



ONMOBILE GLOBAL LIMITED
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CIN - L64202KA2000PLC027860
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May 14, 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- Q4 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 year ended March 31, 2024, 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.

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Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

INVESTOR PRESENTATION

May 14th, 2024

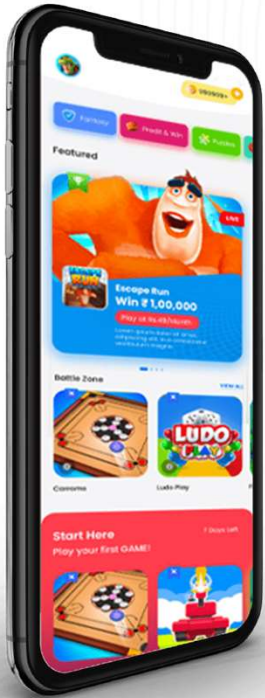


Key Highlights

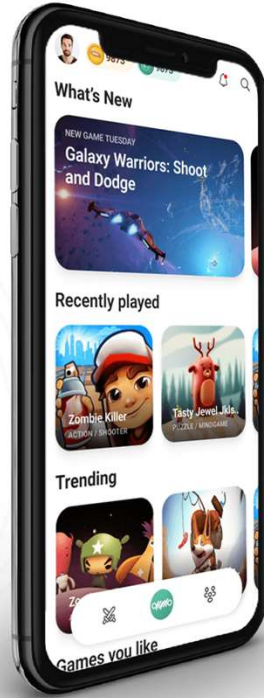
- Q4FY24 revenue at INR 1,252 Mn, up 2.4% QoQ
- Q4FY24 Gross Profit improved to INR 643 Mn at 52.4% , up 8.8% QoQ
- Q4FY24 EBITDA at INR 34 Mn vs INR 2 Mn last quarter
- FY24 people cost reduced by 19.2% to INR 1,082 Mn vs INR 1,339 Mn in FY23
- FY24 EBITDA at INR 283 Mn vs INR 127 Mn in FY23, up 122%
- Mobile Gaming revenue increased by 19.5% YoY to INR 804 Mn during FY24
- 6.75 Mn net active subscriber base in mobile gaming in Q4 FY24; increase of 26% QoQ
- DSO is at 94 days compared to 105 days in Q3 .

Mobile Gaming Products: ~6.75Mn Active Subs, 101 Customers

Challenges Arena



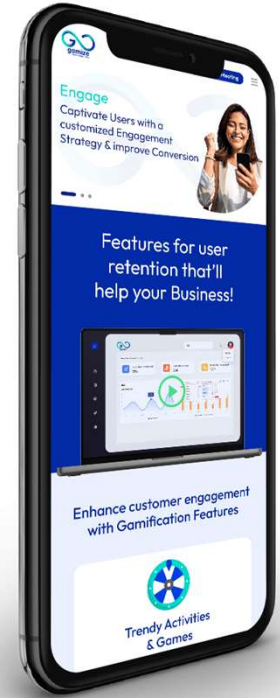
ONMO



Downloadable Games



Gamize



* Non unique customers

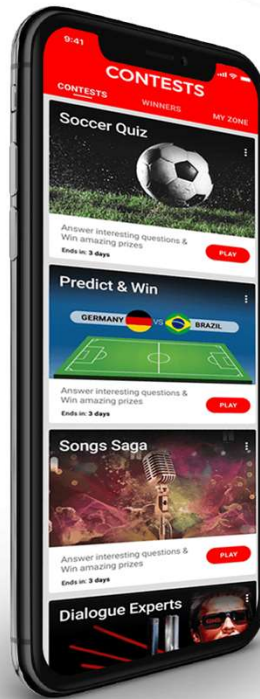
onmobile

Mobile Entertainment Products: ~58.5 Mn Active Subs, 69 Customers

Ringback Tones



Contests

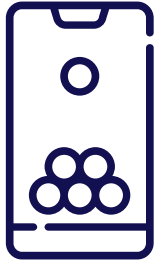


Videos & Infotainment



* Non unique customers

Strong Financials



Mobile Gaming

Fast growing revenue

~90% Gross Margin

~25%+ Contribution margin FY26

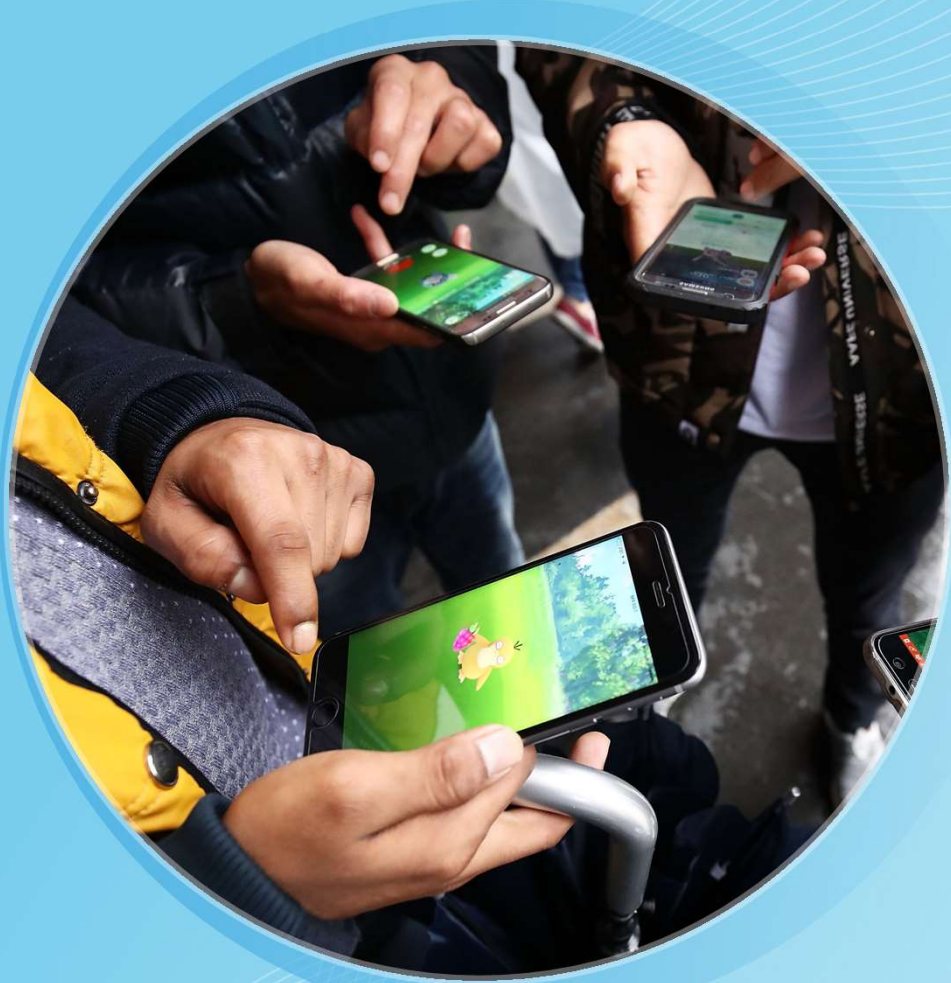


Mobile Entertainment

Solid revenue base

~50% Gross Margin

~18%+ Contribution margin FY24

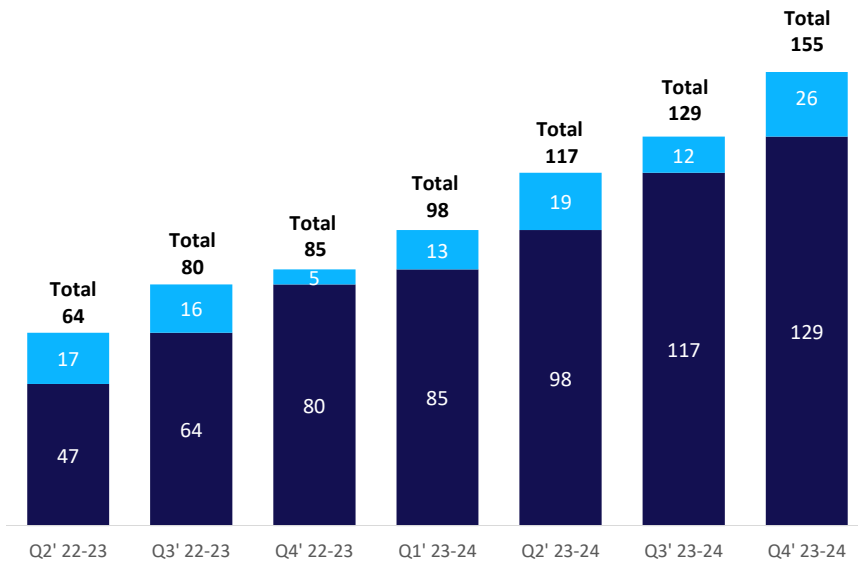


The future is
GAMING

Mobile Gaming: 12 operators went live in Q4 FY24

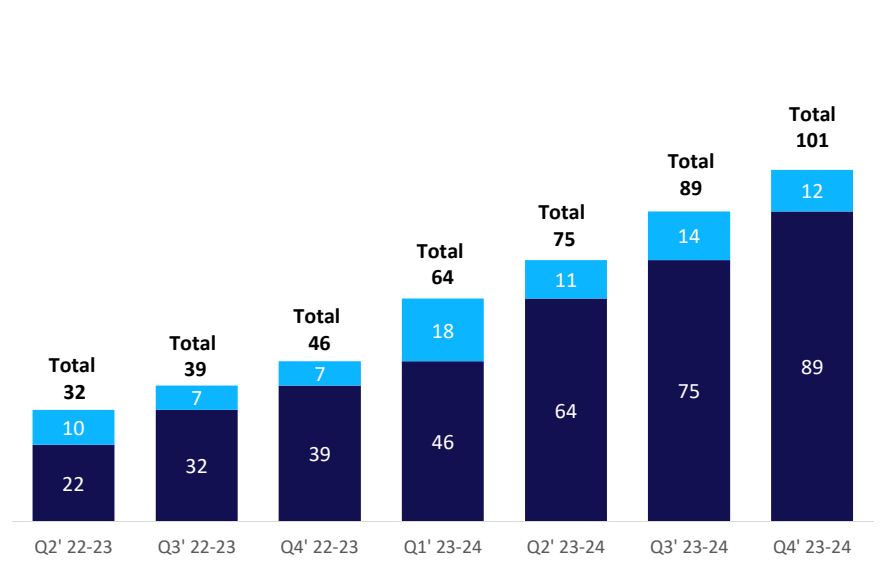
CUSTOMER CONFIRMATIONS

■ Customer confirmation ■ Signed during the quarter



LIVE CUSTOMERS

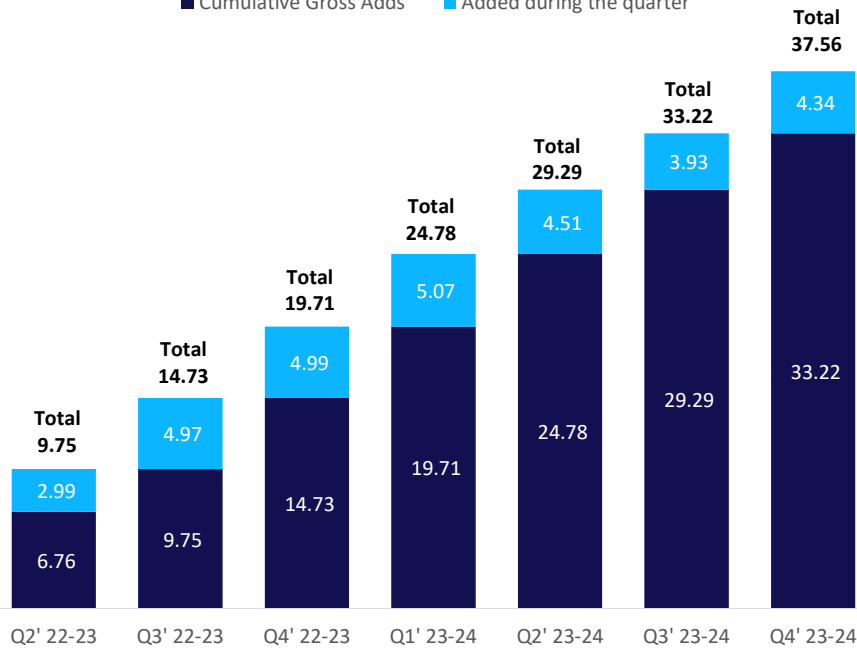
■ Cumulative live customers ■ Went live during the quarter



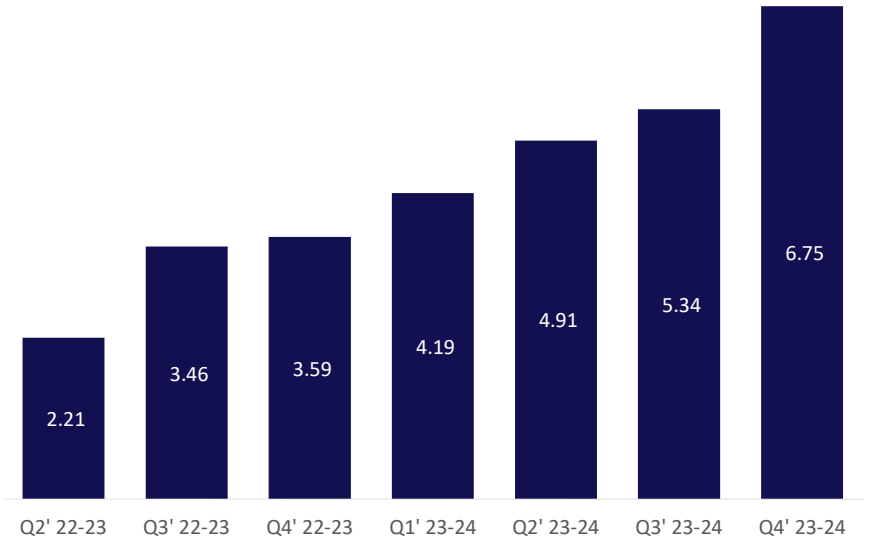
Mobile Gaming: Net active base increased to 6.75Mn in Q4 FY24

GROSS ADDS

■ Cumulative Gross Adds ■ Added during the quarter



NET ACTIVE SUBSCRIBERS





FINANCIALS

Financial Summary Q4 FY24



Financial Summary FY24



P&L Q4 FY24

P&L(INR Mn)	Q4 FY24	Q3 FY24	QoQ Gr %	Q4 FY23	YoY Gr %
Gross Revenue	1,252	1,222	2.4%	1,345	-6.9%
COGS*	609	631	-3.6%	643	-5.3%
Gross Profit	643	591	8.8%	702	-8.4%
Margin (%)	52.4%	49.4%		54.8%	
People Cost	264	269	-2.1%	321	-17.8%
Marketing	222	207	7.2%	213	4.2%
Opex	124	114	9.3%	148	-16.0%
EBITDA	34	2	>100%	21	63.8%
Margin (%)	2.8%	0.1%		1.6%	
Depreciation	27	28	-4.4%	26	3.7%
Operating Profit	7	(26)	-	(5)	-
Margin (%)	0.6%	-2.2%		-0.4%	
Profit After Tax	(7)	(24)	-	(20)	-
Margin (%)	-0.6%	-2.0%		-1.6%	
EPS (Diluted)	(0.1)	(0.2)	-	(0.2)	-

*COGS includes UFF

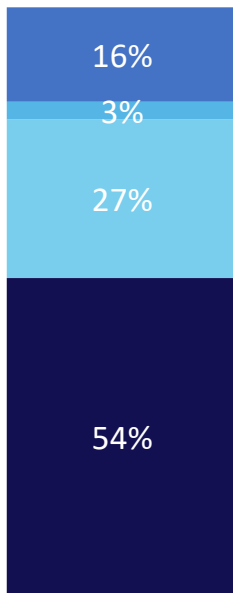
P&L FY24

P&L(INR Mn)	FY24	FY23	Growth %
Gross Revenue	5,233	5,490	-4.7%
COGS*	2,510	2,710	-7.4%
Gross Profit	2,723	2,780	-2.1%
Margin (%)	53.0%	52.9%	
People Cost	1,082	1,339	-19.2%
Marketing	869	756	14.9%
Opex	489	558	-12.3%
EBITDA	283	127	>100%
Margin (%)	5.5%	2.4%	
Depreciation	112	103	9.2%
Operating Profit	171	25	>100%
Margin (%)	3.3%	0.5%	
Profit After Tax	153	68	>100%
Margin (%)	3.0%	1.3%	
EPS (Diluted)	1.4	0.6	>100%

*COGS includes UFF

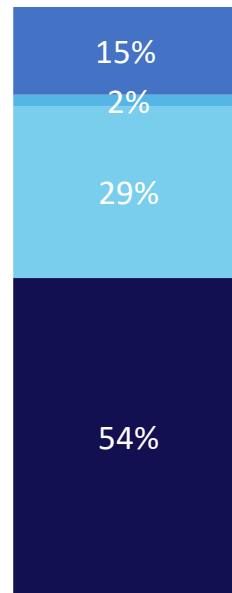
Revenue by Products

Gross Revenue
INR 1,252 Mn



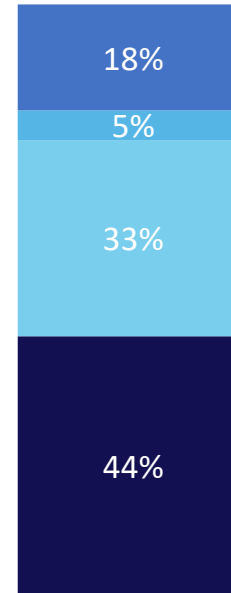
Q4FY24

Gross Revenue
INR 1,222 Mn



Q3FY24

Gross Revenue
INR 1,345 Mn



Q4FY23

23
11
(20)
16

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

Cash Position

INR Mn	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24
Cash Balance	1,200	1,130	736	864	549	879	577	637

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

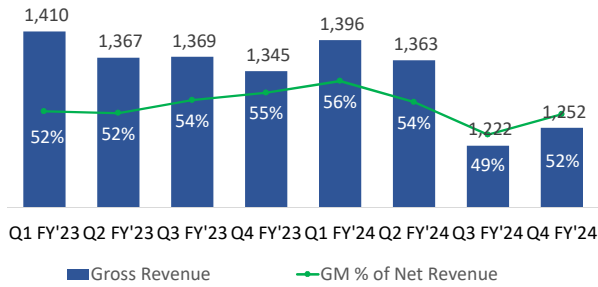
Reduction in Q3 Cash due to Prod devpt cost of INR 150 Mn

Increase in Q4 Cash due to better collections

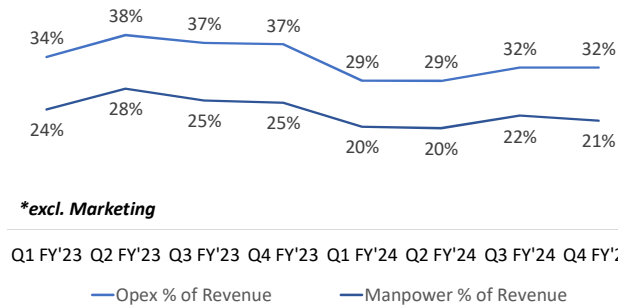
Financial Analysis & Trends: Profit & Loss

In INR Mn

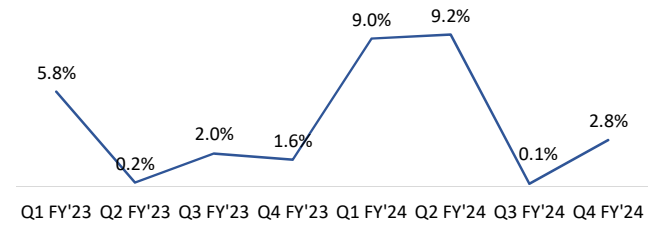
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

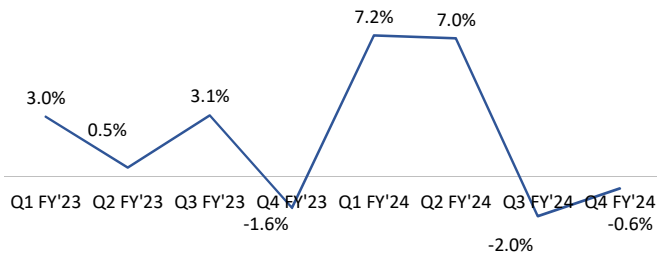


EBITDA %

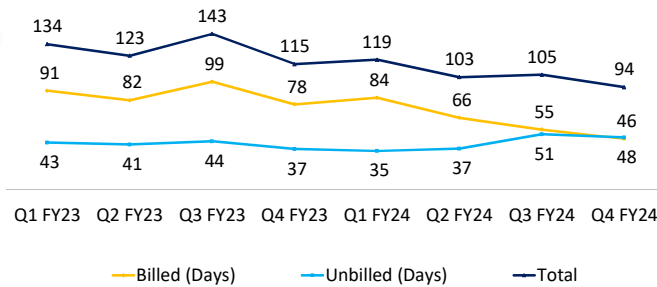


PAT (%)

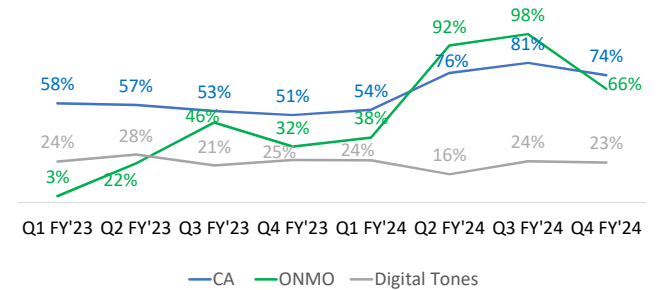
PAT as a % of net revenues.



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24
Profit and Loss								
International revenue / revenue	77%	79%	79%	78%	79%	91%	92%	95%
Gross profit / revenue	51%	52%	54%	55%	56%	54%	49%	52%
Revenue per Employee (INR'000)	2,500	2,503	2,507	2,372	2,932	3,184	2,924	3091
EBITDA per Employee (INR'000)	138	5	48	36	259	289	4	84
Aggregate employee costs / revenue	24%	28%	25%	25%	20%	20%	22%	21%
Profit before tax (PBT) / revenue	4%	1%	5%	-6%	9%	9%	0%	1%
Balance sheet								
Current ratio	1.7	1.5	1.5	1.5	1.4	1.3	1.2	1.3
Day's sales outstanding (Days)	134	123	143	115	119	103	105	94
Liquid assets / total assets (%)	37%	35%	32%	29%	27%	27%	23%	22%
Liquid assets / total sales ratio	2.5	2.4	2.2	2.0	1.7	1.8	1.8	1.6

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For any queries mail
us at

 investors@onmobile.com

