

## **OnMobile Reports Second Quarter Fiscal 2022 Results**

### **15 customers signed in Challenges Arena and Cash feature beta launched on ONMO.**

**Bengaluru, 9<sup>th</sup> November, 2021:** OnMobile Global Limited (“OnMobile”) today announced the financial results for second quarter of FY22 ended September 31, 2021.

#### **Highlights:**

- ONMO D2C Cash beta launched on 3<sup>rd</sup> November’21 across permissible states in India
- ONMO’s first B2B 5G Telco launched on 5<sup>th</sup> November’21
- Challenges Arena: Now live with 5 Operators cumulative in Q2 FY’22 as compared to 1 in Q1 FY’22
- Challenges Arena gross additions of 766K subscribers in Q2 FY’22 vs 561K in Q1 FY’22
- Completed 100% acquisition of Rob0 stake. This investment is one of the major steps towards the creation of ONMO.
- Chingari Investment of \$1.4 Mn at a valuation of 2 times our initial investment
- Revenue growth of 1.2% QoQ at INR 137 crore.
- Our cost rationalization efforts are continuing and have yielded savings with a reduction of 11.5% YoY in manpower costs. However, it grew by 8.6% QoQ mainly due to onetime severance pay of INR 3.0 crore.
- EBITDA at INR 9.0 crore with a margin of 6.9% for the quarter. The decline in EBITDA was due to increase in severance cost of INR 3.0 crore and Opex cost in the quarter. Normalized EBITDA was at INR 14.8 crore at 11.4% Margin
- Operating Profits of INR 6.3 crore with a margin of 4.8%. Normalized Operating Profit is INR 12.1 crore at 9.3% Margin.

## Consolidated Financial Press Release: -

Amount in Rs lakhs except data per share

Sl. No	Particulars	Quarter ended			Half year ended		Year ended
		September 30, 2021 (Unaudited)	June 30, 2021 (Unaudited)	September 30, 2020 (Unaudited)	September 30, 2021 (Unaudited)	September 30, 2020 (Unaudited)	March 31, 2021 (Audited)
1	Revenue from Operations						
	Telecom value added services	13,043	12,877	13,997	25,920	28,081	55,129
	Other income (net)	69	360	146	429	464	1,007
	<b>Total Income</b>	<b>13,112</b>	<b>13,237</b>	<b>14,143</b>	<b>26,349</b>	<b>28,545</b>	<b>56,136</b>
2	Expenses						
	(a) Content fee and royalty	6,433	6,365	6,543	12,798	13,139	26,207
	(b) Contest expenses	85	107	133	192	243	513
	(c) Cost of software licenses and others	329	251	350	580	653	1,170
	(d) Employee benefits expenses	3,259	3,001	3,681	6,260	7,075	14,023
	(e) Finance costs	19	15	25	34	55	93
	(f) Depreciation and amortisation expenses	275	265	330	540	667	1,280
	(g) Other expenses	2,039	1,725	1,915	3,764	3,620	6,622
	<b>Total expenses</b>	<b>12,439</b>	<b>11,729</b>	<b>12,977</b>	<b>24,168</b>	<b>25,452</b>	<b>49,908</b>
3	<b>Profit before share of profit/(loss) of associates, exceptional items and tax (1 - 2)</b>	<b>673</b>	<b>1,508</b>	<b>1,166</b>	<b>2,181</b>	<b>3,093</b>	<b>6,228</b>
4	<b>Share of profit/(loss) of associates</b>	<b>16</b>	<b>(6)</b>	<b>(17)</b>	<b>10</b>	<b>(17)</b>	<b>(57)</b>
5	<b>Profit before tax and exceptional items (3+4)</b>	<b>689</b>	<b>1,502</b>	<b>1,149</b>	<b>2,191</b>	<b>3,076</b>	<b>6,171</b>
6	Exceptional items - net (refer note 7 and 8)	(160)	732	-	572	-	466
7	<b>Profit before tax (5+6)</b>	<b>529</b>	<b>2,234</b>	<b>1,149</b>	<b>2,763</b>	<b>3,076</b>	<b>6,637</b>
8	Tax expense						
	(a) Current tax	211	511	300	722	929	1,576
	(b) Deferred tax	52	82	88	134	177	463
	<b>Total tax</b>	<b>263</b>	<b>593</b>	<b>388</b>	<b>856</b>	<b>1,106</b>	<b>2,039</b>
9	<b>Profit for the period / year (7-8)</b>	<b>266</b>	<b>1,641</b>	<b>761</b>	<b>1,907</b>	<b>1,970</b>	<b>4,598</b>
10	Other comprehensive income						
	A. (i) Items that will not be reclassified to profit or loss	(45)	38	17	(7)	(32)	8
	(ii) Income tax relating to items that will not be reclassified to profit or loss	13	(11)	(5)	2	9	(2)
	B. (i) Items that will be reclassified to profit or loss	(385)	71	733	(314)	710	776
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
	<b>Other comprehensive income</b>	<b>(417)</b>	<b>98</b>	<b>745</b>	<b>(319)</b>	<b>687</b>	<b>782</b>
11	<b>Total comprehensive income for the period/ year (9+10)</b>	<b>(151)</b>	<b>1,739</b>	<b>1,506</b>	<b>1,588</b>	<b>2,657</b>	<b>5,380</b>
12	Paid up equity share capital (Face value of Rs 10/- each)	10,532	10,480	10,345	10,532	10,345	10,450
13	Other equity					-	52,161
14	Earnings per share (of Rs. 10 each) (not annualised except for year ended March 31, 2021)						
	(a) Basic	0.25	1.57	0.74	1.82	1.90	4.42
	(b) Diluted	0.25	1.54	0.74	1.79	1.90	4.41

### About OnMobile:

OnMobile [NSE India: ONMOBILE] [BSE Ltd: 532944], is a global leader in mobile entertainment. Headquartered in Bangalore, India and with presence in many countries across the world, OnMobile offers a wide array of products such as Videos, Tunes, Games & Contests. Based on current deployments, OnMobile has over 80 million monthly users and over 97 customers across the globe. For further information, please visit [www.onmobile.com](http://www.onmobile.com)

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