



ONMOBILE GLOBAL LIMITED
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CIN - L64202KA2000PLC027860
Email - investors@onmobile.com

www.onmobile.com

August 7, 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- Q1 FY 2023-24

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 ended June 30, 2023, 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

August 8th, 2023



Key Highlights

- Revenue at INR 1396 Mn up 3.8% QoQ basis
- Gross profit increased by 9.9% on QoQ basis; Improved Gross Profit margins up 56.3% from 54.8%
- EBITDA increased to INR 123 Mn up ~500% on QoQ and up 58.5% YoY basis
- PAT increased to INR 98 Mn (margin 7.2%)
- Revenue from Challenges Arena has grown close to 22x in the last 9 quarters. 73 cumulative customer agreements for Challenges Arena by Q1FY24 (54 live)
- Revenue from ONMO stood at INR 62 Mn in Q1 up by 18% QoQ and 13x on YoY basis. 25 customers confirmed as on Q1FY24 (10 live)



The future is
GAMING

CHALLENGES ARENA

Tapping into the **Global Trivia Gaming Market**

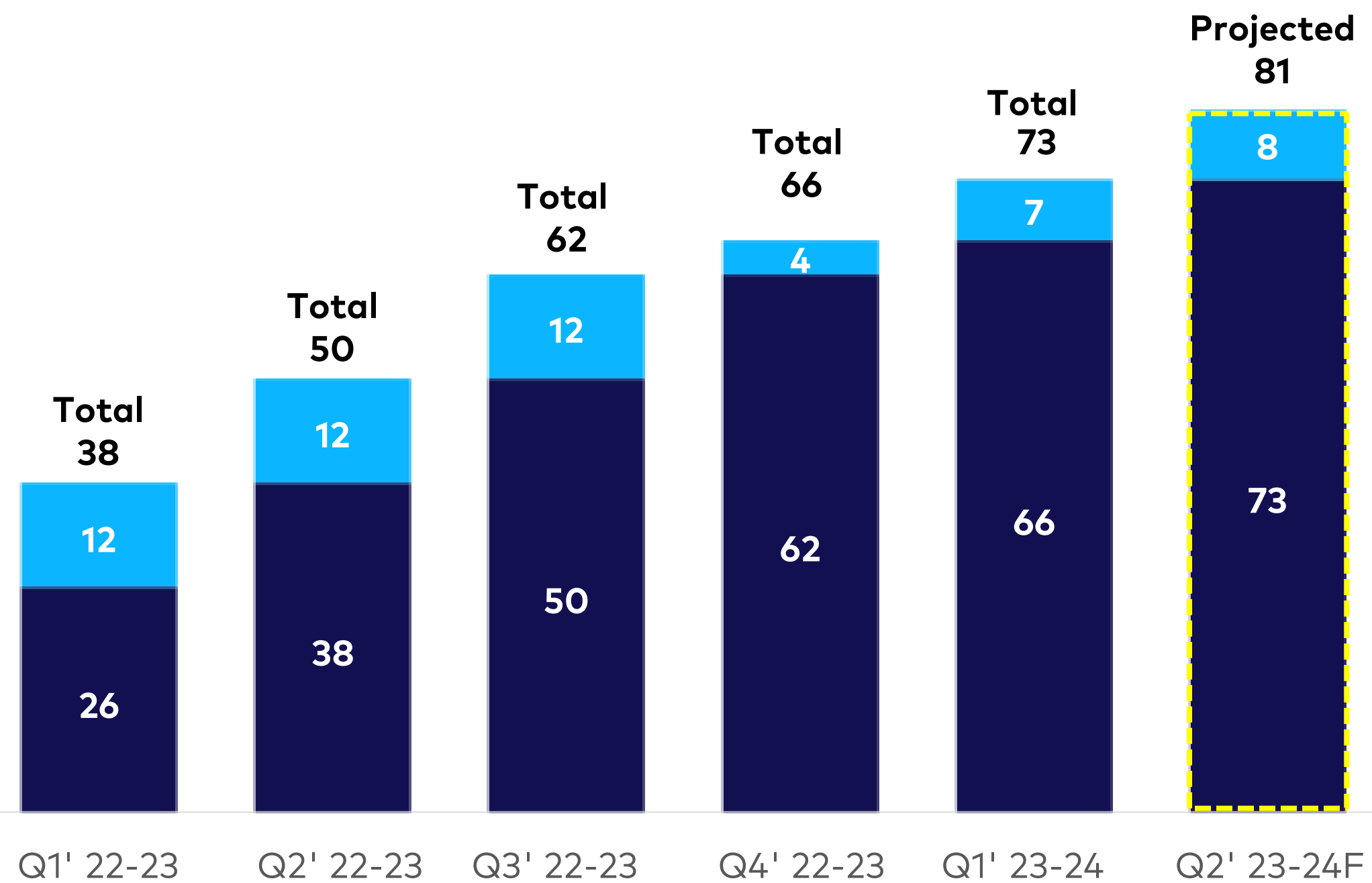


Challenges Arena: Quarter wise progress – Customer Confirmation and Live Customer (Q2 FY24 projected)



CUSTOMER CONFIRMATION

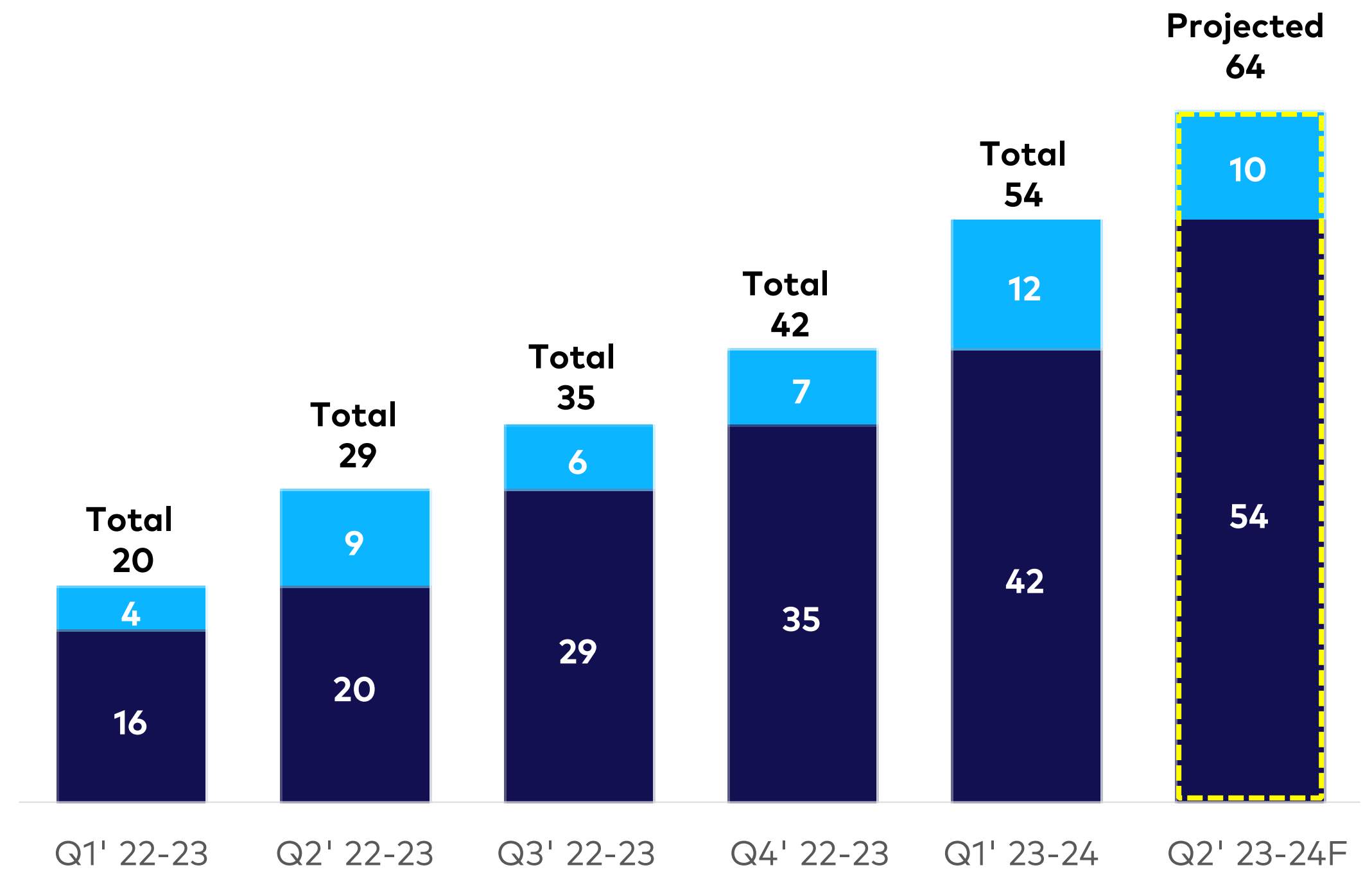
■ Customer confirmation ■ Signed during the quarter



Out of 73 confirmed operators, 57 (78%) are new logos

LIVE CUSTOMERS

■ Cumulative live customers ■ Went live during the quarter



Average target addition of 10 new customers in Q2 FY24F

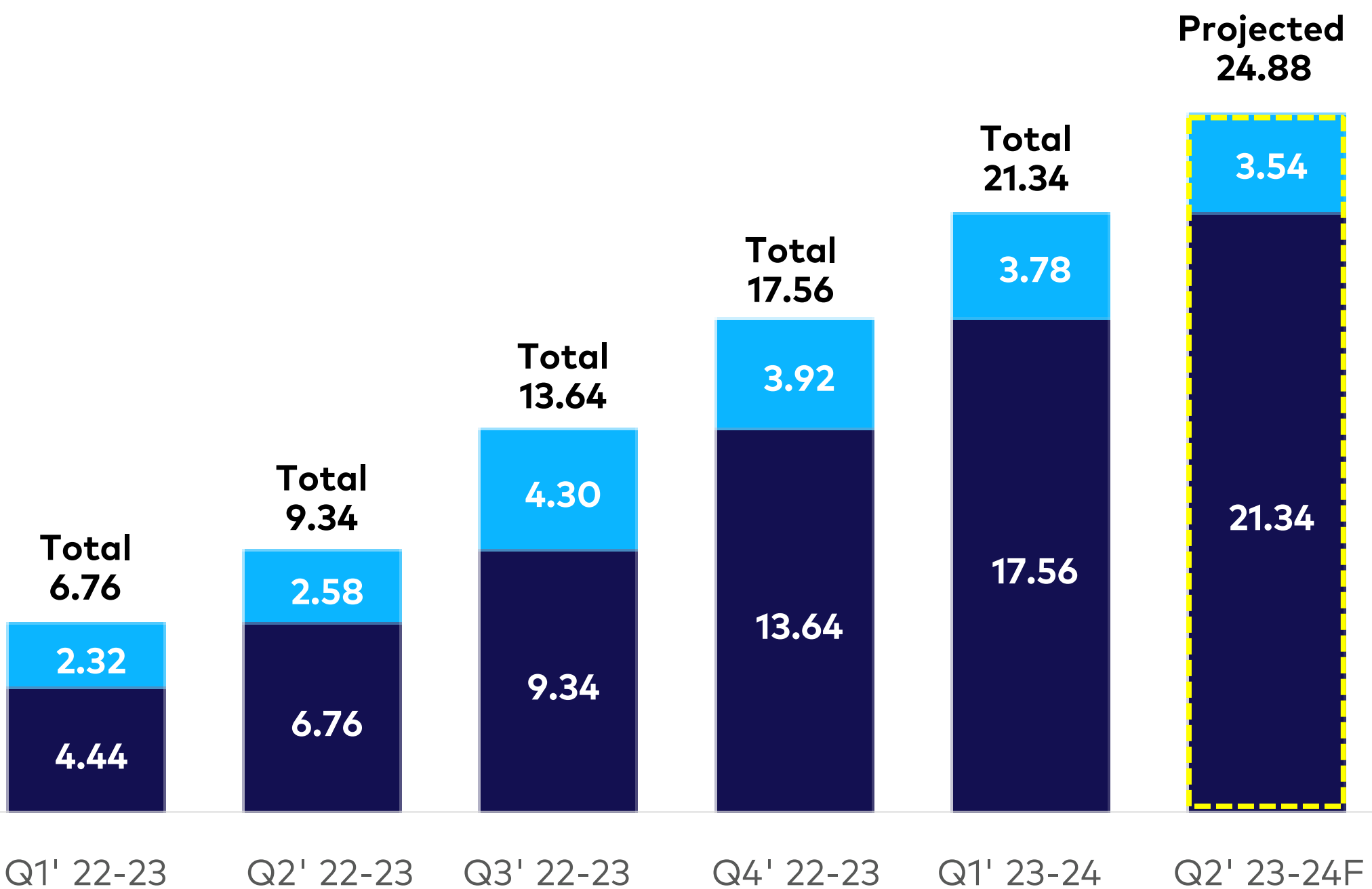
As on 31st Jul'23, Customer confirmations 75, Live customers 56

Challenges Arena: Gross and Net Active Subscribers (Q2 FY24 projected)

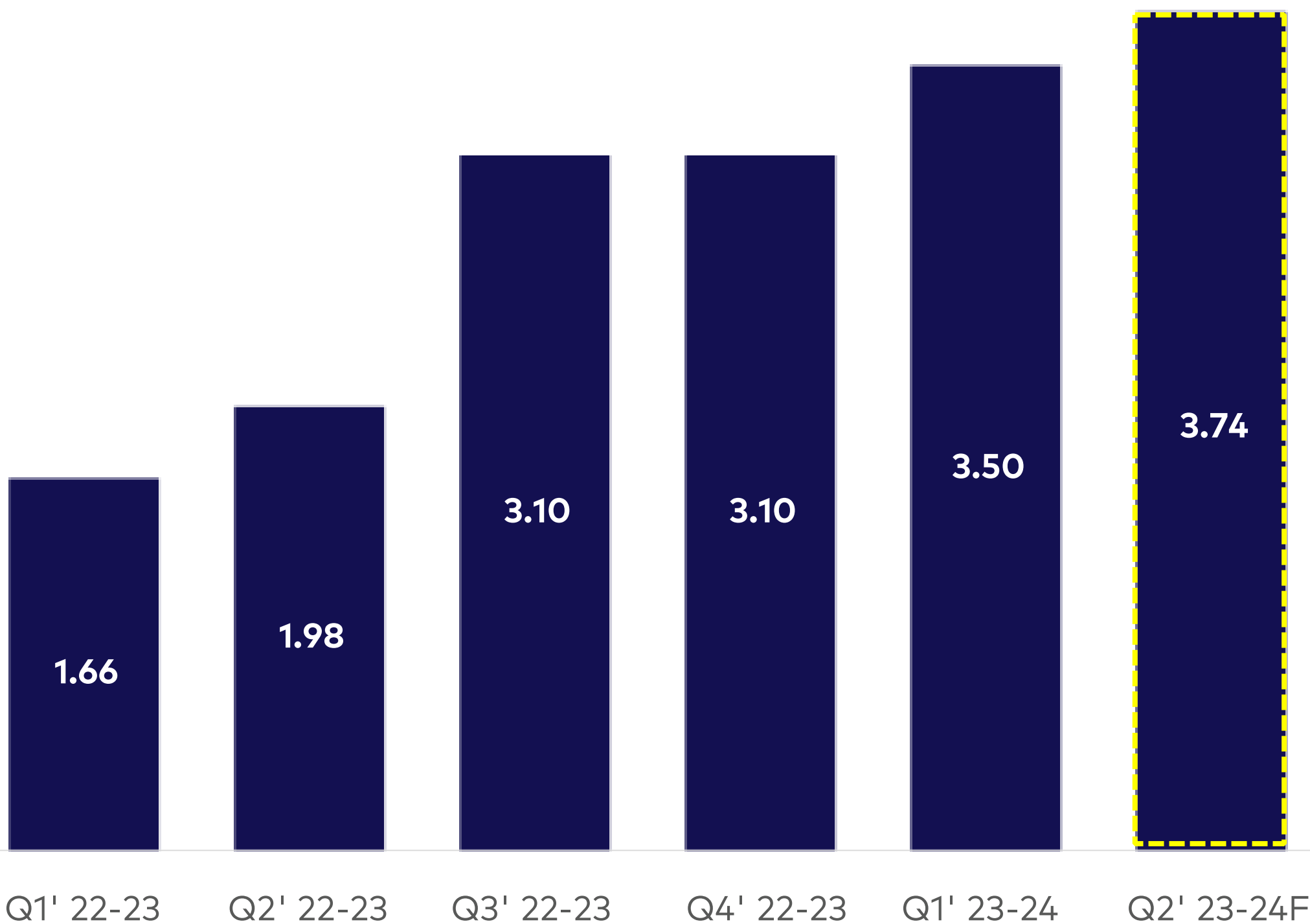


GROSS ADDS

■ Cumulative Gross Adds ■ Added during the quarter



NET ACTIVE SUBSCRIBERS



Increase in Q2 FY24 due to new addition of 12 cust. in Q1 FY24

OMMO[®]

Social Esports
for everyone

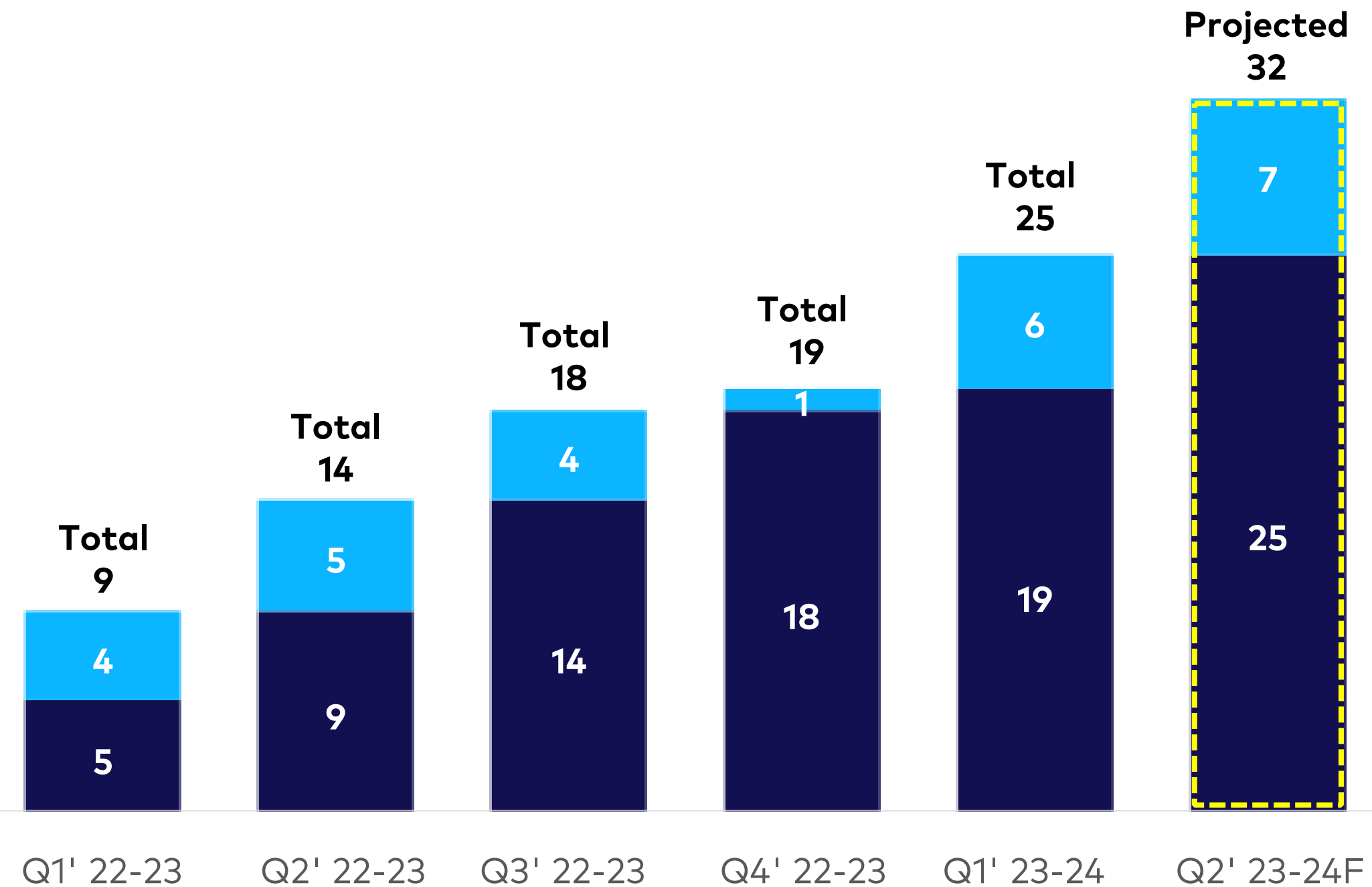


ONMO: Quarter wise progress – Customer Confirmation and Live Customer (Q2 FY24 projected)



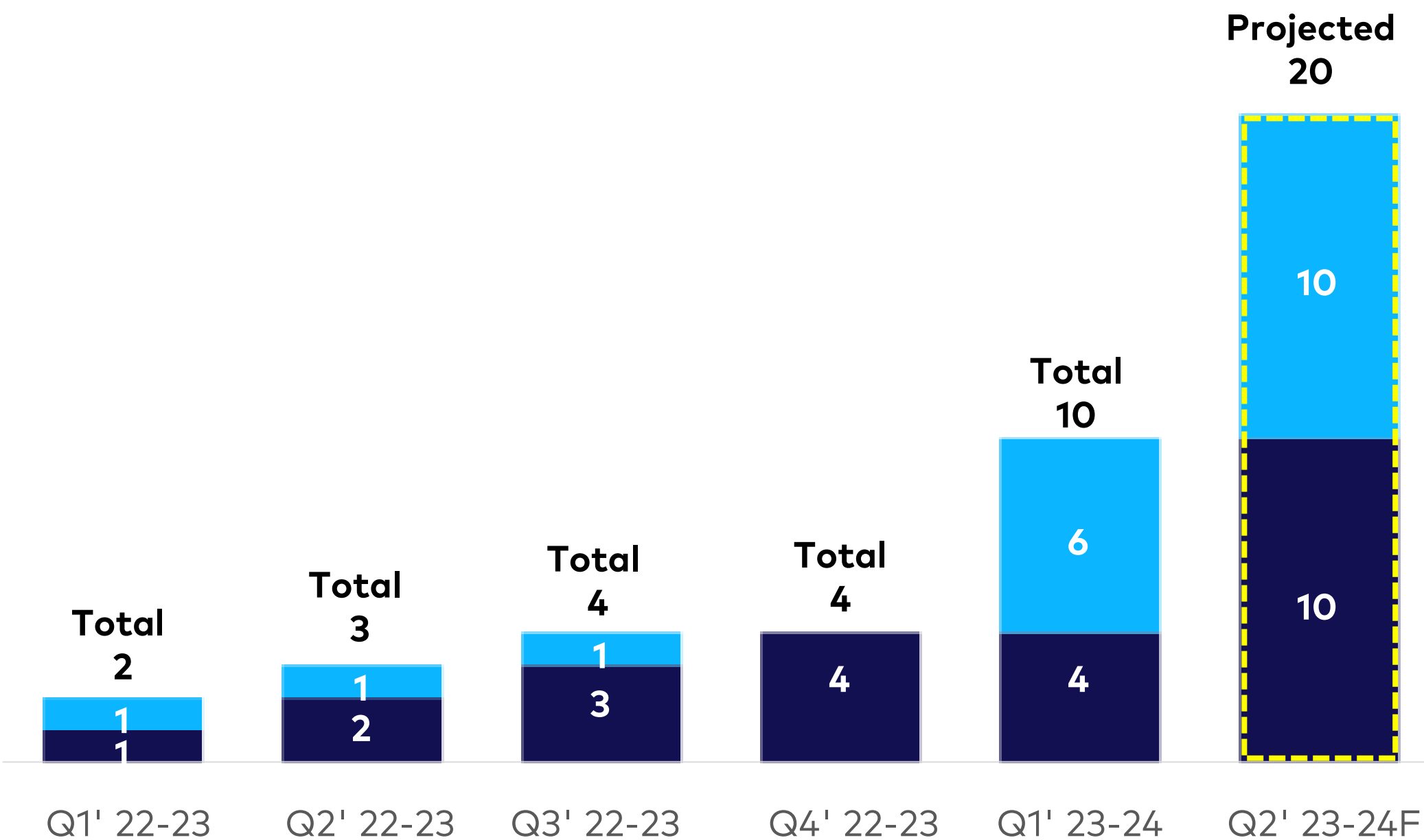
CUSTOMER CONFIRMATION

■ Customer confirmation ■ Signed up during the quarter



REVENUE LIVE CUSTOMERS

■ Cumulative live customers ■ Went live during the quarter



As on 31st Jul'23, Customer confirmations 26, Live customers 12



FINANCIALS

Financial Summary Q1 FY24

Gross Revenue INR 1,396 Mn ■ +3.8% QoQ ■ -1.0% YoY	People cost INR 278 Mn ■ -13.3% QoQ ■ -13.3% YoY	Marketing INR 245 Mn ■ +15.3% QoQ ■ +44.5% YoY	Opex INR 125 Mn ■ -15.8% QoQ ■ -6.4% YoY
EBITDA INR 123 Mn (9.0%) ■ +497.3% QoQ ■ +58.5% YoY	PAT INR 98 Mn (7.2%) ■ +138.7% YoY	CA Revenue INR 187 Mn ■ +1.2% QoQ ■ +2x YoY	ONMO Revenue INR 62 Mn ■ +18.0% QoQ ■ +13x YoY

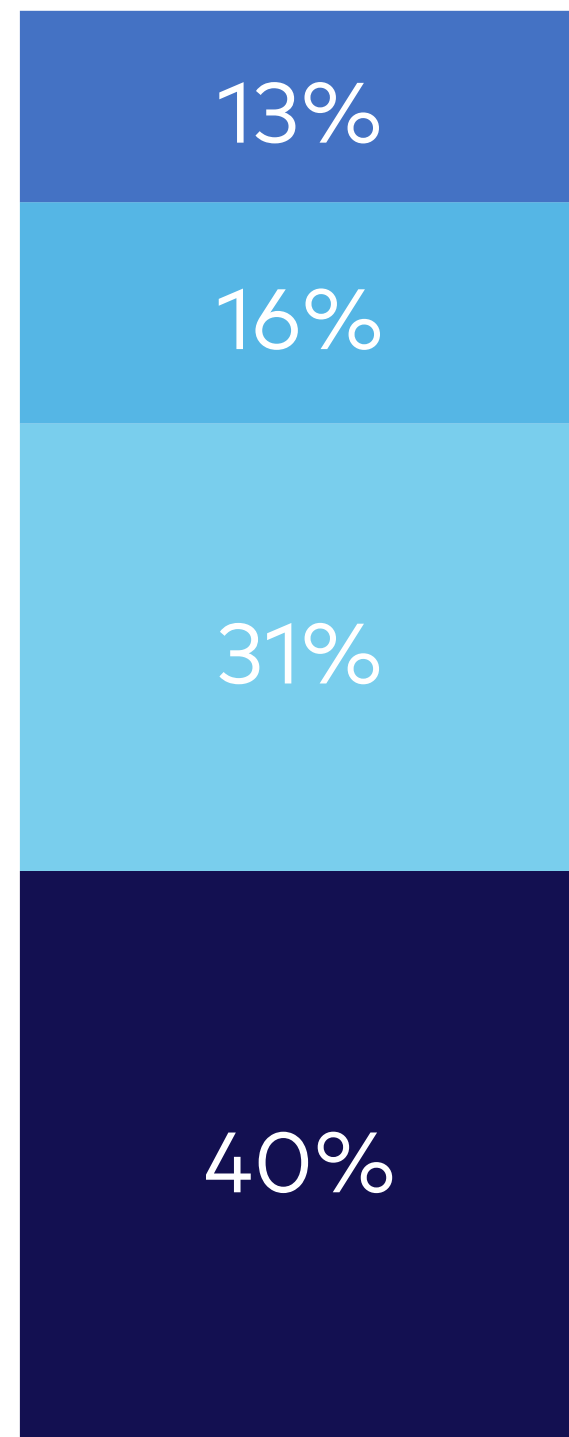
P&L Q1 FY24

P&L(INR Mn)	Q1 FY24	Q4 FY23	QoQ Gr %	Q1 FY23	YoY Gr %
Gross Revenue	1,396	1,345	3.8%	1,410	-1.0%
COGS*	624	643	-2.9%	708	-11.9%
Gross Profit	771	702	9.9%	701	10.0%
Margin (%)	56.3%	54.8%		51.9%	
People Cost	278	321	-13.3%	321	-13.3%
Marketing	245	213	15.3%	170	44.5%
Opex	125	148	-15.8%	133	-6.4%
EBITDA	123	21	497.3%	78	58.5%
Margin (%)	9.0%	1.6%		5.8%	
Depreciation	29	26	11.4%	25	16.0%
Operating Profit	95	(5)	-	53	78.4%
Margin (%)	6.9%	-		3.9%	
Profit After Tax	98	(20)	-	41	138.7%
Margin (%)	7.2%	-		3.0%	
EPS (Diluted)	0.9	(0.2)	-	0.4	137.8%
Cash Profit	137	72	90.4%	67	104.7%

*COGS includes UFF

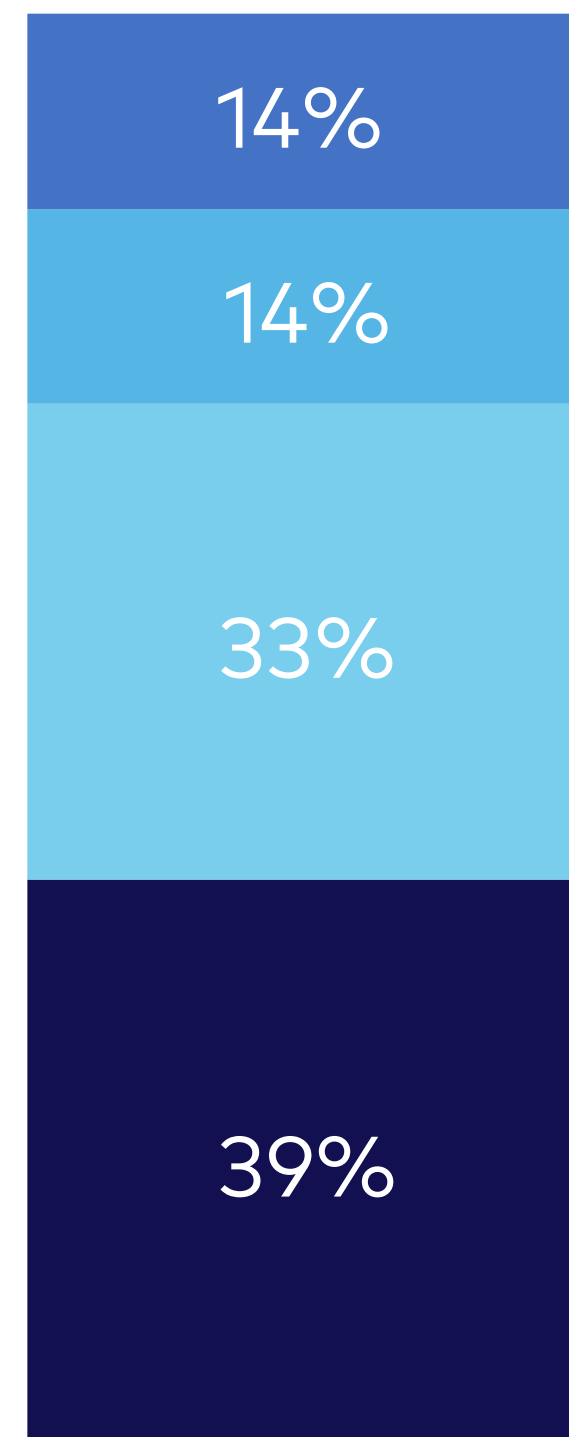
Revenue by Products

Gross Revenue
INR 1,396 Mn



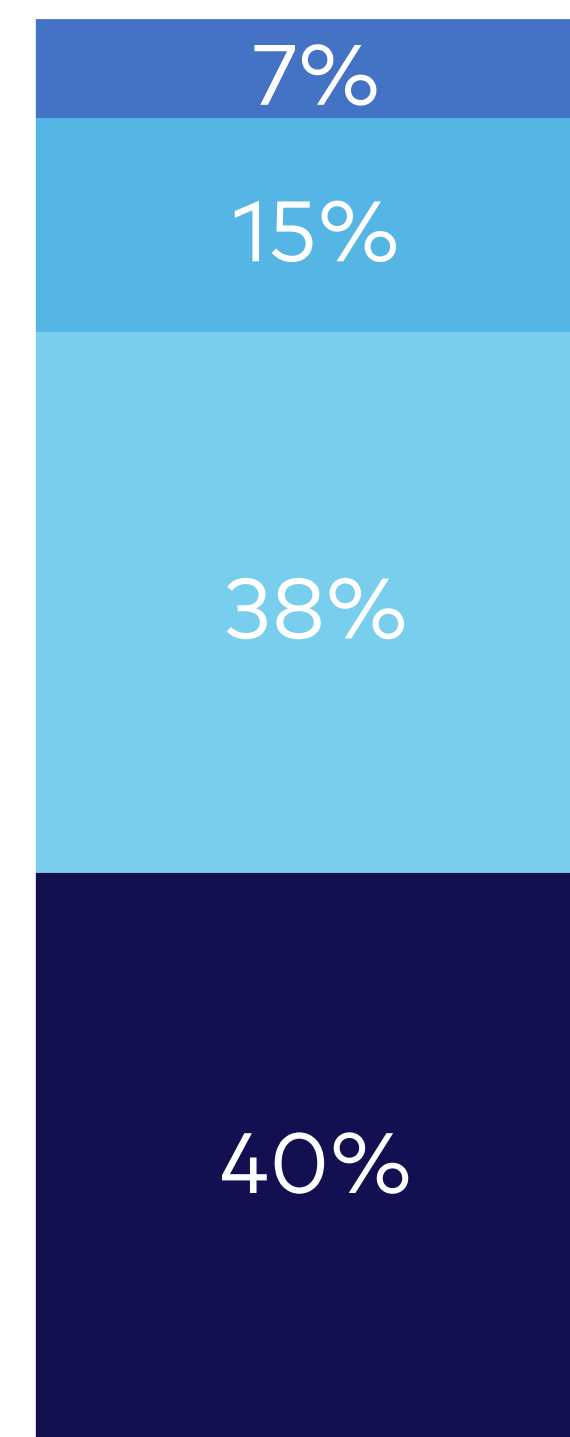
Q1FY24

Gross Revenue
INR 1,345 Mn



Q4FY23

Gross Revenue
INR 1,410 Mn



Q1FY23

- Challenges Arena
- Legacy contest, info etc
- Tones
- Videos

2
33
(12)
28

Cash Position

INR Mn	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
Cash Balance	1,778	1,445	1,352	1,200	1,130	736	864	549

Changes in Q2 due to:-

- a) Customer acquisition cost payment of INR 365 Mn
- b) ONMO Prod devpt cost of INR 109 Mn
- c) RobO 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 160 Mn offset by higher collections

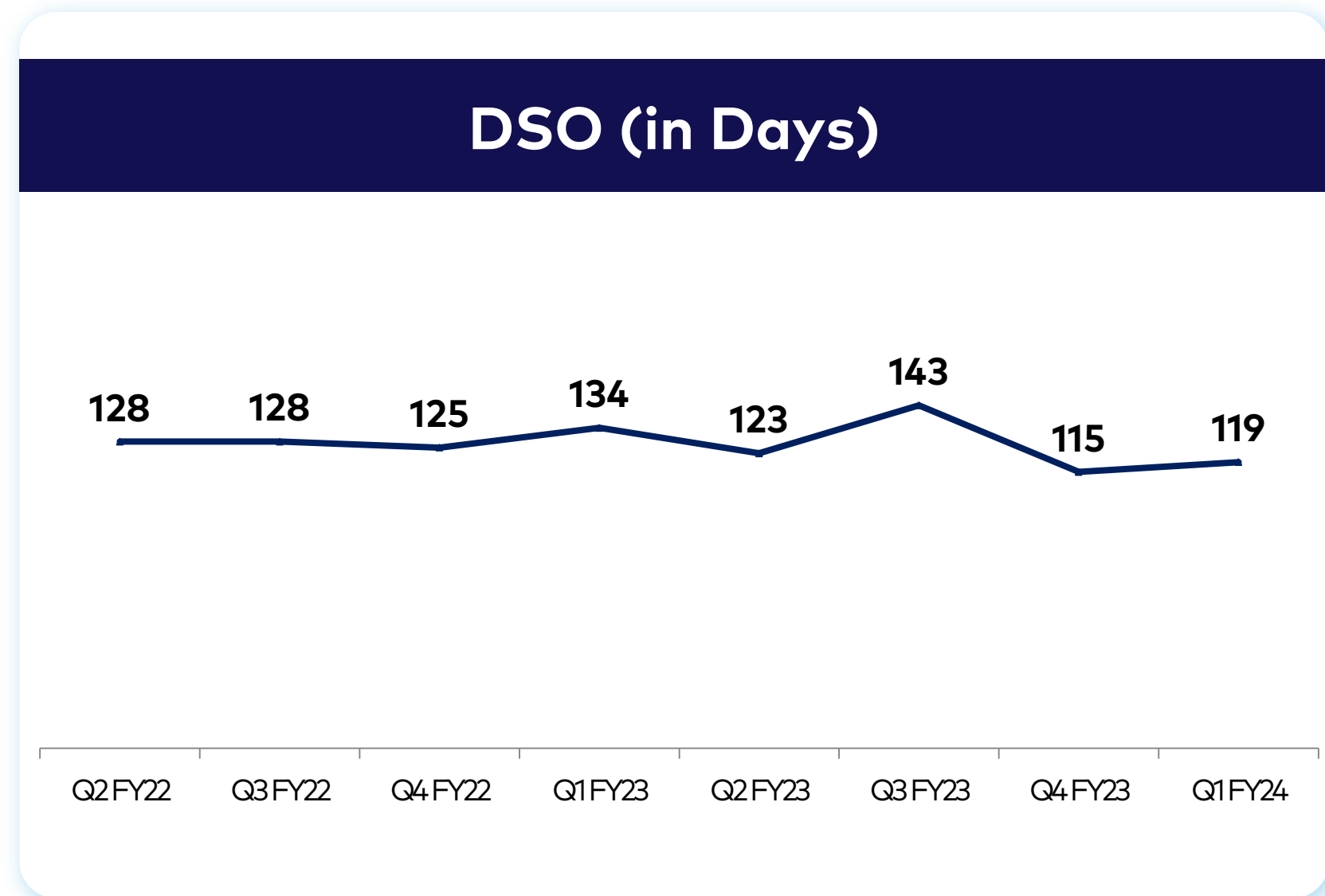
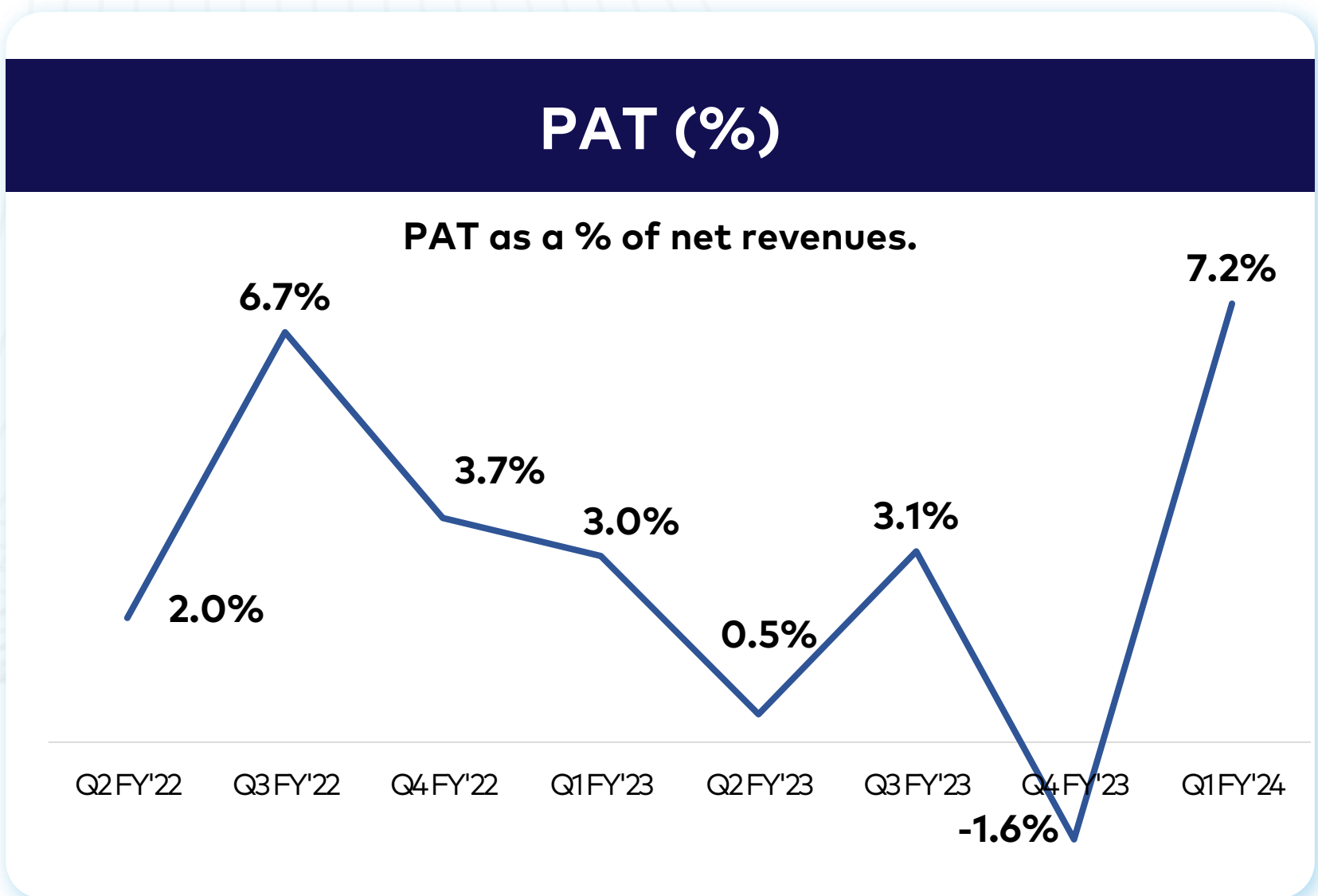
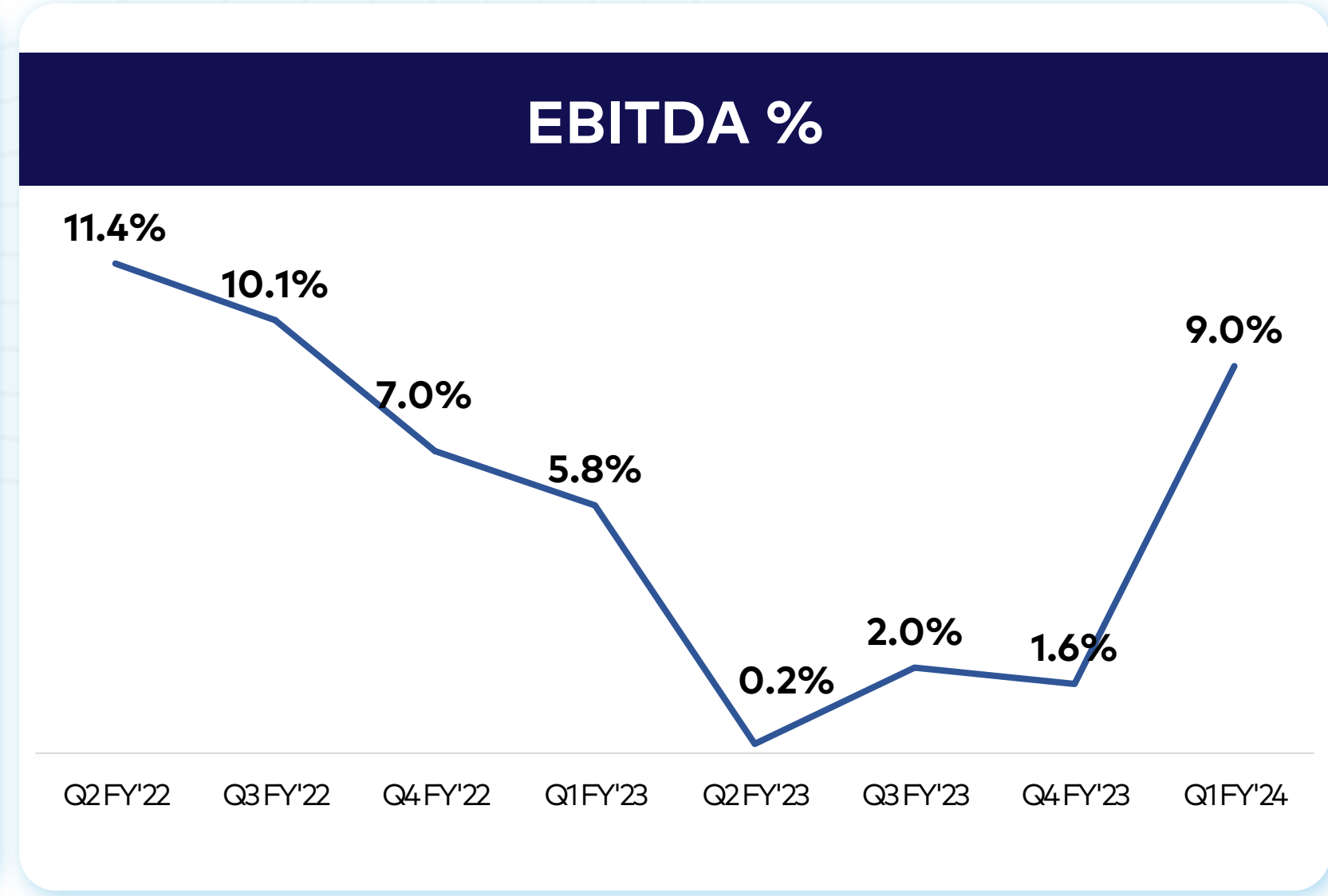
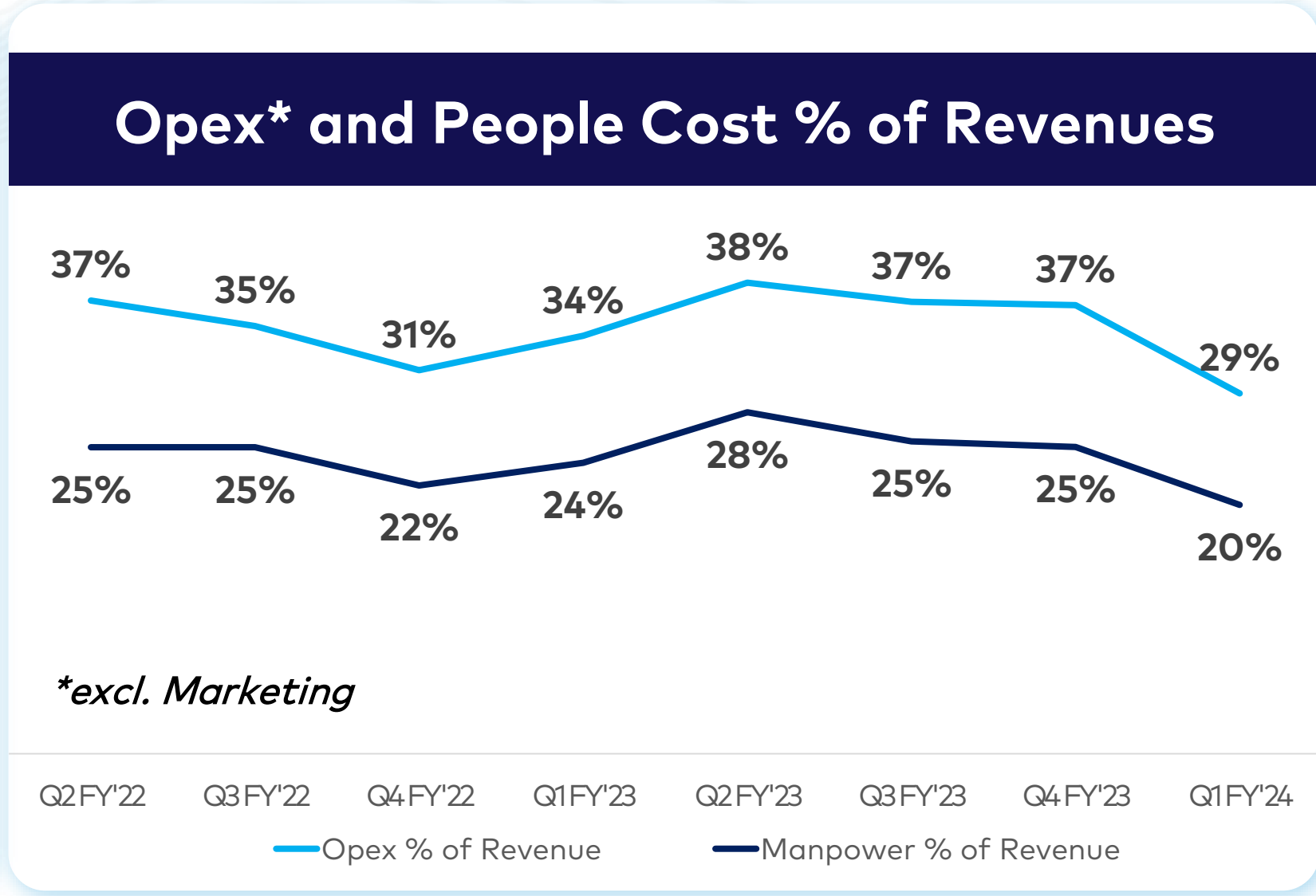
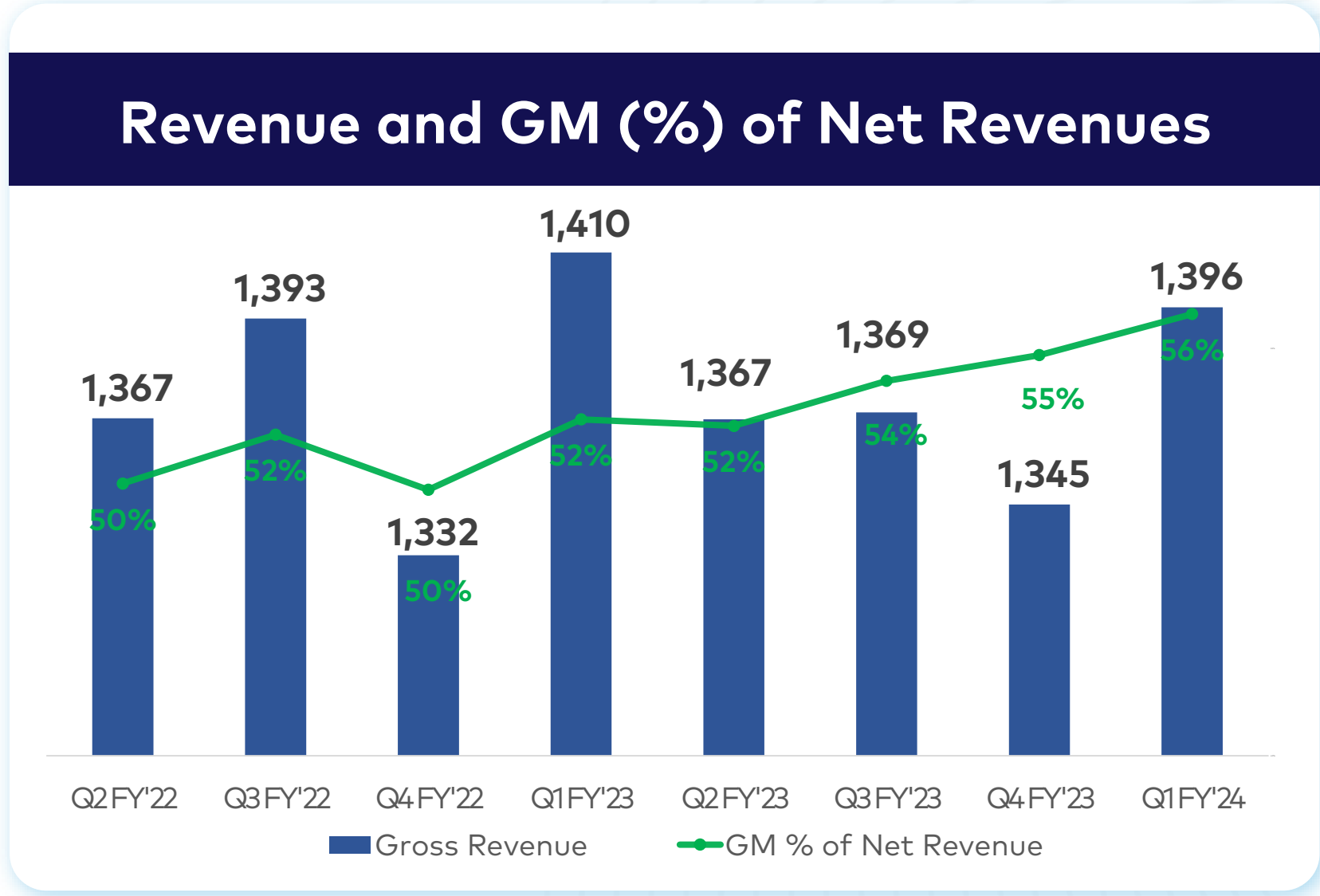
Reduction in Q3 due to Prod devpt cost of INR 199 Mn;
Dividend paid of INR 158 Mn

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

Financial Analysis & Trends: Profit & Loss

In INR Mn



Ratio Analysis

Ratio Analysis

Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24

Profit and Loss

International revenue / revenue	85%	83%	80%	77%	79%	79%	78%	79%
Gross profit / revenue	50%	52%	50%	51%	52%	54%	55%	56%
Revenue per Employee (INR'000)	2,226	2,496	2,382	2,500	2,503	2,507	2,372	2,932
EBITDA per Employee (INR'000)	147	240	160	138	5	48	36	259
Aggregate employee costs / revenue	25%	25%	22%	24%	28%	25%	25%	20%
Profit before tax (PBT) / revenue	4%	9%	6%	4%	1%	5%	-6%	9%

Balance sheet

Current ratio	1.7	1.6	1.8	1.7	1.5	1.5	1.5	1.4
Day's sales outstanding (Days)	128	128	125	134	123	143	115	119
Liquid assets / total assets (%)	44%	38%	38%	37%	35%	32%	29%	27%
Liquid assets / total sales ratio	3.1	2.6	2.6	2.5	2.4	2.2	2.0	1.7

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For any queries mail us at

 investors@onmobile.com

