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

February 5, 2025

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- Q3 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 nine months ended December 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

Pakanati V Varaprasad
Digitally signed by Pakanati V Varaprasad
Date: 2025.02.05 00:05:25 +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

Key Highlights

- Q3FY25 revenue at INR 1,665 Mn, up 26.3% QoQ
- Q3FY25 EBITDA at INR 81 Mn at 4.9%
- DSO has reduced to 94 days compared to 113 days in Q2 FY25.
- Gaming revenue now represents 45% of total revenues.
- Gaming subscription revenue grew by 16.9% QoQ to INR 304 Mn
- Gaming platform revenue grew to INR 450 Mn during Q3FY25
- Capex investment of upto $15Mn will be required to further support the gaming revenue
- Revenue generation is directly proportionate to capex financing

Financial Summary Q3 FY25

Gross Revenue	People cost	Marketing	Opex
INR 1,665 Mn	INR 294 Mn	INR 242 Mn	INR 115 Mn
+26.3% QoQ	-3.2% QoQ	+3.5% QoQ	+8.1% QoQ

EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 81 Mn (4.9%)	INR (52) Mn	INR 754 Mn	INR 911 Mn
>+100.0% QoQ		+134.5% QoQ	-8.6% QoQ

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Financial Summary 9M FY25

Gross Revenue	People cost	Marketing	Opex
INR 4,244 Mn	INR 886 Mn	INR 705 Mn	INR 327 Mn
+6.6% YoY	+8.5% YoY	+8.1% YoY	-10.0% YoY

EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 108 Mn (1.1%)	INR (326) Mn	INR 1,329 Mn	INR 2,915Mn
-56.5% YoY		+120.0% YoY	-13.7% YoY

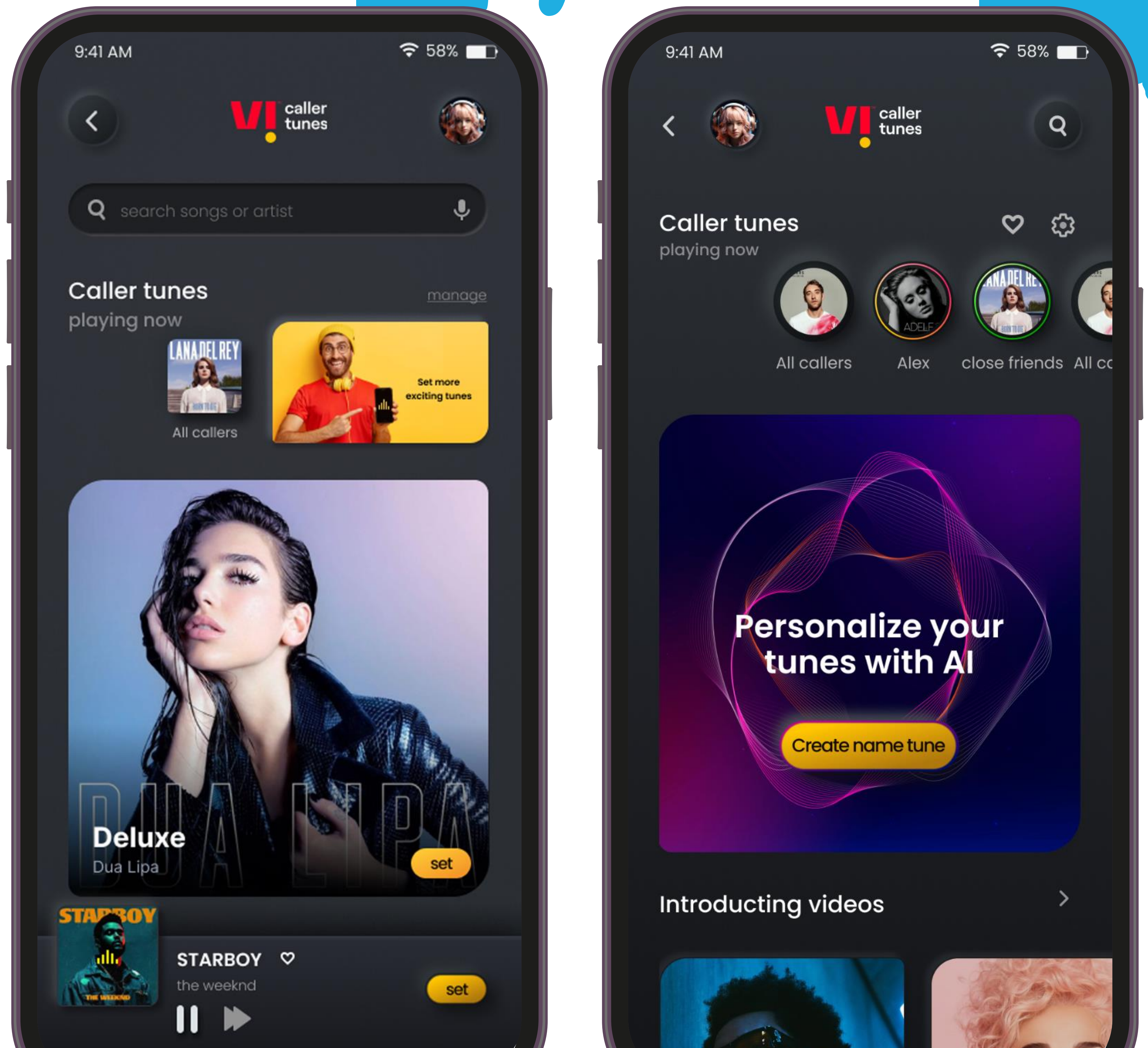
OnMobile's Product Journey Over Years

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
57 Million

Live Telcos
32

Monetization Model
Subscription

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

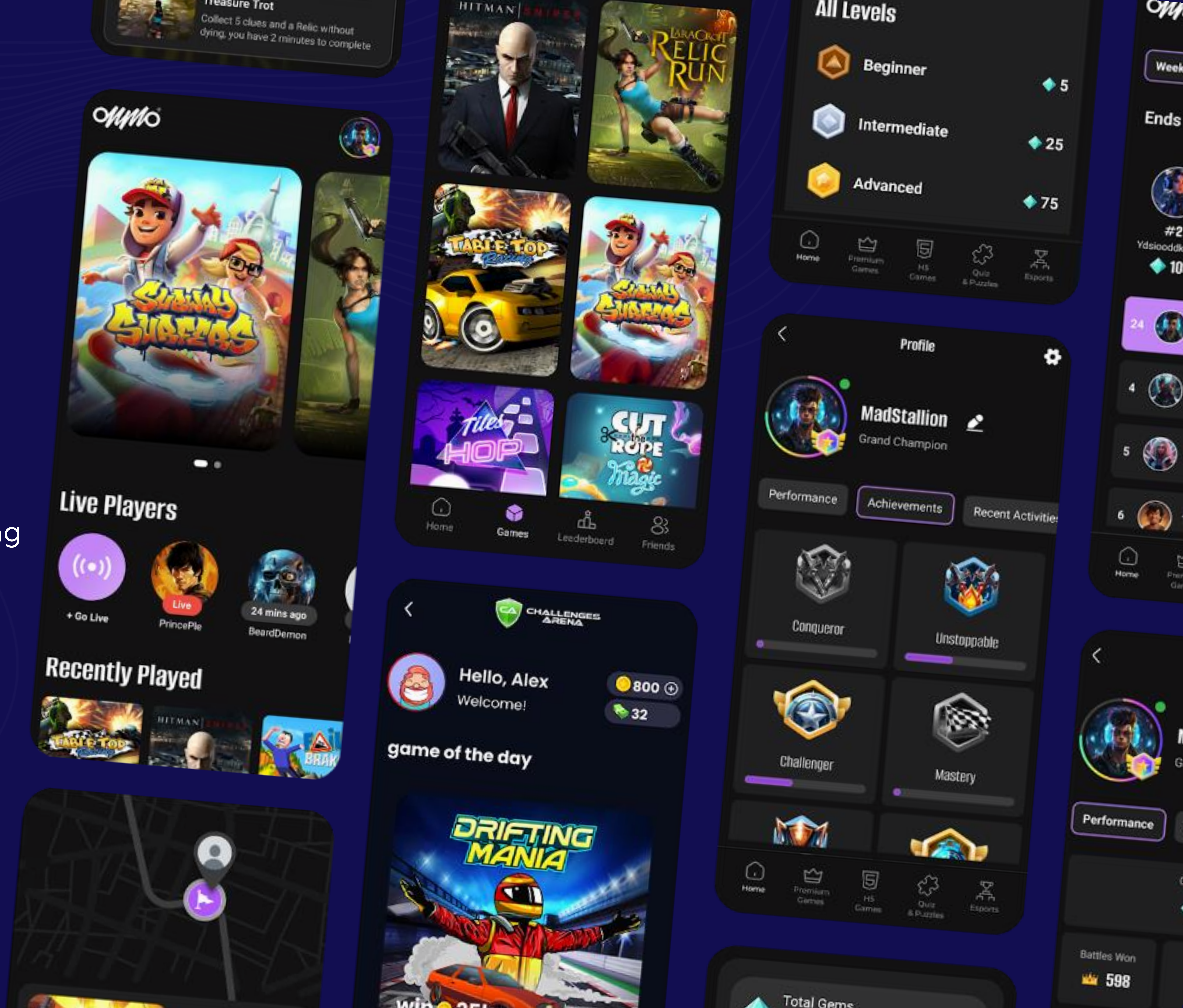
Active Subscribers
1.54
Million

Live Telcos
21

Monetization Model
Subscription

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.

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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.

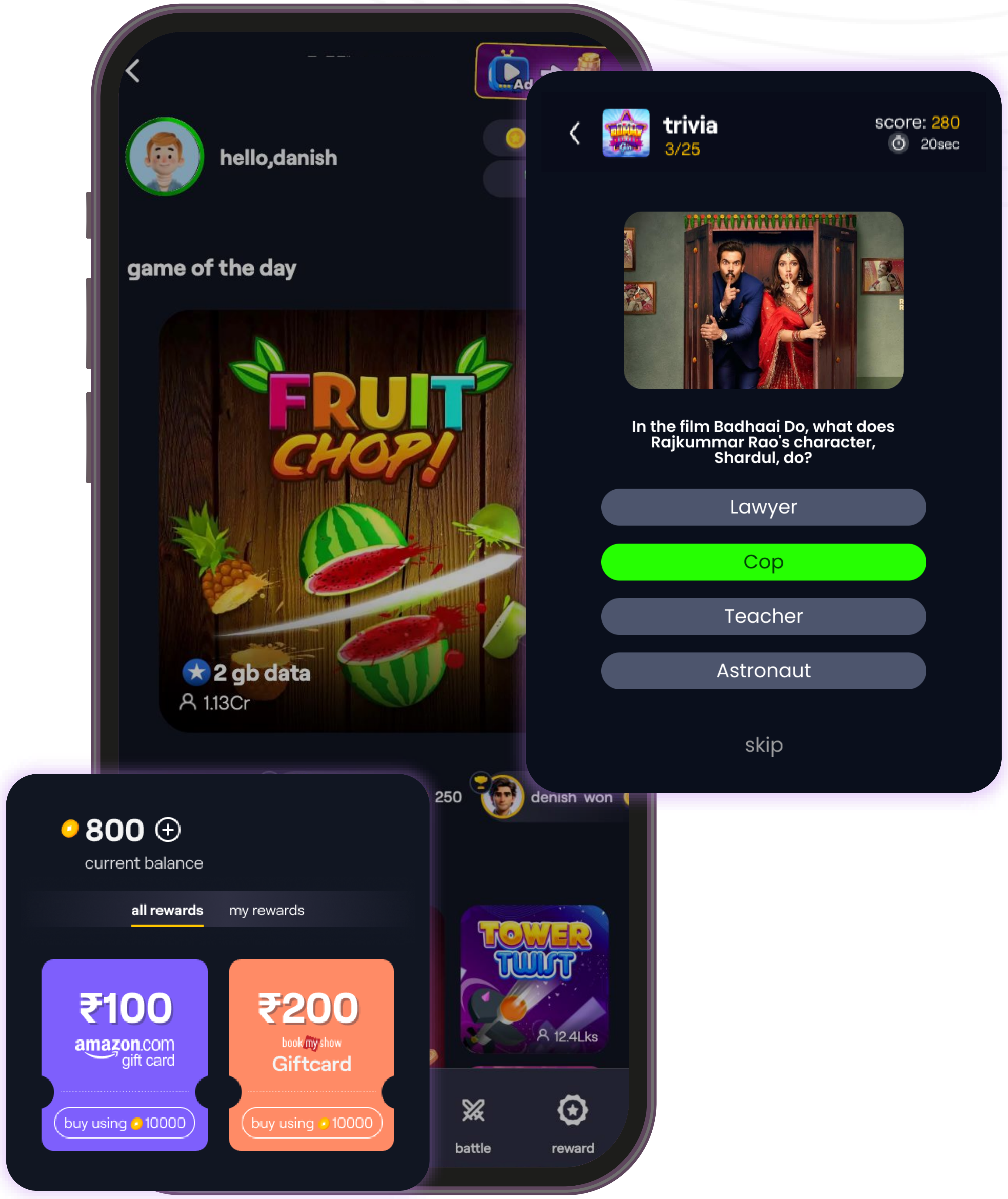
18+

Languages Supported

04.

35

Countries With Localized Content



Launch 2021

Active Subscribers

5.97 Million

Live Telcos

77

Monetization Model

Subscriptions

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**

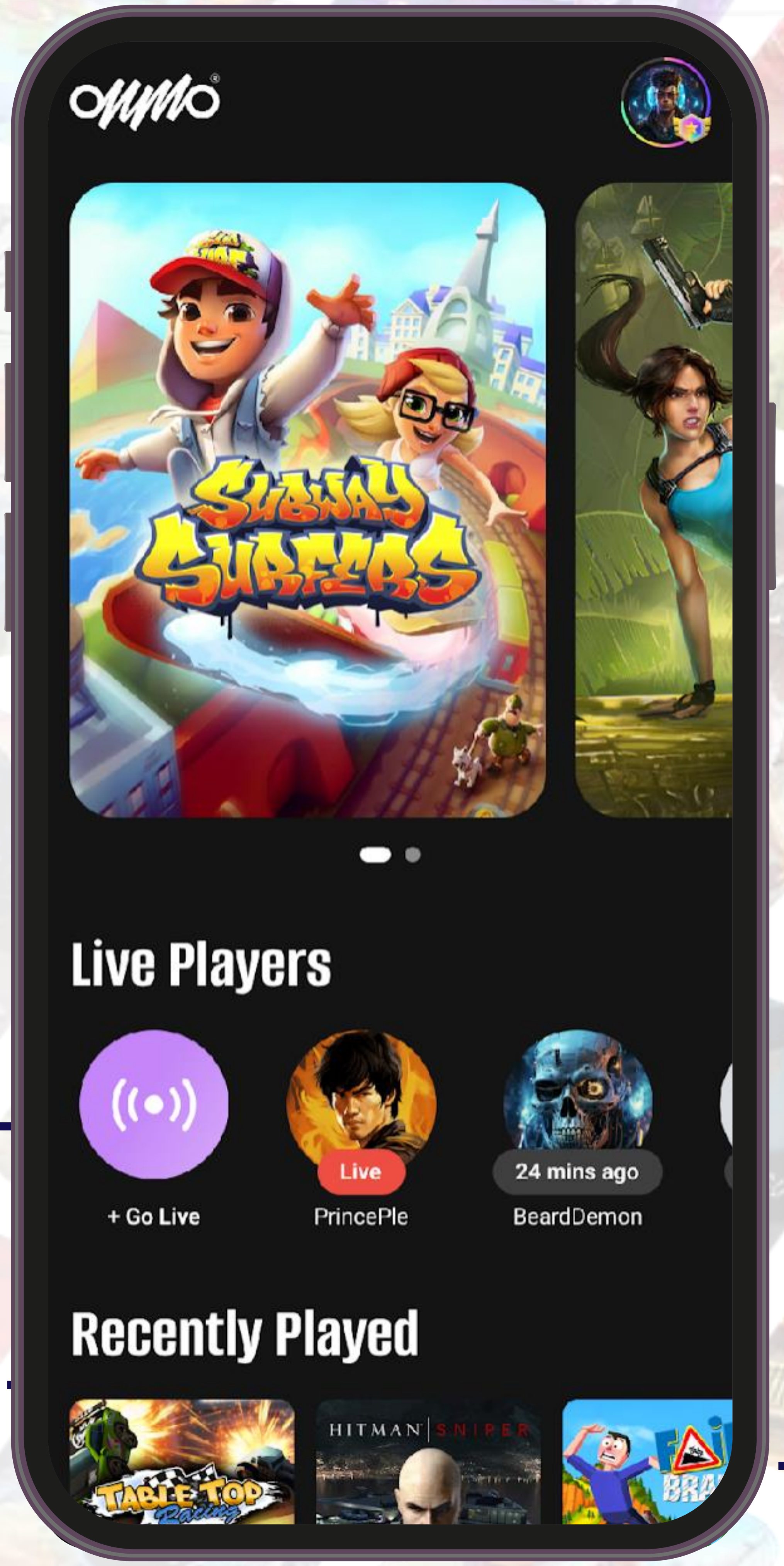
+

3 **Key Mobile Gaming Trends**

SHORT FORMAT GAMING

SOCIAL

ESPORTS



VISION AI

CLOUD GAMING

Launch 2022

Active Subscribers
3.29 Million

Live Telcos
40

Monetization Model
Subscriptions

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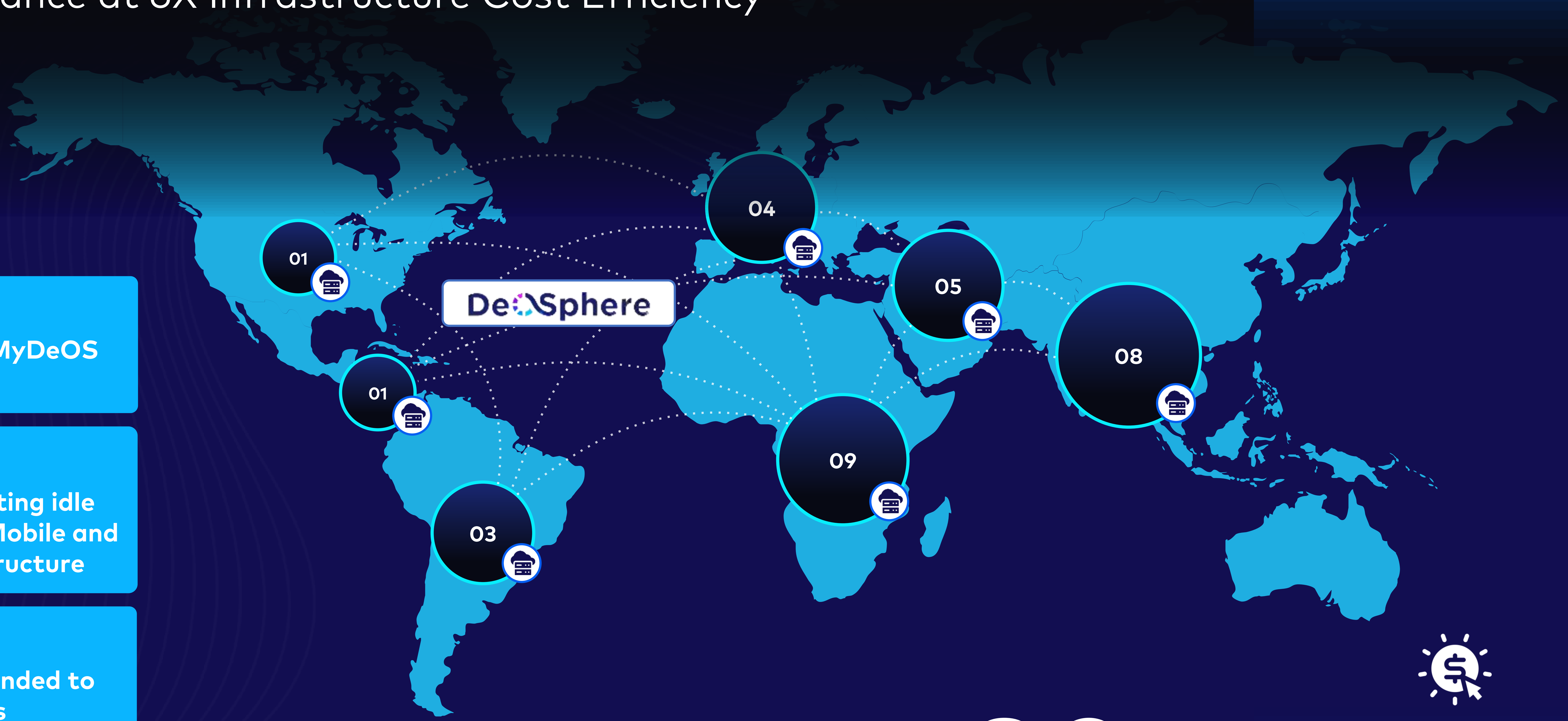
Building a Global Gaming Network and Infrastructure

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

Performance

Live in 117 Deployed Customers Across The Globe

Marketing optimised accounts increased from 37 in Q2 to 41 in Q3*

* Optimization criteria adjusted based on ROAS and other parameters to reflect the real revenue potential

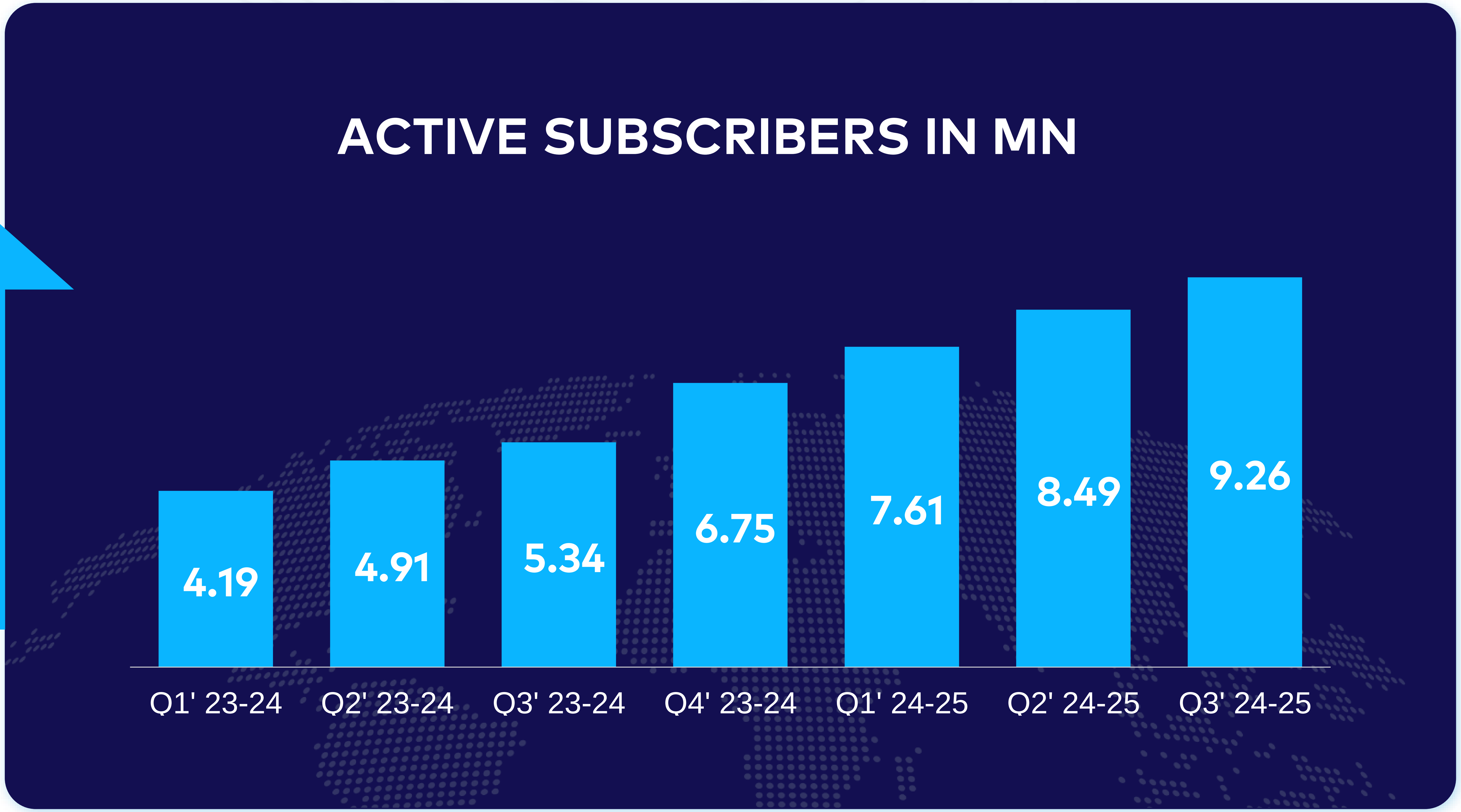
Mobile Gaming: Active base increased to 9.26Mn in Q3 FY25

+5.1M

Additional Active gaming subscribers in last 6 quarters

2X

In 6 Qtrs.



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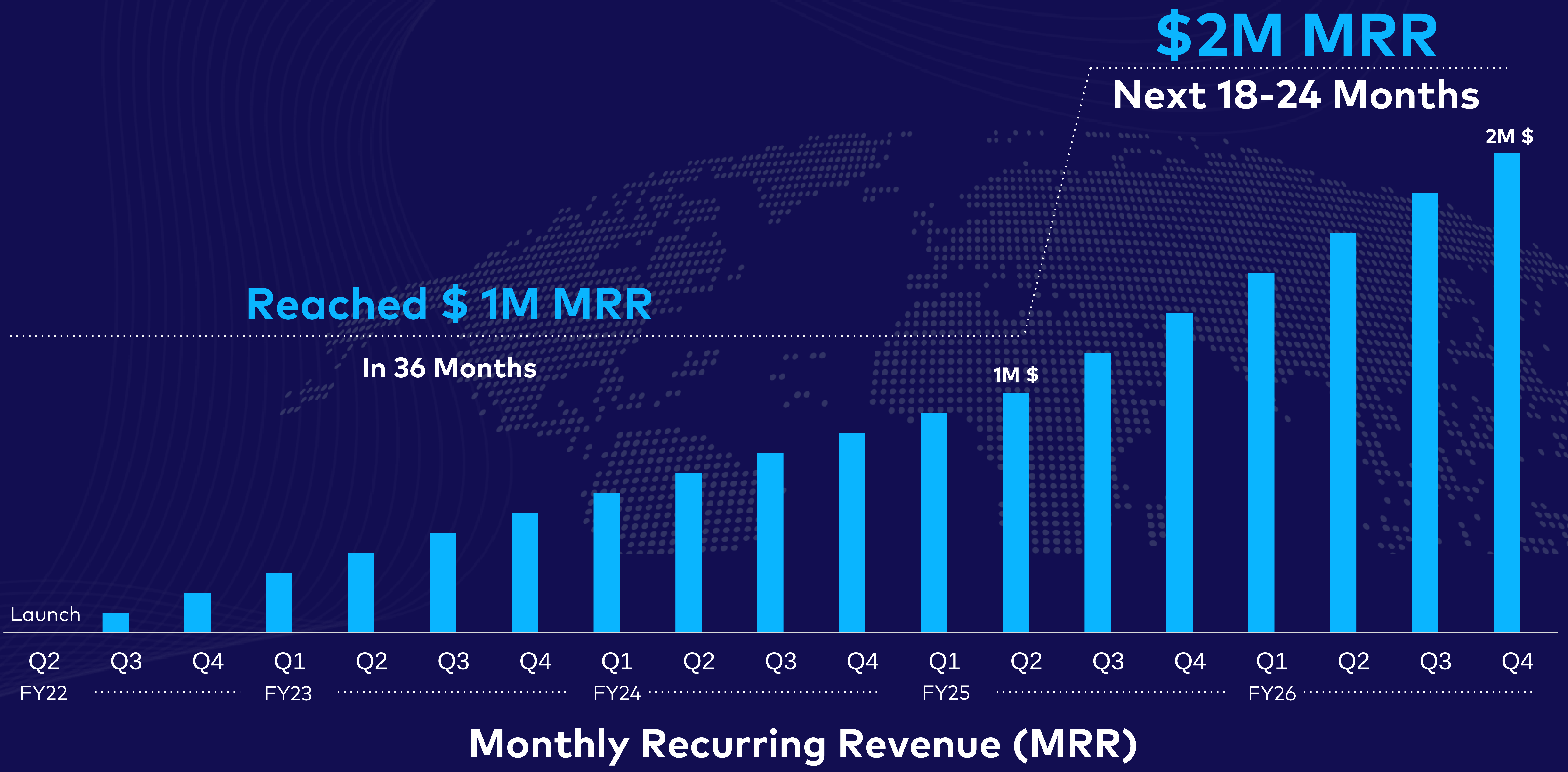
Mobile Gaming: Subscription Revenues to Double

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



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*All bars not to exact scale

FINANCIALS

P&L Q3 FY25

P&L(INR Mn)	Q3 FY25	Q2 FY25	QoQ Gr %	Q3 FY24	YoY Gr %
Gross Revenue	1,665	1,319	26.3%	1,222	36.2%
COGS*	933	657	42.1%	631	47.9%
Gross Profit	**732**	**662**	**10.6%**	**591**	**23.8%**
Margin (%)	***44.6%***	***51.2%***		***49.4%***	
People Cost	294	304	-3.2%	269	9.1%
Marketing	242	233	3.5%	207	16.9%
Opex	115	107	8.1%	114	1.3%
EBITDA	**81**	**18**	**>+100.0%**	**1**	**>+100.0%**
Margin (%)	***4.9%***	***1.4%***		***0.1%***	
Depreciation	82	81	1.6%	28	194.5%
Operating Profit	**(1)**	**(63)**	**-**	**(27)**	**-**
Margin (%)	***-0.1%***	***-4.9%***		***-2.2%***	
Profit After Tax	**(52)**	**(121)**	**-**	**(25)**	**-**
Margin (%)	***-3.2%***	***-9.4%***		***-2.1%***	
EPS (Diluted)	(0.5)	(1.1)	-	(0.2)	-
ONMO Exp. Capitalized	**21**	**30**	**-30.0%**	**137**	**-84.7%**

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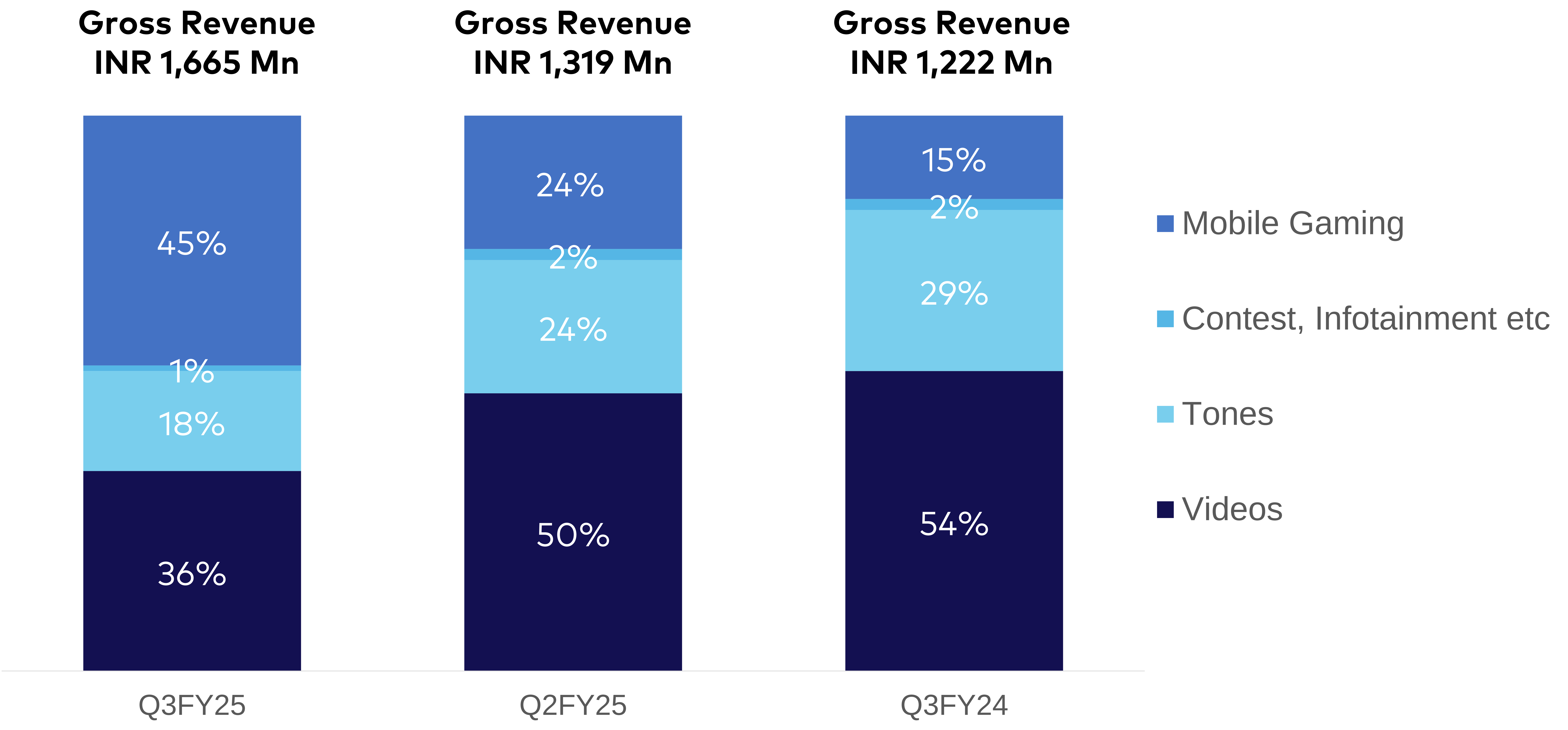
P&L 9M FY25

P&L(INR Mn)	9M FY25	9M FY24	YoY Gr %
Gross Revenue	4244	3981	6.6%
COGS*	2219	1902	16.7%
Gross Profit	**2025**	**2079**	**-2.6%**
Margin (%)	***48.6%***	***53.2%***	
People Cost	886	816	8.5%
Marketing	705	652	8.1%
Opex	327	363	-10.0%
EBITDA	**108**	**248**	**-56.5%**
Margin (%)	***2.6%***	***6.4%***	
Depreciation	244	85	185.6%
Operating Profit	**(136)**	**163**	**-**
Margin (%)	***-3.3%***	***4.2%***	**-**
Profit After Tax	**(326)**	**160**	**-**
Margin (%)	***-7.8%***	***4.1%***	**-**
EPS (Diluted)	(2.9)	1.5	-
ONMO Exp. Capitalized	**88**	**500**	**-82.4%**

**COGS includes UFF*

Revenue by Products



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Cash Position

INR Mn	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
Cash Balance	864	549	879	577	637	688	413	336

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

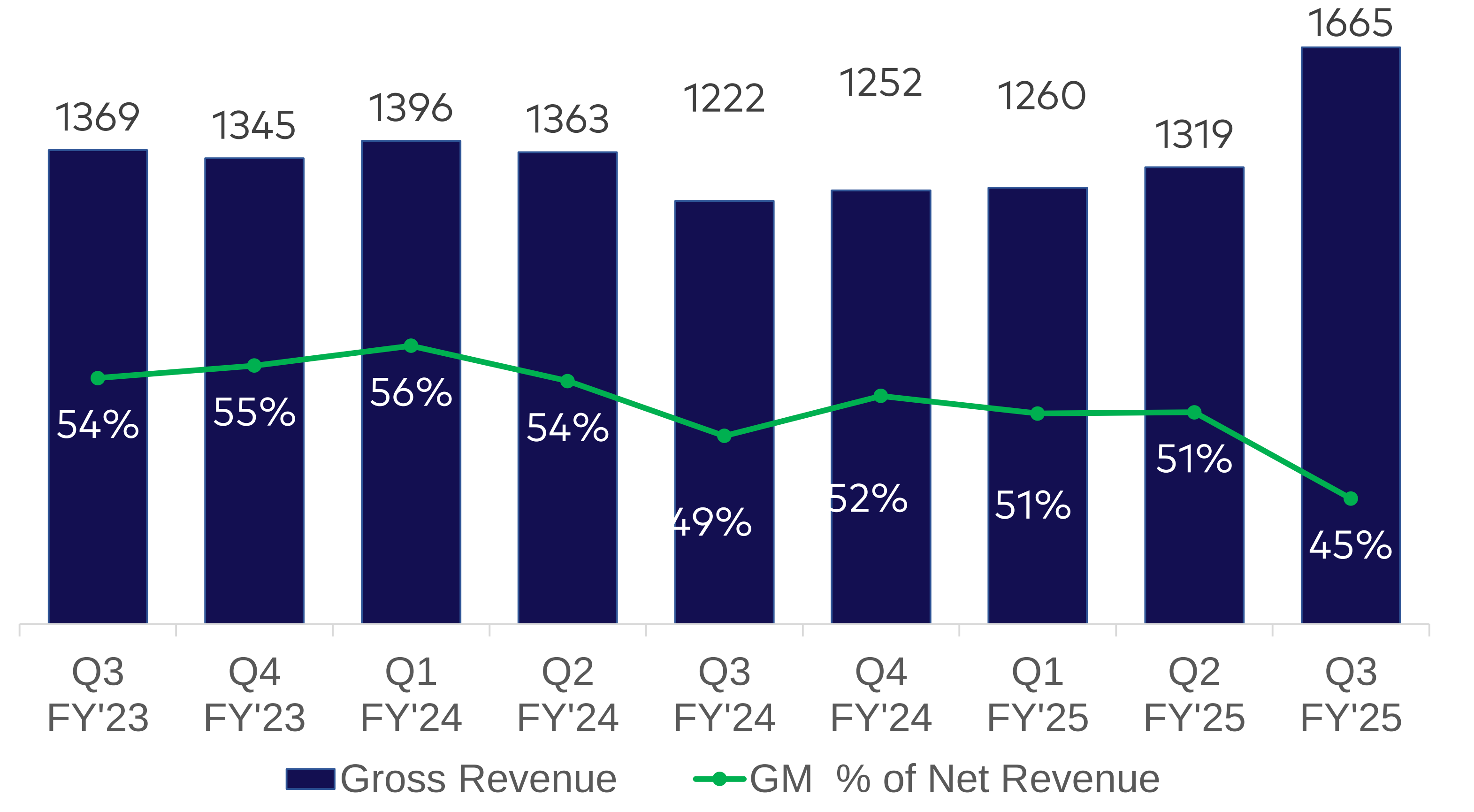
Reduction in Q2 Cash due to delay in customer collection in sept which I collected in Oct

Reduction in Q3 Cash due to utilization for severance pay to international employee exits and pre payment for gaming license cost

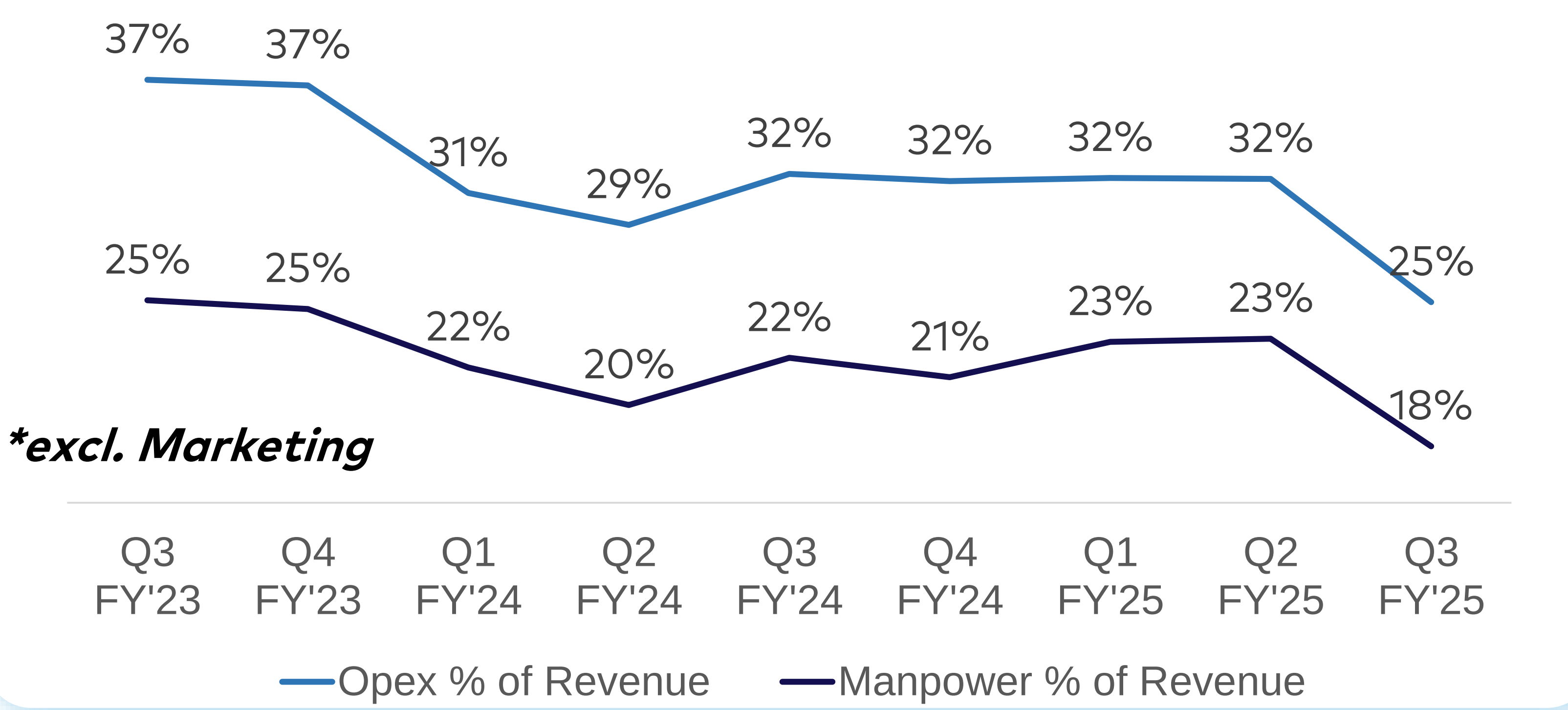
Financial Analysis & Trends: Profit & Loss

In INR Mn

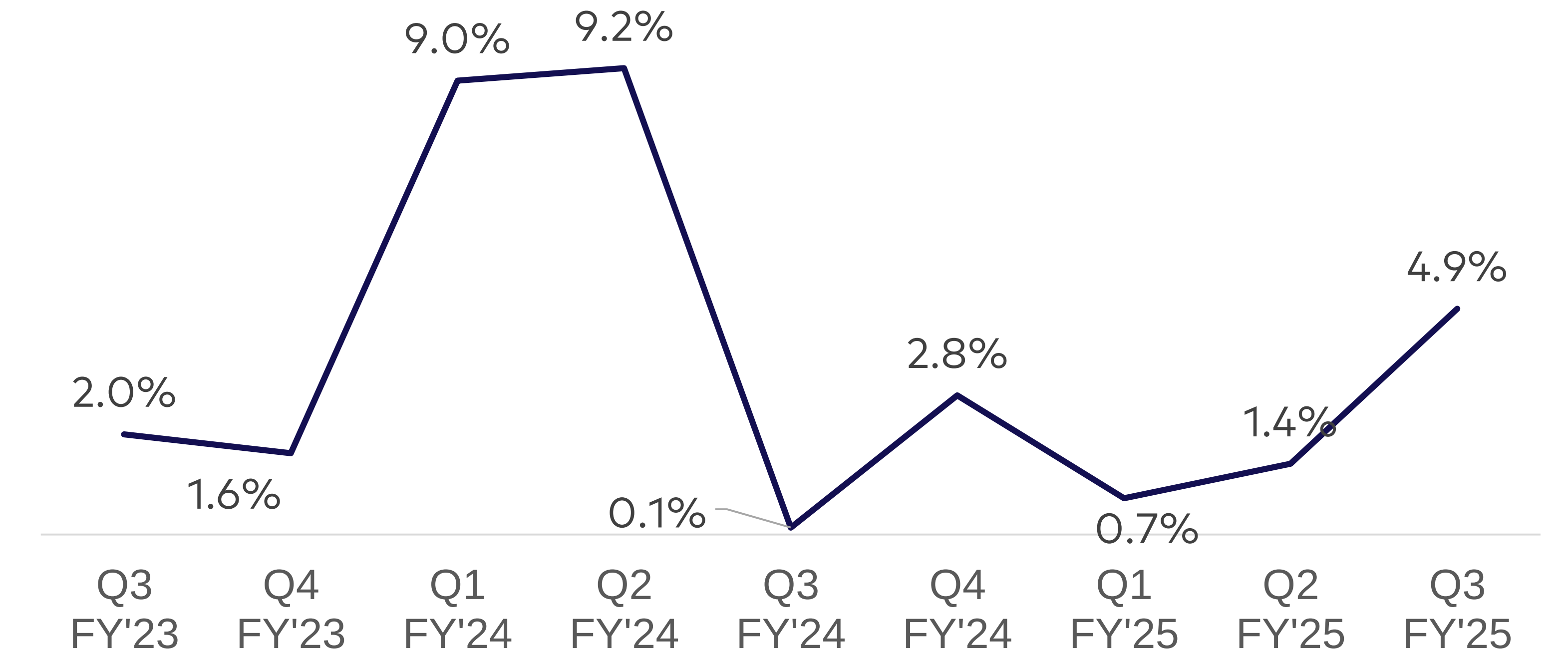
Revenue and GM (%) of Net Revenues



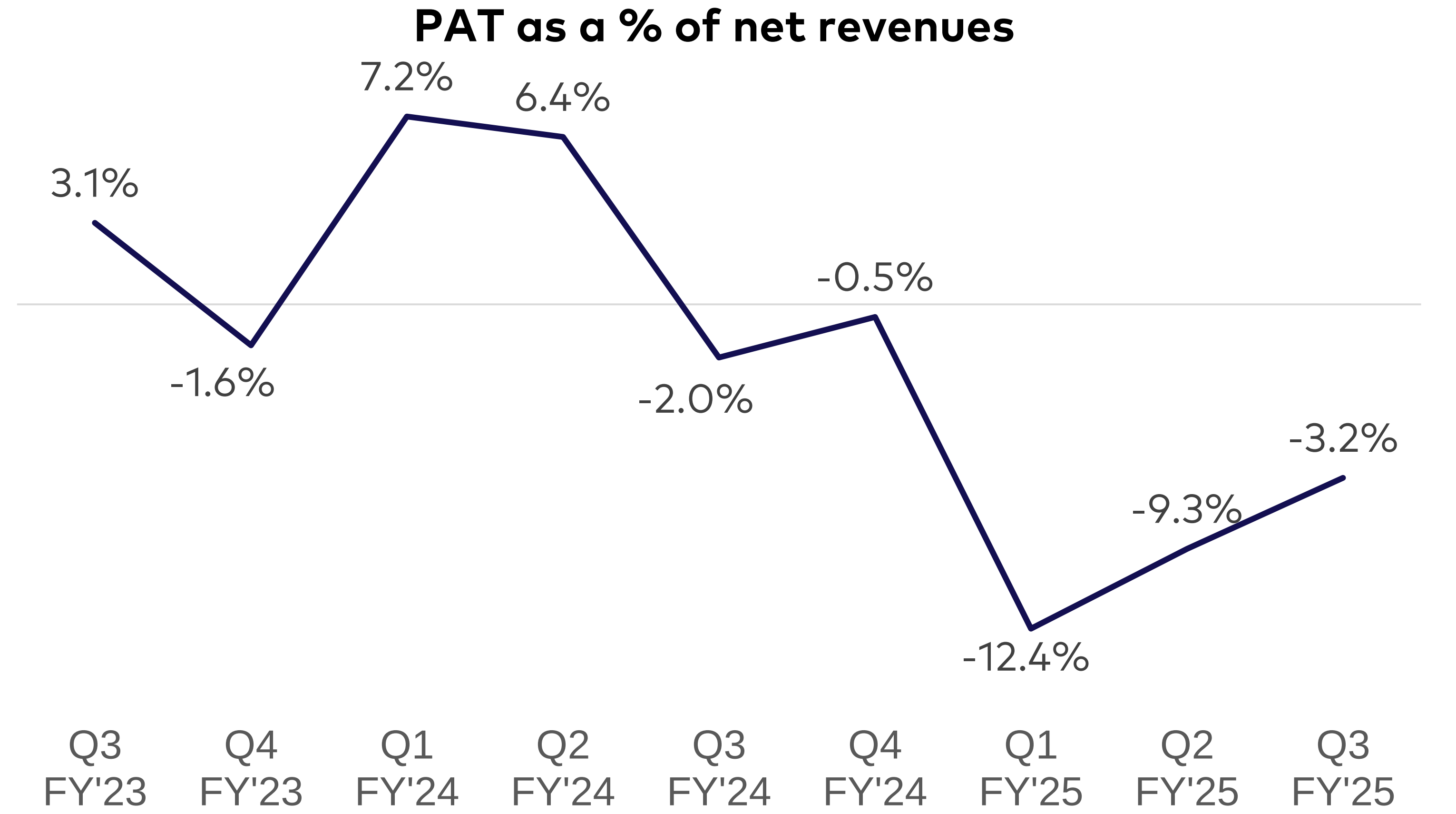
Opex* and People Cost % of Revenues



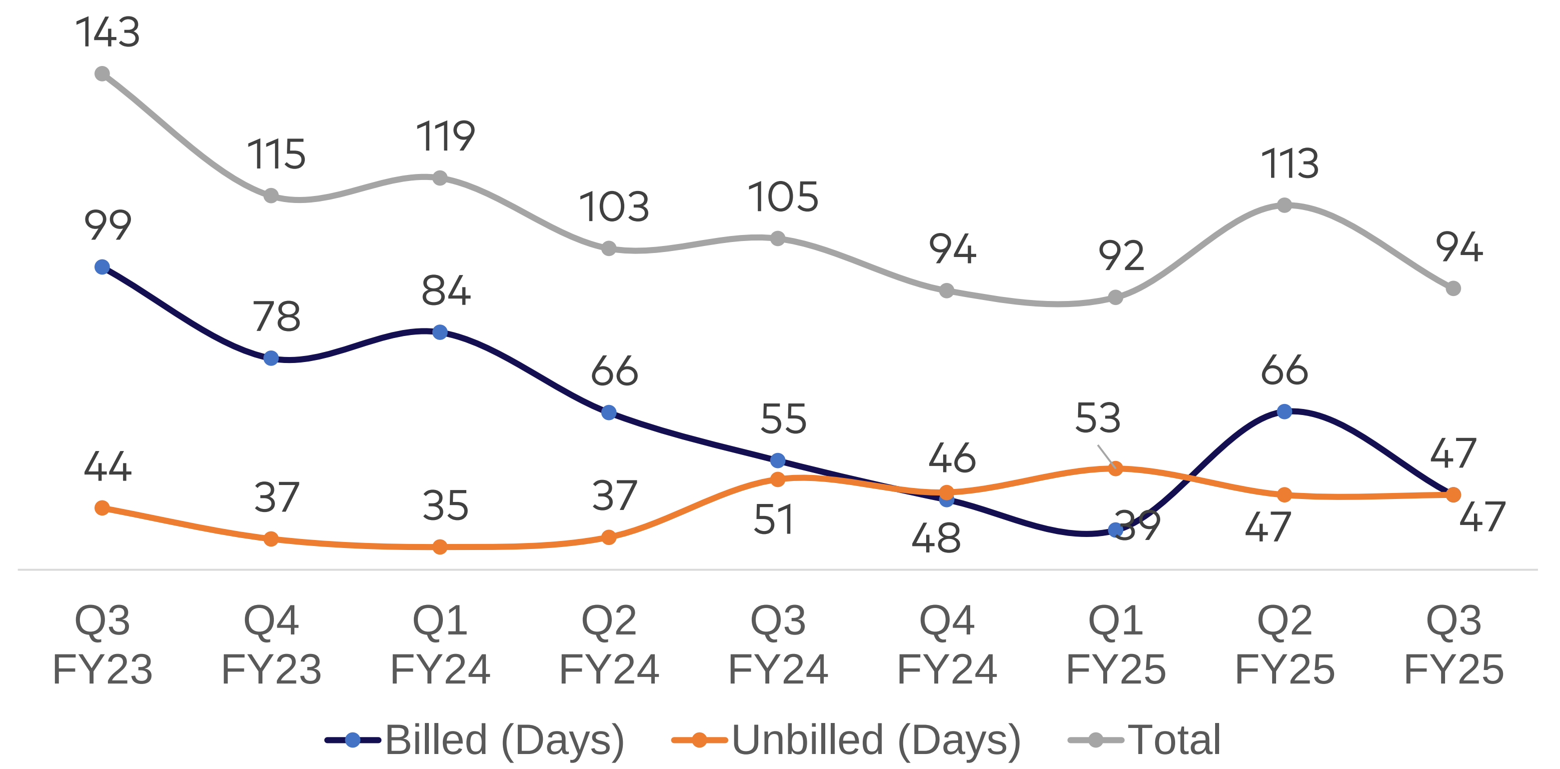
EBITDA %



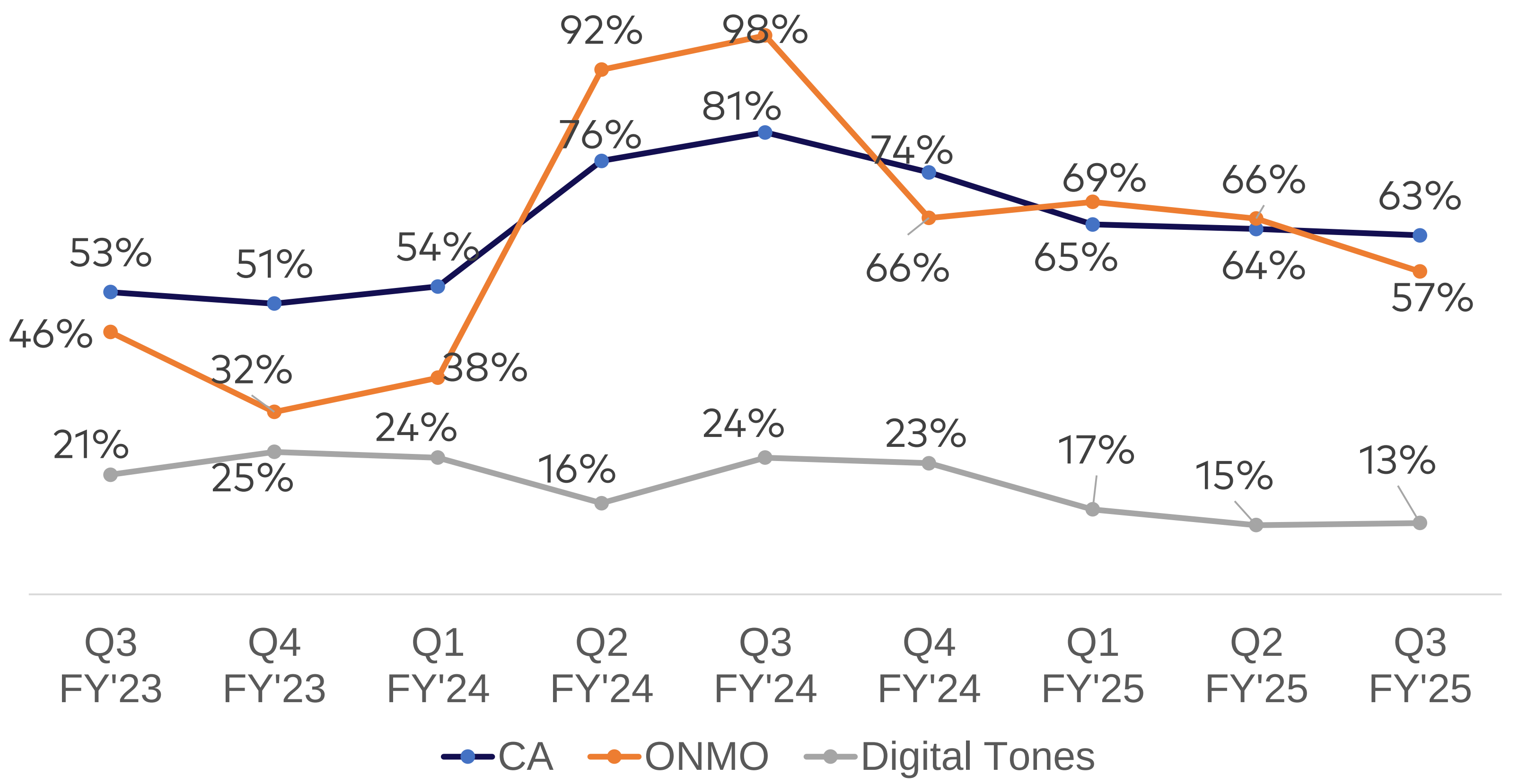
PAT (%)



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
Profit and Loss								
International revenue / revenue	78%	79%	91%	92%	94%	94%	95%	97%
Gross profit / revenue	55%	56%	54%	49%	52%	51%	51%	45%
Revenue per Employee (INR'000)	2,372	2,932	3,184	2,924	3091	3142	3461	4600
EBITDA per Employee (INR'000)	36	259	289	4	84	22	48	224
Aggregate employee costs / revenue	25%	20%	20%	22%	21%	23%	23%	18%
Profit before tax (PBT) / revenue	-6%	9%	9%	0%	1%	-11%	-8%	-2%
Balance sheet								
Current ratio	1.5	1.4	1.3	1.2	1.3	1.2	1.2	1.1
Day's sales outstanding (Days)	115	119	103	105	94	91	113	94
Liquid assets / total assets (%)	29%	27%	27%	23%	22%	22%	23%	23%
Liquid assets / total sales ratio	2.0	1.7	1.8	1.8	1.6	1.6	1.6	1.3

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For any inquiries contact

investors@onmobile.com