

## Earnings Release

### Affle reports strong performance for Q4 & 12M FY2022

For Q4 FY2022 - **Revenue growth of 122.6% (y-o-y) | PAT growth of 98.7% (y-o-y)**

**May 14, 2022:** Affle (India) Limited, a consumer intelligence driven global technology company, today announced the results for the fourth quarter and financial year ended March 31, 2022.

#### Consolidated Performance Highlights

##### Q4 FY2022 Highlights (y-o-y):

- Revenue from Operations of Rs. 315.1 crores, an increase of 122.6% y-o-y
- EBITDA at Rs. 58.7 crores, an increase of 70.2% y-o-y
- Profit After Tax (PAT)<sup>1</sup> at Rs. 52.7 crores, an increase of 98.7% y-o-y

##### 12M FY2022 Highlights (y-o-y):

- Revenue from operations of Rs. 1,081.7 crores, an increase of 109.3% y-o-y
- EBITDA at Rs. 213.5 crores, up by 63.8% y-o-y
- PAT<sup>1</sup> at Rs. 183.4 crores, up by 77.8% y-o-y

1. Excluding any exceptional gains

Affle reported a strong performance for Q4 FY2022 with a consolidated revenue from operations of Rs. 315.1 crores, an increase of 122.6% y-o-y from revenue of Rs. 141.6 crores in Q4 last year. EBITDA was at Rs. 58.7 crores, an increase of 70.2% y-o-y. PAT increased by 98.7% y-o-y to Rs. 52.7 crores from Rs. 26.5 crores in Q4 last year. This growth was broad-based coming from both CPCU business and Non-CPCU business, across India & International markets.

For 12M FY2022, consolidated revenue was at Rs. 1,081.7 crores, an increase of 109.3% y-o-y. EBITDA was at Rs. 213.5 crores, an increase of 63.8% y-o-y. PAT increased by 77.8% y-o-y to Rs. 183.4 crores and PAT margin stood at 16.4%.

The CPCU business continued the growth momentum delivering 5.7 crores of converted users in Q4 FY2022, an increase of 91.1% y-o-y and taking the total converted users delivered in 12M FY2022 to 19.5 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	Q4 FY2022	Q4 FY2021	Y-o-Y Growth	12M FY2022	12M FY2021	Y-o-Y Growth
Revenue	315.1	141.6	122.6%	1,081.7	516.8	109.3%
EBITDA	58.7	34.5	70.2%	213.5	130.3	63.8%
Profit After Tax	52.7	26.5	98.7%	183.4	103.1	77.8%
% PAT Margin	16.1%	18.5%		16.4%	19.7%	

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

*“Affle continued its outstanding track record to conclude FY2022 as our strongest growth year, anchored on our entrepreneurial culture, tech innovations and sustainable value creation powered by Affle2.0 Consumer Platform Stack. We further consolidated our tech, product propositions and invested towards markets & teams expansion to leverage upon the tremendous digital shift ongoing globally. This quarter too witnessed the accelerated broad-based growth in ad spends powered by our unique ROI-linked CPCU business model, coming across our top industry verticals in India & International markets.*

*Global tech ecosystem is experiencing a paradigm shift driven by the ever-evolving consumer trends now inching towards emerging technologies such as Connected TV and Metaverse. Affle being one of the industry pioneers and thought leaders will continue scaling up on our deep tech powered connected consumer platform stack to enable futuristic use cases and augment our global market leadership position.*

*Our proactive adoption of ESG and initiatives towards enabling a sustainable ecosystem reinforces our commitment towards holistic value creation for all our stakeholders. We enter FY2023 with optimism and are well-positioned to further capitalize on the growth opportunities ahead of us.”*

### **About Affle**

Affle is a global technology company with a proprietary consumer intelligence platform that delivers consumer recommendations and conversions through relevant Mobile Advertising. The platform aims to enhance returns on marketing investment through contextual mobile ads and also by reducing digital ad fraud. Affle powers unique and integrated consumer journeys for marketers to drive high ROI, measurable outcome-led advertising across global connected devices. Some of Affle's leading platforms include - Appnext, Jampp, MAAS, mDMP, mediasmart, mTraction Enterprise, RevX and Vizury.

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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