

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

August 10, 2020

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- Q1 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 ended June 30, 2020, which is made available on Company's website: www.onmobile.com.

Request you to kindly take the same on record.

Yours sincerely,
For OnMobile Global Limited

P. V. Venuprasad

P V Varaprasad
Company Secretary



Encl: a/a



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Investor presentation

10th August 2020

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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.

Agenda

1 Company at Glance

2 History & Milestones

3 Product Portfolio

4 Strategy FY21

5 Investment Rationale

6 Financials Q1 FY21



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**The Global Leader in
Mobile Entertainment**

Company Overview

Emerging Turnaround Story



Business Overview

- Pioneer in mobile entertainment solutions for carriers across globe
- Diverse portfolio of digital content, entertainment and infotainment products



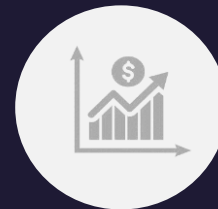
Key Products

- Tones
- Games
- Videos
- Contests



Growth Drivers

- Dominating presence in Tones business
- Investments in cloud and social gaming
- Global operations with 110 customers across globe



Financials

- Revenue : Closed Q1FY21 with INR 147 crores
- EBITDA margin at 14.0%; improvement of 582bps QoQ
- Continuous Cost rationalization
- Zero debt & Yearly dividend payout

Global presence

2.52 BILLION

CONSUMER REACH

110 CUSTOMERS

ACROSS THE GLOBE

1.40 BILLION

DIGITAL REACH

107 MILLION

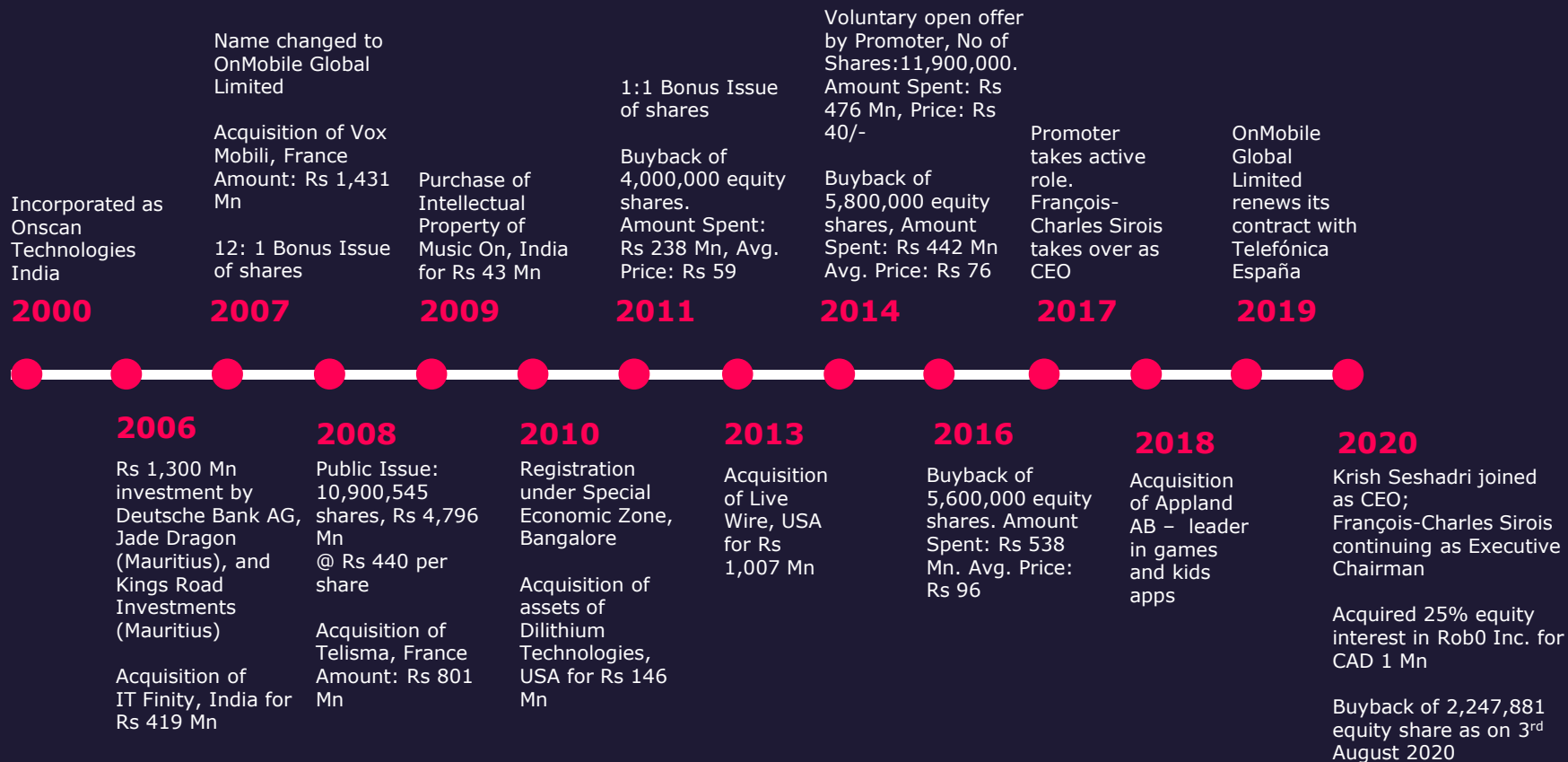
MONTHLY ACTIVE USERS ACROSS ALL
PRODUCTS

11.03 MILLION

APP INSTALLS



History and milestones



Key Management

François-Charles Sirois Executive Chairman

François-Charles is the President and CEO of Telesystem, a global media and technology holding company. He is also the President and Chief Executive Officer of OnMobile Systems Inc., the largest shareholder of OnMobile.

François-Charles has more than 15 years of experience in corporate mergers, acquisitions and financing.

His entrepreneurship expertise and talent for developing successful joint ventures with innovative partners have enabled Telesystem to leverage the momentum in the media and technology industry.

Before joining Telesystem, François-Charles founded and helmed Up2 technologies, Microcell i5 and Masq. He currently serves on the boards of Telesystem, Stingray Digital, iPerceptions, Zone3 and the Sainte-Justine UHC Foundation.

Krish Seshadri Chief Executive Officer

In August 2020, Krish joined OnMobile as CEO.

He holds more than two decades of experience across verticals such as technology, digital and mobile product businesses across APAC, US and Europe.

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

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

He is an engineering graduate from Stanford University & received an MBA from London Business School, where he was a Chevening Scholar.

Sanjay Bhambri President & Chief Operating Officer

Sanjay is responsible for the P&L of the company across globe. In this role, he oversees Global Sales & Field Operations. He is also in charge of Marketing, Product Management, BI, Engineering, Data Science and Global Service & Operations for entire organization.

Sanjay re-joined OnMobile in 2012, as Regional Vice President, Emerging Markets. He played a critical role in driving growth and streamlining operations in India, APAC & Middle East & Africa.

Prior to re-joining, he worked as Senior VP - Infrastructure Solutions at Enzen Global Solutions.

He earned his degrees from Faculty of Management Studies and MS University. He holds an executive certification from Harvard Business School.

Sanjay Baweja Global Group CFO

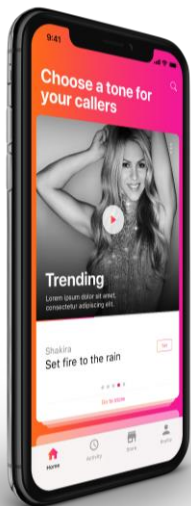
Sanjay had been associated with OnMobile as an Independent Director on the Board from September 8, 2015. In May 2020, Board appointed him as Global Group CFO of OnMobile.

Sanjay in his last assignment was working for the Bhartiya group as group president responsible for all group strategic initiatives, exploring new tie ups and business transformation.

Prior to Bhartiya, he has worked with Suzlon, as Group CFO. He also worked with Flipkart, as Group CFO. Sanjay has extensive experience in vivid sectors for all facets of strategy, finance and Investor relations. Before Flipkart he was the Global CFO for Tata Communications (TCL) and on the Board of Tata Communications International Limited, the Holding company for Global business based in Singapore. TCL was listed on NYSE.

Sanjay is a Chartered Accountant and Cost and Work Accountant.

Suite of products



Tones

64+ Million Users
13+ Million Install base
- (Digital Platform)
59 Telcos Around the Globe
13 Billion Tones Per Month



Contests

8+ Million Users
0.3 Million Active base
- (Digital Platform)
100+ Contests in a year
1.5 Million Winners Annually



Videos & Editorials

0.6+ Million Users
10+ Telcos Around the Globe
50%+ Revenue Contribution



Games

60+ Stores
30+ Countries
400+ Games

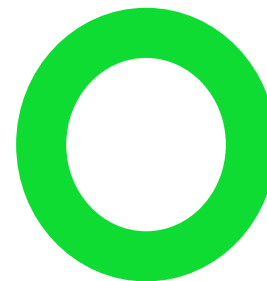
Strategy FY21



Grow Videos



Upgrade B2B Games



Leverage Tones



Expand contests



Launch D2C Games

Investment Rationale

- Global Reach
- Dominating market share in Tones business
- Investment in growth products
- Emerging turnaround story
- Big Investments and focus on cloud and social gaming
- Solid cash position
- Healthy cash flow from operations
- Debt free
- High dividend yield

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a circular pattern, creating a sense of height and scale. The sky is a deep blue with scattered white clouds. The overall color palette is dominated by blues and greys.

Financials

Highlights of the Quarter

- Acquired 25% equity stake in AI powered visual retention leader Rob0. This investment reaffirms the importance of OnMobile's strategy to become a leader in mobile gaming market.
- Revenue growth remains stable QoQ and grew by 5.3% YoY, despite Covid-19 outbreak impacting global economy.
- Our cost rationalization efforts continue to yield savings with a 6.3% reduction QoQ in manpower costs with an exit headcount of 697.
- EBITDA grew by 64.7% QoQ and 4 times YoY, to INR 198 Mn with the margin of 14.0% in the quarter aided by cost optimization and lower spend.
- PBT at INR 193 Mn for Q1FY21 as compared to INR 235 Mn in Q4FY20. Excluding one-time exceptional items during last quarter of INR 82 Mn, PBT grew by 26.2% on QoQ basis. Also, PBT grew over 5 times on YoY basis.
- DSO reduced to 137 days in Q1FY21 from 144 days in Q4FY20
- Cash stood at INR 2,659 Mn. This is after Rob0 investment of INR 54.2 Mn and Buyback of INR 65.2 Mn

P&L Q1 FY21

P&L(INR Mn)	Q1 FY21	Q4 FY20	QoQ Growth	Q1 FY20	YoY Growth
Gross Revenue	1,469	1,517	(3.2%)	1,395	5.3%
Less Customer acquisition cost as per the contract	(60)	(57)	5.8%	(32)	88.3%
Net Revenue	1,408	1,460	(3.6%)	1,363	3.4%
Content	660	697	(5.4%)	582	13.4%
Other COGS	11	14	(19.9%)	20	(43.7%)
Gross Profit	738	749	(1.5%)	761	(3.1%)
Margin (%)	52.4%	51.3%		55.9%	
Manpower Cost	332	362	(8.2%)	413	(19.6%)
Severance cost	7	1	1246.9%	22	(66.4%)
Marketing Cost	52	65	(19.6%)	74	(29.5%)
Other Opex	148	202	(26.6%)	213	(30.5%)
EBITDA	198	120	64.7%	39	407.4%
Margin (%)	14.0%	8.2%		2.9%	
Depreciation	34	35	(3.7%)	35	(4.7%)
Operating Profit	164	85	92.9%	4	4527.3%
Margin (%)	11.6%	5.8%		0.3%	
Other Income	24	18	34.9%	30	(19.2%)
Exchange gain (Loss)	4	50	(91%)	(3)	(252%)
Profit before Tax & Exceptional items	193	153	26.2%	31	527.4%
Exceptional items - Gains / (Loss)	-	82	(100%)	-	
Profit before Tax	193	235	(-17.9%)	31	527.4%
Tax	72	56	28.5%	9	674.0%
Profit After Tax	121	179	(32.4%)	21	463.9%
Margin (%)*	8.6%	6.6%		1.6%	

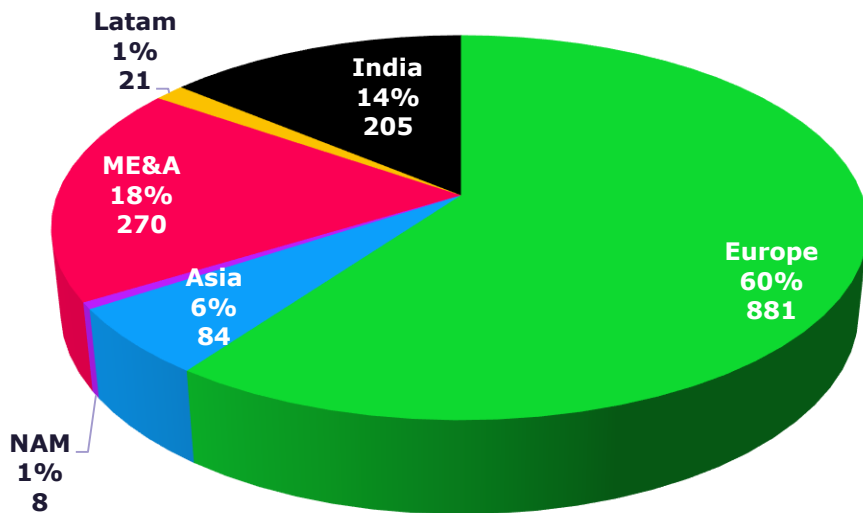
Balance sheet

INR Mn	As at June 30th, 2020	As at Mar 31st, 2020
Shareholders' Funds	5,953	5,900
Non-Current Liabilities	178	229
Trade Payables	2,018	2,242
Current Liabilities	576	486
Total Liabilities	8,725	8,857
Fixed Assets	339	354
Goodwill	574	534
Right to use Assets	122	136
Investments in Associate	54	0
Financial Assets	61	60
Deferred Tax Assets	613	621
Non-Current Assets	1,397	1,366
Cash and Cash Equivalents	2,659	2,745
Trade Receivables	2,267	2,368
Other Current Assets	640	674
Total Assets	8,725	8,857

Total revenue by geography – (QoQ)

Q1FY21

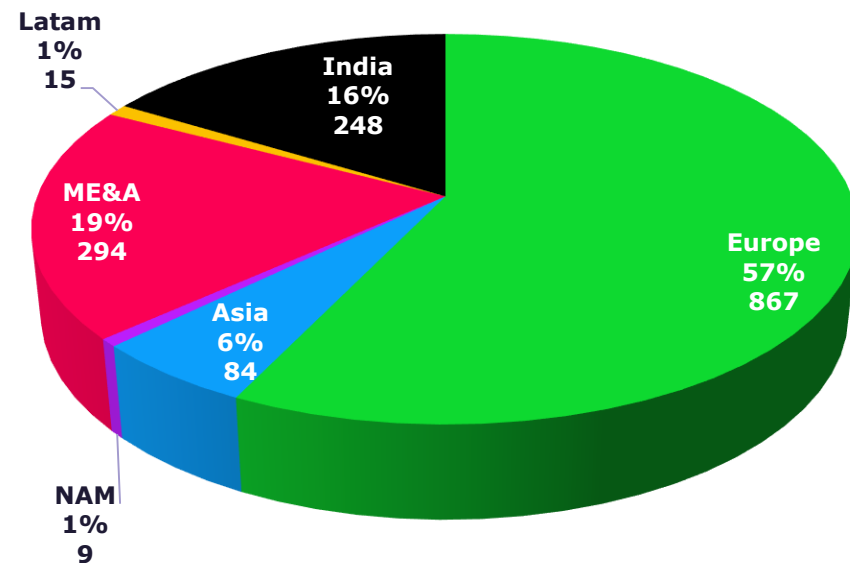
Revenue INR 1,469 Mn



Q4FY20

INR Mn

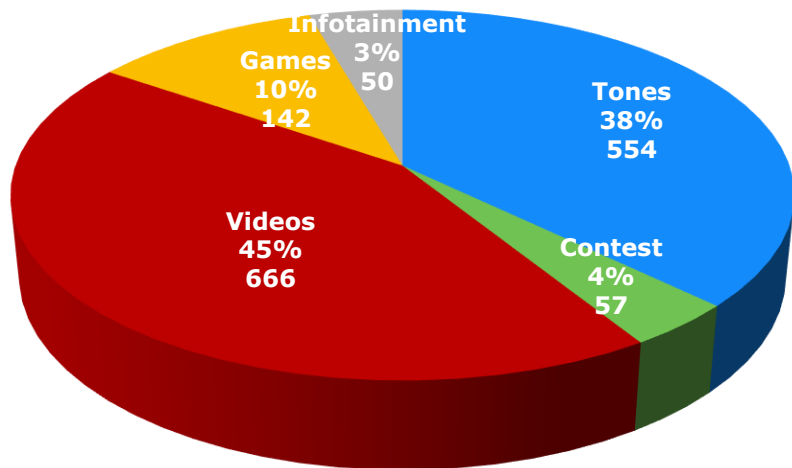
Revenue INR 1,517 Mn



Revenue by products – (QoQ)

Q1FY21

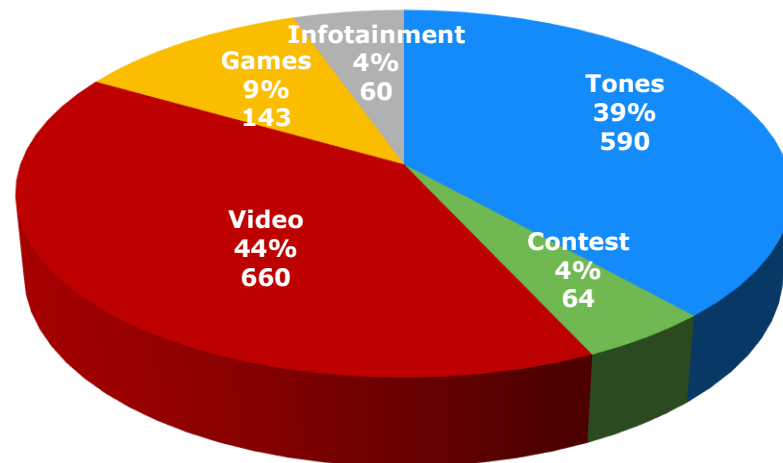
Revenue INR 1,469 Mn



Q4FY20

Revenue INR 1,517 Mn

INR Mn



Cash position

INR Mn	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Gross Cash	3,486	2,672	2,723	2,510	2,344	2,525	2,745	2,659
Less: Total Debt	-	-	-	-	-	-	-	-
Net Cash	3,486	2,672	2,723	2,510	2,344	2,525	2,745	2,659

Net Cash decreased by INR 814 Mn in Q3FY19 due to:-

- a) Acquisition of Appland INR 410 Mn
- b) Dividend payout for FY'18 INR 191 Mn

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) Rob0 Investment of INR 54.2 Mn
- b) Buyback of Equity Share for INR 65.2 Mn

Ratio Analysis – Financial Performance

Ratio Analysis	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Profit and Loss								
International revenue / revenue	83%	84%	83%	84%	85%	84%	84%	86%
Gross profit / revenue	58%	57%	57%	56%	55%	55%	51%	52%
Revenue per Employee (INR'000)	1,740	1,832	1,758	1,795	1,959	2,039	2,080	2,021
EBITDA per Employee (INR'000)	79	45	66	51	146	158	171	284
Aggregate employee costs / revenue	28%	29%	28%	31%	29%	28%	25%	24%
Operating profit / revenue	3%	1%	2%	0%	4%	5%	6%	12%
Profit before tax (PBT) / revenue*	16%	0%	3%	2%	5%	7%	10%	14%
Effective tax rate - Tax / PBT*	20%	nm	51%	30%	85%	34%	37%	37%
Balance sheet								
Current ratio	2.38	1.86	1.82	1.85	1.84	1.79	2.12	2.15
Day's sales outstanding (Days)	151	141	139	143	155	140	144	137
Liquid assets / total assets (%)	61%	51%	50%	55%	53%	55%	58%	56%
Liquid assets / total sales ratio	3.6	2.9	3.1	3.5	3.4	3.4	3.5	3.5

Dividend & buyback history

(INR Mn)	Mar'15	Mar'16	Mar'17	Mar'18	Mar'19	Mar'20	*Jun '20
Dividend Payout (Incl. Tax)	197	195	188	190	191	159	NA
Dividend %	15%	15%	15%	15%	15%	15%	NA
Buyback (shares in Mn)	5.8	-	5.6	-	-	-	2.2
Buyback amount utilized	442	-	538	-	-	-	65

Board of Directors in the meeting held on April 09 2020, approved Buyback of fully paid up Equity shares of face value of INR 10 each not exceeding 19,321,429 Equity shares for an aggregate amount not exceeding INR 541 Mn for the price not exceeding INR 28 per share.

Board of Directors in the meeting held on June 22, 2020 has recommended Dividend of Rs.1.5 per equity share of Rs. 10/- each for the financial year ended March 31, 2020

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Thank
You

For any queries mail us at:

investors@onmobile.com

dpingle@christensenir.com

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