



Onmobile Reports Second Quarter Fiscal 2020 Results

Revenue up by 6.4% Q-o-Q, EBITDA up by 51.1%, PBT up by 131.5%

Bengaluru, 30th October, 2019: OnMobile Global Limited ("OnMobile") today announced the results for 2nd Quarter FY20 ended September 30, 2019. Sustained focus on revenue growth, conversion of new contracts and tight control on expenses resulted in PBT growing from INR 3.1 crores in Q1 to INR 7.1 crores in Q2.

Q2 FY20 Highlights:

- Q2 FY20 Gross Revenues (before amortization of contract acquisition cost) at INR 148.4 crores, grew 6.4% Q-o-Q
- QoQ revenue growth in all major product lines
 - Tones + 4.6%
 - Video +13.1%
 - Games + 1.2%
- Manpower cost down by 3.1% Q-o-Q due to reduction in headcount from 758 in Q1 to 734 in Q2
- Continuous efforts in cost optimization yielding results - lower Other COGS and Opex Q-o-Q by 16.6% and 15.4% respectively
- Q2 EBITDA up by 51.1% from INR 7.1 crores in Q1 to INR 10.7 crores in Q2
- Operating profit up manifold from INR 0.4 crores in Q1 to INR 6.0 crores in Q2
- Profit Before Tax more than doubled from 2.2% of revenue in Q1 to 4.9% of revenue in Q2
- Cash balance of INR 234.4 crores

Revenue up by
6.4% (Q-o-Q)

EBITDA up by
51.1 % (Q-o-Q)

EBITDA grew by
10.1% (Y-o-Y)

Tones Subscriber base
up by 6.7% (Q-o-Q)

Financial Press Release:

Amount in Rs Lakhs except data per share

Sl. No	Particulars	Quarter ended			Half Year Ended		Year Ended
		September 30, 2019 (Unaudited)	June 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	March 31, 2019 (Audited)
1	Revenue from Operations						
	Telecom value added services	14,376	13,947	14,743	28,323	29,810	59,386
	Other income (net)	239	393	2,197	632	2,748	2,902
	Total income	14,615	14,340	16,940	28,955	32,558	62,288
2	Expenses						
	(a) Content fee and royalty	6,325	5,817	6,128	12,142	12,159	24,424
	(b) Contest expenses, cost of software licenses and others	575	689	594	1,264	1,376	2,772
	(c) Employee benefits expense	4,212	4,348	4,480	8,560	9,225	17,768
	(d) Finance costs	31	40	-	71	4	8
	(e) Depreciation and amortisation expenses	472	674	552	1,146	1,543	2,722
	(f) Other expenses	2,290	2,464	2,785	4,754	5,514	11,462
	Total expenses	13,905	14,032	14,539	27,937	29,821	59,156
3	Profit/ (Loss) before tax (1-2)	710	308	2,401	1,018	2,737	3,132
4	Tax expense						
	(a) Current tax	397	245	481	642	1,135	2,261
	(b) Deferred tax	210	(153)	3	57	(346)	(1,019)
	Total tax	607	92	484	699	789	1,242
5	Profit/ (Loss) for the period/ year (3-4)	103	216	1,917	319	1,948	1,890
6	Other comprehensive income						
	A. (i) Items that will not be reclassified to profit or loss	(84)	(12)	10	(96)	26	(63)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	4	(3)	4	(9)	22
	B. Items that will be reclassified to profit or loss	267	18	366	285	469	(1,227)
	Other comprehensive income	183	10	373	193	486	(1,268)
7	Total comprehensive income for the period/ year (5+6)	286	226	2,290	512	2,434	622
8	Paid up equity share capital (Face value of Rs 10/- each)	10,570	10,570	10,570	10,570	10,570	10,570
9	Other equity						46,010
10	Earnings per share (of Rs. 10 each) (not annualised except for year ended March 31, 2019)						
	(a) Basic	0.10	0.20	1.81	0.30	1.84	1.79
	(b) Diluted	0.10	0.20	1.81	0.30	1.84	1.79

Consolidated Balance Sheet:

Particulars	Amount in Rs. Lakhs	
	As at September 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
ASSETS		
Non-Current Assets		
Property, plant and equipment	1,805	2,025
Capital work in progress	167	113
Right-of-use assets	1,602	-
Goodwill	7,376	7,627
Other Intangible assets	1,742	2,237
Financial assets		
Loans	626	637
Other financial assets	7	10
Income tax assets (net)	13,003	12,680
Deferred tax assets (net)	5,532	5,224
Other non-current assets	1,512	1,642
	33,372	32,195
Current Assets		
Financial assets		
Investments	11,635	19,165
Trade receivables	18,473	16,513
Cash and cash equivalents	11,693	7,941
Other bank balances	115	119
Loans	117	112
Other financial assets	7,043	6,330
Other current assets	8,687	4,881
	57,763	55,061
TOTAL - ASSETS	91,135	87,256
EQUITY AND LIABILITIES		
Equity		
Equity share capital	10,570	10,570
Other equity	44,683	46,010
	55,253	56,580
Non-Current Liabilities		
Financial liabilities		
Borrowings	1,280	-
Other financial liabilities	2,390	2,360
Provisions	386	381
Deferred tax liabilities (net)	394	13
	4,450	2,754
Current Liabilities		
Financial liabilities		
Borrowings	365	-
Trade payables		
-Total outstanding dues of micro enterprises and small enterprises	-	-
-Total outstanding dues of creditors other than micro enterprises and small enterprises	21,536	21,166
Other financial liabilities	4,082	2,763
Provisions	1,943	1,816
Other current liabilities	3,506	2,177
	31,432	27,922
TOTAL - EQUITY AND LIABILITIES	91,135	87,256

**About OnMobile:**

OnMobile [NSE India: ONMOBILE] [BSE Ltd: 532944], is a global leader in mobile entertainment. Headquartered in Bangalore, India and with presence in many countries across the world, OnMobile offers a wide array of products such as Videos, Tunes, Games & Contests. Based on current deployments, OnMobile has over 100 million active subscribers and an addressable base of more than 1.68 billion mobile users across several geographies.

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