



ONE POINT ONE SOLUTIONS LIMITED

Navi Mumbai, Maharashtra.

Press Release-12thFebruary, 2020

One Point One Solutions Limited (CMP: Rs.24; MCap: Rs.60 crores; NSE: ONE POINT; INE840Y01011), a domestic focused Process Management and Outsourcing services, is working to use Next-Gen analytical solutions to drive sustainable transformation. With a PAN India team across 7 centres, 5,500+ IT experts, it brings business intelligence and technology expertise on a unified platform to offer 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 for Q3 & 9MFY2019-20 ended 31st Dec., 2019.

Result Highlights For Q3 & 9MFY20

- ✓ **Revenue stable for 9MFY20 at Rs.100.51 crores & Q3 FY20 at Rs.36.07crores**
- ✓ **Three new Centres to commence operations in Q4FY20, one each in Mumbai, Bangalore and Chennai adding 1,600 seats. PAN India presence now with increased capacity at 5,500 seats**
- ✓ **Changing Revenue Mix with Increase in contribution from high growth new age businesses in E-Commerce (BFSI, FINCON, etc.).**
- ✓ **Ten New clients added in FY2020, backed by improved service offerings using AI**
- ✓ **EBITDA improves, but PAT declines with IND AS accounting impact. Under the old method of accounting the PAT in 9MFY20 would have been Rs.4.04 crores.**
- ✓ **Strong Balance Sheet with low Debt and higher Cash EPS**
- ✓ **Migrated to the main board on 9th May, 2019.**

Business Discussion

- ✓ **Revenues Stable:** On a consolidated basis the total Revenues for the quarter are Rs. 36.17 crores, almost at same levels as the corresponding previous quarter. With existing clients in the Telecom and DTH industries declining trend , we have been able to offset the revenue run-rates with the new age business and hold our numbers from the previous quarter.
- ✓ **EBITDA:** The EBITDA for Q3 & 9MFY20 at Rs. 10.25 crores and Rs.28.65 crores respectively are substantially higher YoY. The EBITDA margin has also increased sequentially from 27.31% in Q2FY20 to 28.41% in Q3FY20.
- ✓ **PAT Impacted by IND AS :** . If the old method of accounting was adopted, the PAT in 9MFY20 would have been Rs.4.04 crores. But, with adoption of Ind AS 116 (Lease Accounting) resulted into higher Depreciation and Interest, leading to Q3 PAT declining by 32.78% YoY to Rs.0.93 crores. The FY20 numbers are not comparative with previous years due to impact change of accounting norms in FY20 to align with IND AS
- ✓ **Increasing Focus on adding new business verticals:** Focus is on adding clients in new age e-com business. FY21 revenues should rebound strongly with ten new clients signing up recently. New age business in Fintech, E-com and Market place are expanding rapidly. Many Unicorns are emerging, with likes of Google pay, Paytm, Pay, Mswipe etc taking the centre stage of business services. 1P1 is actively working towards unique solutions to meet customer expectations in these emerging verticals, adding new clients in this space such as Udaan and Mswipe.
- ✓ **Ten new Client / logos added in the 9M FY20 –** About 1000 FTE's are booked, with additional business estimated at twice the initial number. This is a reflection of high client satisfaction of the service with seamless integration of technology. This has enabled clients to reduce transactions cost and improve First Contact Resolutions. Investments made by 1P1 in developing unique BPM solutions has enabled cost savings and increased customer loyalty for clients. This, along with the seat capacity addition is expected to drive strong revenue growth in FY21.
- ✓ **Capacity Expansion (Three New Centres added):** In 9MFY20 close to 1600 seats have been added. The Bangalore centre capacity was doubled at start of the year, achieved full occupancy by September, 2019. Subsequently, new capacity has been added with 55% seats booked and expected to be fully operational by March 2020. The other two centres at Mumbai & Chennai, are already almost 50 % booked and should be fully operational by March, 2020.

FINANCIAL PROFIT STATEMENT (Consolidated Numbers)								(Rs. Crores)
Particulars	Q3 (3mths) FY20	Q3 (3mths) FY19	Y-O-Y %	Q2 (3mths) FY20	Q-O-Q %	12mths FY19	12mths FY18	Y-O-Y %
Revenue from Operations	36.08	38.91	(7.28)	35.37	0.02	152.71	120.99	26.22
Cost of Services								
Employee Expenses	20.26	25.46	(20.44)	20.14	0.54	91.52	64.87	41.08
Other Expenses	5.57	7.63	(27.02)	5.56	0.20	32.80	32.04	2.37
Total Expense	25.83	33.10	(21.96)	25.70	0.47	124.31	96.90	28.28
EBITDA	10.25	5.82	76.22	9.66	6.10	28.39	24.08	17.90
EBITDA Margin %	28.41	14.94	13.46	27.31	1.10	18.59	19.90	(1.31)
Depreciation	6.91	3.96	74.35	6.87	0.57	15.84	9.89	60.19
Other Income	0.10	0.07	48.78	0.09	10.50	0.27	0.15	74.13
EBIT	3.43	1.92	79.16	2.87	19.45	12.82	14.35	(10.65)
Interest	2.25	0.22	-	2.22	1.25	0.60	2.64	(77.19)
PBT	1.18	1.70	(30.41)	0.66	81.52	12.22	11.70	4.38
Tax	0.26	0.32	(20.35)	(0.06)	-	2.14	2.26	(5.36)
Profit After Tax	0.93	1.38	(32.78)	0.71	29.97	10.07	9.44	6.74
PAT Margin %	2.56	3.54	(0.97)	2.01	0.55	6.6	7.8	(1.20)
EPS (Rs.) Fully Diluted	0.38	0.55	(30.45)	0.28	37.66	3.99	3.76	6.07
No of Shares #	25.07	16.72		25.07		16.72	16.72	

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

Management Comments

Commenting on the performance, the Chairman and Managing Director Mr.Akshay Chhabra said “We are continuously working on increasing the gamut of our service offerings to offer greater flexibility and smoother operations of our clients. In the current quarter, as part of our focus on improving profitability, we are consciously adding clients in high-growth verticals, such as technology, financial and business services, next-generation retail.

Over the last two years, we have invested over Rs.20 crores in setting up Digital Solutions, targeting commercial sales of our SAS based suite of solutions. We hope to offer these speciality solutions to our customers by end 2020. Our BPM services enable business to leverage new technologies such as social media, mobility, automation and IoT.

We continue to expand our PAN India presence and have added a new centre in Bangalore, Chennai and additional seats in Mumbai , which will be fully operational in the current fiscal. The foundation for our success is now in place, as we have the scale, breadth and capabilities to compete more effectively and profitably in the marketplace. The opportunities ahead for 1Point1are just beginning, and we look forward to this next chapter of growth.

We are optimistic of growth thank our entire team for their constant efforts, sincerity and enthusiasm. Also, I would like to thank our valued Shareholders and all stakeholders, who have reposed faith in Company and supported us.”

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

For any Investor Relations query, please contact:

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

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

Note: Certain statements in this document may be forward-looking statements. Such forward looking statements 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.