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

November 12, 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- Q2 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 and half year ended September 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

Pakanati V Varaprasad
Digitally signed by Pakanati V Varaprasad
Date: 2024.11.12 00:41:51 +05'30'

P V Varaprasad
Company Secretary

Encl: a/a

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Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

EARNINGS DECK

Financial Summary Q2 FY25

Gross Revenue	People cost	Marketing	Opex
INR 1,319 Mn	INR 304 Mn	INR 233 Mn	INR 107 Mn
+4.7% QoQ	+5.5% QoQ	+1.6% QoQ	+2.0% QoQ

EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 18 Mn (1.4%)	INR (121) Mn	INR 322 Mn	INR 997 Mn
+104.6% QoQ		+27.3% QoQ	-1.0% QoQ

Financial Summary H1 FY25

Gross Revenue	People cost	Marketing	Opex
INR 2,579 Mn	INR 592 Mn	INR 463 Mn	INR 211 Mn
-6.5% YoY	+7.7% YoY	+5.2% YoY	-16.0% YoY

EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 27 Mn (1.1%)	INR (274) Mn	INR 574 Mn	INR 2005 Mn
-89.1% YoY		+36.0% YoY	-14.2% YoY

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OnMobile's Product Journey Over Years

20 Years Legacy with Tones

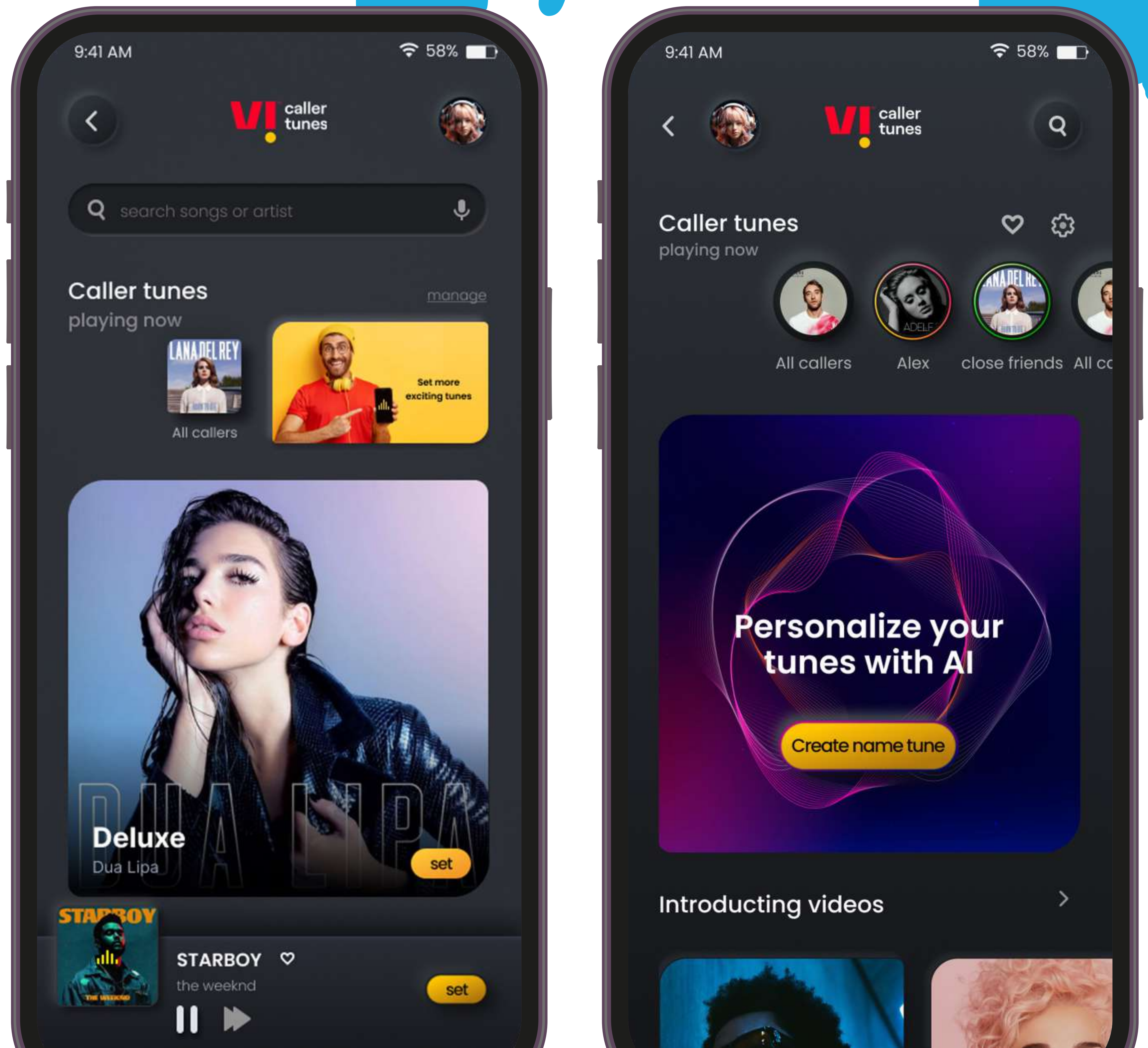
01.
Enhanced experience with AI integration & Video Tunes

02.
Exclusive Connectivity with 2,500 Servers Inside Mobile Operators' Networks

03.
Tones Network and Infrastructure Was Our Main Pivot into Cloud Gaming

150Bn

song bytes played to over 1Bn individuals in FY24



Launch
2004

Active Subscribers
54.37
Million

Live Telcos
35

Monetization Model
Subscription

onmobile

Videos & Infotainment

01.
Categories
News
Beauty
Sports
Health
Leisure

02.
Sources
In-house Editors
Live Feeds
AI Powered

Premium Videos

Kids

01.
Content
Educational Videos & Games for Kids

01.
Special Features
Parental Controls

Launch
2007

Active Subscribers
1.29
Million

Live Telcos
22

Monetization Model
Subscription

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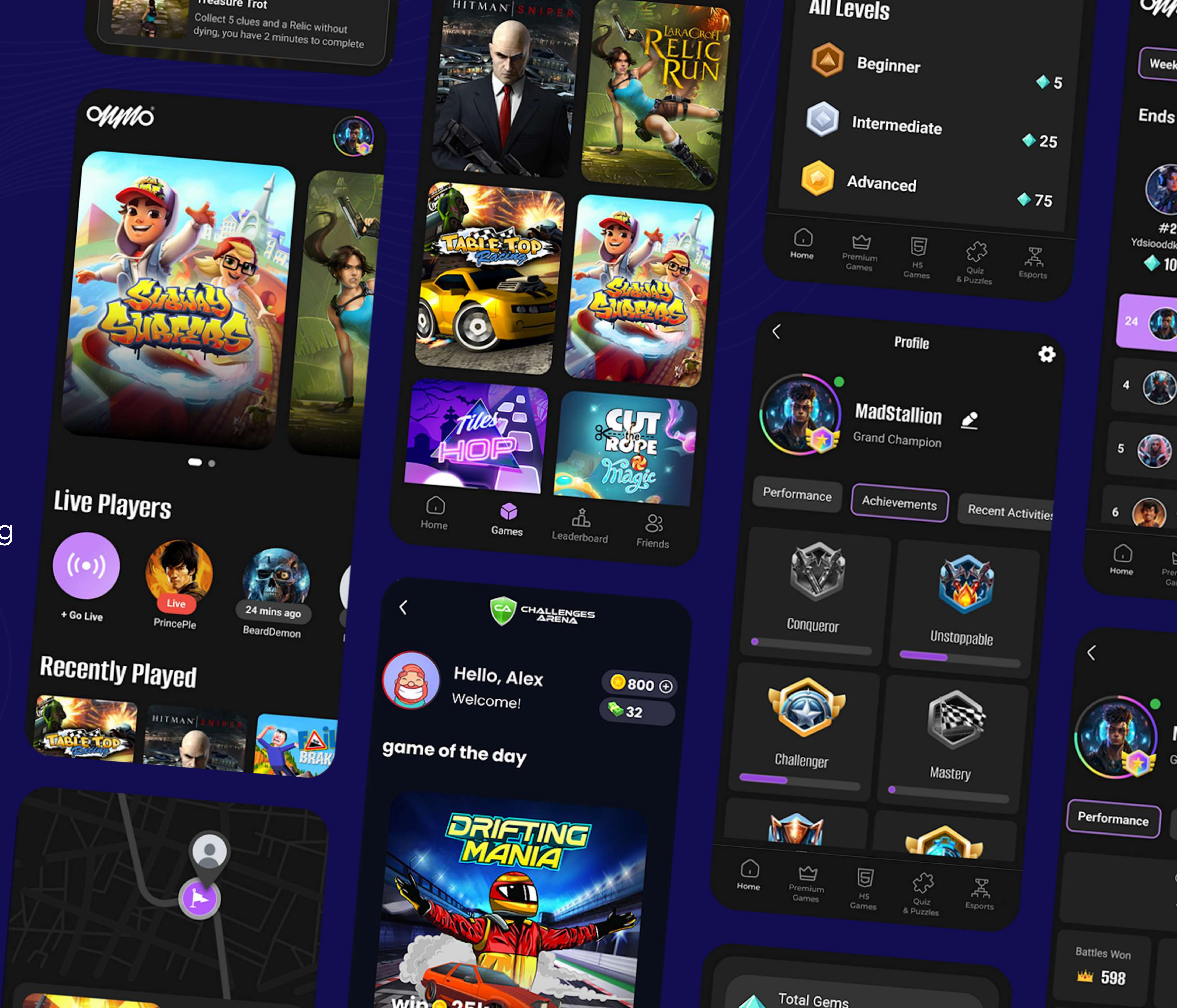
OnMobile's Gaming Strategy

Leading in Cutting Edge Mobile Gaming for Gamers Across Diverse Markets



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Key Gaming Trends Indicate...

Rising Demand for Instant, Social Gaming Experiences on Mobile

01. Gaming is booming and is expected to keep growing

$665 Billion
gaming is projected to hit by 2030

13.2%
expected CAGR between 2023 to 2030

02. Mobile is the largest and fastest growing gaming segment

~50%
of gaming revenues contributed by Mobile Games

79%
of all gamers play on mobile amounting to 1.9 Billion mobile players globally

63%
of total mobile app revenues come from games

03. Players demanding instant access, social engagement, and competitions on Mobile

2X
Impact on adoption, engagement and retention due to community

2.9X
More likelihood for gamers to play just to beat friends

5X
Potential higher ARPPU in games with competitive elements and purchases related to social elements like skins, boosts and characters.

Gaming market insights by Fortune Business Insights

Challenges Arena – Instant Play With Rewards

Capturing the First Wave of Gamers on Low-End Devices Across Emerging Markets

01.

One Tap Play

Light weight, low learning curve HTML5 games

02.

Content Formats

Arcade, Words, Trivia, Puzzles, Cards

03.

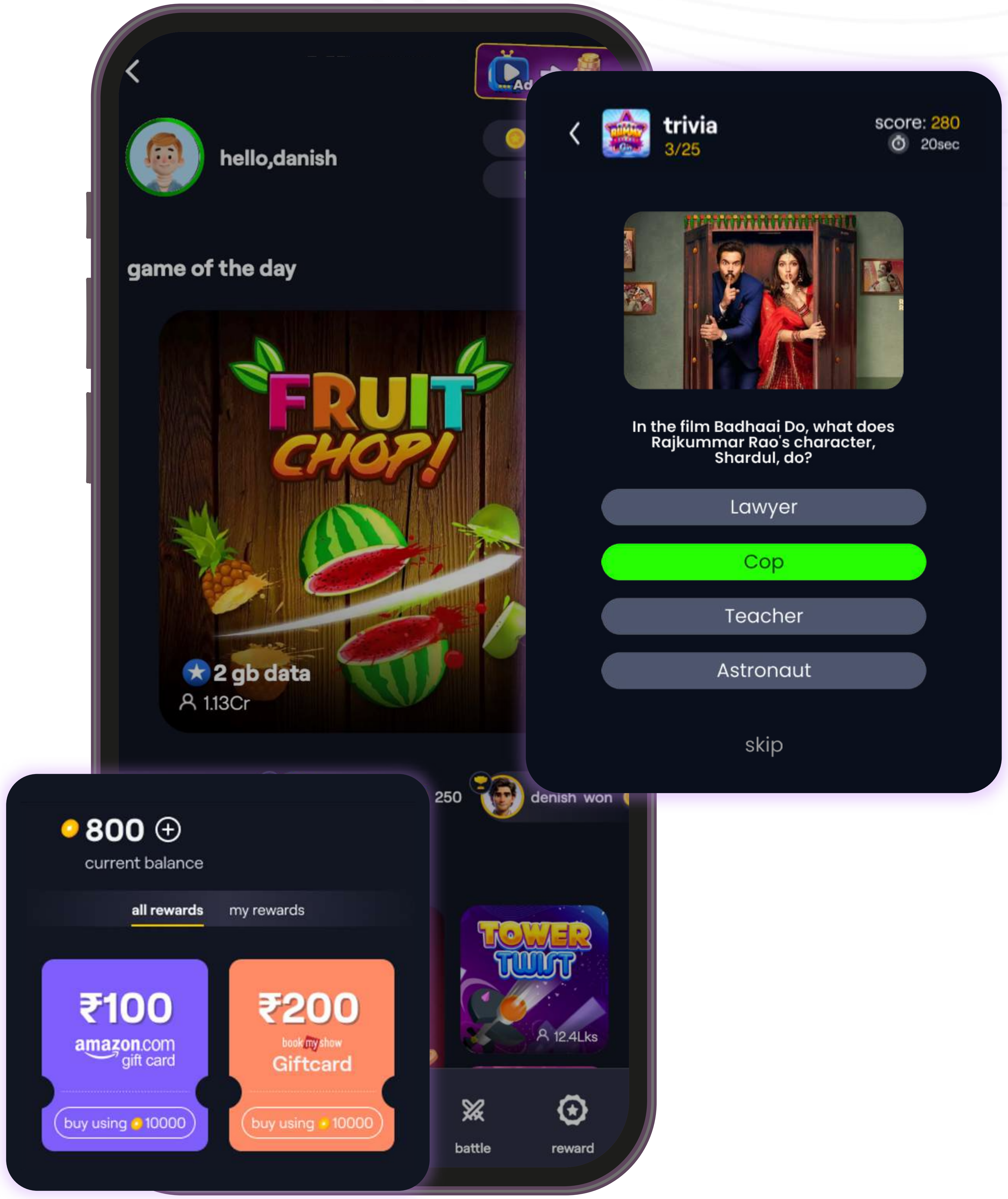
18+

Languages Supported

04.

35

Countries With Localized Content



Launch 2021

Active Subscribers

5.85 Million

Live Telcos

74

Monetization Model

Subscriptions

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ONMO – Premium Social Gaming

Pioneering Cloud Technology for Mobile Games With Short Streaming

The Only Solution Where Gamers Can Compete in Popular Games and Socialize Live with Friends

1000s
of Moments From Popular Games

+

2 Disruptive Technologies

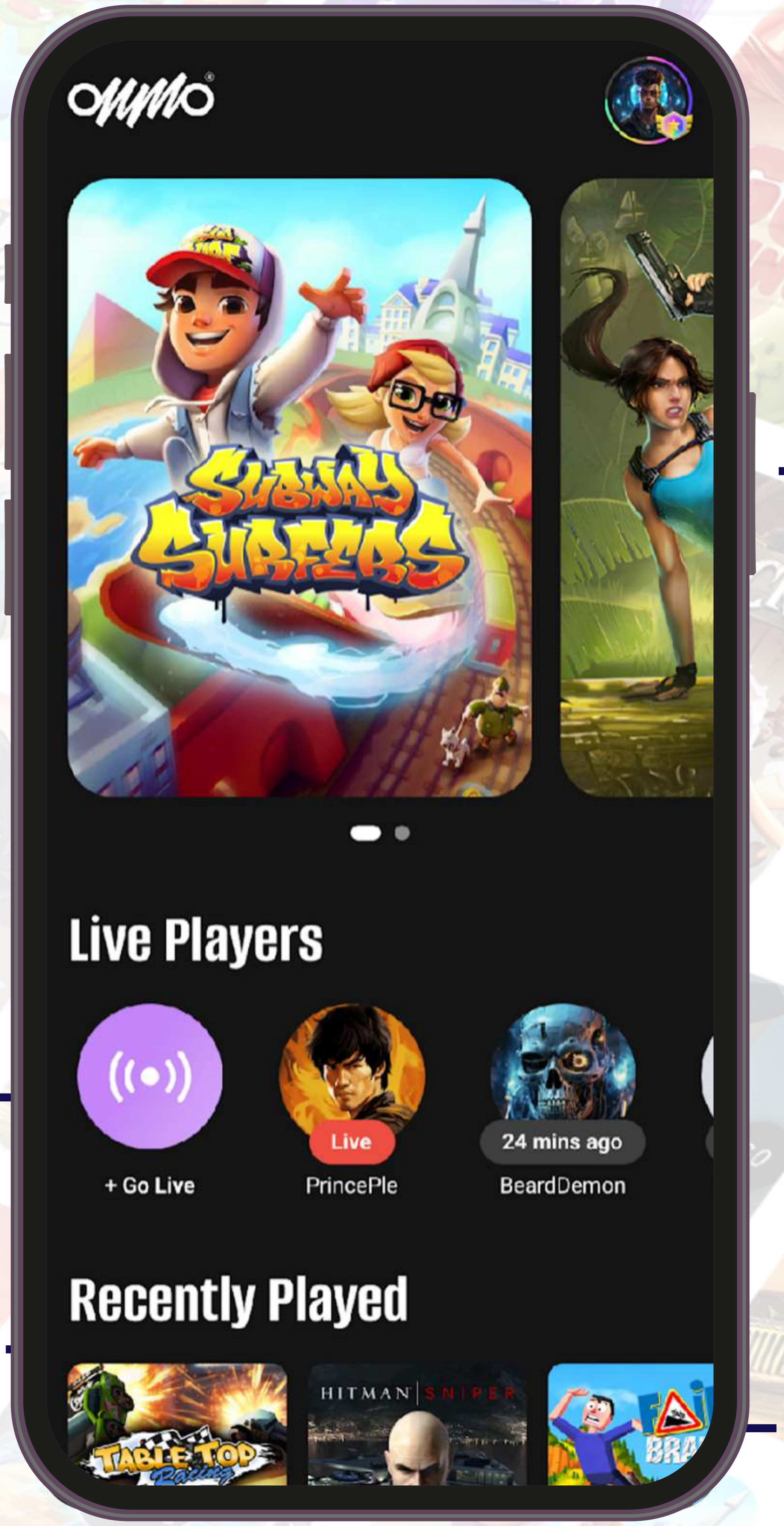
+

3 Key Mobile Gaming Trends

SHORT FORMAT GAMING

SOCIAL

ESPORTS



VISION AI

CLOUD GAMING

Launch 2022

Active Subscribers
2.64 Million

Live Telcos
40

Monetization Model
Subscriptions

Building a Global Gaming Network and Infrastructure

Twice the Performance at 6X Infrastructure Cost Efficiency

Launch 2024

01. All servers connected to MyDeOS Federation

02. Highly scalable by extracting idle capacity from existing OnMobile and Telco production infrastructure

03. Same capacity to be extended to streaming services

30+

Gaming-ready POPs and 1000s of servers mostly **concentrated in emerging markets**

Monetization Model

Platform Licensing
+
Utilization Based Pricing

The Gaming Platform – Single Destination For All Gaming Services

Redefining App Stores for Consumers, Developers and Telcos

Launch 2025

Monetization Model

Platform Licensing
+
In App Purchases

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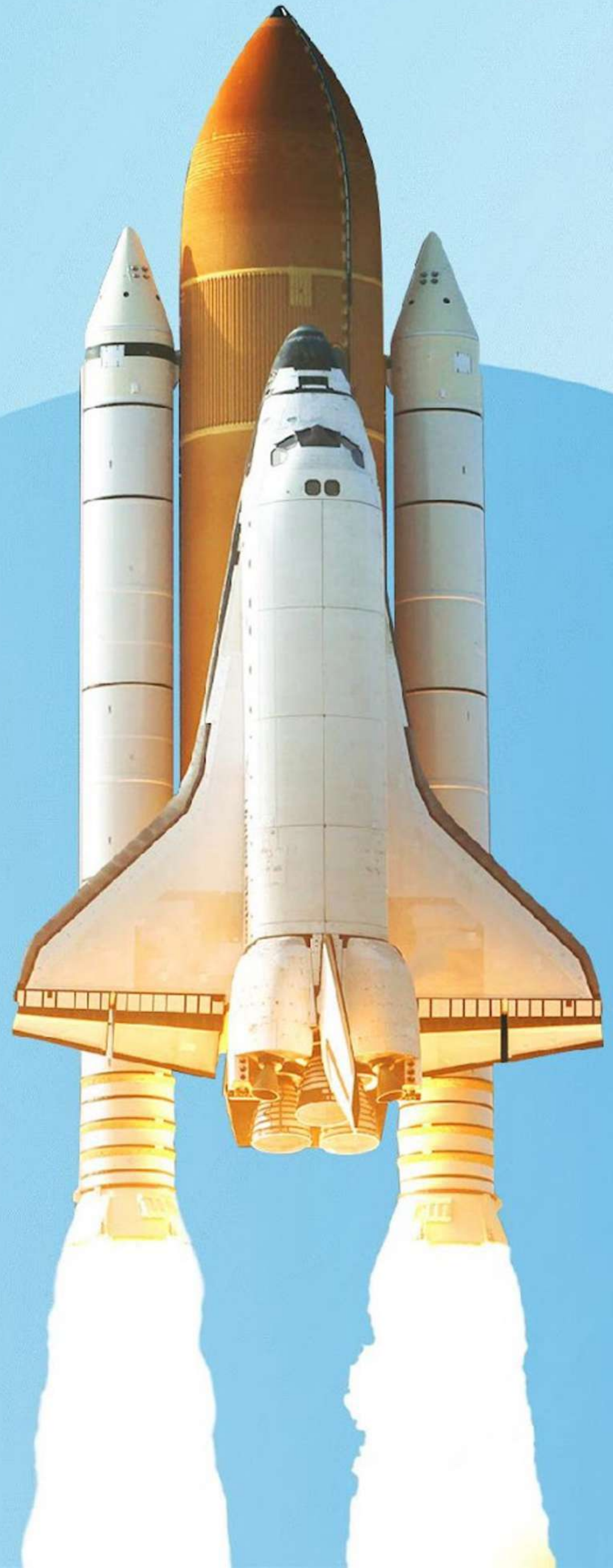
Performance



Live in 114 Deployed Customers Across The Globe

Marketing optimised accounts increased from 46 in Q1 to 53 in Q2

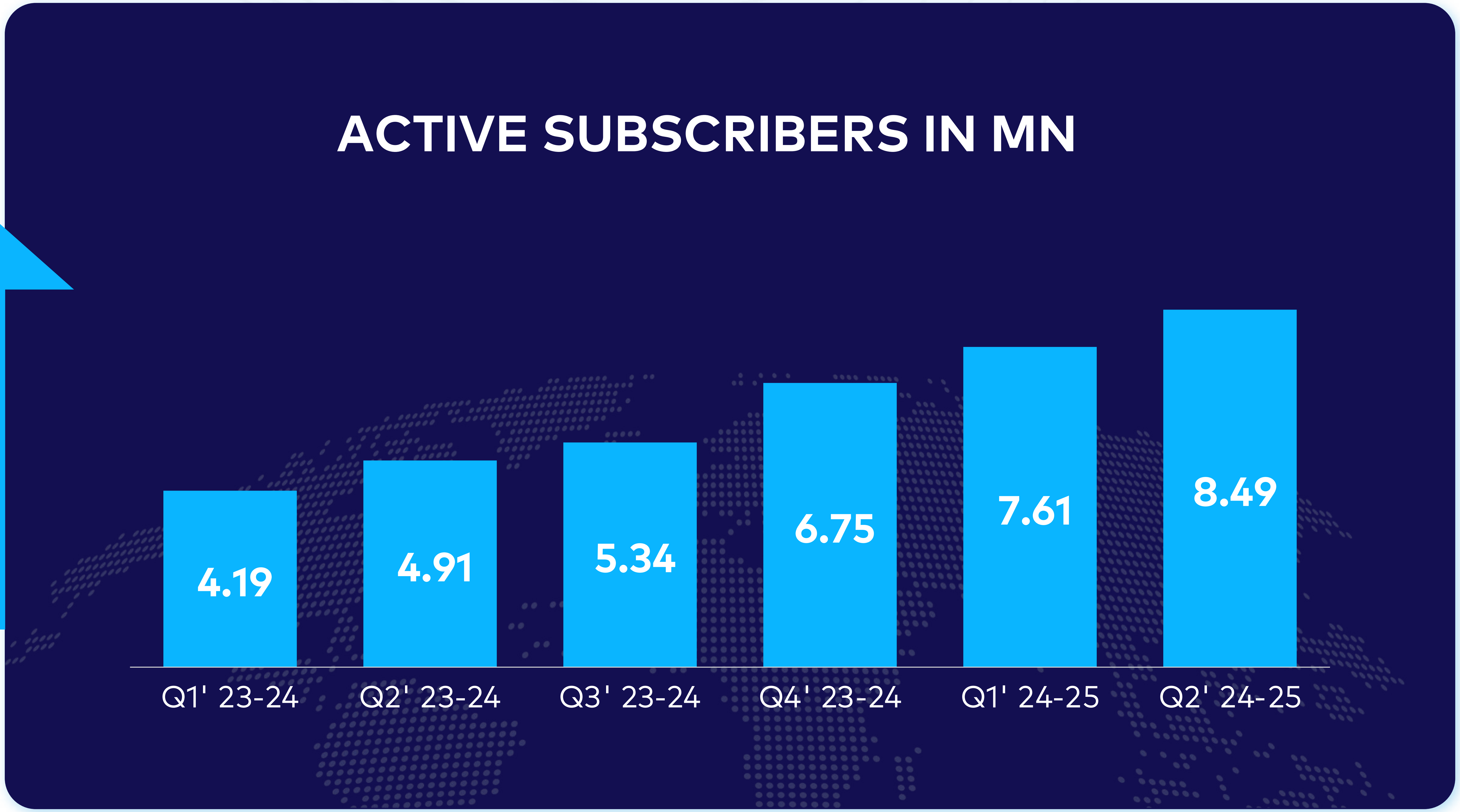
Mobile Gaming: Active base increased to 8.49Mn in Q2 FY25

+4.3M

Additional Active gaming subscribers in last 5 quarters

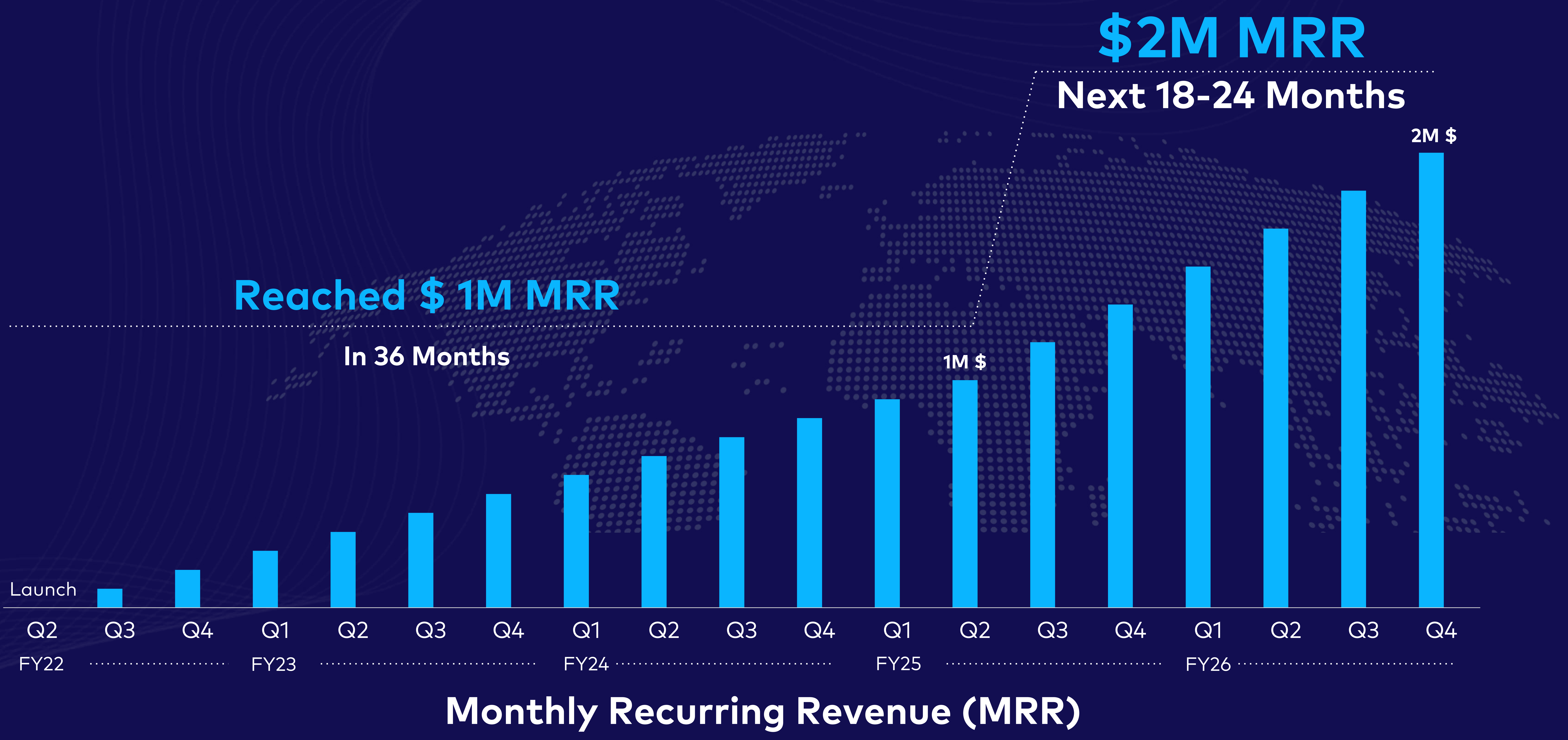
2X

In 5 Qtrs.



Mobile Gaming: Subscription Revenues to Double

Target to Reach $2M MRR in Next 18-24 Months



*All bars not to exact scale

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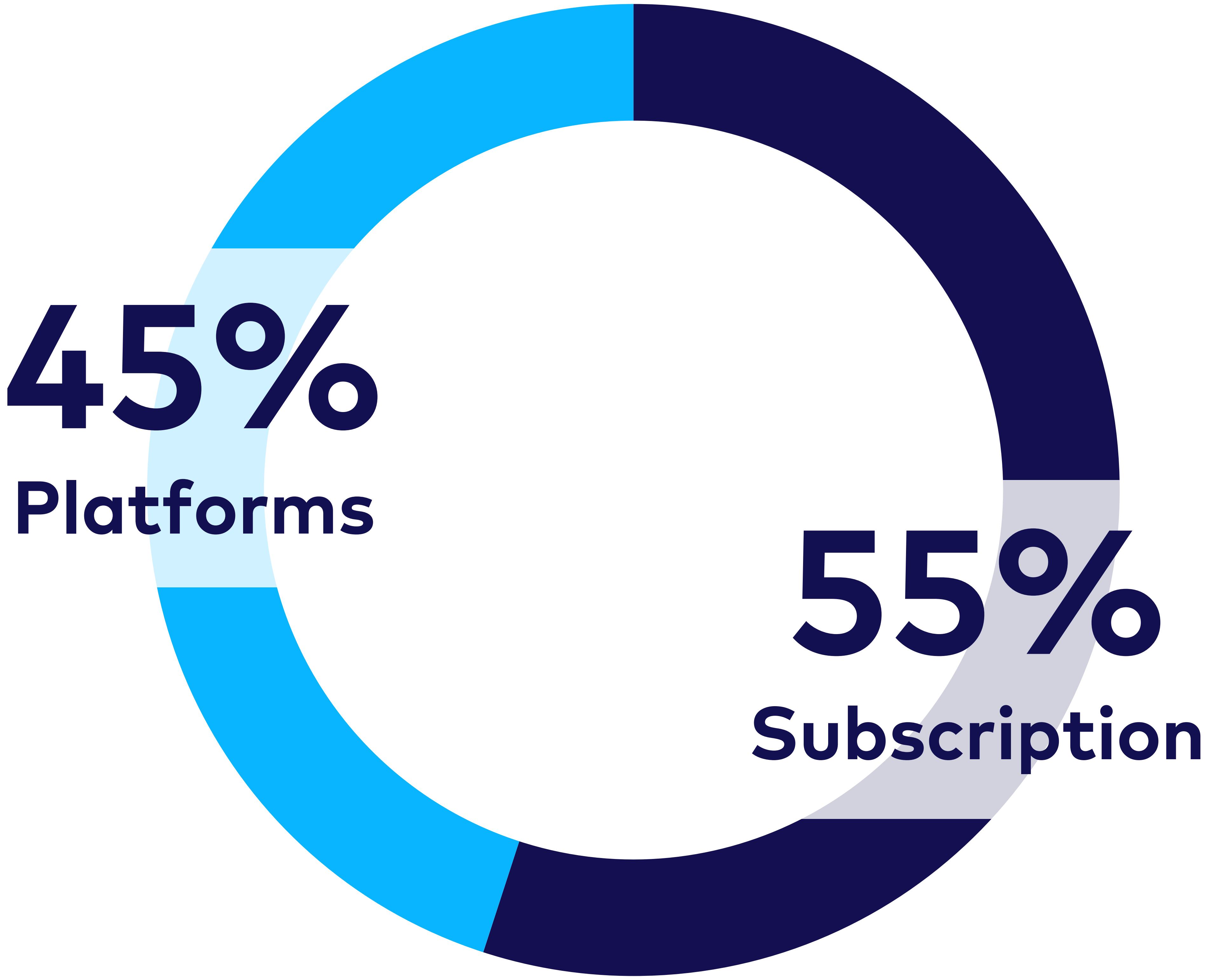
Gaming Revenue Mix

Today

FY26



Strong Financials

Mobile Gaming

- Fast growing revenue
- **~90%** Gross Margin
- CM Breakeven FY25
- Target of 50% OnMobile Revenues in FY26

Mobile Entertainment

- Solid revenue base
- **~50%** Gross Margin
- **~18%+** CM FY25

FINANCIALS

P&L Q2 FY25

P&L(INR Mn)	Q2 FY25	Q1 FY25	QoQ Gr %	Q2 FY24	YoY Gr %
Gross Revenue	1,319	1,260	4.7%	1,363	-3.2%
COGS*	657	629	4.4%	646	1.7%
Gross Profit	**662**	**631**	**4.9%**	**717**	**-7.6%**
Margin (%)	***51.2%***	***51.1%***		***53.6%***	
People Cost	304	288	5.5%	268	13.2%
Marketing	233	230	1.6%	200	16.5%
Opex	107	105	2.0%	124	-14.3%
EBITDA	**18**	**9**	**104.6%**	**124**	**-85.3%**
Margin (%)	***1.4%***	***0.7%***		***9.2%***	
Depreciation	81	80	0.8%	29	183.0%
Operating Profit	**(63)**	**(71)**	**-12.1%**	**95**	**-166.1%**
Margin (%)	***-4.9%***	***-5.8%***		***7.1%***	
Profit After Tax	**(121)**	**(153)**	**-**	**85**	**-**
Margin (%)	***-9.4%***	***-12.4%***		***6.4%***	
EPS (Diluted)	(1.1)	(1.4)	-	0.8	-
ONMO Exp. Capitalized	**30**	**38**	**-21.0%**	**185**	**-83.7%**

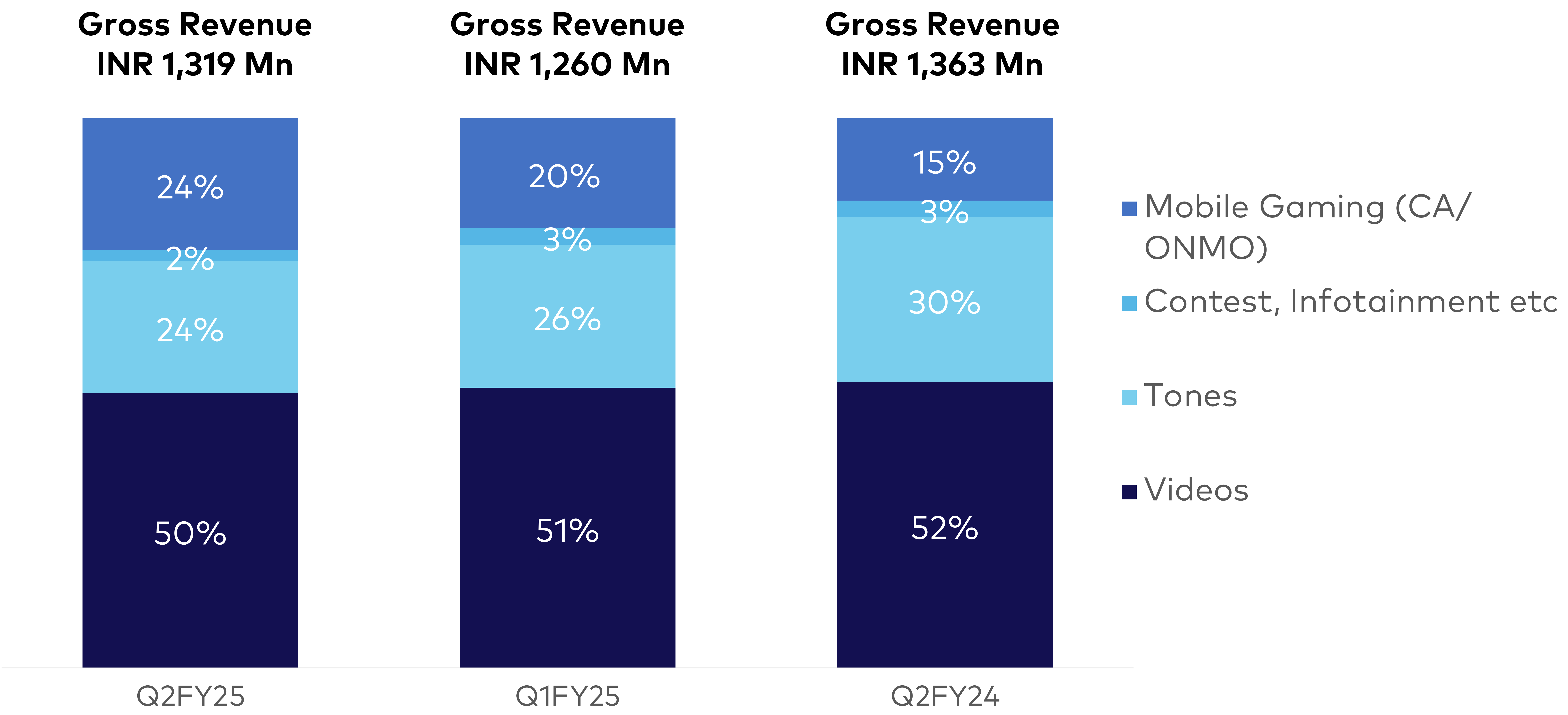
onmobile **COGS includes UFF*

P&L H1 FY25

P&L(INR Mn)	H1 FY25	H1 FY24	YoY Gr %
Gross Revenue	2579	2759	-6.5%
COGS*	1286	1271	1.2%
Gross Profit	**1293**	**1488**	**-13.1%**
Margin (%)	***51.2%***	***54.9%***	
People Cost	592	549	7.7%
Marketing	463	440	5.2%
Opex	211	251	-16.0%
EBITDA	**27**	**247**	**-89.1%**
Margin (%)	***1.1%***	***9.1%***	
Depreciation	161	57	181.3%
Operating Profit	**-134**	**190**	**-170.8%**
Margin (%)	***-5.3%***	***7.0%***	
Profit After Tax	**(246)**	**243**	**-**
Margin (%)	***-9.7%***	***9.0%***	
EPS (Diluted)	(2.5)	1.7	-
ONMO Exp. Capitalized	**68**	**362**	**-81.2%**

onmobile **COGS includes UFF*

Revenue by Products



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Cash Position

INR Mn	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Cash Balance	736	864	549	879	577	637	688	413

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

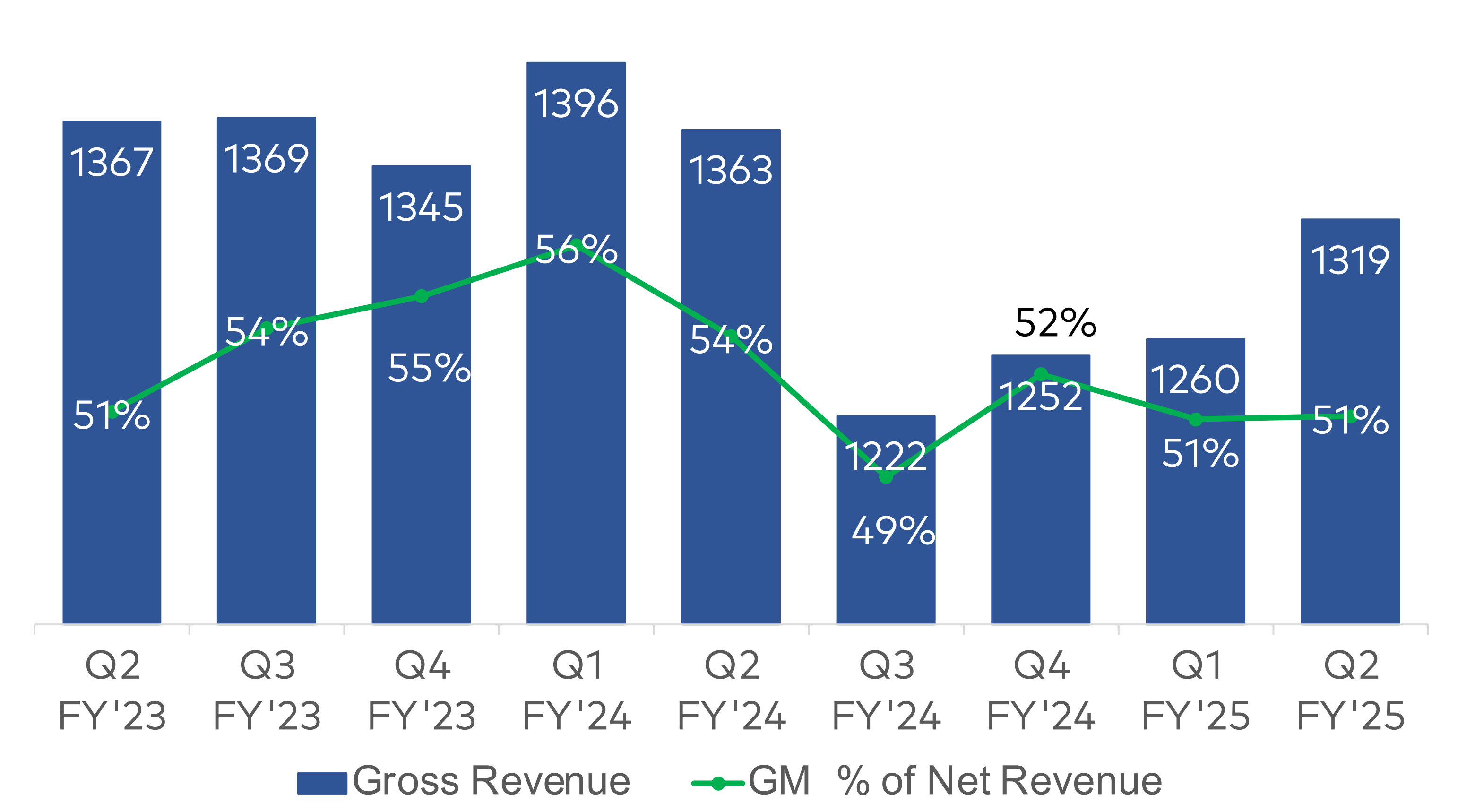
Increase in Q1 Cash due to better collections

Reduction in Q2 Cash due to delay in customer collection in sept which was collected in Oct'24

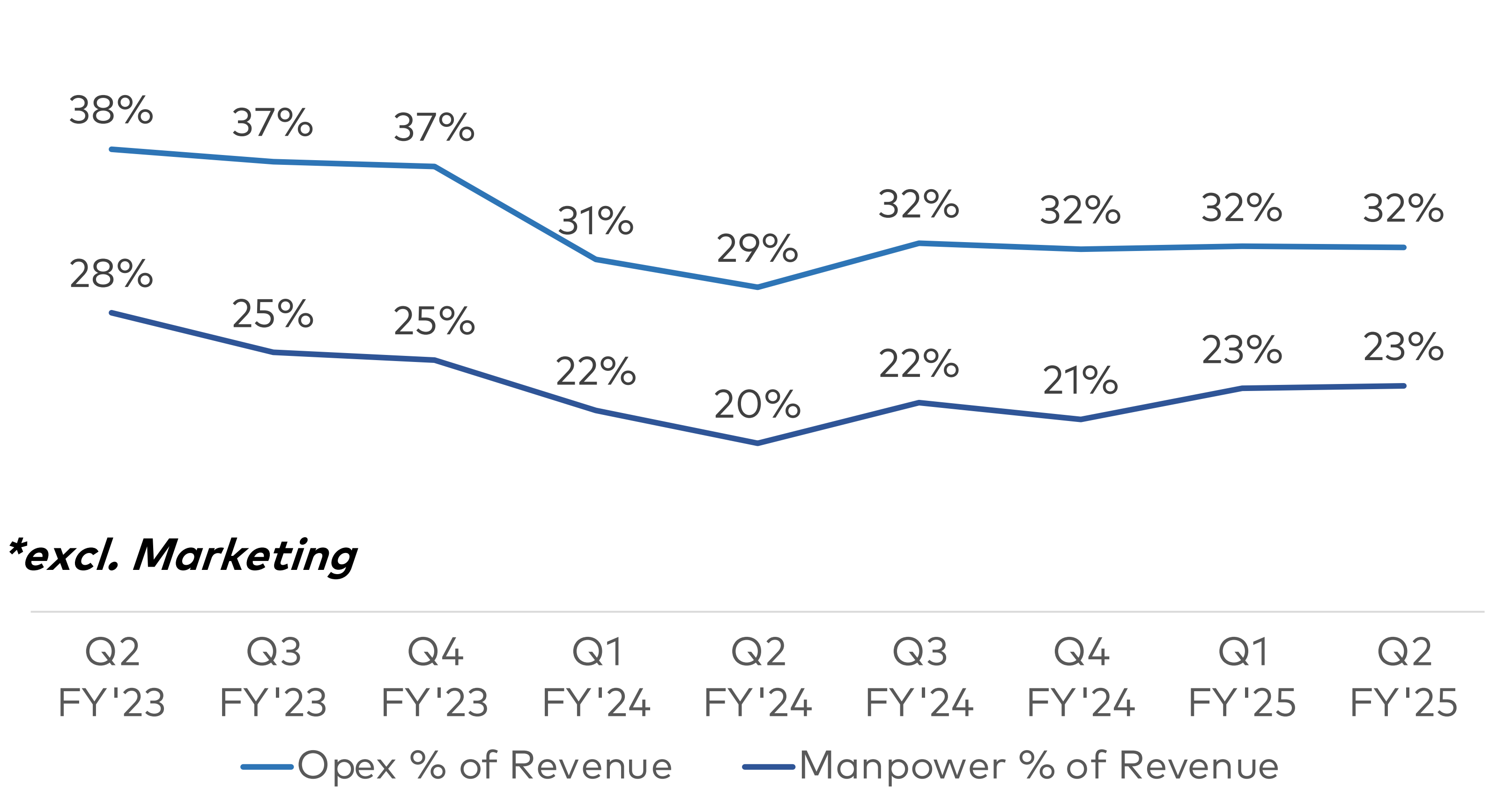
Financial Analysis & Trends: Profit & Loss

In INR Mn

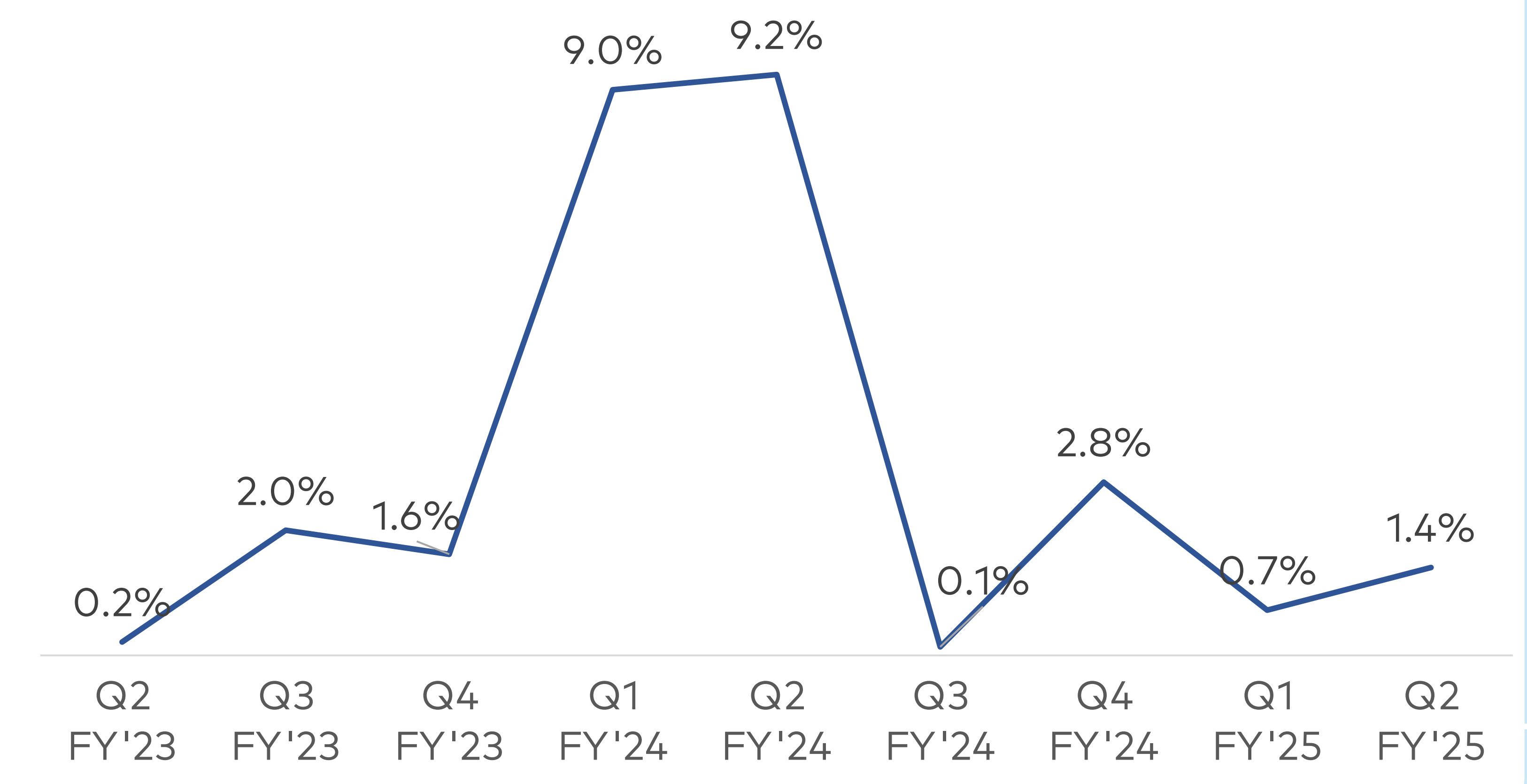
Revenue and GM (%) of Net Revenues



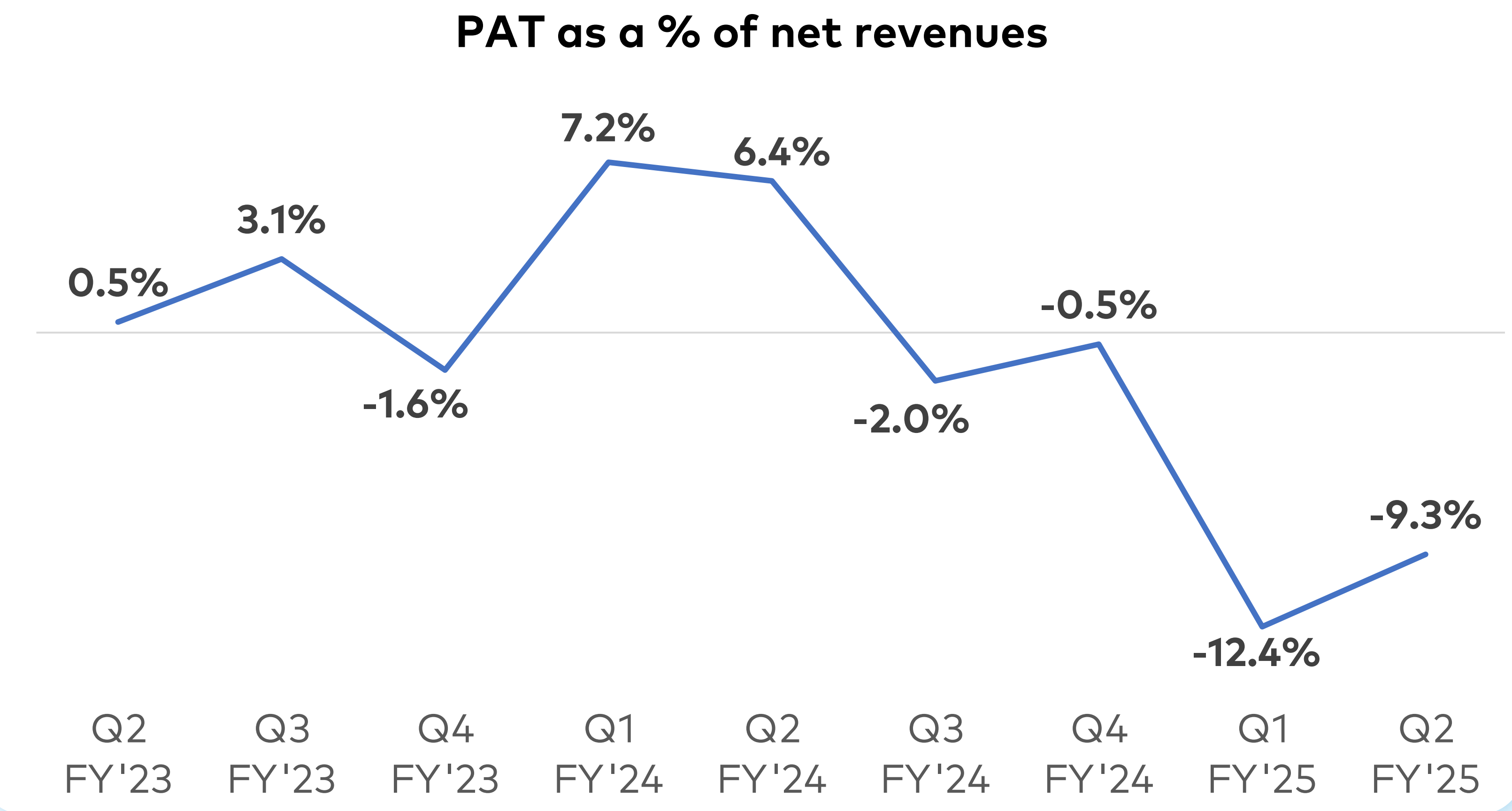
Opex* and People Cost % of Revenues



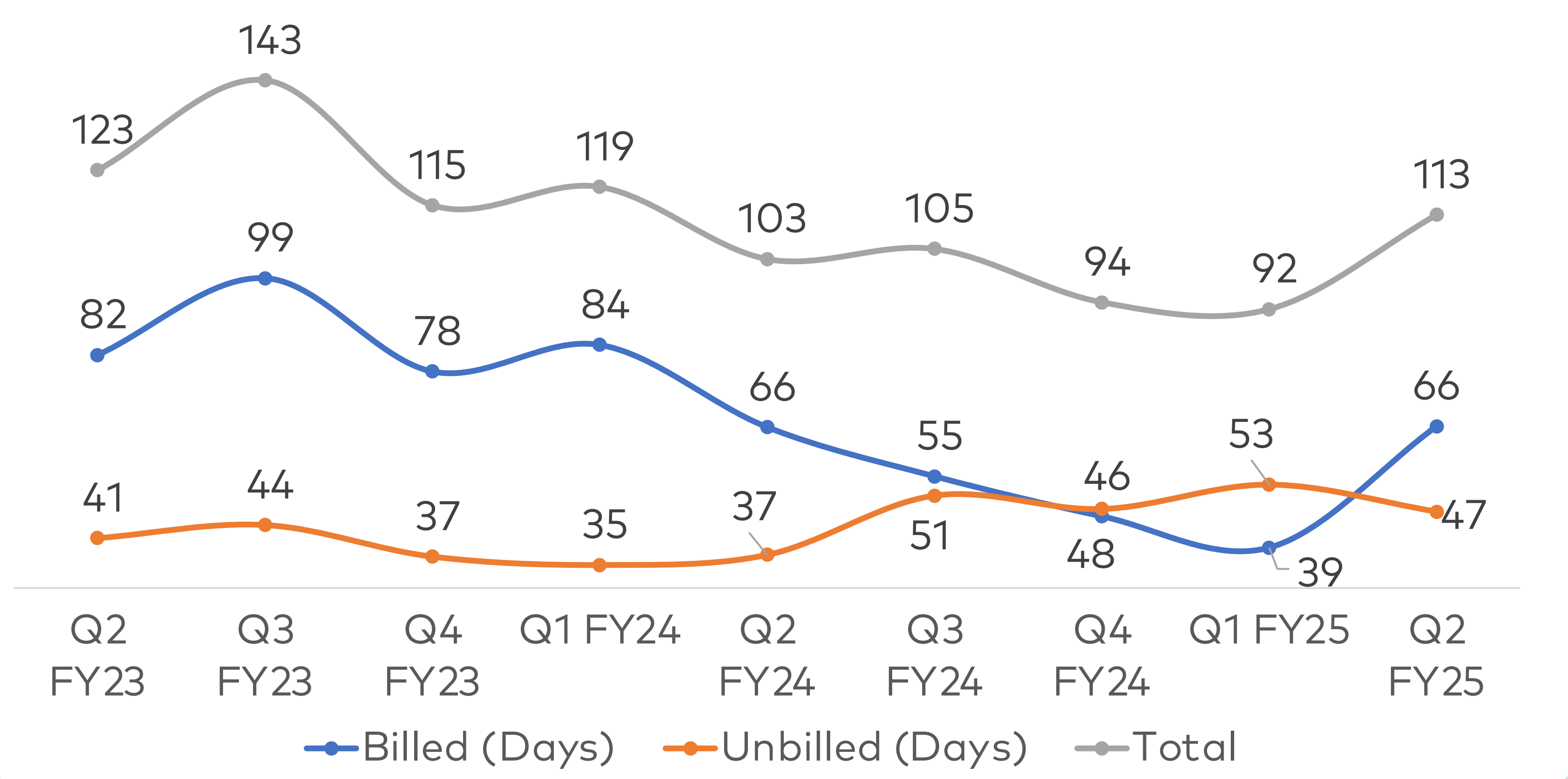
EBITDA %



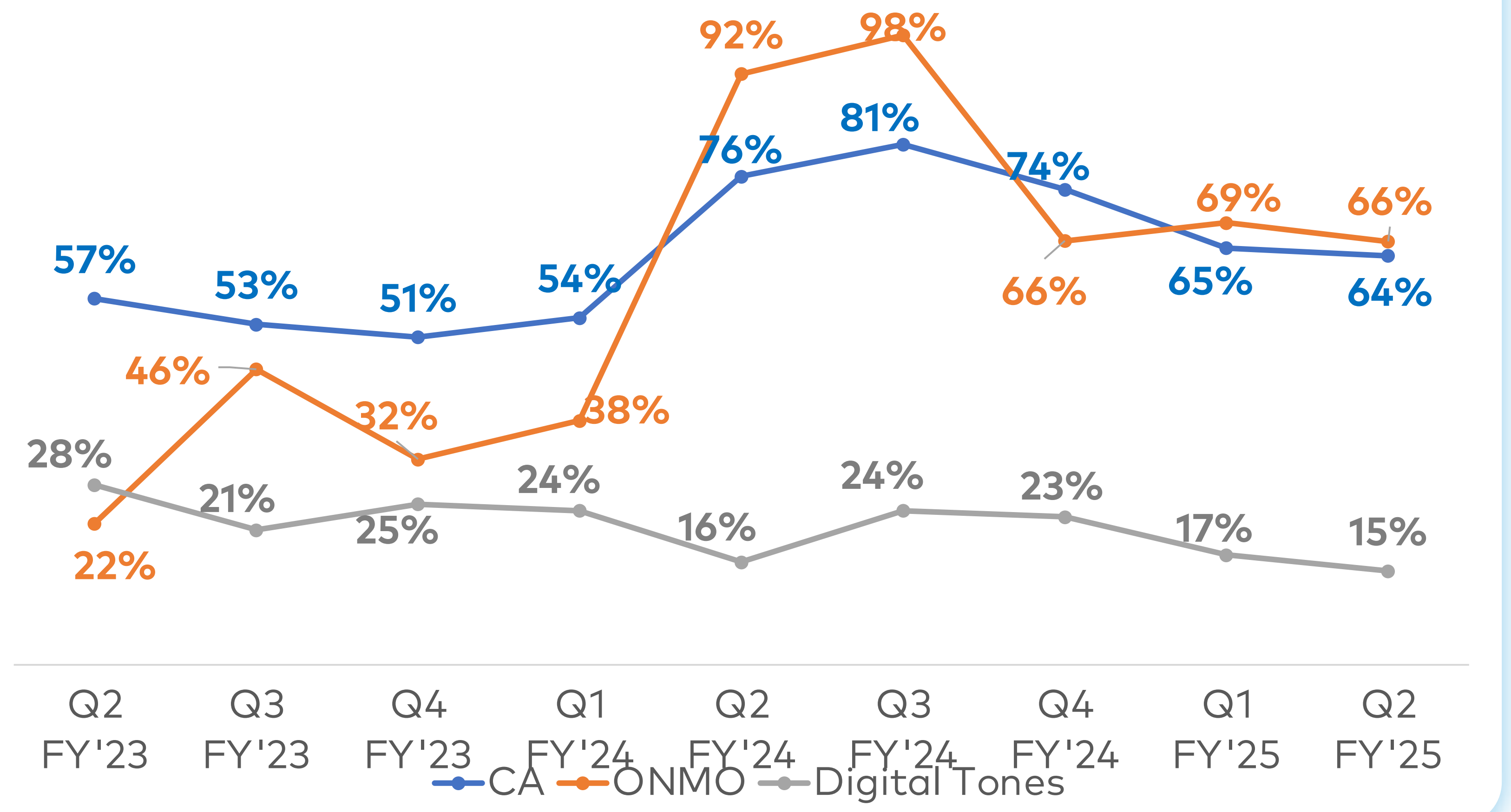
PAT (%)



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Profit and Loss								
International revenue / revenue	79%	78%	79%	91%	92%	94%	94%	95%
Gross profit / revenue	54%	55%	56%	54%	49%	52%	51%	51%
Revenue per Employee (INR'000)	2,507	2,372	2,932	3,184	2,924	3091	3142	3461
EBITDA per Employee (INR'000)	48	36	259	289	4	84	22	48
Aggregate employee costs / revenue	25%	25%	20%	20%	22%	21%	23%	23%
Profit before tax (PBT) / revenue	5%	-6%	9%	9%	0%	1%	-11%	-8%
Balance sheet								
Current ratio	1.5	1.5	1.4	1.3	1.2	1.3	1.2	1.2
Day's sales outstanding (Days)	143	115	119	103	105	94	91	113
Liquid assets / total assets (%)	32%	29%	27%	27%	23%	22%	22%	23%
Liquid assets / total sales ratio	2.2	2.0	1.7	1.8	1.8	1.6	1.6	1.6

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For any inquiries contact

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