

ONMOBILE GLOBAL LIMITED
Tower #1, 94/1 C & 94/2,
Veerasandra Village, Attibele Hobli,
Anekal Taluk, Electronic City Phase-1,
Bangalore - 560100, Karnataka,
India
P: +91 80 4009 6000 | F: +91 80 4009 6009
CIN - L64202KA2000PLC027860
Email - investors@onmobile.com
www.onmobile.com

February 02, 2021

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 2020-21

In furtherance to our intimation dated February 01, 2021 please find enclosed the revised Investor presentation for Q3 FY 21, which will be presented by the Company at the Earnings Call scheduled to be held today at 4.30 PM (IST). We regret any inconvenience caused to the Exchanges' in this regard.

Kindly broadcast the same on your website.

Request you to kindly take the same on record.

Yours sincerely,
For OnMobile Global Limited

P. V. Venuprasad



P V Varaprasad
Company Secretary

Encl: a/a



Investor Presentation

February 02, 2021



Agenda

1. Company Overview
2. Products & Solutions
3. Financials

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 OnMobile Global Limited’s (OnMobile Global or the Company) future business developments and economic performance.

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 Global undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

1. Company Overview

onmobile

Global presence and scale in mobile entertainment

2.84 Billion

consumer reach

1.49 Billion

digital reach

84.28 Million

monthly active users

143 Customers

across the globe

17.97 Million

app installs

74 Countries

global presence

OnMobile provides end-to-end mobile entertainment solutions that include platform, apps, content partnerships, and professional services to carriers across the globe



Products & Strategy

B2B PRODUCTS

Digitized core products and operating model

- Tones
- Contests
- CVAS/ Videos

TECH INVESTMENTS

Invested in AI & Cloud Streaming

- Rob0
- Appland

B2C PRODUCT

Cloud gaming beta launch in Q1 FY '22

- Social
- Cloud Streaming
- eSports
- AI

Key Management

François-Charles Sirois

EXECUTIVE CHAIRMAN

François-Charles Sirois is currently President & CEO of Telesystem, a family-owned media & technology holding, Executive Chairman of OnMobile Global, and Chairman of Zone 3, one of Canada's largest creator and producer of content.

François-Charles Sirois is also co-founder of Stingray Digital Group and has more than 20 years of experience in corporate mergers, acquisitions & venture capital.

Before joining Telesystem, Mr. Sirois started his career building start-up companies in e-commerce and mobile payment services.

Krish Seshadri

CHIEF EXECUTIVE OFFICER

Krish joined OnMobile in August 2020 as CEO. He has two decades experience in consumer internet & tech space across US, Europe, APAC & Middle East

Most recently, he was CEO of Monster.com's APAC and Middle East operations.

Previously, he held leadership roles at gaming pioneer Zynga, Facebook & content leader AOL-Verizon

He has an engineering degree from Stanford University and MBA from London Business School

Sanjay Baweja

GLOBAL GROUP CFO

Sanjay was Independent Director on OnMobile's Board from September 2015. In May 2020, Board appointed him as Global Group CFO of OnMobile.

Sanjay has extensive experience in strategy, finance and Investor relations across sectors.

Previously, he was Group President at Bhartiya group, Group CFO at Suzlon, Flipkart and Tata Communications.

Sanjay is a Chartered Accountant and Cost and Work Accountant.

Sanjay Bhambri

CHIEF OPERATING OFFICER

Sanjay is a global leader with deep expertise in leading sales & operations across industries.

He re-joined OnMobile in 2012, as Regional VP and played a critical role in driving growth in India, APAC & Middle East & Africa.

Prior to this, he was in leadership roles at Enzen Global Solutions and Hughes Network.

Sanjay has an MBA from FMS and holds an executive certification from Harvard Business School.

Investment Rationale

Stability and dominance in current products

- Global Reach
- Dominating market share in Tones business

Investing in transformational mobile sectors

- Investment and focus on cloud and social gaming, a massive opportunity
- Emerging turnaround story

Financials

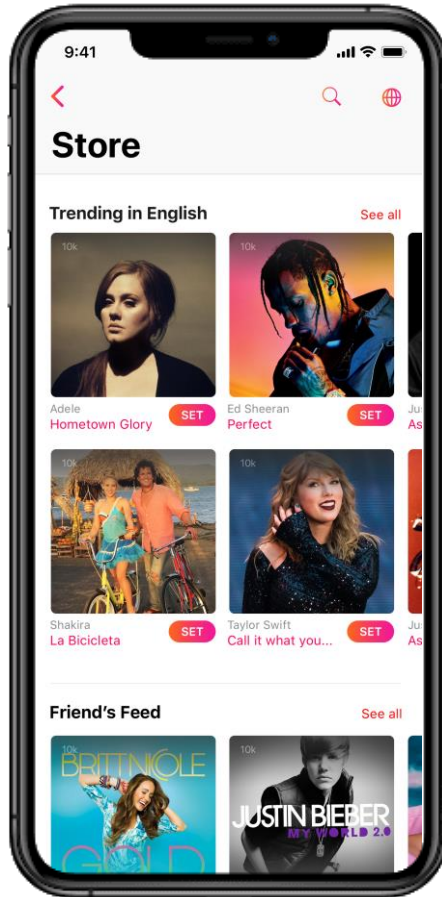
- Solid cash position
- Healthy cash flow from operations
- Debt free
- High dividend yield

2. Products & Solutions

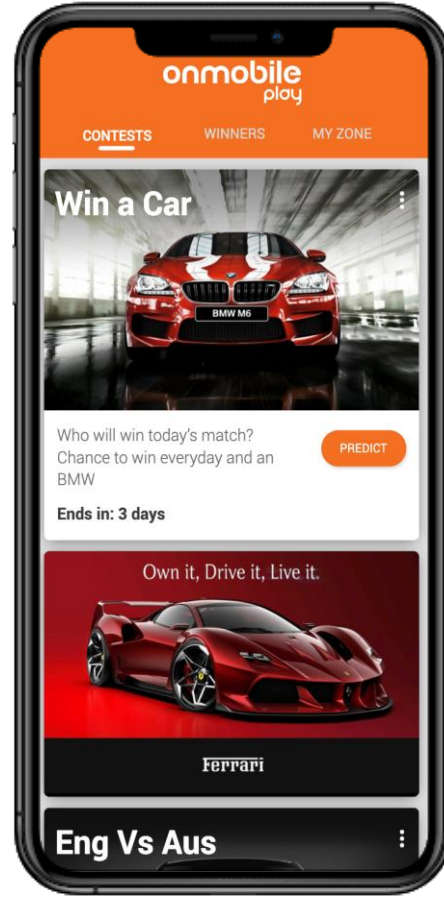


Core B2B Products deployed at carriers

TONES



CONTESTS



VIDEOS & EDITORIAL

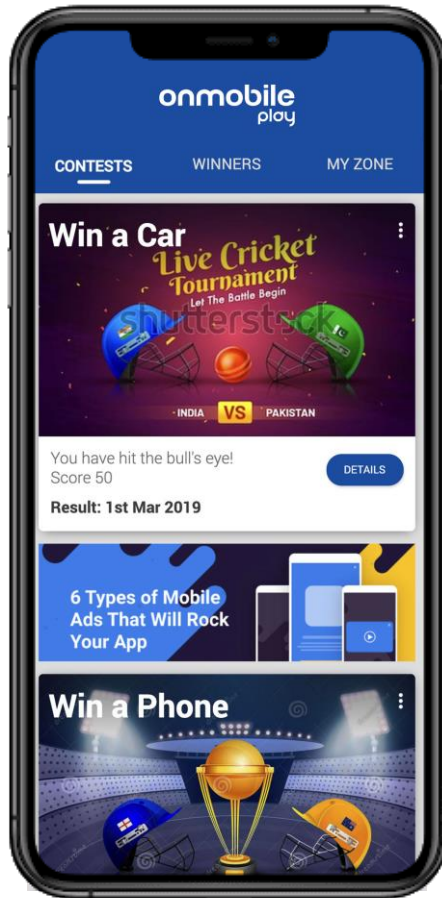


GAMES

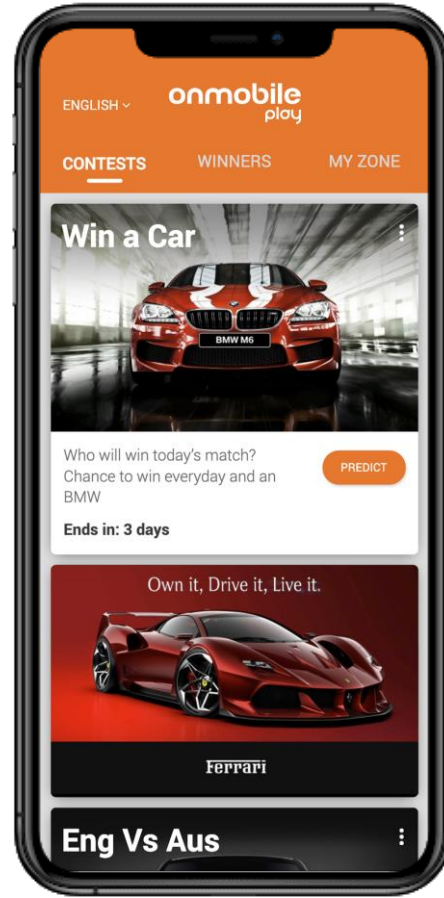


B2B Products deployed with non-telco/ digital players

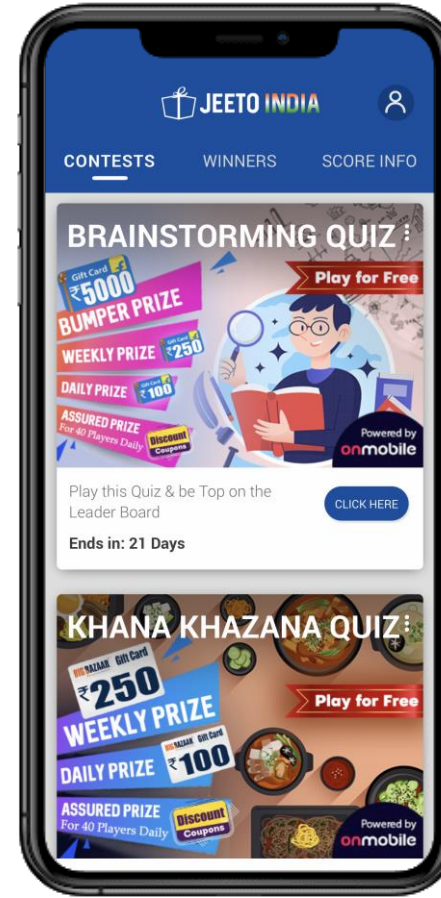
Samsung Galaxy



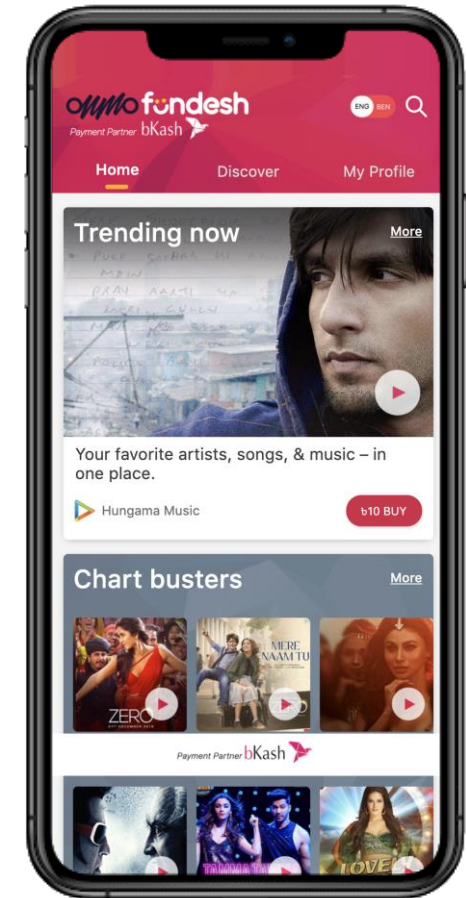
Micromax



PhonePe

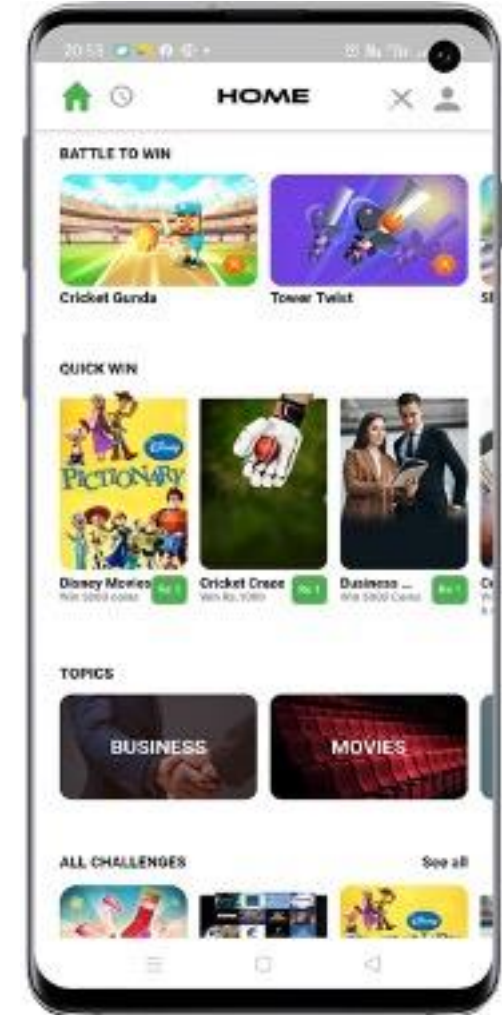


bKash



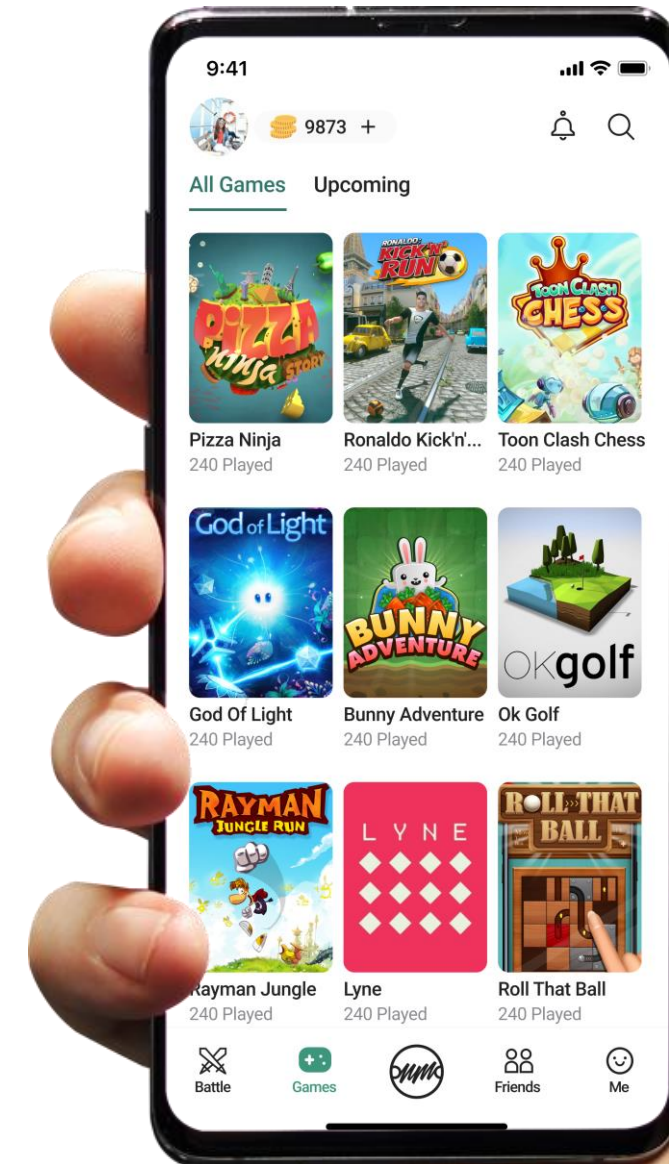
Challenges Arena is a Quiz Contest app on Android and iOS where you can challenge friends on various quiz and games

- Thousands of quiz questions – text, pics, audio video
- Play quiz challenges and get ranked
- Battle with opponents and get ranked
- Monetization model: subscription + advertisements
- Launching with one telco in India in Feb '21
- Launching with telcos internationally in Q1FY '22



ONMO is a B2C cloud gaming platform where you can instantly play curated game moments/ battles with friends

- Play Instantly. No downloads
- Thousands of curated, best game
- Co-Play with friends
- Battle & compete with friends
- Launching B2C
 - Completed alpha launch Dec '20/ Jan '21
 - Beta of MVP Q1 FY '22
 - Launch with monetization Q2 FY '22
- Launching B2B with telcos starting Q2 FY '22
- Monetization model: eSports and subscription



3. Financials



Financial Highlights

- Gross Revenues continues to remain stable QoQ.
- Manpower cost reduced by 4.9% QoQ.
- Marketing cost lower mainly in Europe QoQ.
- EBITDA grew by 15.2% QoQ and 2x YoY, to INR 177 Mn with the margin of 12.7% during the quarter aided by above 2 parameters.
- Operating Profits grew by 19.4% QoQ and 91.8% YoY.
- PAT at INR 120 Mn grew by 54.3% QoQ and almost 2x YoY basis.
- Cash stood at INR 2,736 Mn in Q3FY21 vs INR 2,323 MN at the end of Q2FY21.
- DSO improved to 120 days in Q3FY21 vs 140 days in Q2FY21.
- For 9 months ended period, Revenue remains stable. EBITDA, Operating Profit and PAT grew by 106%, 209% and 228% respectively over last year.

P&L Q3 FY21

P&L(INR Mn)	Q3 FY21	Q2 FY21	QoQ Gr %	Q3 FY20	YoY Gr %
Gross Revenue	1,461	1,462	(0.1)%	1,488	(1.9)%
Less Customer acquisition cost as per the new contract	(63)	(62)	1.3%	(57)	10.4%
Net Revenue	1,398	1,400	(0.1)%	1,432	(2.4)%
Content	667	654	1.9%	636	4.9%
Other COGS	19	14	30.8%	15	23.3%
Gross Profit	712	731	(2.6)%	781	(8.7)%
Margin (%)	51.0%	52.2%		54.5%	
Manpower Cost	347	365	(4.9)%	390	(11.1)%
Severance cost	8	3	124.2%	9	(11.6)%
Marketing Cost	69	82	(16.1)%	77	(10.9)%
Other Opex	112	127	-12.1%	194	(42.3)%
EBITDA	177	154	15.2%	111	60.0%
Margin (%)	12.7%	11.0%		7.7%	
Depreciation	33	33	(0.1)%	36	(7.4)%
Operating Profit	144	121	19.4%	75	91.8%
Margin (%)	10.3%	8.6%		5.3%	
Other Income	15	15	(1.9)%	20	(24.4)%
Exchange gain (Loss)	2	(19)	(109)%	3	(47)%
Profit before Tax	161	117	38.1%	98	63.8%
Tax	41	39	5.7%	33	23.8%
Profit After Tax	120	78	54.3%	65	84.1%
Profit / (Losses)from Associates	(7)	(2)	298.0%	-	100.0%
Profit attributable to Group	113	76	48.9%	65	73.9%
Margin (%)	8.1%	5.4%		4.6%	
Cash Profit	146	109	34.1%	101	45.2%

P&L 9M FY21

P&L(INR Mn)	Dec'20 YTD	Dec'19 YTD	Change	Gr %
Gross Revenue	4,391	4,367	24	0.5%
Less Customer acquisition cost as per the new contract	(185)	(135)	(50)	37.0%
Net Revenue	4,206	4,232	(26)	(0.6)%
Content	1,981	1,850	131	7.1%
Other COGS	44	49	(5)	(10.6)%
Gross Profit	2,181	2,333	(151)	(6.5)%
Margin (%)	51.9%	55.1%		
Manpower Cost	1,044	1,210	(166)	(13.8)%
Severance cost	18	44	(26)	(59.0)%
Marketing Cost	203	231	(29)	(12.4)%
Other Opex	388	590	(202)	(34.2)%
EBITDA	529	257	272	105.8%
Margin (%)	12.6%	6.1%		
Depreciation	100	118	(19)	(15.7)%
Operating Profit	429	139	290	209.2%
Margin (%)	10.2%	3.3%		
Other Income	54	72	(17)	(24.0)%
Exchange gain (Loss)	(13)	(10)	(3)	28%
Profit before Tax	470	200	270	135.0%
Tax	152	103	49	47.2%
Profit After Tax	319	97	221	228.2%
Profit / (Losses)from Associates	(8)	-	(8)	100.0%
Profit attributable to Group	310	97	213	219.6%
Margin (%)	7.4%	2.3%		
Cash Profit	410	215	195	90.4%

Financial Summary Q3 FY21

Gross Revenue

INR 1,461 Mn

↓ 1.9% YoY
↔ Flat QoQ

Gross Profit

INR 712 Mn

↓ 8.7% YoY
↓ 2.6% QoQ
Gross Profit Margin 51.0%

EBITDA

INR 177 Mn

↑ 60.0% YoY
↑ 15.2% QoQ
EBITDA Margin 12.7%

Operating Profit

INR 144 Mn

↑ 91.8% YoY
↑ 19.4% QoQ
Op. Profit Margin 10.3%

PAT

INR 120 Mn

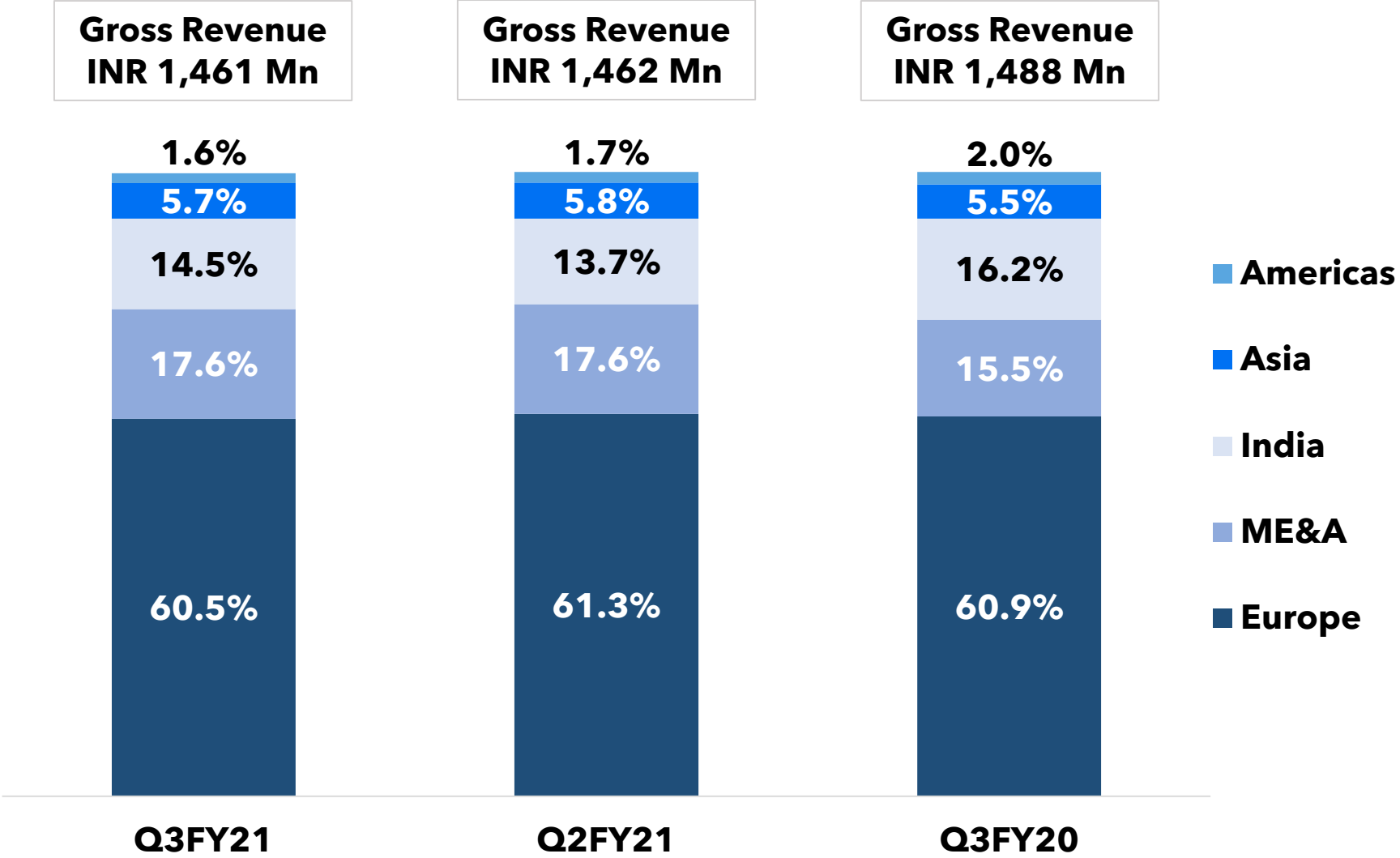
↑ 84.1% YoY
↓ 54.3% QoQ
PAT Margin 8.6%

Net Cash

INR 2,736 Mn

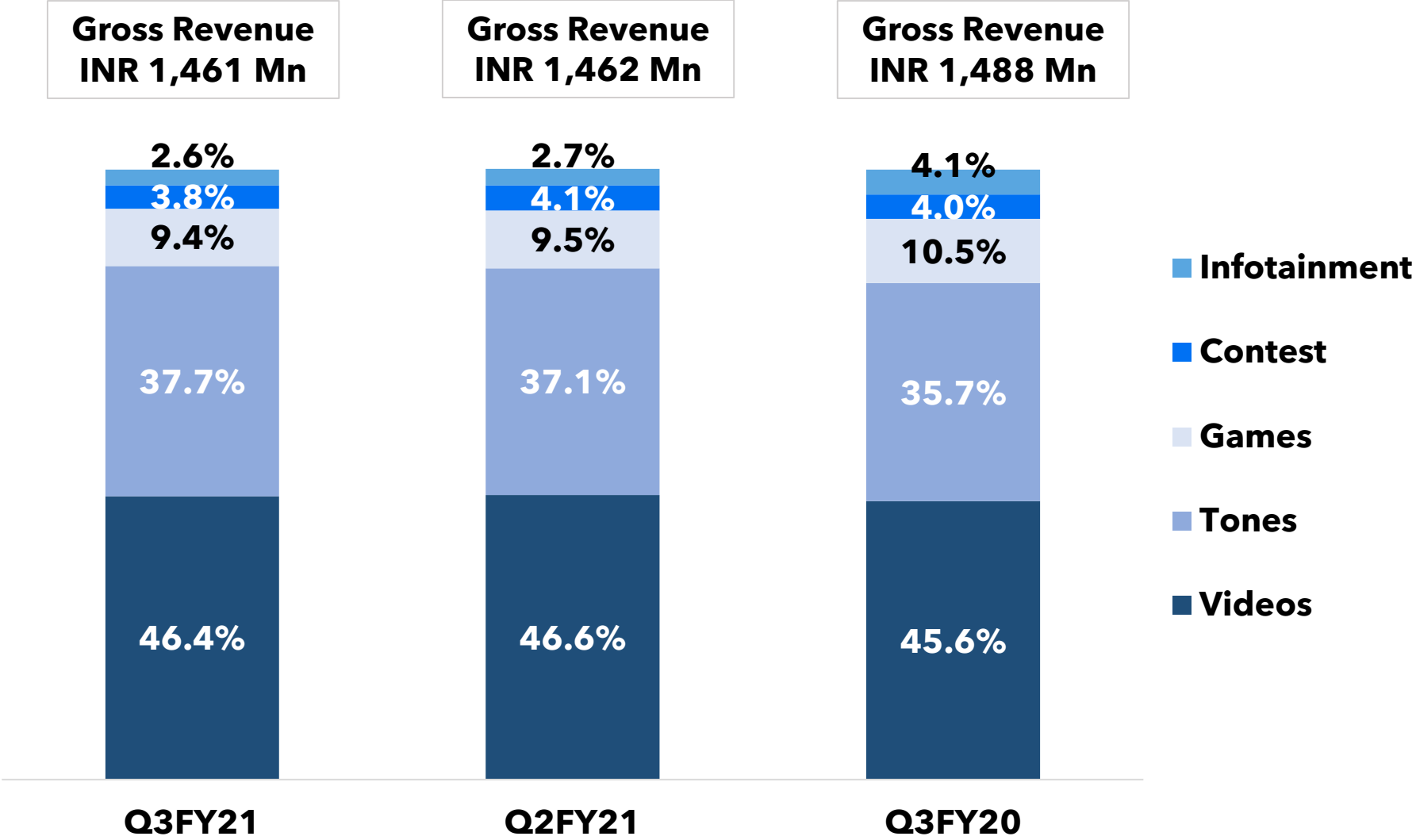
↑ INR 413 Mn

Revenue by Geography



Note: Americas include - Latin America and North America

Revenue by Products



Cash position

INR Mn	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
Gross Cash	2,723	2,510	2,344	2,525	2,745	2,659	2,323	2,736
Less: Total Debt	-	-	-	-	-	-	-	-
Net Cash	2,723	2,510	2,344	2,525	2,745	2,659	2,323	2,736

Contract acquisition cost paid in Q2 FY'20: INR 323 Mn

Dividend payout for FY'19: INR 191 Mn

Net Cash decreased in Q1FY21 due to:-
 a) Robo Investment of INR 54.2 Mn
 b) Buyback of Equity Share for INR 65.2 Mn

Net Cash decreased in Q2FY21 due to:-
 a) Customer contract acquisition cost payment of INR 363 Mn
 b) Buyback of Equity Share for INR 2.5 Mn

Collection efficiency

Ratio Analysis

Ratio Analysis	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
Profit and Loss								
International revenue / revenue	83%	84%	85%	84%	84%	86%	86%	85%
Gross profit / revenue	57%	56%	55%	55%	51%	52%	52%	51%
Revenue per Employee (INR'000)	1,796	1,838	2,022	2,120	2,161	2,107	2,076	2,084
EBITDA per Employee (INR'000)	66	51	146	158	171	284	221	253
Aggregate employee costs / revenue	28%	31%	29%	28%	25%	24%	26%	25%
Operating profit / revenue	2%	0%	4%	5%	6%	12%	9%	10%
Profit before tax (PBT) / revenue*	3%	2%	5%	7%	10%	14%	8%	12%
Effective tax rate - Tax / PBT*	51%	30%	85%	34%	37%	37%	33%	27%
Balance sheet								
Current ratio	1.82	1.85	1.84	1.79	2.12	2.14	2.10	2.24
Day's sales outstanding (Days)	139	143	155	140	144	137	140	120
Liquid assets / total assets (%)	50%	55%	53%	55%	58%	57%	53%	53%
Liquid assets / total sales ratio	3.1	3.5	3.4	3.4	3.5	3.6	3.3	3.3

* PBT considered before Exceptional items

Balance Sheet

INR Mn	Dec'20	Mar'20
Shareholders' Funds	6,163	5,900
Non-Current Liabilities	185	229
Trade Payables	2,004	2,242
Current Liabilities	462	439
Total Liabilities	8,814	8,810
Fixed Assets	463	354
Goodwill	636	534
Right to use Assets	84	136
Investments in Associates	46	-
Financial Assets	54	60
Deferred Tax Assets	609	621
Non-Current Assets	1,398	1,366
Cash and Cash Equivalents	2,736	2,745
Trade Receivables	1,930	2,320
Other Current Assets	857	674
Total Assets	8,814	8,810

For any queries mail us at

investors@onmobile.com

