

To,

Date: 5<sup>th</sup> November 2018

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

**Security Code: ONEPOINT**

**Company Series: SM**

**Sub:** Intimation - Press Release on financial results for the half year ended 30<sup>th</sup> September, 2018.

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 half year ended 30<sup>th</sup> September, 2018.

Kindly take the same on your records and acknowledge the receipt.

Thanking you,

Yours faithfully,

For **One Point One Solutions Limited**



Pritesh Sonawane  
Company Secretary



**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](http://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

Press Release- November 5<sup>th</sup>, 2018

**ONE POINT ONE SOLUTIONS LIMITED**  
Navi Mumbai, Maharashtra.

One Point One Solutions Limited offers services in Business Process Management, Servicing, BFSI, Travel, E-commerce, Consumer-Durables, D2H and Telecommunication. The company listed on NSE Emerge on 26<sup>th</sup> Dec.2017 with an Initial Public Offering of 66.24 lakh shares at Rs.67 each. Since listing, there have been many developments on the business front.

The Balance-Sheet has also been strengthened substantially and IPO funds utilised for the said purposes. The Board met on 5<sup>th</sup> November 2018 and approved the 1HFY19 financial results for the period ending 30<sup>th</sup> Sept.2018. Please find below few highlights of the 1HFY19 financial results and business developments.

## KEY HIGHLIGHTS OF 1HFY19 RESULTS & RECENT DEVELOPEMENTS

- **1HFY19- Revenue Growth:** Total Revenues for the 6 months ending 30th Sept.2018 were Rs.73.26 crores, up 46% YoY vs Rs.50.09 crores reported in corresponding previous 1HFY18. The strong growth was driven by the new client additions along with expansion in business from existing customers. Our business on D2H segment continues to lead the pack in the first half and we see a growth in the BFSI and E-commerce Segment.
- **EBIDTA:** For 1HFY19 at Rs.14.05 crores was up 55 % YoY. EBIDTA margins at 19.18% has improved by 118bsp over the corresponding previous period. We have been able to improve margins by increasing efficiency and improved seat occupancy across location. **PAT (Profit after Tax):** in 1HFY19 at Rs.4.21crores, is up 42 % YoY vs Rs.2.97 crores in 1HFY18.
- **NEW CLIENT ADDITION :** During the 1HFY19 we have added 5 new clients :  
**SBI CARD:** A Joint Venture of State Bank of India and GE Capital, Incorporated as SBI Cards and Payment services Private Limited. With over 6 million credit card customers, SBI Cards is the second largest credit card issuer in the country. 1Point1 has partnered SBI Cards to manage its Collections portfolio. We have been able to add value to the collection management Process and improve performance through our Dialer strategy which optimises their receivables and improve customer experience while recovering the outstanding dues.

**SMALL BUSINESS FINCREDIT INDIA PVT. LTD (SBFC):** SBFC did a Slump Sale buyout of retail business of Karvy Financial Services in Sept. 2017. With this consolidation of the retail portfolio, SBFC was able to add to Management capability and portfolio in the Small Business FinCredit story. For SBFC we do lead generation campaigns bringing in business through intelligent screening to grow the loan portfolio while improving ROI.

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**SWIGGY:** 1 Point 1 provides Swiggy data analysis services and strategy to enable them to retain staff / delivery boys. We have recently started our engagement and we believe we would be able to add more value.

**VOGO:** India's First Automated Scooter Rental Startup, 1 Point 1 partners with them by providing with qualified team for their onsite services.

**OLA:** OLA is one of the world's largest ride-sharing companies. OLA integrates city transportation for customers and driver-partners onto a mobile technology platform ensuring convenient, transparent, and quick service fulfilment. OLA has partnered with 1 Point 1 solutions to help them work on their OLA money wallet. Customers who have been given credit for their rides and have failed to make the payments on time, are then contacted and reminded for their outstanding dues. OLA is working out with 1 Point 1 solutions to devise various strategies to retain their market share and yet recover the outstanding dues.

## Financial performance (Rs. Crores)

Particulars (Period ending March)	1HFY19 6 Mths 30 <sup>th</sup> Sept.18	1HFY18 6 Mths 30 <sup>th</sup> Sept.17	Y-O-Y Gr. %	FY 18 12Mts 31 <sup>st</sup> Mar.18	FY 17 12Mts 31 <sup>st</sup> Mar.17	Y-O-Y Gr. %
Total Revenue	73.26	50.09	46%	121.14	95.84	26%
EBIDTA	14.05	9.04	55%	24.23	16.16	50%
EBIDTA Margins %	19%	18%	14%	20%	17%	19%
Interest	0.11	1.10	-90%	2.64	2.33	13%
Depreciation	8.13	4.70	73%	9.89	3.74	164%
PBT	5.81	3.24	79%	11.7	10.09	16%
Tax	1.60	0.27	493%	2.26	3.54	-36%
PAT	4.21	2.97	42%	9.44	6.55	44%
PAT Margins %	6%	6%	7%	8%	7%	14%
* EPS (Rs.)	2.52	2.97		7.97	6.88	

\* The EPS figures are not comparable due to allotment of 66,24,000 no. of equity shares by way of Initial Public Offer on 21<sup>st</sup> December 2017.



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Mr Akshay Chhabra, CMD commenting on the performance said

"The first half of the year has shown continued revenue and profit growth. Our 'client-first' approach and pioneering solutions are helping businesses stay ahead of the curve. We will continue to design innovative solutions using leading-edge technology to create long-term value to meet the diverse needs of our clients.

Our robust performance was driven by strong consolidated growth in D2H and expansion in the BFSI vertical. We have seen increase in our sales funnel across Retail and E-commerces segments and foresee a good prospects for the second half of the year. We have focussed on improving the occupancy of our delivery centers and not added any new center in the first half of the year. The Financial vertical will continue to grow in the second half as that is growth phase of the industry and coupled with our new prospects we see consistent growth in the second half of the year as well.

1 Point 1 is strengthening its communication channels across the board to create a more connected organization with focus on internal and external stakeholders, employees and partners. I thank the entire team of for their constant efforts, sincerity and enthusiasm. Also, I would like to thank our valued Shareholders, who have reposed faith in our Company and supported us along with their critical inputs."

For more details please visit: [www.1point1.in](http://www.1point1.in)

For any Investor Relations query, please contact:

Mr.Pritesh Sonawane, Company Secretary, Email Contact: [Investors@1point.in](mailto:Investors@1point.in)

Gayatri Haldavnekar, Investor Relations (m) 9082848380 / 022-62642222

**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.



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