, increased from 7.34% in Q4FY21.
- Net Profit was at ₹ 1.52 crore, as compared to loss of ₹(0.65) crore in Q4FY21, grown by 3.34 times

FY22 Financial Highlights

- Revenue from operations was at ₹ 131.69 crore, as compared to ₹ 101.60 crore in FY21, increased by 29.62%
- EBITDA was at ₹ 28.25 crore, as compared to ₹ 8.30 crore in FY21, grown by 2.42 times
- EBITDA Margin has improved to 21.45% from 8.12% in Q4FY21
- Net profit was at ₹ 3.66 crore, as compared to loss of ₹(20.19) crore in FY21, registered a growth of 1.18 times

Operational Highlights

- The company is experiencing flow of new clientele from mid-February. The company has signed 3 new and other marquee clients in the last two to three months and is in final stage of discussion to add up more clients during the year

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- The current capacity utilisation stands at 64% which is 3,500 seats on one shift basis, moving upwards of 100% utilisation of capacity of 5,500 seats on one shift basis by end of the current financial year.
- The company has enough room for expansion on a two-shift basis to double the current capacity to 11,000 seats based on the demand scenario.

Quote from the Management

Commenting on the Results, Mr. Akshay Chhabra, Managing Director said, "The strong growth was driven by the new client additions along with expansion in business from existing customers. We have been able to improve margins by increasing efficiency and improved seat occupancy across locations.

The demand for BPM services is increasing as the economy opened up and every sector is focussing on winning new customers and making their existing customers experience delightful. We would be the biggest beneficiaries of the fastest growing Indian economy as the demand for our services is directly proportionate to growth in the service sector."

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.

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.

For more information, please contact:

Mr. CS Rama Naidu

Intellect PR

Email: rama@intellectpr.com

M: 9920209623



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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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