



ONMOBILE GLOBAL LIMITED
Tower #1, 94/1 C & 94/2,
Veerasandra Village, Attibele Hobli,
Anekal Taluk, Electronic City Phase-1,
Bengaluru - 560100, Karnataka,
India
P: +91 80 4009 6000 | F: +91 80 4009 6009
CIN - L64202KA2000PLC027860
Email - investors@onmobile.com
www.onmobile.com

February 9, 2024

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code: **532944**

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra (East)
Mumbai - 400 051
Scrip Code: **ONMOBILE**

Dear Sir/Madam,

Sub: Investor Presentation- Q3 FY 2023-24

Pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on the Financial Results of the Company for the quarter and nine months ended December 31, 2023 which is made available on Company's website: www.onmobile.com.

Request you to kindly take the same on record.

Thanking you,

Yours sincerely,
For OnMobile Global Limited

P V Varaprasad
Company Secretary

Encl: a/a

Cautionary statement

This presentation may contain statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to future business developments and economic performance of OnMobile Global Limited including its subsidiaries (OnMobile or the Company).

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

This presentation does not constitute an offer or invitation to purchase or deal or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

onmobile

Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

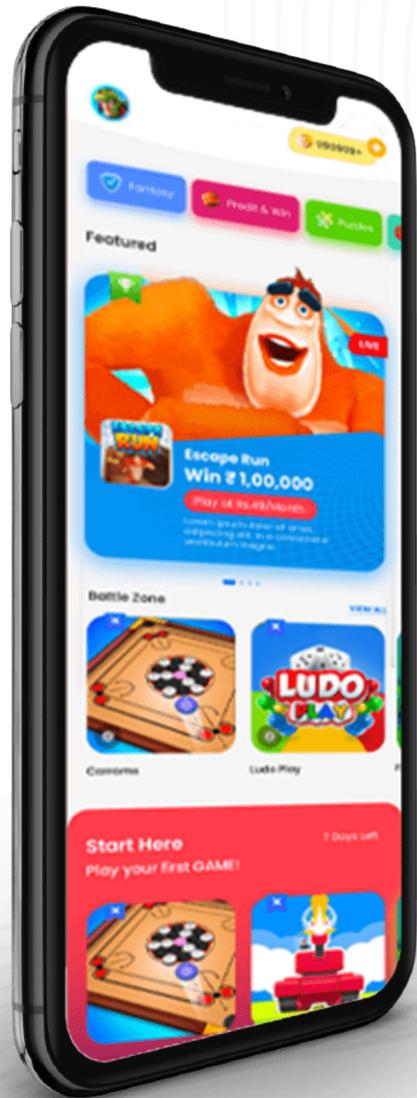
INVESTOR PRESENTATION

February 9th, 2024

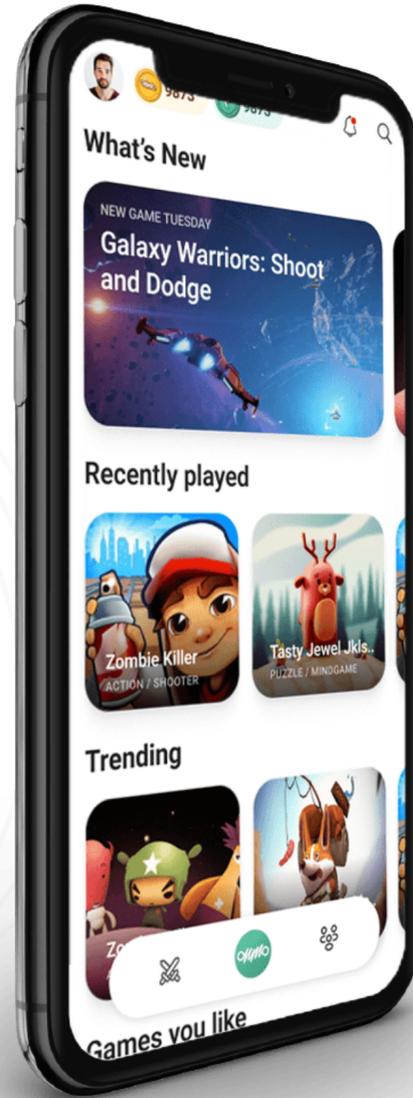


Mobile Gaming Products: ~5.34 Mn Active Subs, 89 Customers Live

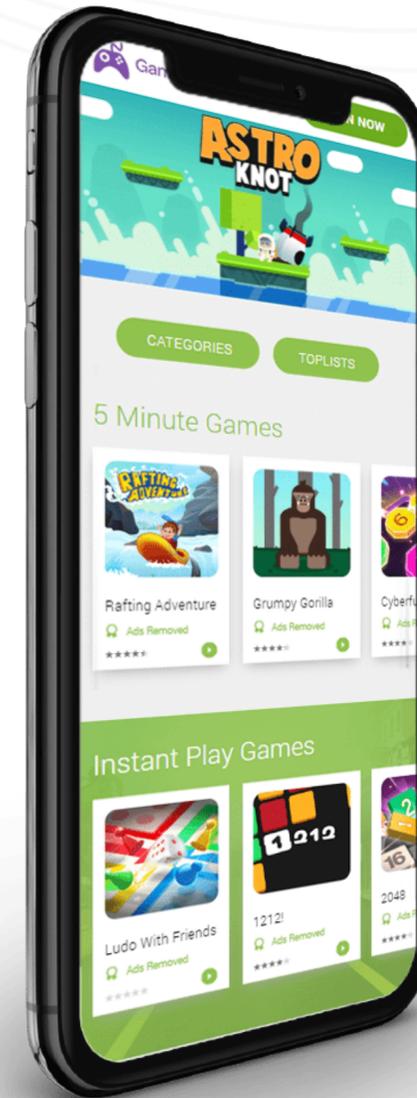
Challenges Arena



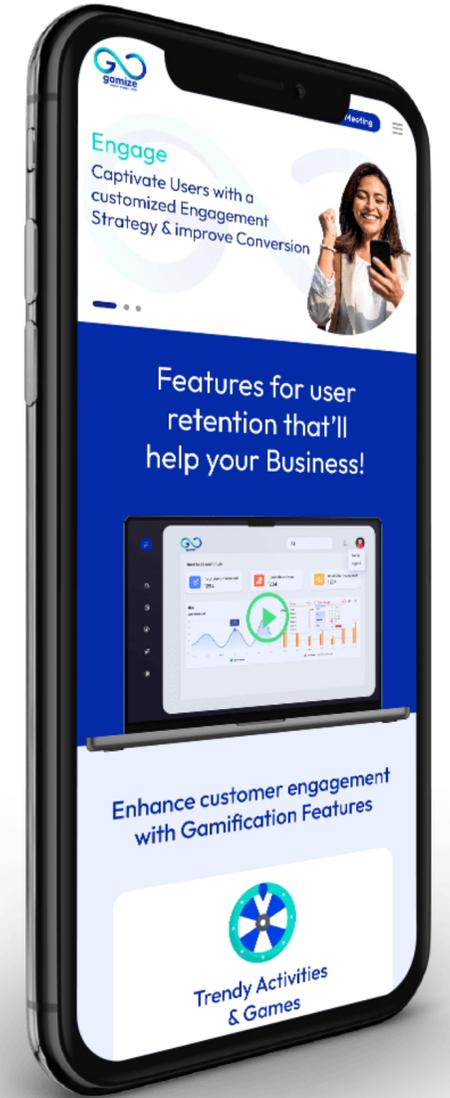
ONMO



Downloadable Games

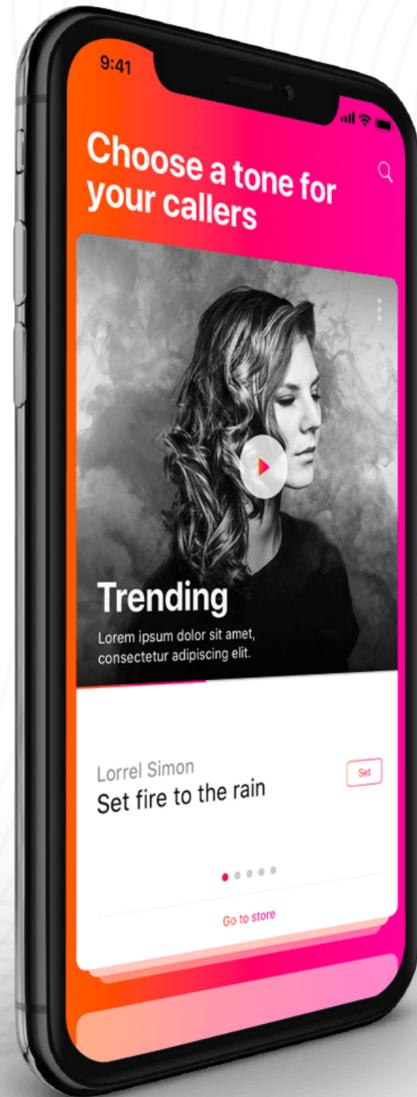


Gamize

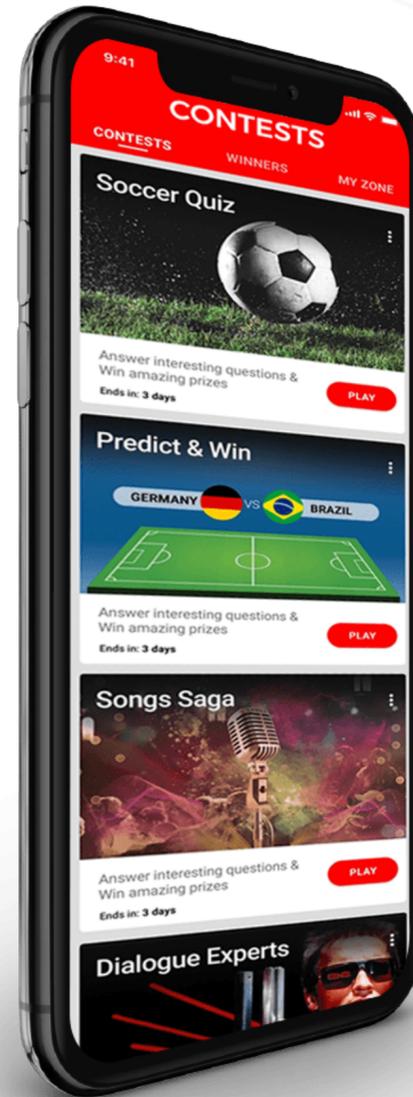


Mobile Entertainment Products: ~65.1 Mn Active Subs, 70 Customers

Ringback Tones



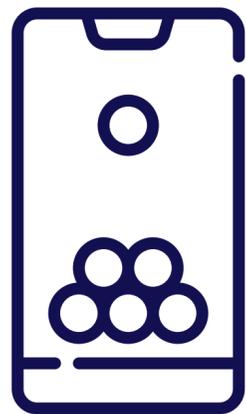
Contests



Videos & Infotainment



Strong Financials



Mobile Gaming

Fast growing revenue

~90% Gross Margin

~25%+ EBITDA on Steady State



Mobile Entertainment

Solid revenue base

~50% Gross Margin

~15%+ EBITDA FY24

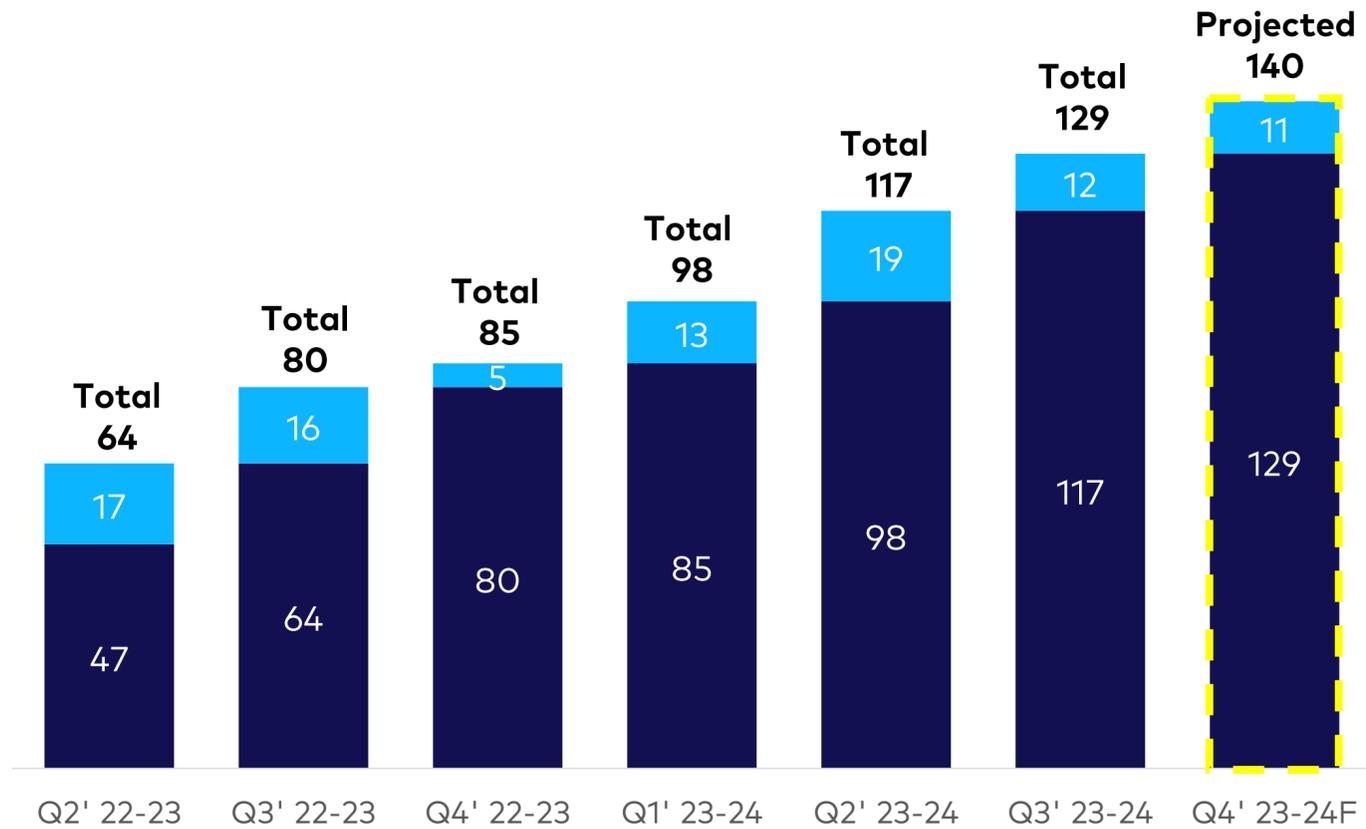


The future is
GAMING

Mobile Gaming: 14 operators went live in Q3 FY24

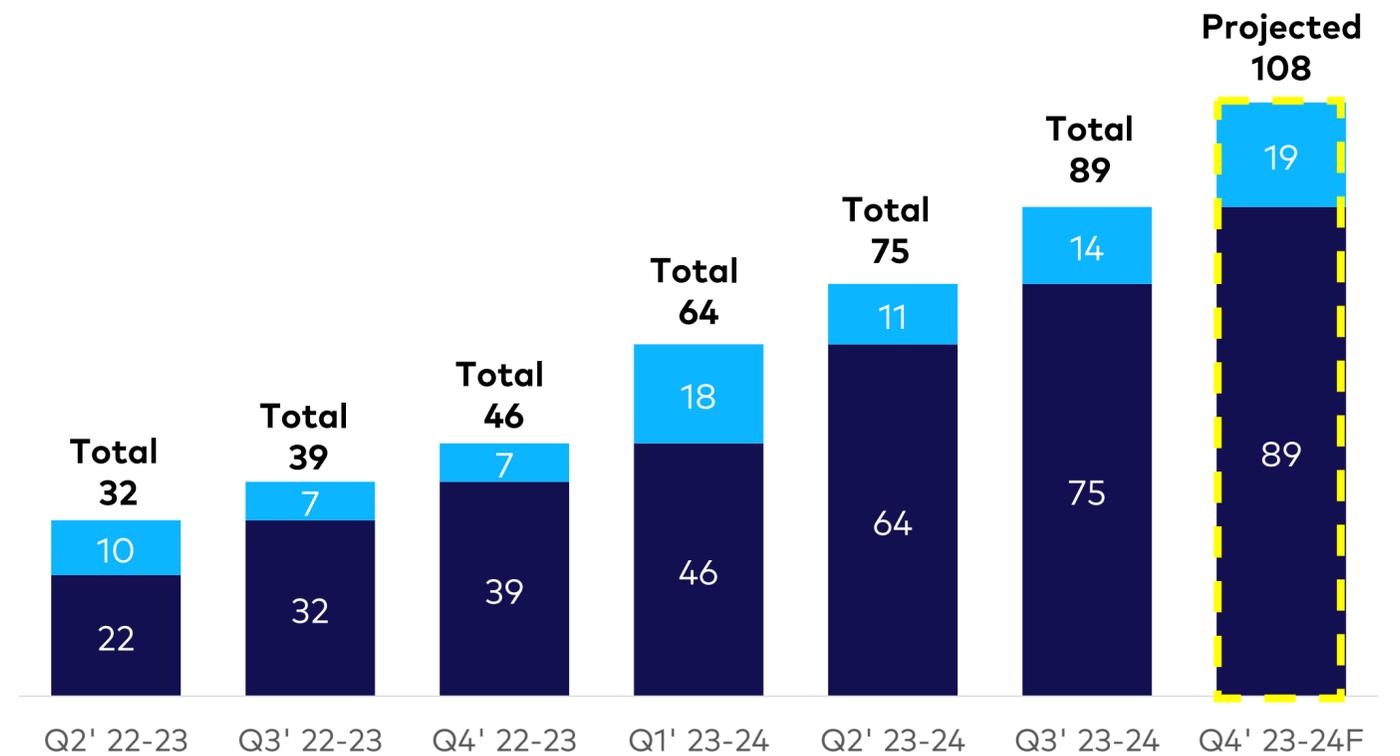
CUSTOMER CONFIRMATIONS

■ Customer confirmation ■ Signed during the quarter



LIVE CUSTOMERS

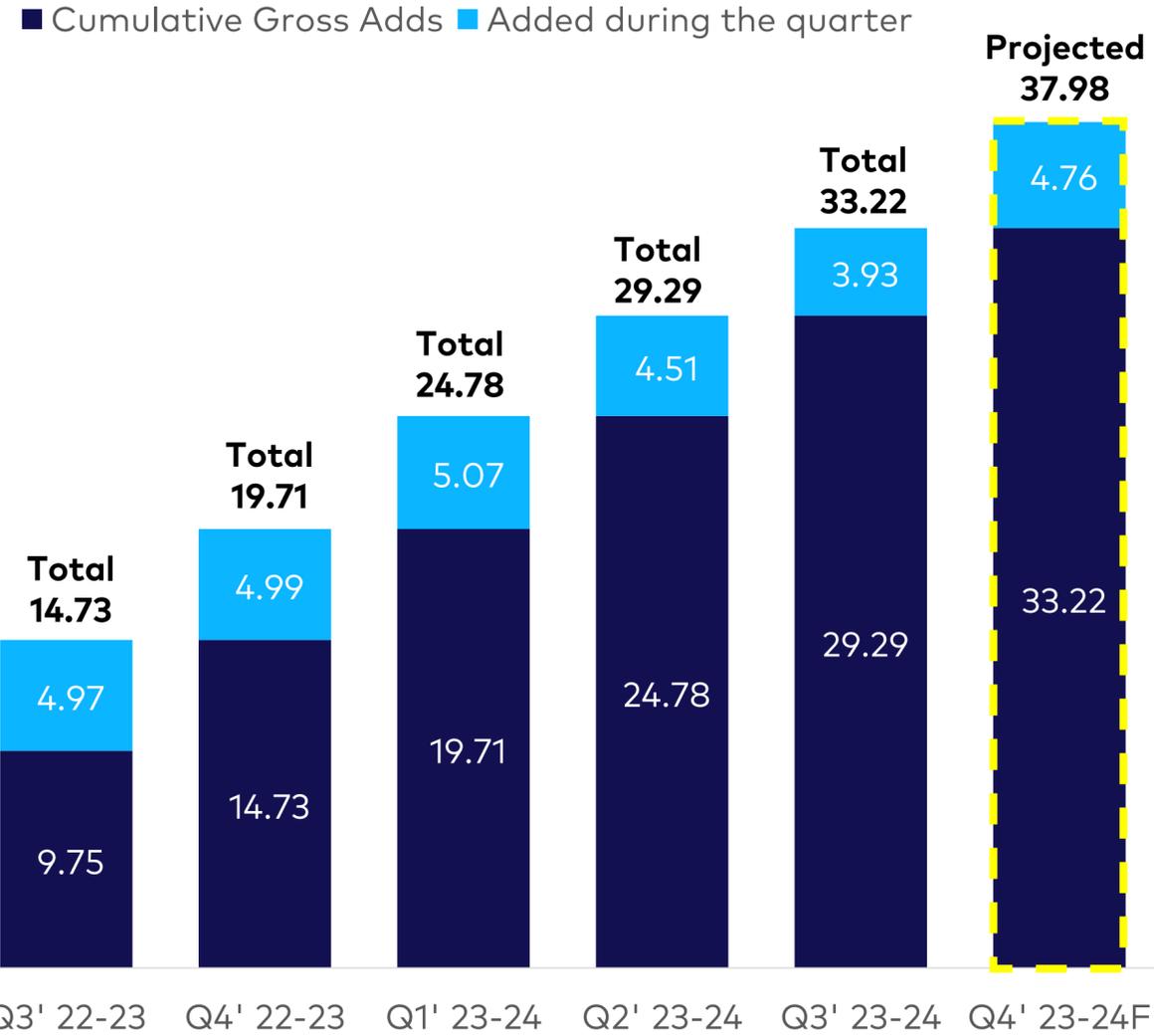
■ Cumulative live customers ■ Went live during the quarter



As on Jan'24, Customer confirmations is 133, Live customers is 92

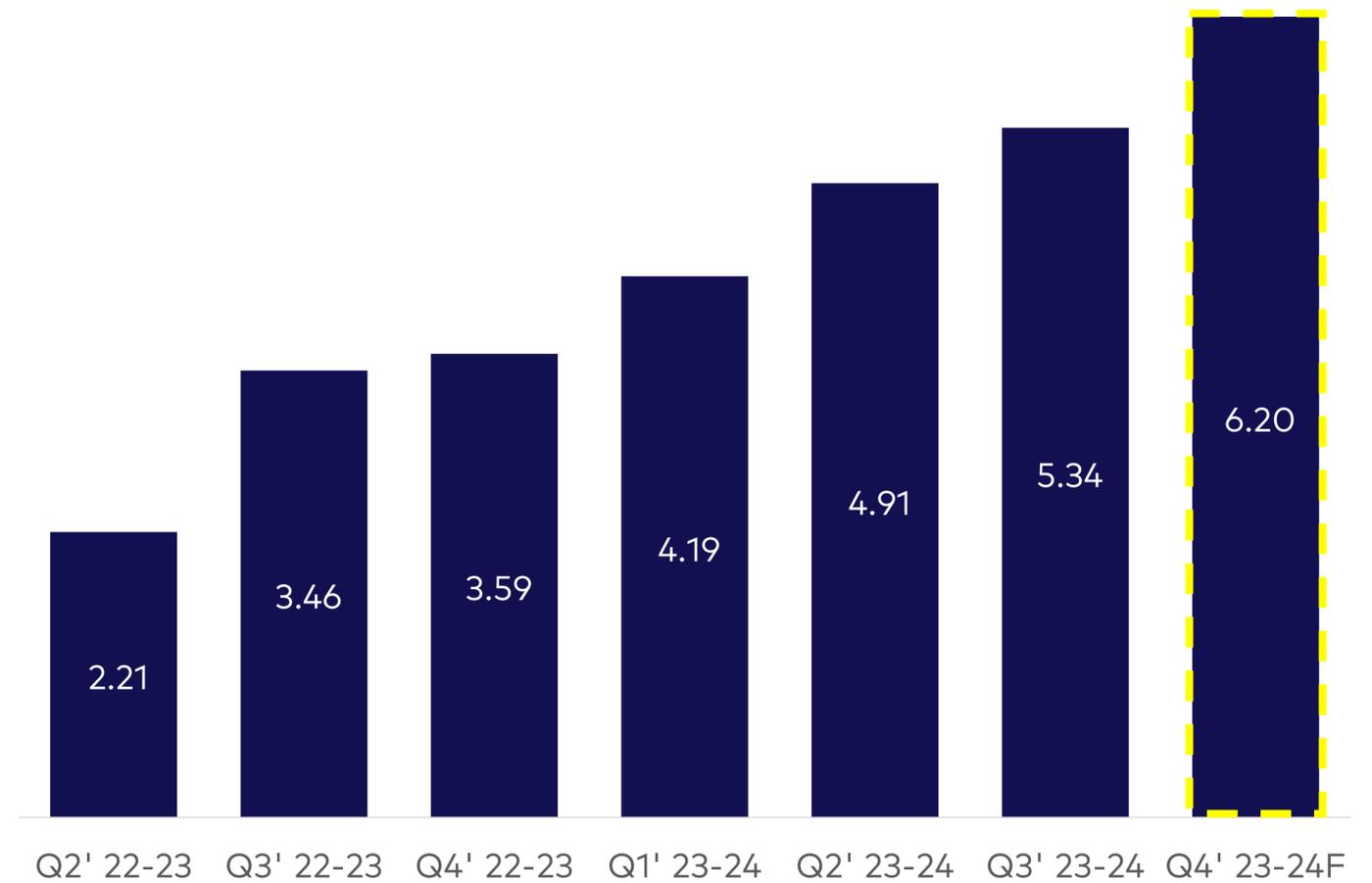
Mobile Gaming: Net active base increased to 5.34Mn in Q3 FY24

GROSS ADDS



Gross Adds dropped on account of lower adds in some of the key operators

NET ACTIVE SUBSCRIBERS



Increase of 100K in Q3 FY24 on account of increased base in one of the major geography



FINANCIALS

Key Highlights

- Q3FY24 revenue at INR 1,222 Mn, down 10.3% QoQ due to certain one time billings and reconciliation adjustments with customers recognized last quarter. Full quarter Vi revenue impact INR 200 Mn
- Q3FY24 international revenue is 92% of total revenue
- During the quarter opex cost reduced by 8.6% to INR 114 Mn
- 9MFY24 Gross profit margin stood at 53.2% vs 52.3% on YoY basis
- 9MFY24 EBITDA at INR 248 Mn vs INR 107 Mn in 9MFY23, 2.3x YoY ; Operating profit is over 5x YoY
- 9MFY24 PAT at INR 160 Mn, with margin of 4.1%
- Mobile gaming revenue increased by 38.8% YoY to INR 604 Mn during 9MFY24

Financial Summary Q3 FY24

<p>Gross Revenue</p> <p>INR 1,222 Mn</p> <ul style="list-style-type: none"> -10.3% QoQ -10.7% YoY 	<p>People cost</p> <p>INR 269 Mn</p> <ul style="list-style-type: none"> +0.4% QoQ -19.2% YoY 	<p>Marketing</p> <p>INR 207 Mn</p> <ul style="list-style-type: none"> +3.2% QoQ +5.4% YoY 	<p>Opex</p> <p>INR 114 Mn</p> <ul style="list-style-type: none"> -8.6% QoQ -23.7% YoY
<p>EBITDA</p> <p>INR 1 Mn (0.1%)</p> <ul style="list-style-type: none"> -98.9% QoQ -94.6% YoY 	<p>PAT</p> <p>INR (24) Mn</p>	<p>Mobile Gaming Revenue</p> <p>INR 181 Mn</p> <ul style="list-style-type: none"> +5.0% QoQ -10.5% YoY 	<p>Mobile Entertainment Revenue</p> <p>INR 1,041 Mn</p> <ul style="list-style-type: none"> -12.5% QoQ -10.7% YoY

Financial Summary 9M FY24

Gross Revenue	People cost	Marketing	Opex
INR 3,981 Mn ■ -4.0% YoY	INR 816 Mn ■ -19.9% YoY	INR 652 Mn ■ +20.1% YoY	INR 363 Mn ■ -11.5% YoY
EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 248 Mn (6.4%) ■ 2.5x YoY	INR 160 Mn (4.1%) ■ +80.7% YoY	INR 604 Mn ■ +38.8% YoY	INR 3,377 Mn ■ -9.0% YoY

P&L Q3 FY24

P&L(INR Mn)	Q3 FY24	Q2 FY24	QoQ Gr %	Q3 FY23	YoY Gr %
Gross Revenue	1,222	1,363	-10.3%	1,369	-10.7%
COGS*	631	646	-2.3%	664	-5.0%
Gross Profit	591	717	-17.5%	704	-16.1%
Margin (%)	49.4%	53.6%		53.8%	
People Cost	269	268	0.4%	333	-19.2%
Marketing	207	200	3.2%	196	5.4%
Opex	114	124	-8.6%	149	-23.7%
EBITDA	1	124	-98.9%	26	-94.6%
Margin (%)	0.1%	9.2%		2.0%	
Depreciation	28	29	-2.3%	27	4.9%
Operating Profit	(27)	95	-	(1)	-
Profit After Tax	(24)	85	-	41	-
Margin (%)	-	6.4%		3.1%	
EPS (Diluted)	(0.2)	0.8	-	0.4	-

*COGS includes UFF

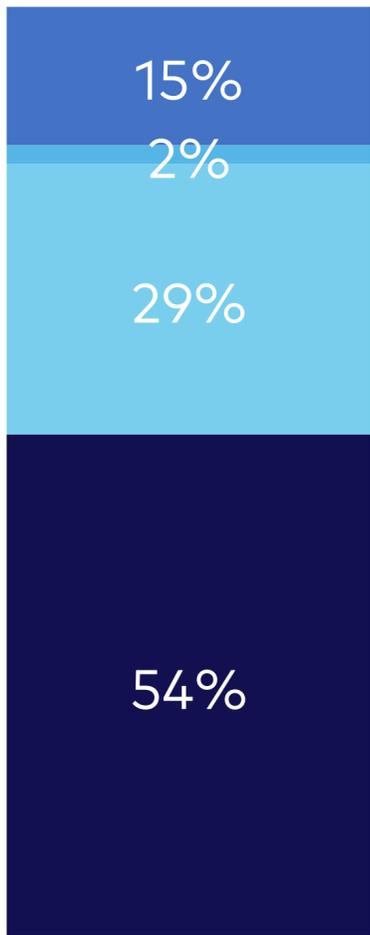
P&L 9M FY24

P&L(INR Mn)	9M FY24	9M FY23	Growth %
Gross Revenue	3,981	4,145	-4.0%
COGS*	1,902	2,067	-8.0%
Gross Profit	2,079	2,078	0.1%
Margin (%)	53.2%	52.3%	
People Cost	816	1,018	-19.9%
Marketing	652	543	20.1%
Opex	363	410	-11.5%
EBITDA	248	107	>100%
Margin (%)	6.4%	2.7%	
Depreciation	85	77	11.0%
Operating Profit	163	30	>100%
Margin (%)	4.2%	0.8%	
Profit After Tax	160	88	80.7%
Margin (%)	4.1%	2.2%	
EPS (Diluted)	1.5	0.8	80.1%

*COGS includes UFF

Revenue by Products

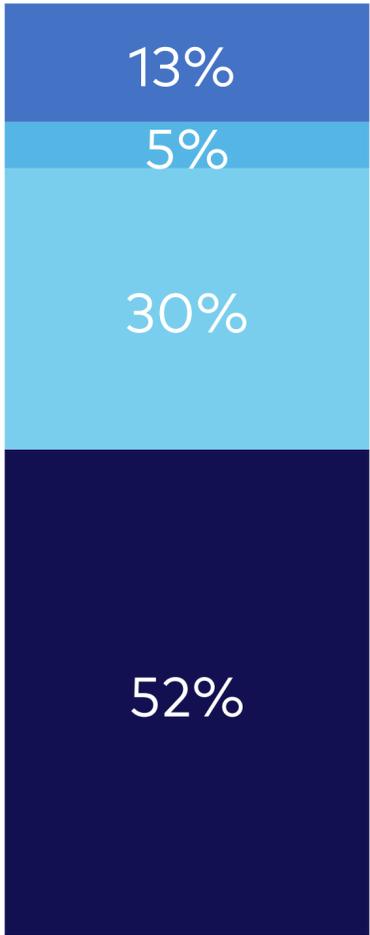
Gross Revenue
INR 1,222 Mn



Q3FY24

Gross Revenue
INR 1,363 Mn

9
(40)
(55)
(54)



Q2FY24

Gross Revenue
INR 1,369 Mn



Q3FY23

- Mobile Gaming (CA/ONMO/ Gamize)
- Contest, Infotainment etc
- Tones
- Videos

Cash Position

INR Mn	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
Cash Balance	1,352	1,200	1,130	736	864	549	879	577

Changes in Q4 due to Prod devpt cost of INR 108 Mn

Changes in Q1 due to Prod devpt cost of INR 150 Mn

Reduction in Q2 due to Prod devpt cost of INR 160 Mn offset by higher collections

Reduction in Q3 due to Prod devpt cost of INR 199 Mn;
Dividend paid of INR 158 Mn

Increase in Q4 Cash due to better customer collections

Reduction in Q1 Cash due to continued investments in ONMO R&D and increase in receivables

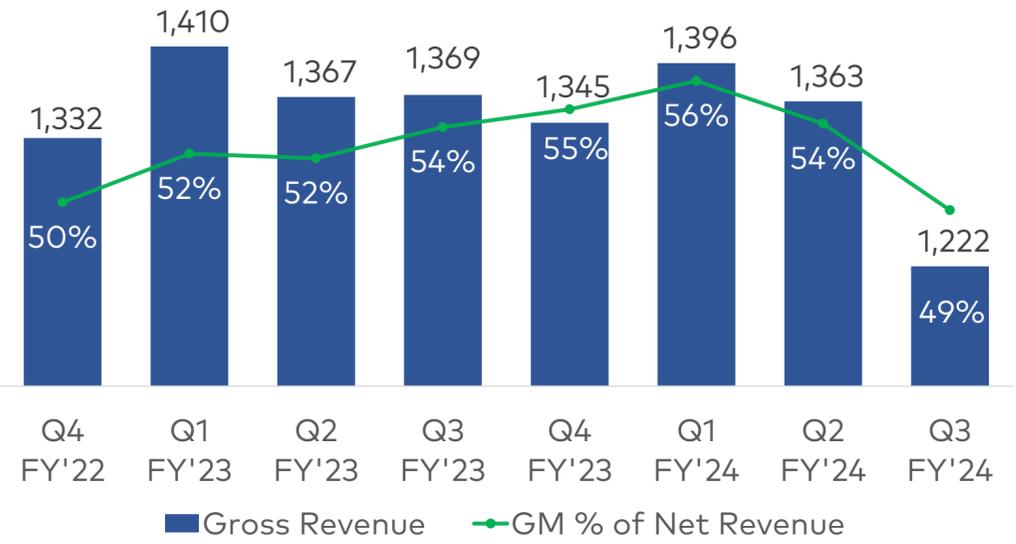
Increase in Q2 Cash due to better collections

Reduction in Q3 Cash due to Prod devpt cost of INR 150 Mn

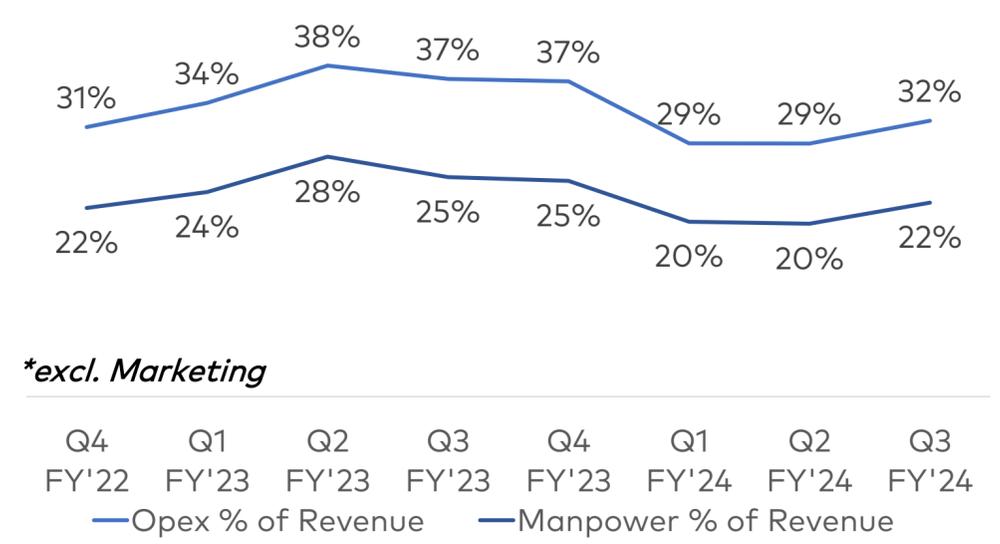
Financial Analysis & Trends: Profit & Loss

In INR Mn

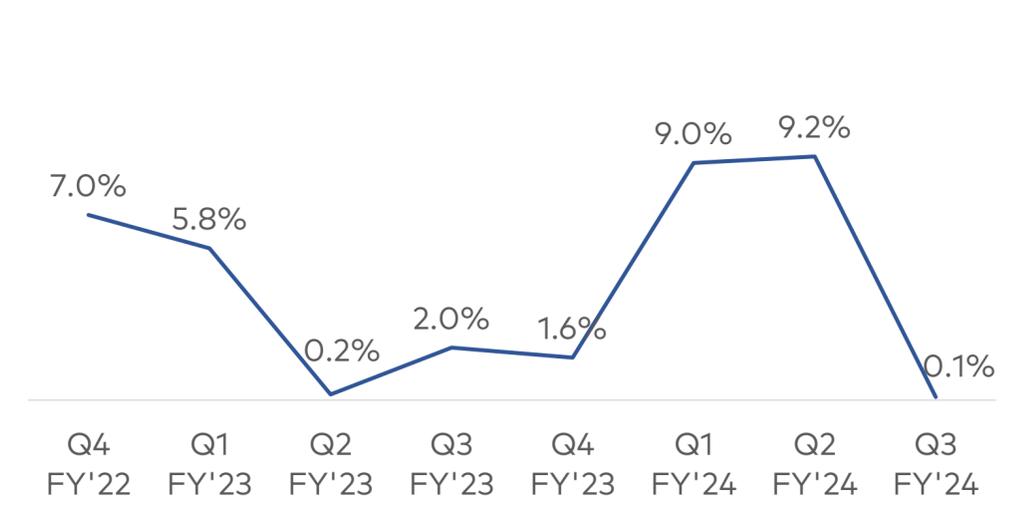
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

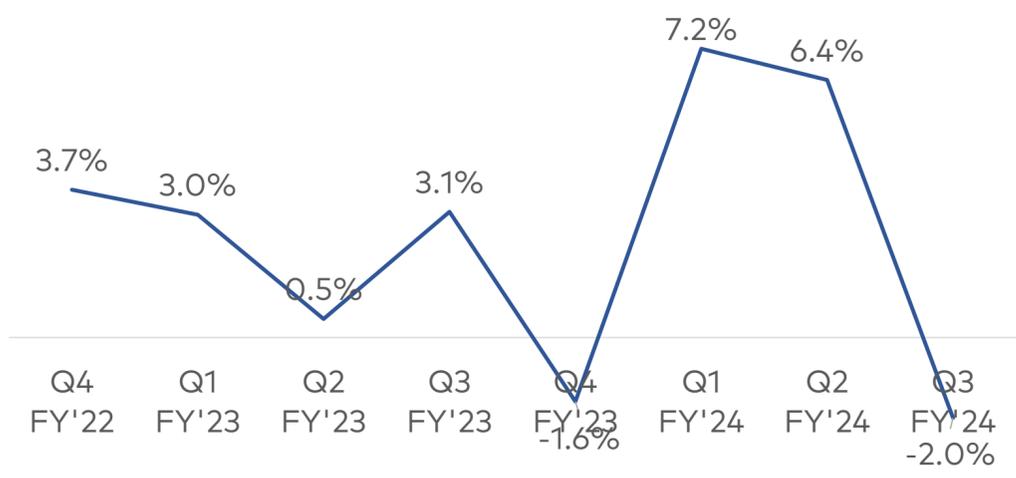


EBITDA %

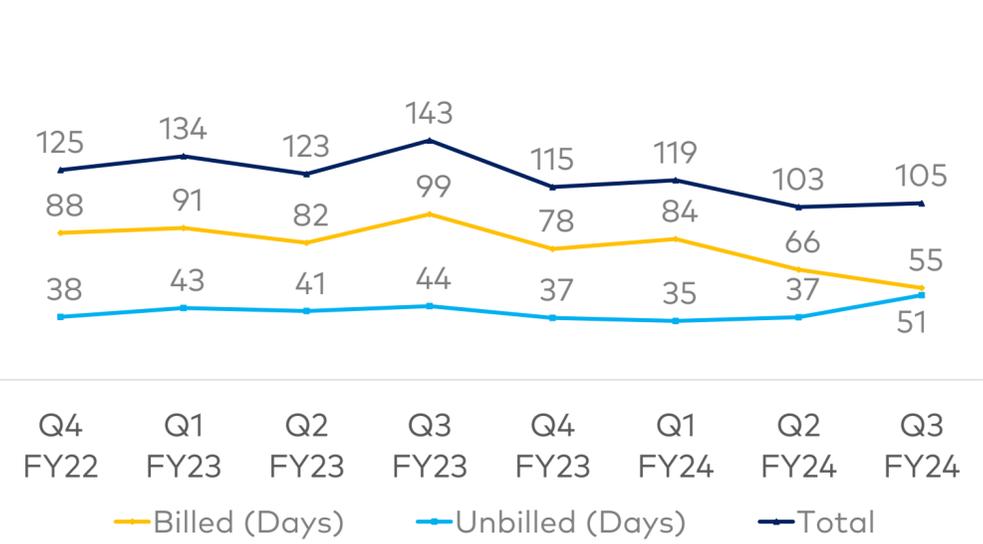


PAT (%)

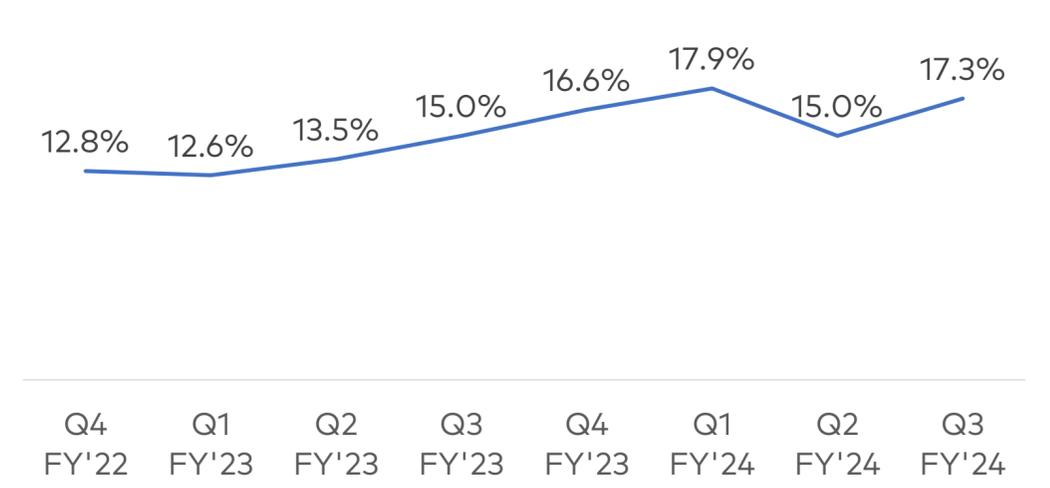
PAT as a % of net revenues.



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis

Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24 Q3 FY24

Profit and Loss

International revenue / revenue	80%	77%	79%	79%	78%	79%	91%	92%
Gross profit / revenue	50%	51%	52%	54%	55%	56%	54%	49%
Revenue per Employee (INR'000)	2,382	2,500	2,503	2,507	2,372	2,932	3,184	2,924
EBITDA per Employee (INR'000)	160	138	5	48	36	259	289	3
Aggregate employee costs / revenue	22%	24%	28%	25%	25%	20%	20%	22%
Profit before tax (PBT) / revenue	6%	4%	1%	5%	-6%	9%	9%	0%

Balance sheet

Current ratio	1.8	1.7	1.5	1.5	1.5	1.4	1.3	1.2
Day's sales outstanding (Days)	125	134	123	143	115	119	103	105
Liquid assets / total assets (%)	38%	37%	35%	32%	29%	27%	27%	23%
Liquid assets / total sales ratio	2.6	2.5	2.4	2.2	2.0	1.7	1.8	1.8

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For any queries
mail us at

 investors@onmobile.com

