

Q3 FY2016 Earnings Presentation

February 04, 2016

Cautionary statement

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.

Financial snapshot

Consolidated financials

(Rs. Mn)	Q3 FY2016	Q2 FY2016	% Q-o-Q	Q3 FY2015	% Y-o-Y
Revenue	2,068	2,070	(0.1%)	2,268	(8.8%)
EBITDA	402	393	2.2%	465	(13.6%)
<i>% Margin</i>	19.4%	19.0%		20.5%	
Net Profit excluding exceptional item	(12)	13	Nm	74	Nm
<i>% Margin</i>	(0.6%)	0.6%		3.3%	
Net Profit	(76)	13	Nm	74	Nm
<i>% Margin</i>	(3.7%)	0.6%		3.3%	
Basic EPS (Rs.)	(0.68)	0.12	Nm	0.64	Nm

Q3 FY2016 Financial performance

EBITDA margin at 19.4% in Q3 FY16

- Revenue remains flat sequentially at Rs. 2,070 Mn in Q2 FY'16.
- Manpower cost remains lower due to operational efficiencies and rationalizations in select geographies.
- EBITDA grew by 2.2% q-o-q from Rs.393 Mn in Q2 FY'16 to Rs.402 Mn in Q3 FY'16. Operating margin also remained stable q-o-q.
- In December, the Argentinian government devalued Argentine Peso (ARS) and consequently, ARS weakened by 27% from Rs. 7.04 per ARS on 30 Sep 2015 to Rs. 5.11 per ARS on 31 Dec 2015. This has led to a forex loss of Rs. 65 Mn which is disclosed as an exceptional item in the financials.

Q3 FY2016 Business highlights

International business

International business (78% of total revenue):

International revenue down by 1% q-o-q and by 8.2% y-o-y.

Developed Markets:

Europe recorded a revenue decline of 1.8% q-o-q and 2.5% y-o-y. Excluding currency depreciation, revenue growth is 3.5% y-o-y.

- Successfully signed a CVAS contract with a major operator in Russia which will enable us to provide our CVAS services in Russia apart from laying a foundation for future opportunities in this region.

Q3 FY2016 Business highlights

International business

Other Emerging Markets:

Revenues grew by 13.1% q-o-q and 14.3% y-o-y to Rs. 422 Mn.

Asia

- Revenue grew by 29.4% q-o-q and 39.6% y-o-y.
- Reached a significant milestone of 10 Million RBT Subscribers with a penetration of 18% with a major operator in Bangladesh.

Africa & Middle East

- Revenue grew by 5.1% q-o-q and 3.1% y-o-y.
- Launched RBT platform in Lesotho with a major operator in October and have achieved a penetration of 33%.

Latin America

- Revenue down by 10.8% q-o-q and 27.7% y-o-y respectively essentially because of revenue share change, unstable economic outlook in the continent and currency fluctuations.
- VIVO: We have secured a one year extension for our Ring Back Tone offering with Vivo, Brazil for another year.

Q3 FY2016 Business highlights

Domestic Business

Domestic business (22 % of total revenue):

India revenue was Rs. 459 Mn in Q3 FY'16, grew by 1.7 % q-o-q and down by 10.8% y-o-y.

- We have secured a 3 years renewal for its Ring Back Tone offering with Bharat Sanchar Nigam Limited in South & East Zone with an option to extend for the 4th year.

Q3 FY2016 highlights

Corporate highlights

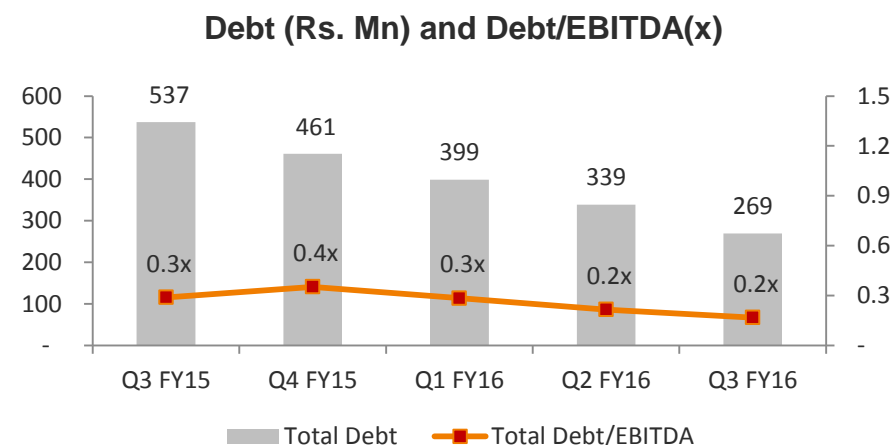
- OnMobile has announced buyback of shares at a price not exceeding Rs. 150 per equity share payable in cash for an amount not exceeding Rs. 70 Crores subject to a maximum of 5,600,000 equity shares.
- In line with our plan to focus on strategic initiatives, we have closed the divestiture of our speech technology unit to Voicebox Technologies France S.A.S.

Q3 FY2016 Financial performance

Strong balance sheet and cash position

(Rs. million)	Dec 31, 2015	Sep 30, 2015	Jun 30, 2015
Long Term Borrowings	-	48	117
Short Term Borrowings	269	291	282
Total Debt	269	339	399
Cash & Cash Equivalents	2,783*	2,896*	2,941*
Net Cash	2,514	2,557	2,542
Net Worth (excluding Goodwill)	6,433	6,518	6,535

* Includes Escrow balance of Rs.162 Mn.



– Total loan repayment of Rs. 70 Mn

Financial Statements – Balance Sheet

(Rs. Mn)	As at Dec 31, 2015	As at Sep 30, 2015
EQUITY AND LIABILITIES		
Shareholders' Funds	6,459	6,544
Long-term borrowings	0	48
Deferred tax liabilities (net)	1	1
Long-term provisions	44	43
Non-Current Liabilities	46	93
Short-term borrowings	269	291
Trade payables	2,195	2,128
Other current liabilities	614	664
Short-term provisions	246	251
Current Liabilities	3,323	3,334
Total	9,828	9,970

(Rs. Mn)	As at Dec 31, 2015	As at Sep 30, 2015
ASSETS		
Deferred tax assets	248	297
Goodwill on Consolidation	26	26
Fixed assets	1,526	1,818
Long-term loans & advances	1,426	1,418
Non-Current Assets	3,226	3,559
Current investments	1098	659
Inventories	6	6
Trade receivables	2,150	1,688
Cash and cash equivalents	1,685	2,237
Short-term loans & advances	667	727
Other current assets	996	1095
Current Assets	6,603	6,411
Total	9,828	9,970

THANK YOU

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