

## Earnings Release

### Affle reports consistent performance for FY2020 with growth coming from all the quarters

For FY2020 - Revenue growth of 33.8% | PAT growth of 34.2% (y-o-y)

**May 30, 2020, New Delhi:** Affle (India) Limited, a consumer intelligence driven global technology Company, today announced the results for fourth quarter and financial year ended March 31, 2020.

#### Consolidated Performance Highlights

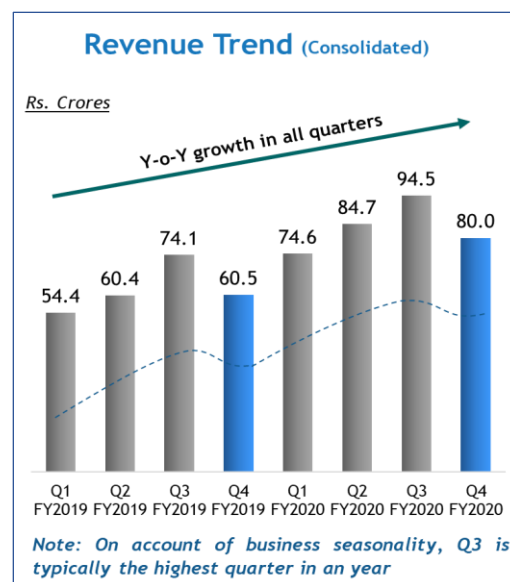
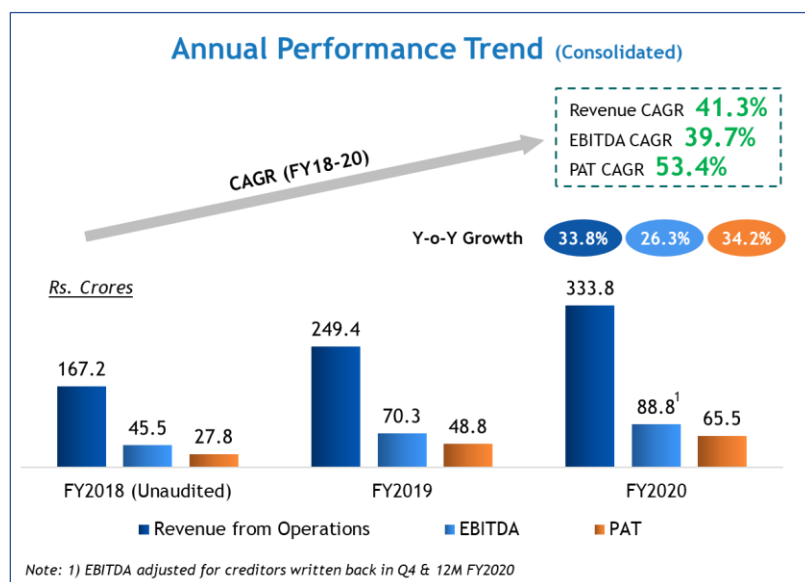
##### 12M FY2020 Highlights:

- Revenue from Operations of Rs. 333.8 crores, an increase of 33.8% y-o-y
- EBITDA<sup>1</sup> at Rs. 88.8 crores, an increase of 26.3% y-o-y
- PAT at Rs. 65.5 crores, an increase of 34.2% y-o-y
- Operating cash flows of Rs. 73.0 crores, an increase of 52.8% y-o-y

##### Q4 FY2020 Highlights:

- Revenue from Operations of Rs. 80.0 crores, an increase of 32.3% y-o-y
- EBITDA<sup>1</sup> at Rs. 21.1 crores, an increase of 5.1% y-o-y
- PAT at Rs. 15.3 crores, an increase of 5.7% y-o-y

1. Adjusted for creditors written back in Q4 & 12M FY2020



Affle reported a consistent performance for FY2020 with a consolidated revenue from operations of Rs. 333.8 crores, an increase in revenue by 33.8% y-o-y. EBITDA was at Rs. 88.8 crores, an increase of 26.3% y-o-y. PAT increased by 34.2% y-o-y to Rs. 65.5 crores, and PAT margin at 19.3% for the year. For Q4 FY2020, consolidated revenue was at Rs. 80.0 crores, an increase of 32.3% y-o-y. PAT was Rs. 15.3 crores, an increase of 5.7% y-o-y.

The CPCU business continued a growth momentum delivering a total of 7.23 crore of converted users in FY2020, up 31.5% as compared to 5.50 crore converted users delivered last year. The company generated robust operating cash flows of Rs. 73.0 crores in FY2020, a 52.8% y-o-y growth from Rs. 47.8 crores in last year.

In Rs. Crore	Q4 FY2019	Q4 FY2020	Y-o-Y Growth	12M FY2019	12M FY2020	Y-o-Y Growth
Revenue from Operations	60.5	80.0	32.3%	249.4	333.8	33.8%
EBITDA	20.1	21.1	5.1%	70.3	88.8	26.3%
Profit After Tax	14.5	15.3	5.7%	48.8	65.5	34.2%
<i>% PAT Margin</i>	<i>23.8%</i>	<i>18.3%</i>		<i>19.5%</i>	<i>19.3%</i>	

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

*“Built to Last! This is what best describes the fundamental DNA of our Company. Since 2005, Affle has successfully navigated several industry/technological changes by focusing on our strategic vision and financial fundamentals, ably guided by a committed leadership team. Affle achieved momentous progress across all the fronts in FY2020 and we are stronger than ever before to face the tough macroeconomic factors including the COVID-19 pandemic.*

*Affle continued its growth trajectory during the year where this growth was broad based coming from both existing and new customers, contributed by consistent growth in advertiser spends across industry verticals and across India and Other Emerging Markets. Looking forward, while the times are uncertain, we remain confident of the long term business prospects and are well positioned to navigate ahead to gain further market share. 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 all 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](http://www.affle.com)

For further queries, you may contact - [pr@affle.com](mailto:pr@affle.com) / [compliance@affle.com](mailto:compliance@affle.com)