



ONMOBILE GLOBAL LIMITED
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Email - investors@onmobile.com

www.onmobile.com

August 3, 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- Q1 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 ended June 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. Venuprasad

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 05th, 2022





The future is
GAMING

CHALLENGES ARENA

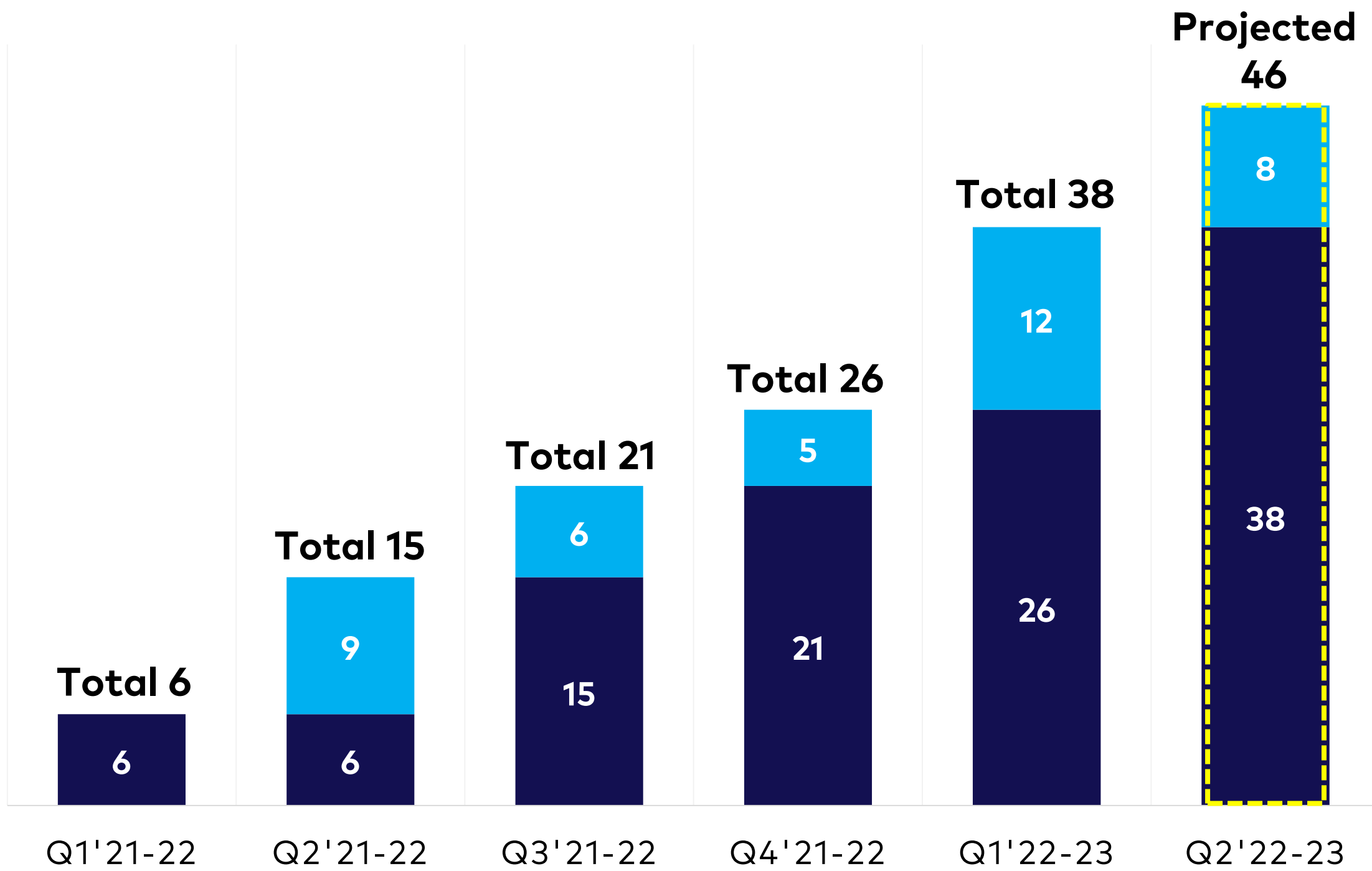
Tapping into the **Global Trivia Gaming Market**



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

CUSTOMER CONFIRMATION

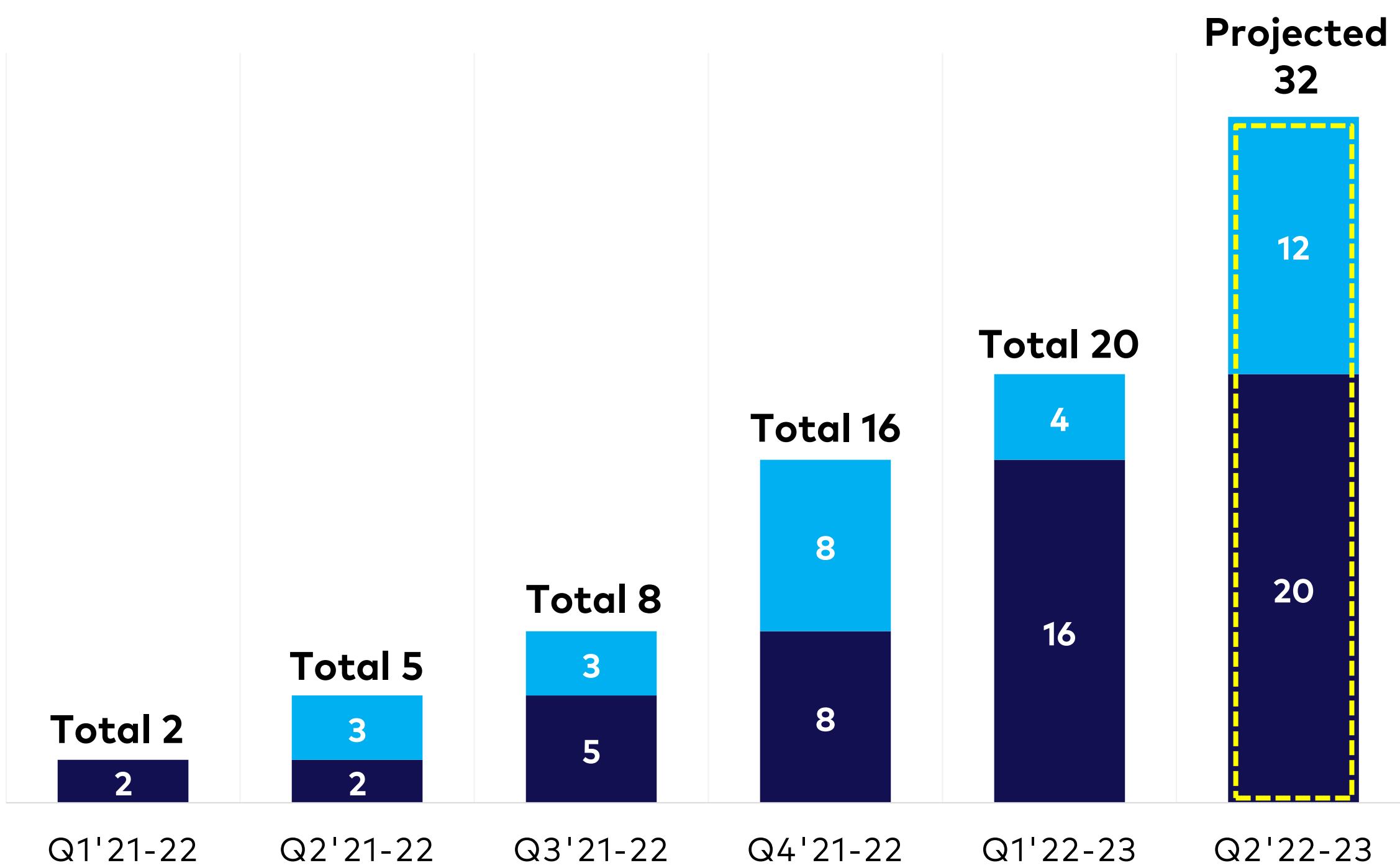
■ Cumulative customer confirmation ■ Signd up in the quarter



Q1 was the most successful quarter for sales. Successful outbound sales efforts in Q2-Q4FY22 leading to higher sales in FY23

CUSTOMER LIVE

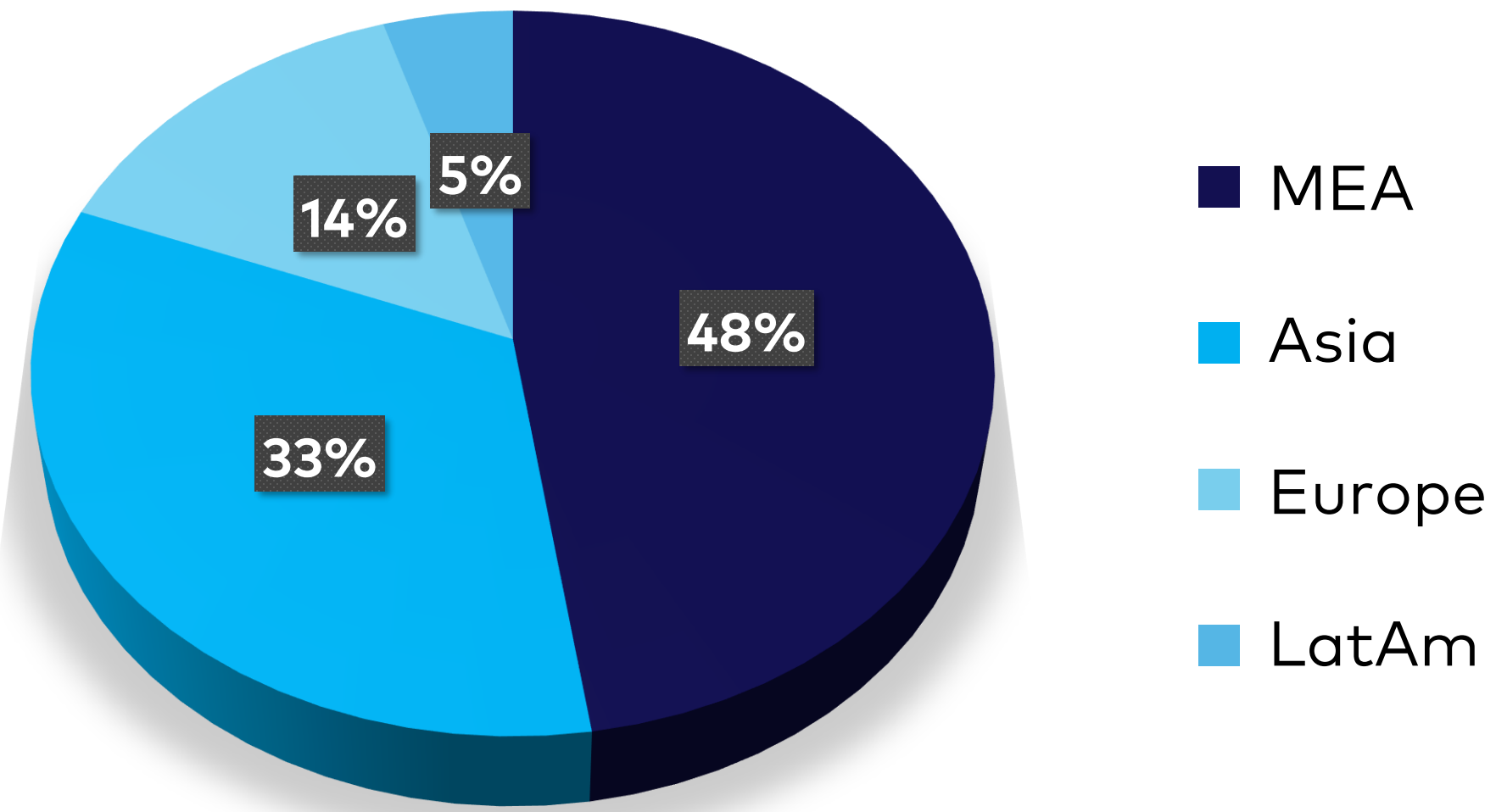
■ Cumulative Live customers ■ Made Live in the quarter



Go live picking up momentum in Q2

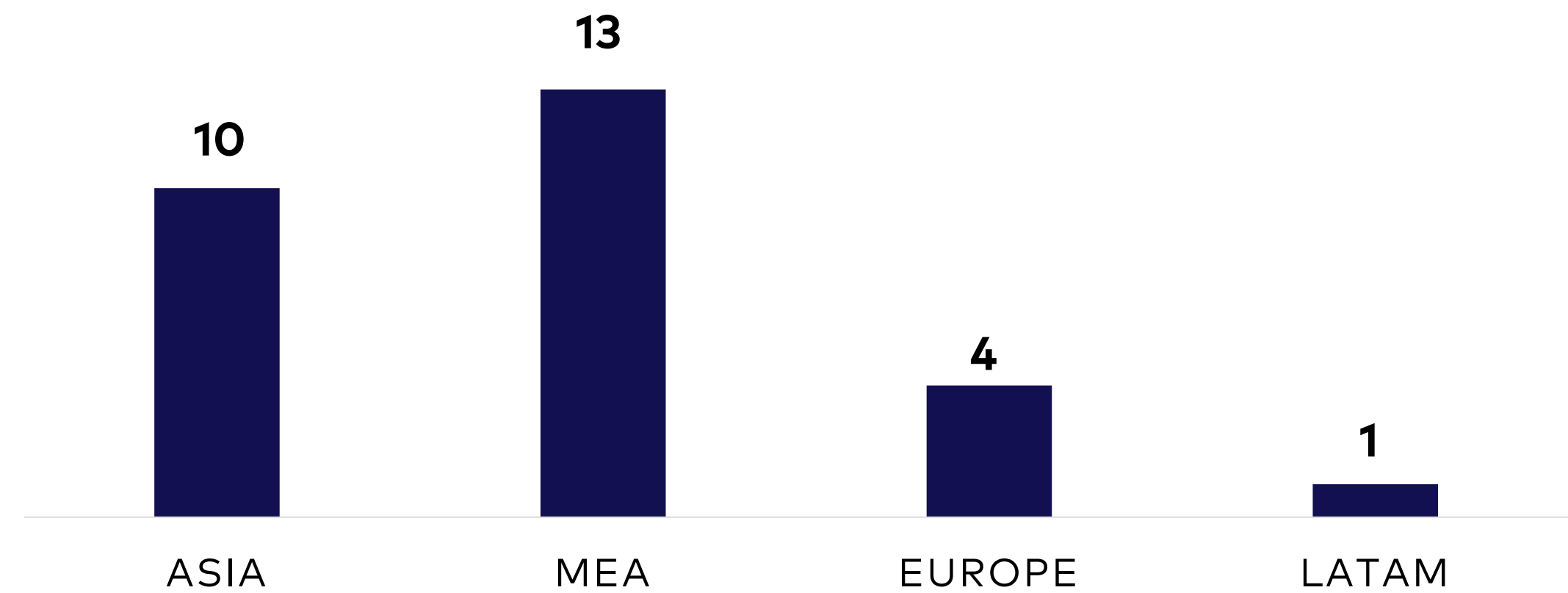
Challenges Arena: Geo wise split & New Logos split (till July'22)

CUSTOMER CONFIRMATION



Asia:14 MEA:20 Europe:6 LatAm:2

NEW LOGOS

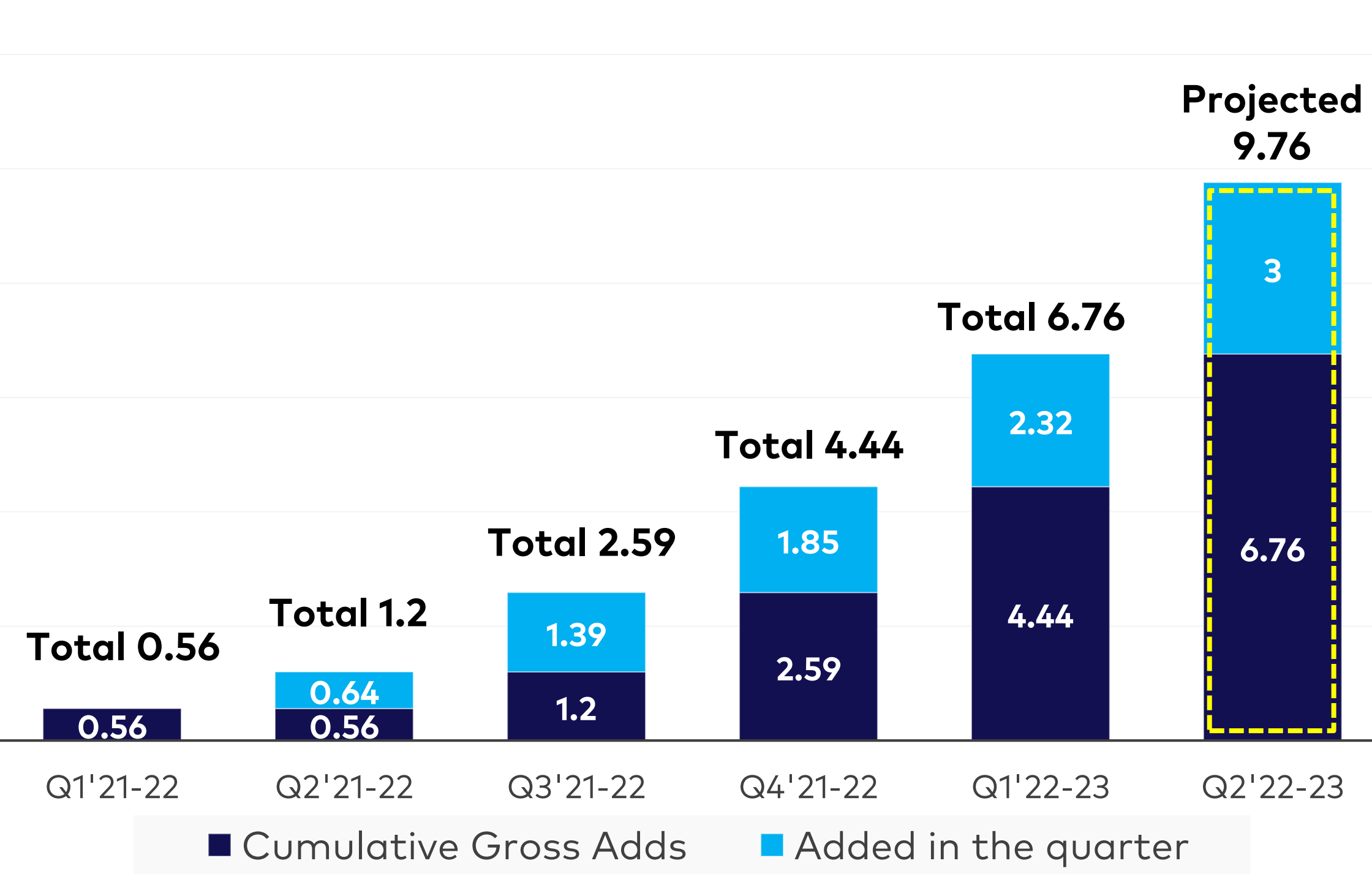


28 out of 42 customer are new logos (67%)

New Countries: Portugal, Romania, Indonesia, Myanmar, Thailand, Cambodia, Cameroon, Ethiopia

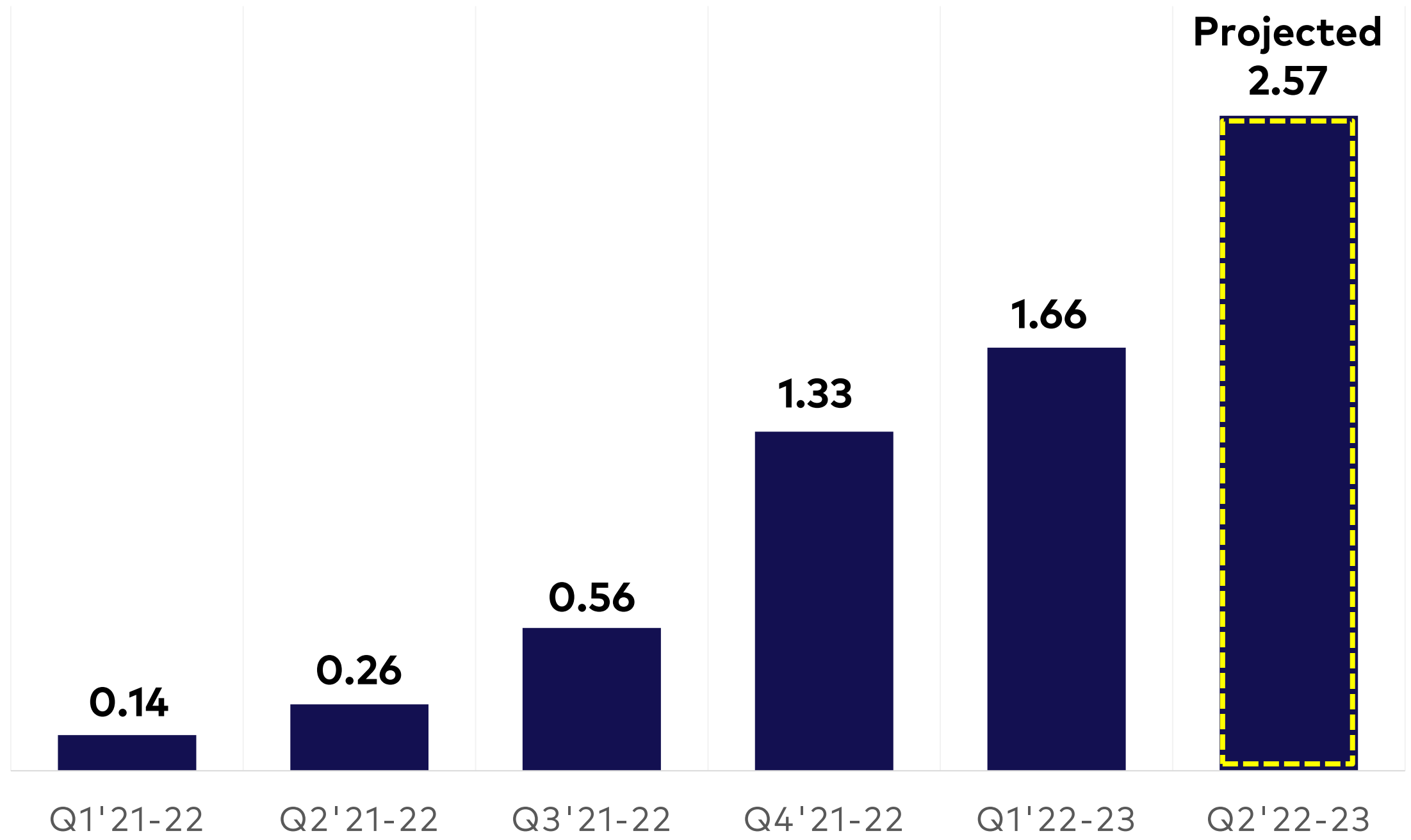
Challenges Arena: Quarter wise progress on Subscribers (Q2 projected)

CUMULATIVE GROSS ADDITIONS (IN MN)



Highest Gross Adds in Q2

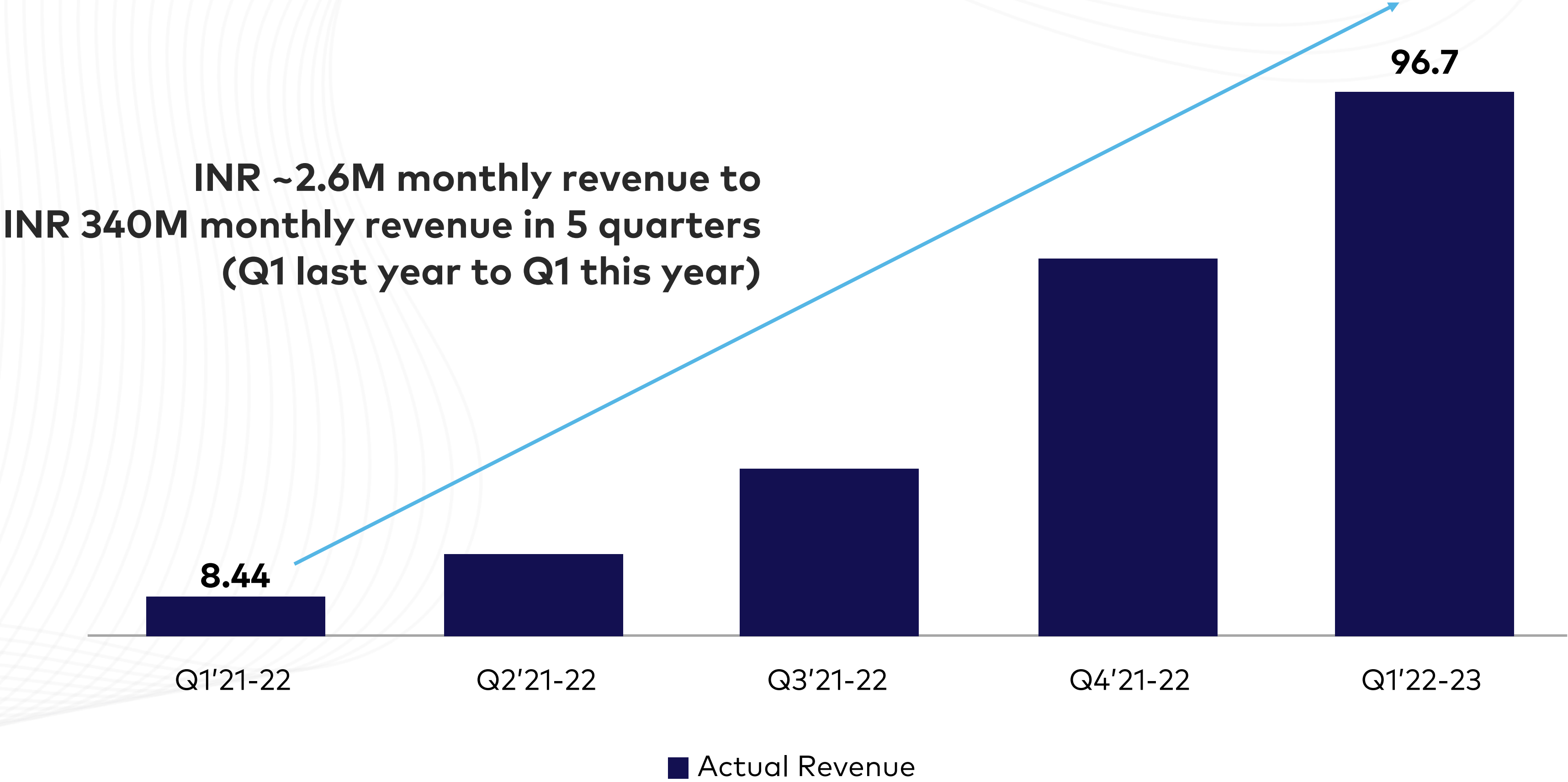
NET ACTIVE SUBSCRIBERS



First 1Mn active base in 4 quarters, next 1Mn in less than 2 quarters

Challenges Arena: Quarter wise progress in Revenue

Revenue in Mn INR



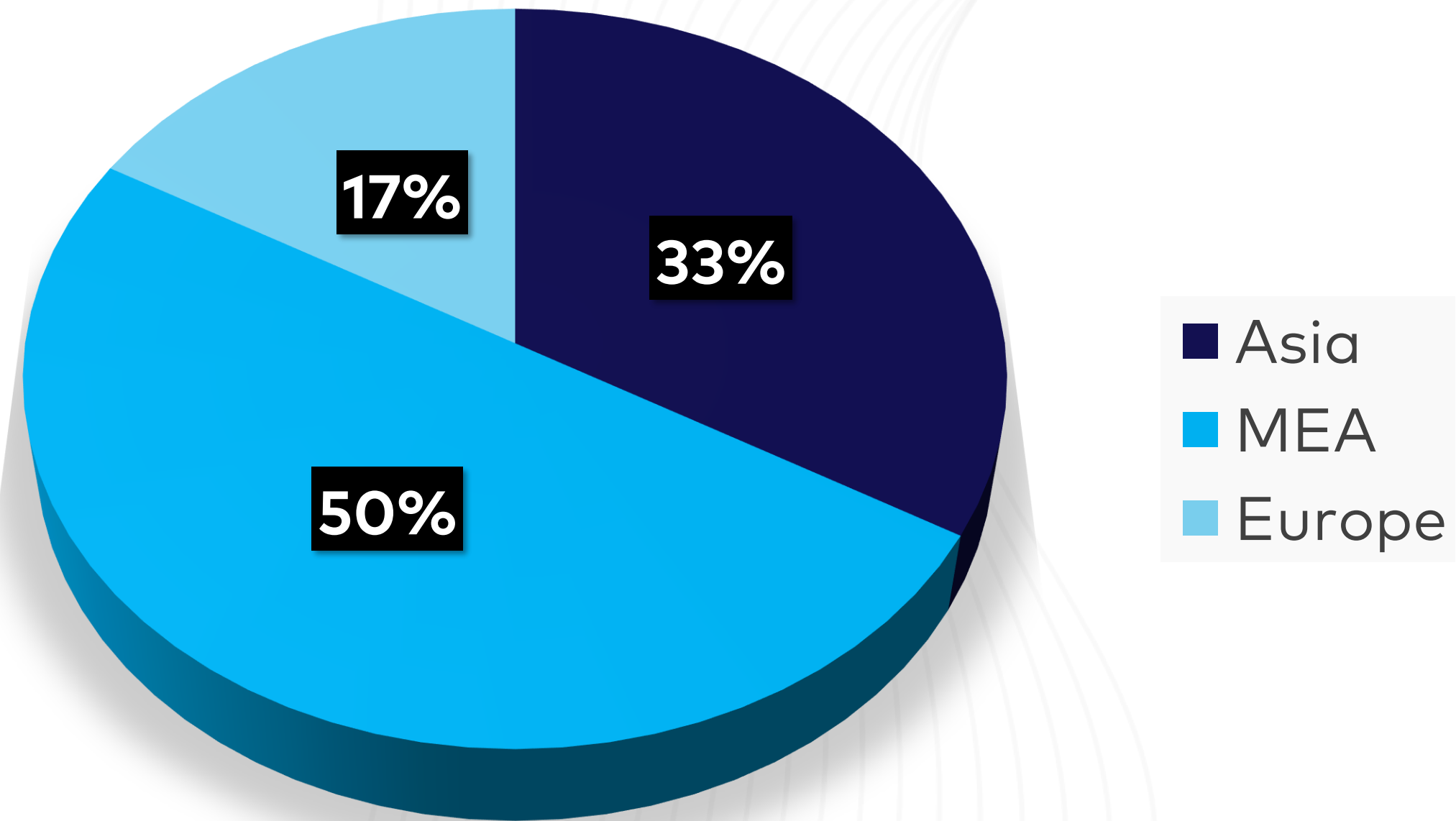
OMMO[®]

Social Esports
for everyone

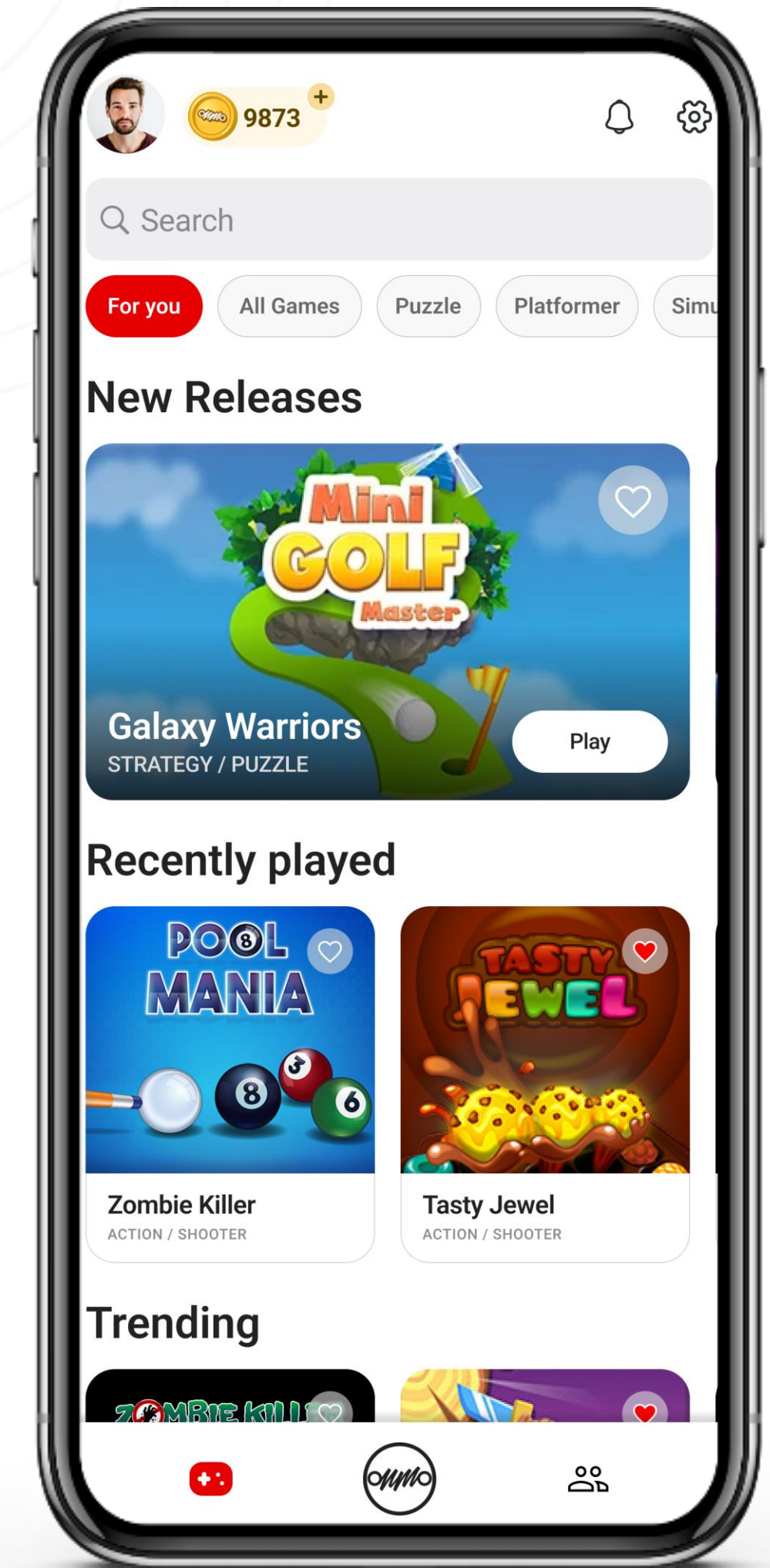


ONMO B2B

Geo Split of customer



- 12 customers confirmed, 3 live



ONMO Q1 Highlights

- **Launched marketing campaign in India**

3.5M

Reach

IG

8M+

Impressions

IG

6.05M+

Views

YT

- **Product and Marketing Focus**

- Create product and brand awareness
- Get users to experience instant gameplay through free 'Just Beat It' section
- Continually improve product performance with scale and optimize streaming platform to lower costs

- **Key KPIs**

2.1M

New Users

AMJ

440K

Registered Users

Till End June

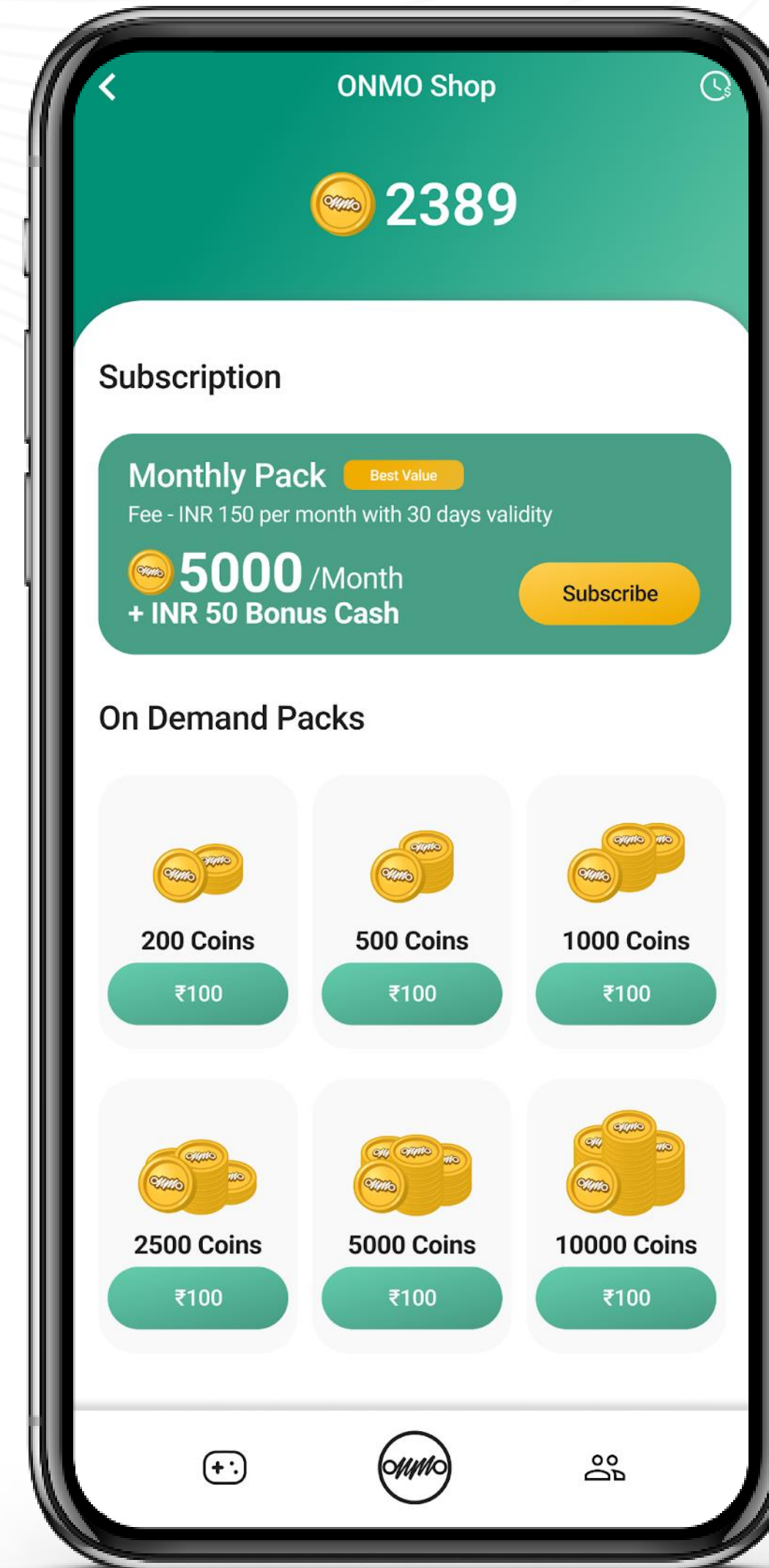
22%

Registrations via Chingari

Till End June

Plan Ahead

- Focus on monetisation
- Growth in game library to cater to interests of consumers across demographic segments & age groups
- Expand B2B centric features and deployment capacity
- Social features to be added to further increase engagement
 - Share your play experience with friends **LIVE**
 - Hop to next moment in **'Playlist mode'**
 - **'Co-play'** tournaments with friends



ONMO Shop



Social Features



FINANCIALS

Financial Summary Q1 FY23 Actual

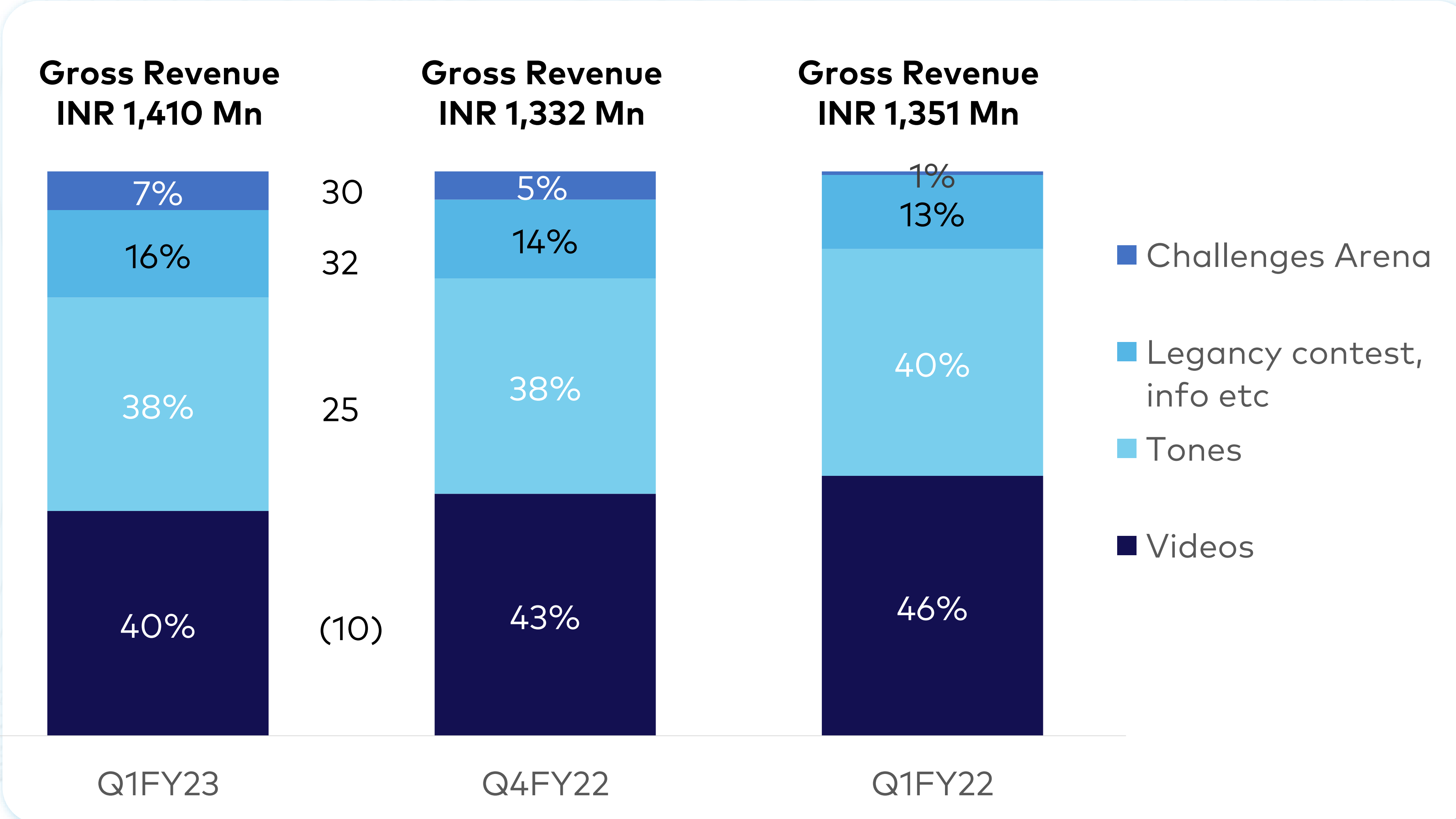
Gross Revenue INR 1,410 Mn ■ +5.9% QoQ ■ +4.4% YoY	Manpower cost INR 321 Mn ■ +15.3% QoQ ■ +6.9% YoY	Marketing cost INR 162 Mn ■ +15.7% QoQ ■ +103.7% YoY	Opex INR 129 Mn ■ +3.1% QoQ ■ +12.0% YoY
EBITDA INR 78 Mn (5.8%) ■ -12.9% QoQ ■ -46.4% YoY	Operating Profit INR 53 Mn (3.9%) ■ -17.3% QoQ ■ -55.3% YoY	PAT INR 41 Mn (3.0%) ■ -11.7% QoQ ■ -75.0% YoY	DSO 134Days ■ +8 Days QoQ ■ +11 Days YoY

P&L Q1 FY23

P&L(INR Mn)	Q1 FY23 Act	Q4 FY22 Act	QoQ Gr %	Q1 FY22 Act	YoY Gr %
Gross Revenue	1,410	1,332	5.9%	1,351	4.4%
COGS	720	698	3.0%	711	1.3%
Gross Profit	690	633	9.0%	640	7.8%
Margin (%)	51.1%	49.8%		49.7%	
Manpower Cost	321	278	15.3%	300	6.9%
Marketing Cost	162	140	15.7%	80	103.7%
Other Opex	129	125	3.1%	115	12.0%
EBITDA	78	89	-12.9%	145	-46.4%
Margin (%)	5.8%	7.0%		11.3%	
Depreciation	25	25	-1.8%	26	-6.4%
Operating Profit	53	64	-17.3%	119	-55.3%
Margin (%)	3.9%	5.0%		9.2%	
Profit After Tax	41	47	-11.7%	165	-75.0%
Margin (%)	3.0%	3.7%		12.8%	
EPS (Diluted)	0.4	0.4	-12.0%	1.5	-74.7%
Cash Profit	67	68	-1.9%	117	-43.1%

*COGS & UFF refers to Content Cost, Contest / Gratification Cost and Customer Acquisition Cost

Revenue by Products



Financial Highlights for the first quarter 22-23

- Revenue increased by 5.9% QoQ and 4.4% YoY
- Gross profit increased by 9.0% on QoQ basis
- Revenue from the Challenges Arena increased by more than 11x on YoY basis
- 38 cumulative customer agreements for Challenges Arena by June'22 (20 live as on Q1FY23)
- ONMO B2B: 12 Customers confirmed (3 live)
- Marketing cost grew by 15.7% QoQ and 103.7% YoY primarily due to investments in new launches

Cash Position

INR Mn	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Gross Cash	2,323	2,736	2,662	2,272	1,778	1,445	1,352	1,200
Less: Total Debt	-	-	-	-	-	-	-	-
Net Cash	2,323	2,736	2,662	2,272	1,778	1,445	1,352	1,200

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

Ratio Analysis

Ratio Analysis

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

Profit and Loss

International revenue / revenue	86%	85%	85%	86%	85%	83%	80%	77%
Gross profit / revenue	52%	51%	50%	50%	50%	52%	50%	51%
Revenue per Employee (INR'000)	2,076	2,084	1,984	2,088	2,226	2,496	2,382	2,500
EBITDA per Employee (INR'000)	221	253	229	225	147	240	160	138
Aggregate employee costs / revenue	26%	25%	26%	23%	25%	25%	22%	24%
Operating profit / revenue	9%	10%	10%	9%	5%	8%	5%	4%
Profit before tax (PBT) / revenue*	8%	12%	11%	17%	4%	9%	6%	4%

Balance sheet

Current ratio	2.1	2.2	2.0	2.0	1.7	1.6	1.8	1.7
Day's sales outstanding (Days)	140	120	116	122	128	128	125	134
Liquid assets / total assets (%)	53%	53%	51%	48%	44%	38%	38%	37%
Liquid assets / total sales ratio	3.3	3.3	3.5	3.4	3.1	2.6	2.6	2.5

*PBT before Exceptional Gains

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For any queries mail us at

 investors@onmobile.com

