



OnMobile Reports Fourth Quarter and Full Year Fiscal 2013 Results

FY2013 Net Revenue, EBITDA and Net Profit normalized for exceptional income and Forex loss, increased by 14%, 13% and 12%, respectively

BANGALORE, India – May 15, 2013: OnMobile Global (“OnMobile”) today announced the results for the Fourth Quarter and Full Year FY2013, ended March 31, 2013. Revenue for Q4 FY2013 was ₹1,841 million, a 3.7% increase over Q4 FY2012. EBITDA and Net Profit normalized for exceptional income and Forex impact increased by 2.5% and 233.4% y-o-y, respectively. For the full year FY2013, Revenue increased 13.7% to ₹7,253 million. EBITDA and Net Profit normalized for exceptional income and Forex loss increased by 13.2% and 12.0%, respectively.

The Board of Directors of the Company has proposed a dividend of Rs. 1.5 per share or 15%, subject to shareholders’ approval.

Q4 FY2013 Highlights

- India revenues witnessed stability with a 5.9% q-o-q increase to ₹667 million; declined 21.0% y-o-y
- Robust growth in International business continues. International revenues increased by 26.1% y-o-y and 3.7% q-o-q to ₹1,174 million and contributed 64.8% of the Net Sales in Q4 FY2013
 - International revenue growth was primarily driven by LATAM, which recorded a strong growth of 65% y-o-y as a result of the Company’s investments over the last 3 years
 - African and European businesses also continued to grow strongly and recorded 39.8% and 39.7% increase respectively, over the last year
 - The Company won a contract with an operator in Mexico for RBT services
- EBITDA declined 20.0% q-o-q and 15.3% y-o-y to ₹350 million at 19.0% margin
 - Manpower Cost declined for the second quarter in a row as a result of the rationalization measures initiated in the previous quarters
 - Rates and Taxes increased in Brazil due to a change in interpretation of tax policy and levy of repatriation tax, with retrospective effect from April 2012
 - EBITDA normalized for forex impact grew 9.5% q-o-q and 2.5% y-o-y
- Net Profit decreased 47.7% q-o-q to ₹108 million at 5.9% margin; increased 125.2% y-o-y
 - Normalized for exceptional income in Q3 FY2013 and Forex impact, Net Profit increased by 51.0% q-o-q; increased by 233.4% y-o-y
- Earnings per share was ₹0.95 as against ₹1.81 in Q3 FY2013 and ₹0.40 in Q4 FY2012

Full Year FY2013 Highlights

- Net Revenue increased by 13.7% to ₹7,253 million
 - International revenues were ₹4,409 million, up 55.1% driven by strong performances in Latam (up 135.7%), Africa (up 105.3%) and Europe (up 48.4%)
 - India revenues were affected by financial and regulatory pressures in the Indian telecom industry and declined by 19.6% to ₹2,845 million, however witnessed stability in the last quarter



- EBITDA increased by 6.8% to ₹1,494 million at 20.6% margin
 - Affected by increase in taxes in Brazil and forex loss of ₹117 million as compared to ₹24 million in FY2012
 - EBITDA normalized for forex loss grew 13.2%
- Net Profit decreased by 43.2% to ₹472 million at 6.5% margin; normalized for exceptional income and Forex loss, Net Profit increased by 12.0%
- Earnings per share stood at ₹4.13 as against ₹7.10 last year

About OnMobile

OnMobile Global (BSE: 532944, NSE: ONMOBILE), headquartered in Bangalore, India, with services in 59 countries, is one of the largest white-labeled Data and Value Added Services (VAS) companies for Mobile, Landline and Media Service Providers. OnMobile offers an innovative array of products in Mobile Entertainment, Search and Discovery, Data Services and Mobile Social Networking and is a leader in the VAS Managed Services industry. The products span a range of channels including SMS, Voice, Video, WAP, Web, USSD and On-Device Portals, enabling OnMobile's over 100 telecom and media customers to generate high revenues. With over 1,600 employees worldwide, OnMobile has offices around the globe, including London, Paris, Madrid, Silicon Valley, Miami and Seattle.

For further information, please visit www.onmobile.com

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