

## Earnings Release

### Affle reports strong performance for Q3 & 9M FY2022

For Q3 FY2022 - Revenue growth of 125.5% (y-o-y) | PAT growth of 102.6% (y-o-y)

**February 05, 2022:** Affle (India) Limited, a consumer intelligence driven global technology company, today announced the results for the third quarter and nine months ended December 31, 2021.

#### Consolidated Performance Highlights

##### Q3 FY2022 Highlights (y-o-y):

- Revenue from Operations of Rs. 339.4 crores, an increase of 125.5% y-o-y
- EBITDA at Rs. 67.7 crores, an increase of 76.4% y-o-y
- PAT at Rs. 62.1 crores, an increase of 102.6% y-o-y

##### Q3 FY2022 Highlights (q-o-q):

- Revenue from Operations up by 23.6% q-o-q
- EBITDA up by 29.9% q-o-q
- PAT up by 30.4% q-o-q

##### 9M FY2022 Highlights (y-o-y):

- Revenue from operations of Rs. 766.6 crores, an increase of 104.3% y-o-y
- EBITDA at Rs. 154.8 crores, up by 62.4% y-o-y
- PAT at Rs. 145.4 crores, up by 90.6% y-o-y

Affle reported a strong performance for Q3 FY2022 with a consolidated revenue from operations of Rs. 339.4 crores, an increase in revenue of 125.5% y-o-y from Rs. 150.5 crores in Q3 last year. EBITDA was at Rs. 67.7 crores, an increase of 76.4% y-o-y. PAT increased by 102.6% y-o-y to Rs. 62.1 crores from Rs. 30.6 crores in Q3 last year. This growth was broad-based coming from both CPCU business and Non-CPCU business, across India & International markets.

For 9M FY2022, consolidated revenue was at Rs. 766.6 crores, an increase of 104.3% y-o-y. EBITDA was at Rs. 154.8 crores, an increase of 62.4% y-o-y. PAT increased by 90.6% y-o-y to Rs. 145.4 crores and PAT margin stood at 18.0%.

The CPCU business continued the growth momentum delivering 5.8 crores of converted users in Q3 FY2022, an increase of 91.2% y-o-y and taking the total converted users delivered in 9M FY2022 to 13.9 crores. The top industry verticals for the company continued to be high growth, helping it register a strong performance in this quarter.

In Rs. Crore	Q3 FY2022	Q3 FY2021	Y-o-Y Growth	Q2 FY2022	Q-o-Q Growth	9M FY2022	9M FY2021	Y-o-Y Growth
Revenue	339.4	150.5	125.5%	274.7	23.6%	766.6	375.2	104.3%
EBITDA	67.7	38.4	76.4%	52.1	29.9%	154.8	95.3	62.4%
Profit After Tax	62.1	30.6	102.6%	47.6	30.4%	145.4	76.3	90.6%
% PAT Margin	17.5%	20.2%		16.4%		18.0%	20.0%	

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

*“We continue to witness a strong market opportunity and draw significant moat from our Affle2.0 strategic foundation laid out last year, anchored on the 2V - Vernacular & Verticalization strategy and our ecosystem level mobile OEM & Operator partnerships.*

*Building further upon our growth momentum, this quarter too witnessed a robust, broad-based uptick in advertiser spends towards the mobile marketing, coming across the top industry verticals and India & International markets. We unveiled our Affle2.0 Consumer Tech Platform Stack, with our product proposition and tech IP aligned to leverage upon the tremendous digital shift ongoing globally. The accelerated consumer adoption of connected devices offers a significant opportunity for further scale and we remain optimistic of the industry macro-trends. We will continue to augment our global market leadership and invest to achieve our collective vision of reaching 10bn connected devices in this decade ahead.*

*Our proactive adoption of ESG fortifies our belief in holistic organizational progress leading to sustainable value creation 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, Bennett Coleman & Company (BCCL) amongst others.

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