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 23rd August 2024

**Security Code: ONEPOINT**

**Sub:** Investor Presentation on Q1 of 2024-25

**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: 2024.08.23 09:45:34 +05'30'

One Point One Solutions Ltd. Navi Mumbai

Pritesh Sonawane
Company Secretary & Compliance Officer
Place: Mumbai

# INVESTOR PRESENTATION

1POINT™

# Key Financial Highlights

## Q1 FY25 V/S. Q1 FY24

### REVENUE

71%

Q1 FY'25
₹ 61.15 Cr

₹ 35.73 Cr
Q1 FY'24

### EBIDTA

39%

Q1 FY'25
₹ 17.84 Cr

₹ 12.81 Cr
Q1 FY'24

### PAT

75%

Q1 FY'25
₹ 7.60 Cr

₹ 4.32 Cr
Q1 FY'24

### EPS

27%

Q1 FY'25
₹ 0.28

₹ 0.22
Q1 FY'24

## QUICK HIGHLIGHTS

### REVENUE

**₹ 61.15**
*Q1 FY'25*

**16.79%** ↑ *compared to Q4 FY'24*

**71.12%** ↑ *compared to Q1 FY'24*

### EBIDTA

**₹ 17.84**
*Q1 FY'25*

**14.87%** ↑ *compared to Q4 FY'24*

**39.27%** ↑ *compared to Q1 FY'24*

### PAT

**₹ 7.60**
*Q1 FY'25*

**14.13%** ↑ *compared to Q4 FY'24*

**75.93%** ↑ *compared to Q1 FY'24*

### EPS

**₹ 0.28**
*Q1 FY'25*

**27%** ↑ *compared to Q1 FY'24*

***Note*** *– All figures are in Indian Rupees; Figures are in Crores except EPS*

# Key Business Highlights for the Quarter



### 1. AUTHORISED SHARE CAPITAL

*Increased the authorized share capital from Rs 50 crore to Rs 70 crore and issuance of equity shares & warrants*

### 2. NON-BINDING TERM SHEET

*Signed a non-binding term sheet to purchase 100% stake in BPO firm in Latin America*

### 3. STRATEGIC WIN

*Secured a strategic client win with a pioneering medical device company based in Tampa, Florida, USA*

### 4. NEW CLIENTS

*New clients signed include, one of India's largest integrated power companies and a leading NBFC, dedicated to providing customer centric financial solutions*

### 5. AI DEAL WIN

*One Point One Solutions Limited (OPOSL) subsidiary, ITCube Solutions won a prominent global client specializing in combatting brand threats through cutting-edge AI-driven tools*

# Consolidated Financial Results For Quarter Ended 30th June, 2024

| Particulars | Quarter Ended | | | Year Ended |
|---|---|---|---|---|
| | 30th June, 2024 | 31st March, 2024 | 30th June, 2023 | 31st March, 2024 |
| | Unaudited | Audited | Unaudited | Audited |
| **Continuing Operations** | | | | |
| **Income** | | | | |
| Revenue from Operations (Gross) | 6,114.57 | 5,235.56 | 3,572.91 | 16,976.31 |
| Other Income | 99.10 | 94.27 | 451.44 | 539.66 |
| **Total Income** | **6,213.67** | **5,329.83** | **4,024.35** | **17,515.97** |
| **Expenses** | | | | |
| Employees costs/benefits expenses | 3,528.93 | 2,673.80 | 2,180.24 | 9,017.14 |
| Other expenses | 901.20 | 1,103.08 | 563.35 | 2,822.86 |
| **Earnings before Interest, Tax, Depreciation and Amortization** | **1,783.54** | **1,552.95** | **1,280.76** | **5,675.97** |
| Depreciation & Amortisation Expenses | 662.05 | 568.98 | 522.26 | 2,155.09 |
| Finance Costs | 175.36 | 87.32 | 149.87 | 494.48 |
| **Profit (Loss) before Tax** | **946.13** | **896.65** | **608.63** | **3,026.40** |
| **Tax expense** | | | | |
| (1) Current tax | 225.24 | 106.23 | 0.01 | 142.48 |
| (2) Deferred tax | -39.53 | 124.62 | 176.46 | 745.77 |
| **Total Tax expense** | **185.71** | **230.85** | **176.47** | **888.25** |
| **Profit / (Loss) for the period** | **760.42** | **665.80** | **432.16** | **2,138.15** |
| **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 | (8.86) | (2.37) | (5.74) | (16.41) |
| (ii) Income tax relating to above | 2.23 | 0.22 | 1.60 | 4.13 |
| (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 | 0.88 | 3.70 | | 1.35 |
| (ii) Income tax relating to above | (0.22) | (0.99) | | (0.34) |
| **Total other comprehensive income ('OCI')** | **(5.97)** | **0.56** | **(4.14)** | **(11.27)** |
| **Total comprehensive income for the year (comprising profit and OCI for the year)** | **754.45** | **666.36** | **428.02** | **2,126.88** |
| Paid up equity share capital | | | | |
| (Face value of Rs. 2 each, fully paid up)* | 4,366.87 | 4,271.77 | 3,908.77 | 4,271.77 |
| Earnings per share: (in Rs.) | | | | |
| (1) Basic | 0.36 | 0.31 | 0.22 | 1.06 |
| (2) Diluted | 0.34 | 0.31 | 0.22 | 1.06 |

# Journey in International Expansion

## APPOINTMENT OF GTM Strategic PARTNER

- *Brand Building & Positioning*
- *Marketing*
- *Organic Lead Generation*

## CUSTOMER CONTACT WEEK 2024

***Las Vegas***

- *Visibility in largest outsourcing expo*
- *150+ Unique Client introductions*
- *400+ Connections*

## CUSTOMER CONTACT WEEK 2024

***New Orleans***

- *15 one-on-one meetings*
- *Understanding requirements of Strategic Buyers*
- *Improve Value Proposition*





























# Ongoing M&A Pursuits



## LATAM

**750+**
*EMPLOYEES*

**~20**
*CLIENTS*

**5**
*DELIVERY CENTERS*



## MEXICO

**900+**
*EMPLOYEES*

**10+**
*CLIENTS*

**4**
*DELIVERY CENTERS*



## MALAYSIA

**2,300+**
*EMPLOYEES*

**20+**
*CLIENTS*

**3**
*DELIVERY CENTERS*



## EUROPE

**10,000+**
*EMPLOYEES*

**200+**
*CLIENTS*

**40+**
*DELIVERY CENTERS*



## INDIA

**2,000+**
*EMPLOYEES*

**50+**
*CLIENTS*

**~3**
*DELIVERY CENTERS*

**OUR JOURNEY HAS BEGUN TOWARDS BECOMING A TRULY GLOBAL ENTERPRISE**

# Company Overview



# Company Overview

**12+**
*Years of Experience*

**5,600+**
*Experienced Professionals*

**50+**
*Marquee Logos*

**CERTIFIED**

ISO 9001:2015 | ISO 27001 | SOC 2 TYPE 2 | HIPAA

**CLIENT SPLIT %**

- EUROPE - *10%*
- APAC - *20%*
- AMERICA - *30%*
- INDIA - *40%*

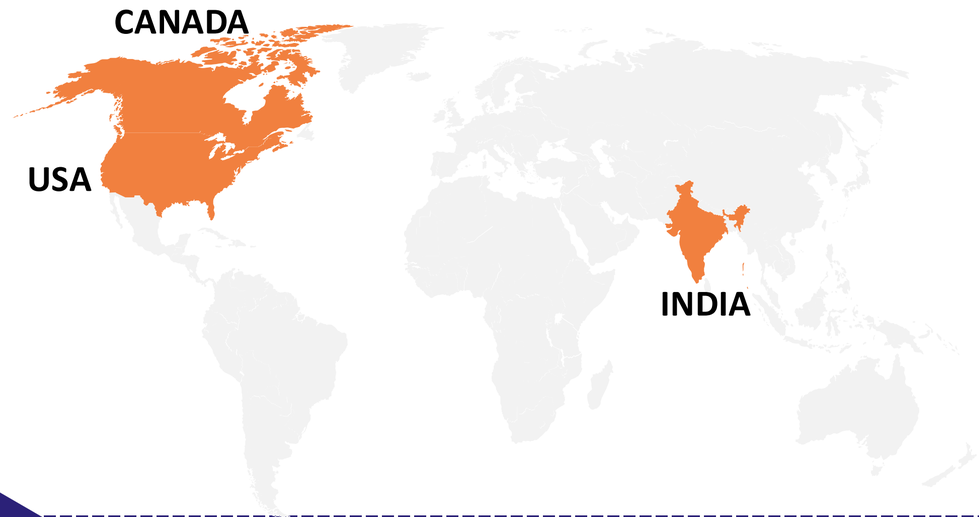
**~ ₹1300 Cr**
*Market Capitalization*

**6**
*Delivery Centers* in India*

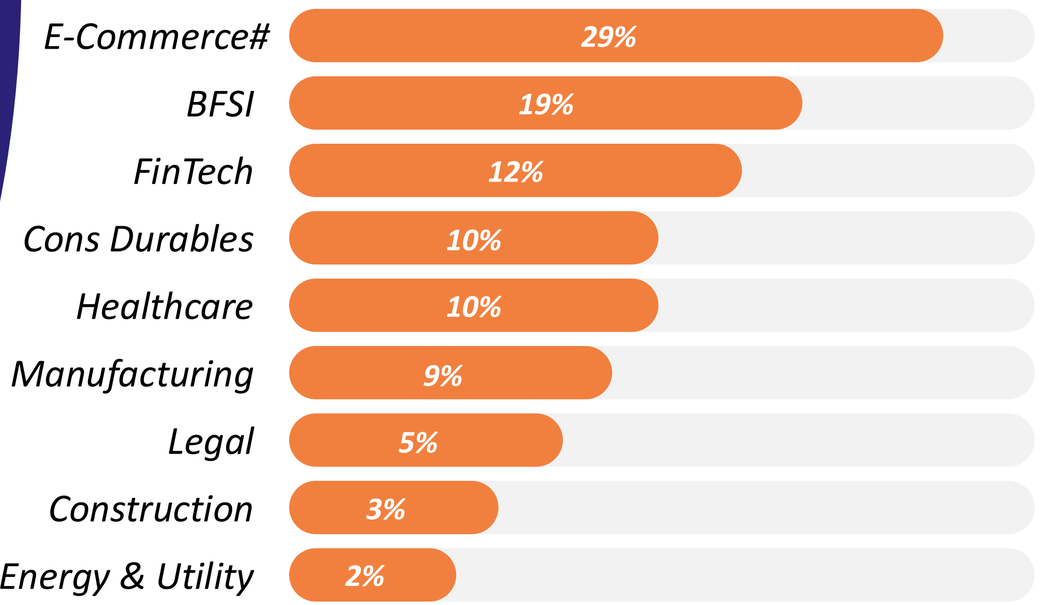
**SEATS**
*5000+ Seats* across India*

**TOOLS**
*eVSM, CRM, KMS, PMS & More…*

## OUR PRESENCE




## CLIENTS ACROSS INDUSTRY VERTICALS




** - Mumbai - ~2000 seats, Bangalore - ~1300 seats, Chennai - ~500 seats, Gurgaon - ~1100 seats, Indore - ~250 seats & Pune - ~250 seats*

***# - Including TTH***

# Our Marquee Clients - India



















































































































# Our Marquee Clients - International



## AMERICAS

COMPEX
Tomorrow's Solutions TODAY

the matrix companies
a Charles Taylor Company

construct connect

HEARTLAND WATER TECHNOLOGY

VICTORIA
BC, CANADA

LTI
Let's Solve

Cincinnati Children's

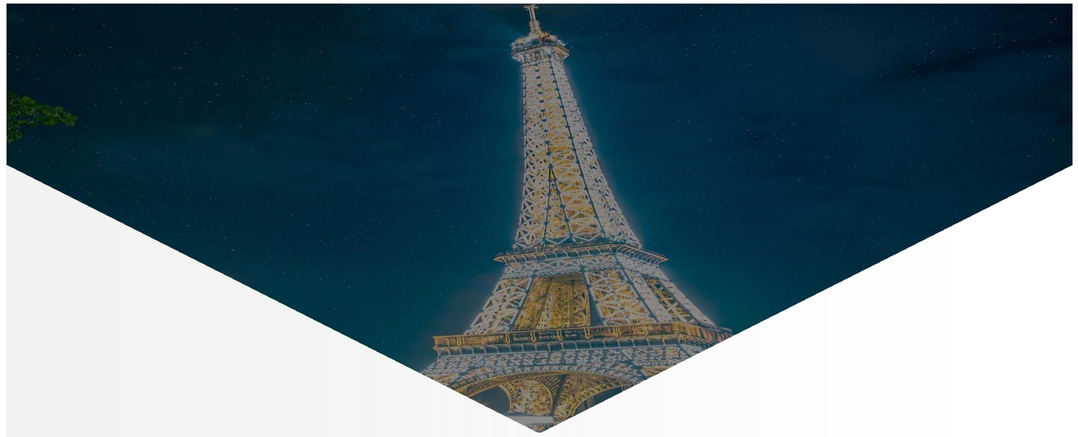
EnSight TECHNOLOGIES

SAINT-GOBAIN

PohlmanUSA

REALPAGE
OUTPERFORM

STEVENSON LUCHIES & LEGH



## EUROPE

zooplus

SANDVIK Coromant

NHS

## ASIA PACIFIC

سدرة للطب
Sidra Medicine

EVANTEK
DRIVING INNOVATION

plexus™

Split-Vision
experience the advantage



# Our Team





# AKSHAY **CHHABRA**

## Chairman & Managing Director

**Akshay Chhabra, Managing Director, One Point One Solutions said,** “We are thrilled to report a record-breaking start to FY25, with exceptional growth in revenue, EBITDA, and PAT. This performance is a testament to our unwavering commitment to delivering value to our clients through cutting-edge BPM solutions and a strategic focus on operational efficiency. The strong momentum from this quarter provides a solid foundation for sustained growth throughout the year.”

**Mr. Chhabra added**, “Our efforts in business transformation, leveraging Generative AI and Robotic Process Automation (RPA), are beginning to yield significant results. We are particularly excited about our first acquisition this year, which strengthens our presence in the North American market. This strategic move will accelerate our growth in the American region and adds new verticals in healthcare, finance & accounting, and IT software development, positioning us as a full-stack player in the industry. We remain confident in our ability to continue driving substantial value for our shareholders while expanding our leadership in the BPM sector."

# 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*



**DEEPIKA SANDHU**
*Chief Business Officer*



**RAJIV DESAI**
*Global Head*



**SOURABH SAXENA**
*India Delivery Head*



**COL. VIJAY SHAD**
*Admin & Compliance Head*



**SRIDEVI CP**
*Quality & Process Excellence Head*



**VIKAS TALIKOTI**
*National Head - Insurance*



**ABHIJEET DUTTA**
*National Head - BFS*

# Core Offerings



# Offerings in a Nutshell



## 1 BUSINESS PROCESS OUTSOURCING

*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, Dialer, 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*

# 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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