



OnMobile Global Limited

# Q3 FY2017 Earnings Presentation

## FEBRUARY 9, 2017

# 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 FY2017	Q2 FY2017	% Q-o-Q	Q3** FY2016	% Y-o-Y
Revenue	1,805	1,871	(3.5%)	2,068	(12.7%)
Gross Margin	1,038	1,105	(6.1%)	1,279	(18.9%)
Manpower cost	503	528	(4.6%)	538	(6.5%)
Other Opex	282*	323*	(12.5%)	352	(19.8%)
EBITDA	252	255	(1.1%)	389	(35.2%)
<i>% Margin</i>	14%	14%		19%	
Operating Profit	117	113	3.8%	15	700.3%
<i>% Margin</i>	6%	6%		1%	
Net Profit	(10)	41	Nm	(125)	Nm
<i>% Margin</i>	(1%)	2%		(6%)	
EPS (Rs.)	(0.09)	0.38	Nm	(1.14)	Nm

\* Other opex includes a forex loss of Rs. 12 Mn in Q2 FY'17 and a forex gain of Rs.12 Mn in Q3 FY'17.

\*\* Restated to IndAS.

# Q3 FY2017 performance

## Key Financial Highlights

- Overall Revenue down by 3.5% q-o-q.
  - Q2 included the last tranche of revenue from Vivo for a part of the quarter. Revenue from Vivo was nil in Q3.
  - Egypt revenue was lower on account of devaluation of the Egyptian Pound (EGP) as explained in our last call.
  - There was deterioration in revenues from India, mainly due to the reduced re-charge rates triggered by demonetization in November and December 2016.
- Manpower cost reduced by 4.6% and 6.5% as compared to Q2 FY'17 and Q3 FY'16 respectively.
- Operating expenses reduced by 12.5% and 19.8% as compared to Q2 FY'17 and Q3 FY'16 respectively.
- Despite marginal decline in revenue, EBITDA and Operating profit margins were stable q-o-q through effective management of costs.
- During the quarter, the Central Bank of Egypt devalued its currency Egyptian Pound (EGP) against USD from 8.9 to 18.1 EGP to a USD. Re-measurement of monetary assets and liabilities at the current rate resulted in a one-time forex loss of Rs.172 Mn which is disclosed as exceptional loss before the net profit.

# Q3 FY2017 Business highlights

## Domestic and International business

Overall international business was stable at 76% of total revenue during the quarter and domestic business at 24%:

### India

India revenue was Rs. 433 Mn in Q3 FY'17 marginally down q-o-q.

There were two positive developments in the market:

- Contract with Vodafone for RBT and other services was renewed for a further period of 2 years effective January 2017.
- An agreement for providing SMS and WAP services to BSNL was also renewed for a period of one year.

### Europe

Recorded a strong revenue growth of 7.5% q-o-q.

- A new agreement was signed with TIM Italy to provide CVAS services. These services were launched in December 2016.

# Q3 FY2017 Business highlights

## Domestic and International business

### Asia (excluding India)

Revenue down by 16.8% q-o-q.

This was principally due to a policy change by one of the large operators to introduce double confirmation for all service activations.

### Africa & Middle East

Revenue down by 7.4% q-o-q mainly due to devaluation in EGP.

Excluding currency impact, business remained stable across the region.

- One of the western African operators surpassed 1 Million RBT subscribers in December 2016
- Strong subscriber growth leads to an unprecedented 21% penetration

### Latin America

Revenue down by 37.4% q-o-q.

This was as expected at the end of the Vivo contract and cessation of other offerings.

- Certain new features and capabilities have been introduced for enhancing the RBT service in the Telefonica group of companies across LatAm.

# Q3 FY2017 Financial performance

## Strong balance sheet and cash position

(Rs. Mn)	Dec 31, 2016	Sep 30, 2016	Jun 30, 2016
Short Term Borrowings	-	-	125
<b>Total Debt</b>	-	-	125
Cash & Cash Equivalents	2,551	2,520	2,652
<b>Net Cash</b>	2,551	2,520	2,528
<b>Net Worth</b>	5,667	5,714	5,915

# Financial Statements – Balance Sheet

(Rs. Mn)	Dec 31, 2016	Sep 30, 2016
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' Funds</b>	<b>5,667</b>	<b>5,714</b>
Deferred tax liabilities	1	1
Long-term provisions	51	52
<b>Non-Current Liabilities</b>	<b>53</b>	<b>53</b>
Short-term borrowings	-	-
Trade payables	1,904	1,882
Other financial liabilities	57	23
Other current liabilities	418	430
Short-term provisions	251	266
<b>Current Liabilities</b>	<b>2,631</b>	<b>2,601</b>
<b>Total</b>	<b>8,350</b>	<b>8,368</b>

(Rs. Mn)	Dec 31, 2016	Sep 30, 2016
<b>ASSETS</b>		
Fixed assets	832	884
Deferred tax assets	248	248
Financial assets	48	54
Others non current assets	1413	1394
<b>Non-Current Assets</b>	<b>2,541</b>	<b>2,580</b>
Current investments	792	832
Trade receivables	1,839	1,931
Cash and cash equivalents	1,759	1,688
Loans	44	41
Others financial assets	70	71
Other current assets	1,305	1,225
<b>Current Assets</b>	<b>5,809</b>	<b>5,788</b>
<b>Total</b>	<b>8,350</b>	<b>8,368</b>



# THANK YOU

## **OnMobile Global Limited**

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