

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

Date: 29th July 2021

Security Code: ONEPOINT

Sub.: Intimation of Press Release on financial Statements of the Company for the quarter ended 30th June 2021.

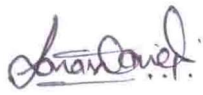
Ref.: Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Press Release on Financial Statements of the Company for the quarter ended 30th June 2021.

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

Encl: a/a

ONE POINT ONE SOLUTIONS LIMITED

(Formerly known as One Point One Solutions Pvt. 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 LIMITED
Navi Mumbai, Maharashtra.
Press Release 29th July, 2021

One Point One Solutions Limited (1Point1) CMP 28/07/2021: Rs.44; MCap: Rs.110.33 crore; NSE: ONE POINT; INE840Y01011)

1P1 is a domestic focused Process Management and Outsourcing services using Next-Gen analytical solutions to drive sustainable transformation. With a PAN India team across 5 locations (8 centres), 5,500+ IT experts, it offers complete solutions across verticals in B-B, B-C, New age digital business and Market place. An ISO 9001-15 & ISO / IES 27001: 2013 company, 1Point1 is listed on the NSE main board.

Please find below the Financial Results highlights of Q1FY22 for the three months ending 30th June, 2021

Result Highlights For Q1FY22 – Getting Back on Track for Success

- ✓ **Q1FY22 Revenue has doubled** at Rs.29.85 crores bounced up by 97% YoY basis as compared to Rs. 15.15 crore in Q1FY21.
- ✓ **Cash Break-Even:** The Company has reported an EBIDTA Margin of 19.80% in Q1 increased at 5% on YoY basis and 8% on QoQ basis.
- ✓ **New Logo:** 5 new logos were added in Q1, taking the total client logos to 35. Thus improving the revenue -mix with additional New Age Business in portfolio.
- ✓ **Capacity Utilisation:** Aligning with the government policy of re-starting India, now all the centres at all 5 locations have been gradually re-opened and currently operational at 75% capacity.
- ✓ **Liquidity position:** EBIT and PAT Margins have drastically improved on both YoY and QoQ basis.

Business Discussion:

Revenues Bouncing Back: Overall utilisation level been limping back towards normalcy. Thus steady improvement is in-line with clients restarting business as India moves toward re-starting after long Covid related disruptions. On a pan India basis, there is improvement month over month though at different pace over locations.

New business addition remains robust, with 5 new Logos going live in Q1, which balanced some of the loss of legacy business and shuts downs due to COVID.

EBITDA& EBIDTA Margin: With increase in utilisation and continuing efforts to contain cost, Q1 ended with a EBIDTA Profit of Rs.5.91 crores. EBITDA Margin at 19.80% showing a improvement of 5% YoY basis and 8% QoQ basis. Some lease waivers continued into Q1 FY 22, providing cushion and enabling a saving of Rs.0.35 crore on leased charges for the three months (Apr-Jun,2021).This has been recognized as 'Other Income' in line with IND AS norms.

Cost Optimization: Efforts for sustainable cost optimization has led to decline in Employee cost as a percentage to revenues in Q1 at 65% vs 85% in Q1FY21 and 75% in Q4FY21, employee cost ratio has improved as revenues are normalised going forward. Overall cost optimization has helped us to mark higher EBIDTA in Q1FY22.

PAT & PAT Margin: Consolidated PAT has increased by 71% on YoY basis and PAT Margin has risen by 35% on YoY basis. Thus indicating that the company is running efficiently and is providing more value to shareholders.

MANAGEMENT COMMENTS:-

Commenting on the performance, the Chairman and Managing Director Mr. Akshay Chhabra said "We see green shoots emerging with a number of our clients completely re-starting business. We are relieved to have overcome one of the most challenging period without any defaults. Infact, we used this time to review our business strategy and put in place a number of measures to adapt and bounce back with additional vigour.

Despite the challenges, we are happy to see a month over month improvement in our billing and capacity utilization and believe we will achieve normal utilizations by year end. We are now well place to offer our complete bouquet of services on a PAN India basis to existing and emerging new e-commerce new age business.

The government is cognisant of the challenges faced by the IT/BPO industry and has made a number of policy changes to enable its smooth functioning. We have shown resilience in this difficult times and remain optimistic of the future. We assure you of our full commitment to improve profitability while maintaining a strong balance-sheet. On behalf of the Board of Directors, I would like to take this opportunity to thank the entire team and all stakeholders for your continued support".

FINANCIAL STATEMENT HIGHLIGHTS (Rs.in Crores)								
Particulars	3mths	3 mths	Gr% YoY	3mths	Gr%	12mths	12mths	Gr.%
	Q1FY22	Q1FY21		Q4FY21	QoQ	FY21	FY20	YoY
Revenue from Operations	29.85	15.15	97%	31.9	-6%	101.6	125.09	-19%
Other Income	0.44	3.1		1.43		7.26	2.03	
Total Income	30.29	18.25		33.33		108.86	127.12	
Expenses:								
Employees cost	19.27	12.85		22.51		72.23	77.87	
Other expenses	5.11	3.13		7.09		21.42	19.55	
Total expenses	24.38	15.98		29.6		93.65	97.42	
EBITDA	5.91	2.27	160%	3.73	58%	15.21	29.7	-49%
EBITDA Margin	19.80%	14.98%	5%	11.69%	8%	15%	24%	
Depreciation	5.6	6.41		6.56		26.77	28.6	
EBIT	0.31	-4.14	107%	-2.83		-11.56	1.1	
Interest / Finance Cost	2.4	2.36		1.85		9.27	8.97	
PBT	-2.09	-6.5	68%	-4.68	55%	-20.83	-7.87	
Total Tax	-0.3	-0.29		-4.16		-6.89	-6.72	
PAT (Before W/Off)	-1.79	-6.21	71%	-0.52		-13.94	-1.15	
PAT Margin	-6%	-41%	35%	-2%	-4%	-14%	-1%	-13%
Less : Non-recurring W/Off of Capital WIP	0	0		0		0	18.5	
PAT (After W/Off)	-1.79	-6.21	71%	-0.52		-13.94	-19.65	

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

For any Investor Relations query, please contact:

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

Note: Certain statements in this document may be forward-looking statements and 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. One Point One Solutions Limited will not be in any way responsible for any action taken based on such statements