

OnMobile Global Ltd

30th Apr 2009, 16:30 Hrs IST

Quarter ending 31st Mar 2009

We are happy to present the performance of the Company for the Quarter and the Year ended 31st March 2009. Our financials are in line with our revised guidance that we had announced at the beginning of the 3rd Quarter.

1. Material New Developments – Customers

- Signed Vodafone Global agreement to deploy our products in emerging markets operating Companies.
- Signed with two more operators in India to provide Voice Portal and RBT services.
- Signed with a leading operator in India to launch Person-to-Application SMS service.
- Signed our first RBT customer in Europe and in final stages of deployment.
- Signed contracts with four Operators in Bangladesh for IVR, Phone back-up and Subscription products.
- Signed new customers in Asia Pacific, Europe and Latin America.

2. Material New Developments – Products

- Launched Music Search in a leading Operator in India on Telisma's Speech Recognition Technology.
- Launched Cross Operator * to Copy between four major Operators in India.
- Launched OnMobile Developer Network.
- Developed four new foreign language models.
- Launched MRadio in two operators outside India with positive results from the Consumers.
- Cross selling of current products like On Device Portal (ODP), Phone Back-up, Find-a-Friend (FAF), MRadio etc., into multiple Customers within and outside India.

3. Material New Developments - Organizational

- a. Sanjay Uppal was appointed as the President and Chief Operating Officer. His previous assignment was with Citrix Systems Inc., where he was Vice-President Application Networking. He was also associated with Caymas Technologies as President & CEO and with Hewlett – Packard in the US.

Shampa Kochhar was appointed as the Vice-President of Human Resources. Her previous assignment was with AOL India and Spice Telecom as Vice-President HR and with Citibank as Assistant Vice-President HR.

- b. New offices:
 - Registered for a new branch office in South Africa.
 - Registered for a new branch office in Nepal.

4. Material New Developments – Others: TRAI Directive

TRAI has directed Access Service Providers to take explicit consent of consumers in cases of Press-*to-Copy and Outbound-Dialer and prevent accidental subscription to value added services. Key highlights are:

- When the user selects a song with Press-*, additional consent must be sought thru SMS, E-Mail or Fax.
- When the user subscribes to the service using OBD, additional consent must be sought through SMS, E-Mail or Fax.
- Above directive needs to be implemented by June 10th.

We agree with the issues raised by TRAI. We, along with other industry players, are making a representation to TRAI on alternate implementation models.

5. Financials

Consolidated

<i>Rs. Lakhs</i>	Q4 07-08	Q4 08-09	% Gr	FY 07-08	FY 08-09	% Gr
Revenue	6,883.5	11,531.7	67.5%	26,181.6	40,635.7	55.2%
EBITDA	1,711.6 (24.9%)	3,858.1 (33.5%)	125.4%	10,482.6 (40.0%)	12,738.1 (31.3%)	21.5%
PAT	449.7 (6.3%)	2,402.7 (19.7%)	434.3%	6,031.0 (22.4%)	8,519.7 (19.4%)	41.3%
EPS	0.8	4.0	395.0%	11.6	14.3	22.7%

Revenue

- YTD International revenue is 23% of total revenue as compared to 15% for last year.
- Revenue concentration from top 5 Operators down from 77% in the last financial year to 70% during the current year.

EBITDA

- Our direct costs during the year are higher mainly due to:
 - Higher content costs including costs related to strategic alliances;
 - Higher payouts for media and initiatives in mobile marketing business.
- The revenue and margins from our consolidated entities are lower in Q4 as compared to Q3 because of underlying business seasonality which was highlighted in our previous quarter releases.
- Our current year financials also include the revenue and costs of Telisma, which was acquired on 1st July 2008.
- We continue to focus on reducing the discretionary expenditure which is evident in the higher operating margins during the 2nd half of the financial year.