

To

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 542752	National Stock Exchange of India Ltd Exchange Plaza, 5th Floor, Plot No. C-1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: AFFLE
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Subject: Under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - 1. Submission of Audio Recording of Earnings Conference Call for the fourth quarter and year ended March 31, 2022, and 2. Response to Queries received over Calls

Dear Sir/Madam,

We hereby submit the audio recording of our Earnings Conference Call held today i.e., May 16, 2022, at 10:30AM (IST). The audio recording is available on the Investor Relations section of our website at <https://affle.com/images/audio/DOL0220220516141045.mp3>

Further, post our earnings call and as part of our media interactions earlier today, we received queries and the response of which is as below:

Q. Seasonality in comparison of sequential (Q-o-Q) growth in Q4 FY2022 vs. Q3 FY2022? Was there any one-off impact? Is organic growth sustainable?

Please refer to slide 8 & 9 of our latest Earnings Presentation where the trend of our last 16 quarters is represented. The Q3 (October-December) quarter for us is the highest quarter in any year due to business seasonality as most of the festive spending by Consumers and Advertisers ad spends are maximum during that period. This is our continuing trend and there was no one-off impact in Q4 FY2022. Hence, Q4 FY2022 sequential comparison with Q3 FY2022 is not the right way to analyze and the Y-o-Y comparison of Q4 FY2022 with Q4 FY2021 should be taken into consideration.

The Company achieved about 45% YoY organic growth in Q4 FY2022 across India and International markets. In our view, the growth momentum is sustainable and well-supported by superior industry growth trends across key emerging verticals and emerging markets globally. This is also suggested for India by one of the recent industry reports “Dentsu-e4m Digital Advertising India Report, 2022”.

Our Y-o-Y Growth profile is as below:

In Rs. Million	Q4 FY2022	Q4 FY2021	Y-o-Y Growth	12M FY2022	12M FY2021	Y-o-Y Growth
Revenue	3,151	1,416	122.6%	10,817	5,168	109.3%
EBITDA	587	345	70.2%	2,135	1,303	63.8%
Reported PAT	685	585	17.0%	2,139	1,348	58.7%
*Normalized PAT	527	265	98.7%	1,834	1,031	77.8%

**Excluding the one-time gain on divestment & fair value gains on financial instruments (from both the comparable periods); All numbers rounded off to nearest decimal*

Affle (India) Limited

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Submitted for your information and records.

Thanking you,

**Yours Faithfully,
For Affle (India) Limited**

 

**Parmita Choudhury
Company Secretary & Compliance Officer**

Affle (India) Limited

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