

Earnings Release

Affle reports strong performance for Q4 & 12M FY2021

For Q4 FY2021 - Revenue growth of 76.9% | PAT growth of 73.6% (y-o-y)

For 12M FY2021 - Revenue growth of 54.8% | PAT growth of 57.4% (y-o-y)

May 29, 2021: Affle (India) Limited, a consumer intelligence driven global technology company, today announced the results for fourth quarter and financial year ended March 31, 2021.

Consolidated Performance Highlights

Q4 FY2021 Highlights:

- Revenue from Operations of Rs. 141.6 crores, an increase of 76.9% y-o-y
- EBITDA¹ at Rs. 34.5 crores, an increase of 63.4% y-o-y
- PAT (normalized for exceptional items) at Rs. 26.5 crores, an increase of 73.6% y-o-y

12M FY2021 Highlights:

- Revenue from Operations of Rs. 516.8 crores, an increase of 54.8% y-o-y
- EBITDA¹ at Rs. 130.0 crores, an increase of 46.4% y-o-y
- PAT (normalized for exceptional items) at Rs. 103.1 crores, an increase of 57.4% y-o-y

1. Creditors written back (Operating Income in nature) adjusted in EBITDA

Affle reported strong performance for Q4 FY2021 with a consolidated revenue from operations of Rs. 141.6 crores, an increase of 76.9% y-o-y from Rs. 80.0 crores in Q4 last year. EBITDA was at Rs. 34.5 crores, an increase of 63.4% y-o-y. PAT (normalized for exceptional items) increased by 73.6% y-o-y to Rs. 26.5 crores from Rs. 15.3 crores in Q4 last year. Normalized PAT margin stood at 18.5% for the quarter. This growth was broad-based coming from both CPCU business & non-CPCU business.

For 12M FY2021, consolidated revenue from operations was at Rs. 516.8 crores, an increase of 54.8% y-o-y from Rs. 333.8 crores in 12M last year. EBITDA was at Rs. 130.0 crores, an increase of 46.4% y-o-y. PAT (normalized for exceptional items) increased by 57.4% y-o-y to Rs. 103.1 crores and PAT margin expanded by 0.4%. The company reported robust operating cash flows of Rs. 101.6 crores, an increase of 41.4% y-o-y.

The CPCU business noted strong momentum delivering 3.0 crore of converted users in Q4 FY2021, an increase of 81.7% y-o-y and taking the total converted users delivered in 12M FY2021 to 10.5 crores. The top-10 industry verticals for the company continued to be Covid-19 resilient, helping it register a robust growth in this quarter.

In Rs. Crore	Q4 FY2021	Q4 FY2020	Y-o-Y Growth	12M FY2021	12M FY2020	Y-o-Y Growth
Revenue from Operations	141.6	80.0	76.9%	516.8	333.8	54.8%
EBITDA ¹	34.5	21.1	63.4%	130.0	88.8	46.4%
Profit After Tax (Normalized for Exceptional Items)	26.5	15.3	73.6%	103.1	65.5	57.4%
% PAT Margin	18.5%	18.3%		19.7%	19.3%	

1. Creditors written back (Operating Income in nature) adjusted in EBITDA

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

“FY2021 was a landmark year for Affle. We successfully laid Affle2.0 strategic foundation for the decade ahead anchored on our 2V - Vernacular & Verticalization strategy and our ecosystem level mobile OEM & Operator partnerships. We further fortified our tech platforms, products and IP portfolio and strengthened our leadership position as the partner of choice for global brands and app marketers powering their mobile-first digital transformation journey.

Affle delivered broad-based growth from both existing & new customers across the Top 10 resilient industry verticals. This was contributed by consistent growth in advertiser spends across India and other emerging markets.

We remain in deep gratitude to our team and all other stakeholders whose endless support even in Covid times led to our all-round consistent performance. Affle has been highly responsive in ensuring its employees safety while promoting a strong entrepreneurial and collaborative culture. Our outlook for FY2022 is optimistic and we are strongly positioned to leverage the new market dynamics and invest in credible consolidation opportunities.”

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

For further queries, you may contact - pr@affle.com / compliance@affle.com