To,

Date: 30th May 2023

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

SECURITY CODE: ONEPOINT

Sub: Press Release on the Audited Financial Statements of the Company for quarter and year ended 31st March 2023.

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 audited Financial Statements of the Company for the quarter and years ended 31st March 2023.

This is for your information and records.

Thanking you,
Yours faithfully,
For One Point one solutions Limited

PRITESH SANJAY SONAWANE
Digitally signed by PRITESH SANJAY SONAWANE
Date: 2023.05.30 13:02:01 +05'30'

One Point One Solutions Ltd. Navi Mumbai

Pritesh Sonawane
Company Secretary and Compliance officer
Encl: As above

ONE POINT ONE SOLUTIONS LTD.

Financial Results – Q4FY23 & FY23

Consolidated Results

PAT was at ₹ 8.79 crore; up by 1.58 times

Net Revenue was at ₹ 140.25 crore; grown by 6.5%

EBITDA was at ₹ 33.13 crore; up by 17.50%

Mumbai, May 29, 2023: One Point One Solutions, leader in BPM services, has declared its financial results for the Quarter and Year ended March 31, 2023.

(₹ in crore)

Particulars	**Q4FY23**	**Q4FY22**	**YoY (%)**	**FY23**	**FY22**	**YoY (%)**
Revenue from Operations	35.68	34.65	2.97	140.25	131.69	6.50
EBITDA	8.62	8.05	7.08	33.13	28.20	17.50
EBITDA Margin (%)	*24.16*	*23.23*	*93 bps*	*23.62*	*21.41*	*221 bps*
PAT	2.95	1.44	104.86	8.79	3.41	1.58 times
PAT Margin (%)	7.62	3.92	370 bps	6.09	2.46	363 bps

Q4FY23 - Financial Highlights

- Revenue from operations was at ₹ 35.68 crore, as compared to ₹ 34.65 crore in Q4 FY22, registered a growth of 2.97%
- EBITDA was at ₹ 8.62 crore, as compared to ₹ 8.05crore, registered a growth of 7.08%
- EBITDA Margin was at 24.16%, increased from 23.23% in Q4FY22
- Net Profit was at ₹ 2.95 crore, as compared to profit of ₹1.44 crore in Q4FY22, grown by 104.86%

FY23 Financial Highlights

- Revenue from operations was at ₹ 140.25 crore, as compared to ₹ 131.69 crore in FY22, increased by 6.50%
- EBITDA was at ₹ 33.13 crore, as compared to ₹ 28.20 crore in FY22, grown by 17.50%
- EBITDA Margin has improved to 23.62% from 21.41% in Q4FY22
- Net profit was at ₹ 8.79 crore, as compared to Rs. 3.41 crore in FY22, registered a growth of 1.58 times

Operational Highlights

- The company has successfully raised Rs. 12.15 crore from investors and promoters of the company through preferential issue of shares at Rs. 16.47 per share for expanding its international business
- The company has successfully incorporated its wholly owned subsidiary One Point One USA Inc. to spread head the company's expansion in USA markets
- The company has expanded its BFSI business by adding marquee client Kotak Mahindra Bank. The collection process for some of the major products of Kotak Mahnidra Bank, would be managed by the company in multilingual like English, Kannada and Hindi

Quote from the Management

Commenting on the Results, Mr. Akshay Chhabra, Managing Director said, "We are delighted to declare a good set of numbers. We have delivered good growth rates in the overall profits of the company, which has resulted in increase in both operational level and PAT level margins.

Our endeavours in expanding to international markets is paying off well and we will be making good progress during the current year. This is going to further enhance the growth rates on both revenues and profitability. Our business in international markets has better margins than our domestic business"

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 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 Mahindra, ICICI Bank, Xiaomi, Razorpay, CRED, Go Air and Mahanagar Gas to name a few.

For more information, please contact:

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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.