



ONMOBILE GLOBAL LIMITED
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India
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CIN - L64202KA2000PLC027860
Email - investors@onmobile.com
www.onmobile.com

May 20, 2025

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code: **532944**

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra (East)
Mumbai - 400 051
Scrip Code: **ONMOBILE**

Dear Sir/Madam,

Sub: Investor Presentation- Q4 FY 2024-25

Pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on the Financial Results of the Company for the quarter and year ended March 31, 2025, which is made available on Company's website: www.onmobile.com.

Request you to kindly take the same on record.

Thanking you,

Yours sincerely,
For OnMobile Global Limited

P V Varaprasad
Company Secretary
F5877

Encl: a/a

onmobile

Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

EARNINGS DECK - Q4'FY25



Key Highlights

- FY25 revenue at INR 5,832 Mn up by 11.5% YoY mainly driven by gaming revenue.
- FY25 EBITDA at INR 141Mn down by 49% due to reduction in gaming capitalization .
- Gaming capitalization is INR 106Mn FY25 vs INR 640Mn FY24 .
- FY25 Gaming Revenue at INR 2,071 Mn up by 158% YoY.
- Gaming subscriber base at 10.65Mn up by 58% YoY.
- Closing Cash balance at INR 402Mn.

Financial Summary Q4 FY25

Gross Revenue INR 1,588 Mn ■ -4.7% QoQ	People cost INR 298 Mn ■ +1.4% QoQ	Marketing INR 244 Mn ■ +1.0% QoQ	Opex INR 125 Mn ■ +8.0% QoQ
EBITDA INR 34 Mn (2.2%) ■ -57.8% QoQ	PAT INR (79) Mn	Mobile Gaming Revenue INR 743 Mn ■ -1.5% QoQ	Mobile Entertainment Revenue INR 844 Mn ■ -7.4% QoQ

Financial Summary FY25

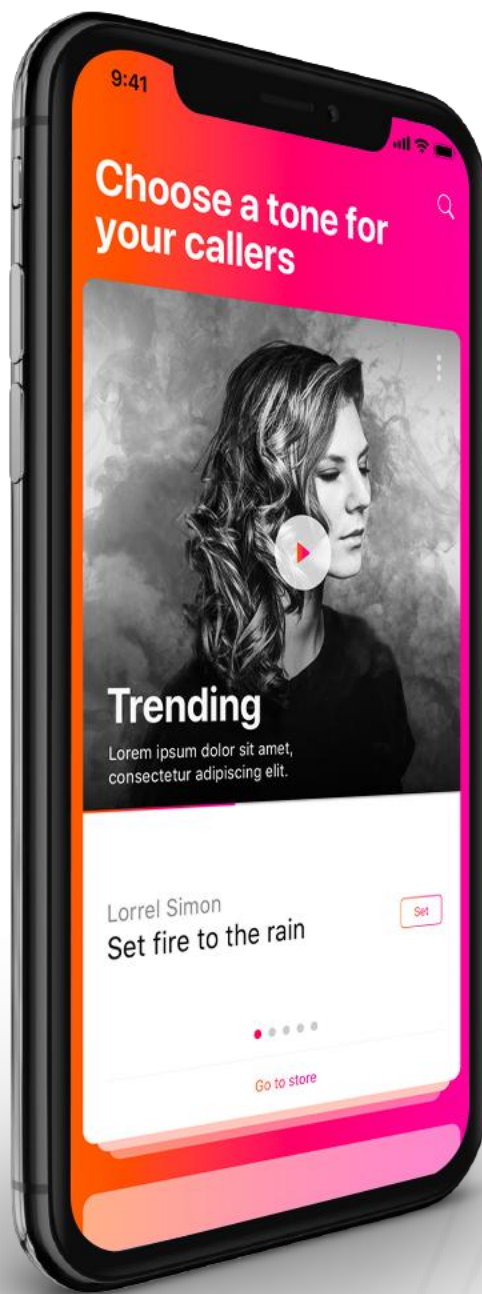
<div>Gross Revenue</div> <div>INR 5,832 Mn</div> <div>+11.5% YoY</div>	<div>People cost</div> <div>INR 1,184 Mn</div> <div>+9.4% YoY</div>	<div>Marketing</div> <div>INR 949 Mn</div> <div>+9.3% YoY</div>	<div>Opex</div> <div>INR 451 Mn</div> <div>-7.8% YoY</div>
<div>EBITDA</div> <div>INR 141 Mn (2.5%)</div> <div>-49.8% YoY</div>	<div>PAT</div> <div>INR (405) Mn</div>	<div>Mobile Gaming Revenue</div> <div>INR 2,071 Mn</div> <div>+157.8% YoY</div>	<div>Mobile Entertainment Revenue</div> <div>INR 3,760Mn</div> <div>-15.1% YoY</div>

OnMobile's Product Journey Over Years



OnMobile

Mobile Entertainment



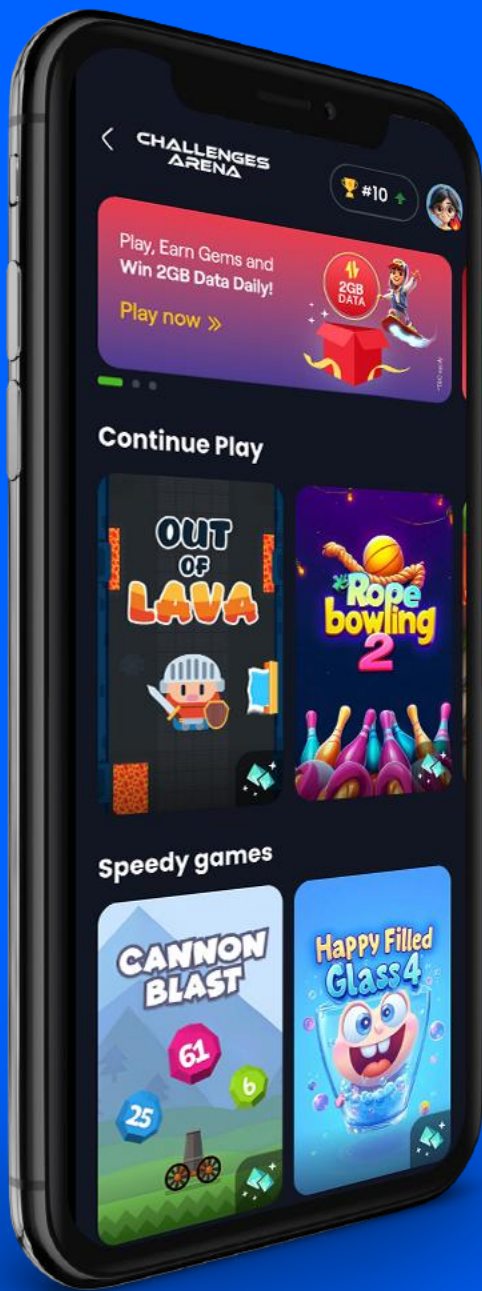
Tones



Videos

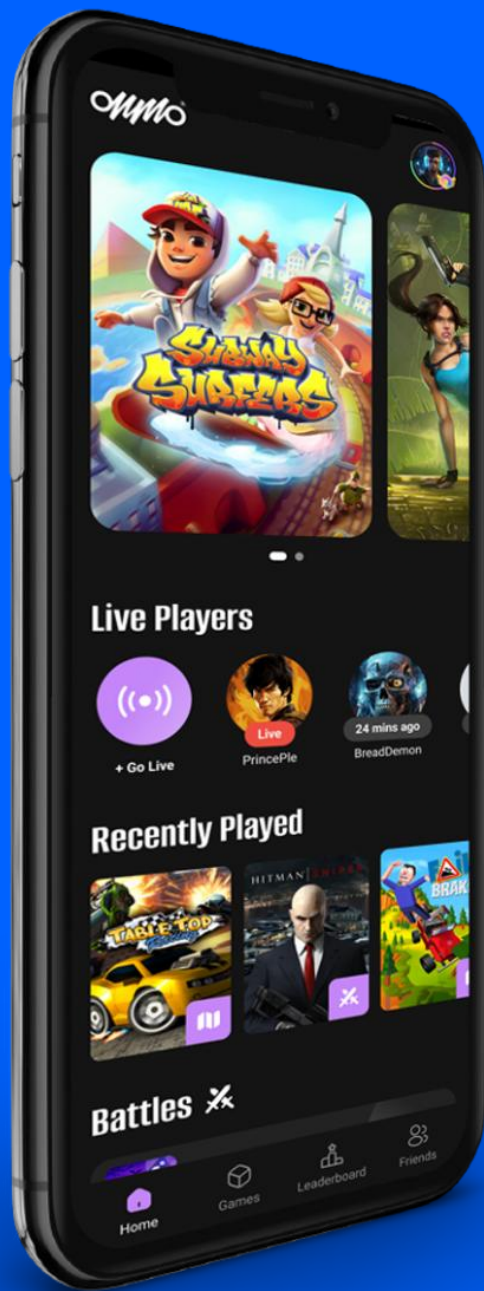
Subscription

Mobile Gaming



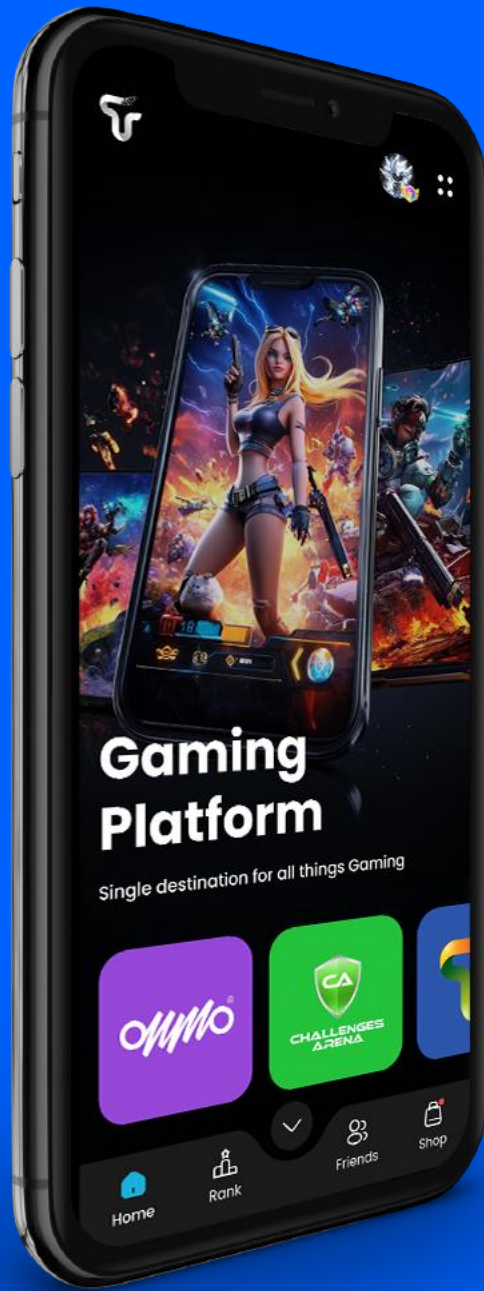
Challenges Arena

Subscription



ONMO

Subscription + Ads



Gaming Platform

Subscription + Licensing + IAP

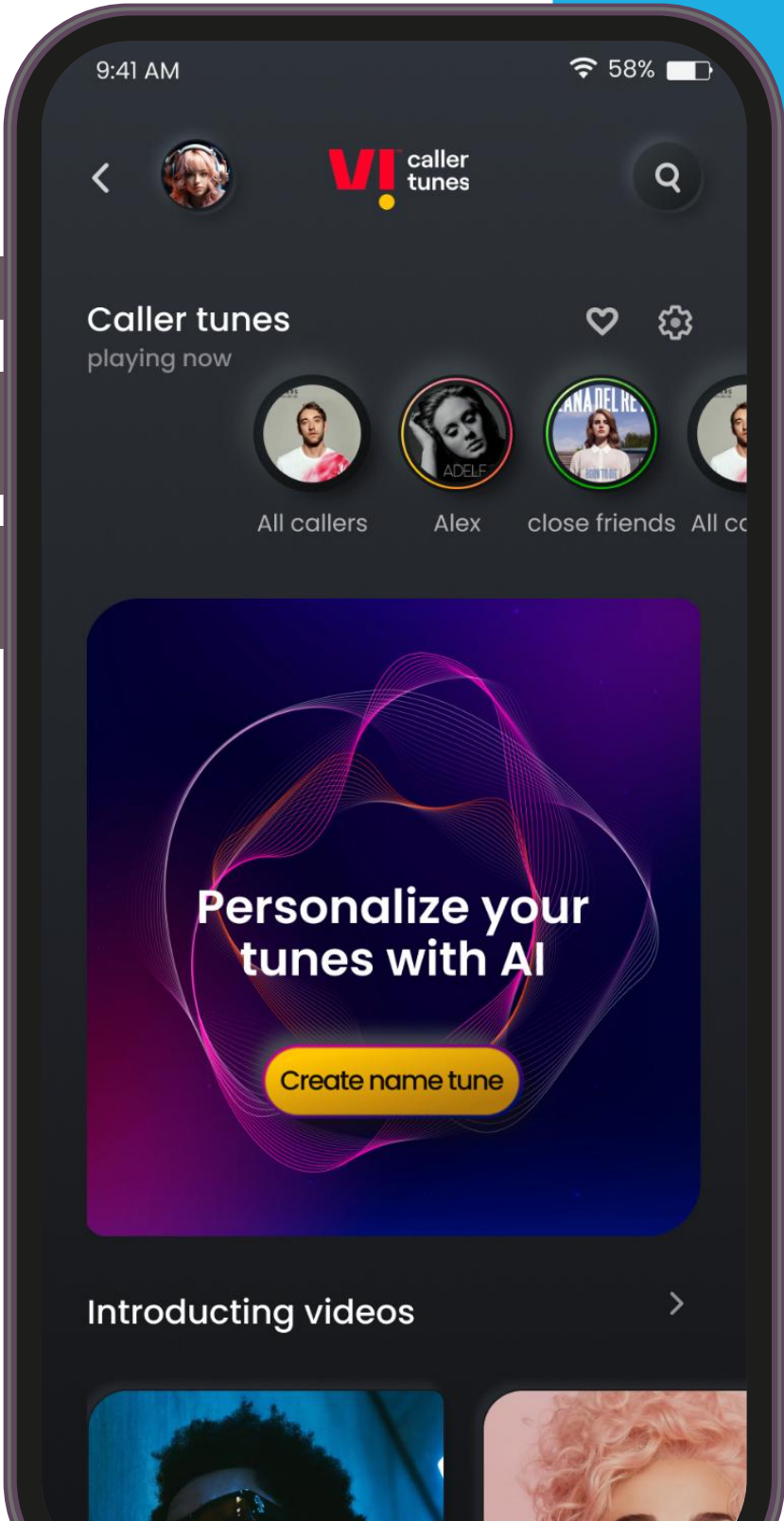
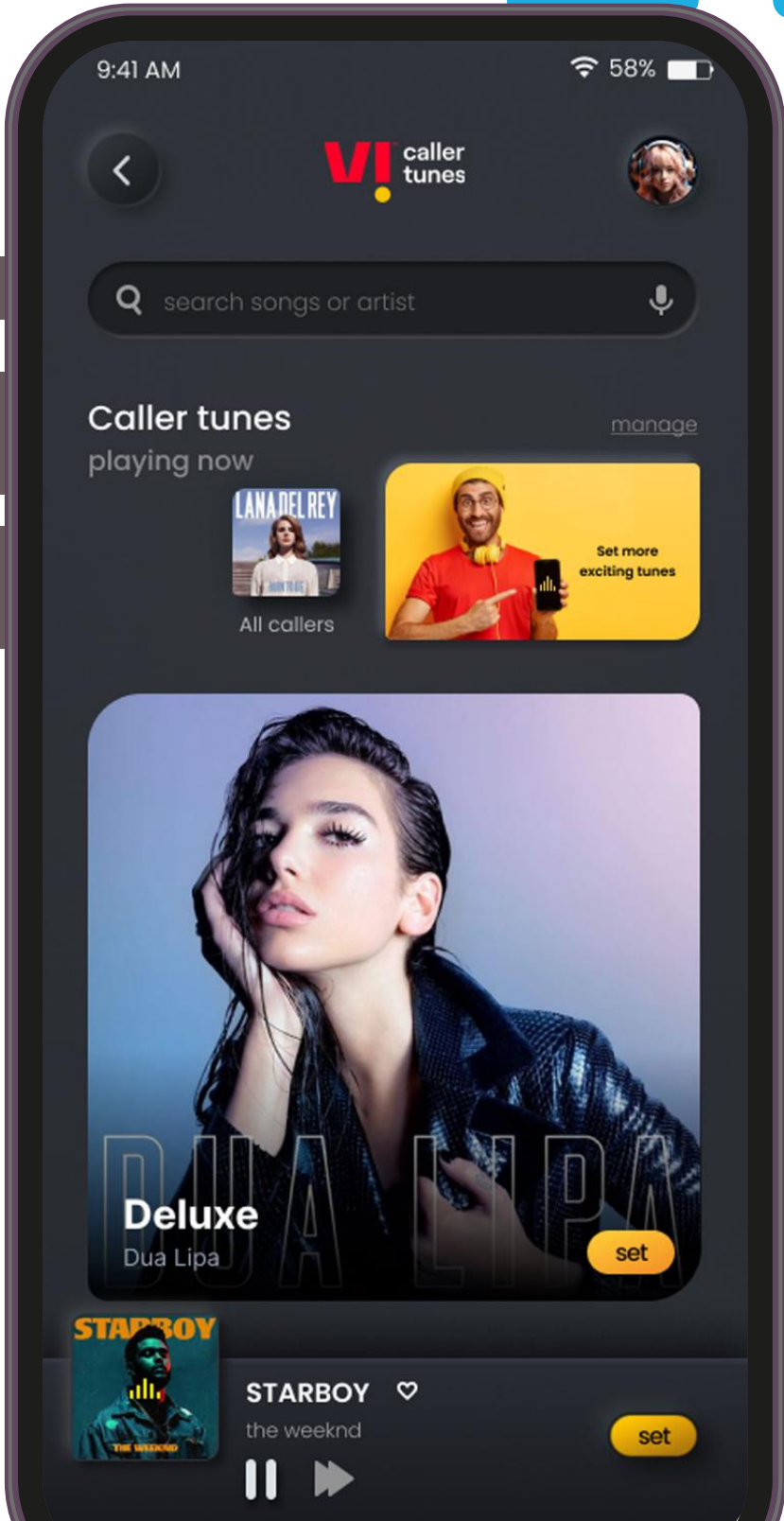
20 Years Legacy with Tones

01. Enhanced experience with AI integration & Video Tunes


02. Exclusive Connectivity with 2,500 Servers Inside Mobile Operators' Networks

03. Tones Network and Infrastructure Was Our Main Pivot into Cloud Gaming

150Bn
song bytes played to over 1Bn individuals in FY24



Launch
2004


**Active
Subscribers**
**58.3
Million**



**Live
Telcos**
31



**Monetization
Model**
Subscription

Videos & Infotainment

01.

Categories

News
Beauty
Sports
Health
Leisure

02.

Sources

In-house Editors
Live Feeds
AI Powered



Premium Videos

Kids



01.

Content

Educational
Videos &
Games for Kids

02.

Special Features

Parental Controls

Launch
2007


Active
Subscribers
1.3
Million


Live
Telcos
21


Monetization
Model
Subscription

Challenges Arena – Instant Play With Rewards

Capturing the First Wave of Gamers on Low-End Devices Across Emerging Markets

01.

One Tap Play

Light weight, low learning curve HTML5 games

02.

Content Formats

Arcade, Words, Trivia, Puzzles, Cards

03.

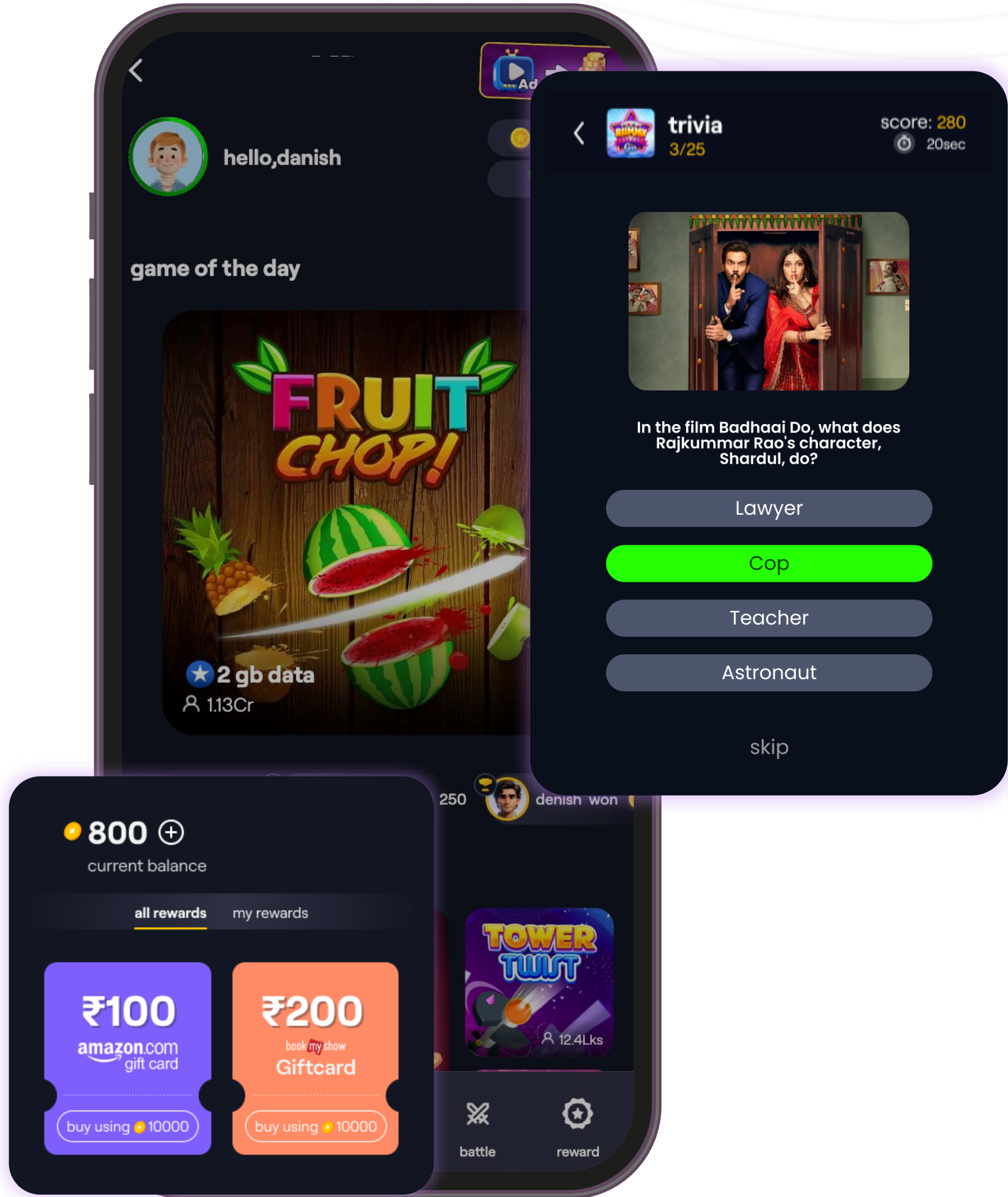
18+

Languages Supported

04.

35

Countries With Localized Content



Launch
2021

Active
Subscribers
6.6
Million



Live
Telcos
78



Monetization
Model
Subscriptions

ONMO – Premium Social Gaming

Pioneering Cloud Technology for Mobile Games With Short Streaming

The Only Solution Where Gamers Can Compete in Popular Games and Socialize Live with Friends

1000s
of Moments From
Popular Games



2 Disruptive
Technologies



3 Key Mobile
Gaming Trends



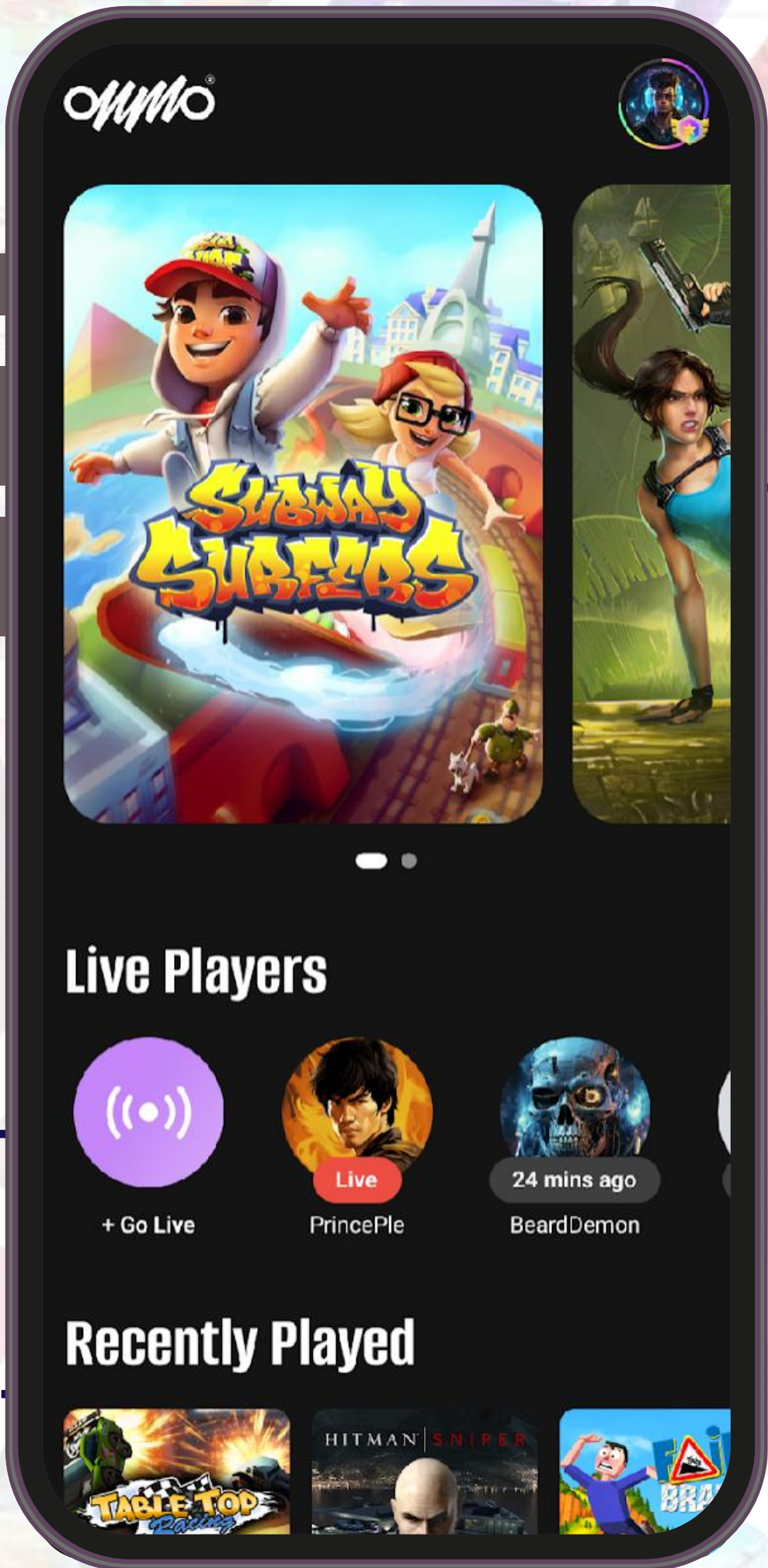
SHORT
FORMAT
GAMING



SOCIAL



ESPORTS



AI

VISION AI



CLOUD
GAMING

Launch
2022



Active
Subscribers

4.0
Million



Live
Telcos

40



Monetization
Model

Subscriptions

The Gaming Platform – Single Destination For All Gaming Services

Redefining App Stores for Consumers, Developers and Telcos

Launch
2025

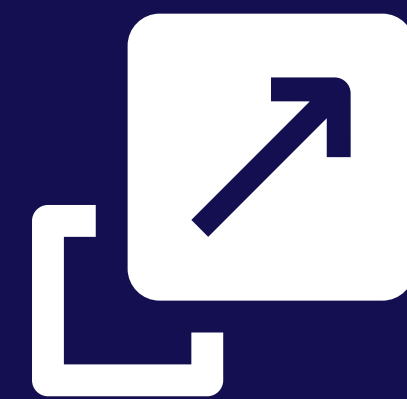


Building Gaming Infrastructure for Emerging Markets

Monetization Model

Platform Licensing
+
In App Purchases

The rapid expansion of \$242 Bn gaming industry is a market opportunity and presents a strong potential for future growth



\$400 Bn

projected size of Gaming Industry by 2029



10.5%

expected CAGR



~50%

revenues from Mobile Gaming



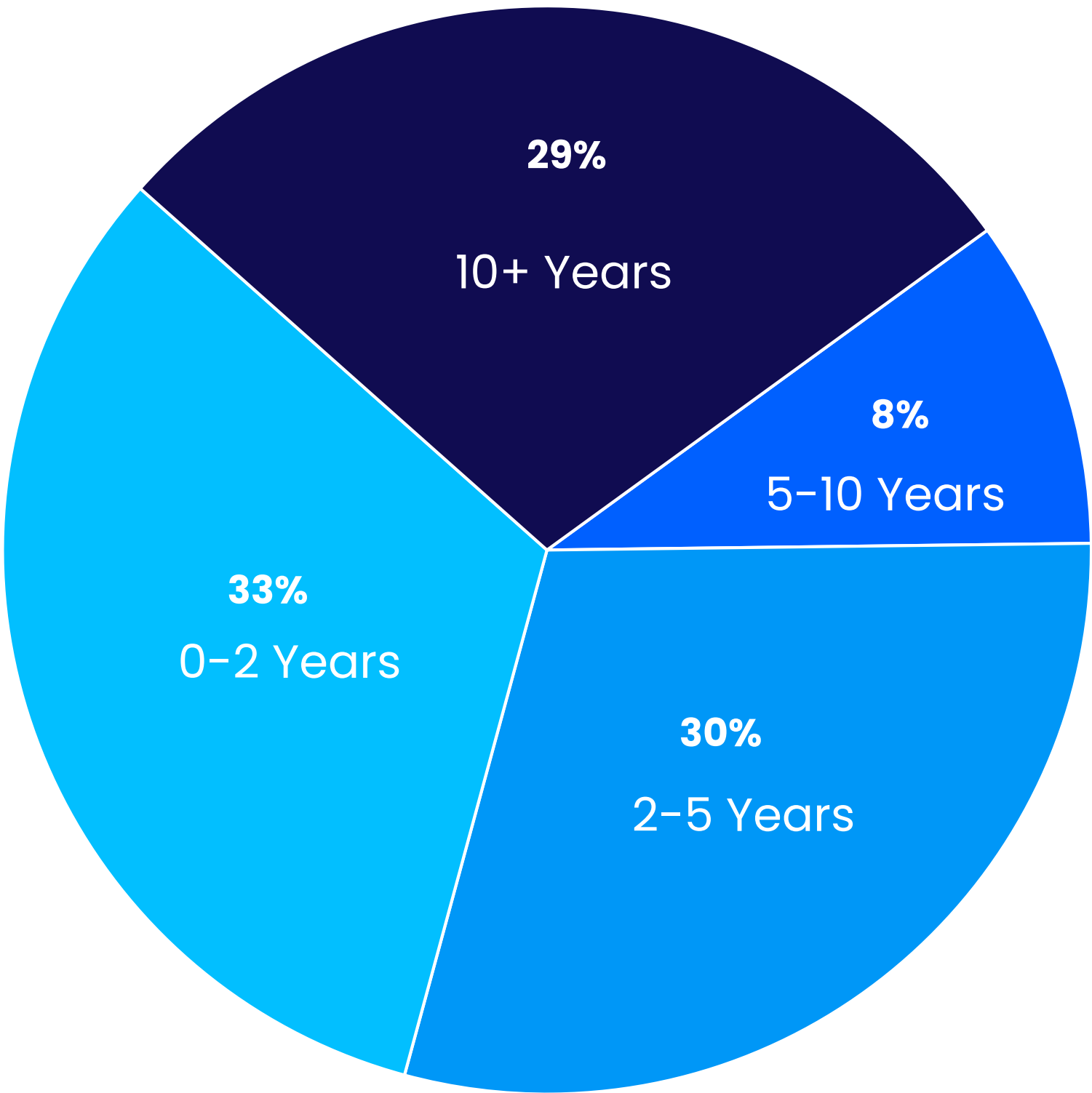
~50%

revenues from AAA Gaming

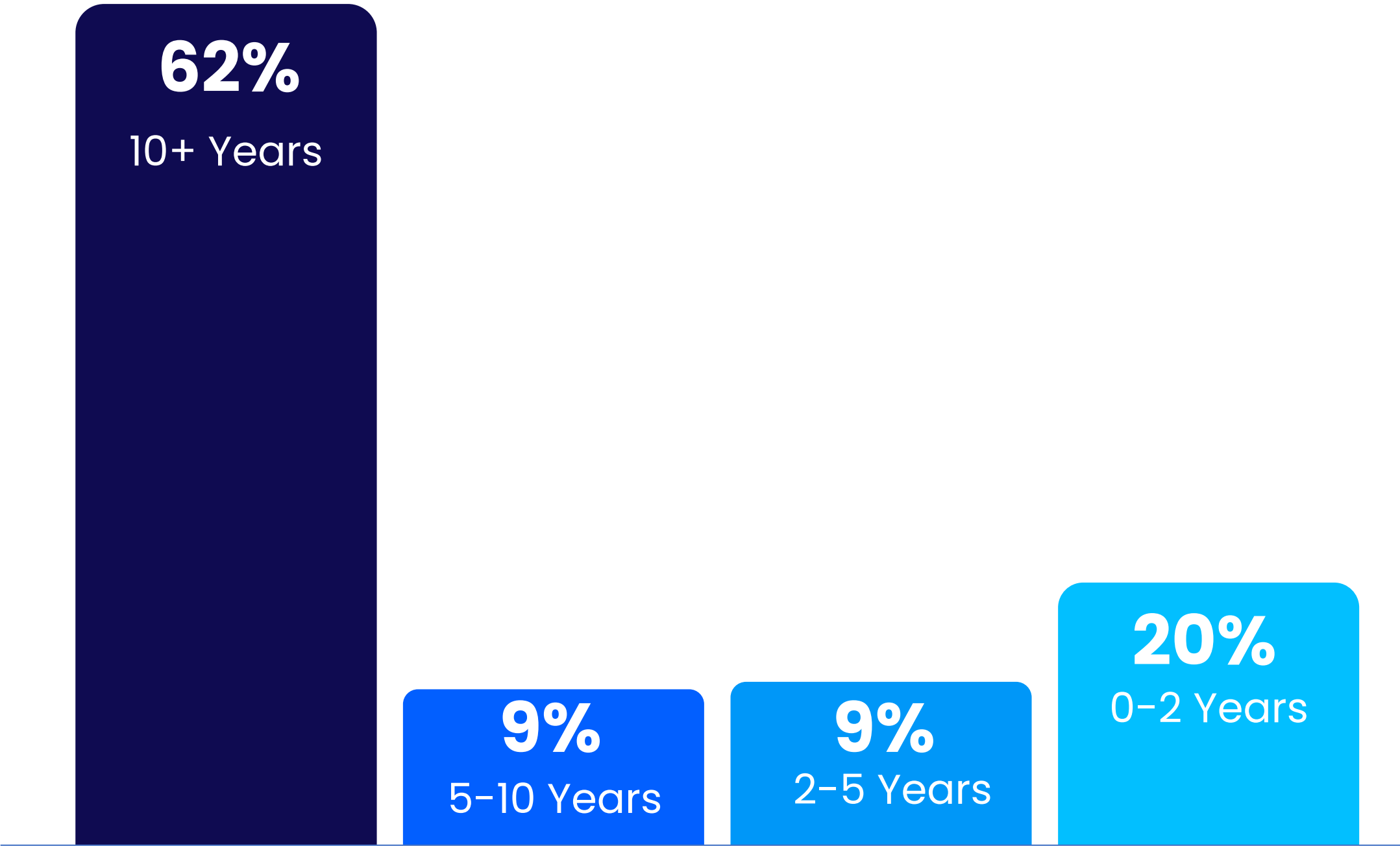
Company maintains strong, long-term relationship with global telecom leaders

OnMobile is trusted by marquee clients with average vintage of 11+ years

Number of Telecom Operators



Revenue contribution % FY 2025



120 Deployed Customers Across The Globe



Mobile Gaming: Active base increased to 10.65Mn

+5.7M

**Additional
Active gaming
subscribers in
last 6 quarters**

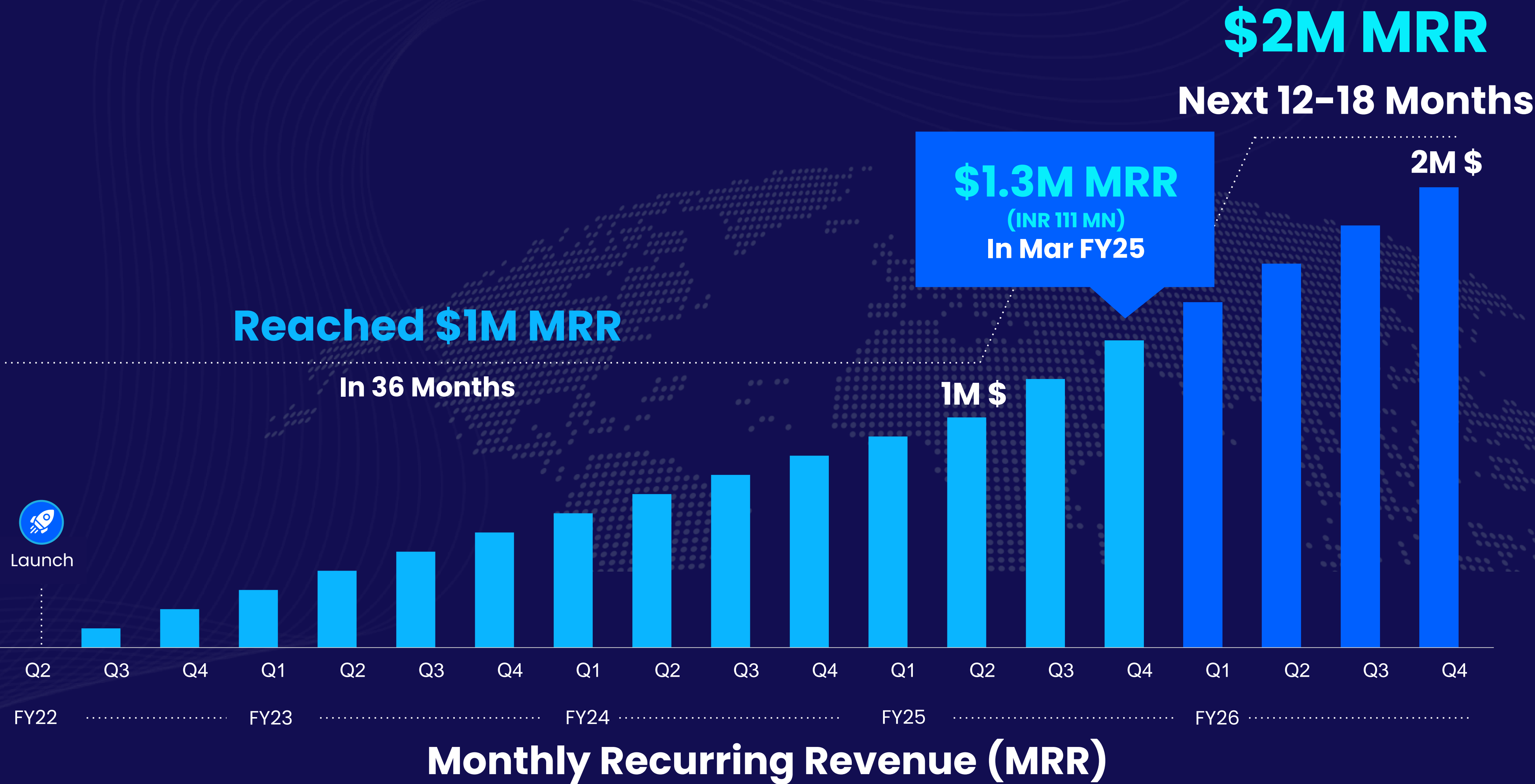
2.2X
In 6 Qtrs.

ACTIVE SUBSCRIBERS IN MN



Mobile Gaming: Subscription Revenues to Double

Target to Reach \$2M MRR in Next 18-24 Months



Investment Rationale

Unmatched Growth Potential with Market-Disrupting Products and Established Telco Partnerships

01.

**\$400B
Gaming
Industry by
2029**

OnMobile uniquely
positioned to carve
out its share

02.

**Invested
\$35M+ in
Technology**

Developed unique IPs
and patents to disrupt
the gaming industry

03.

**Gaming
Revenues
Expected to Grow
by 50% in FY 2026**

Subscription
\$1.3M MRR to \$2M MRR

Platform
Expected to be an
important growth driver
next FY

04.

**Exceptionally
well positioned
in emerging
markets**

100+ Telcos & 4B+
mobile consumers
not prioritised by
top gaming players.

05.

**ROI to Follow
Gaming
Industry
Multiples**

Current valuation
multiples not inline
with the gaming
industry



FINANCIALS

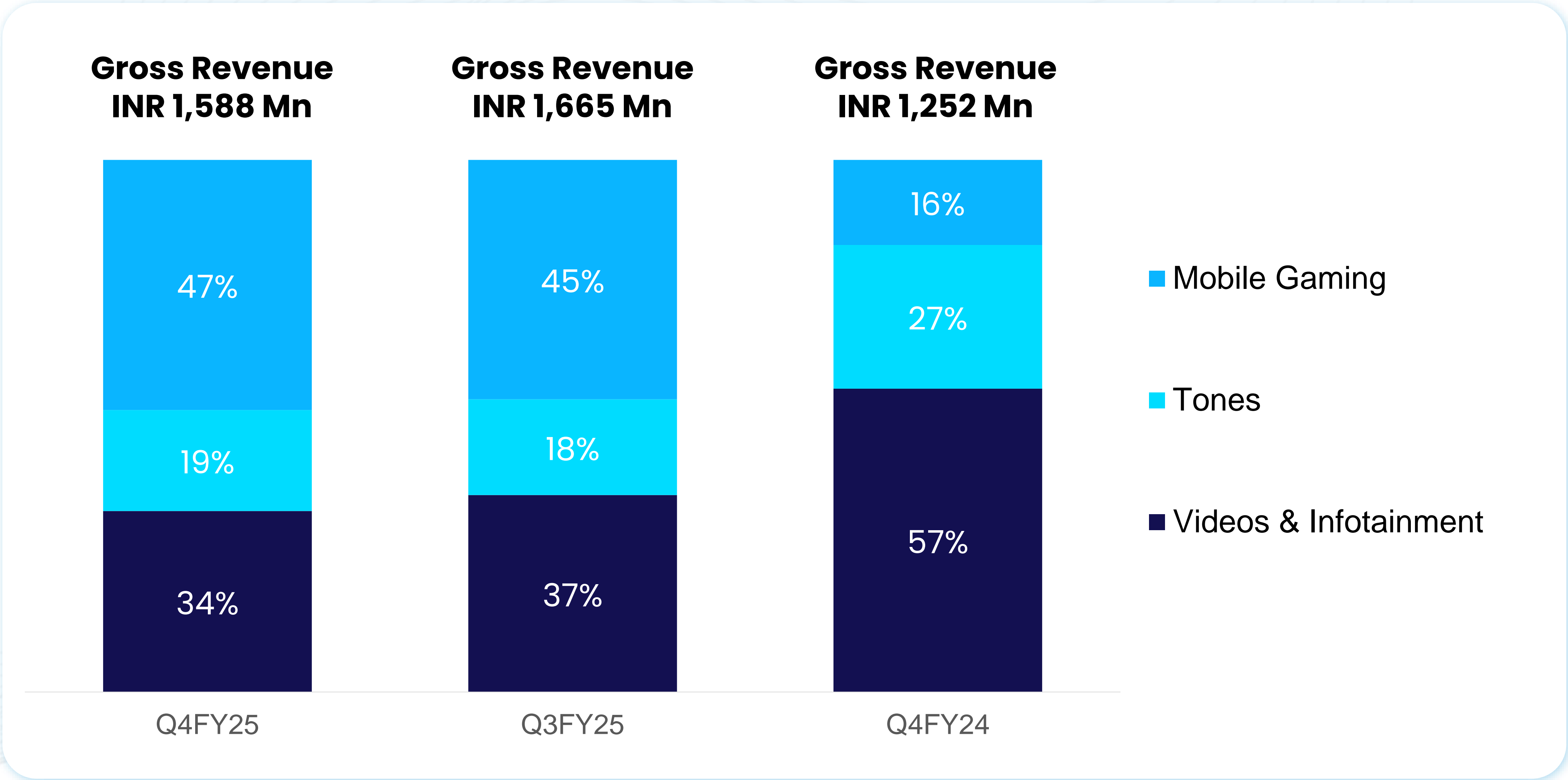
P&L Q4 FY25

P&L(INR Mn)	Q4 FY25	Q3 FY25	QoQ Gr %	Q4 FY24	YoY Gr %
Gross Revenue	1,588	1,665	-4.6%	1,252	26.8%
COGS	887	933	-5.0%	609	45.7%
Gross Profit	701	732	-4.2%	643	9.0%
Margin (%)	44.9%	44.6%		52.4%	
People Cost	298	294	1.4%	264	13.1%
Marketing	244	242	0.9%	222	10.1%
Opex	125	115	8.4%	124	0.6%
EBITDA	34	81	-58.0%	34	0.3%
Margin (%)	2.2%	4.9%		2.8%	
Depreciation	80	82	-3.3%	27	198.1%
Operating Profit	(46)	(1)	-	7	-
Margin (%)	-2.9%	-0.1%		0.6%	
Profit After Tax	(79)	(52)	-	(6)	-
Margin (%)	-5.1%	-3.2%		-	
EPS (Diluted)	(0.7)	(0.5)	-	(0.1)	-
ONMO Exp. Capitalized	17	21	-19.0%	140.5	-87.9%

P&L FY25

P&L(INR Mn)	FY25	FY24	YoY Gr %
Gross Revenue	5832	5233	11.5%
COGS*	3106	2510	23.7%
Gross Profit	2726	2723	0.1%
Margin (%)	47.6%	53.0%	
People Cost	1184	1082	9.4%
Marketing	949	869	9.3%
Opex	451	489	-7.8%
EBITDA	141	283	-49.8%
Margin (%)	2.5%	5.5%	
Depreciation	323	112	188.6%
Operating Profit	(182)	171	-
Margin (%)	-3.2%	3.3%	-
Profit After Tax	(405)	266	-
Margin (%)	-7.1%	5.2%	-
EPS (Diluted)	(3.6)	1.5	-
ONMO Exp. Capitalized	106	640	-83.4%

Revenue by Products



Cash Position

INR Mn	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Cash Balance	549	879	577	637	688	413	336	402

Reduction in Q1 Cash due to continued investments in ONMO R&D and increase in receivables

Increase in Q2 Cash due to better collections

Reduction in Q3 Cash due to Prod devpt cost of INR 150 Mn

Increase in Q4 Cash due to better collections

Increase in Q1 Cash due to better collections

Reduction in Q2 Cash due to delay in customer collection in sept which I collected in Oct

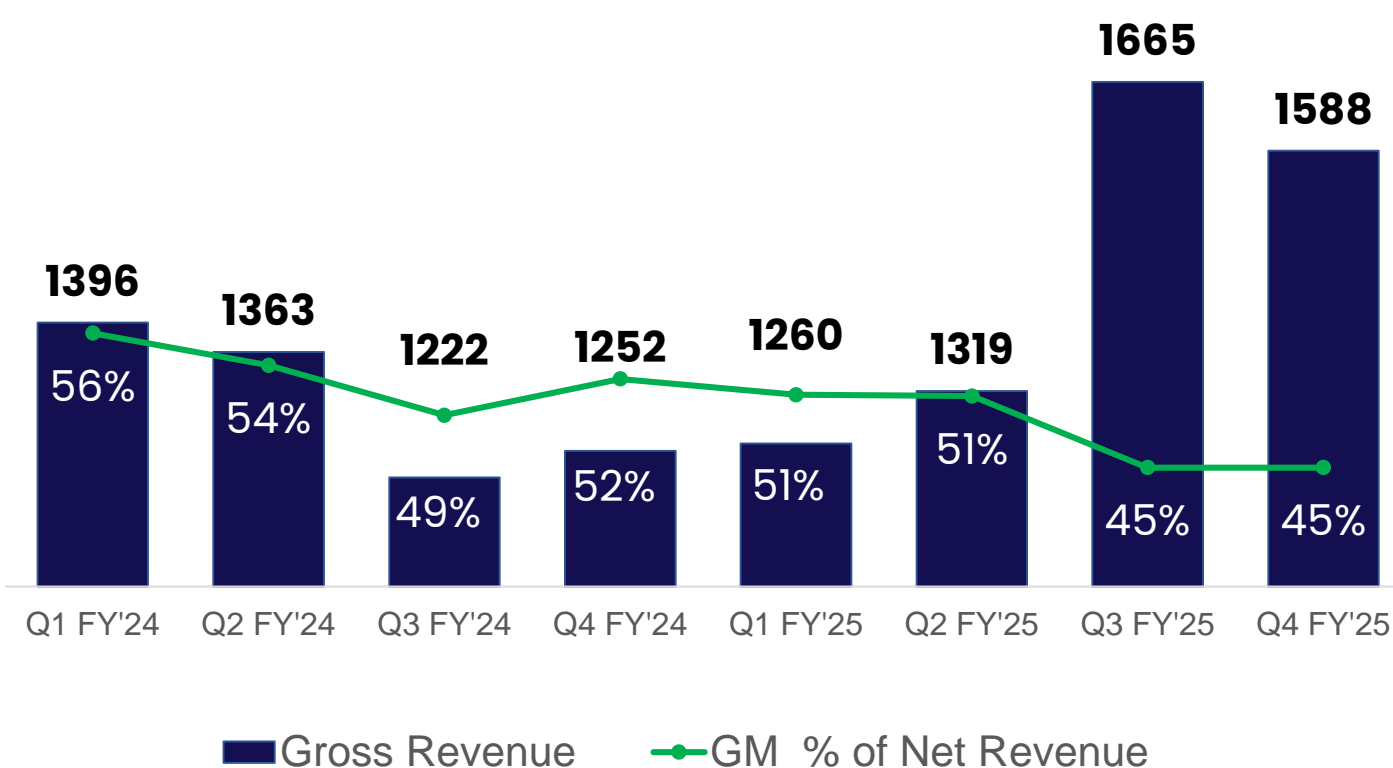
Reduction in Q3 Cash due to utilization For severance pay to international employee exits and pre payment for gaming license cost

Increase in Q4 Cash due to collections of old outstanding

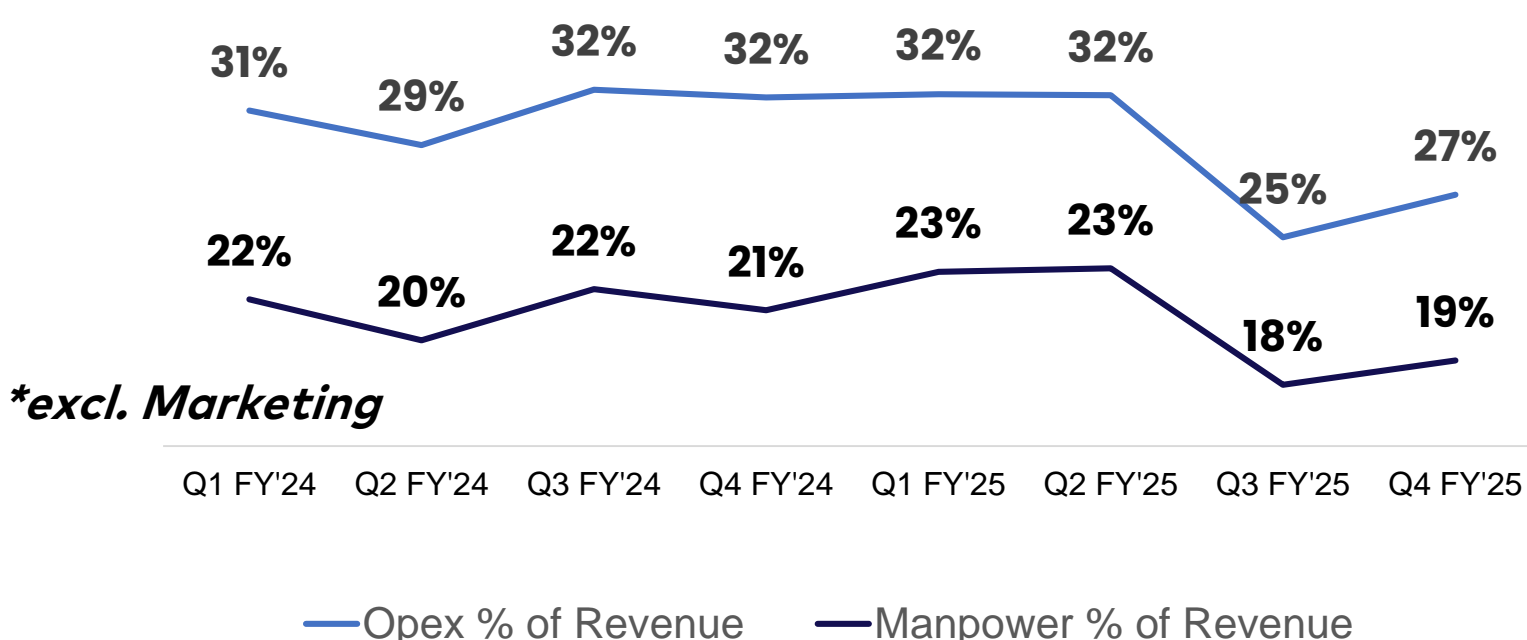
Financial Analysis & Trends: Profit & Loss

In INR Mn

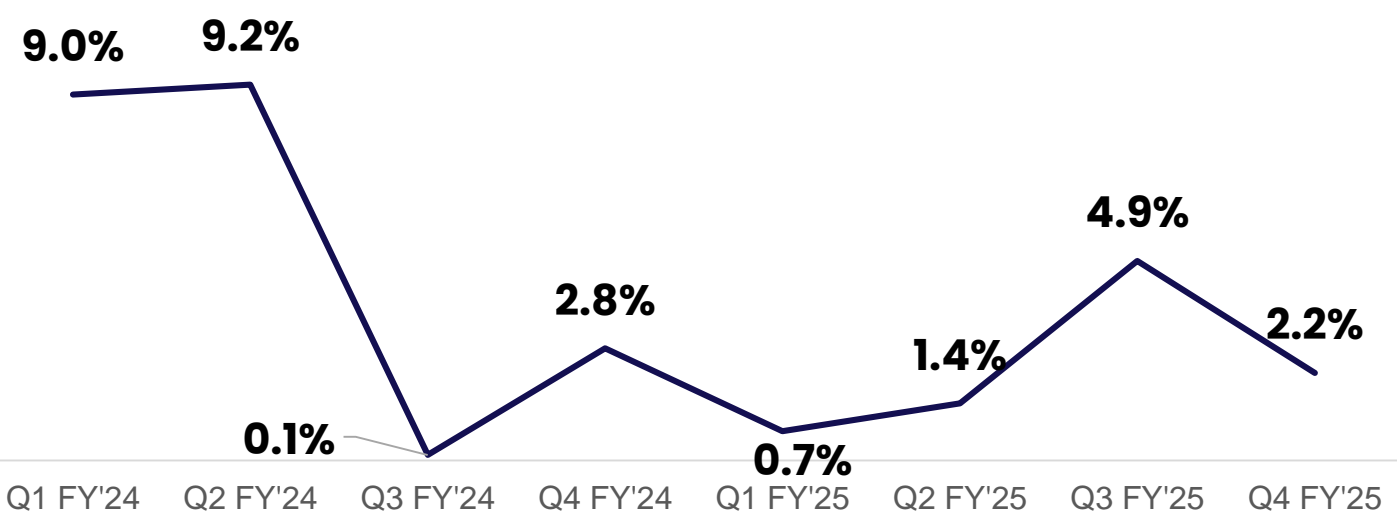
Revenue and GM (%) of Net Revenues



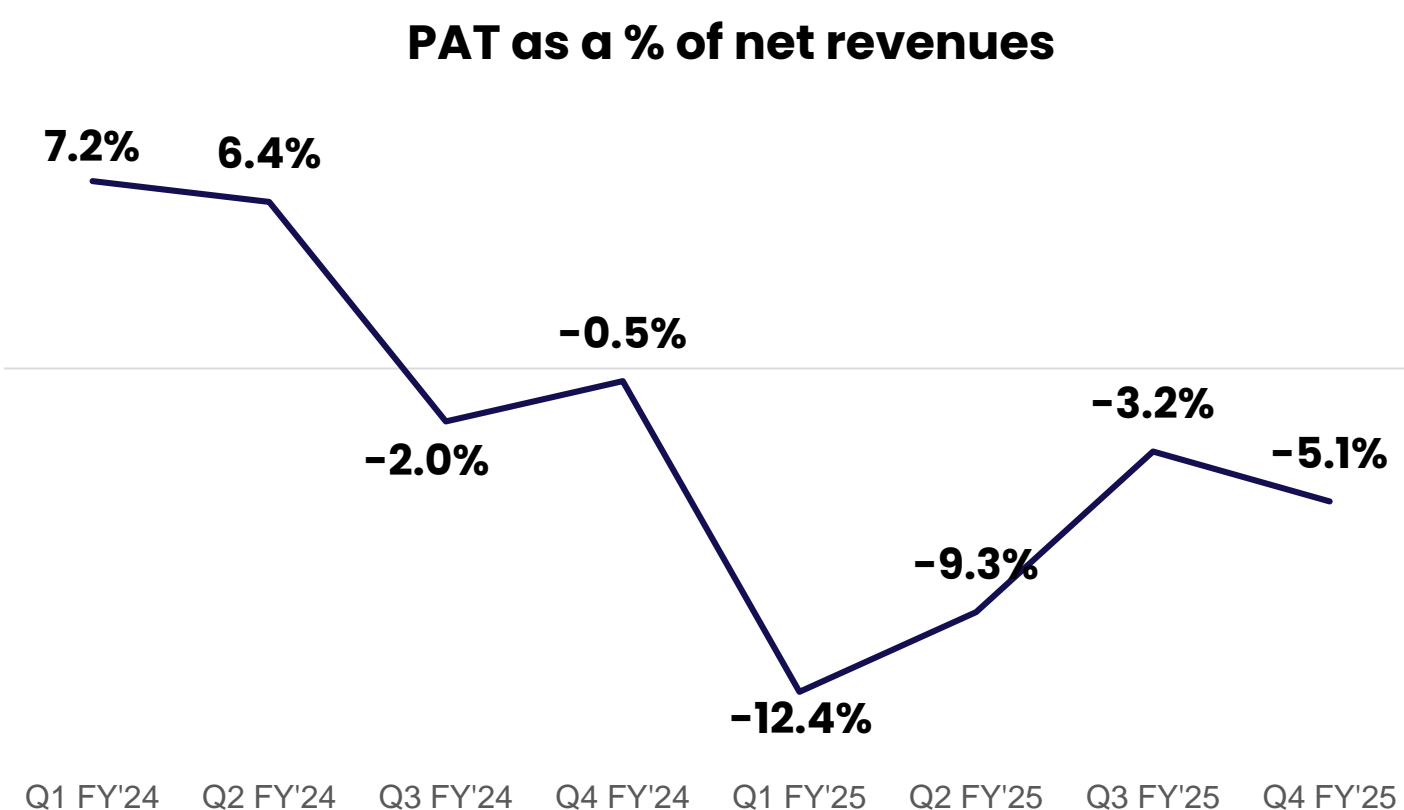
Opex* and People Cost % of Revenues



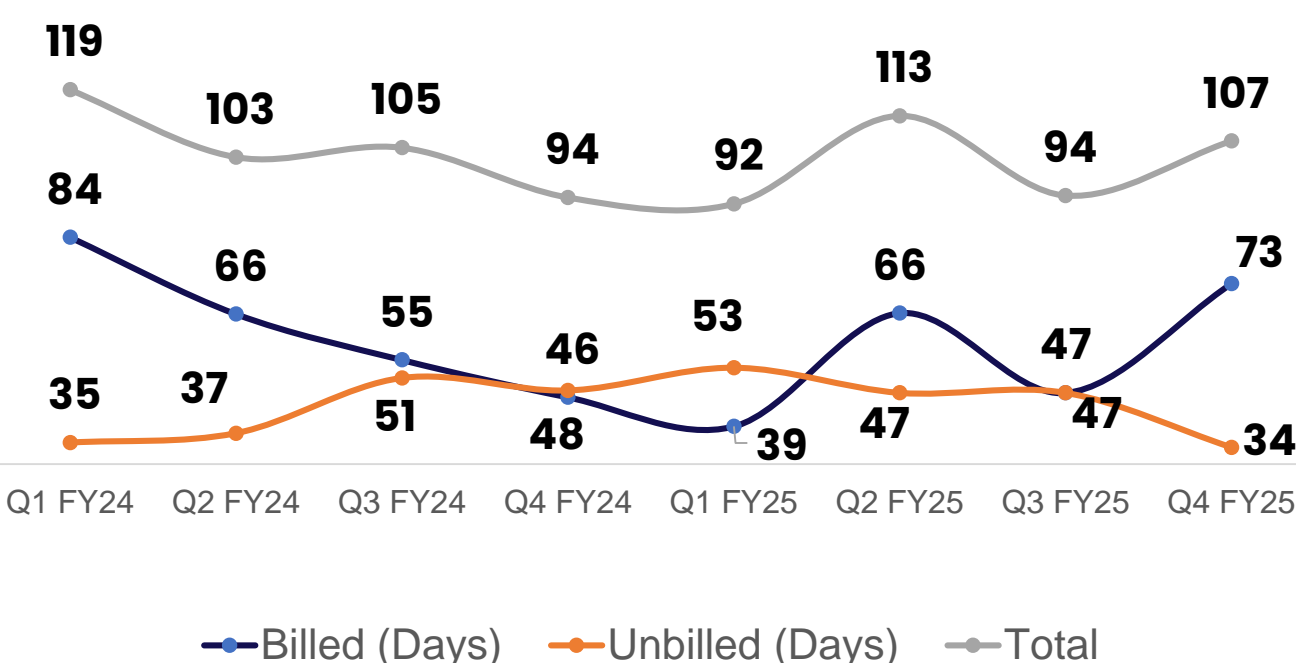
EBITDA %



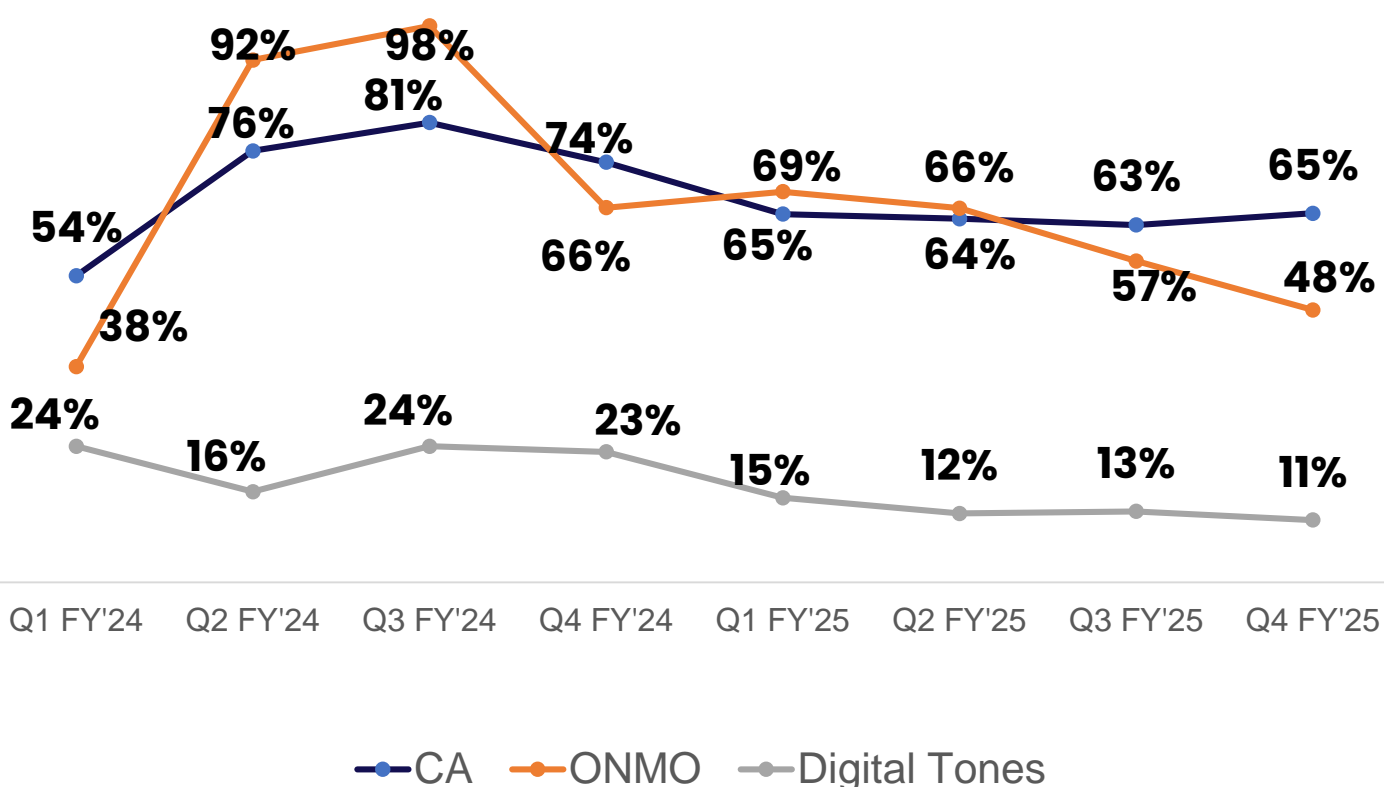
PAT (%)



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Profit and Loss								
International revenue / revenue	79%	91%	92%	94%	94%	95%	97%	96%
Gross profit / revenue	56%	54%	49%	52%	51%	51%	45%	45%
Revenue per Employee (INR'000)	2,932	3,184	2,924	3091	3142	3461	4600	4963
EBITDA per Employee (INR'000)	259	289	4	84	22	48	224	106
Aggregate employee costs / revenue	20%	20%	22%	21%	23%	23%	18%	19%
Profit before tax (PBT) / revenue	9%	9%	0%	1%	-11%	-8%	-2%	-4%
Balance sheet								
Current ratio	1.4	1.3	1.2	1.3	1.2	1.2	1.1	1.2
Day's sales outstanding (Days)	119	103	105	94	91	113	94	107
Liquid assets / total assets (%)	27%	27%	23%	22%	22%	23%	23%	26%
Liquid assets / total sales ratio	1.7	1.8	1.8	1.6	1.6	1.6	1.3	1.5

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Global Leader in Mobile Entertainment

For any inquiries contact

 investors@onmobile.com

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