OnMobile Global Limited has announced the results for the quarter ended September 30, 2019 (Q2 FY20). Sustained focus on revenue growth, conversion of new contracts and tight control on expenses resulted in profit before tax growing from Rs 31 million in Q1 to Rs 71 million in Q2.

Q2 FY20 Highlights:

• Q2 FY20 gross revenues (before amortisation of contract acquisition cost) at Rs 1,484 million, grew 6.4 per cent QoQ

• QoQ revenue growth in all major product lines

1. Tones + 4.6 per cent
2. Video +13.1 per cent
3. Games + 1.2 per cent

• Manpower cost down by 3.1 per cent QoQ due to reduction in headcount from 758 in Q1 to 734 in Q2

• Continuous efforts in cost optimisation yielding results - lower other COGS and opex QoQ by 16.6 per cent and 15.4 per cent respectively

• Q2 EBITDA up by 51.1 per cent from Rs 71 million in Q1 to Rs 107 million in Q2

• Operating profit up manifold from Rs 4 million in Q1 to Rs 60 million in Q2

• Profit before tax more than doubled from 2.2 per cent of revenue in Q1 to 4.9 per cent of revenue in Q2

• Cash balance of Rs 2,344 million.

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