

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

Date 12th November 2024

SECURITY CODE: ONEPOINT

Sub: Press Release on financial statements of the Company for the quarter ended 30 September 2024.

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 enclosed herewith Press Release on un-audited Financial Statements of the Company for the quarter ended 30 September 2024.

This is for your information and records.

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



Pritesh Sonawane
Company Secretary and Compliance officer
Encl: As above

ONE POINT ONE SOLUTIONS LIMITED

(Formerly known as One Point One Solutions Private 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 **E:** pritesh.sonawane@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

Quarterly Earnings Release | Q2 FY25

One Point One Solutions reports robust financial performance in Q2 FY25

Mumbai, November 12, 2024: One Point One Solutions, a leader in next-generation Business Process Management (BPM) services, has announced its financial results for the second quarter ending September 30, 2024, demonstrating robust performance across key financial indicators.

Financial Performance

Consolidated for Q2 FY25

(₹ in cr)						
Q2 FY25	Revenue	EBITDA	EBITDA Margin	PAT	PAT Margin	EPS
	₹ 62.48 cr	₹ 18.57 cr	29.71%	8.38 cr	13.42%	₹ 0.38

Financial Highlights:

(₹ in cr)						
Performance indicators	Q2 FY25	Q2 FY24	YoY (%)	H1FY25	H1FY24	YoY (%)
Revenue	62.48	39.88	56.68 ↑	123.63	75.61	63.51 ↑
EBITDA	18.57	14.83	25.22 ↑	36.40	26.15	39.20 ↑
PAT	8.38	5.93	41.32 ↑	15.99	8.75	82.74 ↑

- Revenue: Grew to ₹62.48 crore in Q2 FY25 from ₹39.88 crore in Q2 FY24, marking a substantial 56.68% year-on-year increase.
- EBITDA: Increased 25.22% from ₹14.83 crore in Q2 FY24 to ₹18.57 crore in Q2 FY25
- PAT: Rose to ₹8.38 crore in Q2 FY25 up from ₹5.93 crore in Q2 FY24, reflecting a 41.32% year-on-year growth

Business Highlights:

- Signed a non-binding term sheet to purchase 100% stake in a BPO firm in Latin America
- Secured a strategic client win with a pioneering medical device company based in Tampa, Florida, USA
- Secured a major contract with a leading publicly listed Swedish company with operations spanning Sweden, India, and the United States. This contract will include three major development projects in the overseas market
- One Point One Solutions Limited (OPOSL) subsidiary, ITCube Solutions won a prominent global client specialising in combatting brand threats through cutting-edge AI-driven tools

Quarterly Earnings Release | Q2 FY25

Management Comment:

Commenting on the results, Mr. Akshay Chhabra, Managing Director said, “Our Q2 numbers have been robust with positive performance marked by an increase in our revenue by 56.68 percent and 41.32 percent in PAT as compared to Q2-FY24. This is mainly attributed to our successful new client wins in Europe and US spanning multiple industry verticals. In the financial year 2025-26, we anticipate operationalizing around 750 additional seats, which will contribute to our revenue growth of approximately 25%. We are also actively exploring opportunities with AI-focused companies to accelerate our digital transformation journey and enhance operational margins in the coming quarters. In alignment with our ongoing growth strategy, the received amount of Rs 220 crores will be deployed towards our growth & acquisitions that strengthen our global footprint.”

Mr. **Chhabra** added, “In line with our international strategy, we have incorporated a 100% own subsidiary in the U.K which will add as our global acquisition vehicle, positioning us for seamless entry into the European market. We are also focusing on the South American market whereby our team is currently in active discussions with various companies for acquisitions including Colombia, Mexico, and Costa Rica. We have also on-boarded seasoned industry experts bringing in extensive global experience in driving growth across key markets, particularly in Europe and North America. Moving forward our focus remains on delivering exceptional value to our clients worldwide, leveraging both organic growth and strategic investments to drive our global vision forward.

The Financial results for the quarter ended September 30, 2024 are available in the Investor Relations section of our website www.lpointl.com

About One Point One Solutions Ltd.

One Point One Solutions Ltd is a full-stack solutions provider across BPO, KPO, IT Services, Technology & Transformation and Analytics. Over the last two decades, the company has established its expertise in offering comprehensive solutions across technology, accounting, skill development and analysis to clients in a wide variety of sectors. Following the recent acquisition of- ITCube Solutions Pvt Limited, One Point One Solutions has consolidated its solutions in the IT, BPM and KPO domains. The company now has centres in Pune and Cincinnati, Ohio apart from its existing ones in Navi Mumbai, Gurgaon, Chennai, Bangalore, Indore and Pune. One Point One USA Inc, the organization’s wholly-owned subsidiary in Delaware in the United States marks its international foray while in the acquisition of ITCube Solutions has already strengthened its presence in England, Netherlands, Germany, Kuwait Oman m UAE, Qatar, India, Singapore and Australia, apart from the USA.

Led by Founder-Chairman Akshay Chhabra, the company serves a broad spectrum of industries including Banking and Finance, Retail and E-commerce, Consumer Durables & FMCG, Travel & Hospitality, and Insurance & Healthcare. A 5600+ strong team focused on providing efficient services caters to the company’s growing clientele.

The company’s services include Organisations, Customer Services, Sales, Collections, Construction Bid Management, Medical Record Retrieval and Summarization, Tech Helpdesk, BackOffice, Accounting, Litigation, Recruitment, Design and Development among others. By leveraging next-gen technologies including GenAI and intelligent automation, the organisation has been able to develop and deploy innovative solutions that have delivered considerable value to the company’s 50+ clients.

Contact details:

One Point One Solutions	Investor & Media	
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Quarterly Earnings Release | Q2 FY25

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.
