



OnMobile Global Limited

Q3 FY2013 Earnings Presentation

February 2, 2013

OnMobile Proprietary & Confidential



Forward Looking Statements

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to OnMobile Global Limited’s (OnMobile Global or the Company) future business developments and economic performance.

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 Global undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

Strong Growth Driven by International Business

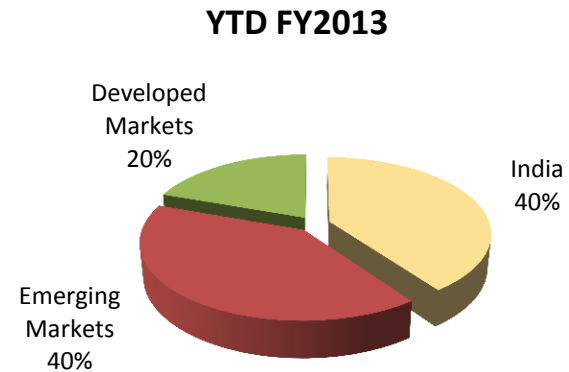
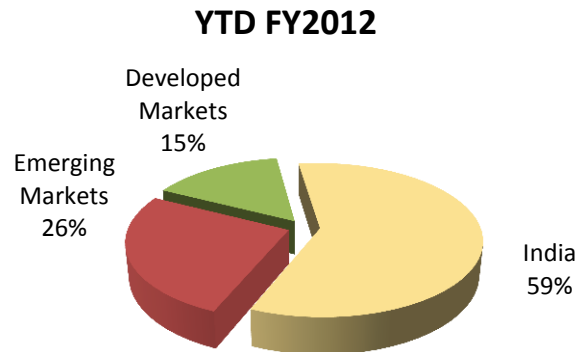
- Reinforcing the Company's strategy, International businesses continue to perform well and make increasing contribution to the overall Revenues; contributed ~64% in Q3 FY2013
 - Latin America business continues its robust performance with ~105% y-o-y growth in Revenues
 - Contributed 25% of Q3 FY2013 Revenues as compared to 23% in Q2 FY2013
 - Achieved significant growth in RBT subscriber base in several Latin American countries
 - Africa business demonstrated strong growth and has posted ~94% y-o-y increase in Revenues
 - Successfully launched the Football service in Africa in addition to winning contract for managed services for the Football service across all content types and channels
 - Europe business also recorded significant y-o-y growth of 36% in Revenues
 - Secured contracts from two major operators for provision of RBT services
 - Achieved significant growth in RBT Revenues q-o-q from an existing contract in Spain
- India revenues continue to be impacted by the adverse telecom business environment compounded by regulatory challenges. However, the Company continues to strengthen its offerings to enterprises
 - Contributed ~36% of Q3 FY2013 as compared to ~41% in Q2 FY2013
 - Launched a POC (Proof of Concept) project with the Karnataka Government for provision of m-governance services
- The Company has finalized and implemented its Transfer Pricing policy, with retrospective effect from the beginning of the fiscal year
 - The Effective Tax Rate (ETR) has declined to 35% in YTD FY2013 as compared to 48% in H1 FY2013

Operational performance

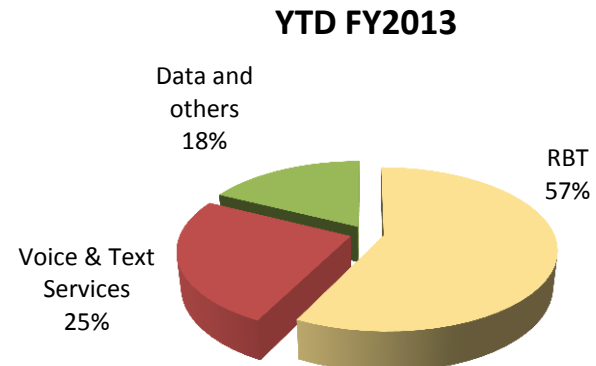
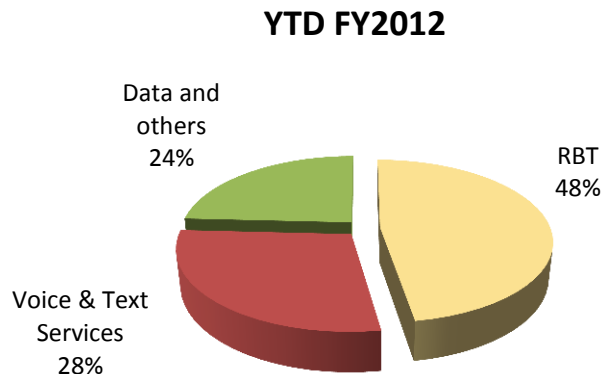
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Profitable mix of diversified revenue sources

Revenues by Geography



Revenues by Products



Financial performance

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Consolidated financials

(₹ million)	Q3 FY2013	Q3 FY2012	% Y-o-Y Growth	Q2 FY2013	% Q-o-Q Growth	YTD FY2013	YTD FY2012	% Y-o-Y Growth
Net Sales	1,762	1,688	4.4%	1,798	(2.0)%	5,412	4,605	17.5%
India	630	873	(27.8)%	741	(15.0)%	2,178	2,692	(19.1)%
Emerging Markets	774	508	52.2%	729	6.1%	2,174	1,208	79.9%
Developed Markets	358	307	16.7%	328	9.3%	1,061	705	50.4%
EBITDA ¹	437	393	11.2%	348	25.7%	1,144	988	15.8%
% Margin	24.8%	23.3%		19.3%		21.1%	21.5%	
Net Profit	206	178	16.0%	62	231.6%	364	783	(53.5)%
% Margin	11.7%	10.5%		3.5%		6.7%	17.0%	
Adjusted Net Profit ²	169	178	(5.2)%	62	171.1%	326	420	(22.4)%
% Margin	9.6%	10.5%		3.5%		6.0%	9.1%	
Adjusted Basic EPS (₹)	1.48	1.50	(1.5)%	0.55	170.7%	2.85	3.77	(24.4)%

Notes:

- 1 EBITDA: Profit from operations before Other income, Interest and Exceptional items and Depreciation
- 2 Net Profit for Q2 FY2012 and Q3 FY2013 is adjusted for profit (post tax) on partial sale of long term investment in Ver se Innovation of ₹363 million and ₹38 million respectively

Q3 FY2013 Consolidated Financial Highlights

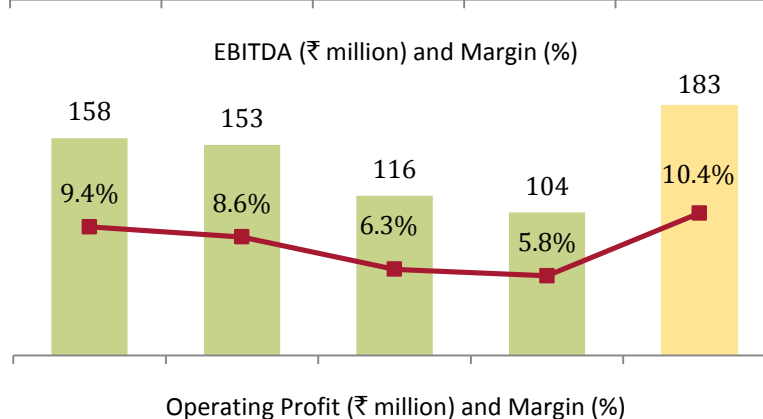
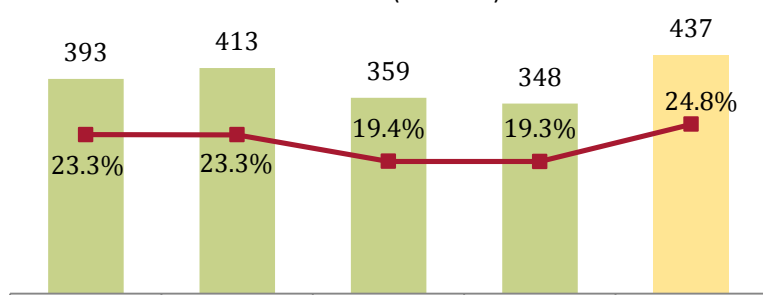
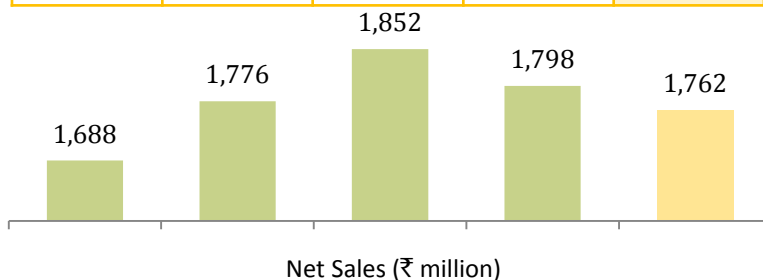
- Net Sales increased by 4.4% y-o-y to ₹1,762 million
 - International revenues increased 38.9% y-o-y to ₹1,132 million and contributed 64.2% of the Net Sales in Q3 FY2013 as compared to 48.3% in Q3 FY2012
 - India revenues declined 27.8% y-o-y and 15.0% q-o-q
- EBITDA increased by 11.2% y-o-y and 25.7% q-o-q to ₹437 million at 24.8% margin
 - Operating expenses during the quarter were impacted by ₹42 million foreign exchange translation gain as a result of restatement of subsidiary financials during consolidation
- Adjusted Net Profit was ₹169 million, an increase of 171.1% q-o-q and a decline of 5.2% y-o-y
 - Reported Net Profit included a profit of ₹38 million (post-tax) on sale of remaining stake in Ver Se Innovation
- Net Cash of ₹1,622 million as at December 31, 2012 compared to ₹1,612 million as at March 31, 2012

Financial performance

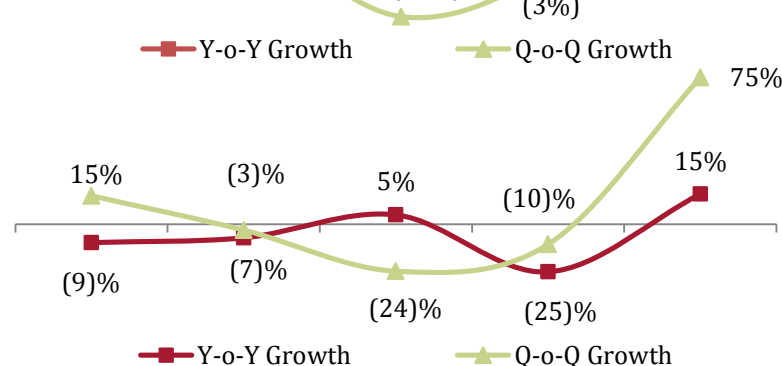
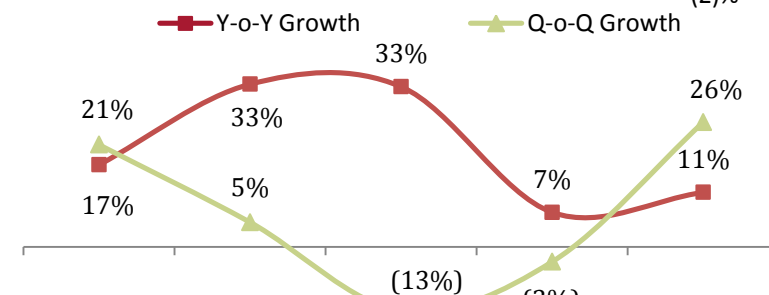
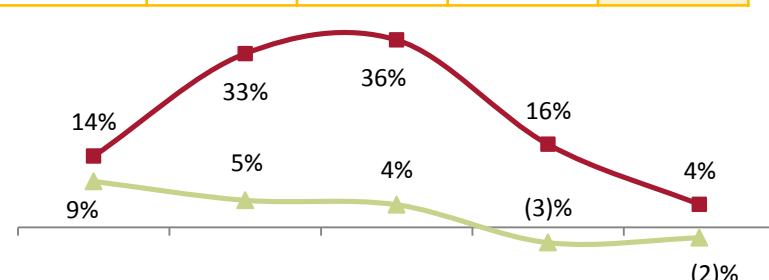
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Key financials metrics

Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13
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Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13
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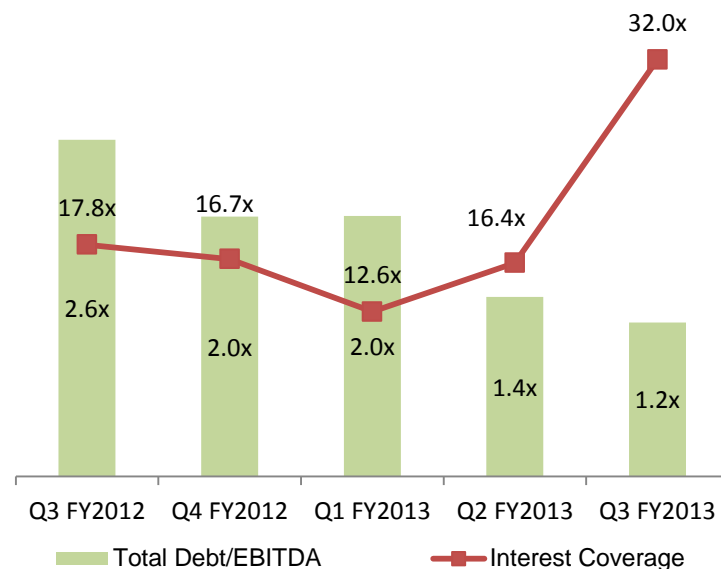


Financial performance

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Low leverage and steady cash balance provides operational flexibility

(₹ million)	Consolidated Dec 31, 2012	Consolidated Mar 31, 2012
Long Term Borrowings	4	5
Short Term Borrowings	512	817
Total Debt	516	823
Less: Cash & Cash Equivalents	2,138	2,435
Net Debt / (Net Cash)	(1,622)	(1,612)
Net Worth (excluding Goodwill)	7,159	6,808



- Net Debt position showed slight change due to decrease in short-term borrowings being mirrored by the decline in cash balance
- Interest coverage ratio recorded high growth in Q3 FY2013 due to increase in profitability

Note:

1 Interest Coverage defined as Operating Profit divided by the Net Interest Expense

Rapidly expanding international presence

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