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| <b>BSE Limited</b><br><b>Phiroze Jeejeebhoy Towers,</b><br><b>Dalal Street, Mumbai 400 001</b> | <b>National Stock Exchange of India Ltd</b><br><b>Exchange Plaza, 5th Floor, Plot No. C-1, G</b><br><b>Block, Bandra Kurla Complex, Bandra</b><br><b>(East), Mumbai - 400 051</b> |
| <b>Scrip Code: 542752</b>  | <b>Symbol: AFFLE</b>  |

**Re: Earnings Press Release on the Unaudited Consolidated Financial Results of the Company for the third quarter and nine months period ended December 31, 2020**

Dear Sir/ Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Earnings Press Release on the Unaudited Consolidated Financial Results of the Company for the third quarter and nine months period ended December 31, 2020.

Submitted for your information and records.

Thanking you,

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



**Parmita Choudhury**  
**Company Secretary & Compliance Officer**

**Affle (India) Limited**

## Earnings Release

### Affle reports strong performance for Q3 & 9M FY2021

For Q3 FY2021 - Revenue growth of 59.3% | PAT growth of 42.9% (y-o-y)

For 9M FY2021 - Revenue growth of 47.9% | PAT growth of 51.9% (y-o-y)

**February 6, 2021:** Affle (India) Limited, a consumer intelligence driven global technology Company, today announced results for the third quarter and nine months ended December 31, 2020.

#### Consolidated Performance Highlights

##### Q3 FY2021 Highlights (y-o-y):

- Revenue from Operations of Rs. 150.5 crores, an increase of 59.3% y-o-y
- EBITDA at Rs. 38.4 crores, an increase of 40.5% y-o-y
- PAT at Rs. 30.6 crores, an increase of 42.9% y-o-y

##### 9M FY2021 Highlights (y-o-y):

- Revenue from operations of Rs. 375.2 crores, an increase of 47.9% y-o-y
- EBITDA at Rs. 95.3 crores, an increase of 40.6% y-o-y
- PAT at Rs. 76.3 crores, an increase of 51.9% y-o-y

Affle reported strong performance for Q3 FY2021 with a consolidated revenue from operations of Rs. 150.5 crores, an increase in revenue of 59.3% y-o-y from Rs. 94.5 crores in Q3 last year. EBITDA was at Rs. 38.4 crores, an increase of 40.5% y-o-y. PAT increased by 42.9% y-o-y to Rs. 30.6 crores from Rs. 21.4 crores in Q3 last year. PAT margin stood at 20.2% for the quarter. This growth was broad-based coming from both CPCU business & non-CPCU business and Q3 continued to be highest quarter in the year on account of business seasonality.

For 9M FY2021, consolidated revenue was at Rs. 375.2 crores, an increase of 47.9% y-o-y from Rs. 253.8 crores in 9M last year. EBITDA was at Rs. 95.3 crores, an increase of 40.6% y-o-y. PAT increased by 51.9% y-o-y to Rs. 76.3 crores and PAT margin expanded by 0.45%. The company generated robust operating cash flows of Rs. 78.7 crores, an increase of 117.8% y-o-y.

The CPCU business noted strong momentum delivering 3.1 crore of converted users in Q3 FY2021, an increase of 46.1% y-o-y and taking the total converted users delivered in 9M FY2021 to 7.6 crores. The top-10 industry verticals for the Company continued to be Covid-19 resilient, helping it register a robust growth in this quarter both on a y-o-y and q-o-q basis.

| In Rs. Crore     | Q3<br>FY2021 | Q3<br>FY2020 | Y-o-Y<br>Growth | Q2<br>FY2021 | Q-o-Q<br>Growth | 9M<br>FY2021 | 9M<br>FY2020 | Y-o-Y<br>Growth |
|------------------|--------------|--------------|-----------------|--------------|-----------------|--------------|--------------|-----------------|
| Revenue          | 150.5        | 94.5         | 59.3%           | 135.0        | 11.5%           | 375.2        | 253.8        | 47.9%           |
| EBITDA           | 38.4         | 27.3         | 40.5%           | 34.4         | 11.6%           | 95.3         | 67.7         | 40.6%           |
| % EBITDA Margin  | 25.5%        | 28.9%        |                 | 25.5%        |                 | 25.4%        | 26.7%        |                 |
| Profit After Tax | 30.6         | 21.4         | 42.9%           | 26.9         | 14.0%           | 76.3         | 50.2         | 51.9%           |
| % PAT Margin     | 20.2%        | 22.3%        |                 | 19.7%        |                 | 20.0%        | 19.6%        |                 |

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

*“Innovation, leadership and growth mindset defined our sustainable, consistent all-round performance in Q3 FY2021. We are in multi-year technology transformation period of accelerated consumer adoption of mobile & connected devices globally. The consumer trends offer a tremendous opportunity for further scale, ensuring the digital ad spends will continue to increase towards ROI and data focused mobile marketing platforms.*

*Affle delivered broad-based growth from both existing and new customers, across the key industry verticals in India & other emerging markets. Our relentless focus on R&D, security and scalability resulted in Affle’s platforms getting accredited under the Accreditation@SGD programme for the 3rd consecutive time by the Infocomm Media Development Authority (IMDA), Singapore. We further fortified Affle2.0 strategy anchored on Vernacular, Verticalization and ecosystem level partnerships to augment our global market leadership and bring world-class technology capabilities together.*

*We are optimistic of year 2021 and committed to our vision of reaching over 10Bn connected devices in this decade ahead.”*

**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](http://www.affle.com) / contact - [pr@affle.com](mailto:pr@affle.com)