



ONMOBILE GLOBAL LIMITED  
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May 30, 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 Fourth Quarter of Full Year Fiscal 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 Fourth Quarter of Fiscal Year 2023 Results

### Challenges Arena: Growth momentum continued; revenue grew 22x since its launch and 66 cumulative customer agreements by Q4FY23

**Bengaluru, 30th May 2023:** OnMobile Global Limited ("OnMobile"), the global leader in mobile entertainment, today announced the financial results for the Fourth quarter and Full year FY23 ended March 31, 2023.

#### Highlights:

- Challenges Arena: Revenue increased by 178% on a YoY basis and grew 22x over the last 8 quarters
- Challenges Arena: 66 cumulative customer confirmations and 42 customers live as on Q4FY23
- Challenges Arena: 17.56 Mn gross subscribers as on Q4FY23
- Challenges Arena: The Net active base remained stable at 3.1 Mn at the end of Q4FY23
- ONMO B2B: 19 Customers confirmed (4 live). Revenue grew 2x QoQ
- FY23 revenues at INR 5,490 Mn, up by 0.9%; Gross profit at INR 2,780 Mn, a growth of 6.3% YoY basis
- Q4FY23 revenues at INR 1,345 Mn, up by 1.0%; Gross profit stood at INR 702 Mn, a growth of 10.9% YoY basis
- In Q4FY23 Marketing cost grew by 8.5% QoQ and 45.3% YoY primarily due to investments in new launches
- In Q4FY23 Manpower cost decreased by 3.7% QoQ



**Commenting on Q4FY23 results, Sanjay Baweja, CEO & MD, OnMobile, said,** "We recognize that this has not been a good quarter for us, having said that, we have optimized our resources and are scaling up our new products which will reflect in good revenue growth in the current year with much higher profitability. We have launched our first-ever SaaS-based gamification platform 'Gamize' to diversify our portfolio. Our focused execution and ongoing efforts to digitize our core B2B business positions us well to achieve the goal of developing cutting-edge mobile solutions."

**Asheesh Chatterjee, Global Group CFO, said,** "Our Q4 FY23 revenues are up by 1% and gross profit is up by 10.9% on year-on-year basis. Overall profitability declined due to one-time severance cost which will contribute to higher profitability and efficiency in the coming months. Gaming vertical constitutes 12% of FY23 gross revenues. CA and ONMO are going as per plan and we are poised for further growth in the upcoming quarters."

**Consolidated Financial Press Release:**

**Statement of audited consolidated results for the quarter and year ended March 31, 2023**

*Amount in Rs Millions except data per share*

Sl. No	Particulars	Quarter ended			Year ended	
		March 31, 2023 (Audited) (Ref Note 11)	December 31, 2022 (Unaudited)	March 31, 2022 (Audited) (Ref Note 11)	March 31, 2023 (Audited)	March 31, 2022 (Audited)
1	Revenue from Operations					
	Telecom Value Added Services	1,282.00	1,308.85	1,271.58	5,251.65	5,195.44
	Other income (net)	(12.32)	72.11	11.97	107.06	72.12
	<b>Total Income</b>	<b>1,269.68</b>	<b>1,380.96</b>	<b>1,283.55</b>	<b>5,358.71</b>	<b>5,267.56</b>
2	Expenses					
	(a) Content fee and royalty	562.52	598.74	621.63	2,431.06	2,530.17
	(b) Contest expenses	(18.66)	17.53	16.69	32.90	48.72
	(c) Cost of software licenses and others	31.39	29.67	15.94	136.50	112.03
	(d) Employee benefits expenses	320.72	333.20	278.16	1,339.06	1,230.64
	(e) Finance costs	2.50	0.12	2.04	5.95	7.48
	(f) Depreciation and amortisation expenses	25.77	26.63	25.23	102.58	103.72
	(g) Marketing expenses (Refer note 10)	245.19	192.52	146.32	754.52	398.17
	(h) Other expenses	120.26	112.19	106.27	432.74	423.37
	<b>Total expenses</b>	<b>1,289.69</b>	<b>1,310.60</b>	<b>1,212.28</b>	<b>5,235.31</b>	<b>4,854.30</b>
3	<b>Profit before share of profit/(loss) of associates, exceptional items and tax (1 - 2)</b>	<b>(20.01)</b>	<b>70.36</b>	<b>71.27</b>	<b>123.40</b>	<b>413.26</b>
4	<b>Share of profit/(loss) of associates</b>	<b>(0.26)</b>	<b>0.16</b>	<b>-</b>	<b>0.14</b>	<b>1.04</b>
5	<b>Profit before tax and exceptional items (3+4)</b>	<b>(20.27)</b>	<b>70.52</b>	<b>71.27</b>	<b>123.54</b>	<b>414.30</b>
6	Exceptional items - net (Refer note 7)	(51.64)	-	-	(51.64)	57.22
7	<b>Profit before tax (5+6)</b>	<b>(71.91)</b>	<b>70.52</b>	<b>71.27</b>	<b>71.90</b>	<b>471.52</b>
8	Tax expense					
	(a) Current tax	(9.53)	36.93	23.37	53.61	132.47
	(b) Earlier year provision	(10.60)	-	(12.90)	(10.60)	(12.90)
	(c) Deferred tax	(18.62)	(9.53)	14.13	(27.03)	27.39
	(d) Minimum Alternate Tax (MAT) credit entitlement	(11.96)	2.22	-	(11.96)	-
	<b>Total tax</b>	<b>(50.71)</b>	<b>29.62</b>	<b>24.60</b>	<b>4.02</b>	<b>146.96</b>
9	<b>Profit for the period / year (7-8)</b>	<b>(21.20)</b>	<b>40.90</b>	<b>46.67</b>	<b>67.88</b>	<b>324.56</b>
10	Other comprehensive income					
	A. (i) Items that will not be reclassified to profit or loss (Refer Note 8)	(1.68)	-	5.25	(1.54)	197.56
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.49	-	0.07	0.45	(46.14)
	B. (i) Items that will be reclassified to profit or loss	(58.47)	156.38	(26.13)	36.92	(118.96)
	(ii) Income tax relating to items that will be reclassified to profit or loss	(0.08)	-	(0.98)	0.18	(0.18)
	<b>Other comprehensive income</b>	<b>(59.74)</b>	<b>156.38</b>	<b>(21.79)</b>	<b>36.01</b>	<b>32.28</b>
11	<b>Total comprehensive income for the period/ year (9+10)</b>	<b>(80.94)</b>	<b>197.28</b>	<b>24.88</b>	<b>103.89</b>	<b>356.84</b>
12	<b>Profit attributable to:</b>					
	Owners of the Company	(21.38)	40.59	46.67	67.27	324.56
	Non-controlling interests	0.18	0.31	-	0.61	-
		<b>(21.20)</b>	<b>40.90</b>	<b>46.67</b>	<b>67.88</b>	<b>324.56</b>
13	<b>Total comprehensive income attributable to:</b>					
	Owners of the Company	(59.74)	156.38	(21.79)	36.01	32.28
	Non-controlling interests	-	-	-	-	-
		<b>(59.74)</b>	<b>156.38</b>	<b>(21.79)</b>	<b>36.01</b>	<b>32.28</b>
12	Paid up equity share capital (Face value of Rs 10/- each)	1,060.15	1,059.09	1,056.02	1,060.15	1,056.02
13	Other equity				5,485.99	5,471.86
14	Earnings per share (of Rs. 10 each) (not annualised except for year ended March 31, 2023 and March 31, 2022)					
	(a) Basic	(0.02)	0.38	0.43	0.64	3.08
	(b) Diluted	(0.02)	0.39	0.44	0.64	3.05



## **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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