



ONMOBILE GLOBAL LIMITED
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Email - investors@onmobile.com

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November 9, 2022

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 2022-23

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, 2022, 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

November 09th, 2022



Key Highlights

- Q2 revenues at INR 1367 Mn, flat YoY. Forex impact on revenue INR 16 Mn QoQ and INR 61 Mn YoY. Further, current quarter revenues got impacted due one time customer interruption which is now resolved
- We have added 1 new customer in Middle East and 1 in Africa for Tones which will also start generating revenues in H2 of this year
- Revenue from Challenges Arena increased by more than ~634% on YoY basis, 20% growth QoQ basis and it has grown close to 14x in the last 6 quarters
- 55 cumulative customer agreements for Challenges Arena by 1st November 2022 (33 live)
- ONMO B2B: 18 Customers confirmed (4 live) as on 1st November 2022.
- Gross profit margin up to 52.2% from 50.7% last year
- Marketing investments grew by 4.5% QoQ and 100% YoY primarily due to CA new launches which impacted overall EBITDA



The future is
GAMING

CHALLENGES ARENA

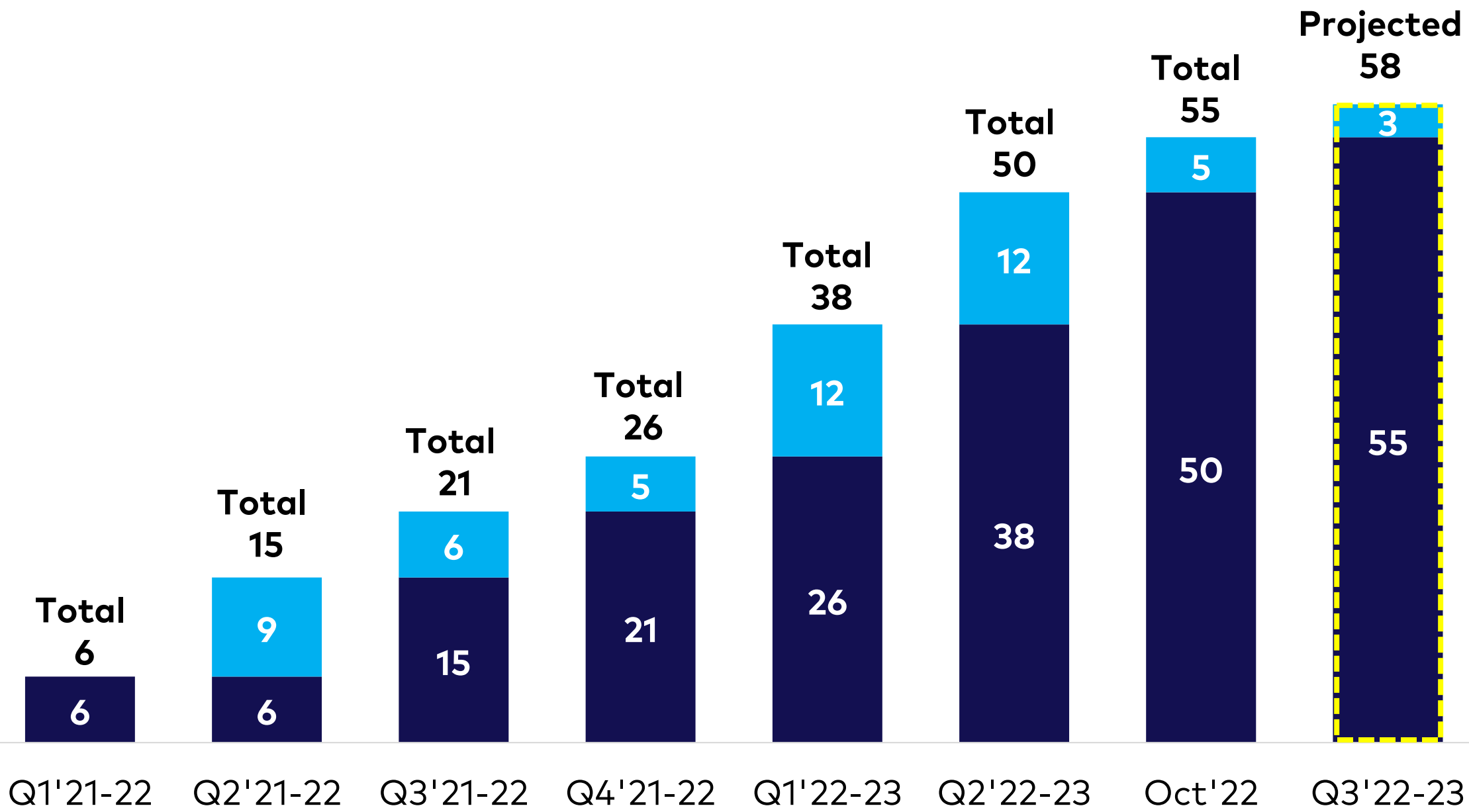
Tapping into the **Global Trivia Gaming Market**



Challenges Arena: Quarter wise progress – Customer Confirmation and Customer Live (Q3 projected)

CUSTOMER CONFIRMATION

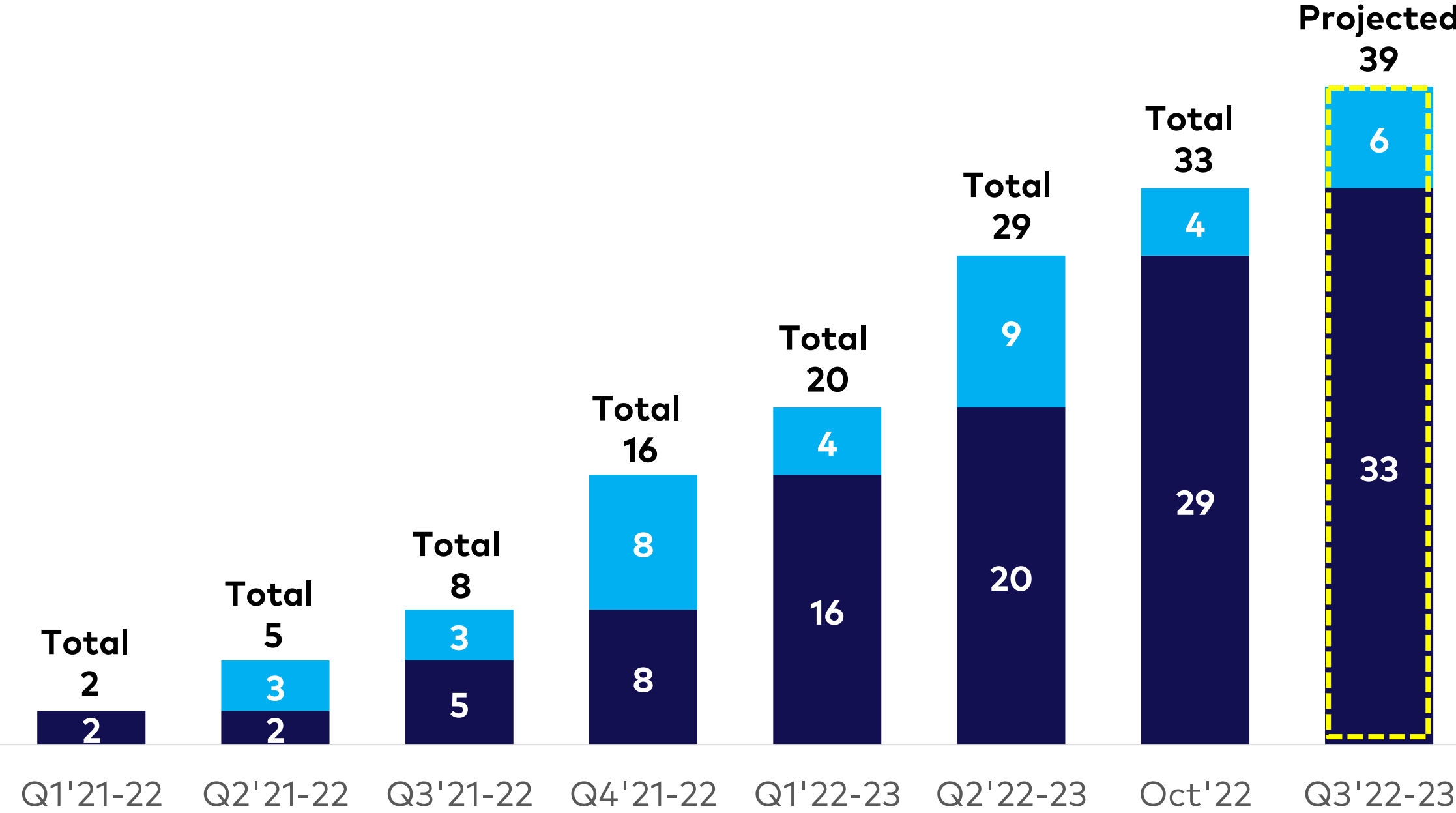
■ Cumulative customer confirmation ■ Signd up in the quarter



Acceleration in customer confirmation. First 4 quarters 26 customer confirmation, next 3 quarters additional 32 customer confirmation

CUSTOMER LIVE

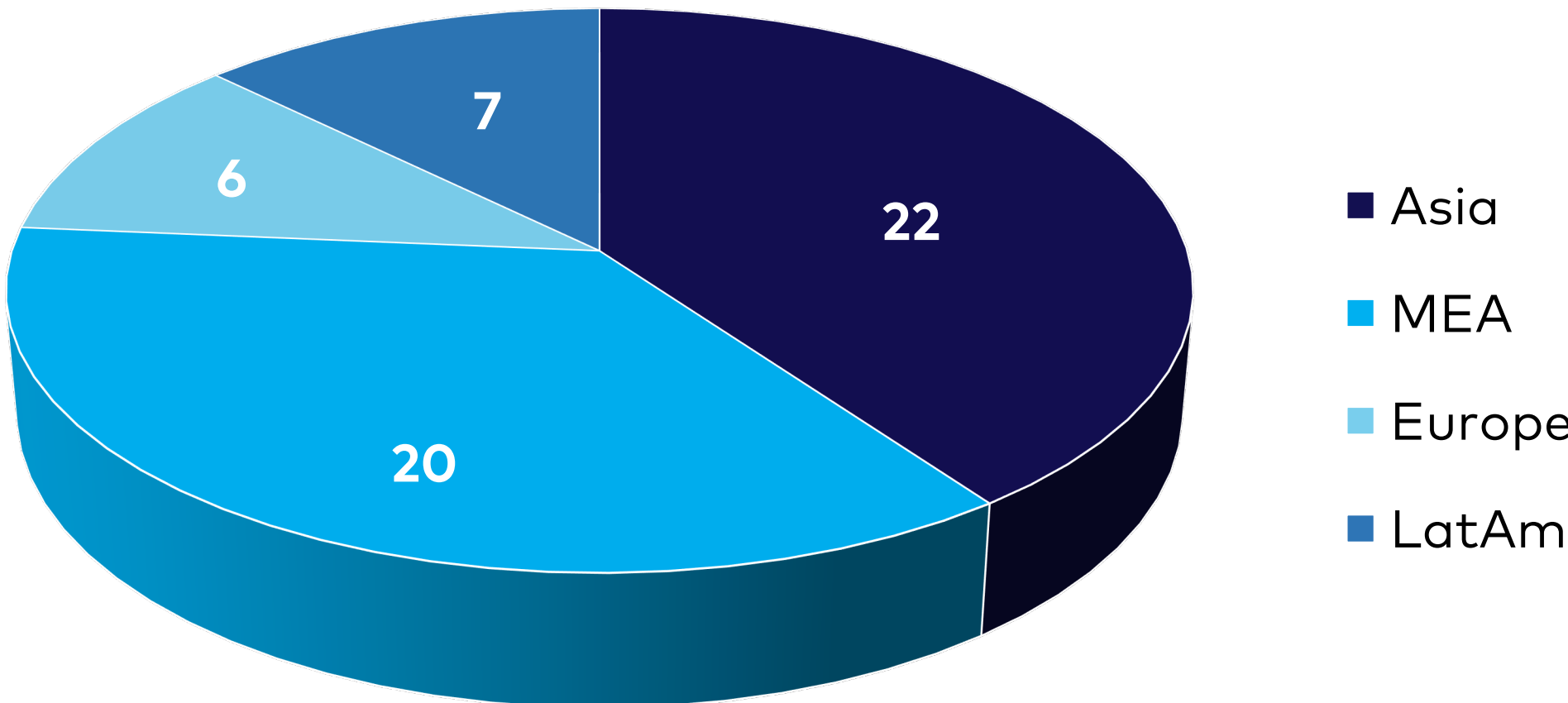
■ Cumulative Live customers ■ Made Live in the quarter



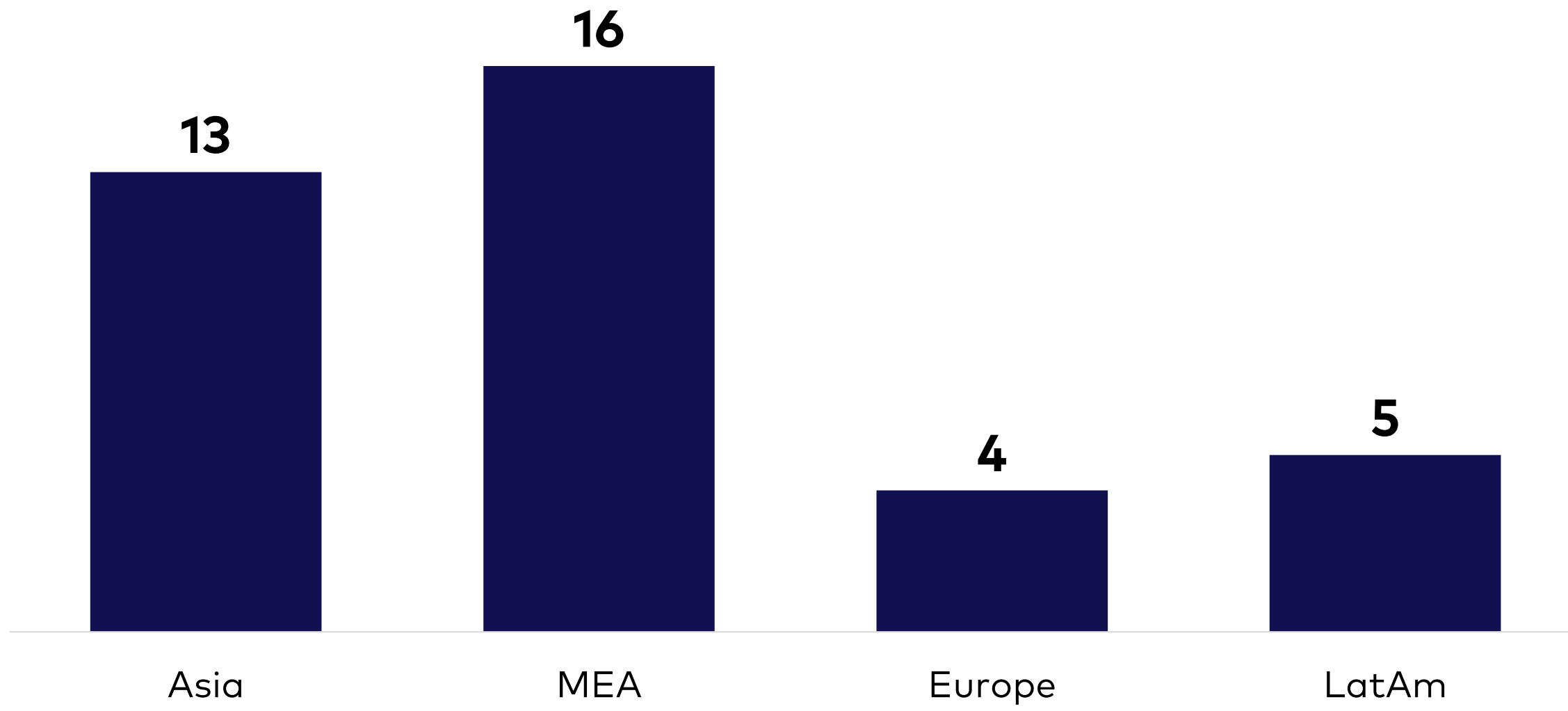
Customer go live getting better every quarter

Challenges Arena: Geo wise split & New Logos split (till Oct'22)

NO OF CUSTOMER SIGN UPS



NEW LOGOS



Plan is to double down our focus in MEA & Asia. Large opportunity in untapped markets of LatAm and Europe

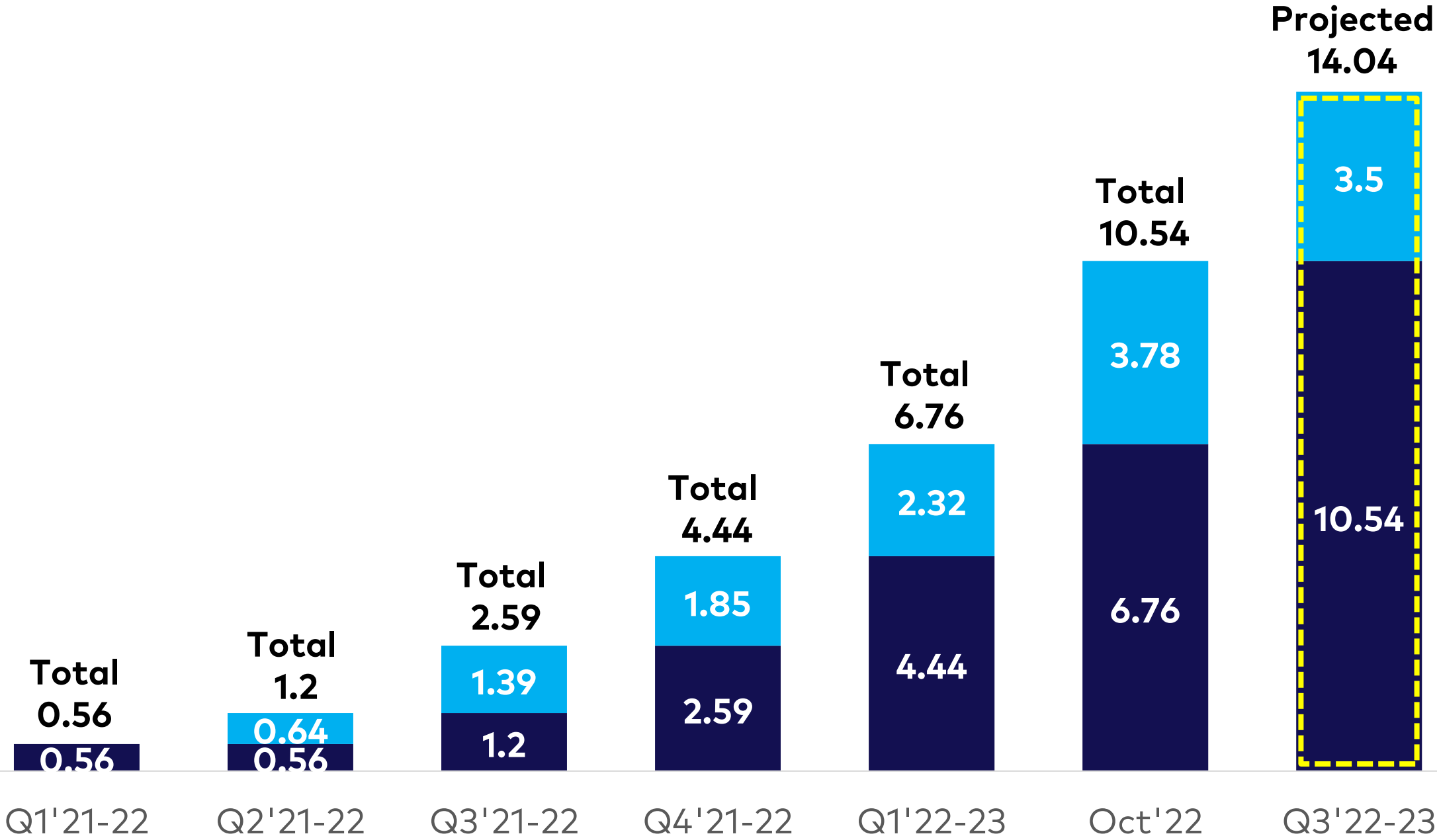
Acceleration in customer confirmation fueled by signing up new logos. 69% of customer base are new logos

New Countries: Colombia, Uruguay, Ghana, Costa Rica, Peru

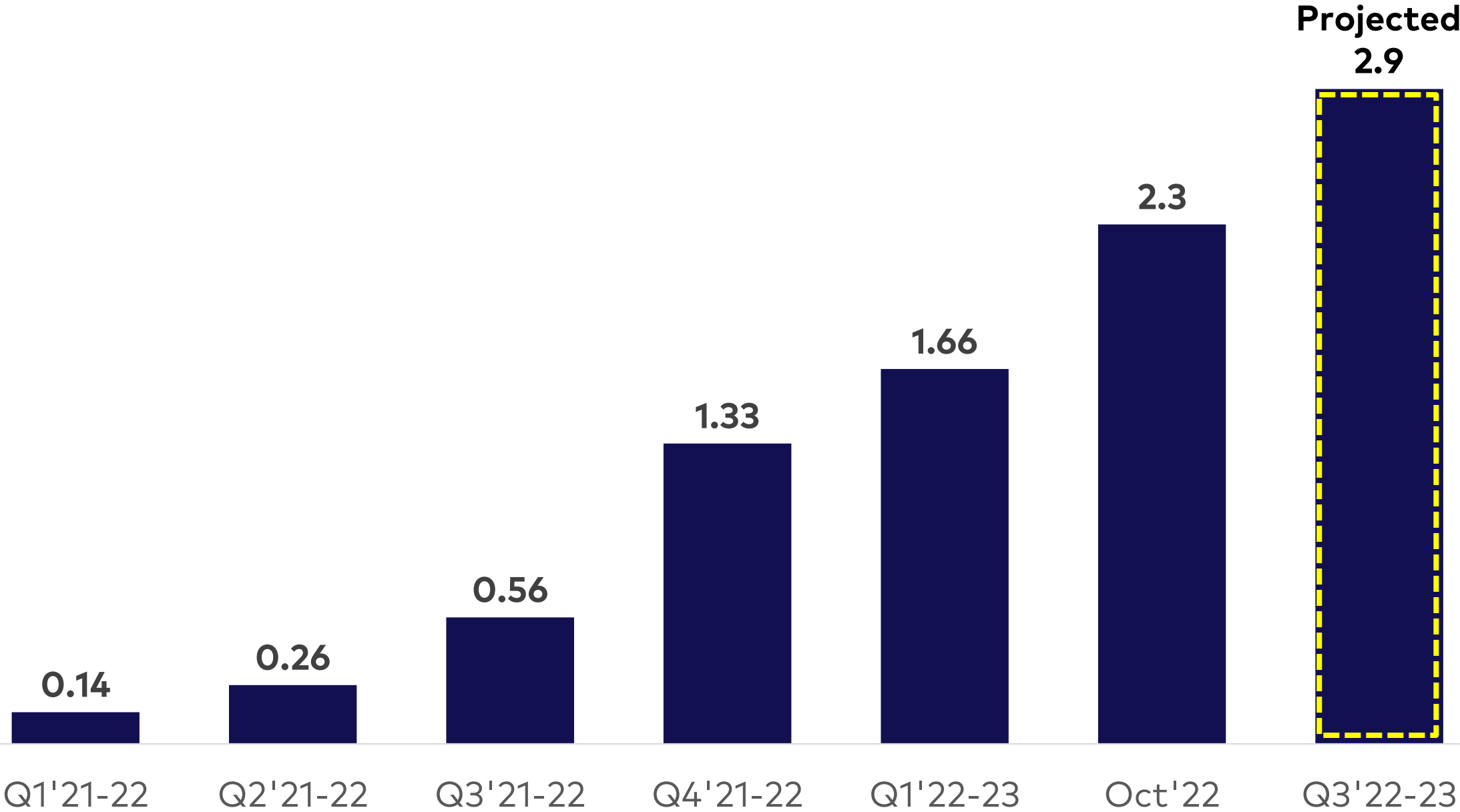
Challenges Arena: Quarter wise progress on Subscribers (Q3 projected)

CUMULATIVE GROSS ADDITIONS (IN MN)

■ Cumulative Gross Adds ■ Added in the period

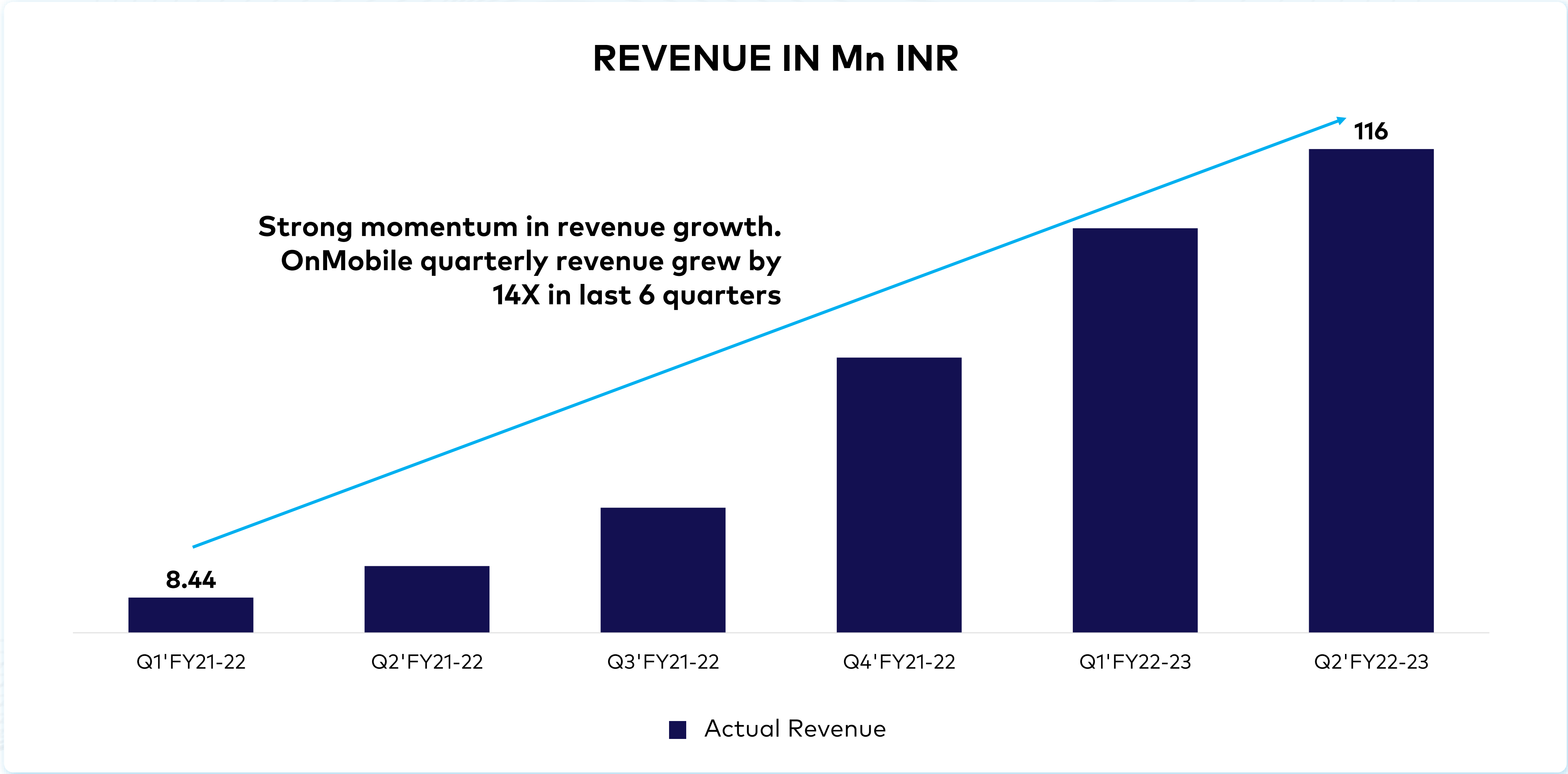


NET ACTIVE SUBSCRIBERS



Gross Additions and Net Active base getting better because of better performance of existing customers and addition of new customers

Challenges Arena: Quarter wise progress in Revenue



OMMO[®]

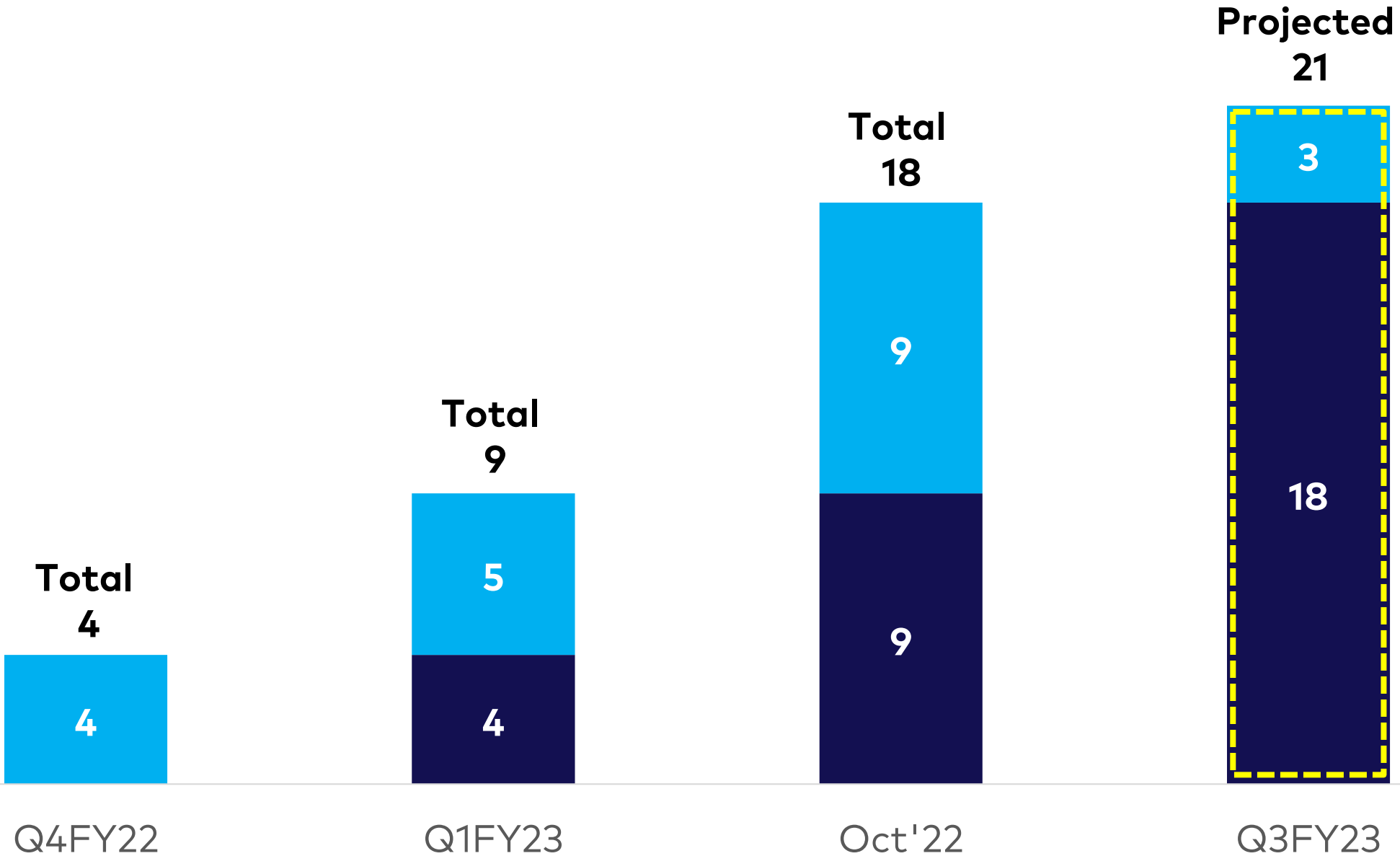
Social Esports
for everyone



Customer Confirmation and Go Live ONMO

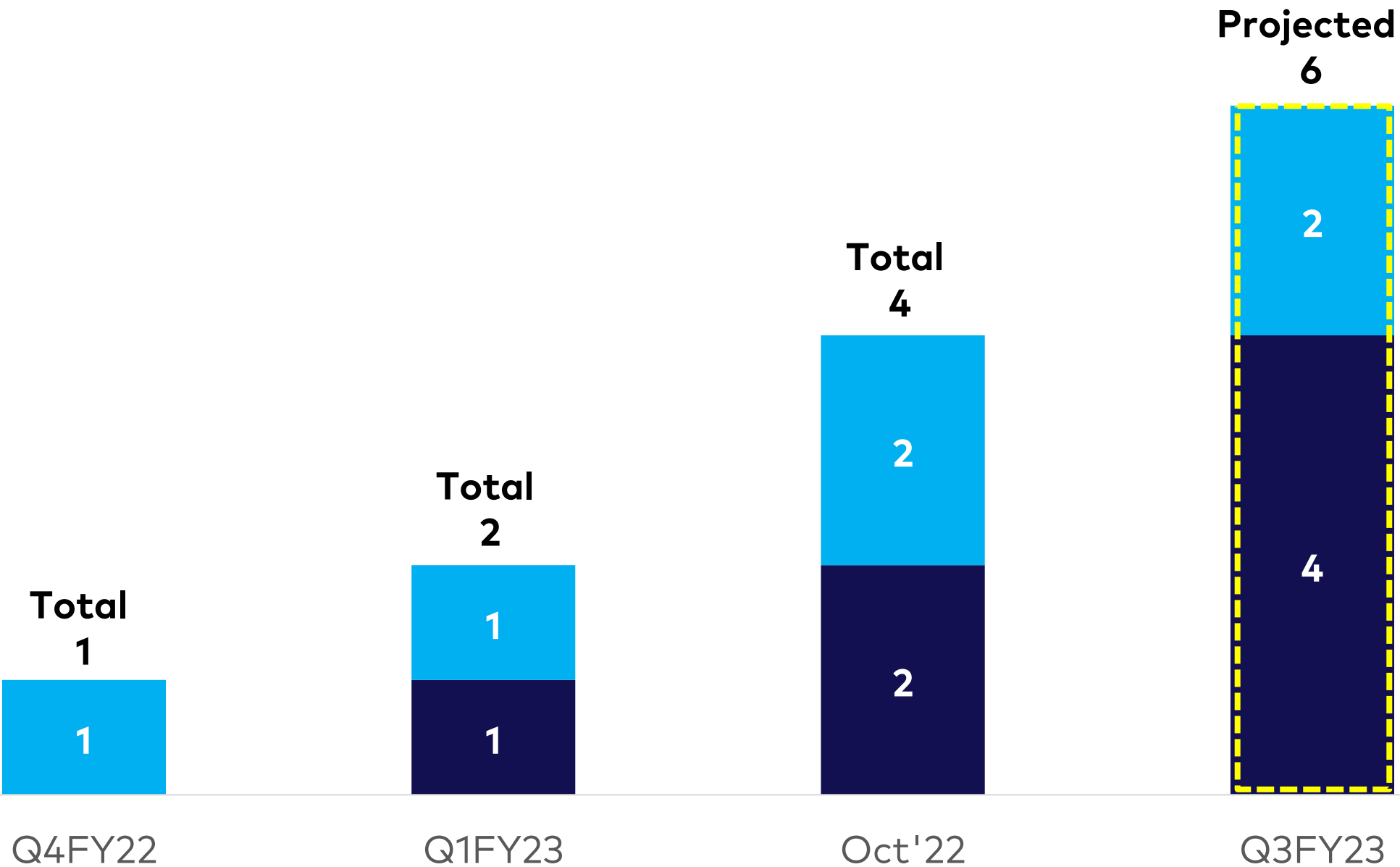
CUSTOMER CONFIRMATION

■ Customer confirmation ■ Signed up in the quarter



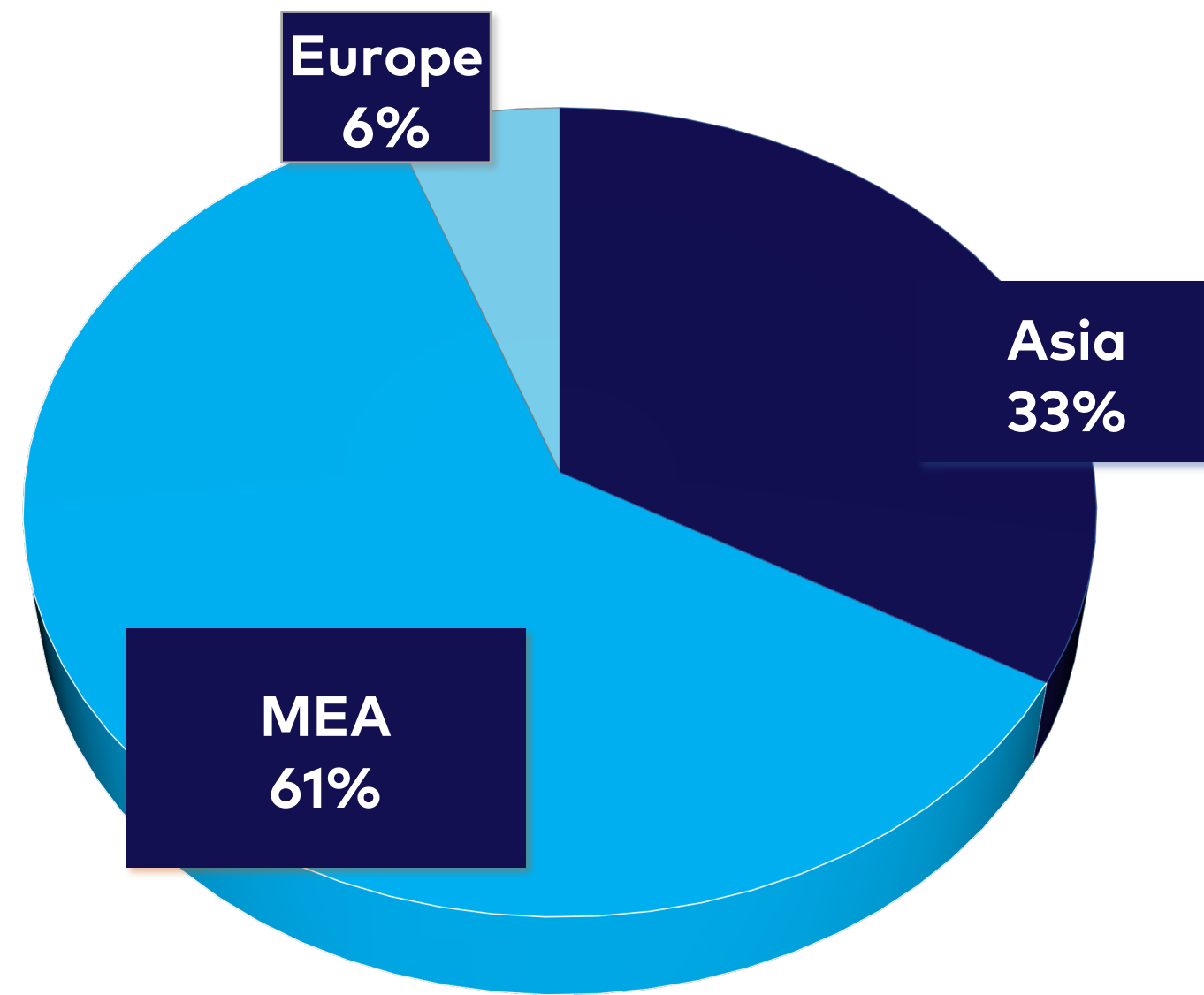
GO LIVE

■ Cumulative Live customers ■ Made Live in the quarter

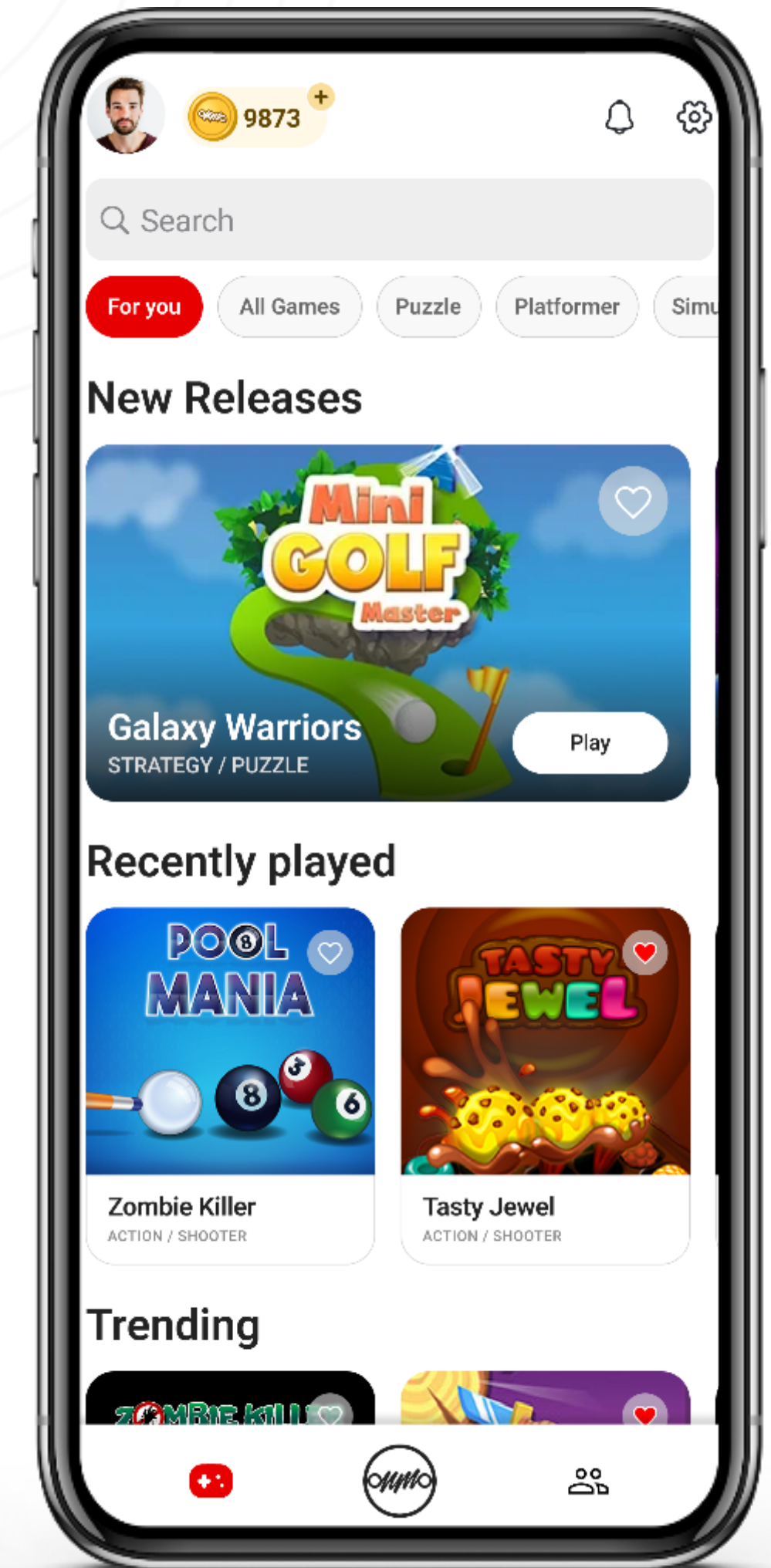


ONMO Customer confirmation and Go Live started to again acceleration. We have 18 customer confirmations and 4 customer are live by end Oct'22

GEO SPLIT OF CUSTOMER

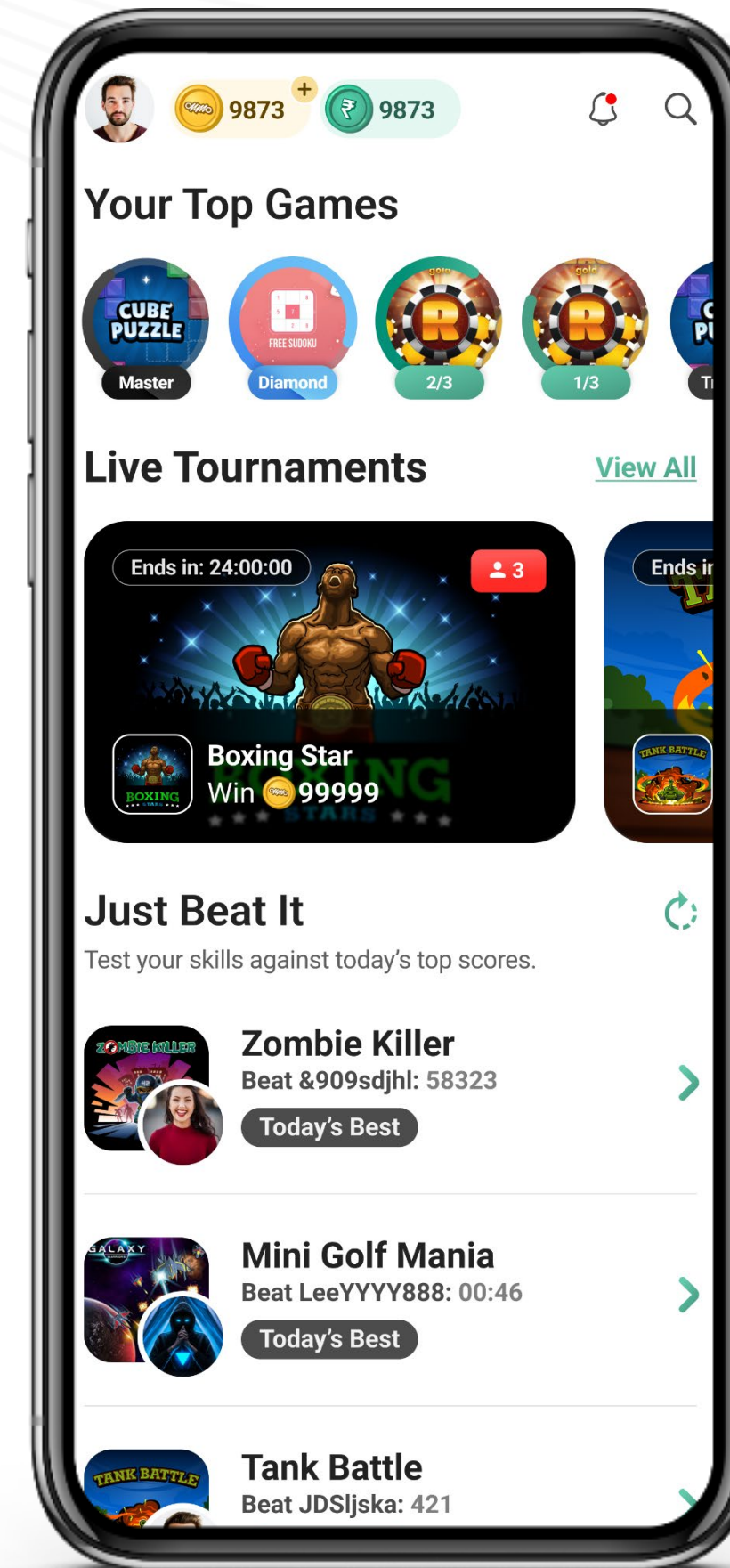


18 customers confirmed, 4 live



Plan Ahead

- ✓ Scaling up our first B2B customers
- ✓ Focus on improving retention, by creating a clear on-boarding journey
- ✓ Redefining our gaming Moments, to create unique experiences for players
- ✓ Growing our content offering, to attract different demographics and expand our reach
- ✓ Solidify our streaming capabilities to crystalize strong 5G differentiation



Introducing Gaming like never before

- Multiple Games
- No Downloads
- Exciting Challenges
- Compete with Friends

PLAY NOW

A smaller smartphone screenshot of the same gaming app interface, showing the 'Top Games', 'Tournaments', and 'Just Beat It' sections.



FINANCIALS

Financial Summary Q2 FY23

<p>Gross Revenue</p> <p>INR 1,367 Mn</p> <ul style="list-style-type: none"> -3.1% QoQ Flat YoY <p>Adverse impact Euro : INR 16 Mn QoQ INR 61 Mn YoY</p>	<p>Employee cost</p> <p>INR 364 Mn</p> <ul style="list-style-type: none"> +13.7% QoQ +11.8% YoY <p>Includes one time staff optimization of INR 30 Mn</p>	<p>Marketing cost</p> <p>INR 177 Mn</p> <ul style="list-style-type: none"> +4.5% QoQ +99.8% YoY <p>(13% of revenue in Q2 FY23 vs 6.2% Q2 FY22)</p>	<p>Opex</p> <p>INR 138 Mn</p> <ul style="list-style-type: none"> -1.0% QoQ -11.2% YoY
<p>EBITDA</p> <p>INR 3 Mn (0.2%)</p> <ul style="list-style-type: none"> -96.4% QoQ -96.9% YoY 	<p>CA Revenue</p> <p>INR 116 Mn</p> <ul style="list-style-type: none"> +20% QoQ ~634% YoY 	<p>PAT</p> <p>INR 6 Mn (0.5%)</p> <ul style="list-style-type: none"> -85.5% QoQ -77.4% YoY 	<p>DSO</p> <p>123 Days</p> <ul style="list-style-type: none"> Lower by 11 Days QoQ Lower by 5 Days YoY

Financial Summary H1 FY23

Gross Revenue INR 2,777 Mn ■ +2.2% YoY Adverse impact Euro : INR 117 Mn YoY	Manpower cost INR 685 Mn ■ +9.4% YoY	Marketing cost INR 347 Mn ■ +93.7% YoY	Opex INR 278 Mn ■ +2.5% YoY
EBITDA INR 81 Mn (3.0%) ■ -65.8% YoY	CA Revenue INR 213 Mn ■ 9X YoY	PAT INR 47 Mn (1.8%) ■ -75.2% YoY	DSO 123 Days ■ Lower by 5 Days YoY

P&L Q2 FY23

P&L(INR Mn)	Q2 FY23 Act	Q1 FY23 Act	QoQ Gr %	Q2 FY22 Act	YoY Gr %
Gross Revenue	1,367	1,410	-3.1%	1,367	0.0%
COGS*	684	702	-2.6%	706	-3.1%
Gross Profit	683	708	-3.5%	661	3.3%
Margin (%)	52.2%	52.4%		50.7%	
Manpower Cost	364	321	13.7%	326	11.8%
Marketing Cost	177	170	4.5%	89	99.8%
Other Opex	138	140	-1.0%	156	-11.2%
EBITDA	3	78	-96.4%	90	-96.9%
Margin (%)	0.2%	5.8%		6.9%	
Depreciation	25	25	2.6%	28	-7.6%
Operating Profit	(23)	53	N.M	63	N.M
Margin (%)	-1.7%	3.9%		4.8%	
Profit After Tax	6	41	-85.5%	27	-77.4%
Margin (%)	0.5%	3.0%		2.0%	
EPS (Diluted)	0.1	0.4	-85.5%	0.3	-77.6%
Cash Profit	18	67	-73.6%	79	-77.5%

*COGS & UFF refers to Content Cost **Marketing cost includes Contest / Gratification Cost and Customer Acquisition Cost

Q2 revenue growth would be 4.5% YoY and -1.9% QoQ excluding Euro forex impact. Dilution in margins due higher marketing investments in new launches. (CA)

P&L H1 FY23

P&L(INR Mn)	H1 FY23 Act	H1 FY22 Act	Growth %
Gross Revenue	2,777	2,718	2.2%
COGS*	1,386	1,406	-1.4%
Gross Profit	1,391	1,312	6.0%
Margin (%)	52.3%	50.6%	
Manpower Cost	685	626	9.4%
Marketing Cost	347	179	93.7%
Other Opex	278	271	2.5%
EBITDA	81	236	-65.8%
Margin (%)	3.0%	9.1%	
Depreciation	50	54	-7.0%
Operating Profit	30	182	-83.2%
Margin (%)	1.1%	7.0%	
Profit After Tax	47	191	-75.2%
Margin (%)	1.8%	7.4%	
EPS (Diluted)	0.4	1.8	-75.4%
Cash Profit	84	180	-53.2%

Revenue

Revenue Growth mainly from CA which grew by 9X

Euro Forex Impact of INR 117 Mn

Constant currency revenue of INR 2894 Mn (growth of 6.5 % vs H1 FY22)

Marketing

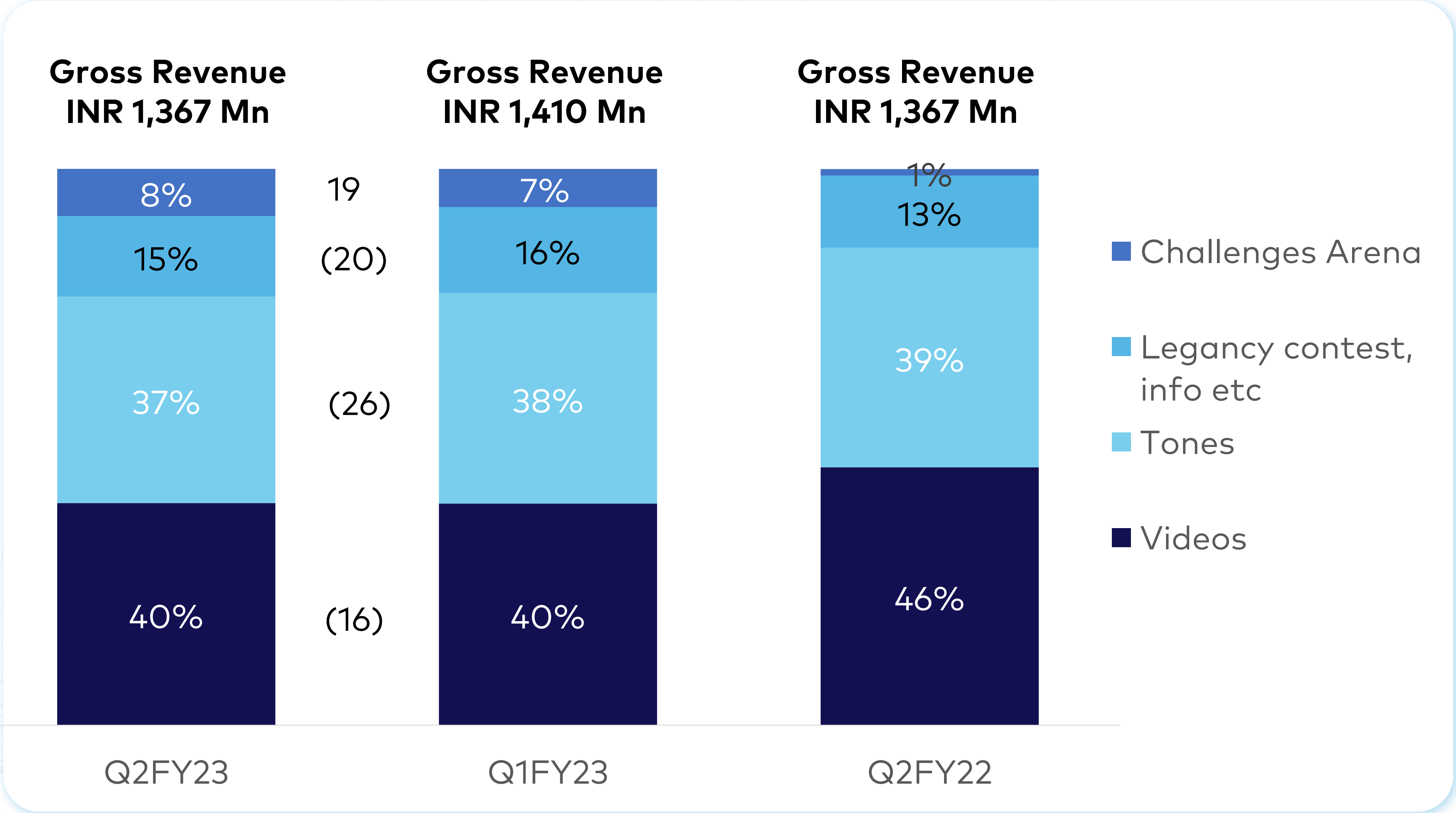
Higher due to new launches

EBITDA

Lower EBITDA on account of doubling of marketing investments

*COGS & UFF refers to Content Cost **Marketing cost includes Contest / Gratification Cost and Customer Acquisition Cost

Revenue by Products



Cash Position

INR Mn	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Gross Cash	2,736	2,662	2,272	1,778	1,445	1,352	1,200	1,130
Less: Total Debt	-	-	-	-	-	-	-	-
Net Cash	2,736	2,662	2,272	1,778	1,445	1,352	1,200	1,130

Changes in Q1 due to:-

- a) Chingari Investment of INR 318 Mn
- b) ONMO Prod devpt cost INR 71 Mn

Changes in Q2 due to:-

- a) Customer acquisition cost payment of INR 365 Mn
- b) ONMO Prod devpt cost of INR 109 Mn
- c) Rob0 acquisition INR 31 Mn

Changes in Q3 due to:-

- a) Chingari Investment of INR 110 Mn
- b) ONMO Prod devpt cost of INR 149 Mn
- c) Dividend paid of INR 158 Mn

Changes in Q4 due to Prod devpt cost of INR 108 Mn

Changes in Q1 due to Prod devpt cost of INR 150 Mn

Reduction in Q2 due to Prod devpt cost of INR 167 Mn offset by higher collections

Ratio Analysis

Ratio Analysis

Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23

Profit and Loss

International revenue / revenue	85%	85%	86%	85%	83%	80%	77%	79%
Gross profit / revenue	51%	50%	50%	50%	52%	50%	51%	52%
Marketing cost / revenue	6%	5%	7%	7%	8%	13%	13%	14%
Revenue per Employee (INR'000)	2,084	1,984	2,088	2,226	2,496	2,382	2,500	2,503
EBITDA per Employee (INR'000)	253	229	225	147	240	160	138	5
Aggregate employee costs / revenue	25%	26%	23%	25%	25%	22%	24%	28%
Operating profit / revenue	10%	10%	9%	5%	8%	5%	4%	-2%
Profit before tax (PBT) / revenue*	12%	11%	17%	4%	9%	6%	4%	1%

Balance sheet

Current ratio	2.2	2.0	2.0	1.7	1.6	1.8	1.7	1.5
Day's sales outstanding (Days)	120	116	122	128	128	125	134	123
Liquid assets / total assets (%)	53%	51%	48%	44%	38%	38%	37%	35%
Liquid assets / total sales ratio	3.3	3.5	3.4	3.1	2.6	2.6	2.5	2.4

*PBT before Exceptional Gains

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Global Leader in Mobile Entertainment

For any queries mail us at

 investors@onmobile.com

