

Earnings Release

Affle reports strong performance for Q1 FY2022

Revenue growth of 69.8% (y-o-y) | PAT growth of 57.2% (y-o-y)

August 07, 2021: Affle (India) Limited, a consumer intelligence driven global technology company, today announced the results for the quarter ended June 30, 2021.

Consolidated Performance Highlights

Q1 FY2022 Highlights (y-o-y):

- Revenue from Operations of Rs. 152.5 crores, an increase of 69.8% y-o-y
- EBITDA at Rs. 35.1 crores, an increase of 56.0% y-o-y
- Profit After Tax (PAT)¹ at 29.5 crores, an increase of 57.2% y-o-y

Q1 FY2022 Highlights (q-o-q):

- Revenue up by 7.7% q-o-q
- PAT¹ up by 11.2% q-o-q

Note: 1. PAT is normalized for exceptional gain in Other Income (across the document)

Affle reported a strong performance for Q1 FY2022 with a consolidated revenue from operations of Rs. 152.5 crores, an increase in revenue by 69.8% y-o-y. EBITDA was at Rs. 35.1 crores, an increase of 56.0% y-o-y. PAT increased by 57.2% y-o-y to Rs. 29.5 crores from Rs. 18.8 crores in Q1 last year. PAT margin stood at 18.8% for the quarter. The company reported robust operating cash flows of Rs. 39.6 crores during the quarter, achieving 134.2% of PAT as operating cash flows.

The CPCU business noted strong momentum delivering 3.1 crore of converted users in Q1 FY2022, an increase of 85.0% y-o-y. The top-10 industry verticals for the company continued to be resilient, helping it register a robust growth in this quarter.

In Rs. Crore	Q1 FY2022	Q1 FY2021	Y-o-Y Growth
Revenue from Operations	152.5	89.8	69.8%
EBITDA	35.1	22.5	56.0%
Profit After Tax	29.5	18.8	57.2%
% PAT Margin	18.8%	20.4%	

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

“The world is undergoing a paradigm shift with accelerated connected experiences redefining the digital priorities of the advertisers globally. Our growth mindset and tech innovations helped us achieve a consistent, all-round performance in Q1 FY2022.

I am elated with our broad-based growth coming from the top 10 resilient industry verticals and across India & International markets, driven by significant increase in the CPCU business. Continuing upon the previous year trend, this quarter too witnessed a persistent growth in advertiser spends towards the mobile marketing. We enhanced our platforms and product propositions while penetrating deeper across both new and existing markets. Also in this quarter, while India faced a devastating second wave of Covid-19, the resilient nature of our business enabled our positive growth trajectory. I am extremely grateful to our employees who not only ensured continuity of growth business plans but also helped the company provide support to local communities during such times of crisis.

We are optimistic of the industry macro-trends and future-ready to leverage upon new market dynamics & deliver sustainable growth to 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), 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