

July 27, 2017

To,  
The Secretary  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai-400 001  
**BSE Symbol: 532944**

The Secretary  
**National Stock Exchange of India Limited**  
Bandra Kurla Complex  
Bandra East  
Mumbai – 400 051  
**NSE Symbol : ONMOBILE**

Dear Sir/Madam,

**Sub: Earnings Presentation- Q1 FY 2017-18**

Pursuant to Regulation 30 & 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Earnings Presentation on the Financial Results of the Company for the quarter ended June 30, 2017 which is made available on Company's website: [www.onmobile.com](http://www.onmobile.com)

Request you to kindly take the same on record.

Thanking you,

Yours sincerely,  
For OnMobile Global Limited

*P. V. Varaprasad*

P.V. Varaprasad  
Company Secretary



Encl: a/a



# Q1 FY2018 Earnings Presentation

July 27, 2017



# Cautionary statement

## Forward Looking Statements

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to OnMobile Global Limited’s (OnMobile Global or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

OnMobile Global undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

# Financial snapshot

## Consolidated financials

Rs. Mn	Q1 FY18	Q4 FY17	% Q-o-Q	Q1 FY17	% Y-o-Y
Revenue	1,637	1,640	(0.2%)	1,886	(13.2%)
Gross Margin	955	943	1.3%	1,133	(15.7%)
Manpower cost	492	487	1.1%	542	(9.1%)
Other Opex	268	260	3.2%	294	(8.9%)
EBITDA	195	197	(0.9%)	298	(34.5%)
% Margin	12%	12%		16%	
Operating Profit	67	66	2.5%	151	(55.2%)
% Margin	4%	4%		8%	
Net Profit	25	16	55.5%	93	(72.8%)
% Margin	2%	1%		5%	
EPS (Rs.)	0.26	0.16	62.5%	0.84	(69.0%)

# Q1 FY2018 performance

## Key Financial Highlights

- Revenue is stable q-o-q. It is down by 13.2% y-o-y mainly on account of reduction in Asia due to implementation of double confirmation by one of the leading operators in that geography and Vivo, Brazil in LatAm as we have updated in the earlier quarters.
- Manpower cost is marginally higher q-o-q on account of modest annual salary increments given for employees below a certain level. However, y-o-y cost has seen a reduction of 9%.
- Operating expenses also marginally higher by 3.2% q-o-q but reduced by 8.9% y-o-y.
- EBITDA and Operating profit margins stable at 12% and 4% respectively in the current quarter as compared to previous quarter despite the increase in annual compensation.
- Net profit higher by 56% over the last quarter.

# Q1 FY2018 Business highlights

## Domestic and International Business

Overall international business is at 72% of total revenue during the quarter and domestic business at 28%:

### India

India revenue was Rs. 461 Mn in Q1 FY'18 up by 12% q-o-q.

### Europe

Revenue remained flat q-o-q at Rs. 758 Mn in Q1 FY'18.

- We have initiated a Co-marketing campaign in June to promote the kids service with TIM Italy.

# Q1 FY2018 Business highlights

## Domestic and International Business

### Asia (excluding India)

Revenue down by 10% q-o-q partially due to forex impact and partially due to continuing impact of the double confirmation policy.

- Secured a 3-year deal with Banglalink, one of the leading digital communication services providers of Bangladesh to provide Ringback Tones and Reverse Ringback Tones to its customers. Our flagship Ringback Tone will be available to more than 32 million customers of Banglalink in Bangladesh.
- With this win, we have achieved a 100% market coverage for our RBT service in Bangladesh.

### Africa & Middle East

Revenue down by 11% q-o-q mainly due to lower promotional activities in one of the large operators in Nigeria. However, we have crossed some important milestones in other operators as below:

- We have crossed a milestone of 3 Mn RBT user base at 10.5% penetration in a large Operator in South Africa.
- We have achieved 17% penetration at 2.1 Million RBT subscribers in a large Operator in Tanzania.

# Q1 FY2018 Business highlights

## Domestic and International Business

### Latin America

Revenue down by 8% q-o-q largely contributed by Fx impact, without which the de-growth would be around 2%.

- Deployment underway for the first two Telefonica countries in Chile and Ecuador for an 'All You Can Eat' model (AYCE) on RBT.

### US

We launched ONMO Express in partnership with Sprint USA, the Company's first consumer App. ONMO Express is an App that enables consumers to better express their feeling and emotions through sound, with people who matter to them. The App is available on both Android and iOS platforms to Sprint mobile subscribers in the USA.



# Q1 FY2018 Financial performance

## Strong Balance sheet and cash position

Rs. Mn	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016	Sep 30, 2016
Cash and Cash Equivalents	2,866	3,061	2,551	2,520
Short term borrowing	-	-	-	-
<b>Net Cash</b>	<b>2,866</b>	<b>3,061</b>	<b>2,551</b>	<b>2,520</b>
<b>Net worth</b>	<b>5,728</b>	<b>5,635</b>	<b>5,667</b>	<b>5,714</b>

# Financial Statements – Balance Sheet

Rs. Mn	Jun 30, 2017	Mar 31, 2017
<b>EQUITY AND LIABILITIES</b>		
Shareholders' Funds	5,728	5,635
Deferred tax liabilities	1	1
Long-term provisions	51	52
<b>Non-Current Liabilities</b>	<b>52</b>	<b>53</b>
Short-term borrowings	-	-
Trade payables	1,908	2,120
Other financial liabilities	57	41
Other current liabilities	345	379
Short-term provisions	194	183
<b>Current Liabilities</b>	<b>2,505</b>	<b>2,723</b>
<b>Total</b>	<b>8,286</b>	<b>8,411</b>

Rs. Mn	Jun 30, 2017	Mar 31, 2017
<b>ASSETS</b>		
Fixed assets	645	730
Deferred tax assets	386	378
Financial assets	49	49
Others non current assets	1,305	1,281
<b>Non-Current Assets</b>	<b>2,386</b>	<b>2,438</b>
Current investments	964	930
Trade receivables	1,762	1,676
Cash and cash equivalents	1,902	2,131
Loans	41	41
Others financial assets	677	716
Other current assets	554	479
<b>Current Assets</b>	<b>5,900</b>	<b>5,973</b>
<b>Total</b>	<b>8,286</b>	<b>8,411</b>

# THANK YOU

**OnMobile Global Limited**

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