



ONMOBILE GLOBAL LIMITED
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May 28, 2021

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- Q4 FY 2020-21

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 year ended March 31, 2021, 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

P.V. Varaprasad
Company Secretary



Encl: a/a



Investor Presentation

May 31st, 2021



Agenda

1. Company Overview
2. Products & Solutions
3. Financials

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 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.

1. Company Overview



Global presence and scale in mobile entertainment

OnMobile provides end-to-end mobile entertainment solutions that include platform, apps, content partnerships, and professional services to carriers across the globe

2.70 Billion
consumer reach

1.91 Billion
digital reach

84.09 Million
monthly active users

19.88 Million
app installs

98 Customers
across the globe

56 Countries
global presence

Products & Strategy

NEW MOBILE GAMING PRODUCTS & INVESTMENT

EXISTING CORE B2B PRODUCTS

Digitizing core products & operating model

- Tones
- Contests
- CVAS/ Videos

TECH INVESTMENT

Invested in AI & Cloud Streaming

- Rob0
- Appland

CHALLENGES ARENA

Mobile Quiz Games app with challenges

- B2B - distributed through Telcos & OTTs
- Launched April '21

ONMO

Mobile Cloud Gaming for eSports & Social Play (driven by AI)

- Global B2C
- Beta launched May '21

Key Management

François-Charles Sirois

EXECUTIVE CHAIRMAN

François-Charles Sirois is currently President & CEO of Telesystem, a family-owned media & technology holding, Executive Chairman of OnMobile Global, and Chairman of Zone 3, one of Canada's largest creator and producer of content.

François-Charles Sirois is also co-founder of Stingray Digital Group and has more than 20 years of experience in corporate mergers, acquisitions & venture capital.

Before joining Telesystem, Mr. Sirois started his career building start-up companies in e-commerce and mobile payment services.

Krish Seshadri

CHIEF EXECUTIVE OFFICER

Krish joined OnMobile in August 2020 as CEO. He has two decades experience in mobile, consumer internet & tech space across US, Europe, APAC & Middle East

Most recently, he was CEO of Monster.com's APAC and Middle East operations.

Previously, he held leadership roles at social gaming pioneer Zynga, Facebook & digital content leader AOL-Verizon.

He has an engineering degree from Stanford University and MBA from London Business School

Sanjay Baweja

GLOBAL GROUP CFO

Sanjay was Independent Director on OnMobile's Board from September 2015. In May 2020, Board appointed him as Global Group CFO of OnMobile.

Sanjay has extensive experience in strategy, finance and Investor relations across sectors.

Previously, he was Group President at Bhartiya group, Group CFO at Suzlon, Flipkart and Tata Communications.

Sanjay is a Chartered Accountant and Cost and Work Accountant.

Investment Rationale

Stability and dominance in current products

- Global Reach
- Dominating market share in Tones business

Investing in transformational mobile gaming sector

- Investment, focus & execution on mobile gaming with world-class team
- Huge opportunity globally
- Emerging turnaround story

Financials

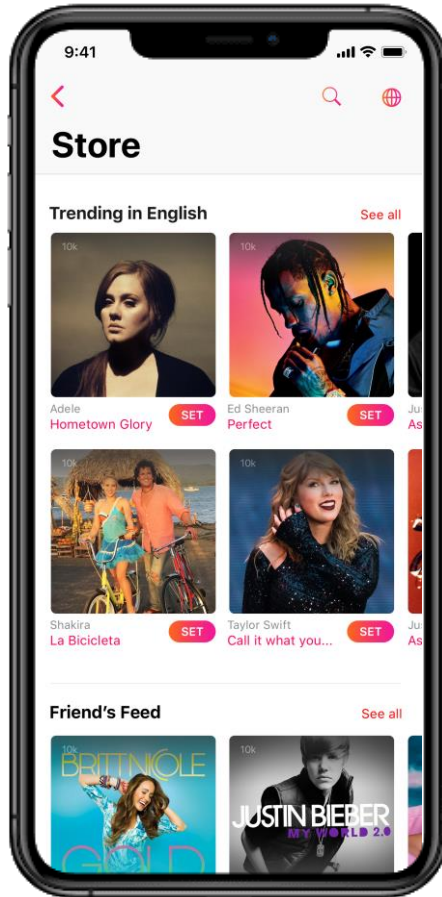
- Solid cash position
- Healthy cash flow from operations
- Debt free

2. Products & Solutions

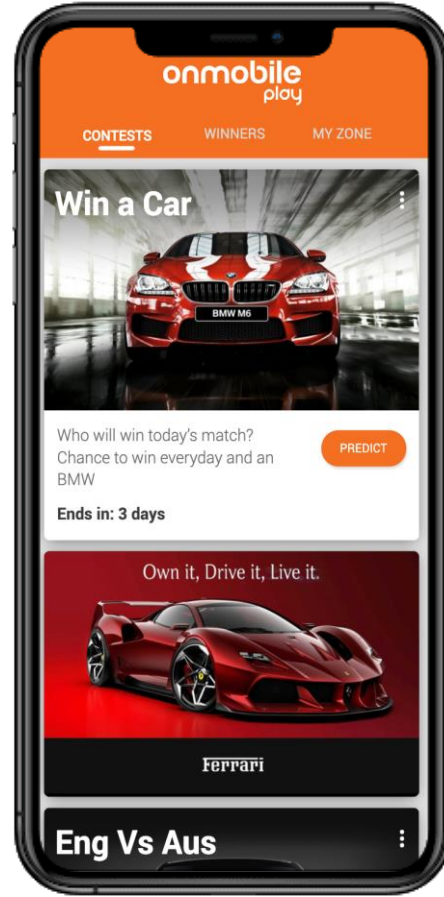


Existing core B2B Products

TONES



CONTESTS



VIDEOS & EDITORIAL



B2B GAMES



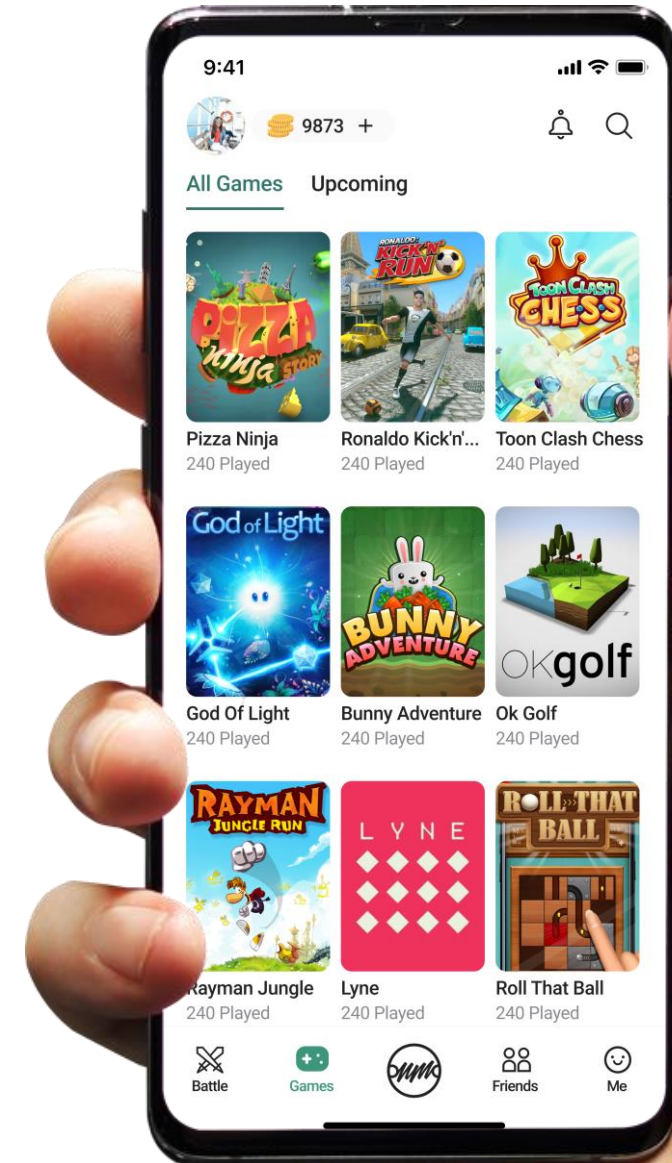
Challenges Arena is a Quiz / Trivia Games app where you can challenge friends on quiz and games

- Play thousands of quiz challenges and battle with friends
- **Launched with one telco and one OTT app in April '21**
 - 350,000 gross additions & 110,000 paying subscribers on the telco in 2 months
 - 1.1 million users on the OTT in 2 months
- Target ARPU \$0.2 in India and \$6.0 in Europe
- 3 new deployments in progress
- In conversation with over 10 telecom operators across Asia, Europe, Middle East



ONMO is a cloud gaming platform for casual esports & social play on short game moments

- World's first moments creation **AI engine** creates best, short, unique moments of a game
- Battle & compete with friends. No downloads needed
- **Launched B2C beta** version with virtual currency on May 20, '21 with 29 games and 850 unique moments. Launching B2C cash battles/ monetization in Q2 '21
- **B2B/ telco partnership** conversations started with about 20 telecom operators across Europe, Asia & Middle East



3. Financials



Financial Highlights

- For FY21, Revenue remains stable. EBITDA, Operating Profit, PAT and Cash Profit grew by 66.9%, 147.8%, 66.6% and 38.7% respectively over last year. With efforts into cost optimization all profitability margins grew more than 1.5 times this year.
- Revenues witnessed a drop of 6.2% QoQ and 9.7% YoY mainly from Europe due to covid.
- Our cost rationalization efforts continue to yield savings with a reduction of 4.1% QoQ and 6.1% YoY in manpower costs.
- Marketing cost lowered by 10.9% QoQ and 5.8% YoY this is result of optimum marketing investments.
- Other Opex cost declined by 6.8% QoQ and 48.3% YoY.
- EBITDA grew by 28.2% YoY to INR 154 Mn with the margin of 11.8% in the quarter mainly due to above mentioned cost savings.
- Operating Profits grew by almost 1.5 times YoY to INR 125 Mn with the margin of 9.6% during the quarter.
- PAT at INR 149 Mn grew by 31.9% with 11.4% margin during the quarter.
- DSO improved to 116 days in Q4FY21 vs 120 days in Q3FY21.

P&L FY21

P&L (INR Mn)	FY21	FY20	Change	Gr%
Revenue	5,760	5,884	(124)	(2.1)%
*COGS & Customer acquisition cost	2,919	2,770	149	5.4%
Gross Profit	2,841	3,114	(273)	(8.8)%
Margin (%)	51.5%	54.4%		
Manpower Cost	1,402	1,617	(215)	(13.3)%
Marketing Cost	264	296	(33)	(11.0)%
Other Opex	492	792	(299)	(37.8)%
EBITDA	682	409	274	66.9%
Margin (%)	12.4%	7.1%		
Depreciation	128	185	(57)	(30.9)%
Operating Profit	554	224	331	147.8%
Margin (%)	10.1%	3.9%		
Profit After Tax	460	276	184	66.6%
Margin (%)	8.3%	4.8%		
EPS (Diluted)	4.41	2.61	1.80	68.6%
Cash Profit	526	379	147	38.7%

*COGS refers to Content Cost, Contest / Gratification Cost

P&L Q4 FY21

P&L (INR Mn)	Q4 FY21	Q3 FY21	QoQ Gr %	Q4 FY20	YoY Gr %
Revenue	1,370	1,461	(6.2)%	1,517	(9.7)%
*COGS & Customer acquisition cost	710	748	(5.1)%	768	(7.6)%
Gross Profit	660	712	(7.4)%	749	(12.0)%
Margin (%)	50.5%	51.0%		51.3%	
Manpower Cost	340	355	(4.1)%	362	(6.1)%
Marketing Cost	61	69	(10.9)%	65	(5.8)%
Other Opex	104	112	(6.8)%	202	(48.3)%
EBITDA	154	177	(13.1)%	120	28.2%
Margin (%)	11.8%	12.7%		8.2%	
Depreciation	28	33	(13.5)%	35	(18.8)%
Operating Profit	125	144	(13.0)%	85	47.6%
Margin (%)	9.6%	10.3%		5.8%	
Profit After Tax	149	113	31.9%	179	(16.5)%
Margin (%)	11.4%	8.1%		12.3%	
EPS (Diluted)	1.42	1.09	30.8%	1.69	(15.6)%
Cash Profit	116	146	(20.6)%	132	(12.0)%

*COGS & UFF refers to Content Cost, Contest / Gratification Cost and Customer Acquisition Cost

Financial Summary FY21

Gross Revenue	Manpower Cost	Opex	EBITDA
INR 5,760 Mn ↓ 2.1% YoY	INR 1,402 Mn ↓ 13.3% YoY	INR 492 Mn ↓ 37.8% YoY	INR 682 Mn ↑ 66.9% YoY EBITDA Margin 12.4%
Operating Profit	PAT	Cash Profit	Cash
INR 554 Mn ↑ 147.8% YoY Op. Profit Margin 10.1%	INR 460 Mn ↑ 66.6% YoY PAT Margin 8.3%	INR 526 Mn ↑ 38.7% YoY	INR 2,662 Mn ↓ INR 83 Mn <ul style="list-style-type: none">Investment in Rob0 INR 55 MnShare buyback INR 51 Mn

Financial Summary Q4 FY21

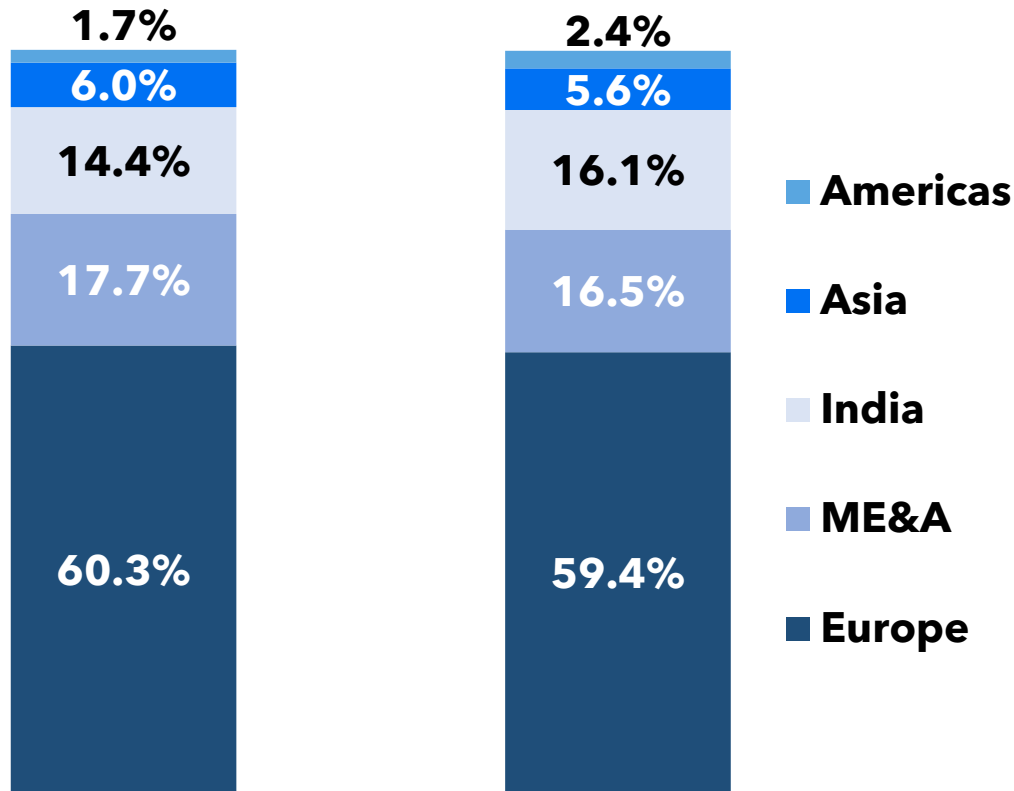
Gross Revenue	Manpower cost	Opex	EBITDA
INR 1,370 Mn ↓ 9.7% YoY ↓ 6.2% QoQ	INR 340 Mn ↓ 6.1% YoY ↓ 4.1% QoQ	INR 104 Mn ↓ 48.3% YoY ↓ 6.8% QoQ	INR 154 Mn ↑ 28.2% YoY ↓ 13.1% QoQ EBITDA Margin 11.8%
Operating Profit	PAT	Cash Profit	DSO
INR 125 Mn ↑ 47.6% YoY ↓ 13.0% QoQ Op. Profit Margin 9.6%	INR 149 Mn ↓ 16.5% YoY ↑ 31.9% QoQ PAT Margin 11.4%	INR 116 Mn ↓ 12.0% YoY ↓ 20.6% QoQ	116 Days ↑ 28 Days YoY ↑ 4 Days QoQ

Revenue by Metrics-Full Year

Revenue by Geography

Gross Revenue
INR 5,760 Mn

Gross Revenue
INR 5,884 Mn



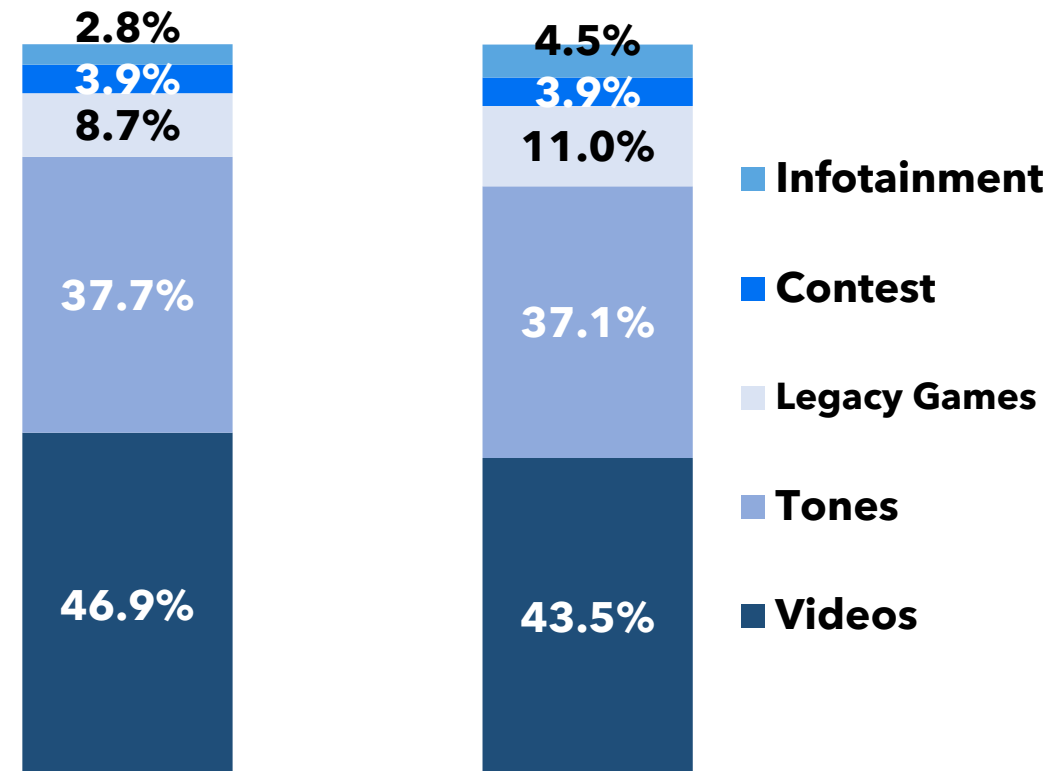
FY21

FY20

Revenue by Products

Gross Revenue
INR 5,760 Mn

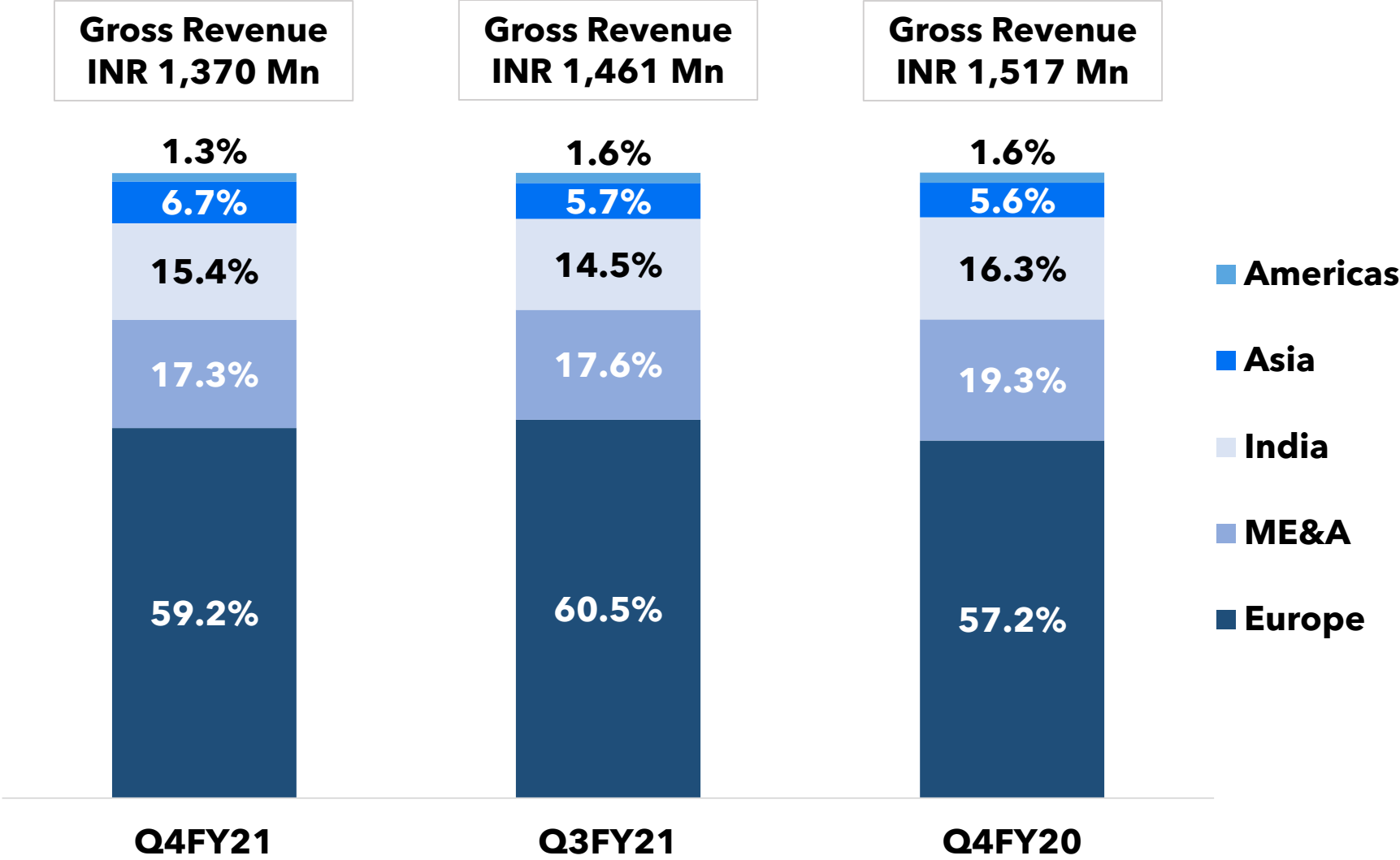
Gross Revenue
INR 5,884 Mn



FY21

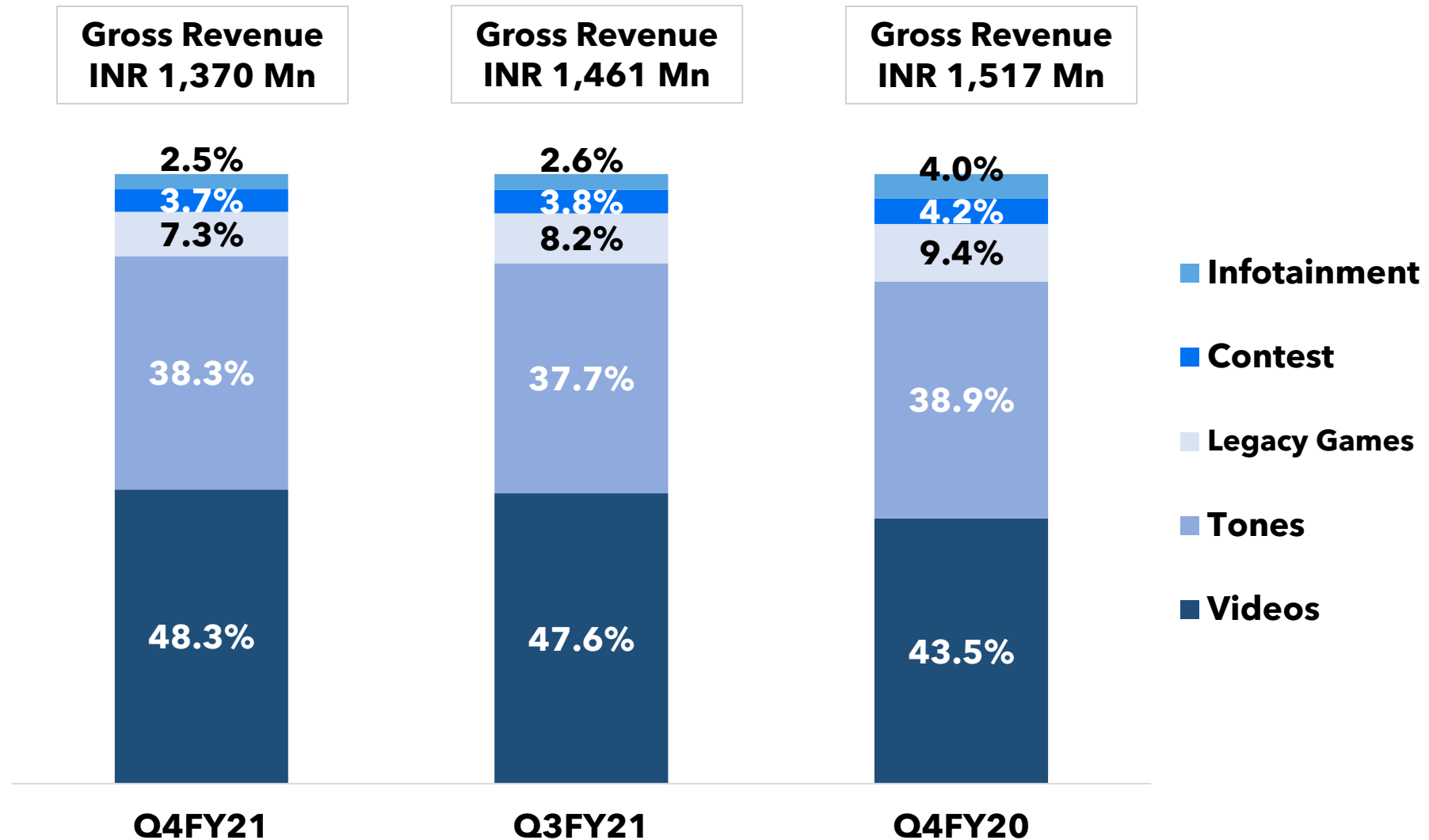
FY20

Revenue by Geography- Quarter comparison



Note: Americas include - Latin America and North America

Revenue by Products- Quarter comparison



Cash Position

INR Mn	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21
Gross Cash	2,510	2,344	2,525	2,745	2,659	2,323	2,736	2,662
Less: Total Debt	-	-	-	-	-	-	-	-
Net Cash	2,510	2,344	2,525	2,745	2,659	2,323	2,736	2,662

Contract acquisition cost paid in Q2 FY'20: INR 323 Mn

Dividend payout for FY'19: INR 191 Mn

Net Cash decreased in Q1FY21 due to:-
 a) Robo Investment of INR 54.2 Mn
 b) Buyback of Equity Share for INR 65.2 Mn

Net Cash decreased in Q2FY21 due to:-
 a) Customer contract acquisition cost payment of INR 363 Mn
 b) Buyback of Equity Share for INR 2.5 Mn

Collection efficiency

Higher content payouts.

Ratio Analysis

Ratio Analysis	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21
Profit and Loss								
International revenue / revenue	84%	85%	84%	84%	86%	86%	85%	85%
Gross profit / revenue	56%	55%	55%	51%	52%	52%	51%	50%
Revenue per Employee (INR'000)	1,838	2,022	2,120	2,161	2,107	2,076	2,084	1,984
EBITDA per Employee (INR'000)	51	146	158	171	284	221	253	229
Aggregate employee costs / revenue	31%	29%	28%	25%	24%	26%	25%	26%
Operating profit / revenue	0%	4%	5%	6%	12%	9%	10%	10%
Profit before tax (PBT) / revenue*	2%	5%	7%	10%	14%	8%	12%	11%
Balance sheet								
Current ratio	1.85	1.84	1.79	2.12	2.14	2.10	2.24	2.12
Day's sales outstanding (Days)	143	155	140	144	137	140	120	116
Liquid assets / total assets (%)	55%	53%	55%	58%	57%	53%	53%	51%
Liquid assets / total sales ratio	3.5	3.4	3.4	3.5	3.6	3.3	3.3	3.5

* PBT considered before Exceptional items

Balance Sheet

INR Mn	Mar'21	Mar'20
Shareholders' Funds	6,261	5,900
Non-Current Liabilities	198	229
Trade Payables	1,862	2,242
Current Liabilities	675	439
Total Liabilities	8,996	8,810
Fixed Assets	337	354
Goodwill	597	534
Intangible asset under Development	183	-
Right to use Assets	77	136
Investments in Associates	56	-
Financial Assets	54	60
Deferred Tax Assets	570	621
Non-Current Assets	1,966	1,366
Cash and Cash Equivalents	2,662	2,745
Trade Receivables	1,970	2,320
Other Current Assets	525	674
Total Assets	8,996	8,810

For any queries mail us at

investors@onmobile.com

