1POINT™ BUSINESS PROCESS PARTNERS

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: 27 May 2025

Security Code: ONEPOINT

Sub: One Point One Solutions Limited - Investor Presentation

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 for your information and records.

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

PRITESH SANJAY SONAWANE
Digitally signed by PRITESH SANJAY SONAWANE
Date: 2025.05.27 18:31:20 +05'30'

One Point One Solutions Ltd. Navi Mumbai

Pritesh Sonawane
Company Secretary & Compliance Officer
Place: Mumbai
ACS 34943

ONE POINT ONE SOLUTIONS

INVESTOR PRESENTATION

May 2025

01 CORPORATE OVERVIEW

About Us

16
Years of Experience

$170M
Market Capitalization

Certified

55+
Marque Logos

9
Global Delivery Offices

Client Split

40%
India

30%
America

20%
APAC

10%
Europe

5600+
Experienced Professionals

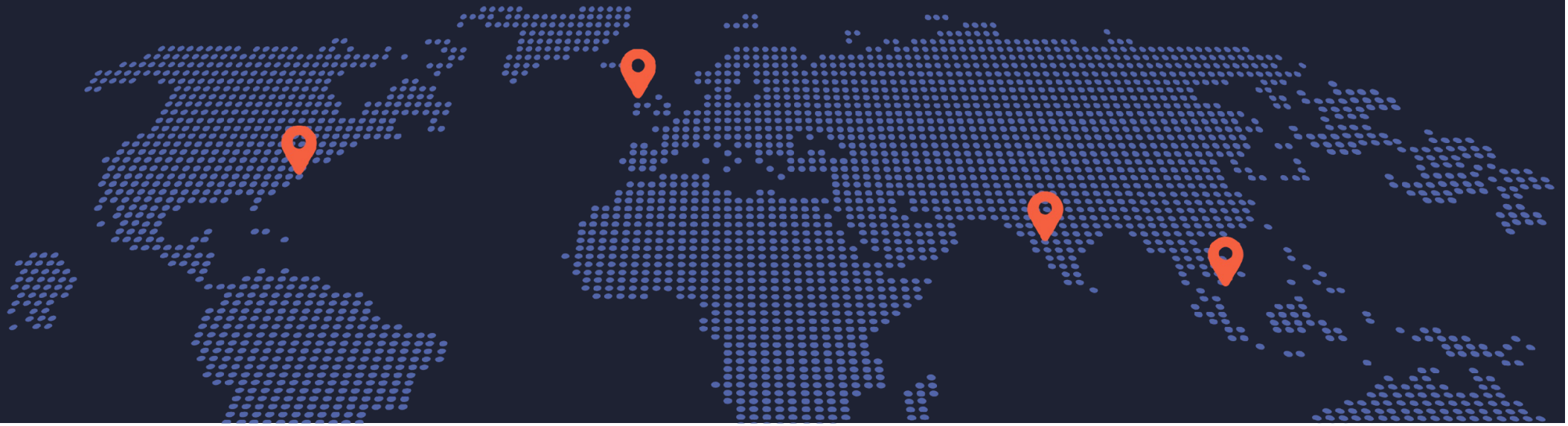
Tools
eVSM, CRM, KMS, PMS & More...

Our Global Presence

India USA Singapore UK

Clients Across Industry Verticals

29% E-commerce	19% BFSI	12% FinTech	10% Consumer Durables	
10% Healthcare	9% Manufacturing	5% Legal	3% Construction	2% Energy & Utility



Our Service Offerings



Business Process Outsourcing

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



Knowledge Process Outsourcing

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



IT Services

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



Technology & Transformation

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



Analytics

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

02

FINANCIAL PERFORMANCE REVIEW FY'25

Our Financials

QUARTERLY FINANCIALS

QUARTER ENDED – 31st MARCH 2024

- REVENUE ₹ 53.30 CRORES
- EBITDA ₹ 15.53 CRORES
- PROFIT ₹ 6.66 CRORES

QUARTER ENDED – 31st MARCH 2025

- REVENUE ₹ 73.62 CRORES
- EBITDA ₹ 18.84 CRORES
- PROFIT ₹ 8.74 CRORES

OUR ACHIEVEMENT

NEW LOGO'S ADDED

DREAM11, SAMSUNG, Razorpay, experian, AXIS BANK, RED POINTS, InCred finance, TATA, TATA POWER, TATA DIGITAL, EMSI, SBI Life, croma, IHCL, TATA CLiQ, Roca

NEW OFFERINGS

- *Gen AI Integration*
- *Technology & Transformation*
- *IT Services*

ANNUAL FINANCIALS

YEAR ENDED – 31st MARCH 2024

- REVENUE ₹ 175.16 CRORES
- EBITDA ₹ 56.76 CRORES
- PROFIT ₹ 21.38 CRORES

YEAR ENDED – 31st MARCH 2025

- REVENUE ₹ 270.17 CRORES
- EBITDA ₹ 75.75 CRORES
- PROFIT ₹ 33.16 CRORES

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Annual Performance FY25 vs FY24



TOTAL INCOME

- FY25: ₹ 270.17 Cr
- FY24: ₹ 175.16 Cr
- YoY Growth: 54.24%

EBIDTA

- FY25: ₹ 75.75 Cr
- FY24: ₹ 56.76 Cr
- YoY Growth: 33.46%

PAT

- FY25: ₹ 33.16 Cr
- FY24: ₹ 21.38 Cr
- YoY Growth: 55.07%

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Key Financial Takeaways

Consistent Growth

All quarters showed positive growth across all metrics. Q4 PAT grew 3.59% sequentially.

Strong Annual Performance

54.24% YoY growth in Total Income.

55.07% YoY growth in PAT.

Operational Excellence

EBITDA grew 33.46% YoY, demonstrating improved operational efficiency.



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03

FROM SERVICE ARBITRAGE TO AI-POWERED AUTONOMY: OUR DEEP TECH TRANSFORMATION

CAPITALIZING ON THE NEXT WAVE OF ENTERPRISE EVOLUTION

The Shifting Sands Of The Industry

KEY TRENDS IN THE MARKET

LEGACY MODEL: BPO/KPO

- *Commoditized services, labor-intensive, cost-focused*
- *Limited scalability, vulnerable to automation*

EMERGING TREND: INTELLIGENT AUTOMATION

- *AI-driven efficiency, focus on value creation.*
- *Demand for specialized, high-impact solutions*

DISRUPTIVE FORCE: DEEP TECH AI

- *Autonomous Systems, Self-Generating Code, Predictive Insights*
- *Exponential scalability, Transformative Impact*

COMPREHENSIVE SOLUTIONS, ALL UNDER ONE ROOF

OUR STRATEGIC EVOLUTION

Phase 1 : OUR JOURNEY

- *Established expertise in BFS, Insurance, Healthcare, Fintech, Consumer Durables, Retail, Travel / Transport, Energy and Utilities, Gaming etc.*

PHASE 2 : AGENTIC AI PLATFORM

- *Autonomous AI agents that execute tasks*
- *Drives significant margin improvements.*
- *Market penetration in existing & new accounts*

PHASE 3: DEEP TECH AI PLATFORM

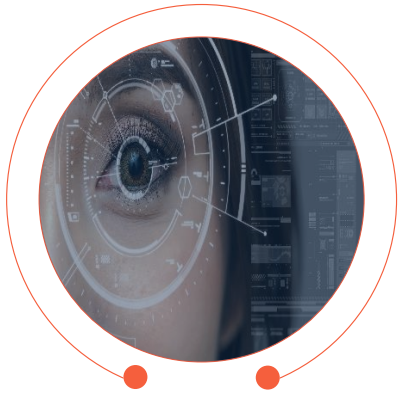
- **No Code AI :** *Empowers businesses to build custom AI solutions without coding*
- **Code Generation:** *Rapid Scaling & Customization*

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04 ACTIVATING OUR FUTURE

Our Expansion Strategy Aligned With Market Trends

IN HOUSE



AGENTIC AI PLATFORM FOR AUTOMATION

SIMPLE TO USE *No Code/Low Code*	**ROBUST** *Security Layer*
MULTI CHANNEL *Support*	**AGENTIC** *AI Capabilities*
READY TO USE *Pre-Built API's*	**HUMAN** *Like Interaction*

ACQUISITION



DEEP TECH COMPANY WITH GLOBAL PRESENCE

~70% *Cost Savings*	**60:40 Split** *Large : S&M Biz*
30+ *IP's & Products Built*	**SIMPLE TO USE** *No Code, No Lock In*
94% BUSINESS *UK & Europe*	**20+** *Inbuilt Features*

ACQUISITION



COSTA RICA HEADQUARTERED COMPANY

800+ *Multi Skilled Agents*	**MOST MODERN** *Contact Center*
03 *Delivery Centers*	**20+** *Customers*
10,00,000+ *Calls Per Month*	**AVAYA** *Platinum Partner*

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Agentic AI Platform – Features & Unique Proposition

KEY FEATURES



NO CODE / LOW CODE PLATFORM



MULTI CHANNEL SUPPORT



READY TO USE API's



ROBUST SECURITY LAYER



INDUSTRY – SPECIFIC SPECIALIZATION



AGENTIC AI CAPABILITIES

UNIQUE PROPOSITION

FEATURES	STANDARD AI BOTS	AGENTIC AI
AUTONOMY	*Reactive; respond to specific user inputs based on pre-defined rules or scripts*	*Proactive and Autonomous; can take initiative & make decisions*
CONTEXTUAL UNDERSTANDING	*Limited Awareness; May struggle with complex or nuanced conversations*	*Deep understanding; can maintain context over long conversations*
DECISION MAKING	*Rule-based or limited to preprogrammed logic*	*Advanced decision-making capabilities; can evaluate options, weigh trade-offs*
TASK EXECUTION	*Perform simple, pre-defined tasks*	*Execute complex, multi-step tasks; can plan, coordinate, and execute actions*
LEARNING & ADAPTATION	*Limited or no learning capabilities; performance is static*	*Continuous learning and adaptation; improve performance over time*
PERSONALIZATION	*Generic or limited personalization based on basic user data*	*Highly personalized interactions; can tailor responses and actions*

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Deep Tech Company - Unique Proposition

WHAT WE DO

Generates the entire app source code [Java backend and React JS frontend]

Accelerate development & deployment to cloud or on-prem

Speed up innovation. Build & release at the speed of light

Source code conforms to Cornell's Computer Science standards

Multi-tenant, Multi-cloud, Multi-language

INNOVATE BUILD REPEAT



RESPONSIVE USER INTERFACE



NATIVE MOBILE APP DEVELOPMENT



RICH SCREEN BUILDER



ANY API CONNECT



MULTI DATABASE SUPPORT



MULTI AUTHENTICATION SSO AD



INBUILT LOCATION & DIGITAL INTELLIGENCE



ONLINE-OFFLINE APP CAPABILITY



SMART JOB SCHEDULER & MANY MORE

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Deep Tech Company - Platform Features

WHAT'S COOKING?

Conversation / Bot based input, where in user can type / say what they want to build.

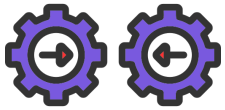
Suggest modules based on app category and subcategory

Assist user in building screens and business logic

Smart prompts to reduce time taken by 90%

Smart AI Assistance to build apps

FEATURES FOR ENGINEERS



ALWAYS BACKWARD COMPATIBLE



BLUE GREEN DEPLOYMENT HANDLED



AUTO VERSIONING OF CODE



AUTO CREATION OF BUILDS



INTELLIGENT CACHING



SCALABILE AND FLEXIBLE CODE



GENERATED CODE PASSES CHECKS



DOWNLOAD SOURCE CODE

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Costa Rica Headquartered Company – Key Highlights

KEY HIGHLIGHTS

Operation commencement in 2003; Leading Company in CC Service Market

AVAYA Platinum Partners & Partner Services Expert for the region

An AAA client portfolio with duly formalized long term business relations

Policy to invest annually in updating its technological platforms and equipment

Company has guaranteed recurrent Income and Profits for the next 4-5 years

SERVICES OFFERED

MULTI CHANNEL

Manage contacts - Email, SMS, Chat, IM & Social Media

OUTBOUND CALLING

Telemarketing, Collections, Surveys, Appointment Booking, Follow ups, Database Updating

INBOUND CALLING

Appointment Booking, Presales, Front Desk, Helpdesk, Telemarketing, Cust. Service

SMS SERVICES

Short Message Service, Custom Messaging, Messaging with Sender, Code Activation

ONLINE CHAT

Qualified Team to Provide the Best Services to the Customers

IVR

Automated Promotions, Appointments, Reviews & Surveys

SOCIAL NETWORK

Forward Contact Center those conversations that are relevant

CONSULTING

Advice for implementing unified communication platforms and contact centers

TECHNOLOGY RENTING

Technology Renting to clients & generating revenue

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05 Future Avatar

Our Future Avatar

OLD AVATAR

- BUSINESS PROCESS MGMT.
- KNOWLEDGE PROCESS MGMT.

BUILDING PORTFOLIO TO SERVE CUSTOMERS BETTER



NEW AVATAR

- BUSINESS PROCESS MGMT.
- KNOWLEDGE PROCESS MGMT.
- ARTIFICIAL INTELLIGENCE
- DEEP TECH / IT SERVICES

DELIVERY FOOTPRINT

- INDIA
- COSTA RICA
- COLOMBIA
- PANAMA

DIFFERENTIATOR

- NIMBLE
- RESILIENT
- DOMAIN DEPTH
- HUMAN CAPITAL
- BESPOKE

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Thank
you.