

Earnings Release

Affle reports strong performance for Q2 & H1 FY2022

For Q2 FY2022 - Revenue growth of 103.6% (y-o-y) | PAT growth of 77.1% (y-o-y)

November 10, 2021: Affle (India) Limited, a consumer intelligence driven global technology company, today announced the results for the second quarter and half year ended September 30, 2021.

Consolidated Performance Highlights

Q2 FY2022 Highlights (y-o-y):

- Revenue from Operations of Rs. 274.7 crores, an increase of 103.6% y-o-y
- EBITDA at Rs. 52.1 crores, an increase of 51.1% y-o-y
- PAT at Rs. 47.6 crores, an increase of 77.1% y-o-y

Q2 FY2022 Highlights (q-o-q):

- Revenue from Operations up by 80.2% q-o-q
- EBITDA up by 48.6% q-o-q
- PAT up by 33.3% q-o-q

H1 FY2022 Highlights (y-o-y):

- Revenue from operations of Rs. 427.2 crores, an increase of 90.1% y-o-y
- EBITDA at Rs. 87.1 crores, up by 53.1% y-o-y
- PAT at Rs. 83.3 crores, up by 82.5% y-o-y

Affle reported a strong performance for Q2 FY2022 with a consolidated revenue from operations of Rs. 274.7 crores, an increase in revenue of 103.6% y-o-y from Rs. 135.0 crores in Q2 last year. EBITDA was at Rs. 52.1 crores, an increase of 51.1% y-o-y. PAT increased by 77.1% y-o-y to Rs. 47.6 crores from Rs. 26.9 crores in Q2 last year. This growth was broad-based coming from both CPCU business and Non-CPCU business, across both India & International markets.

For H1 FY2022, consolidated revenue was at Rs. 427.2 crores, an increase of 90.1% y-o-y. EBITDA was at Rs. 87.1 crores, an increase of 53.1% y-o-y. PAT increased by 82.5% y-o-y to Rs. 83.3 crores and PAT margin stood at 18.3%.

The CPCU business continued the growth momentum delivering 4.9 crores of converted users in Q2 FY2022, an increase of 73.3% y-o-y and taking the total converted users delivered in H1 FY2022 to 8.0 crores. The top industry verticals for the company continued to be high growth, helping it register a robust performance in this quarter.

In Rs. Crore	Q2 FY2022	Q2 FY2021	Y-o-Y Growth	Q1 FY2022	Q-o-Q Growth	H1 FY2022	H1 FY2021	Y-o-Y Growth
Revenue	274.7	135.0	103.6%	152.5	80.2%	427.2	224.7	90.1%
EBITDA	52.1	34.5	51.1%	35.1	48.6%	87.1	56.9	53.1%
% EBITDA Margin	19.0%	25.5%		23.0%		20.4%	25.3%	
Profit After Tax	47.6	26.9	77.1%	35.7	33.3%	83.3	45.7	82.5%
% PAT Margin	16.4%	19.7%		21.6%		18.3%	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 with advertisers consistently accelerating their digital spends, resulting in a persistent, broad-based growth across our top industry verticals coming from both India and International markets.

This was another strong quarter with momentous growth anchored on our unique CPCU business model and our position in the ecosystem as the preferred mobile marketing company across global emerging markets and beyond. During the quarter, we further enhanced our platforms, product propositions as well as tech IP portfolio, penetrating deeper across both new and existing markets. We are a differentiated business fundamentally inspired to deliver innovation-led profitable growth backed by sustained investments in augmenting our strategic defensibility globally, prudent balance sheet and robust cashflows.

We are optimistic of the industry macro-trends and look forward to driving a sustainable business impact 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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