



OnMobile Reports Third Quarter Fiscal 2020 Results

Gross Revenue grows by 0.3% QoQ, Operating profit up by 25.2%, PAT up manifold QoQ

Bengaluru, 6th February, 2020: OnMobile Global Limited ("OnMobile") today announced the results for 3rd Quarter FY20 ended December 31, 2019. Sustained focus on new contract signings and tight control on expenses resulted in Profit Before Tax growing from INR 7.1 crores in Q2 to INR 9.8 crores in Q3 – a QoQ growth of 38.3%.

Q3 FY20 Highlights:

- Q3 FY20 Gross Revenue (before amortization of contract acquisition cost) at INR 148.8 crores, growing at 0.3% QoQ
- QoQ revenue growth in major product lines
 - Contest + 19.4%
 - Video + 4.8%
- Manpower cost down by 5.3% Q-o-Q due to reduction in headcount from 734 in Q2 to 702 in Q3. Cost reduction is despite salary increments from December '19
- Q3 EBITDA INR 11.1 crores grew QoQ by 3.3%
- Operating profit up by 25.2% from INR 6.0 crores in Q2 to INR 7.5 crores in Q3
- INR 36.9 crores of cash generated from operations
- Cash balance of INR 252.5 crores at the end of Q3, up from INR 234.4 crores at the end of Q2; despite payment of dividend of INR 15.9 crores.

Consolidated Financial Press Release:

Sl. No	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, (Unaudited)	September 30, (Unaudited)	December 31, (Unaudited)	December 31, (Unaudited)	December 31, (Unaudited)	March 31, (Audited)
1	Revenue from Operations						
	Telecom value added services	14,317	14,376	15,247	42,640	45,057	59,386
	Other income (net)	341	239	(117)	973	2,631	2,902
	Total income	14,658	14,615	15,130	43,613	47,688	62,288
2	Expenses						
	(a) Content fee and royalty	6,360	6,325	6,378	18,502	18,537	24,424
	(b) Contest expenses, cost of software licenses and others	583	575	660	1,847	2,036	2,772
	(c) Employee benefits expense	3,983	4,212	4,445	12,543	13,670	17,768
	(d) Finance costs	43	31	4	114	8	8
	(e) Depreciation and amortisation expenses	355	472	596	1,501	2,139	2,722
	(f) Other expenses	2,352	2,290	3,106	7,106	8,620	11,462
	Total expenses	13,676	13,905	15,189	41,613	45,010	59,156
3	Profit/ (Loss) before tax (1-2)	982	710	(59)	2,000	2,678	3,132
4	Tax expense						
	(a) Current tax	417	397	353	1,059	1,488	2,261
	(b) Deferred tax	(86)	210	(131)	(29)	(477)	(1,019)
	Total tax	331	607	222	1,030	1,011	1,242
5	Profit/ (Loss) for the period / year (3-4)	651	103	(281)	970	1,667	1,890
6	Other comprehensive income						
	A. (i) Items that will not be reclassified to profit or loss	(33)	(84)	(61)	(129)	(35)	(63)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	-	21	4	12	22
	B. Items that will be reclassified to profit or loss	440	267	(1,338)	725	(869)	(1,227)
	Other comprehensive income	407	183	(1,378)	600	(892)	(1,268)
7	Total comprehensive income for the period/ year (5+6)	1,058	286	(1,659)	1,570	775	622
8	Paid up equity share capital (Face value of Rs	10,570	10,570	10,570	10,570	10,570	10,570
9	Other equity						46,010
10	Earnings per share (of Rs. 10 each) (not annualised except for year ended March 31, 2019)						
	(a) Basic	0.62	0.10	(0.27)	0.92	1.58	1.79
	(b) Diluted	0.62	0.10	(0.27)	0.92	1.58	1.79

**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 100 million active subscribers and an addressable base of more than 1.68 billion mobile users across several geographies.

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