

To,

Date: 13th August 2020

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 ended 30th June 2020.

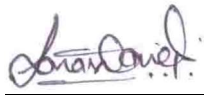
Ref.: Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release with respect to Financial Results for the quarter ended 30th June 2020.

We request you to kindly take the same on your record.

For **One Point one solutions Limited**



Pritesh Sonawane
Company Secretary and Compliance officer
Date: 13th August 2020
Encl: a/a

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



ONE POINT ONE SOLUTIONSLIMITED
Navi Mumbai, Maharashtra.
Press Release 13th August, 2020

One Point One Solutions Limited (1P1)

(CMP 13/8/2020: Rs.14; MCap: Rs.35 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 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 Q1FY20-2021 for the three months ending 30th June, 2020.

Result Highlights For Q1FY21 -Business Disruption

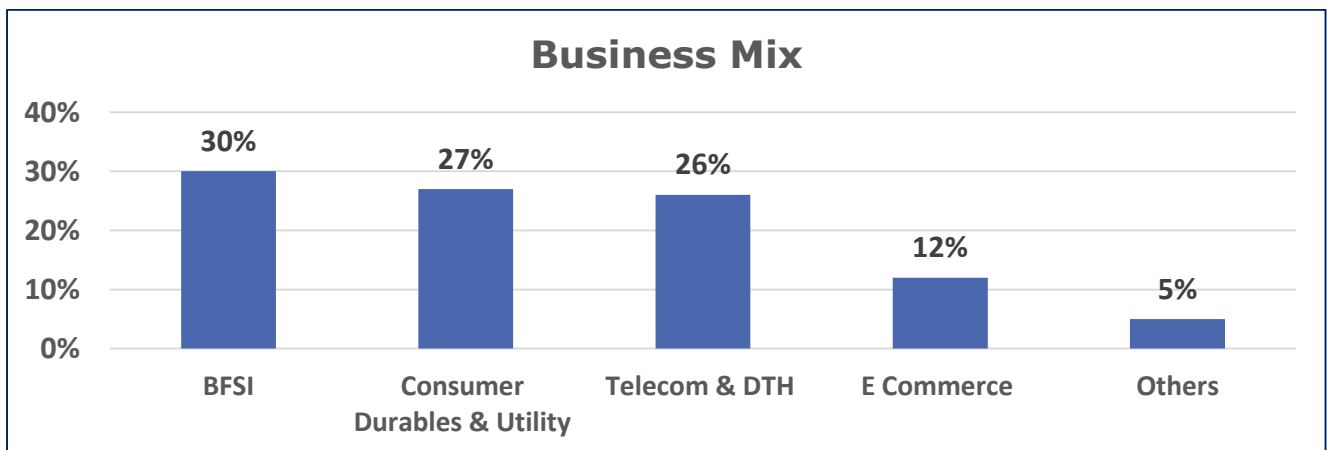
- ✓ **Q1FY21 Revenues** at Rs.15.1 crore were 48% YoY lower, impacted by mobility restrictions during the quarter. April was the worst hit, May & June witnessing month on month improvement. By end June, about 55% of seats were back in service, logging in from mobile phones with the work from home infrastructure improvement.
- ✓ **Measures taken to minimize loss:** In the Q1FY21 the company carried out a number of measures to limit loss. Through extensive negotiations with landlords on Lease agreements, the company was able to get waiver of three months (April-June,2020) on lease charges to the tune of Rs.3 crores. This has been recognized as 'Other Income' in line with IND AS norms.
- ✓ **New Logo:** During Q1 we have been able to add 1 new logos however we extended 3 new verticals from our existing portfolio taking the total client logos to 28, further improving the revenue mix with New Age Business now accounting for 15% of Operating Revenues.
- ✓ **Capacity Utilisation:** The new centres at Mumbai, Bangalore and Chennai were fully operational starting April, adding 1,600 seats, taking up PAN India capacity to 5,500 seats. Due to mobility restrictions, all the centres were closed for business operations starting April and gradually improving to 30 % by end June.
- ✓ **Liquidity position and Balance Sheet stable:** Debt Equity ratio remains comfortable, with borrowing mainly for working capital. All interest commitments are being met on time and no moratorium availed.

Business Discussion

Revenues Impacted By Covid: Despite efforts, Q1FY21 has taken the full brunt of low utilisation levels. Already impacted in Q4FY20, Q1 suffered loss of revenues on account of COVID related mobility issues across all centres. In April the business was at a standstill, but improving month over month as client approvals started coming in and mobile log in infrastructure put in place.

One new Logo has gone live in Q1 (in June), while 900+ FTE seats are still to go live, due to office opening permissions due to the ongoing COVID pandemic. With this the contribution of the BFSI segment to total revenues has increased to 30%. The Consumer Durable goods segment is at 27% and E-commerce vertical is at 12 %.

EBITDA & EBIDTA Margin: Q1 ended with a marginal EBIDTA loss of Rs.0.7 crores (EBIDTA profit of Rs.2.27 crores adding back waiver of Q1 Lease Rent). Q1 EBIDTA has been impacted due to fall in revenue, but continuous efforts are being made to reduce costs. Employee cost remained high at 84% of Q1FY21 Operating Revenues compared to 53% in the previous corresponding period, but on a sequential basis it has improved (from 89% in Q4FY20).



Management Comments

Commenting on the performance, the Chairman and Managing Director Mr. Akshay Chhabra said "These last couple of months have been the most challenging in the history of our company. The COVID pandemic is unprecedented and has changed the way we live and work. We are continuing to adapt to the new normal and provide best in class service to our clients."

Despite the challenges we are happy to see a month over month improvement in our billing and capacity utilization and believe it will reflect in improved financial numbers going forward. We continue to be cost conscious while increasing the gamut of our service offerings to offer greater flexibility and smoother operations of our clients."

We now have a PAN India presence, the scale, breadth and capabilities to compete more effectively in the marketplace. We remain optimistic of the future and assure you of our full commitment to be back to profitable as the COVID situation ends. On behalf of the Board of Directors, I would like to thank the entire team and all stakeholders for your continued support."

FINANCIAL STATEMENT HIGHLIGHTS								(Rs.in Crores)
Particulars	3mths Q1FY21	3 mths Q1FY20	Gr% YoY	3mths Q4FY20	Gr% QoQ	12mths FY20	12mths FY19	Gr.% YoY
Revenue from Operations	15.15	29.07	(48%)	24.57	(38%)	125.09	152.71	(18%)
Expenses:								
Employees Expenses	12.85	15.54		21.93		77.87	91.52	
Other expenses	3.13	4.79		3.63		19.55	32.57	
Total expenses	15.98	20.33		25.55		97.42	124.09	
EBITDA	-0.83	8.74	(109%)	-0.98	(15%)	27.67	28.62	(3%)
EBITDA Margin	-5%	30%		-4%		22%	19%	
Other Income	3.10	0.08		1.76		2.03	0.27	
Depreciation	6.41	6.66		8.15		28.60	16.05	
EBIT	-4.14	2.16		-7.38		1.10	12.84	
Interest / Finance Cost	2.36	2.18		2.32		8.97	0.63	
Tax	-0.29	0.19		-7.11		-6.72	2.14	
PAT (Before One-time W/Off)	-6.21	-0.21	(2857%)	-2.58	(141%)	-1.15	10.08	(111%)
PAT Margin %	-41%	-1%		-10%		-1%	7%	
Less :								
Non-recurring W/Off Capital WIP	0	0		18.50		18.50	-	
PAT (After One-time W/Off)	-6.21	-0.21		-21.08		-19.65	10.08	
EPS Rs.						-	3.99	
BALANCE SHEET HIGHLIGHTS								
Number of Shares (in crores)						2.51	1.67	
Net worth						57.37	77.33	
Total Borrowings						13.31	9.72	

Ex-Bonus on 26th April, 2019 in ratio 1:2

*Please note the FY2019-20 numbers are not comparable to previous year as the company has adopted Ind AS 116 Lease with effect from 1st April, 2019.

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

For any Investor Relations query, please contact:

Mr.PriteshSonawane, Company Secretary, Email Contact: Investors@1point1.in

Ms.ShahinaMukadam, Investor Relations,Email Contact: shahina@valuewiseir.com

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. 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.