



ONMOBILE GLOBAL LIMITED  
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February 6, 2023

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: Intimation of Press Release**

This is to inform you that OnMobile Global Limited is issuing a press release titled “OnMobile Reports Third Quarter of Fiscal year 2023 Results”, a copy of which is enclosed herewith.

Requesting you to please take the same on record.

Thanking you,

Yours sincerely,  
For OnMobile Global Limited

P V Varaprasad  
Company Secretary

Encl: a/a



## OnMobile Reports Third Quarter of Fiscal Year 2023 Results

**Challenges Arena: The expansionary trend continued; revenue grew 21x since its launch and 62 cumulative customer agreements by Q3FY23**

**Bengaluru, 6th February 2023:** OnMobile Global Limited ("OnMobile"), the global leader in mobile entertainment, today announced the financial results for the Third quarter and Nine months FY23 ended December 31, 2022.

### Highlights:

- Challenges Arena: Revenue increased by almost 52% on a QoQ and ~7x on a YoY basis and grew ~21x over the last 7 quarters
- Challenges Arena: 62 cumulative customer confirmations and 35 customers live as on Q3FY23
- Challenges Arena: 13.64 Mn gross subscribers as on Q3FY23
- Challenges Arena: By Q3FY23, the Net active base increased to 3.1 Mn from 1.98 Mn in September 2022
- ONMO B2B: 18 customers confirmed and 4 customers live as on Q3FY23. Revenue grew 77% QoQ
- Q3FY23 revenues at INR 1,369 Mn, flat QoQ. Gross profit stood at INR 706 Mn a growth of 3.4%. Gross margin improved by 170 basis points QoQ (~53.9% gross margin in Q3FY23)
- 9MFY23 revenues at INR 4,145 Mn, up by 0.8%; Gross profit stood at INR 2,101 Mn, a growth of 4.3% YoY basis. Gross margin improved by 150 basis points YoY (~52.9% gross margin in 9MFY23)
- Q3FY23 PAT grew by 555% QoQ to INR 41 Mn from INR 6 Mn in Q2FY23
- In Q3FY23 Marketing cost grew by 10.5% QoQ and 87.3% YoY primarily due to investments in new launches



**Commenting on Q3FY23 results, Sanjay Baweja, CEO & MD, OnMobile, said,** *"Revenue was flat on a sequential basis. According to our strategy, we will continue to invest in marketing to increase our profitability in the long run. The worst is behind us, and CA and ONMO are gaining traction. We are well-positioned to achieve our goal of creating cutting-edge mobile gaming solutions thanks to our targeted execution and continued efforts to digitize our core B2B businesses."*

**Asheesh Chatterjee, Global Group CFO, said,** *"EBITDA saw substantial growth from last quarter, lead by improvement in gross margins on account of revenue mix increasing in favor of CA which has higher margin. We are making good progress in both CA & ONMO and would see CA contributing to profitability and ONMO towards revenue growth in the coming quarters."*

**Consolidated Financial Press Release:**

**Statement of unaudited consolidated financial results for the quarter and and nine months ended December 31, 2022**

*Amount in Rs Millions except data per share*

Sl. No	Particulars	Quarter ended			Nine months ended		Year Ended
		December 31, 2022 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2021 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2021 (Unaudited)	March 31, 2022 (Audited)
1	Revenue from Operations						
	Mobile entertainment services	1,308.85	1,309.52	1,331.84	3,969.65	3,923.86	5,195.44
	Other income (net)	72.11	41.23	17.25	119.38	60.15	72.12
	<b>Total Income</b>	<b>1,380.96</b>	<b>1,350.75</b>	<b>1,349.09</b>	<b>4,089.03</b>	<b>3,984.01</b>	<b>5,267.56</b>
2	Expenses						
	(a) Content fee and royalty	598.74	626.52	628.71	1,868.54	1,908.54	2,530.17
	(b) Contest expenses	17.53	16.13	12.83	51.56	32.03	48.72
	(c) Cost of software licenses and others	29.67	37.61	38.12	105.11	96.09	112.03
	(d) Employee benefits expenses	333.20	364.47	326.44	1,018.34	952.48	1,230.64
	(e) Finance costs	0.12	1.35	2.00	3.45	5.44	7.48
	(f) Depreciation and amortisation expenses	26.63	25.41	24.53	76.81	78.49	103.72
	(g) Marketing expenses	192.52	164.96	91.83	509.33	251.85	398.17
	(h) Other expenses	112.19	97.48	100.72	313.25	317.10	423.37
	<b>Total expenses</b>	<b>1,310.60</b>	<b>1,333.93</b>	<b>1,225.18</b>	<b>3,946.39</b>	<b>3,642.02</b>	<b>4,854.30</b>
3	<b>Profit before share of profit/(loss) of associates, exceptional items and tax (1 - 2)</b>	<b>70.36</b>	<b>16.82</b>	<b>123.91</b>	<b>142.64</b>	<b>341.99</b>	<b>413.26</b>
4	<b>Share of profit/(loss) of associates</b>	<b>0.16</b>	<b>0.24</b>	<b>-</b>	<b>0.40</b>	<b>1.04</b>	<b>1.04</b>
5	<b>Profit before tax and exceptional items (3+4)</b>	<b>70.52</b>	<b>17.06</b>	<b>123.91</b>	<b>143.04</b>	<b>343.03</b>	<b>414.30</b>
6	Exceptional items - net (refer note 5 and 6)	-	-	-	-	57.22	57.22
7	<b>Profit before tax (5+6)</b>	<b>70.52</b>	<b>17.06</b>	<b>123.91</b>	<b>143.04</b>	<b>400.25</b>	<b>471.52</b>
8	Tax expense						
	(a) Current tax	36.93	15.16	36.87	63.14	109.10	132.47
	(b) Minimum Alternate Tax	2.22	(2.22)	-	-	-	-
	(c) Earlier year provision	-	-	-	-	-	(12.90)
	(d) Deferred tax	(9.53)	(2.08)	(0.15)	(8.41)	13.26	27.39
	<b>Total tax</b>	<b>29.62</b>	<b>10.86</b>	<b>36.72</b>	<b>54.73</b>	<b>122.36</b>	<b>146.96</b>
9	<b>Profit for the period / year (7-8)</b>	<b>40.90</b>	<b>6.20</b>	<b>87.19</b>	<b>88.31</b>	<b>277.89</b>	<b>324.56</b>
10	Other comprehensive income						
	A. (i) Items that will not be reclassified to profit or loss (Refer Note 7)	-	(4.04)	193.05	0.14	192.31	197.56
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	1.17	(46.45)	(0.04)	(46.21)	(46.14)
	B. (i) Items that will be reclassified to profit or loss	156.38	(110.30)	(61.39)	95.39	(92.83)	(118.96)
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	(0.22)	0.80	0.26	0.80	(0.18)
	<b>Other comprehensive income</b>	<b>156.38</b>	<b>(113.39)</b>	<b>86.01</b>	<b>95.75</b>	<b>54.07</b>	<b>32.28</b>
11	<b>Total comprehensive income for the period/ year (9+10)</b>	<b>197.28</b>	<b>(107.19)</b>	<b>173.20</b>	<b>184.06</b>	<b>331.96</b>	<b>356.84</b>
12	<b>Profit attributable to:</b>						
	Owners of the Company	40.59	6.08	87.19	87.88	277.89	324.56
	Non-controlling interests	0.31	0.12	-	0.43	-	-
		<b>40.90</b>	<b>6.20</b>	<b>87.19</b>	<b>88.31</b>	<b>277.89</b>	<b>324.56</b>
13	<b>Total comprehensive income attributable to:</b>						
	Owners of the Company	156.38	(113.39)	86.01	95.75	54.07	32.28
	Non-controlling interests	-	-	-	-	-	-
		<b>156.38</b>	<b>(113.39)</b>	<b>86.01</b>	<b>95.75</b>	<b>54.07</b>	<b>32.28</b>
14	Paid up equity share capital (Face value of Rs 10/- each)	1,059.09	1,059.02	1,053.74	1,059.09	1,053.74	1,056.02
15	Other equity						5,471.86
16	Earnings per share (of Rs. 10 each) (not annualised except for year ended March 31, 2022)						
	(a) Basic	0.38	0.06	0.83	0.83	2.65	3.08
	(b) Diluted	0.39	0.06	0.82	0.83	2.61	3.05
	See accompanying notes to the financial results						



## **About OnMobile**

OnMobile Global [NSE India: ONMOBILE] [BSE Ltd: 532944], the leader in cutting-edge mobile gaming and entertainment, is headquartered in Bangalore, India, with its presence in over 50 countries across the globe. OnMobile is focused on building customer-first Mobile Gaming products while offering a wide array of digital products such as Videos, Tones, & Contests. Based on current deployments, OnMobile has over 74.7 million monthly users globally.

For further information, please visit [www.onmobile.com](http://www.onmobile.com).

For media queries, please contact:

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