

To,
The Manager
National Stock Exchange of India Ltd
Exchange Plaza, Plot No.C-1, G Block
Bandra Kurla Complex, Bandra (East),
Mumbai - 400 051

Date: 15th May 2024

Security Code: ONEPOINT

Sub: Investor Presentation on audited financial statements for the quarter and year ended 31st March 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 Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on audited financial statements for the quarter and year ended 31st March 2024 for your information and records.

Thanking you,
Yours faithfully,
For One Point One Solutions Limited



Pritesh Sonawane
Company Secretary & Compliance Officer
Place: Mumbai

ONE POINT ONE SOLUTIONS 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.com

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

Results FY24



1POINT1™

May 2024



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Overview & Results

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Acquisition of IT Cube

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Our Journey & Capabilities

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Acquisition Strategy & Way Forward

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Key Management Team

Overview & Results



About us...

EXPERIENCE

12+ Years of Experience in managing BPO, KPO, Analytics, IT, Technology & Transformation for Leading Brands

CUSTOMERS

55+ Customers serviced across multiple verticals such as BFSI, E-Commerce, Consumer Durables, FinTech, Healthcare etc.

PROFESSIONALS

5,600+ Professionals managing noiseless services for the customers, thereby improving client's brand image in the market

DELIVERY CENTERS

6 Delivery Centers in India to manage language and cost requirements of the client; in turn enhancing CX & ROI for client

AUTOMATION

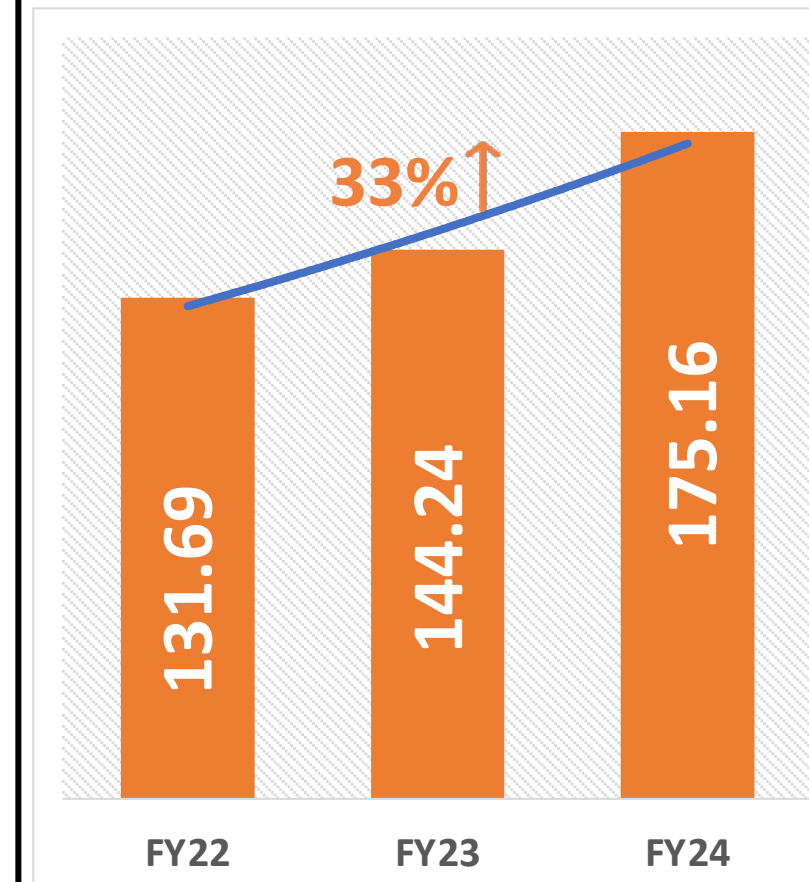
Capabilities across Gen AI, RPA, Intelligent Automation, Voice Analytics, Conversational AI, CCaaS etc.

CERTIFICATION

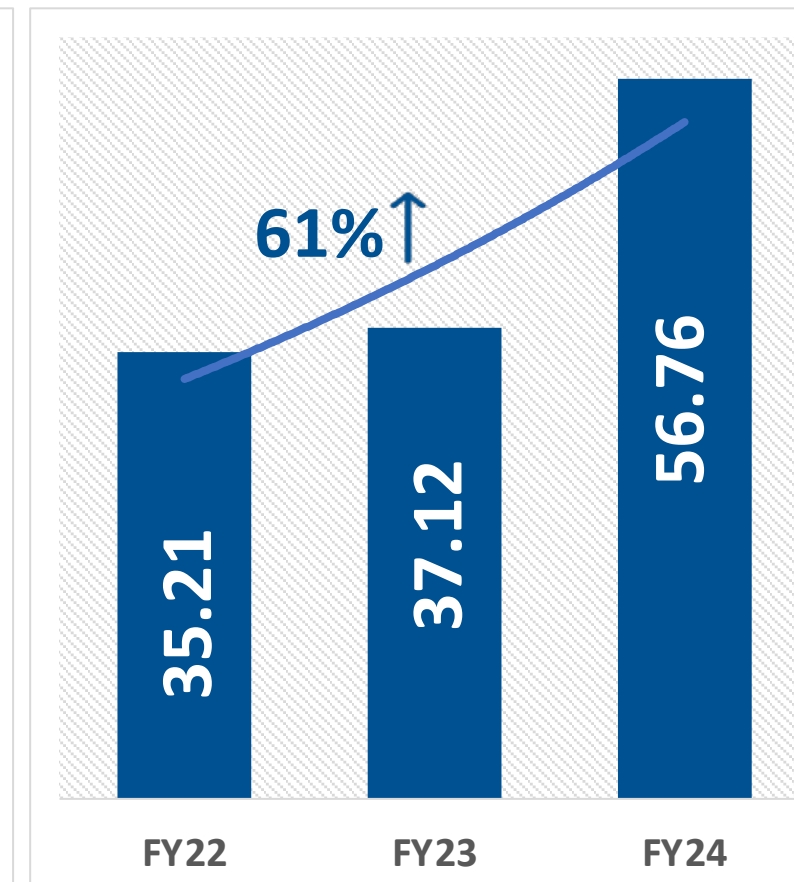


PAT CAGR : 84.50%

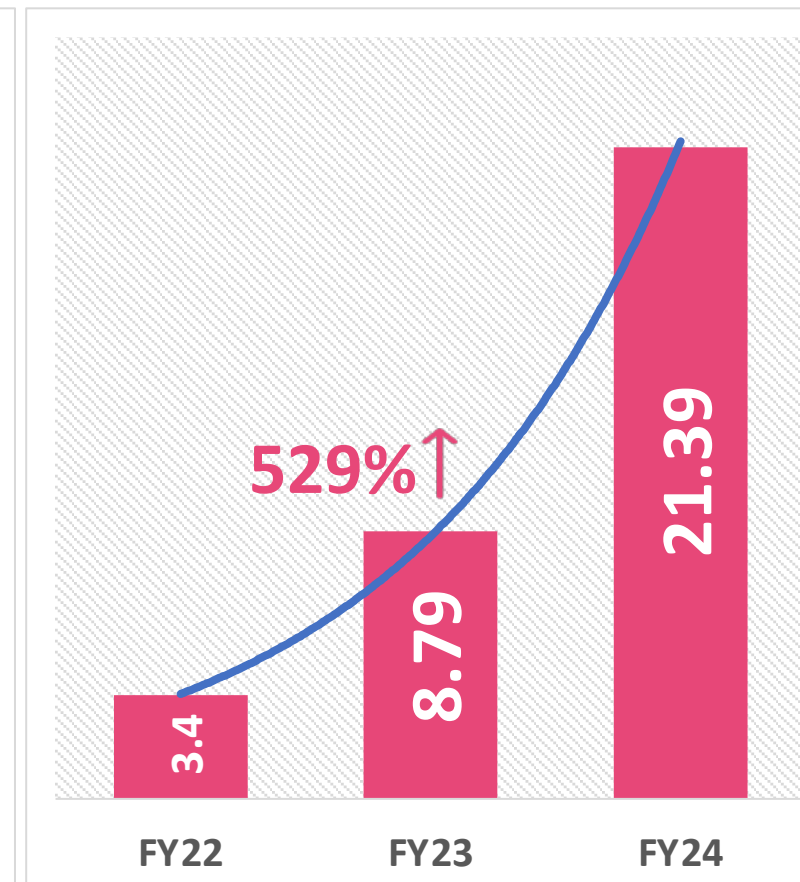
REVENUE (INR CRORES)



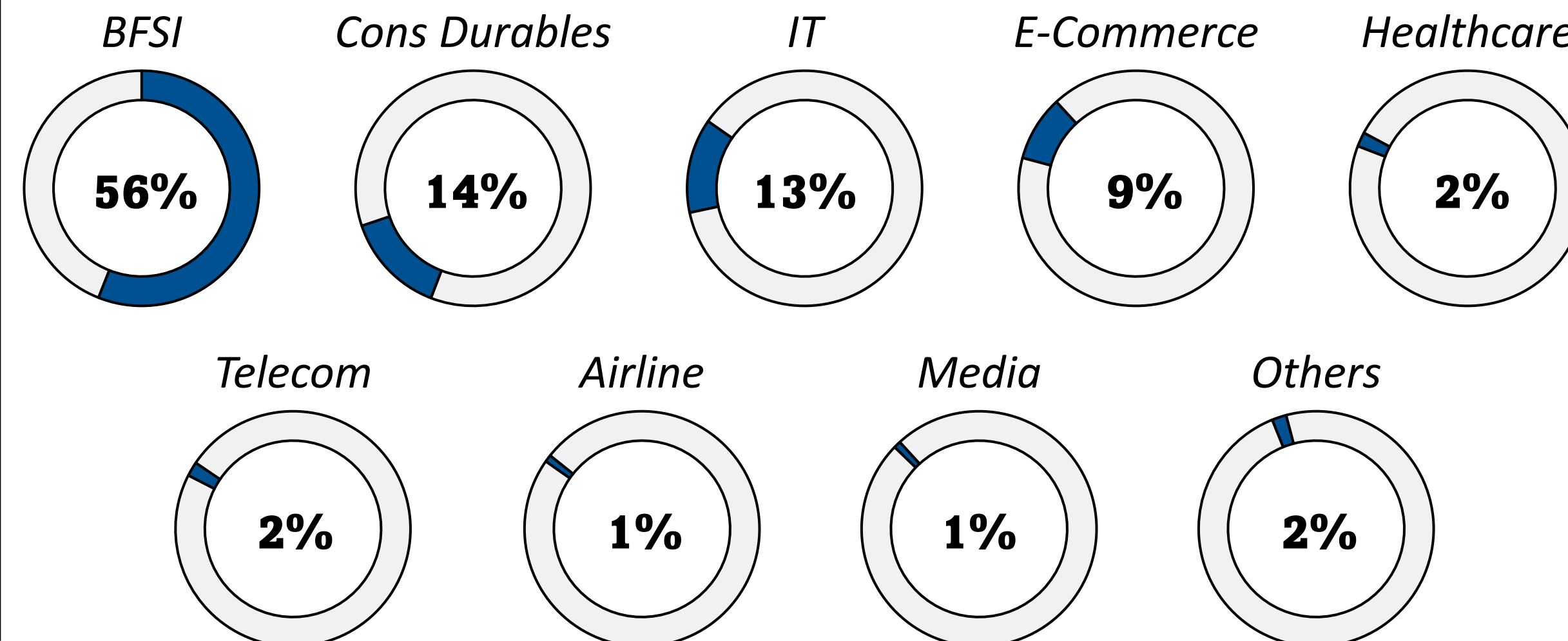
EBITDA (INR CRORES)



PAT (INR CRORES)



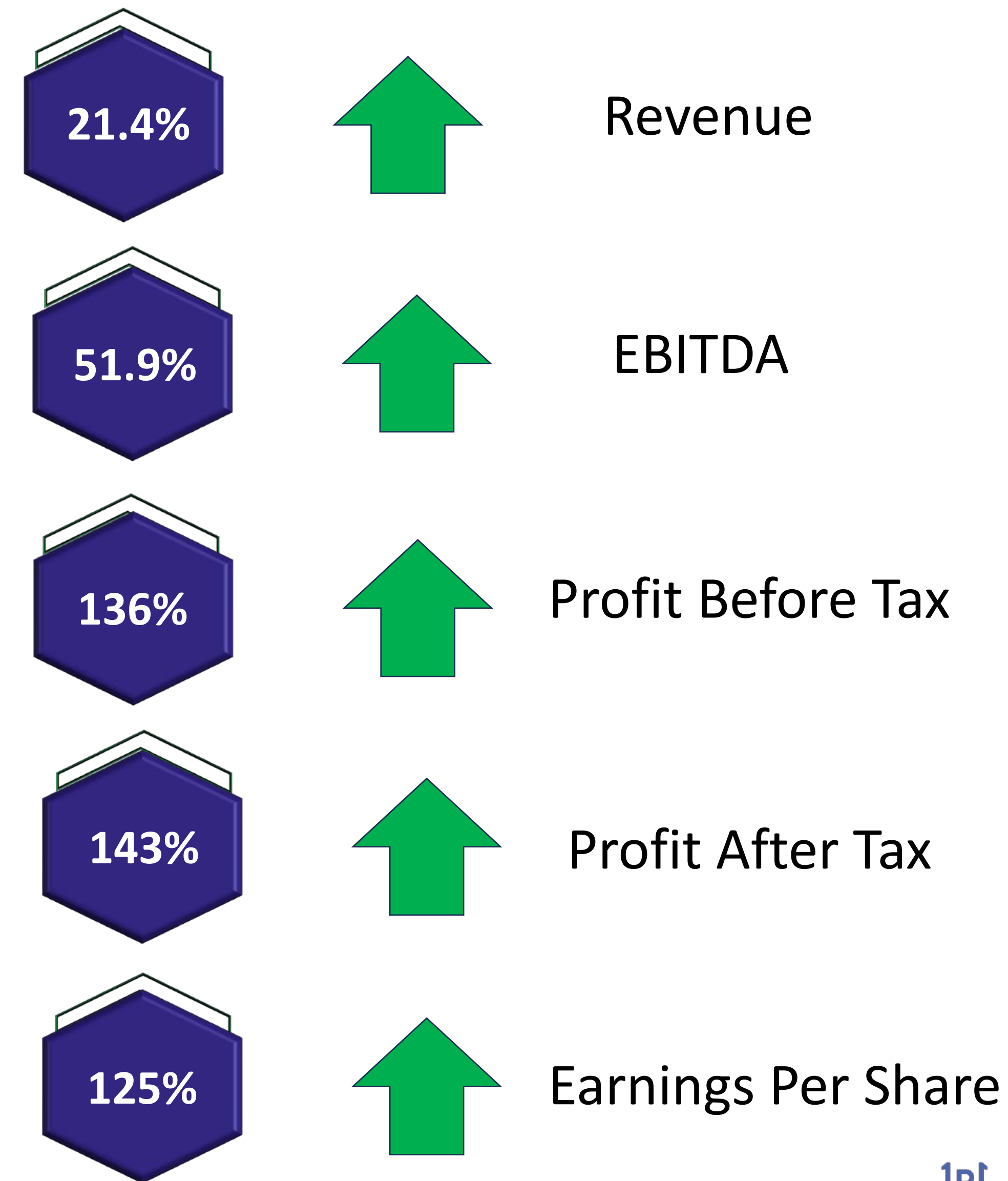
REVENUE SPLIT: INDUSTRY VERTICALS



Result Highlights

| Particulars (INR CR.) | FY'24 | FY'23 |
|-----------------------------------|---------------|---------------|
| Revenue from Operations | 169.76 | 140.25 |
| Other Income | 5.40 | 3.99 |
| Net Income from Operations | 175.16 | 144.24 |
| Total Expenditure | 118.40 | 107.12 |
| EBITDA | 56.76 | 37.12 |
| Depreciation | 21.55 | 19.11 |
| Profit Before Tax | 30.26 | 12.82 |
| Tax | 8.88 | 4.03 |
| Profit After Tax | 21.38 | 8.79 |
| Earnings Per Share (Rs.) | 1.06 | 0.47 |

QUICK HIGHLIGHTS IN COMPARISON TO FY'23



Statement of Audited Financial Results

Figures in INR Lakhs, except per share data

| Particulars | Quarter Ended | | | Year Ended | |
|---|------------------|---------------------|------------------|------------------|------------------|
| | 31st March, 2024 | 31st December, 2023 | 31st March, 2023 | 31st March, 2024 | 31st March, 2023 |
| Continuing Operations | | | | | |
| Income | | | | | |
| Revenue from Operations (Gross) | 5,235.56 | 4,179.78 | 3,567.94 | 16,976.31 | 14,025.47 |
| Other Income | 94.27 | 31.44 | 304.24 | 539.66 | 398.51 |
| Total Income | 5,329.83 | 4,211.22 | 3,872.18 | 17,515.97 | 14,423.98 |
| Expenses | | | | | |
| Employees costs/benefits expenses | 2,673.80 | 2,124.28 | 2,142.23 | 9,017.14 | 8,616.82 |
| Other expenses | 1,103.08 | 578.51 | 563.98 | 2,822.86 | 2,095.64 |
| Earnings before Interest, Tax, Depreciation and Amortization | 1,552.95 | 1,508.42 | 1,165.97 | 5,675.97 | 3,711.52 |
| Depreciation & Amortisation Expenses | 568.98 | 557.90 | 549.58 | 2,155.09 | 1,911.48 |
| Finance Costs | 87.32 | 112.85 | 141.17 | 494.48 | 517.88 |
| Profit before Tax | 896.65 | 837.67 | 475.22 | 3,026.40 | 1,282.16 |
| Tax expense | | | | | |
| (1) Current tax | 106.23 | 36.24 | 43.37 | 142.48 | 43.37 |
| (2) Deferred tax | 124.62 | 204.47 | 136.58 | 745.77 | 359.83 |
| Total Tax expense | 230.85 | 240.71 | 179.95 | 888.25 | 403.20 |
| Profit for the period | 665.80 | 596.96 | 295.27 | 2,138.15 | 878.96 |
| Other comprehensive income | | | | | |
| (A) Items that will not to be reclassified to profit or loss in subsequent periods: | | | | | |
| (a)(i) Re-measurement gains/ (losses) on defined benefit plans | (2.37) | (0.93) | (7.24) | (16.41) | (31.65) |
| (ii) Income tax relating to above | 0.22 | 0.26 | 2.02 | 4.13 | 8.81 |
| (b)(i) Net fair value gain/(loss) on investments in equity through OCI | | | | | |
| (B) Items that will be reclassified to profit or loss in subsequent periods: | | | | | |
| (a)(i) Exchange differences on translation of foreign operations | 3.70 | | | 1.35 | |
| (ii) Income tax relating to above | -0.99 | | | (0.34) | |
| Total other comprehensive income ('OCI') | 0.56 | (0.67) | (5.22) | (11.27) | (22.84) |
| Total comprehensive income for the year (comprising profit and OCI for the year) | 666.36 | 596.29 | 290.05 | 2,126.88 | 856.12 |
| Paid up equity share capital | 4,271.77 | 4,227.77 | 3,761.19 | 4,271.77 | 3,761.19 |
| (Face value of Rs. 2 each, fully paid up)* | | | | | |
| Earnings per share: (in Rs.) | | | | | |
| (1) Basic | 0.31 | 0.30 | 0.16 | 1.06 | 0.47 |
| (2) Diluted | 0.31 | 0.30 | 0.16 | 1.06 | 0.47 |

Consolidated Balance Sheet as of 31st Mar'24

Figures in INR Lakhs, except as otherwise stated

| Particulars | March 31,2024 | March 31,2023 |
|-----------------------------------|------------------|------------------|
| ASSETS | | |
| Non-Current Assets | | |
| (i) Property, Plant And Equipment | 3,118.50 | 1,776.16 |
| (ii) Right To Use | 2,754.80 | 3,932.16 |
| (iii) Goodwill on Consolidation | 3,524.40 | 14.33 |
| (iv) Intangible Assets | 3,233.66 | 1,141.28 |
| (v) Capital Work In Progress | | |
| (vi) Investment Property | | |
| (vii) Financial Assets | | |
| - Investments | 0.50 | 0.25 |
| - Other Financial Assets | 888.95 | 761.96 |
| (viii) Other Non-Current Assets | | - |
| (ix) Deferred Tax Assets | 53.56 | 731.17 |
| Current Assets | | |
| (i) Inventories | | - |
| (ii) Financial Assets | | |
| - Trade Receivables | 6,917.30 | 3,882.13 |
| - Cash And Cash Equivalents | 844.54 | 35.68 |
| - Bank Balances Other Than Above | 965.82 | 210.46 |
| - Other Financial Assets | 209.77 | 29.81 |
| (iii) Other Current Assets | 2,786.86 | 1,085.44 |
| TOTAL ASSETS | 25,298.66 | 13,600.83 |

| Particulars | March 31, 2024 | March 31,2023 |
|--|------------------|------------------|
| EQUITY AND LIABILITIES | | |
| EQUITY | | |
| (i) Equity Share Capital | 4,271.76 | 3,761.19 |
| (ii) Other Equity | 9,693.63 | 1,758.72 |
| LIABILITIES | | |
| Non-Current Liabilities | | |
| (i) Financial Liabilities | | |
| - Borrowings | 799.54 | 70.71 |
| - Lease Liability | 2,183.94 | 2,825.42 |
| - Other Financial Liabilities | 1,677.95 | 72.34 |
| (ii) Provisions | 228.64 | 86.28 |
| (iii) Other Non-Current Liabilities | 248.56 | 8.19 |
| (iv) Deferred Tax Liabilities | - | - |
| Current Liabilities | | |
| (i) Financial Liabilities | | |
| - Borrowings | 1,961.15 | 1,750.86 |
| - Lease Liability | 861.69 | 1,212.10 |
| - Trade Payables | | |
| (A) Total Outstanding Dues Of Micro Enterprises And Small Enterprises | 92.92 | 76.05 |
| (B) Total Outstanding Dues Of Creditors Other Than Micro Enterprises And Small Enterprises | 308.25 | 362.23 |
| - Other Current Financial Liabilities | 988.31 | 752.53 |
| (ii) Other Current Liabilities | 1,814.89 | 809.94 |
| (iii) Provisions | 167.43 | 54.27 |
| TOTAL EQUITY AND LIABILITIES | 25,298.66 | 13,600.83 |

ACQUISITION OF ITCUBE SOLUTIONS



About ITCube Solutions



600+
Employees



30+
Clients



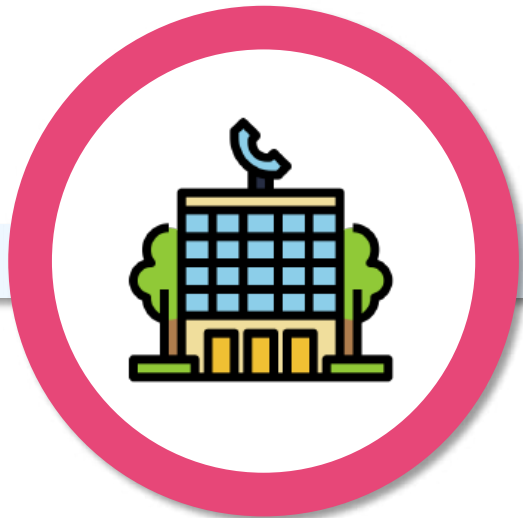
\$5.96 Mn
Revenue



Profitable
Company



6X
*BPM Revenues**



Pune
Headquartered

INDUSTRIES SERVICED



Financial Services



Legal Services



Healthcare Services



B2B Solutions



Retail



Automotive



Real Estate



*Consumer Goods &
Durables*



Telecommunication

SERVICES



*Medical Record
Summary Services*



*Virtual Medical
Scribe Services*



*Back Office
Services*



*Data Sorting, Indexing &
Book-Marking Services*



*Inbound & Outbound
Calling Services*



*Customer Care
Services*



*Call Scoring, Auditing &
Analytical Services*



*Lead & Demand
Generation Services*

* - Grown in last 15 years

Key Clients

COMPEX

Tomorrow's Solutions TODAY



★ Reference Proforma Consolidated Results

| Particulars (INR CR.) | One Point One Solutions | ITCube Solutions | Total (One Point One + ITCube) |
|-----------------------------------|-------------------------|------------------|--------------------------------|
| Revenue from Operations | 161.56 | 52.60 | 214.16 |
| Other Income | 5.00 | 1.30 | 6.30 |
| Net Income from Operations | 166.56 | 53.90 | 220.46 |
| Total Expenditure | 111.12 | 43.09 | 154.21 |
| EBITDA | 55.54 | 10.81 | 66.35 |
| Depreciation | 21.45 | 1.39 | 22.84 |
| Profit Before Tax | 29.04 | 9.42 | 38.46 |
| Tax | 8.85 | 2.23 | 11.08 |
| Profit After Tax | 20.19 | 7.19 | 27.28 |

★ Please note

- Acquisition of ITCube Solutions Pvt. Ltd was completed on 22nd Feb'24
- Published actual Results only shows consolidation from 22nd Feb'22 till 31st Mar'22
- The above result mimic's the full year consolidation for reference

OUR JOURNEY + CAPABILITIES



Our Journey

INCORPORATION

1Point1 was originally incorporated as **DSA Learning Systems Private Limited** as a Private Ltd. Company in Mumbai, Maharashtra

2008

ON THE GROWTH PATH

- Listed on **NSE Platform**
- Navbharat SME **Business Excellence Awards**
- Mumbai capacity to **1350 seats**

2014-16

2017-18

2018-19

NEW GROWTH DRIVERS

- **I.T. services** vertical
- **Omni channel** solutions
- **Seat capacity** - Mumbai: 2000
Bengaluru: 1300 Chennai: 450

2020-21

US ENTRY + ACQUISITION

- **US Entity** registered in Delaware
- **Formed Sales** Team in US
- Acquisition of **ITCube Solutions** for International expansion

2023-24

2022

AWARDS SEAT ADDITION

Awarded the **Best Partner Collections**, Tata Teleservices.

Seat Capacity: Navi Mumbai: 850, Indore: 250, Bengaluru: 350, Gurgaon: 1300

NEW GROWTH SECTORS

- Company moves to **Main Board of NSE**
- Increased business in **BFSI segment**
- Improved Self realization for **75% of the business**

INT OPS INCUBATION

- Conceptualization of **International Operations**
- **Leadership Team** building to fuel growth
- **Driving Transformation** to ↑ Margins

Offerings in a Nutshell

BUSINESS PROCESS OUTSOURCING

1

Inbound & Outbound Calling, Chat & Email Support, Sales, Originations, Customer Service, Collections, Technical Helpdesk, Call Quality & Analytics, Finance & Accounting

2

KNOWLEDGE PROCESS OUTSOURCING

Medical Record Summary & Review, Record Chronology / Reorganization, Billing Summaries, Record Retrieval Support, Recruitment & Sourcing Support

3

IT SERVICES

L1 Support, Server & Network Management, Security & Desktop Management, Software Development & Products, Data Analytics, Support & Maintenance

4

TECHNOLOGY & TRANSFORMATION

RPA, Intelligent Automation, Gen AI, Dailer, ChatGPT, CRM, Desktop Analytics, Knowledge & Gamified Performance Management System

5

ANALYTICS

Completely domain-independent platform, which extracts valuable insights from different data sources to analyze data and create reports



Client Canvas



AMERICAS

Tomorrow's Solutions TODAY
 a Charles Taylor Company



EUROPE

ASIA PACIFIC



INDIA

Building Next-Gen Customer-Centered Enterprise



OPERATIONAL RIGOR

Employee Performance Enhancement through engaging fun activities, that fosters strong relationships, bring forth a sense of ownership and create positive work culture

GENERATIVE AI & CHAT GPT

Customers are demanding support that effectively balances quick responses with personalization and automation with a human touch

INTELLIGENT AUTOMATION & RPA

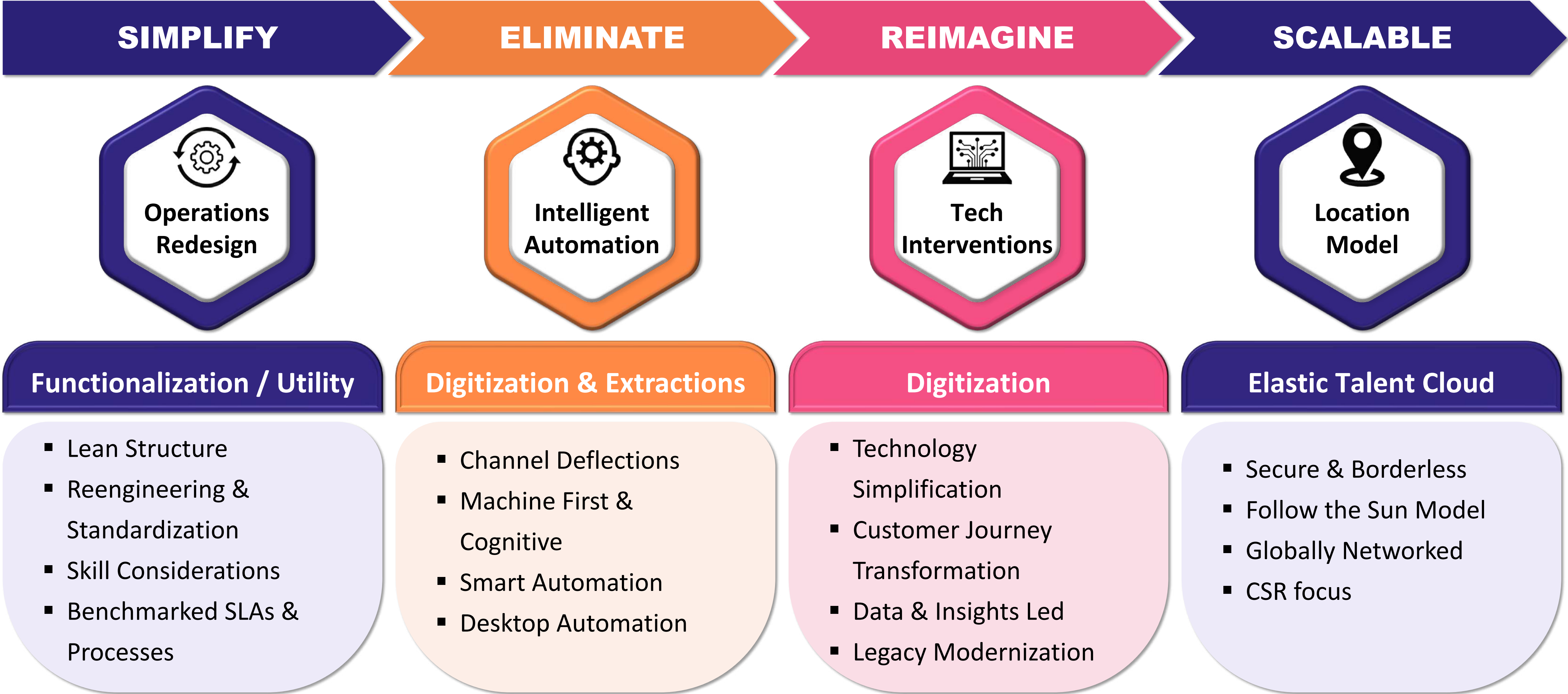
Intelligent Assistance to boost employee productivity, quality, compliance and happiness. Powered by AI.

VOICE ANALYTICS

Generative AI embedded Live Agent Assistance and QA Automation for solving agent and process level efficiencies

4 Key Levers to drive & deliver future of Ops using Transformation

Business Operations Reimagined



WAY FORWARD



Way Forward

GLOBAL NETWORK DELIVERY MODEL (GNDM)

Delivery Centers across India (Offshore), Philippines (Offshore), LATAM (Nearshore), Southeast Asia & Europe (Onshore)



FULL STACK SERVICE PLAYER

Full Service Play across IT Services, BPO, KPO, RPA & Intelligent Automation, Transformation, Generative AI & ML, Analytics



IMPROVE OPERATIONAL EFFICIENCY

*Backward Integration of Technology & Transformation to drive efficiency & improve bottom-line
Create WOW experience for clients deepening our relationships & footprint*



TARGET GLOBAL CLIENTS

Continue expanding our base to focus on large customers with presence in multiple geographies & strong domain experience



Our Global Delivery Footprint By FY'27



1 - INDIA

MUMBAI, GURGAON, BANGALORE,
CHENNAI, PUNE, INDORE

2 - USA

CINCINNATI

3 – PHILIPPINES (FY'25)

PASIG, DAVAO

4 – LATAM (FY'25)

CALI, BOGOTA, BUCARAMANGA,
PEREIRA

5 – MALAYSIA (FY'26)

KUALA LUMPUR

6 – EUROPE (FY'26)

KEY MANAGEMENT TEAM

+ AWARDS



Key Management Team



AKSHAY CHHABRA

Founder & Managing Director



AKASHANAND KARNIK

Chief Operating Officer



SAMIT CHAKRAVARTHY

Chief Technology Officer



SUNIL KUMAR JHA

Chief Financial Officer



ASHWINI KUMAR RAO

Chief Human Resource Officer



RAJIV DESAI

Global Head



SRIDEVI CP

Quality & Process Excellence Head



SOURABH SAXENA

India Delivery Head



JOHN F KENNEDY

Vice President Sales - USA



UDAY INAMDAR

*Chief Executive Officer
ITCube Solutions*



JESHTAL SHETH

*Sales & Solutions Head
ITCube Solutions*



ABDULLAH PARKAR

*IT Delivery Head
ITCube Solutions*

Awards



Prestigious Rising Brands of India - 2023



Technology Innovators of the Year



Corporate Excellence Award



Infosec Award for Most Promising Category



Young Strategic Leader in Training and L&D

Disclaimer

This presentation may contain certain forward-looking statements relating to One Point One Solutions Limited (hereinafter referred to as “One Point One” or “1Point1” or “Company”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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