



ONMOBILE GLOBAL LIMITED
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Email - investors@onmobile.com
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November 6, 2023

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- Q2 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 half year ended September 30, 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

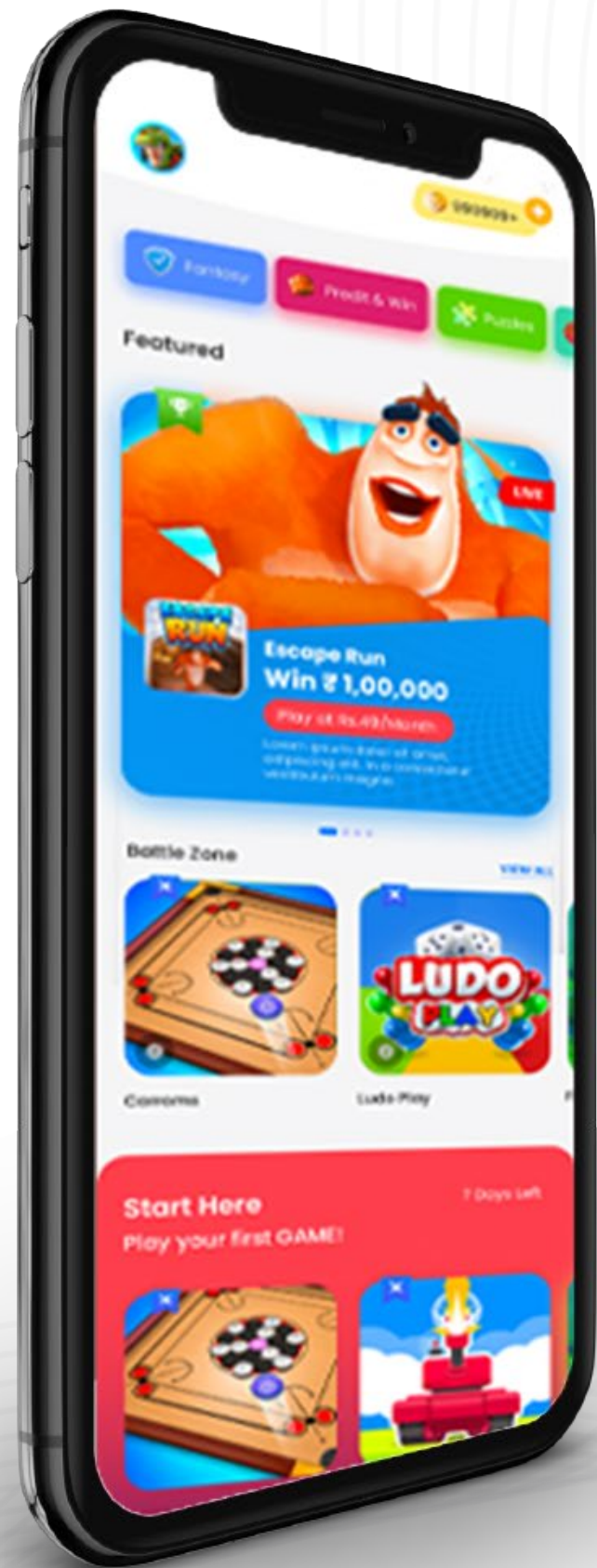
INVESTOR PRESENTATION

November 6th, 2023

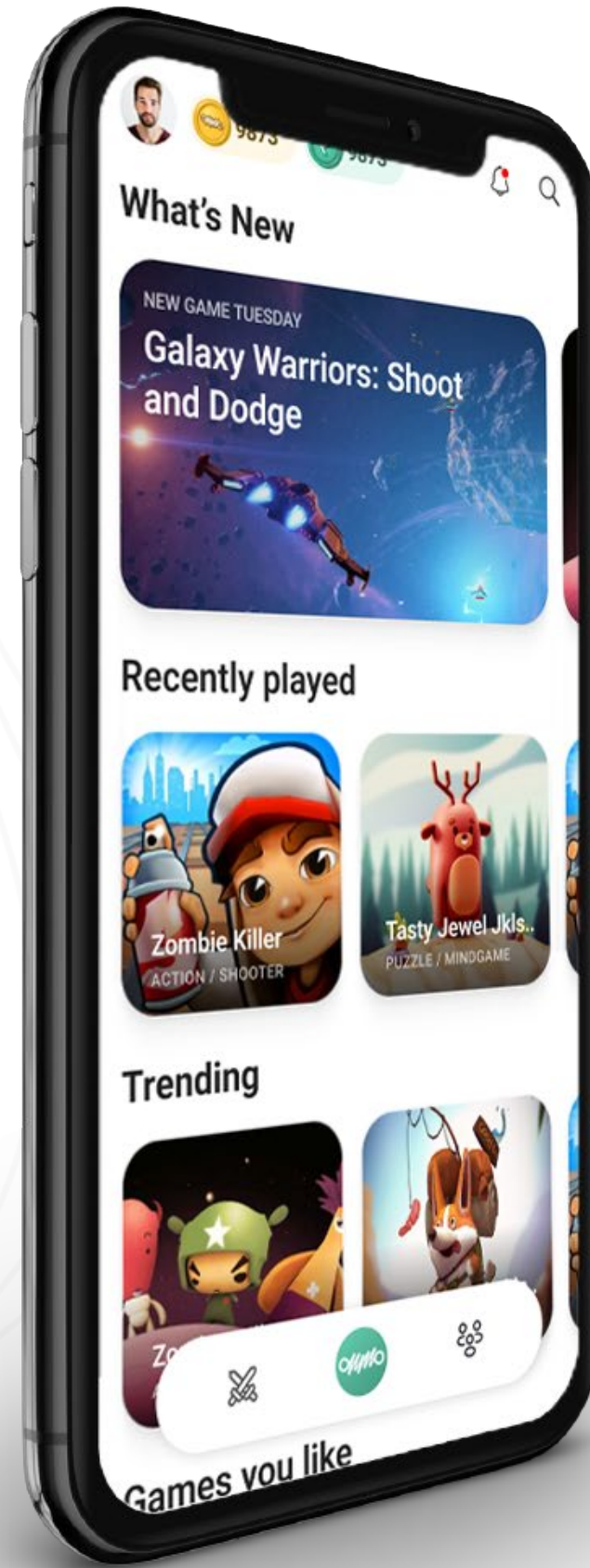


Mobile Gaming Products: ~4.47 Mn Paying Subs, 75 Customers Live

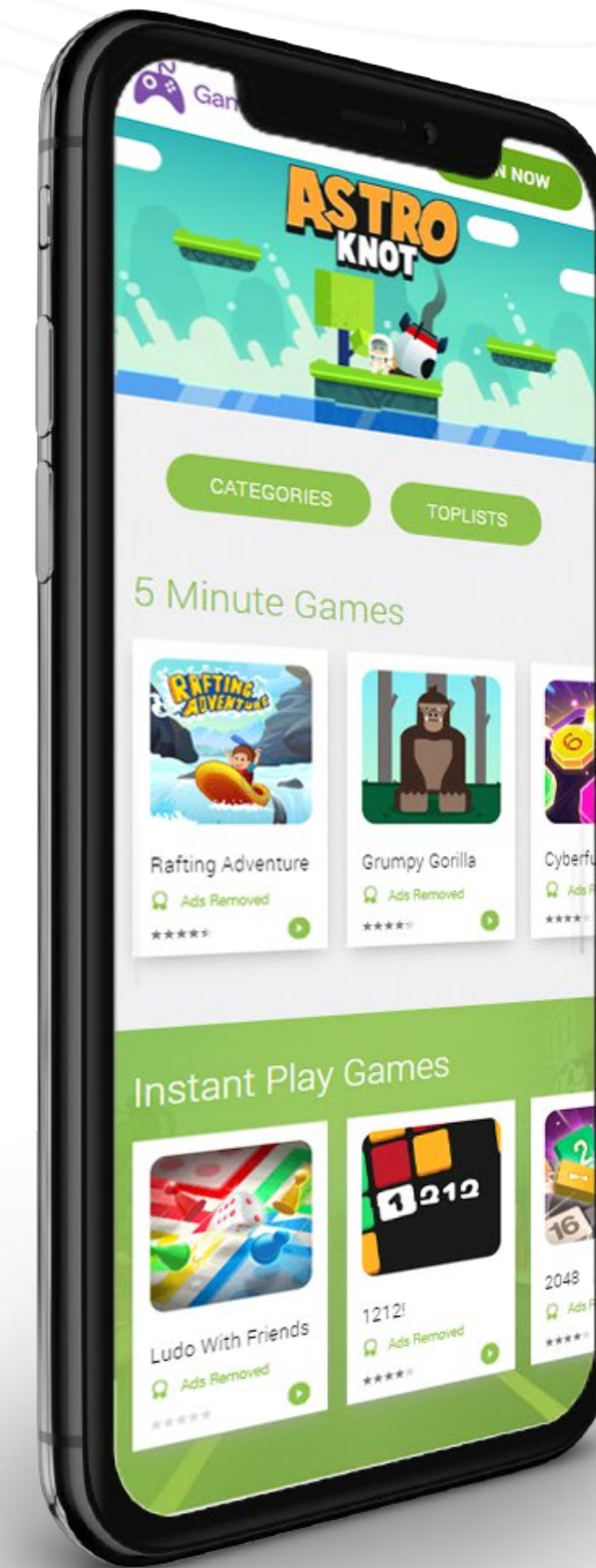
Challenges Arena



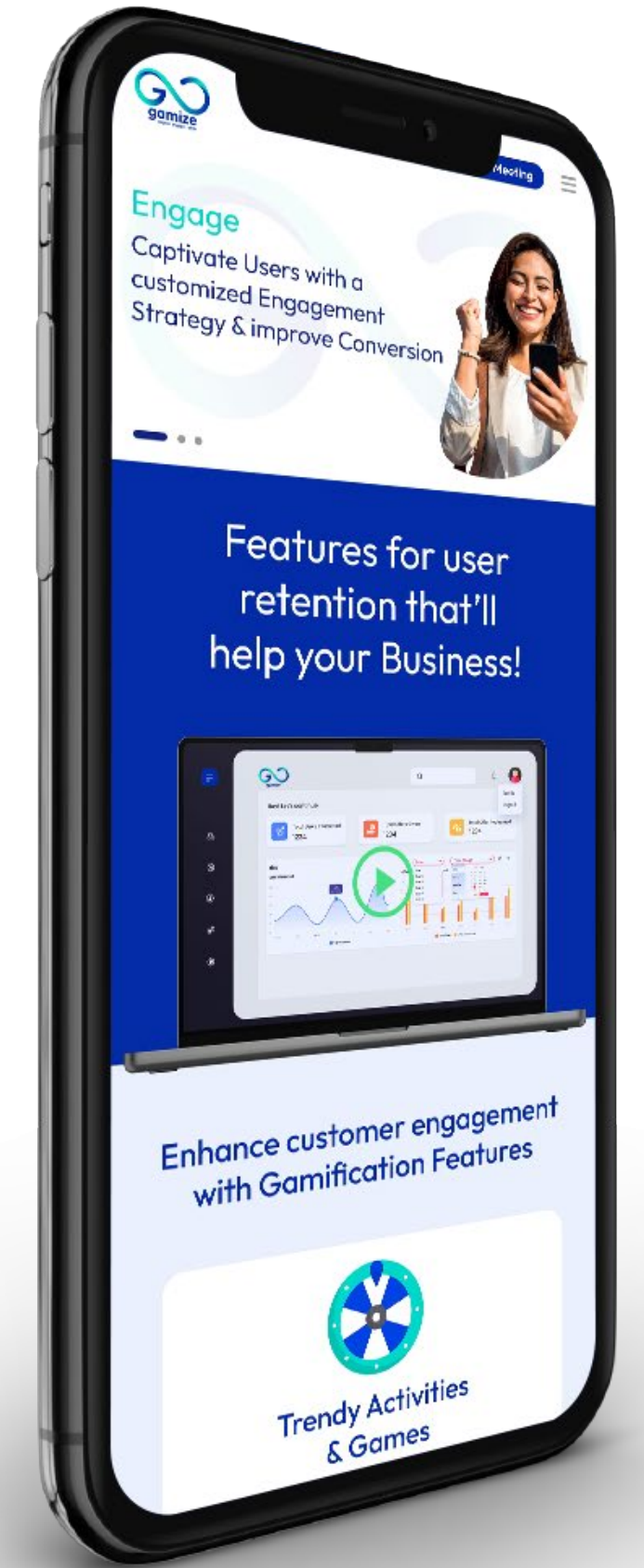
ONMO



Downloadable Games

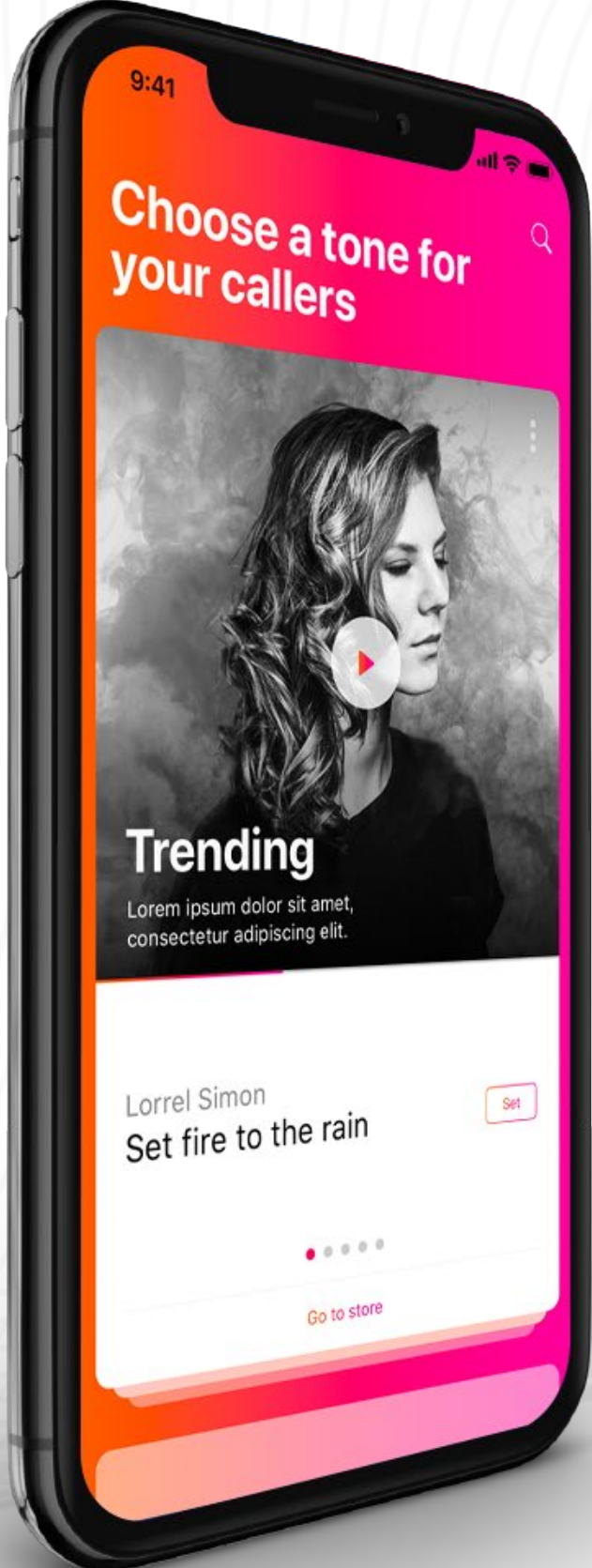


Gamize

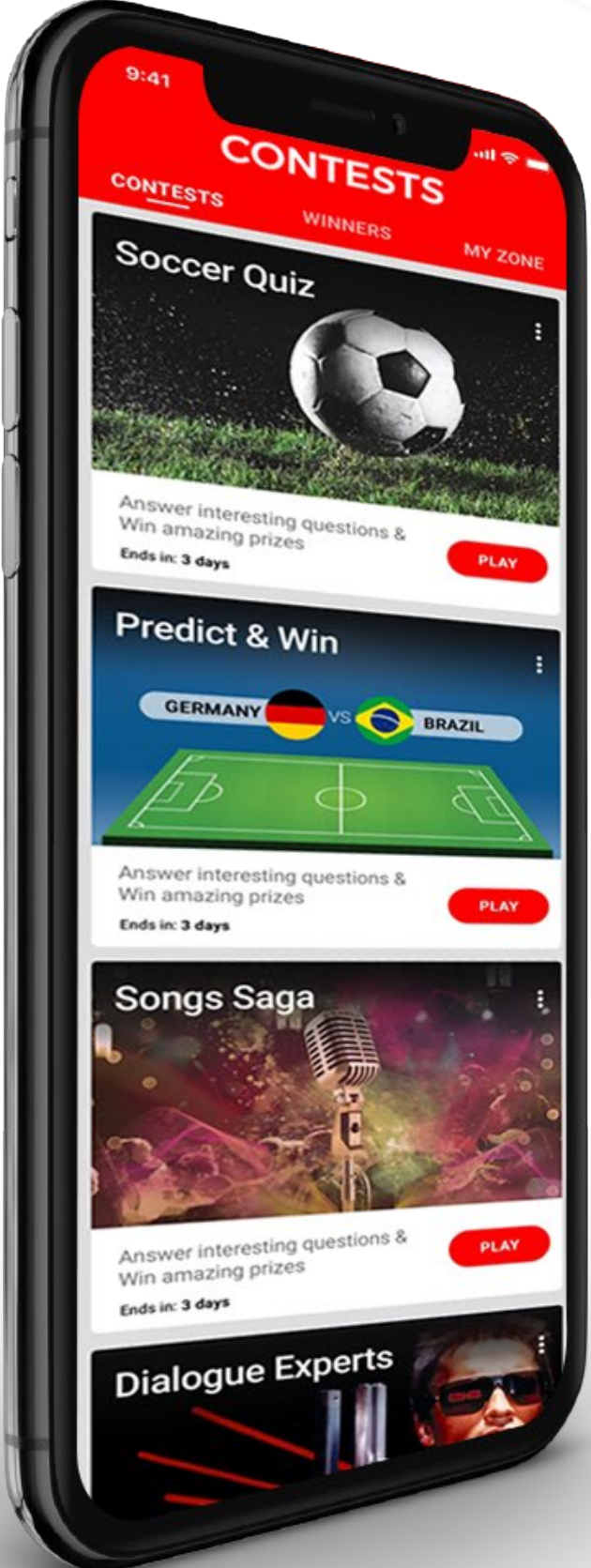


Mobile Entertainment Products: ~69.9 Mn Paying Subs, 70 Customers

Ringback Tones



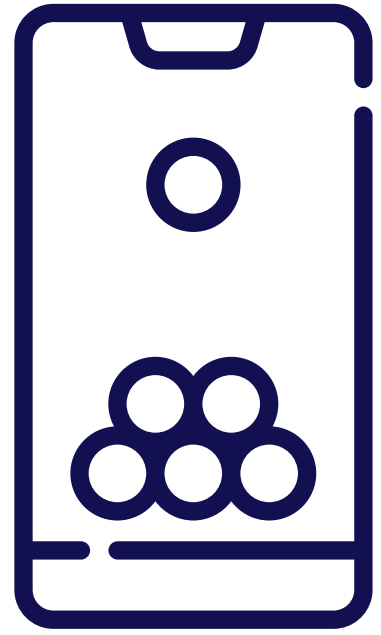
Contests



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

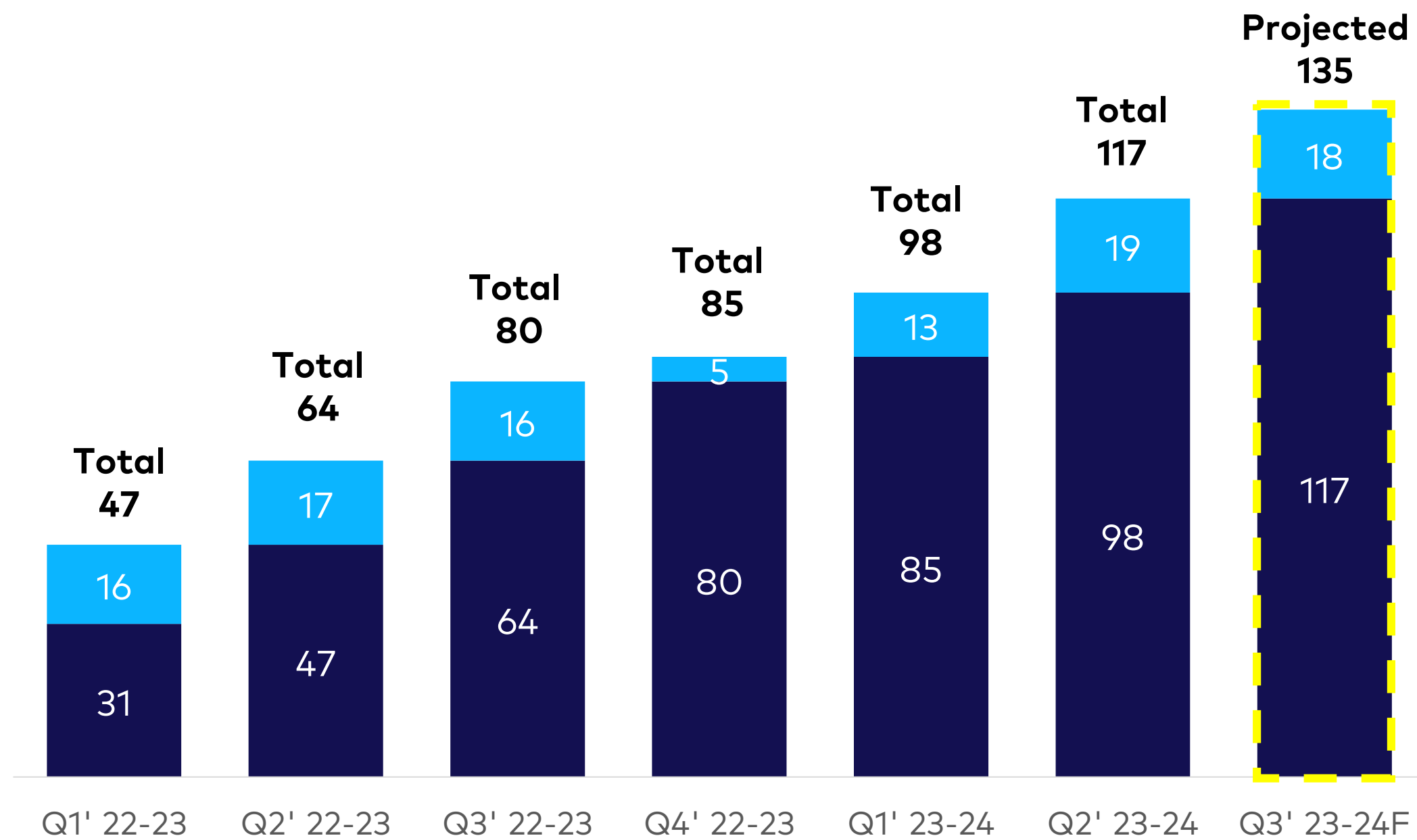


The future is
GAMING

Mobile Gaming: 11 operators went live in Q2 FY24

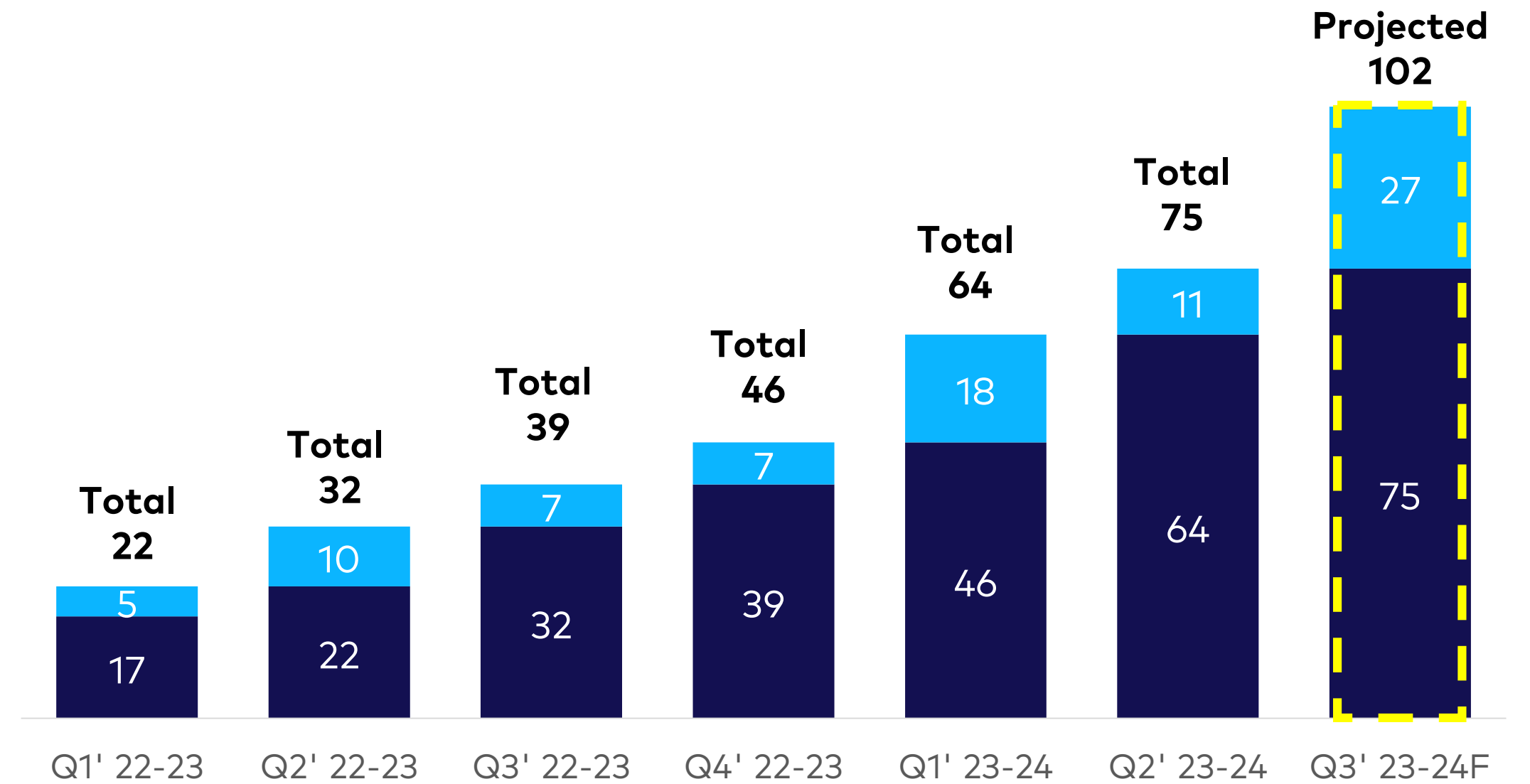
CUSTOMER CONFIRMATIONS

■ Customer confirmation ■ Signed during the quarter



LIVE CUSTOMERS

■ Cumulative live customers ■ Went live during the quarter

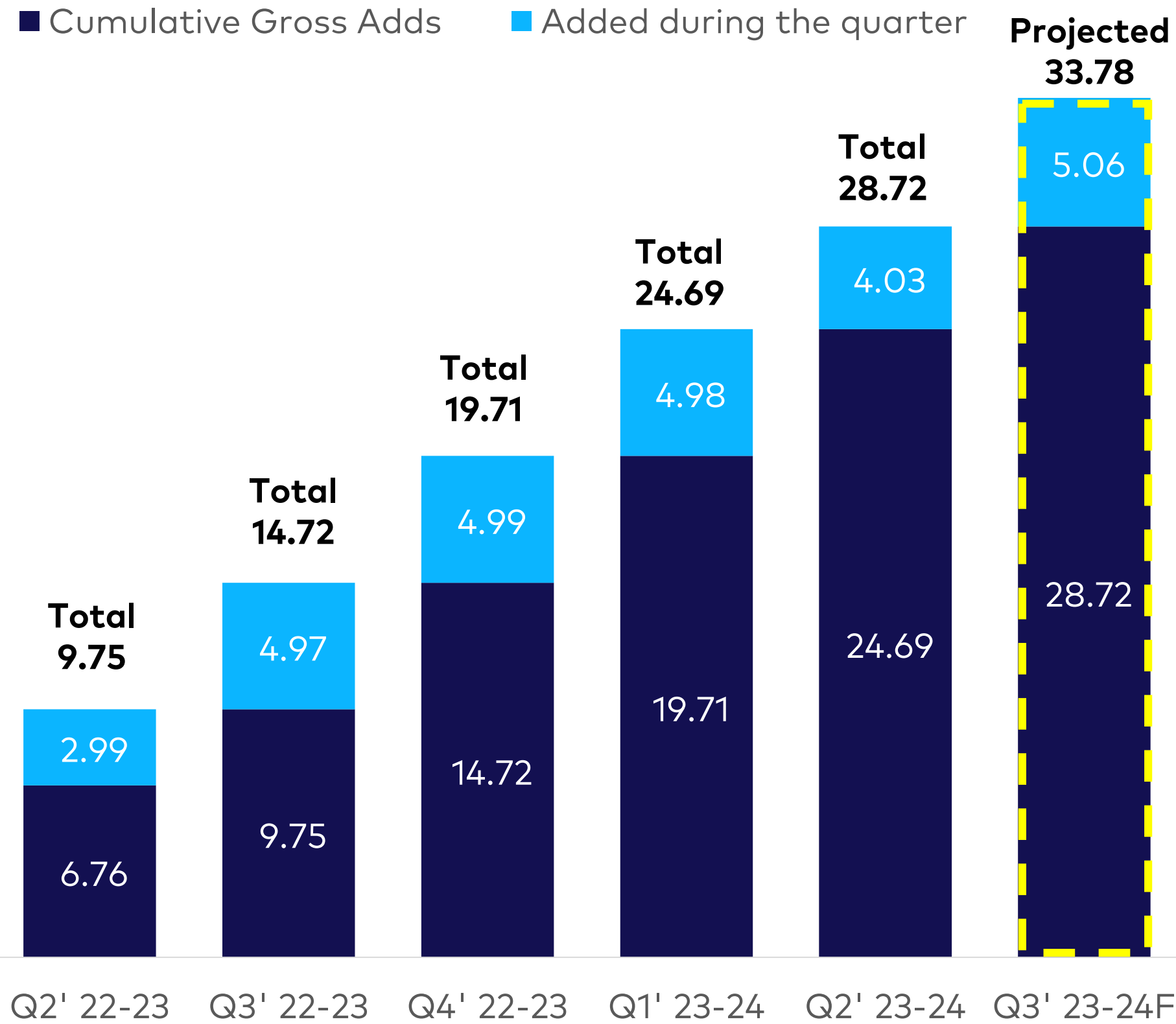


As on Oct'23, Customer confirmations is 123, Live customers is 83

Mobile Gaming: Net active base increased to 4.47 Mn in Q2 FY24

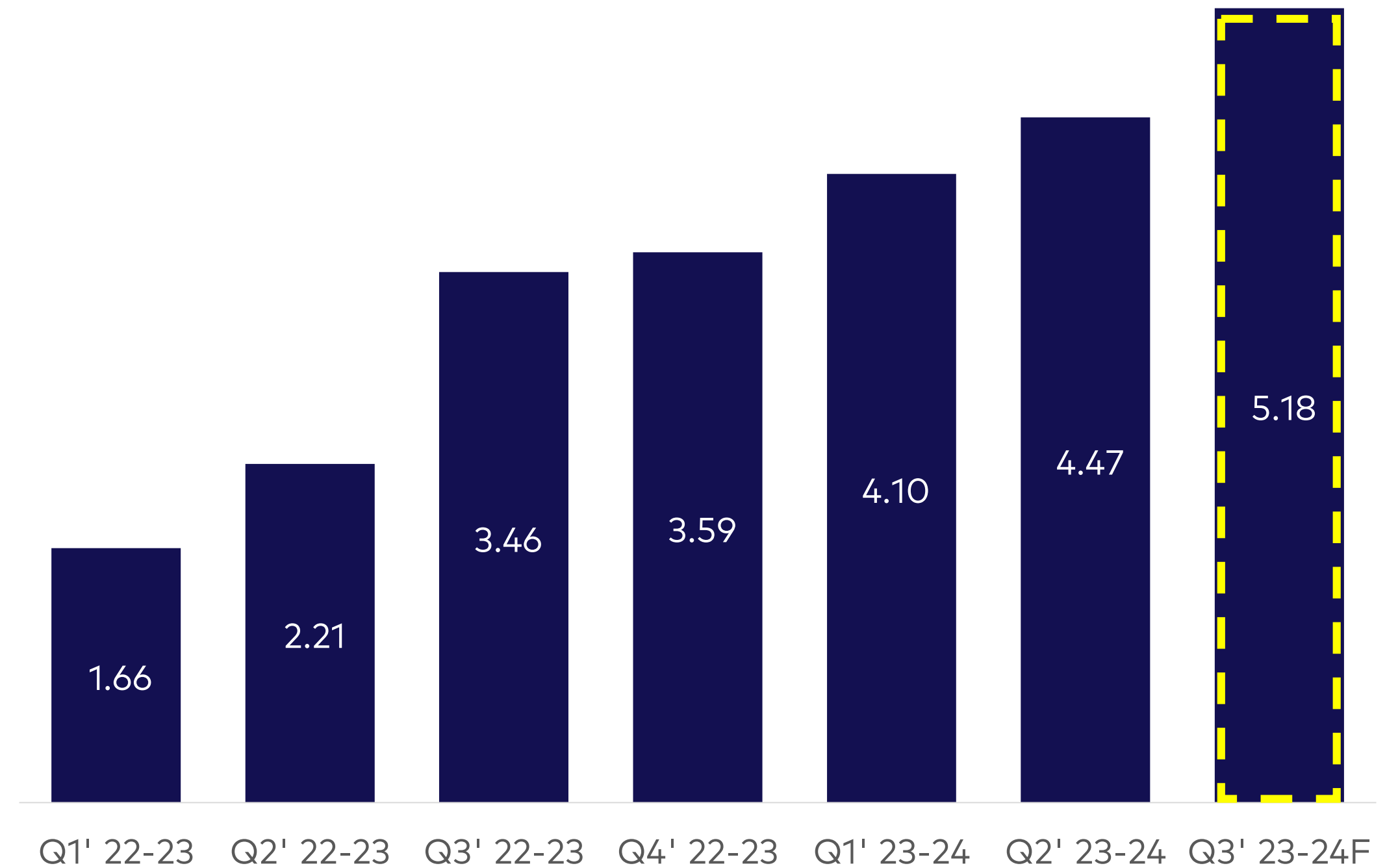


GROSS ADDS



Gross Adds dropped due to zero addition as one of the key operator stopped the service

NET ACTIVE SUBSCRIBERS



Increase in 300K in Q2 FY24 despite churn of 600K from one of the key operator



FINANCIALS

Key Highlights

- Q2FY24 revenue at INR 1,363 Mn, flat on YoY basis
- EBITDA at INR 124 Mn with margin improving to 9.2% in Q2FY24 from 9.0% in Q1FY24
- Q2FY24 international revenue is 91% of total revenue
- H1FY24 gross margin has improved to 54.9% from 51.6% in H1FY23
- H1FY24 EBITDA at INR 247 Mn vs INR 81 Mn in H1FY23
- H1FY24 PAT increased by 287% YoY to INR 184 Mn, with margin of 6.8%
- Mobile gaming revenue increased by 81.8% YoY to INR 423 Mn during H1FY24
- DSO reduced to 103 days from 119 days in Q1FY24
- Change in business model from one of our key operator had significant impact on revenue & profitability across all products; Quarterly revenue impact of ~ INR185 Mn, we have been able to mitigate this impact with revenue growth in other accounts

Financial Summary Q2 FY24

Gross Revenue INR 1,363 Mn ■ -2.4% QoQ ■ -0.3% YoY	People cost INR 268 Mn ■ -3.6% QoQ ■ -26.4% YoY	Marketing INR 200 Mn ■ -18.3% QoQ ■ +13.0% YoY	Opex INR 124 Mn ■ -0.1% QoQ ■ -2.5% YoY
EBITDA INR 124 Mn (9.2%) ■ +0.2% QoQ ■ >100% YoY	PAT INR 85 Mn (6.4%) ■ -13.3% QoQ ■ >100% YoY	Mobile Gaming Revenue INR 173 Mn ■ -30.9% QoQ ■ 32.0% YoY	Mobile Entertainment Revenue INR 1,190 Mn ■ +3.9% QoQ ■ -3.7% YoY

Financial Summary H1 FY24

Gross Revenue	People cost	Marketing	Opex
INR 2,759 Mn ■ -0.7% YoY	INR 546 Mn ■ -20.3% YoY	INR 446 Mn ■ +28.4% YoY	INR 249 Mn ■ -4.5% YoY
EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 247 Mn (9.1%) ■ >100% YoY	INR 184 Mn (6.8%) ■ +287.1% YoY	INR 423 Mn ■ +81.8% YoY	INR 2,336 Mn ■ -8.2% YoY

P&L Q2 FY24

P&L(INR Mn)	Q2 FY24	Q1 FY24	QoQ Gr %	Q2 FY23	YoY Gr %
Gross Revenue	1,363	1,396	-2.4%	1,367	-0.3%
COGS*	646	624	3.5%	694	-7.0%
Gross Profit	717	771	-7.1%	672	6.6%
Margin (%)	53.6%	56.3%		51.3%	
People Cost	268	278	-3.6%	364	-26.4%
Marketing	200	245	-18.3%	177	13.0%
Opex	124	125	-0.1%	128	-2.5%
EBITDA	124	123	0.2%	3	>100%
Margin (%)	9.2%	9.0%		0.2%	
Depreciation	29	29	-0.4%	25	12.6%
Operating Profit	95	95	0.4%	(23)	-
Margin (%)	7.1%	6.9%		-1.7%	
Profit After Tax	85	98	-13.3%	6	>100%
Margin (%)	6.4%	7.2%		0.5%	
EPS (Diluted)	0.8	0.9	-13.4%	0.1	>100%
Cash Profit	76	137	-44.2%	18	>100%

*COGS includes UFF

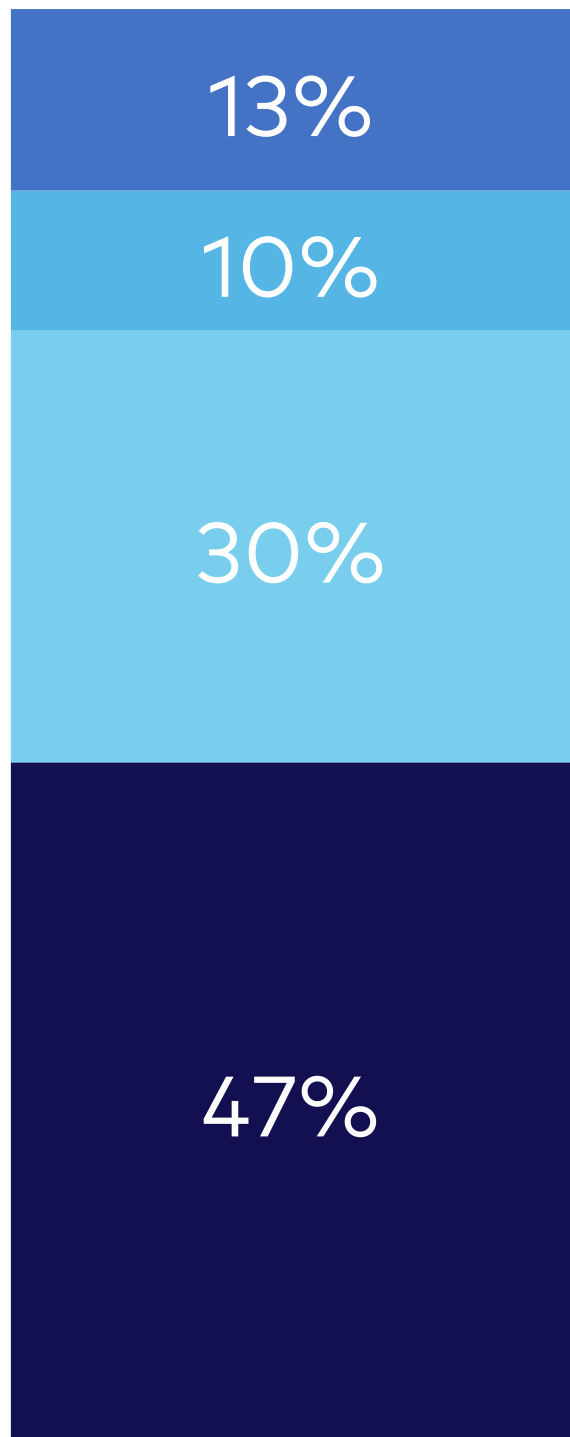
P&L H1 FY24

P&L(INR Mn)	H1 FY'24	H1 FY'23	Growth %
Gross Revenue	2,759	2,777	-0.7%
COGS*	1,271	1,403	-9.4%
Gross Profit	1,488	1,374	8.3%
Margin (%)	54.9%	51.6%	
People Cost	546	685	-20.3%
Marketing	446	347	28.4%
Opex	249	261	-4.5%
EBITDA	247	81	>100%
Margin (%)	9.1%	3.0%	
Depreciation	57	50	14.3%
Operating Profit	190	30	>100%
Margin (%)	7.0%	1.1%	
Profit After Tax	184	47	287.1%
Margin (%)	6.8%	1.8%	
EPS (Diluted)	1.7	0.4	>100%
Cash Profit	213	85	>100%

*COGS includes UFF

Revenue by Products

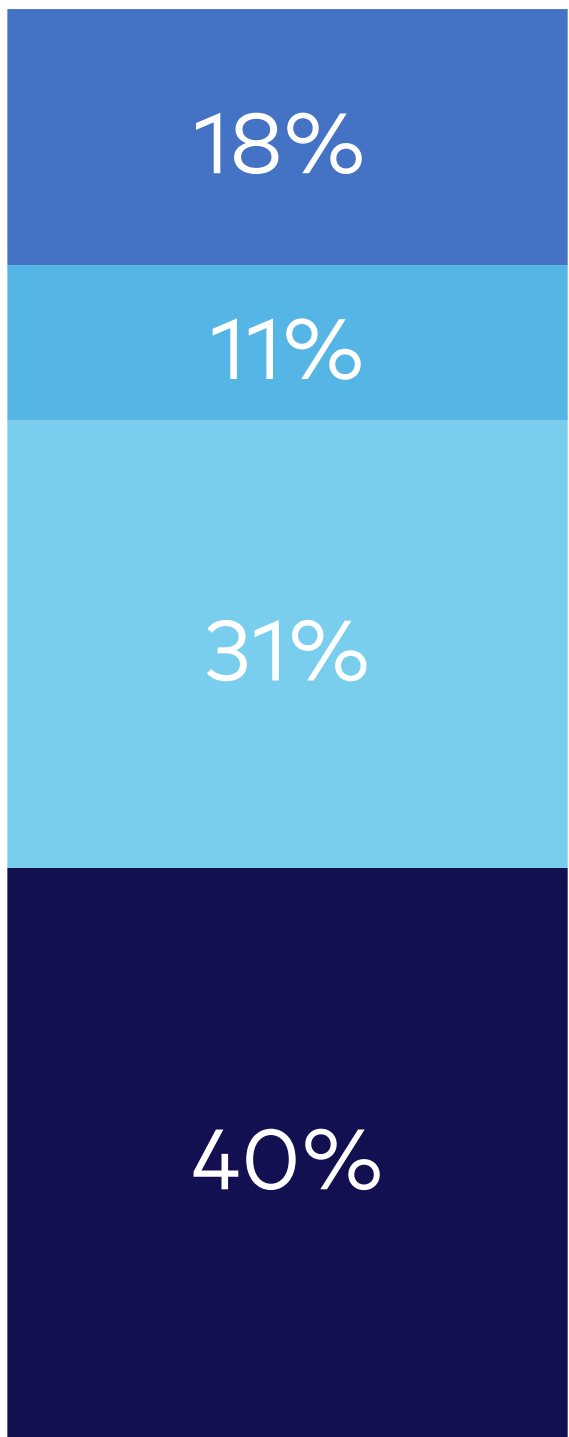
Gross Revenue
INR 1,363 Mn



Q2FY24

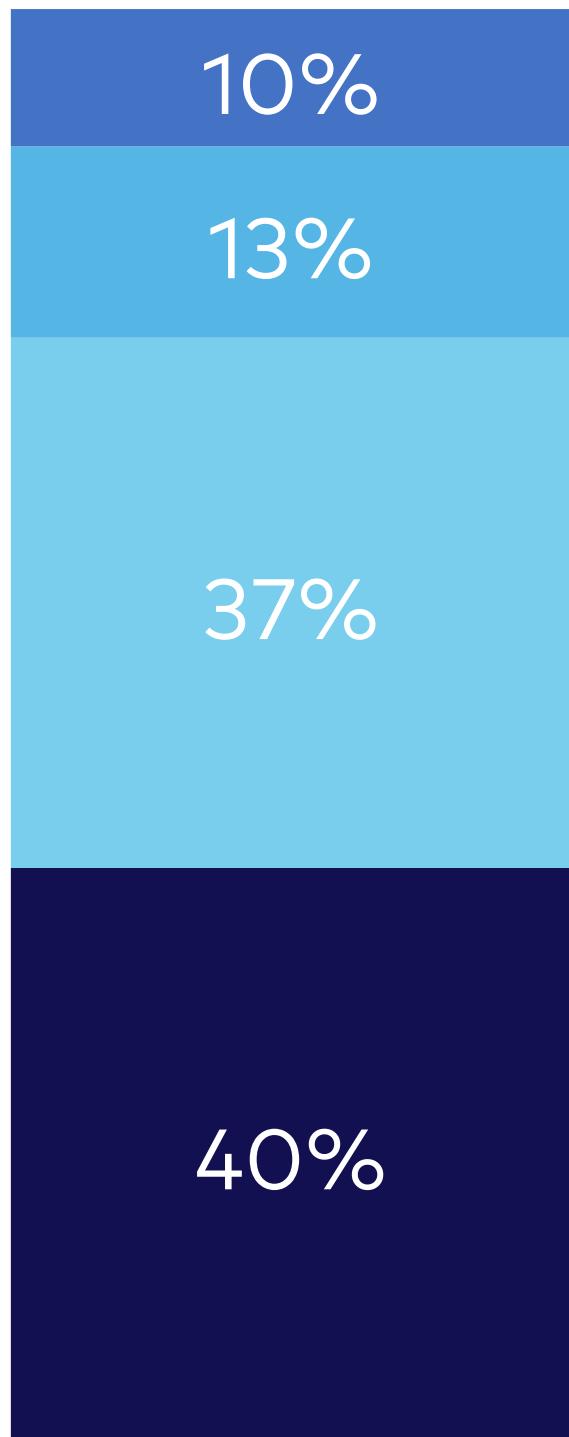
Gross Revenue
INR 1,396 Mn

(77)
(19)
(25)
88



Q1FY24

Gross Revenue
INR 1,367 Mn



Q2FY23

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

Cash Position

INR Mn	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24
Cash Balance	1,445	1,352	1,200	1,130	736	864	549	879

Changes in Q3 due to:-

- a) Chingari Investment of INR 110 Mn
- b) ONMO Prod devpt cost of INR 149 Mn
- c) Dividend paid of INR 158 Mn

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

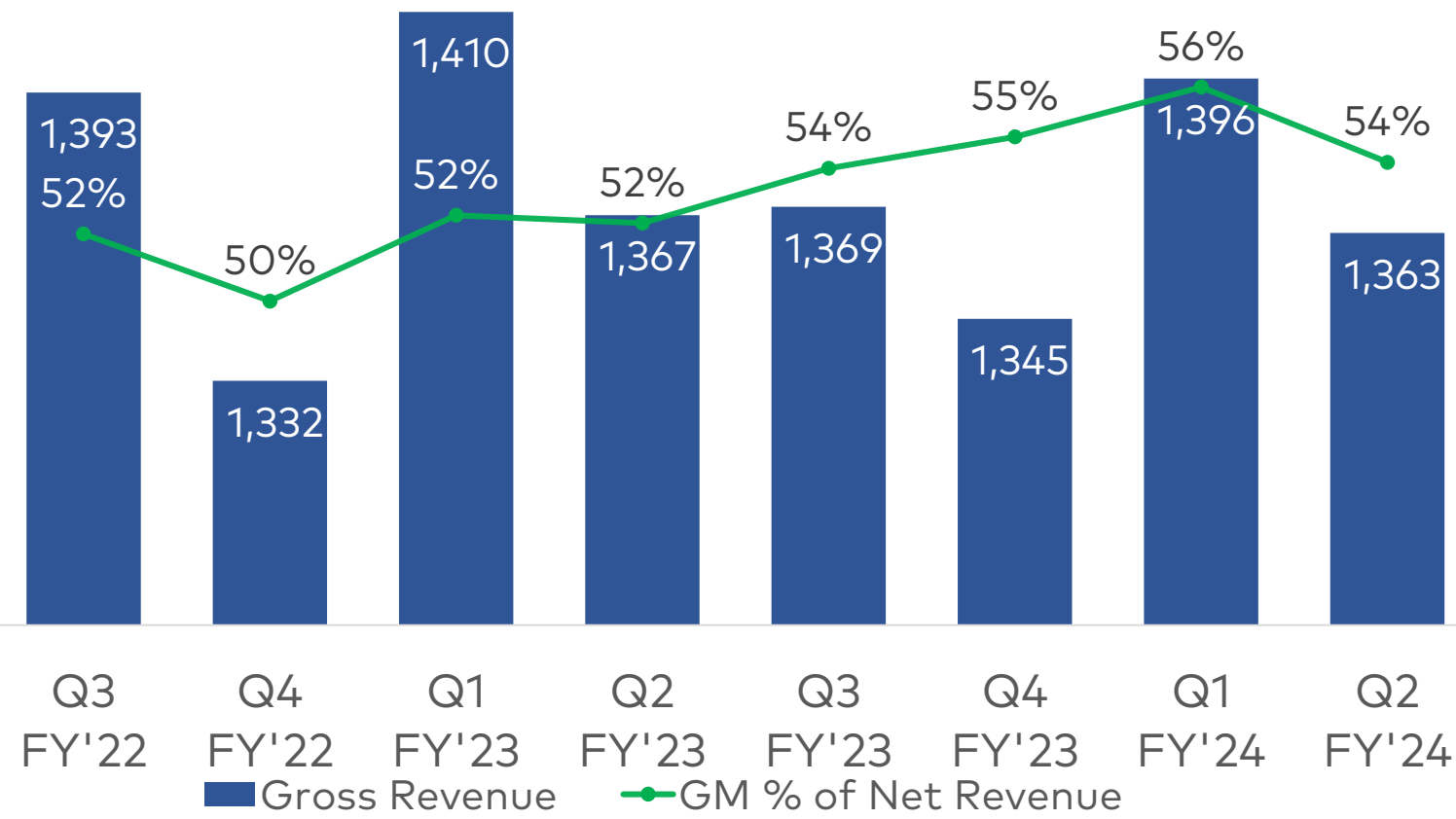
Reduction in Q1 Cash due to continued investments in ONMO R&D and increase in receivables

Increase in Q2 Cash due to better collections

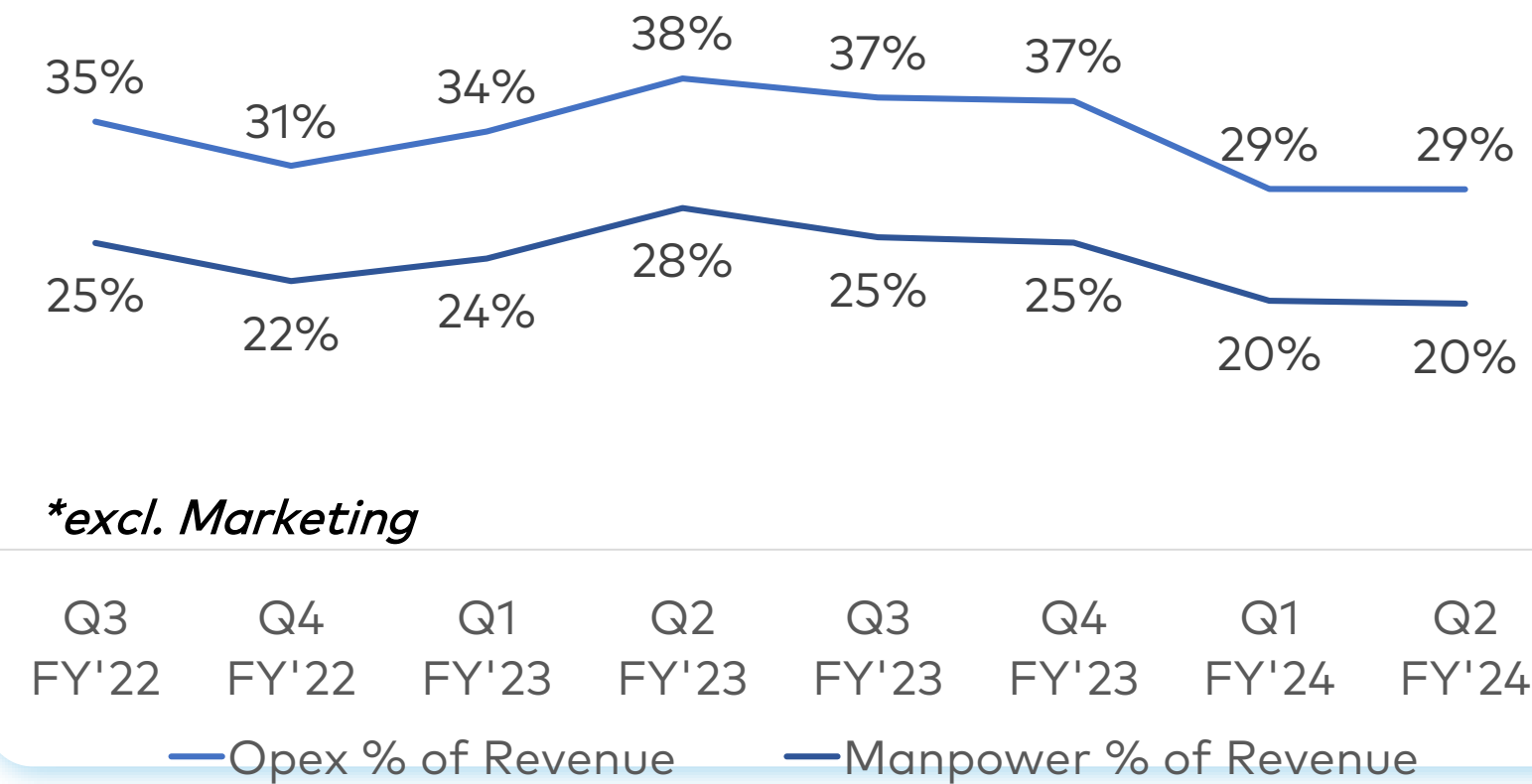
Financial Analysis & Trends: Profit & Loss

In INR Mn

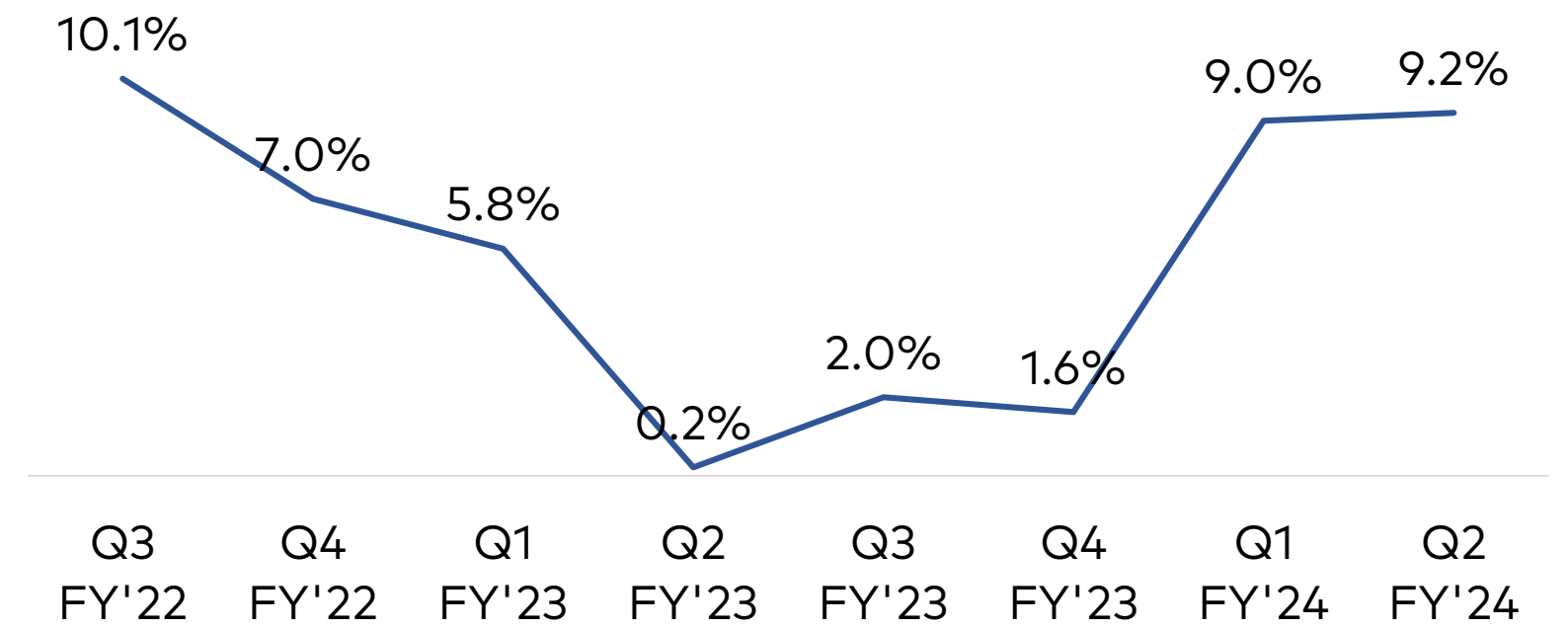
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

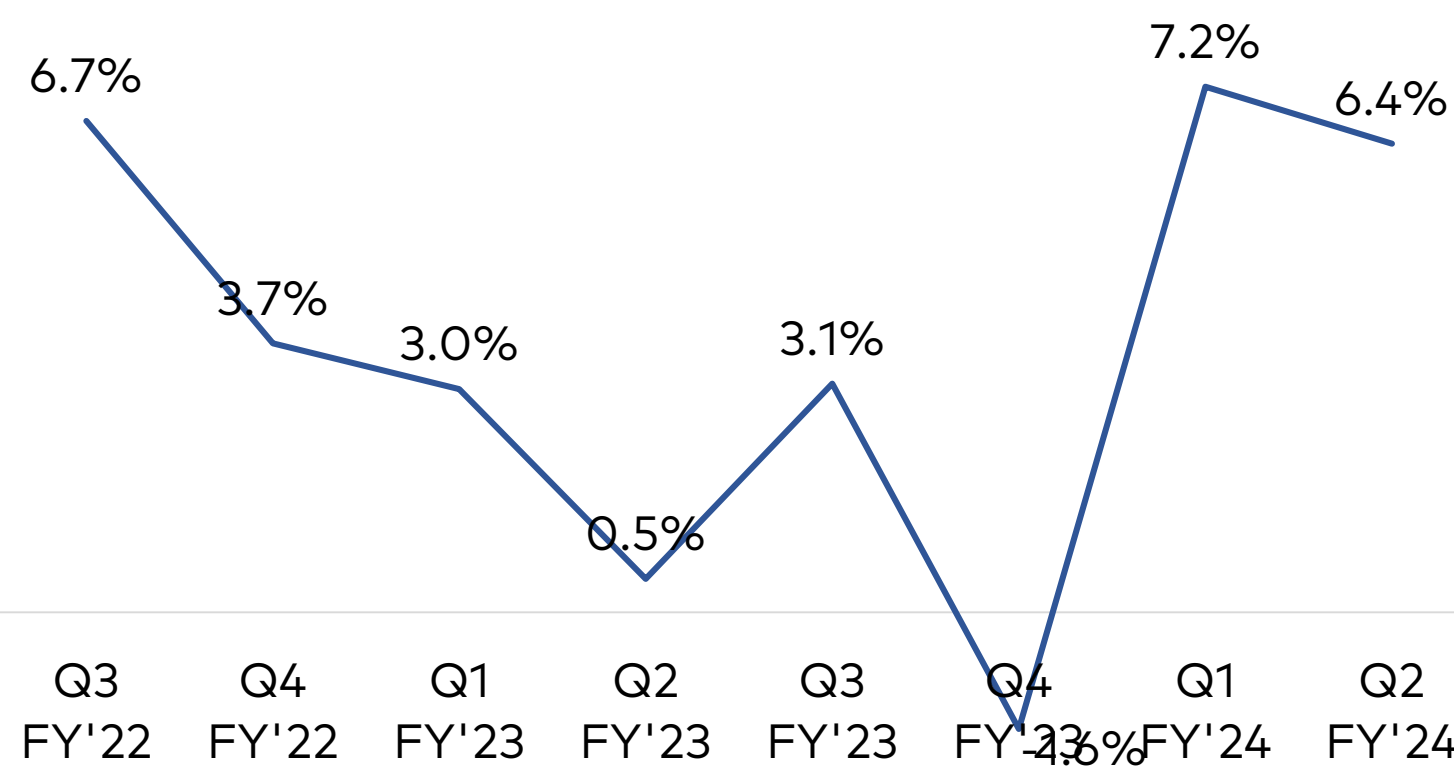


EBITDA %

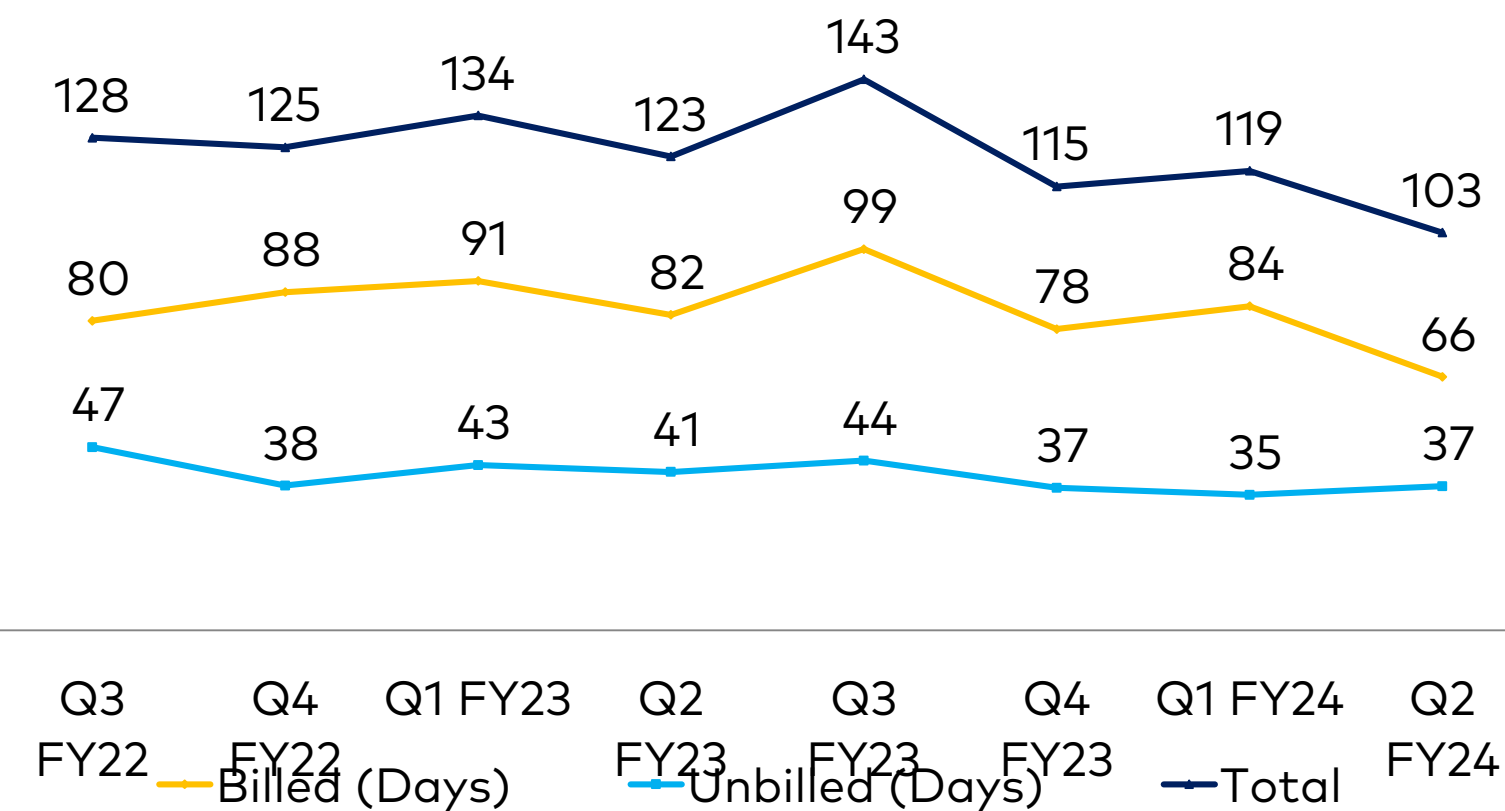


PAT (%)

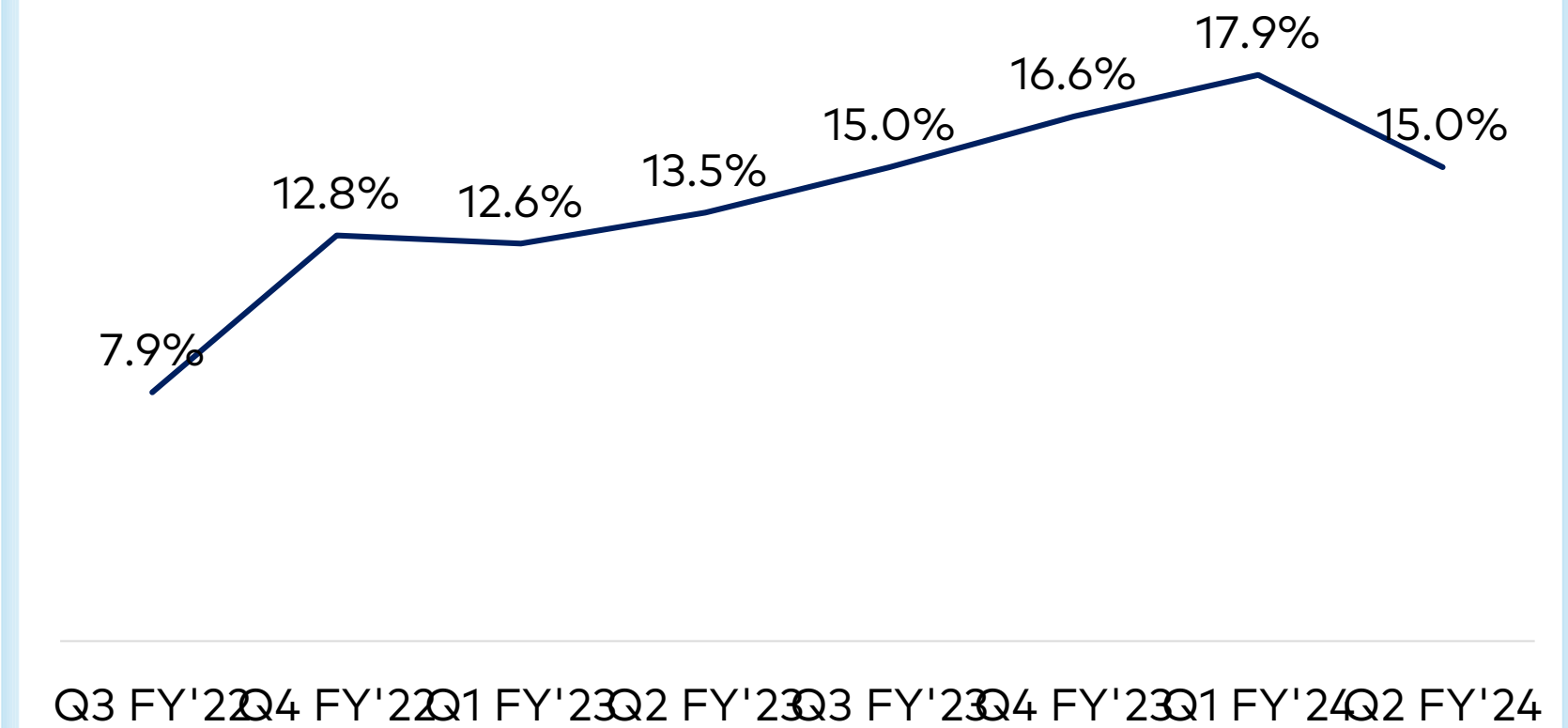
PAT as a % of net revenues.



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis

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

Profit and Loss

International revenue / revenue	83%	80%	77%	79%	79%	78%	79%	91%
Gross profit / revenue	52%	50%	51%	52%	54%	55%	56%	54%
Revenue per Employee (INR'000)	2,496	2,382	2,500	2,503	2,507	2,372	2,932	3,184
EBITDA per Employee (INR'000)	240	160	138	5	48	36	259	289
Aggregate employee costs / revenue	25%	22%	24%	28%	25%	25%	20%	20%
Profit before tax (PBT) / revenue	9%	6%	4%	1%	5%	-6%	9%	9%

Balance sheet

Current ratio	1.6	1.8	1.7	1.5	1.5	1.5	1.4	1.3
Day's sales outstanding (Days)	128	125	134	123	143	115	119	103
Liquid assets / total assets (%)	38%	38%	37%	35%	32%	29%	27%	27%
Liquid assets / total sales ratio	2.6	2.6	2.5	2.4	2.2	2.0	1.7	1.8

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For any queries mail us at

 investors@onmobile.com

