



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: Investor Presentation- Q3 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 nine months ended December 31, 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

February 07th, 2023



Key Highlights

- Q3 revenues at INR 1369 Mn, stable QoQ
- Revenue from Challenges Arena increased by more than ~7x on YoY basis, 52% growth QoQ basis and it has grown close to 21x in the last 7 quarters
- 62 cumulative customer agreements for Challenges Arena by 1st February 2023 (35 live)
- ONMO B2B: 18 Customers confirmed (4 live) as on 1st February 2023. Revenue grew 2x QoQ
- PAT grew up 7 times to INR 41 Mn from INR 6 Mn QoQ.
- Improved Gross Profit margins up 53.9% from 52.2% on account of revenue mix increasing in favor of CA which has higher margin due to lower COGS.
- Overall EBITDA stands at 2.0% Vs 0.2% in the last quarter



The future is
GAMING

CHALLENGES ARENA

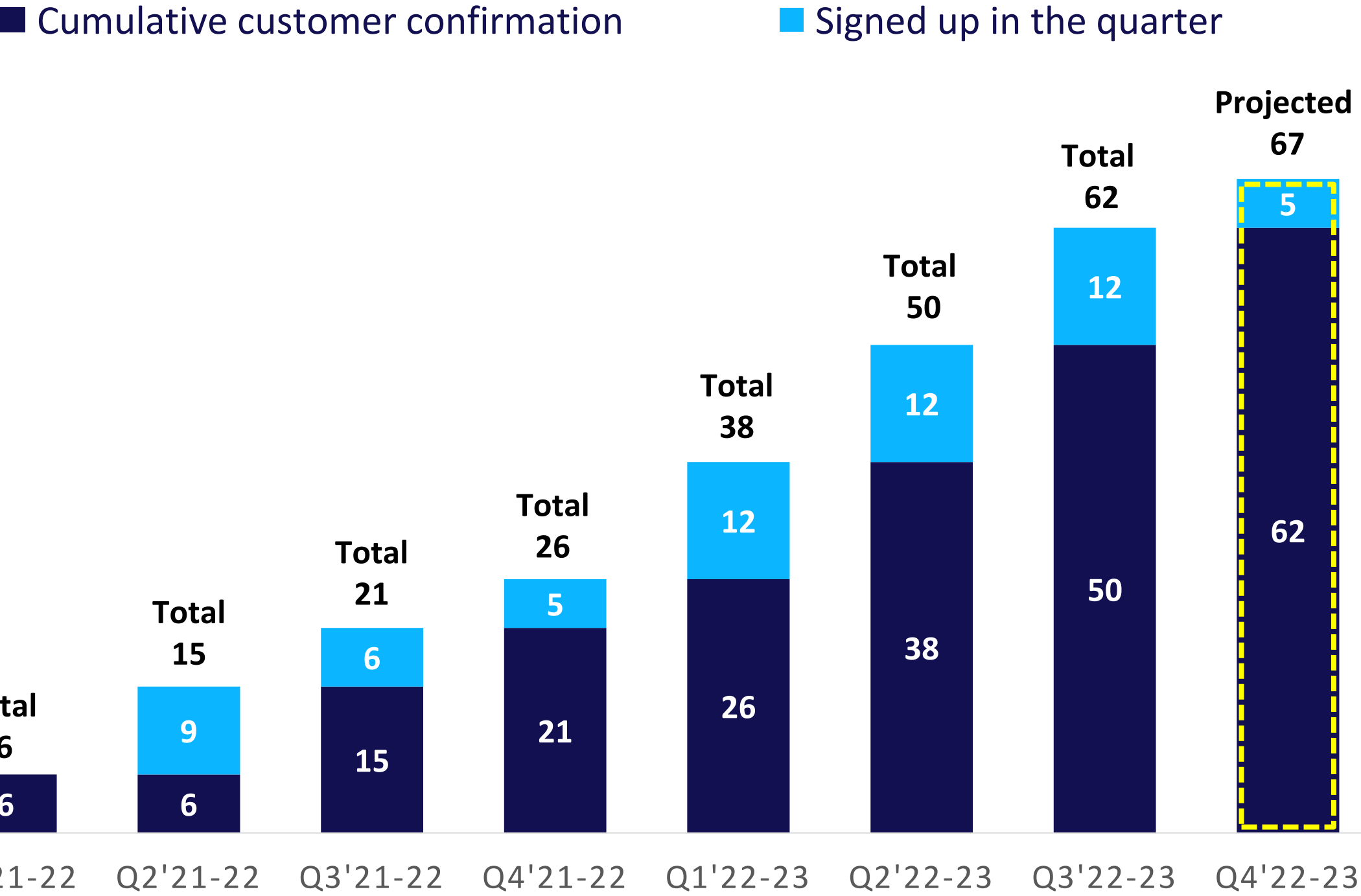
Tapping into the **Global Trivia Gaming Market**



Challenges Arena: Quarter wise progress – Customer Confirmation and Customer Live (Q4 projected)

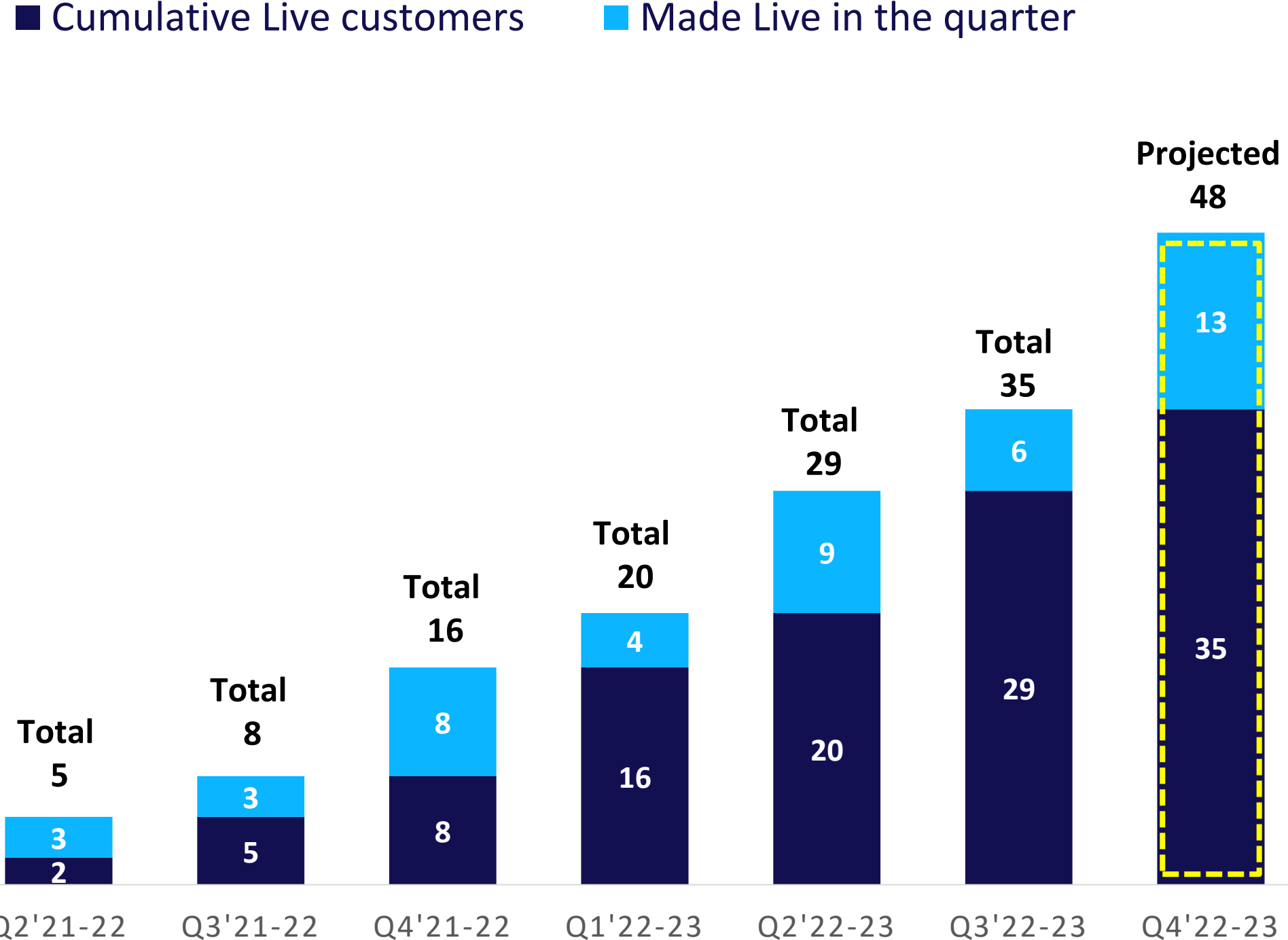


CUSTOMER CONFIRMATION



Momentum continues on getting new customer confirmations

LIVE CUSTOMERS

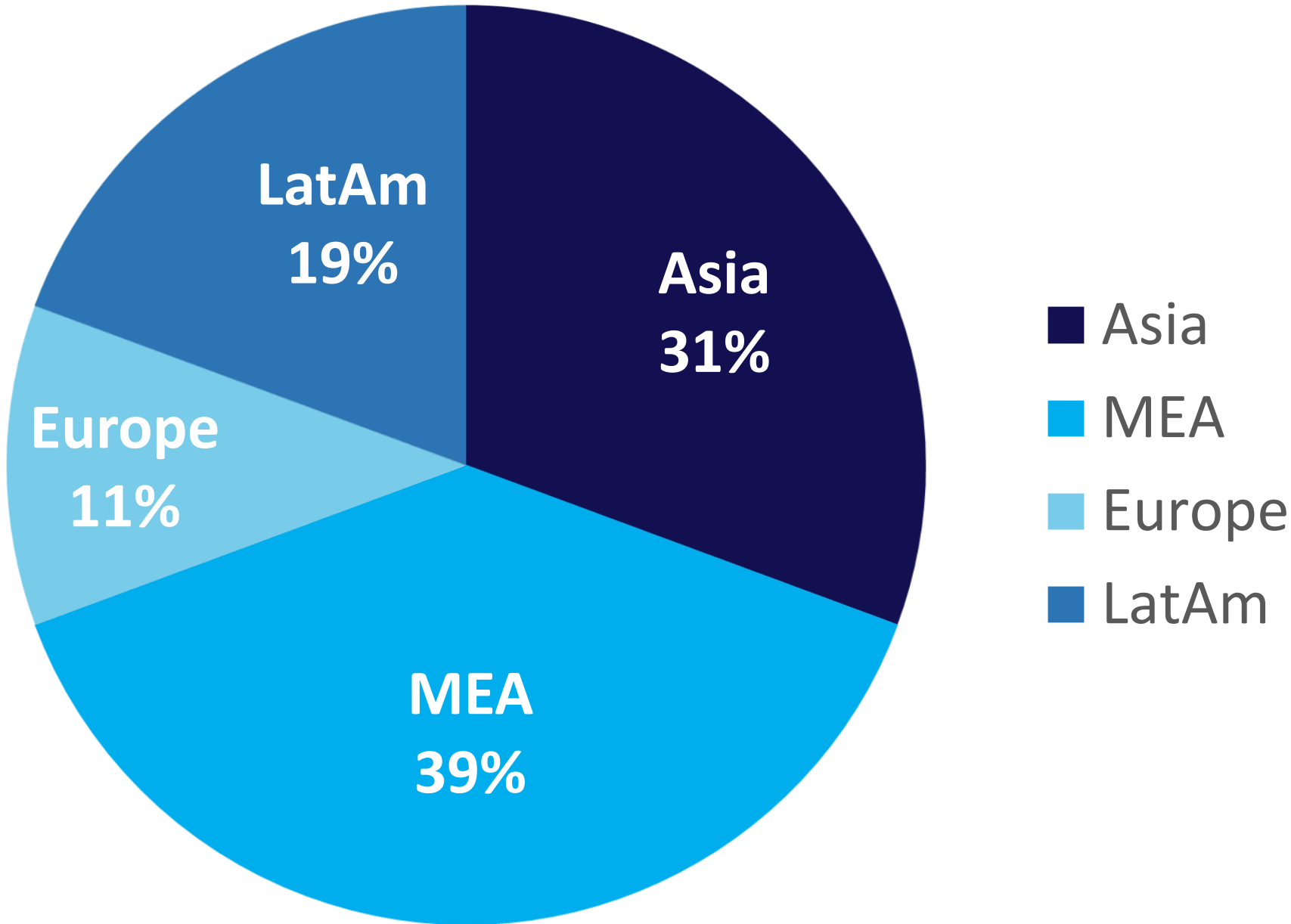


Averaging addition of 3 new customers every month

Challenges Arena: Geo wise split & New Logos split (till Jan'23)

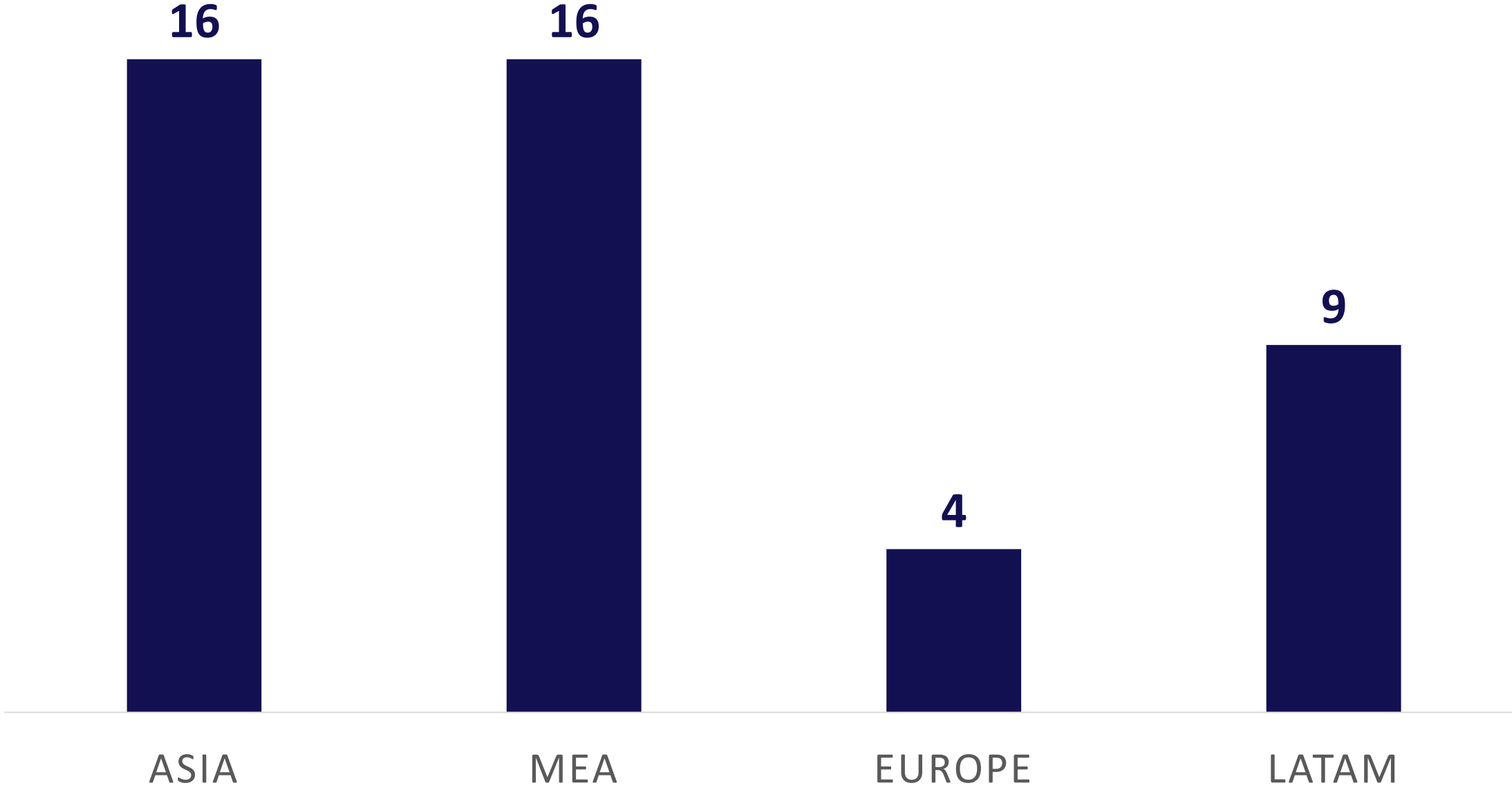


NO OF CUSTOMER SIGN UPS - 62



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

NEW LOGOS - 45



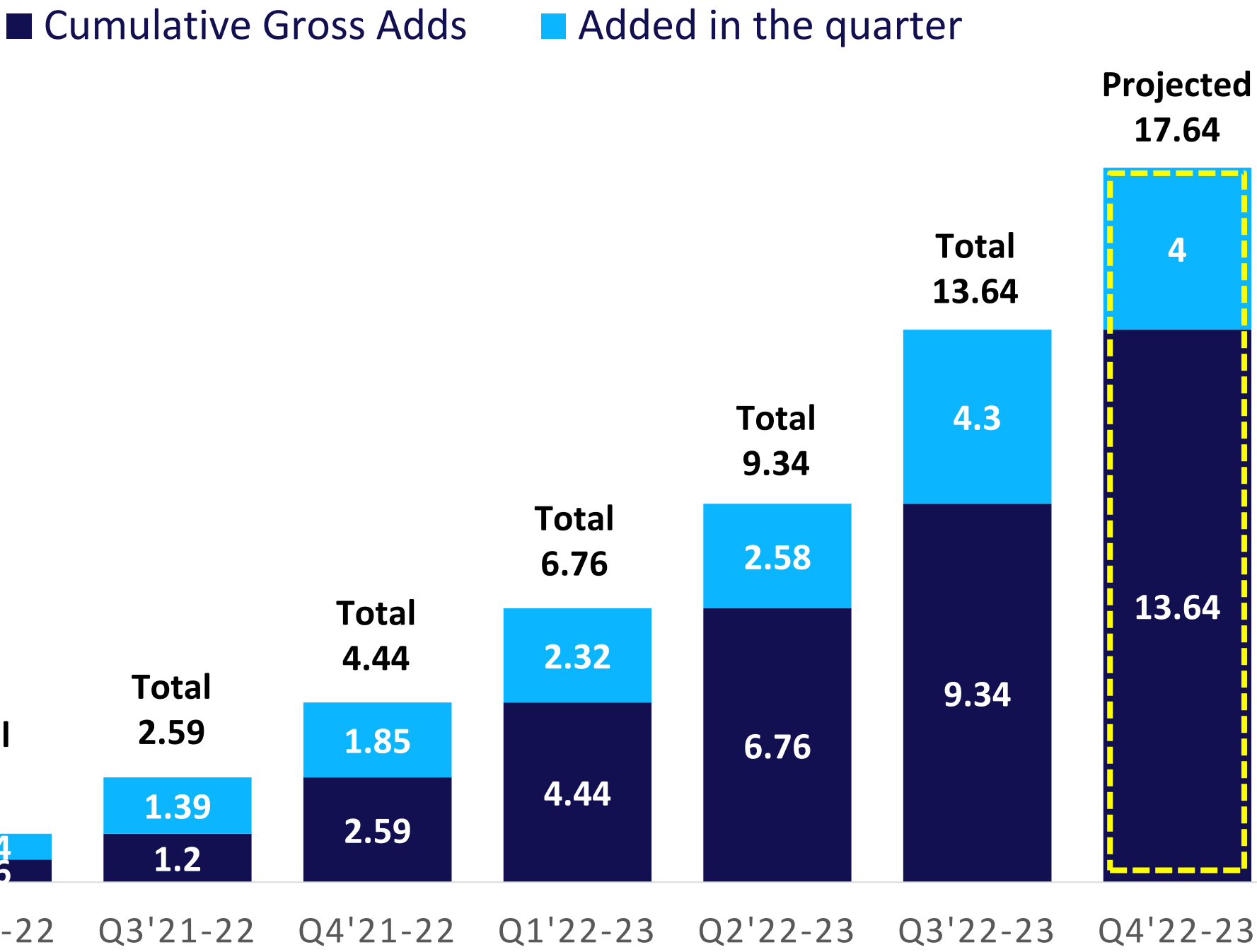
Acceleration in customer confirmation fueled by signing up new logos. 73% out of total 62 customers are new logos

New Countries: Thailand, Myanmar, Cambodia, Indonesia, Portugal, Romania, Ivory Coast, Cameroon, Ghana, Uruguay, Colombia

Challenges Arena: Quarter wise progress on Subscribers (Q4 projected)

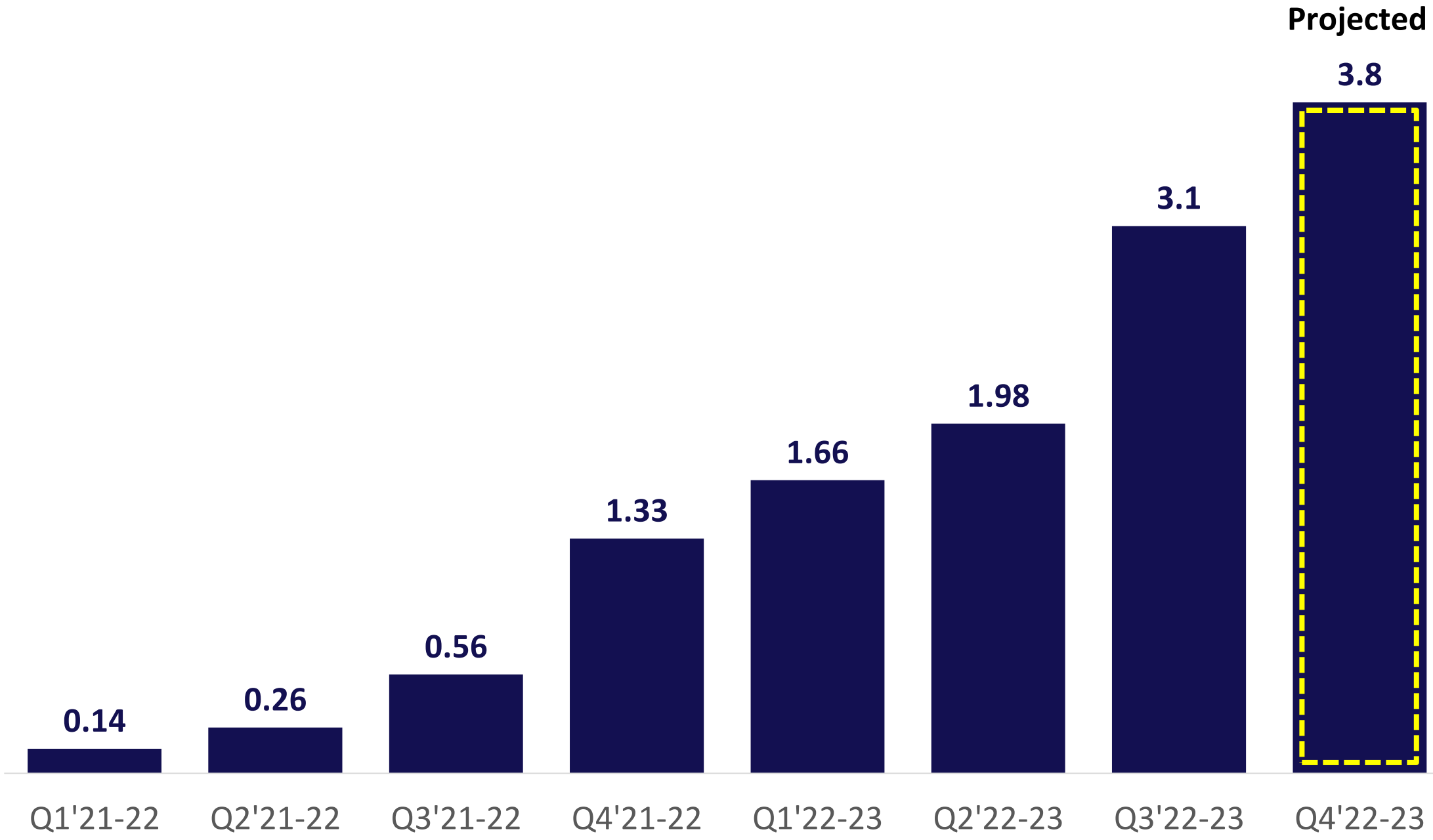


GROSS ADDS



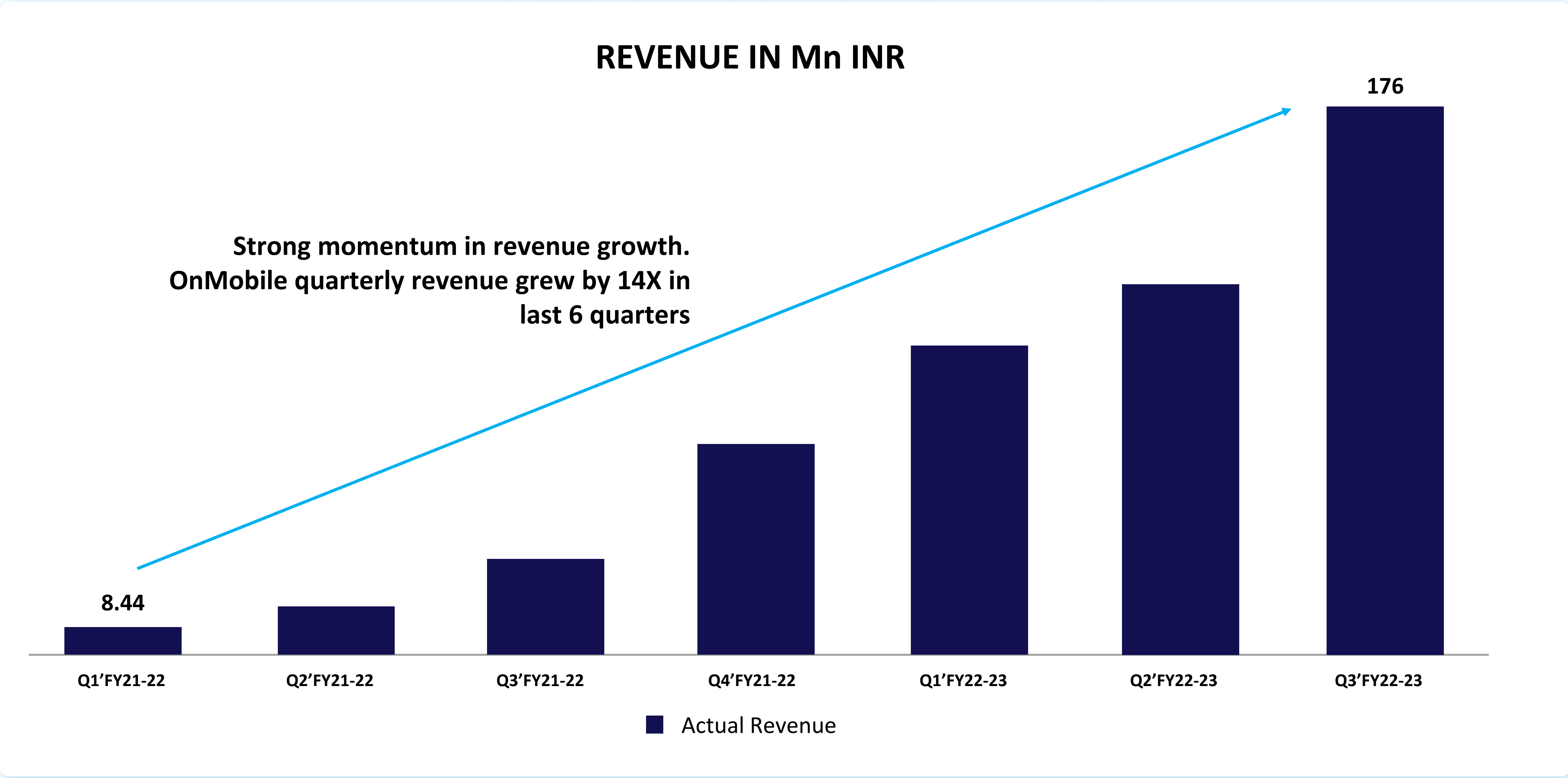
>1Mn Gross Subscribers are added every month now since Q3

NET ACTIVE SUBSCRIBERS



Crossed 3Mn Net Subscribers in Q3 on account of new customer addition and better performance in existing customers

Challenges Arena: Quarter wise progress in Revenue



OMMO[®]

**Social Esports for
everyone**

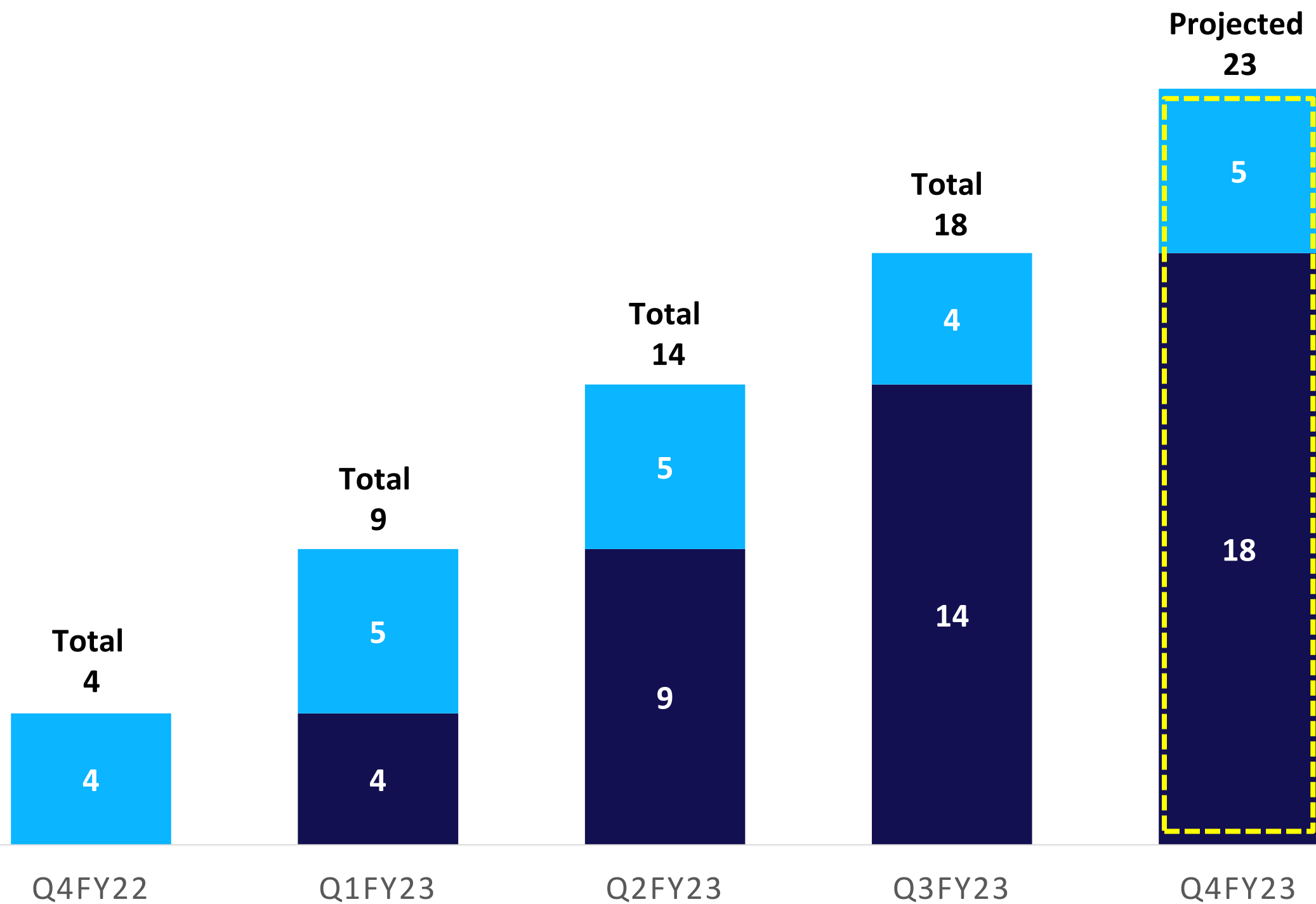


ONMO: Customer Confirmation and Go Live ONMO (Q4 projected)



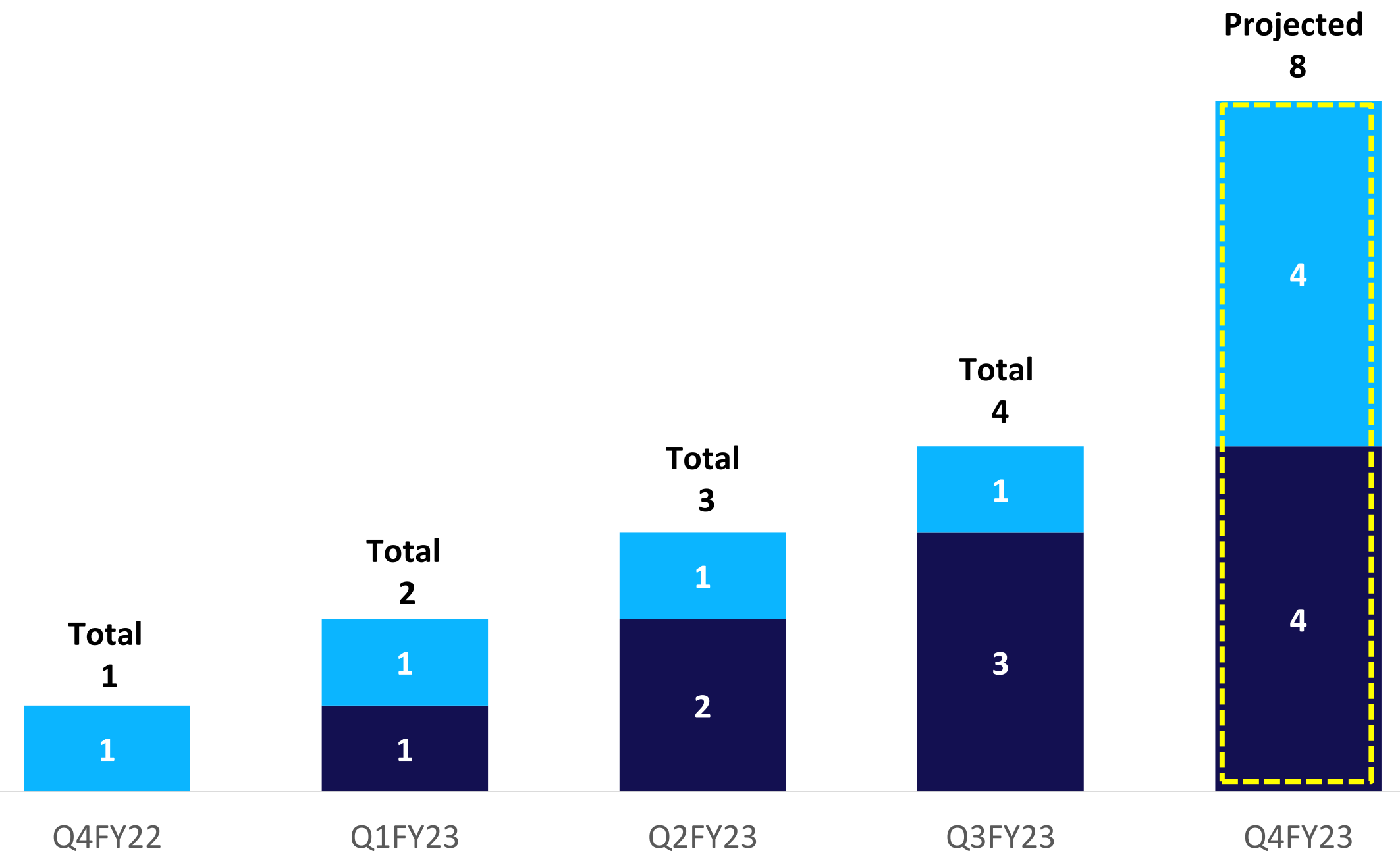
CUSTOMER CONFIRMATION

■ Customer confirmation ■ Signed up in the quarter



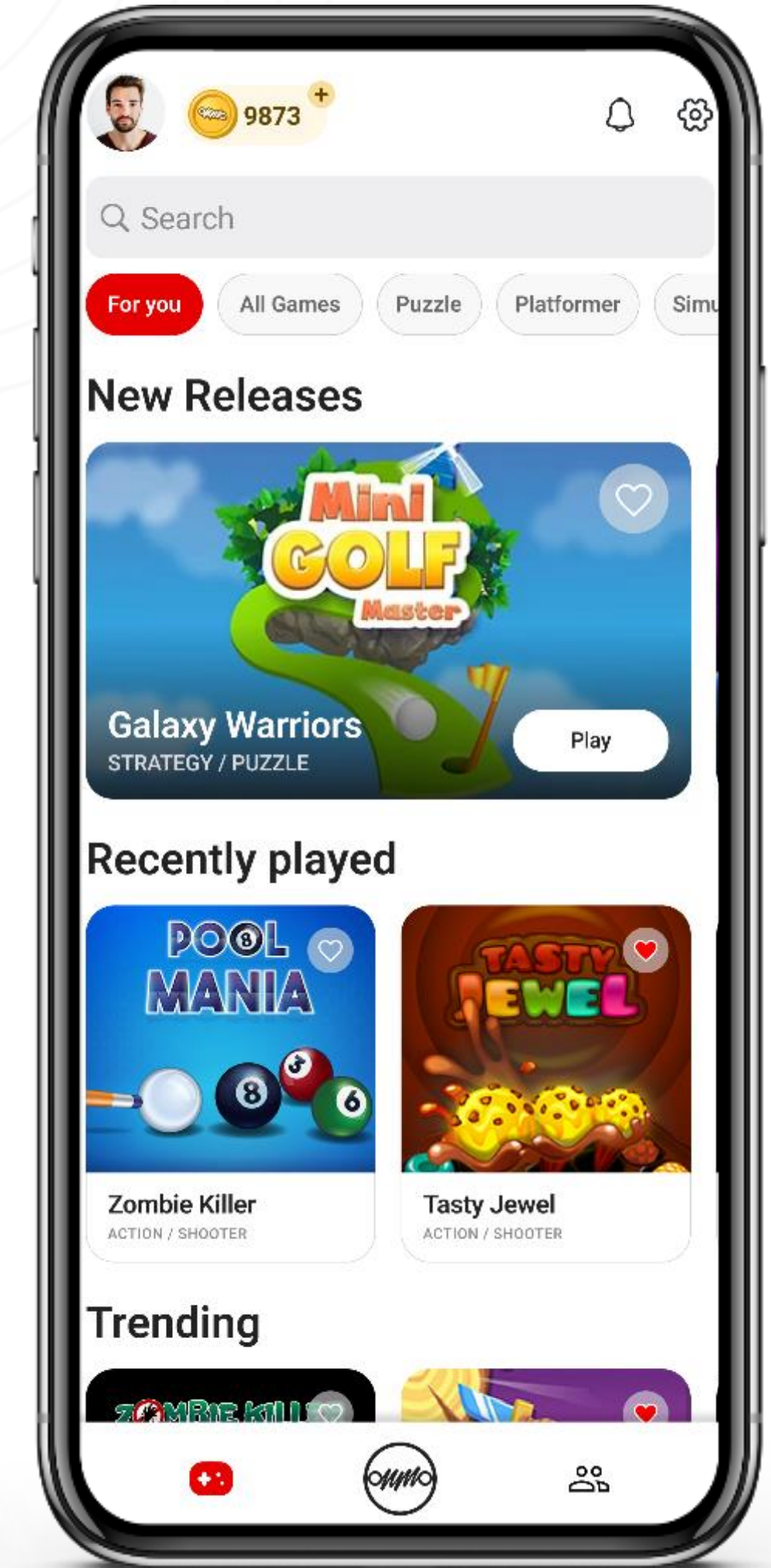
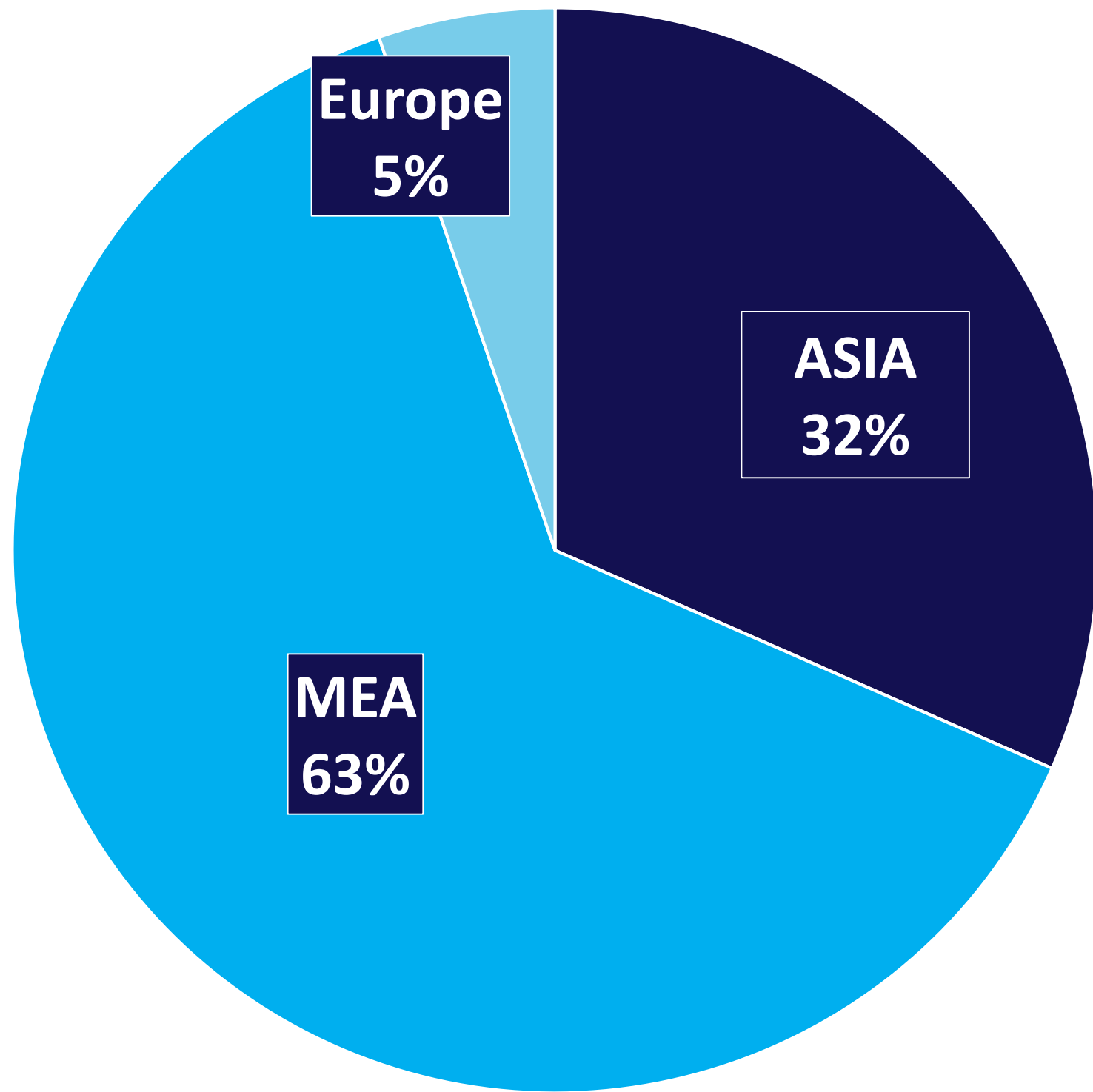
CUSTOMER LIVE

■ Cumulative Live customers ■ Made Live in the quarter



ONMO Customer confirmation and Go Live started to gain acceleration. We have 18 customer confirmations and 4 customer are live by end Q3'23

CUSTOMER CONFIRMATIONS - 18





FINANCIALS

Financial Summary Q3 FY23

<p>Gross Revenue</p> <p>INR 1,369 Mn</p> <ul style="list-style-type: none"> Flat QoQ -1.7% YoY 	<p>Manpower cost</p> <p>INR 333 Mn</p> <ul style="list-style-type: none"> -8.6% QoQ +2.1% YoY 	<p>Marketing cost</p> <p>INR 196 Mn</p> <ul style="list-style-type: none"> +10.5% QoQ +87.3% YoY <p>15% of revenue in Q3 FY23 vs 7.9% Q3 FY22</p>	<p>Opex</p> <p>INR 151 Mn</p> <ul style="list-style-type: none"> +9.0% QoQ +9.3% YoY
<p>EBITDA</p> <p>INR 27 Mn (2.0%)</p> <ul style="list-style-type: none"> +845.4% QoQ -80.2% YoY 	<p>PAT</p> <p>INR 41 Mn (3.1%)</p> <ul style="list-style-type: none"> +555.0% QoQ -53.1% YoY 	<p>CA Revenue</p> <p>INR 176 Mn</p> <ul style="list-style-type: none"> +52% QoQ ~7X YoY <p>35 live in Q3 vs 29 in Q2</p>	<p>ONMO Revenue</p> <p>INR 26 Mn</p> <ul style="list-style-type: none"> +77.0% QoQ >100% YoY <p>4 live in Q3 vs 3 in Q2</p>

Financial Summary 9M FY23

Gross Revenue INR 4,145 Mn ■ +0.8% YoY	Manpower cost INR 1,018 Mn ■ +6.9% YoY	Marketing cost INR 543 Mn ■ +91.3% YoY	Opex INR 433 Mn ■ +5.8% YoY
EBITDA INR 107 Mn (2.7%) ■ -71.1% YoY	PAT INR 88 Mn (2.2%) ■ -68.2% YoY	CA Revenue INR 389 Mn ■ +597.5% YoY 35 live in Q3 vs 29 in Q2	ONMO Revenue INR 46 Mn ■ >100% 4 live in Q3 vs 3 in Q2

P&L Q3 FY23

P&L(INR Mn)	Q3 FY23	Q2 FY23	QoQ Gr %	Q3 FY22	YoY Gr %
Gross Revenue	1,369	1,367	0.1%	1,393	-1.7%
COGS	662	684	-3.1%	690	-3.9%
Gross Profit	706	683	3.4%	703	0.4%
Margin (%)	53.9%	52.2%		52.8%	
Manpower Cost	333	364	-8.6%	326	2.1%
Marketing Cost	196	177	10.5%	105	87.3%
Other Opex	151	138	9.0%	138	9.3%
EBITDA	27	3	845.4%	134	-80.2%
Margin (%)	2.0%	0.2%		10.1%	
Depreciation	27	25	4.9%	25	8.6%
Profit After Tax	41	6	555.0%	87	-53.1%
Margin (%)	3.1%	0.5%		6.5%	
EPS (Diluted)	0.4	0.1	582.0%	0.8	-53.4%
Cash Profit	63	18	253.1%	104	-39.2%

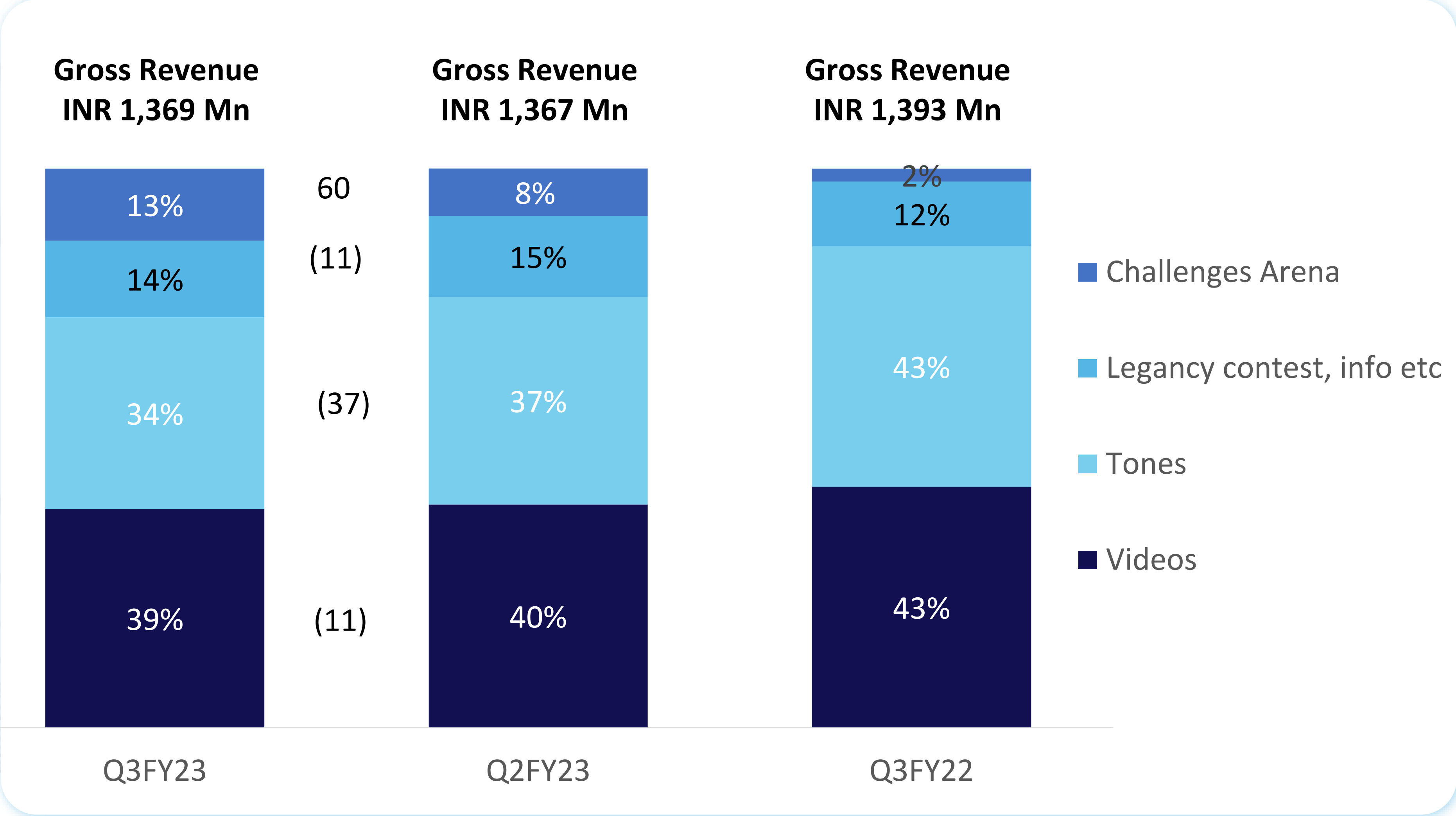
*COGS & UFF refers to Content Cost **Marketing cost includes Contest / Gratification Cost and Customer Acquisition Cost

P&L 9M FY23

P&L(INR Mn)	9M FY23	9M FY22	Growth %
Gross Revenue	4,145	4,111	0.8%
COGS	2,044	2,095	-2.5%
Gross Profit	2,101	2,015	4.3%
Margin (%)	52.9%	51.4%	
Manpower Cost	1,018	952	6.9%
Marketing Cost	543	284	91.3%
Other Opex	433	409	5.8%
EBITDA	107	370	-71.1%
Margin (%)	2.7%	9.4%	
Depreciation	77	78	-2.1%
Profit After Tax	88	278	-68.2%
Margin (%)	2.2%	7.1%	
EPS (Diluted)	0.8	1.9	-56.1%
Cash Profit	148	284	-48.0%

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

Revenue by Products



Cash Position

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

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

Reduction in Q3 due to Prod devpt cost of INR 199 Mn;
Dividend paid of INR 158 Mn

Ratio Analysis

Ratio Analysis	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23
Profit and Loss								
International revenue / revenue	85%	86%	85%	83%	80%	77%	79%	79%
Gross profit / revenue	50%	50%	50%	52%	50%	51%	52%	54%
Revenue per Employee (INR'000)	1,984	2,088	2,226	2,496	2,382	2,500	2,503	2,507
EBITDA per Employee (INR'000)	229	225	147	240	160	138	5	48
Aggregate employee costs / revenue	26%	23%	25%	25%	22%	24%	28%	25%
Profit before tax (PBT) / revenue*	11%	17%	4%	9%	6%	4%	1%	5%
Balance sheet								
Current ratio	2.0	2.0	1.7	1.6	1.8	1.7	1.5	1.5
Day's sales outstanding (Days)	116	122	128	128	125	134	123	143
Liquid assets / total assets (%)	51%	48%	44%	38%	38%	37%	35%	32%
Liquid assets / total sales ratio	3.5	3.4	3.1	2.6	2.6	2.5	2.4	2.2

*PBT before Exceptional Gains

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For any queries mail
us at

 investors@onmobile.com

