

Earnings Release

Affle reports strong performance for Q1 FY2021

Revenue growth of 20.4% (y-o-y) | PAT growth of 42.3% (y-o-y)

August 08, 2020, New Delhi: Affle (India) Limited, a consumer intelligence driven global technology Company, today announced the results for the quarter ended June 30, 2020.

Consolidated Performance Highlights

Q1 FY2021 Highlights (y-o-y):

- Revenue from Operations of Rs. 89.8 crores, an increase of 20.4% y-o-y
- EBITDA at Rs. 22.5 crores, an increase of 20.3% y-o-y
- PAT at Rs. 18.8 crores, an increase of 42.3% y-o-y
- PAT margin expansion by 2.7% y-o-y

Q1 FY2021 Highlights (q-o-q):

- Revenue up by 12.2% q-o-q
- PAT up by 22.8% q-o-q

Affle reported a strong performance for Q1 FY2021 with a consolidated revenue from operations of Rs. 89.8 crores, an increase in revenue by 20.4% y-o-y. EBITDA was at Rs. 22.5 crores, an increase of 20.3% y-o-y. PAT increased by 42.3% y-o-y to Rs. 18.8 crores, and PAT margin stood at 20.4% for the quarter, an expansion of 2.7% from Q1 last year. This growth has been broad-based coming from both CPCU business and Non-CPCU business. The CPCU business continued its positive momentum delivering a total of 1.7 crore of converted users in Q1 FY2021.

The top-10 industry verticals for the Company have been Covid-19 resilient, helping it register a robust growth in this quarter on both year-on-year basis and sequential basis (q-o-q).

In Rs. Crore	Q1 FY2021	Q1 FY2020	Y-o-Y Growth
Revenue from Operations	89.8	74.6	20.4%
EBITDA	22.5	18.7	20.3%
Profit After Tax	18.8	13.2	42.3%
% PAT Margin	20.4%	17.6%	

Commenting on the results, Anuj Khanna Sohum, the Chairman, MD and CEO of Affle said:

“08.08.20 is our 1st IPO anniversary since Affle competed its successful public-listing in India. We achieved momentous progress in FY2020 and we would like to thank our shareholders for their continued trust in us. Our Affle2.0 strategic initiatives have strengthened the foundations for our long term sustainable growth.

The resilient nature of our business enabled our continued growth trajectory in Q1 FY2021 with stronger demand in June from both India and International markets across industry verticals. The lockdowns have helped to accelerate the consumer adoption of mobile apps and online services in India and we are well-positioned to benefit from this trend.

Affle remains committed to deliver new innovations and leverage capabilities to drive sustainable growth, while looking to invest in credible consolidation opportunities that shall enhance value for our stakeholders.”

About Affle

Affle is a global technology company with a proprietary consumer intelligence platform that delivers consumer engagements, acquisitions and transactions through relevant Mobile Advertising. The platform aims to enhance returns on marketing investment through contextual mobile ads and also by reducing digital ad fraud. While Affle's Consumer platform is used by online & offline companies for measurable mobile advertising, its Enterprise platform helps offline companies to go online through platform-based app development, enablement of O2O commerce and through its customer data platform.

Affle (India) Limited successfully completed its IPO in India and now trades on the stock exchanges (BSE: 542752 & NSE: AFFLE). Affle Holdings is the Singapore based promoter for Affle (India) Limited, and its investors include Microsoft, D2C (an NTT DoCoMo, Dentsu & NTT Advertising JV), Itochu, Bennett Coleman & Company (BCCL) amongst others.

For more information, visit - www.affle.com

For further queries, you may contact - pr@affle.com / compliance@affle.com