



ONMOBILE GLOBAL LIMITED
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Email - investors@onmobile.com

www.onmobile.com

July 31, 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- Q1 FY 2024-25

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, 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.

onmobile

Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

INVESTOR PRESENTATION

July 31st, 2024

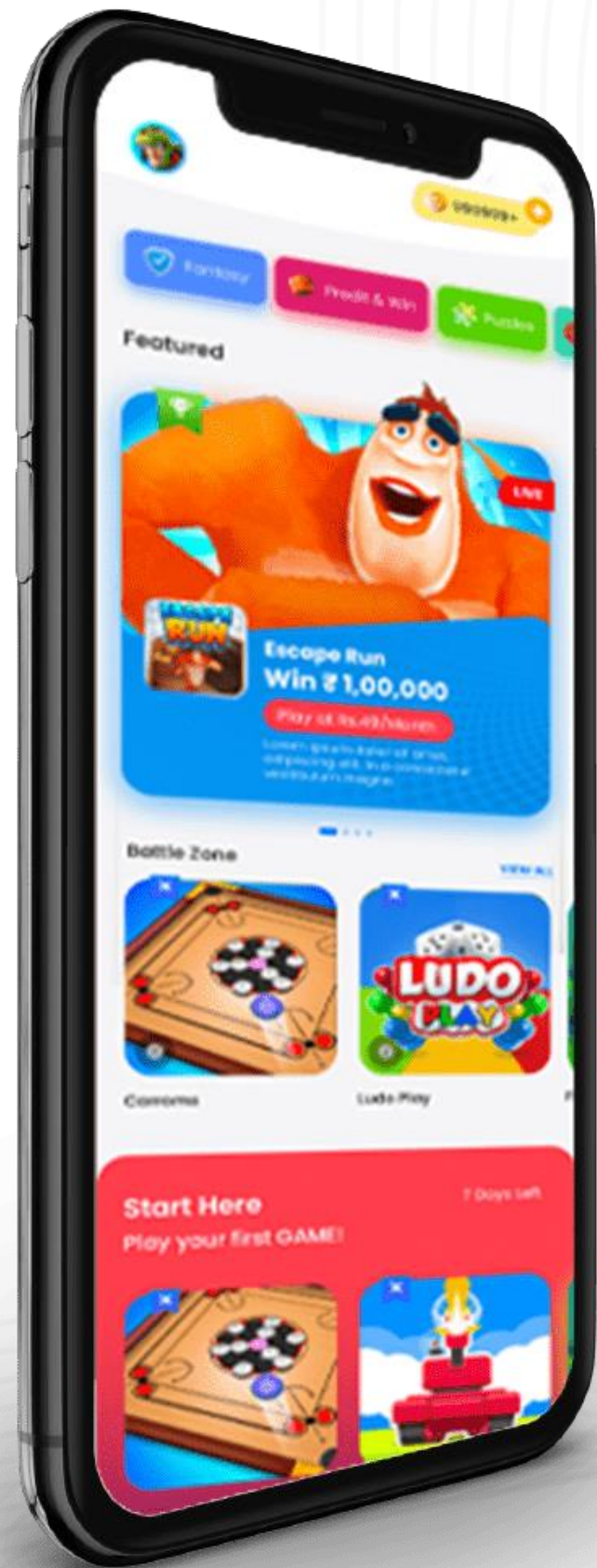


Key Highlights

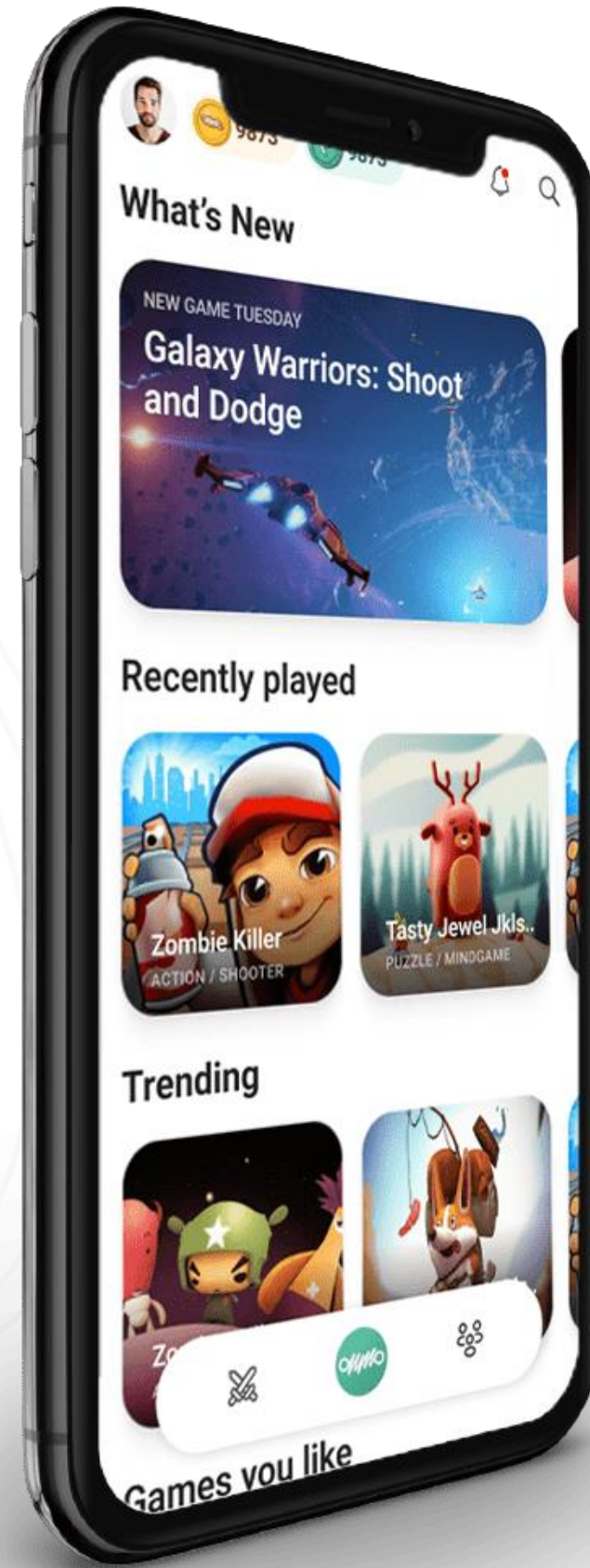
- Q1FY25 revenue at INR 1,260 Mn, up 0.7% QoQ
- Q1FY25 EBITDA at INR 9 Mn at 0.7%
- ONMO costs amounting to INR 56 Mn which was earlier being capitalized is now charged to P&L.
- Q1FY25 onwards, we started amortizing ONMO gaming platform which amounts to INR 53Mn additional depreciation.
- Substantial reduction in Opex : Q1FY25 opex down by 15.9% as compared to Q4FY24. Manpower down by 9.5% QoQ excluding capitalization on a normalized basis .
- Mobile Gaming revenue increased by 22.9% QoQ to INR 253 Mn during Q1FY25
- 7.61 Mn active subscriber base in mobile gaming in Q1 FY25; increase of 13% QoQ
- DSO is at 91 days compared to 94 days in Q4 .
- Q1FY25 Closing Cash at INR 688 Mn vs INR 637 Mn in Q4 FY24

Mobile Gaming Products: ~7.61Mn Active Subs, 111 Deployed customers

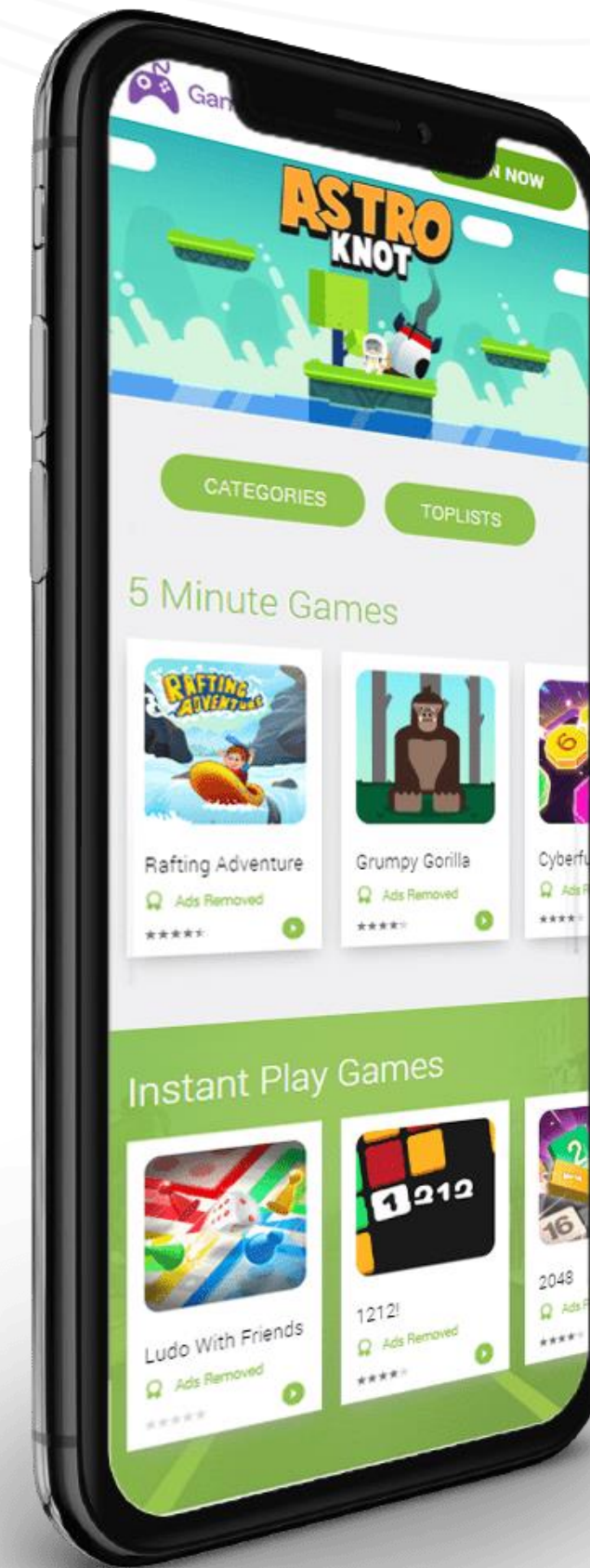
Challenges Arena



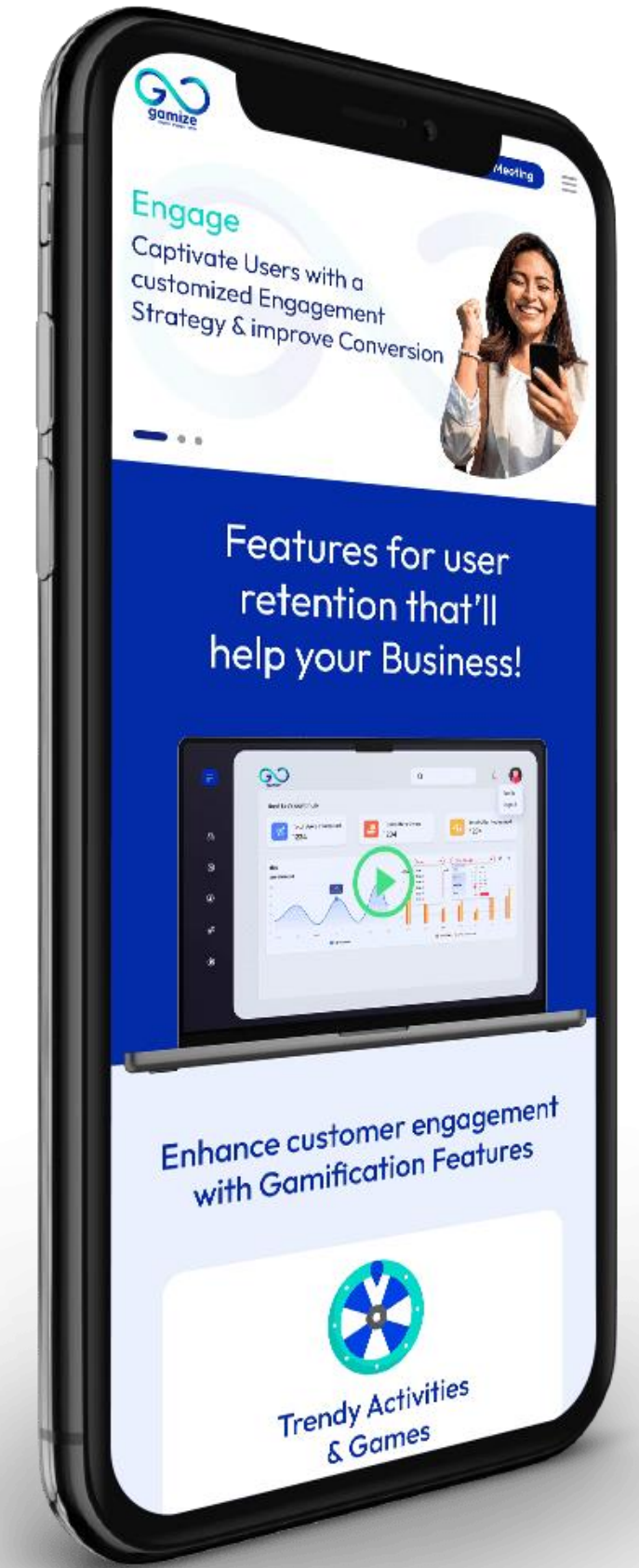
ONMO



Downloadable Games



Gamize



* Non unique

Mobile Entertainment Products: ~55.7 Mn Active Subs, 69 Customers

Ringback Tones



Contests

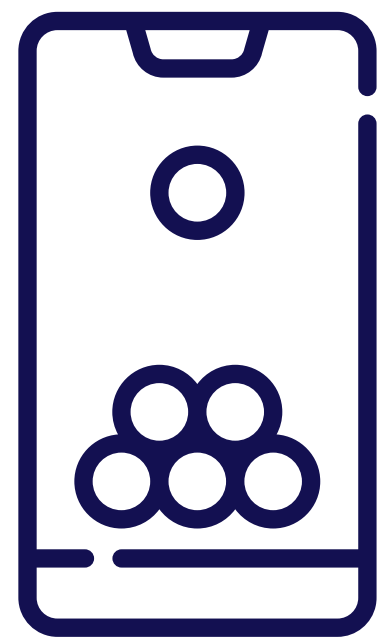


Videos & Infotainment



* Non unique

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

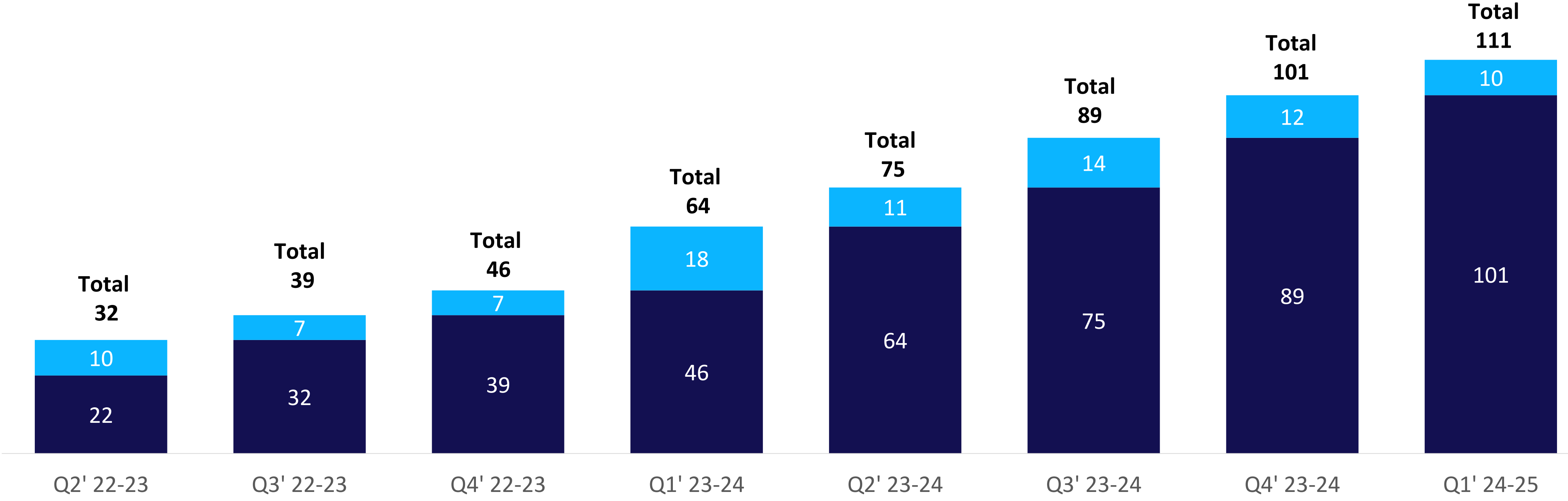


The future is
GAMING

Mobile Gaming: 10 new deployments in Q1 FY25

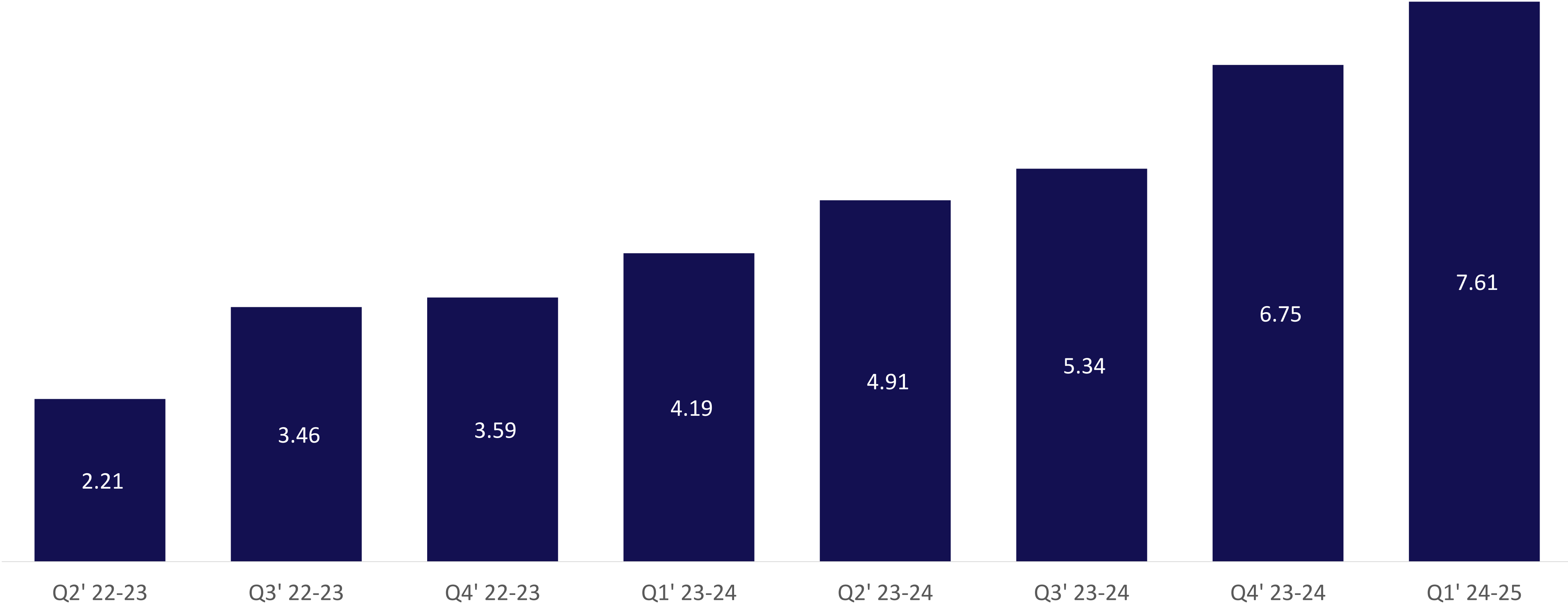
DEPLOYED CUSTOMERS

■ Cumulative deployed customers ■ New deployments



Mobile Gaming: Active base increased to 7.61Mn in Q1 FY25

ACTIVE SUBSCRIBERS





FINANCIALS

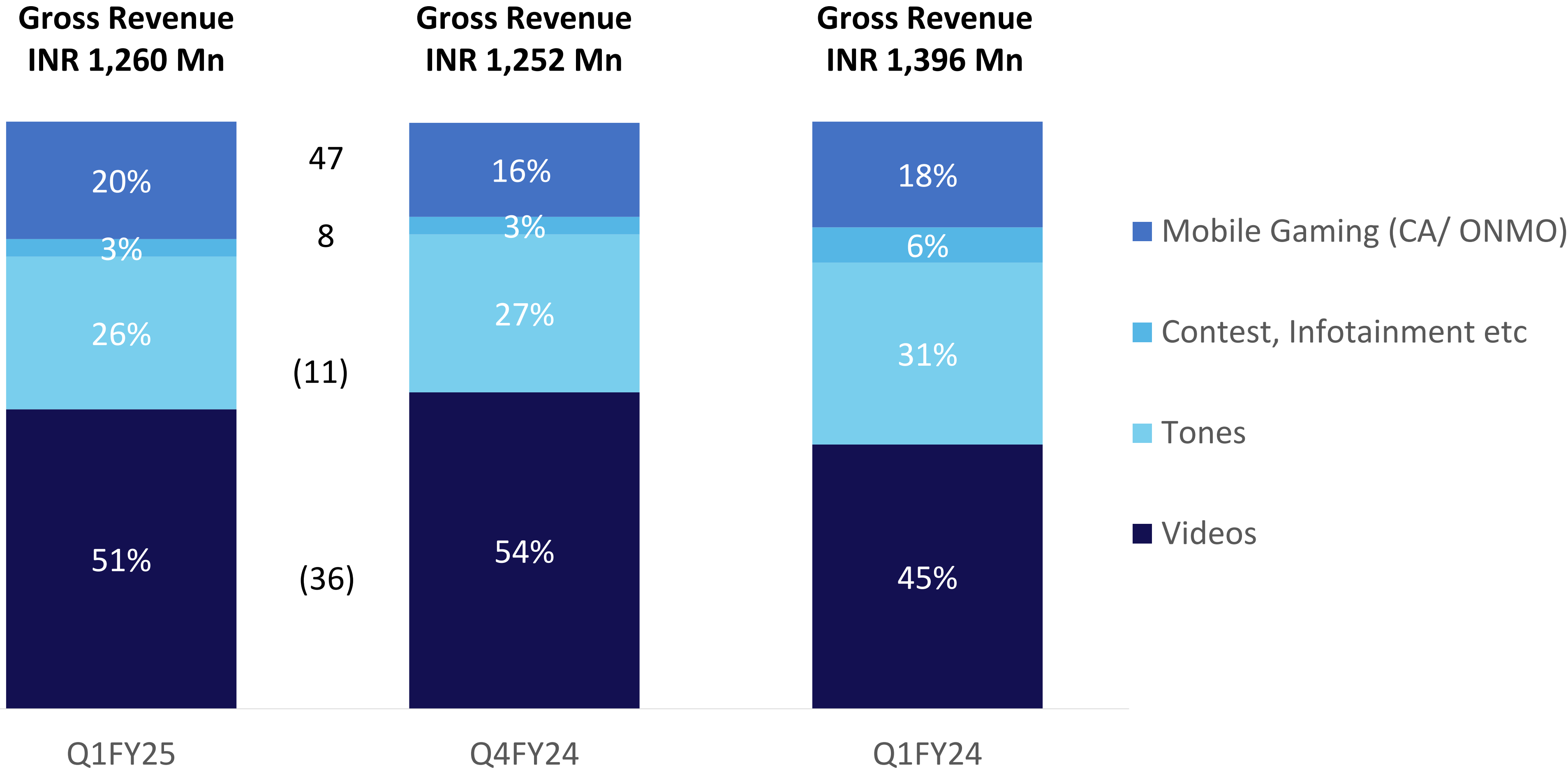
Financial Summary Q1 FY25

<p>Gross Revenue</p> <p>INR 1,260 Mn</p> <p>■ +0.7% QoQ</p>	<p>People cost</p> <p>INR 288 Mn</p> <p>■ +9.2% QoQ</p> <p>■ -9.5% QoQ excluding capitalisation</p>	<p>Marketing</p> <p>INR 230 Mn</p> <p>■ +3.7% QoQ</p>	<p>Opex</p> <p>INR 105 Mn</p> <p>■ -15.9% QoQ</p>
<p>EBITDA</p> <p>INR 9 Mn (0.7%)</p> <p>■ -73.8% QoQ</p> <p>ONMO cost of INR 56Mn is now being charged to P&L (capitalized in earlier quarters)</p>	<p>PAT</p> <p>INR (153) Mn</p>	<p>Mobile Gaming Revenue</p> <p>INR 253 Mn</p> <p>■ +22.9% QoQ</p>	<p>Mobile Entertainment Revenue</p> <p>INR 1,007 Mn</p> <p>■ -3.7% QoQ</p>

P&L Q1 FY25

P&L(INR Mn)	Q1 FY25	Q4 FY24	QoQ Gr %	Q1 FY24	YoY Gr %
Gross Revenue	1,260	1,252	0.7%	1,396	-9.7%
COGS*	629	609	3.4%	624	0.7%
Gross Profit	631	643	-1.9%	771	-18.2%
Margin (%)	51.1%	52.4%		56.3%	
People Cost	288	264	9.2%	281	2.5%
Marketing	230	222	3.7%	240	-4.3%
Opex	105	124	-15.9%	127	-17.6%
EBITDA	9	34	-73.8%	123	-92.8%
Margin (%)	0.7%	2.8%		9.0%	
Depreciation	80	27	>100%	29	>100%
Operating Profit	(71)	7	-	95	-
Margin (%)	-5.8%	0.6%		6.9%	
Profit After Tax	(153)	(6)	-	98	-
Margin (%)	-12.4%	-0.5%		7.2%	
EPS (Diluted)	(1.4)	(0.1)	-	0.9	-
ONMO Exp. charged to P&L	56	-	-	-	-
ONMO Exp. Capitalized	38	141	-	177	-

Revenue by Products



Cash Position

INR Mn	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Cash Balance	1,130	736	864	549	879	577	637	688

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

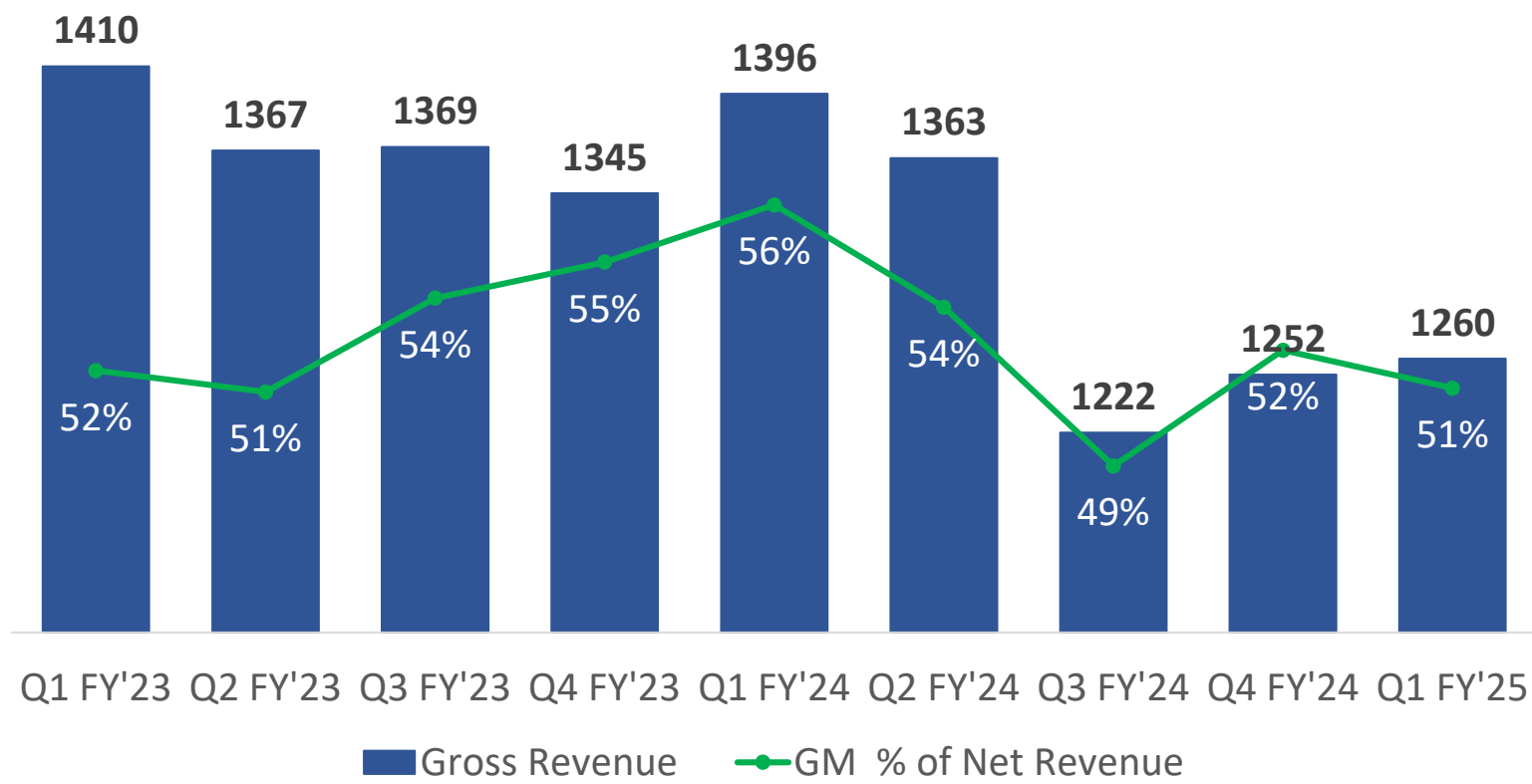
Increase in Q4 Cash due to better collections

Increase in Q1 Cash due to better collections

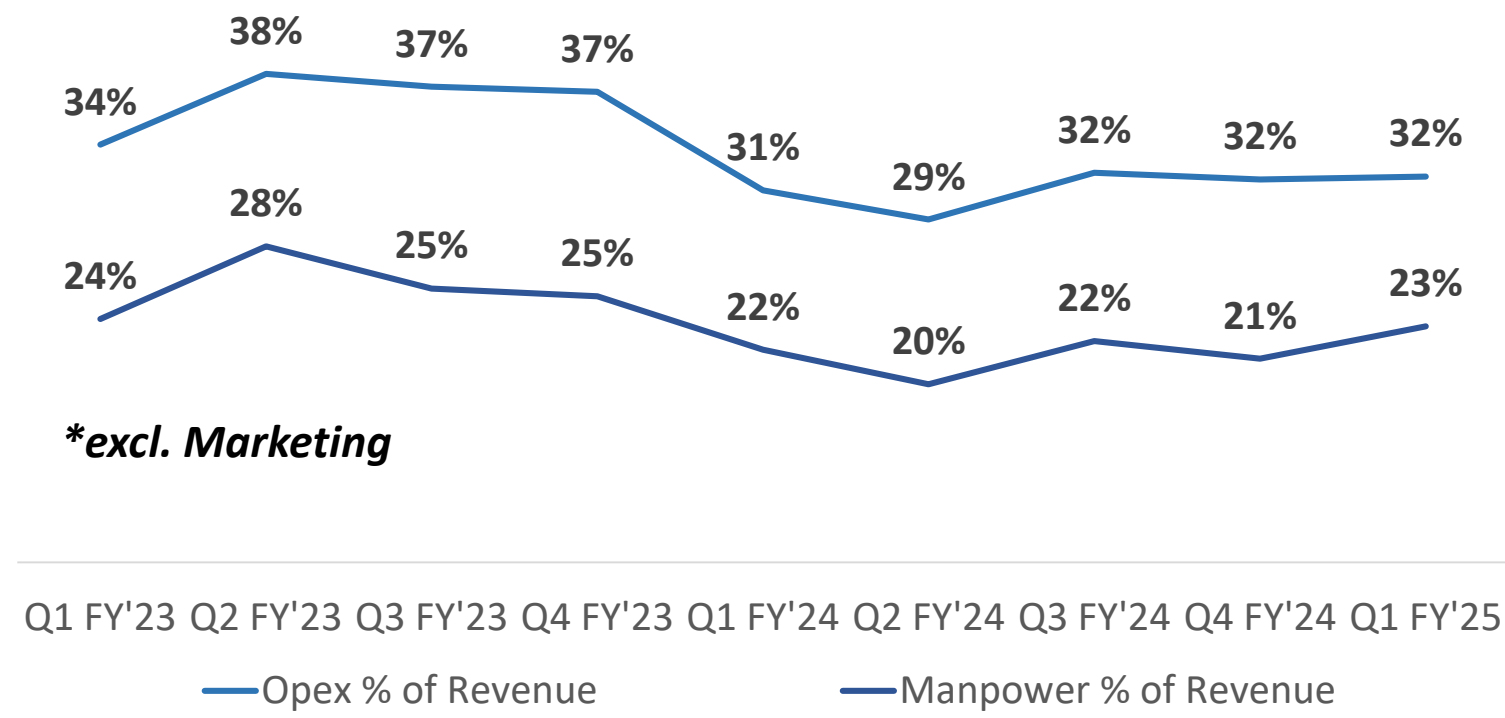
Financial Analysis & Trends: Profit & Loss

In INR Mn

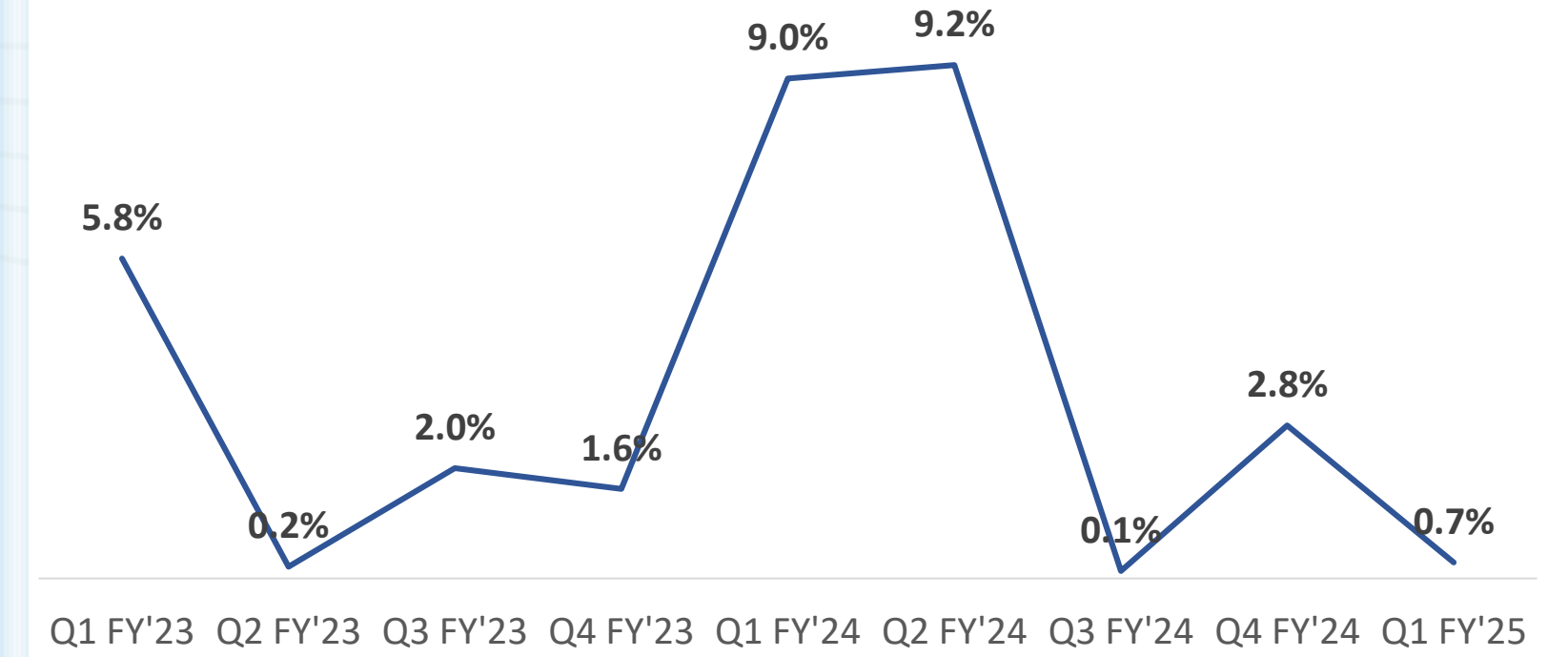
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

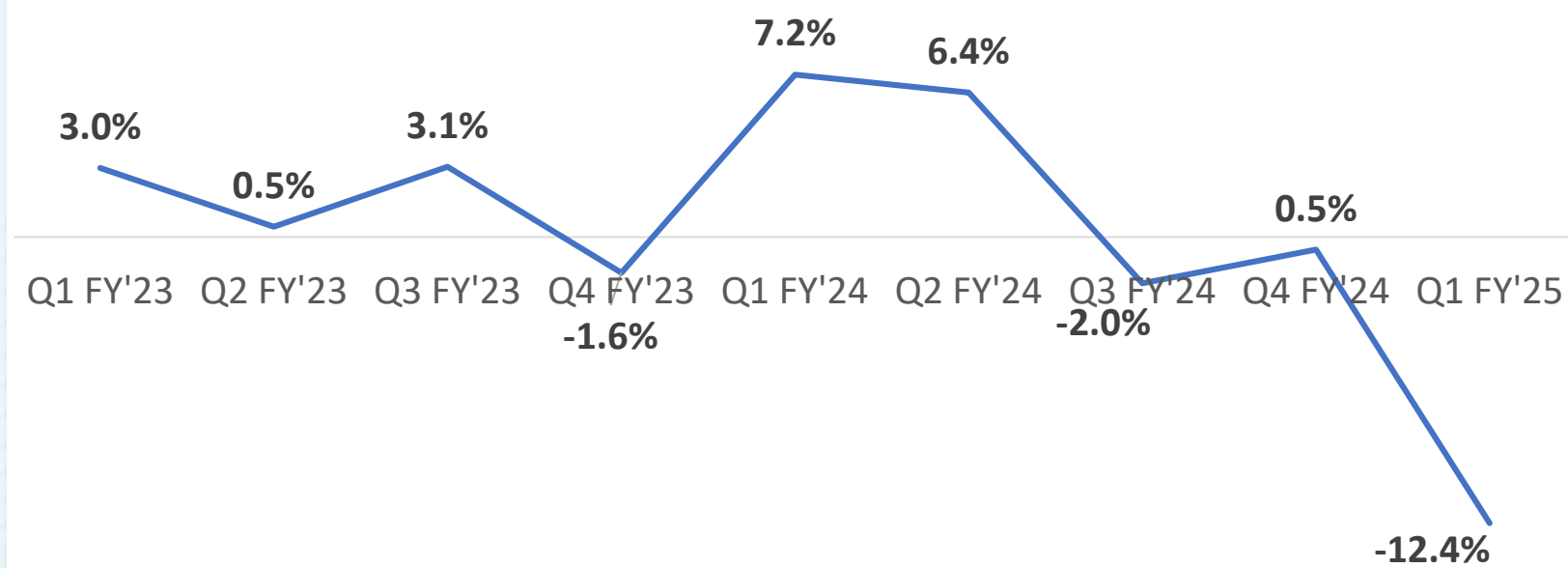


EBITDA %

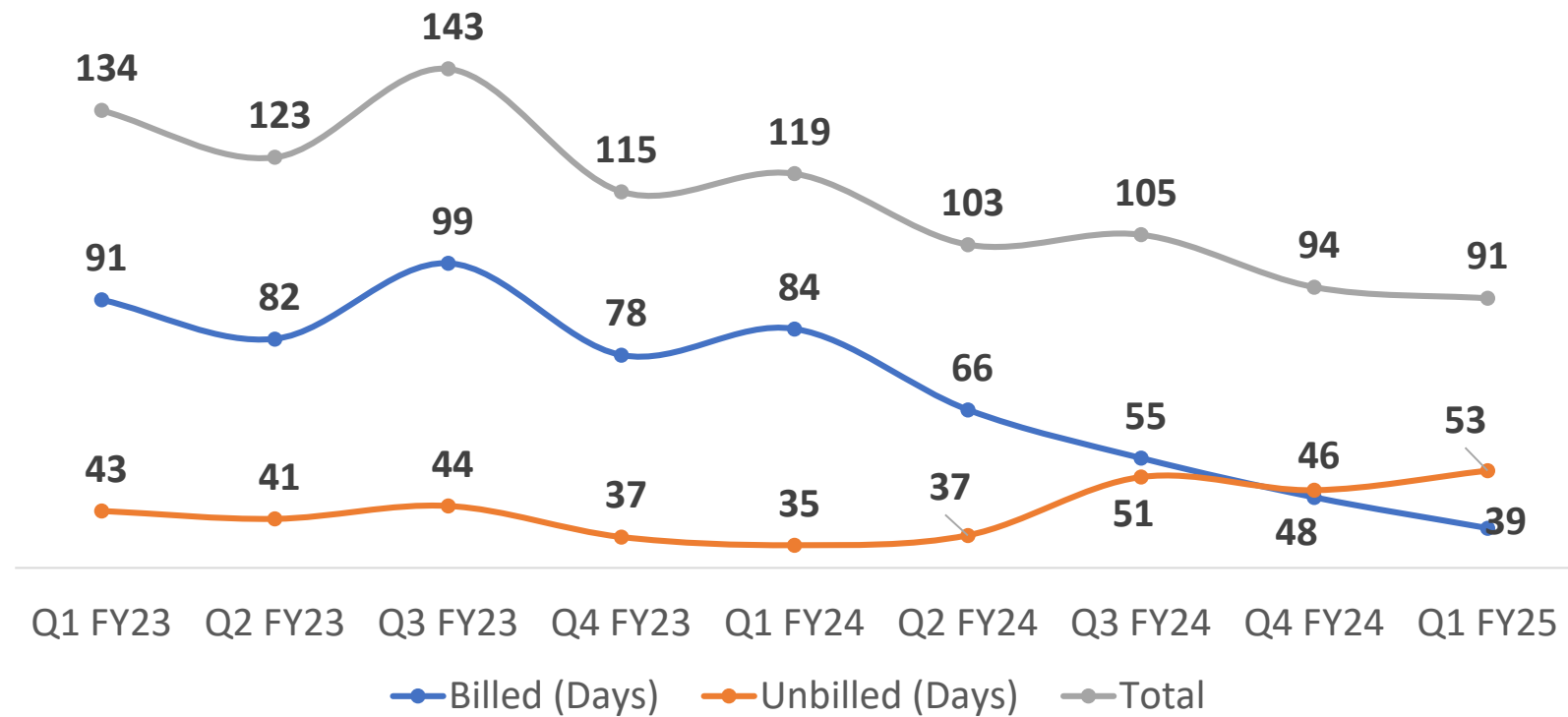


PAT (%)

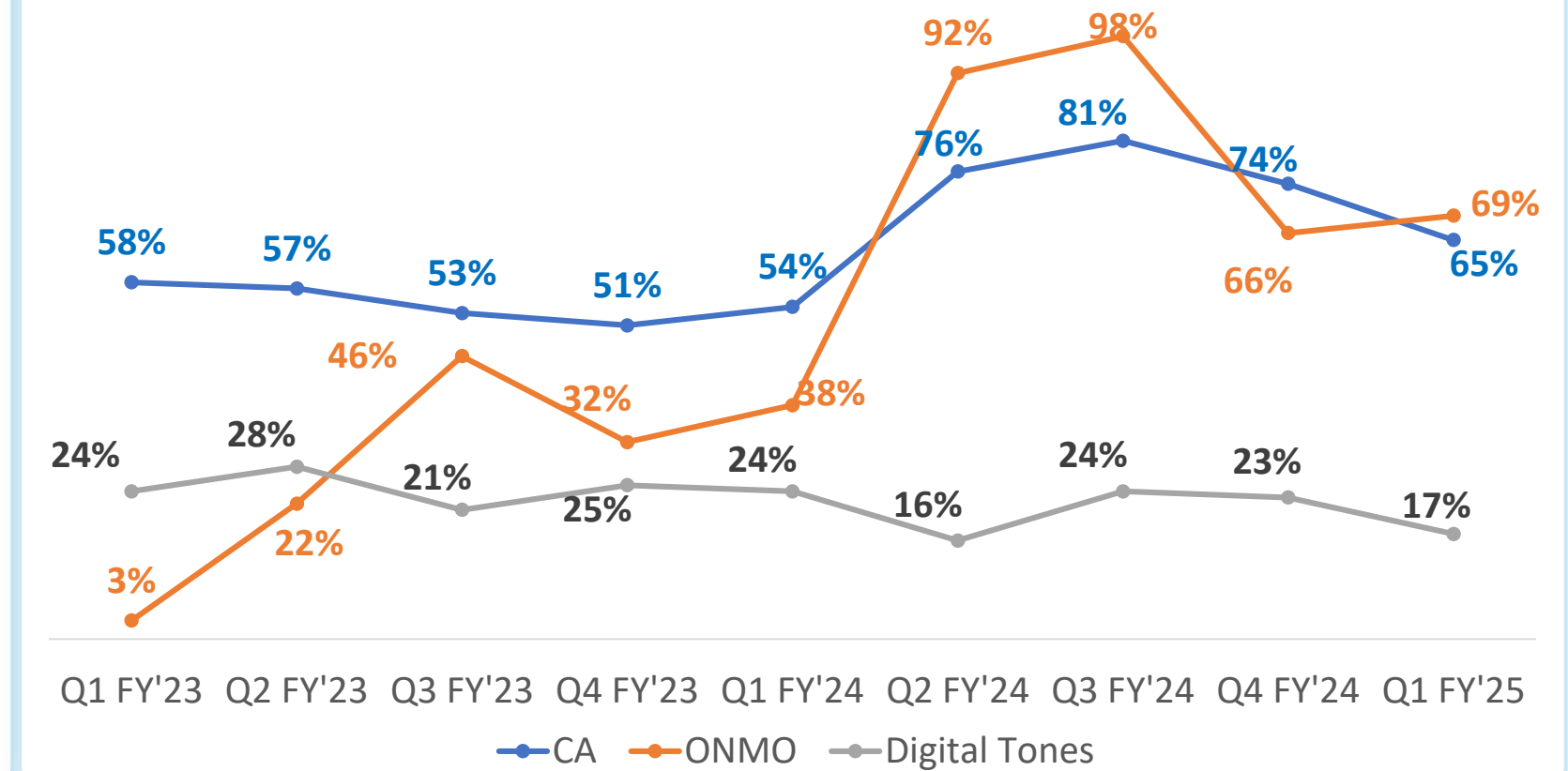
PAT as a % of net revenues



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Profit and Loss								
International revenue / revenue	79%	79%	78%	79%	91%	92%	94%	94%
Gross profit / revenue	52%	54%	55%	56%	54%	49%	52%	51%
Revenue per Employee (INR'000)	2,503	2,507	2,372	2,932	3,184	2,924	3091	3142
EBITDA per Employee (INR'000)	5	48	36	259	289	4	84	22
Aggregate employee costs / revenue	28%	25%	25%	20%	20%	22%	21%	23%
Profit before tax (PBT) / revenue	1%	5%	-6%	9%	9%	0%	1%	-11%
Balance sheet								
Current ratio	1.5	1.5	1.5	1.4	1.3	1.2	1.3	1.2
Day's sales outstanding (Days)	123	143	115	119	103	105	94	91
Liquid assets / total assets (%)	35%	32%	29%	27%	27%	23%	22%	22%
Liquid assets / total sales ratio	2.4	2.2	2.0	1.7	1.8	1.8	1.6	1.6

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For any queries mail
us at

 investors@onmobile.com

