



ONMOBILE GLOBAL LIMITED
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CIN - L64202KA2000PLC027860
Email - investors@onmobile.com

www.onmobile.com

February 08, 2022

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 2021-22

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 ended December 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. Venuprasad

P V Varaprasad
Company Secretary



Encl: a/a



Investor Presentation

February 09th, 2022



Agenda

1. Company & Products

2. 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.

Company & Products

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OnMobile has global presence and scale in mobile entertainment

Provides end-to-end mobile entertainment solutions that include platform, apps, content partnerships, value-added services and professional services to telecom carriers across the globe



101 Customers
across the globe



76.2 Million
monthly users



2.7 Million
Cum. gross additions
Challenges Arena



58 Countries
global presence



24.9 Million
App Installs
Tones



6.5 Million
Monthly active visitors
Videos & Editorials

We are building on our strategic pillars

EXISTING CORE B2B PRODUCTS

Tones
Videos & Editorial

Digitizing operating model

- Digital Tones Install base grew 8.2% QoQ to 24.9 Mn
- Digital Tones revenue grew 6.5% QoQ

NEW/ EMERGING MOBILE GAMING PRODUCTS

CHALLENGES
ARENA



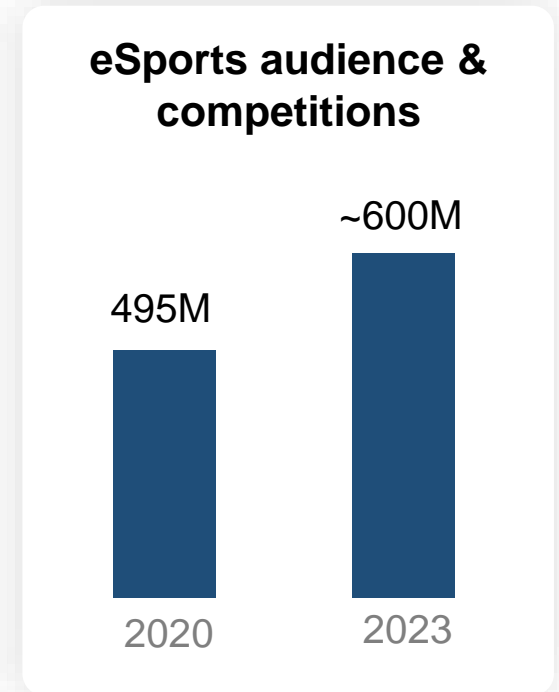
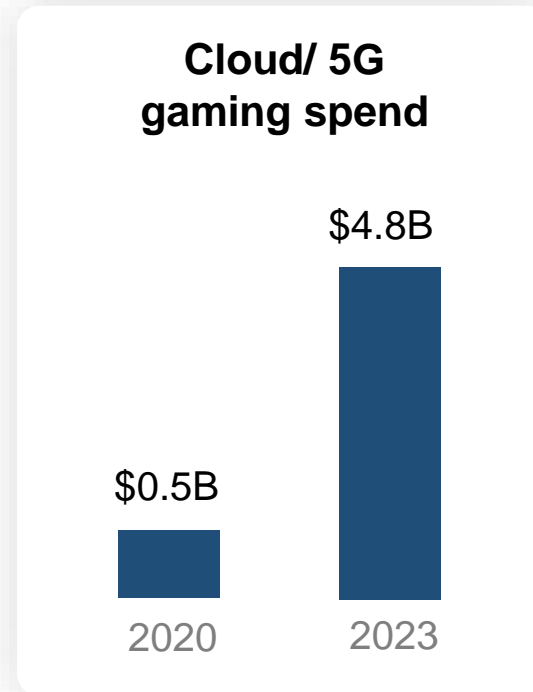
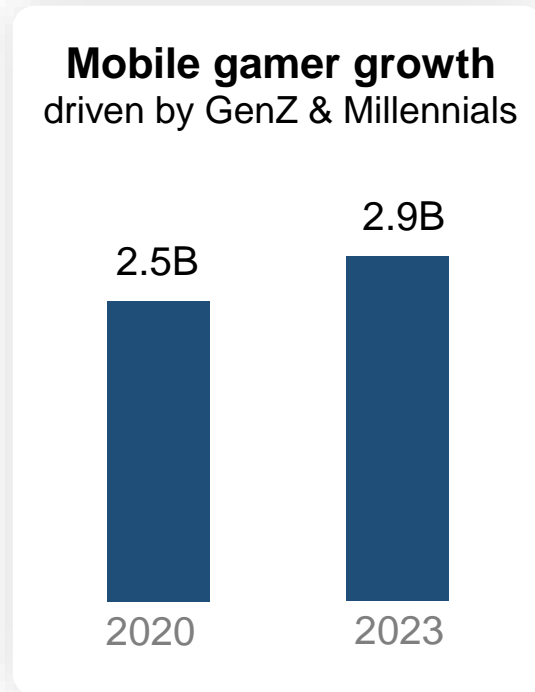
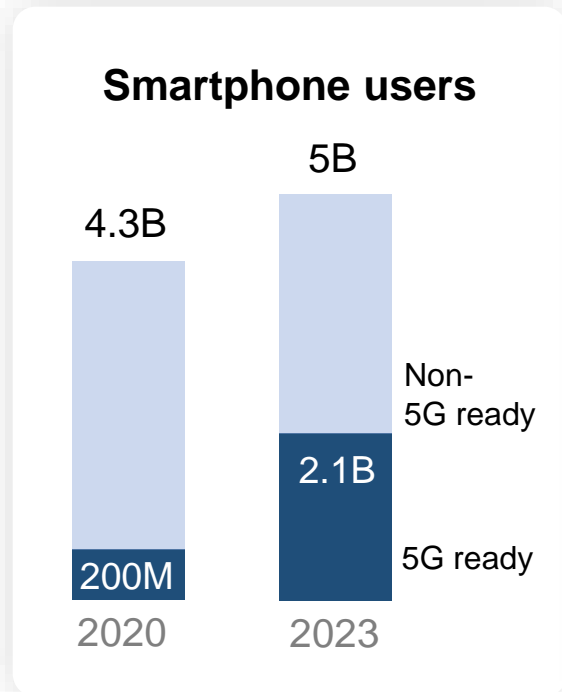
Mobile Quiz Games App

- Revenues doubling every quarter
- 25 total customer agreements by Jan'22
- 3.1 Mn cumulative Gross additions by Jan'22

Launched Cloud Gaming platform

- B2B telco: launched with Dialog
- B2C: launched Cash battles & tournaments in India; launched in Chingari

Key trends impacting growth of mobile gaming



Social driving engagement

Mobile gamers 2x more likely to stay in game for social connections



Short gaming moments

10B hyper casual installs in 2020
350M play snackable FB games
140M Indian play sessions < 11 min

New Technologies

AI, AR, VR will continue to fuel innovative ways to combine gameplay and social interaction

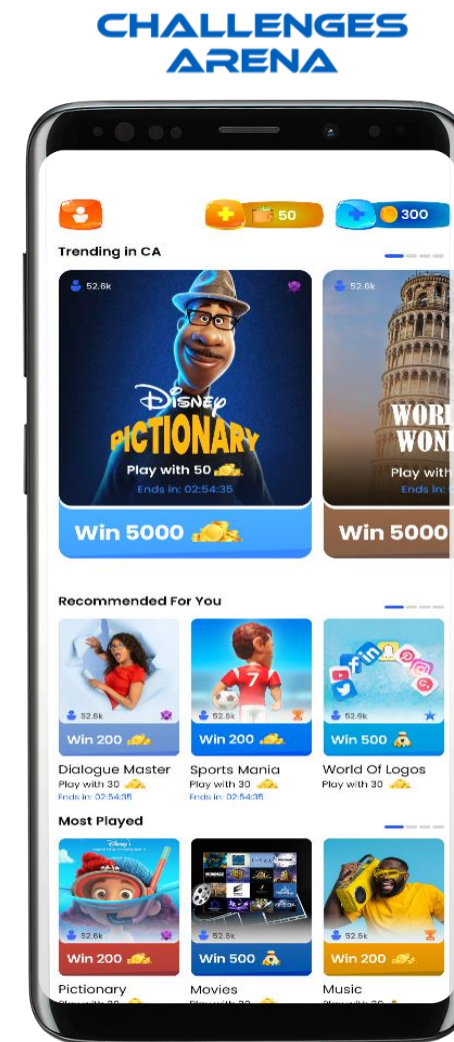
OnMobile's gaming products leverage these technologies & trends

| |  |  |
|---------------------|--|--|
| Content | <ul style="list-style-type: none">• 1000s of Quiz & Puzzles• Multiple languages | <ul style="list-style-type: none">• Short, best game moments• 1000s of challenges |
| Technology | <ul style="list-style-type: none">• Downloadable apk• Progressive Web App | <ul style="list-style-type: none">• Vision AI (Artificial Intelligence)• Cloud streaming on PWA |
| Distribution | <ul style="list-style-type: none">• Telcos & OTTs globally | <ul style="list-style-type: none">• Telcos globally• Direct to Consumer |
| Monetization | <ul style="list-style-type: none">• Subscription• Ads | <ul style="list-style-type: none">• Real Money battles• Subscription |

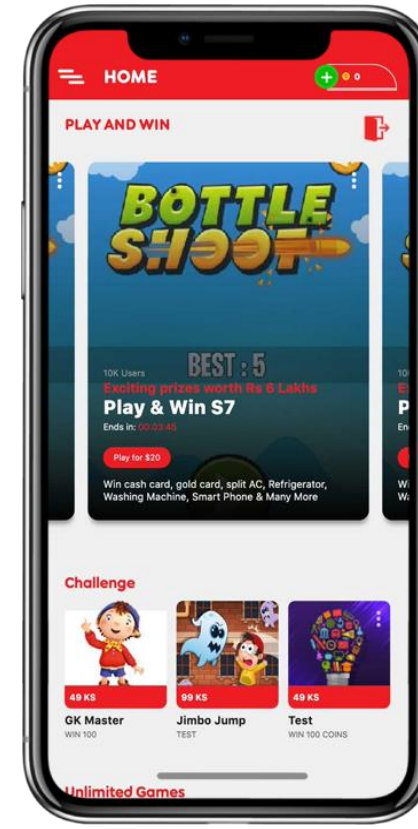
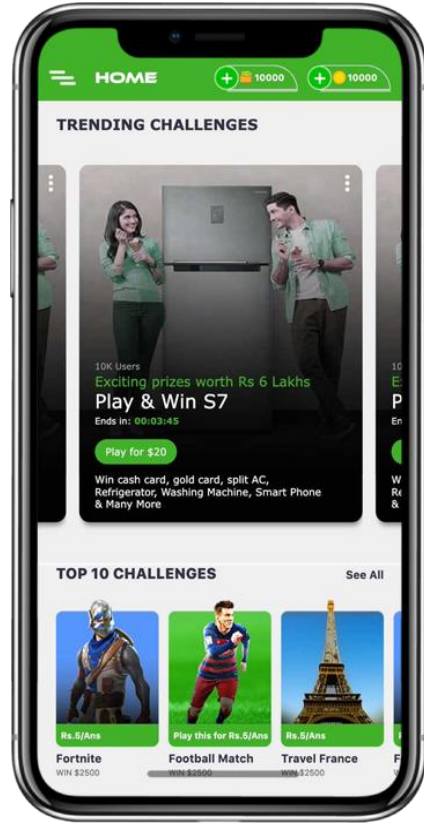
We are investing in an industry projected to grow rapidly

Challenges Arena saw terrific growth in Q3 across all key metrics

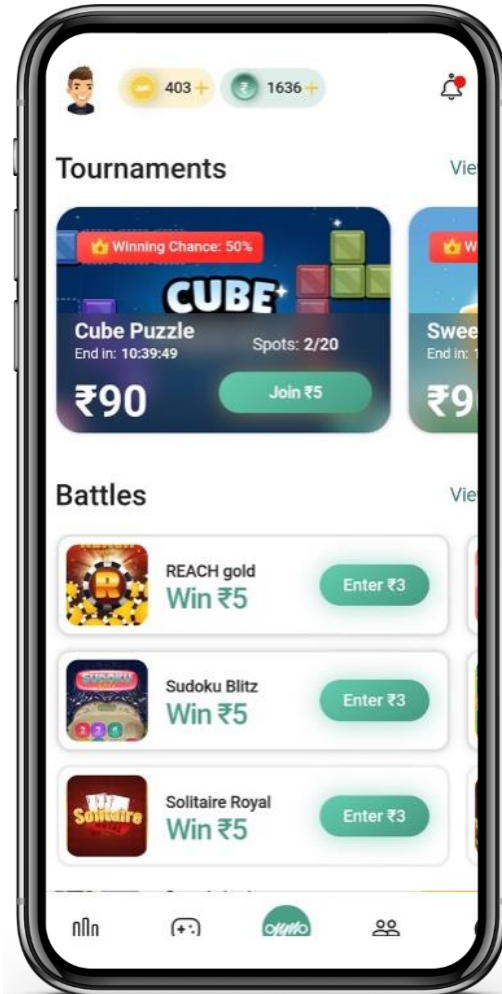
| | Q1 FY '22 | Q2 FY '22 | Q3 FY '22 | QoQ growth | Q4 FY '22 (target) |
|---|--------------|--------------|--------------|---------------|--------------------------|
| Cum. Customer agreements (end of qtr) | 6 | 15 | 21 | +40% | 30 |
| Cum. Customers live (end of qtr) | 2 | 6 | 8 | +30% | 23 |
| Cum. Gross Payers (end of qtr) | 561k | 1.2M | 2.6M | +117% | 4.22M |
| Net payers (end of qtr) | 138k | 256K | 556K | +117% | 1.05M |



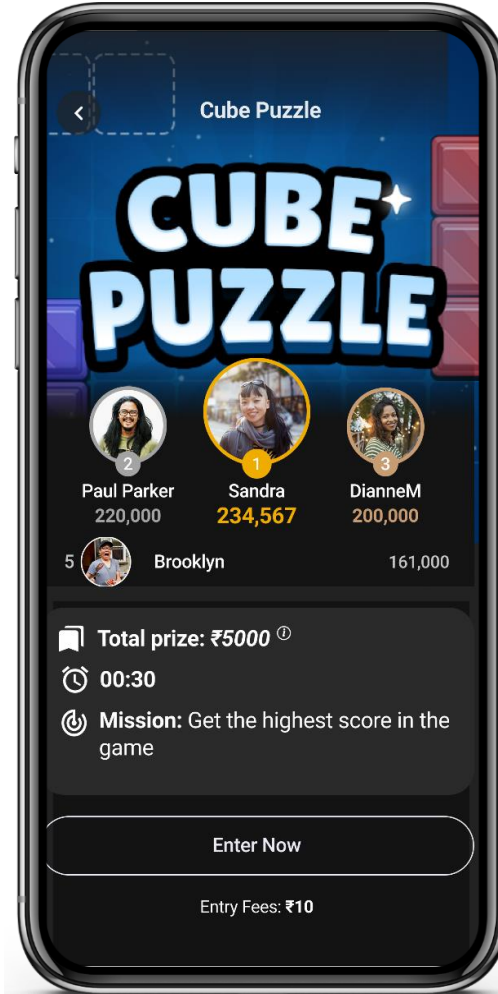
Challenges Arena – Live Customers Screen Shots



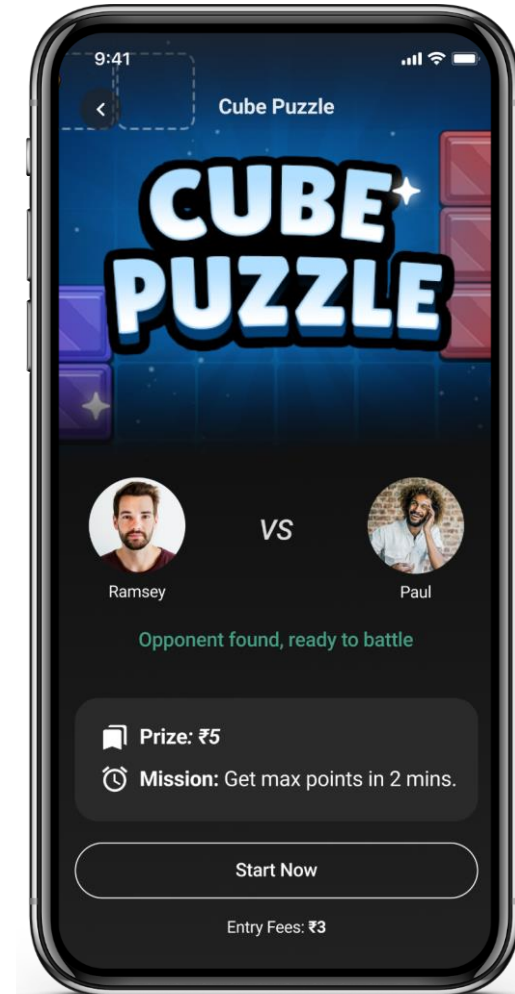
ONMO - Introduced two Cash / Real Money challenge formats in Q3 - Tournaments & Battles



Cash Tournament

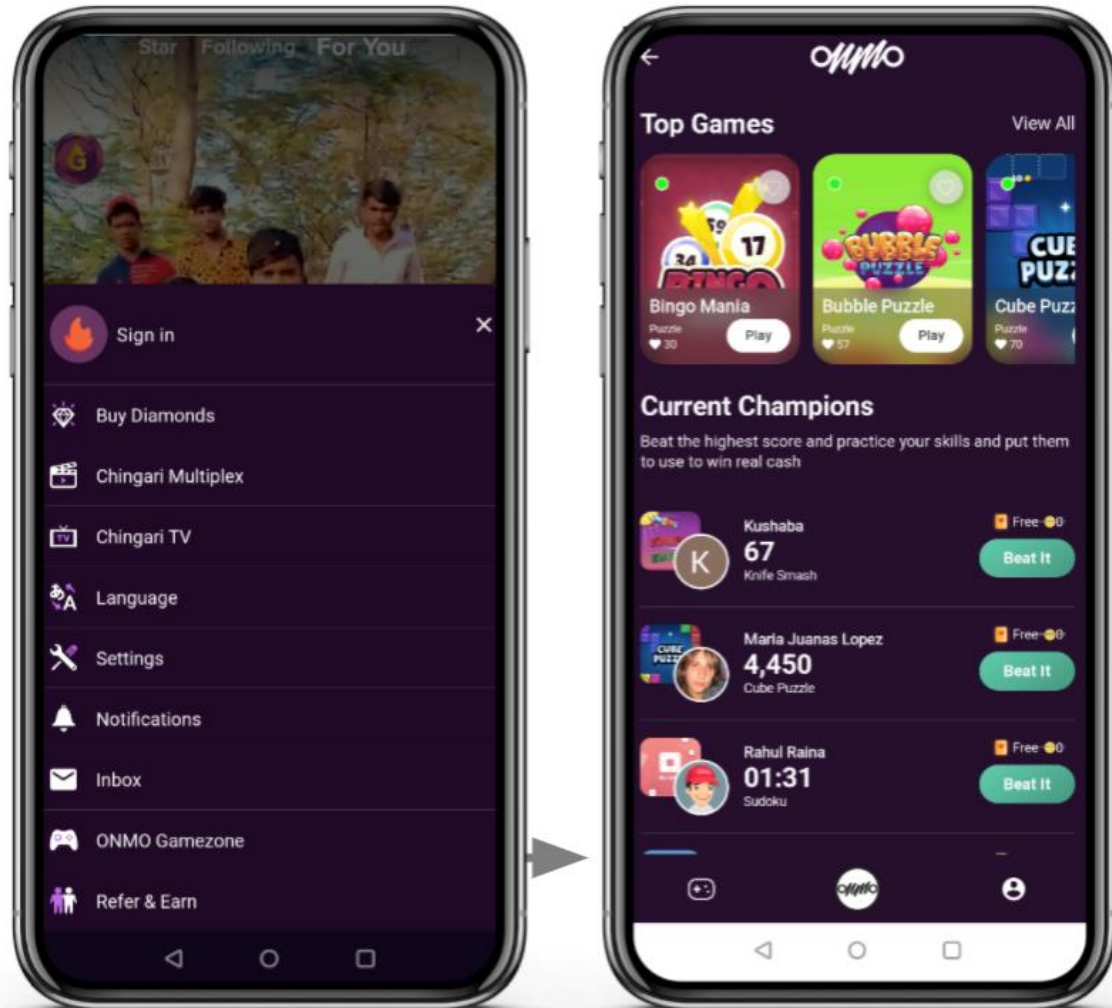


Cash 1v1 Battle

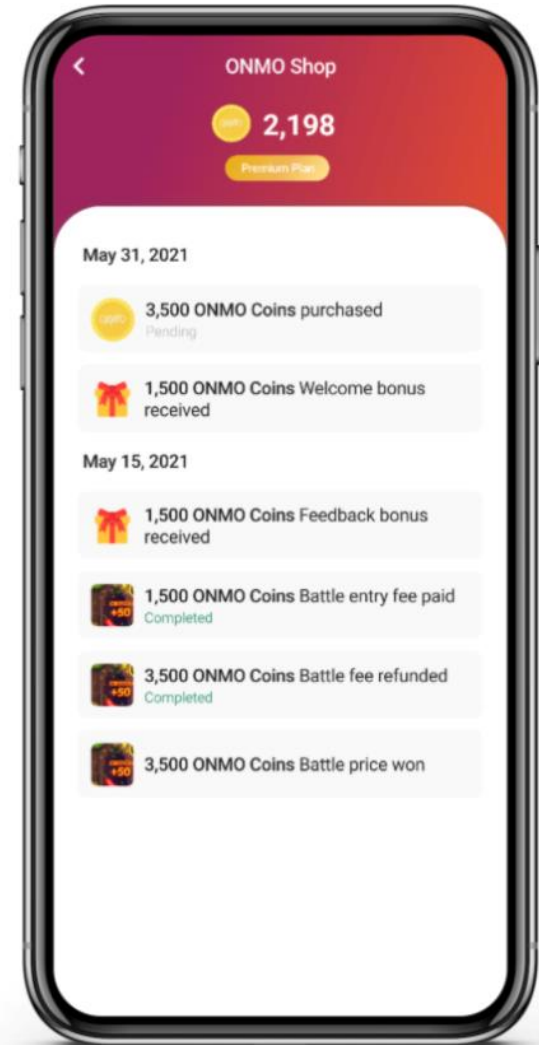
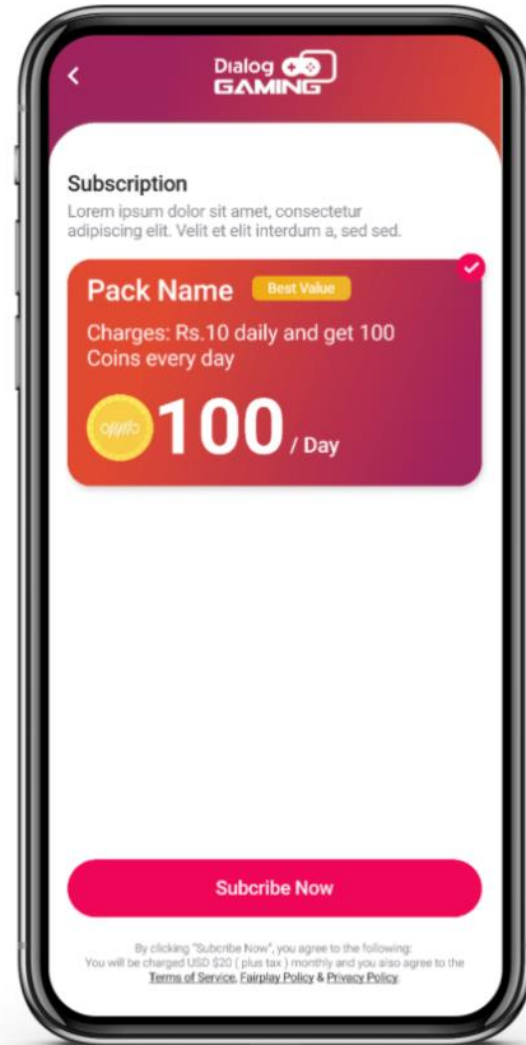
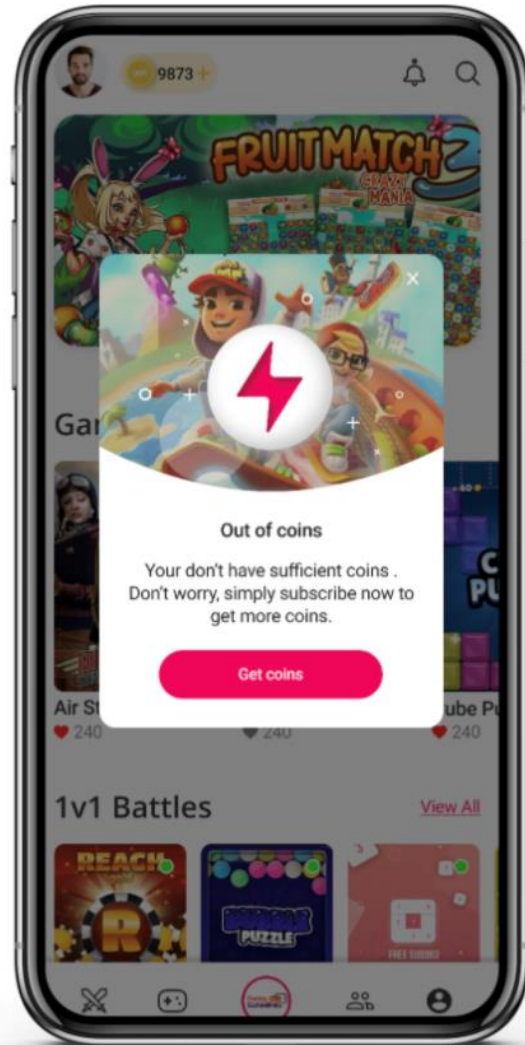


ONMO - Launched ONMO in Chingari beta on Feb 7 2022, and will ramp up to entire user base soon

Chingari installed base of 100M+ users



ONMO B2B - partnered and launched with Dialog Sri Lanka



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.

Sanjay Baweja

MD & GLOBAL CEO, ONMOBILE

Sanjay was an Independent Director on the Board of OnMobile from September 2015 May 2020 and Global CFO since June 2020.

Sanjay has extensive experience in strategy, finance and Investor relations across sectors and has played key roles in mergers and acquisitions across geographies

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.

Krish Seshadri

CEO, ONMO

Krish joined OnMobile in August 2020. He has extensive experience in mobile, consumer internet & gaming across US, Europe, APAC & Middle East

Prior to OnMobile, he was CEO of Monster.com's APAC & Middle East operations.

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

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

Financials

onmobile

Financial Summary - Q3 FY22 Actual

| | | | |
|---|---|---|--|
| Gross Revenue INR 1,393 Mn ■ + 1.9% QoQ ■ - 4.6% YoY | Manpower cost INR 326 Mn ■ Remains flat QoQ ■ - 7.9% YoY | Opex INR 138 Mn ■ - 11.5% QoQ ■ + 23.2% YoY | EBITDA INR 134 Mn (10.1%) ■ + 48.3% QoQ ■ - 24.3% YoY |
| Operating Profit INR 110 Mn (8.2%) ■ + 74.1% QoQ ■ - 24.0% YoY | PAT INR 87 Mn (6.5%) ■ + 228.6% QoQ ■ - 23.0% YoY | Cash Profit INR 104 Mn ■ + 32.3% QoQ ■ - 28.1% YoY | DSO 128 Days ■ + remains same ■ + 8 Days YoY |

Financial Highlights

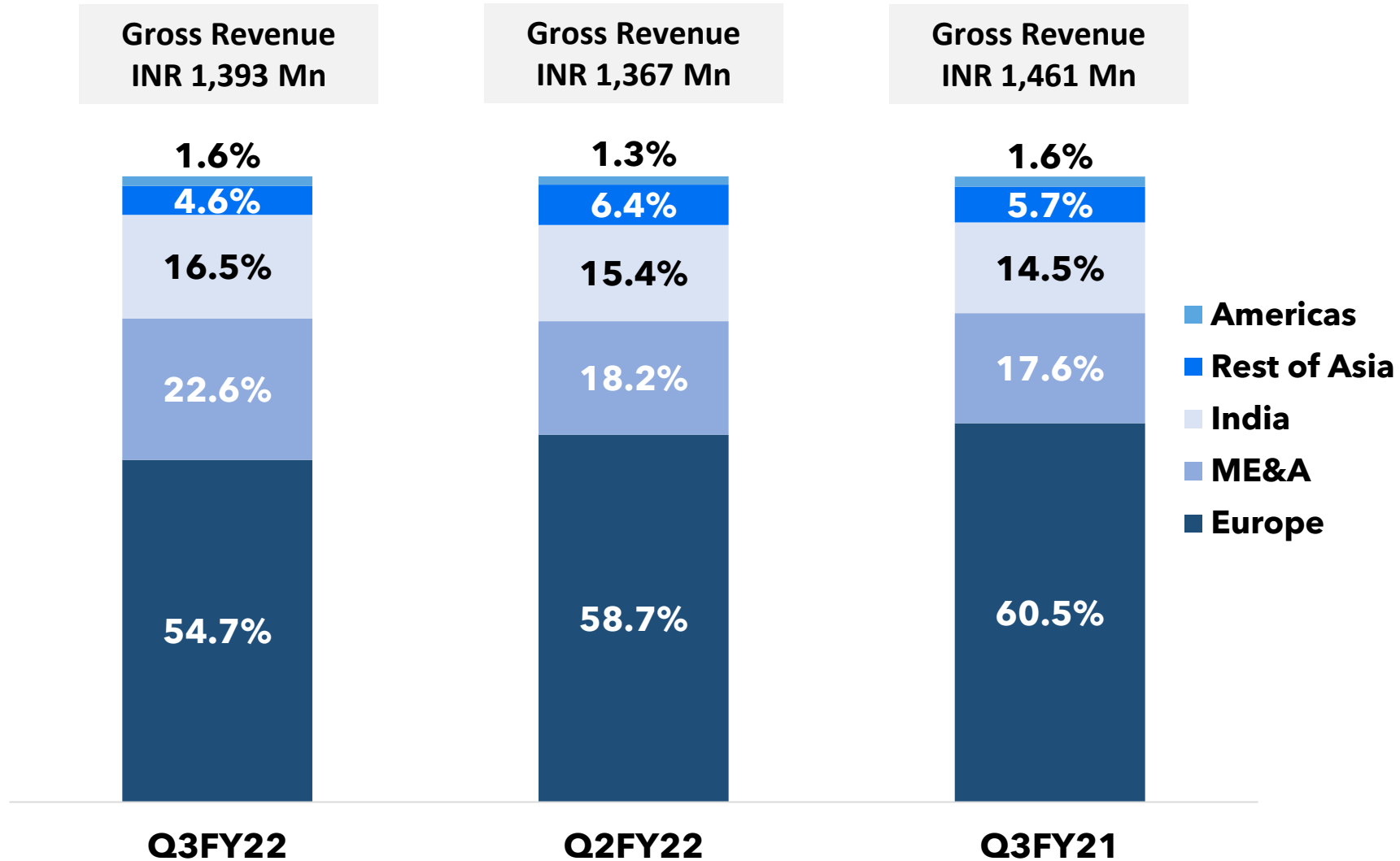
- PAT grew over 3 times QoQ to INR 87 Mn in Q3
- Challenges arena revenue has been doubling QoQ
- Revenue grew by 1.9% QoQ.
- Chingari investments : valuation doubled as compared to the initial investment
- 21 cumulative customer agreements for Challenges Arena by Dec'21 (added 6 customers during Q3).
- ONMO B2C Cash battles beta launched in India
- ONMO's first B2B 5G Telco launched with subscription model.
- Tones revenues grew by 10% QoQ
- Savings of 7.9% YoY in manpower costs on YoY basis.
- Marketing cost grew by 14.3% QoQ and 33.8% YoY primarily due to our increased investments in digital space
- During the quarter other opex cost normalized down by 11.5% QoQ to INR 138 Mn due to absence of one time costs which we incurred last quarter
- EBITDA at INR 134 Mn back to a double digit margin of 10.1% for the quarter witnessing a growth of almost 2 times QoQ basis.

P&L Q3 FY22

| P&L(INR Mn) | Q3 FY22 | Q2 FY22 | QoQ Gr % | Q3 FY21 | YoY Gr % |
|-------------------------|--------------|--------------|---------------|--------------|---------------|
| Gross Revenue | 1,393 | 1,367 | 1.9% | 1,461 | -4.6% |
| COGS | 702 | 714 | -1.7% | 748 | -6.1% |
| Gross Profit | 690 | 653 | 5.8% | 712 | -3.1% |
| Margin (%) | 51.8% | 50.0% | | 51.0% | |
| Manpower Cost | 326 | 326 | 0.1% | 355 | -7.9% |
| Marketing Cost | 92 | 80 | 14.3% | 69 | 33.8% |
| Other Opex | 138 | 156 | -11.5% | 112 | 23.2% |
| EBITDA | 134 | 90 | 48.3% | 177 | -24.3% |
| Margin (%) | 10.1% | 6.9% | | 12.7% | |
| Depreciation | 25 | 28 | -10.8% | 33 | -25.5% |
| Operating Profit | 110 | 63 | 74.1% | 144 | -24.0% |
| Margin (%) | 8.2% | 4.8% | | 10.3% | |
| Profit After Tax | 87 | 27 | 228.6% | 113 | -23.0% |
| Margin (%) | 6.5% | 2.0% | | 8.1% | |
| EPS (Diluted) | 0.8 | 0.3 | 227.7% | 1.1 | -24.1% |
| Cash Profit | 104 | 79 | 32.3% | 144 | -28.1% |

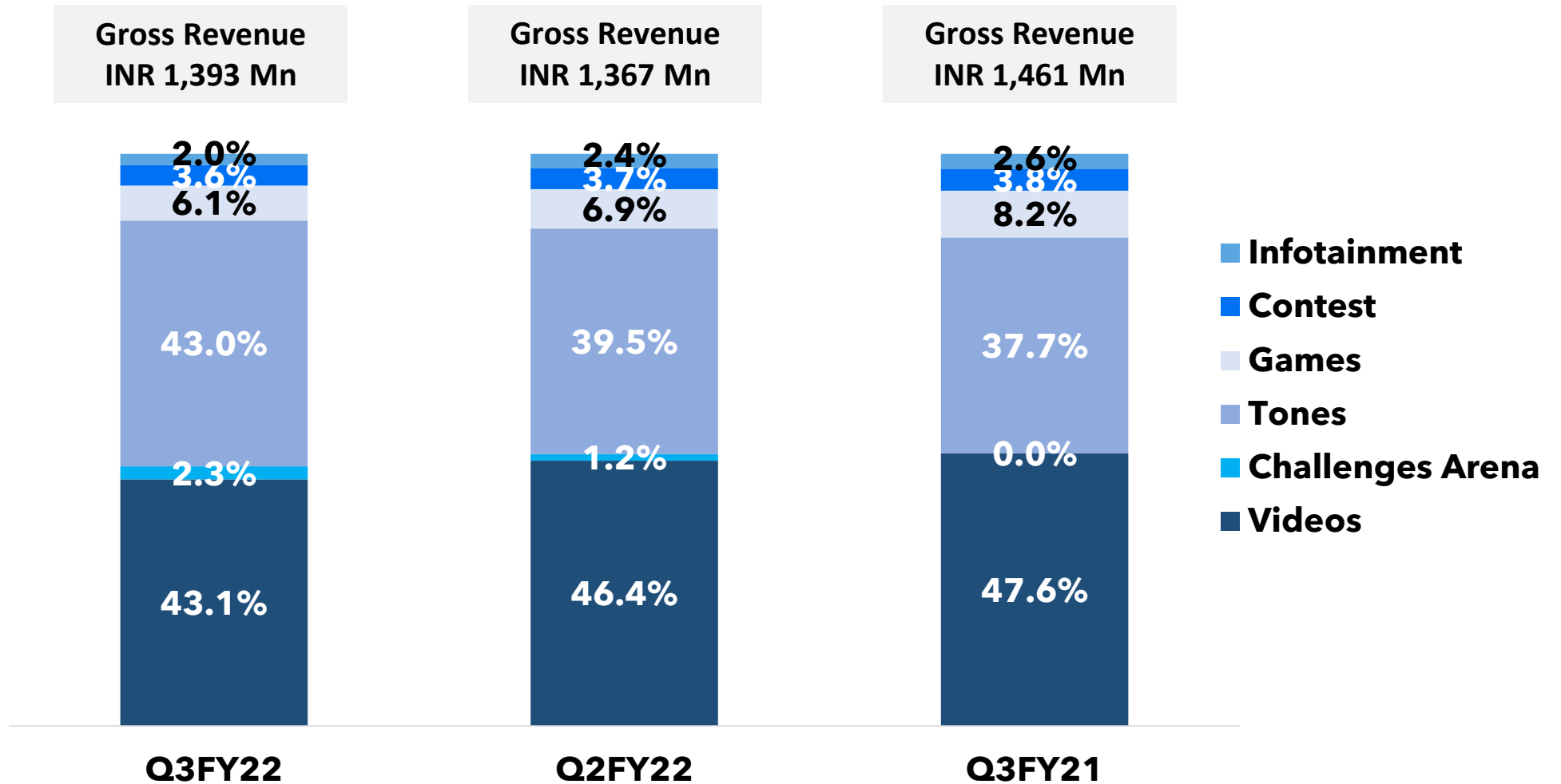
*COGS & UFF refers to Content Cost, Contest / Gratification Cost and Customer Acquisition Cost

Revenue by Geography



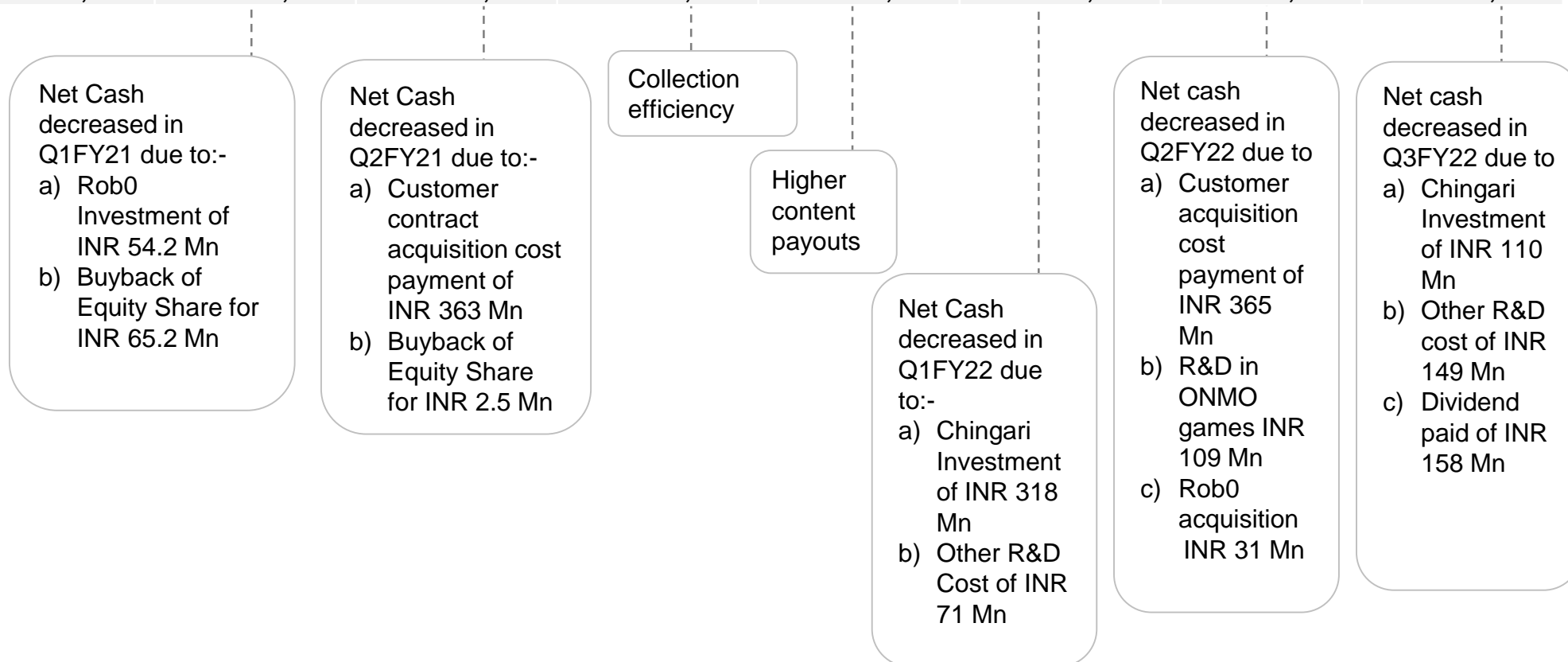
Note: Americas include – Latin America and North America

Revenue by Products



Cash Position

| INR Mn | Q4 FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 | Q4 FY21 | Q1 FY22 | Q2 FY22 | Q3 FY22 |
|------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Gross Cash | 2,745 | 2,659 | 2,323 | 2,736 | 2,662 | 2,272 | 1,778 | 1,445 |
| Less: Total Debt | - | - | - | - | - | - | - | - |
| Net Cash | 2,745 | 2,659 | 2,323 | 2,736 | 2,662 | 2,272 | 1,778 | 1,445 |



Ratio Analysis

| Ratio Analysis | Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 | Q4 FY21 | Q1 FY22 | Q2 FY22 | Q3 FY22 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Profit and Loss | | | | | | | | | | |
| International revenue / revenue | 85% | 84% | 84% | 86% | 86% | 85% | 85% | 86% | 85% | 83% |
| Gross profit / revenue | 55% | 55% | 51% | 52% | 52% | 51% | 50% | 50% | 50% | 52% |
| Revenue per Employee (INR'000) | 2,022 | 2,120 | 2,161 | 2,107 | 2,076 | 2,084 | 1,984 | 2,088 | 2,226 | 2,496 |
| EBITDA per Employee (INR'000) | 146 | 158 | 171 | 284 | 221 | 253 | 229 | 225 | 147 | 240 |
| Aggregate employee costs / Gross revenue | 28% | 27% | 24% | 23% | 25% | 24% | 25% | 22% | 24% | 23% |
| Operating profit / revenue | 4% | 5% | 6% | 12% | 9% | 10% | 10% | 9% | 5% | 8% |
| Profit before tax (PBT) / revenue* | 5% | 7% | 10% | 14% | 8% | 12% | 11% | 17% | 4% | 9% |
| Balance sheet | | | | | | | | | | |
| Current ratio | 1.84 | 1.79 | 2.12 | 2.14 | 2.10 | 2.24 | 2.03 | 2.05 | 1.76 | 1.70 |
| Day's sales outstanding (Days) | 155 | 140 | 144 | 137 | 140 | 120 | 116 | 122 | 128 | 128 |
| Liquid assets / total assets (%) | 53% | 55% | 58% | 57% | 53% | 53% | 51% | 48% | 44% | 39% |
| Liquid assets / total sales ratio | 3.4 | 3.4 | 3.5 | 3.6 | 3.3 | 3.3 | 3.5 | 3.4 | 3.1 | 2.6 |

*PBT before Exceptional Gains

Balance Sheet

| INR Mn | Dec'21 | Mar'21 |
|------------------------------------|--------------|--------------|
| Shareholders' Funds | 6,483 | 6,261 |
| Non-Current Liabilities | 203 | 198 |
| Trade Payables | 1,735 | 1,862 |
| Current Liabilities | 819 | 675 |
| Total Liabilities | 9,239 | 8,996 |
| Fixed Assets | 306 | 337 |
| Goodwill | 659 | 597 |
| Intangible asset under Development | 545 | 183 |
| Right to use Assets | 70 | 77 |
| Investment | 625 | 56 |
| Financial Assets | 53 | 54 |
| Deferred Tax Assets | 508 | 570 |
| Non-Current Assets | 2,289 | 1,966 |
| Cash and Cash Equivalents | 1,445 | 2,662 |
| Trade Receivables | 2,068 | 1,970 |
| Other Current Assets | 669 | 525 |
| Total Assets | 9,239 | 8,996 |

For any queries mail us at
investors@onmobile.com

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