



**ONMOBILE GLOBAL LIMITED**

E City, Tower-1, No.94/1C & 94/2,  
Veerasandra Village, Attibele Hobli,  
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CIN - L64202KA2000PLC027860

Email - investors@onmobile.com

[www.onmobile.com](http://www.onmobile.com)

February 05, 2026

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- Q3 FY 2025-26**

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 ended December 31, 2025, which is made available on Company's website: [www.onmobile.com](http://www.onmobile.com).

Request you to kindly take the same on record.

Thanking you,

Yours sincerely,  
For OnMobile Global Limited

 Digitally signed by  
Pakanati V  
Varaprasad  
Date: 2026.02.05  
23:45:45 +05'30'

P V Varaprasad  
Company Secretary  
FCS 5877

Encl: a/a

Celebrating

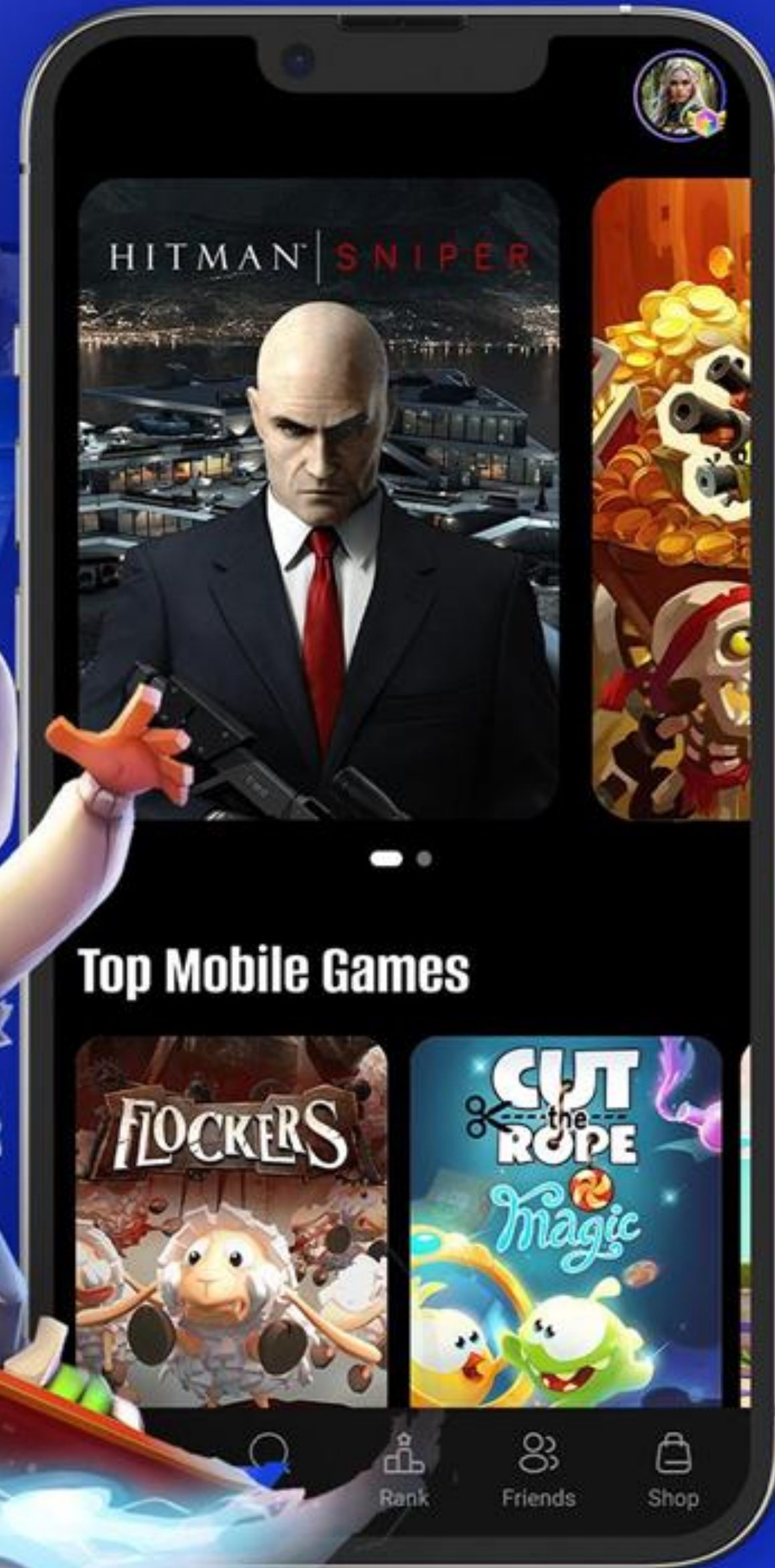
onmobile  
**25<sup>th</sup>**  
ANNIVERSARY

**onmobile**

Global Leader in Mobile Entertainment

# Propelling Mobile Gaming & Entertainment

EARNINGS DECK – Q3'FY26



# Key Highlights

- **25 Years of Empowering Millions to Connect, Express & Engage**
- Q3FY26 revenue at INR 1,369 Mn up by 4.5 % QoQ.
- Q3FY26 EBITDA at INR 81 Mn.
- Q3FY26 Mobile Gaming Revenue at INR 453 Mn up by 27.5% QoQ.
- **Gaming subscriber base at 13.7Mn.**
- Closing Gross Cash balance at INR 1385Mn.

# Financial Summary Q3 FY26

<b>Gross Revenue</b>	<b>People cost</b>	<b>Marketing</b>	<b>Opex</b>
<b>INR 1,369 Mn</b> ■ +4.5% QoQ	<b>INR 278 Mn</b> ■ ~ % QoQ	<b>INR 252 Mn</b> ■ +8.8% QoQ	<b>INR 100 Mn</b> ■ -9.8% QoQ
<b>EBITDA</b>	<b>PAT</b>	<b>Mobile Gaming Revenue</b>	<b>Mobile Entertainment Revenue</b>
<b>INR 81 Mn (5.9%)</b> ■ Q2 FY26: INR 86 Mn Q2 (excl capitalization) : INR 70 Mn	<b>INR 35 Mn</b> ■ Q2 FY26 : INR 60 Mn	<b>INR 453 Mn</b> ■ +27.5% QoQ	<b>INR 916 Mn</b> ■ -4% QoQ

# OnMobile's Product Journey & Monetization Model Evolution

## Mobile Entertainment

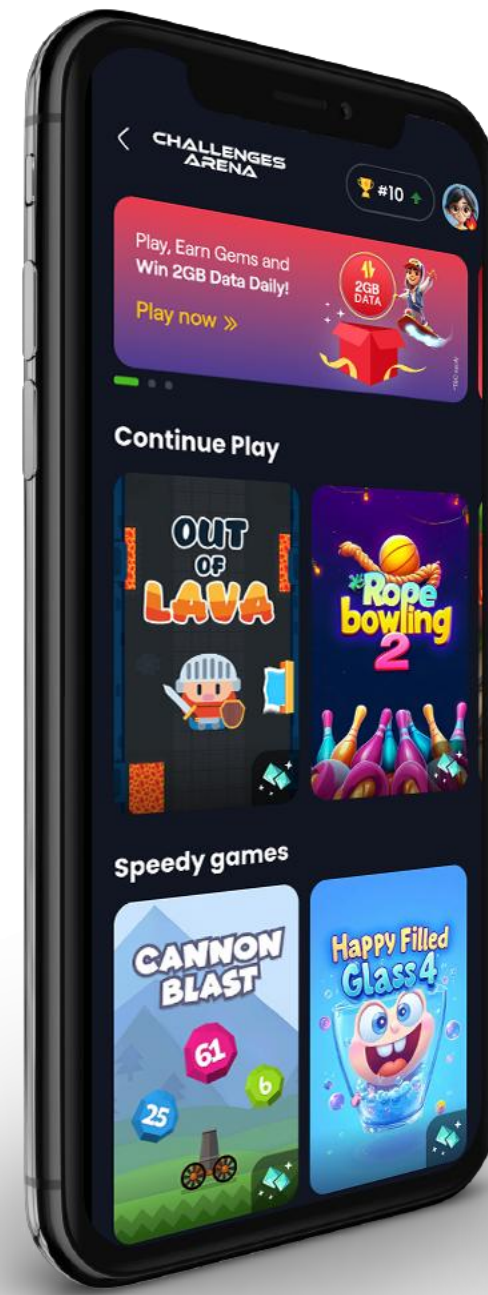


2004  
**Tones**

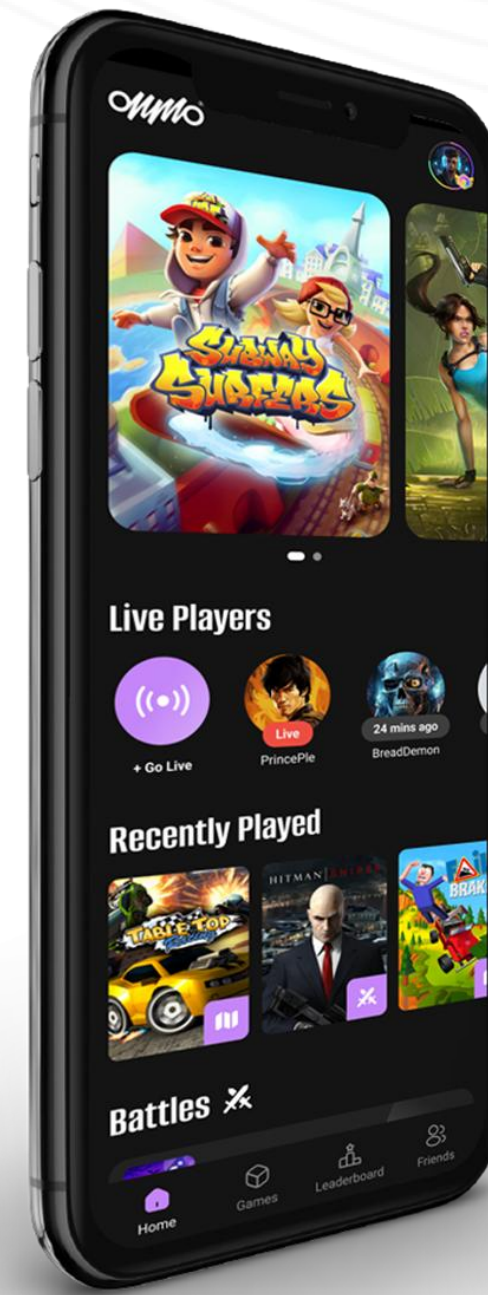


2007  
**Videos**

## Mobile Gaming



2021  
**Challenges Arena**



2022  
**ONMO**



2025  
**Gaming Platform**

## Enterprise Communication



2025  
**Buzzmo**

Dominant Monetization Model

Subscription

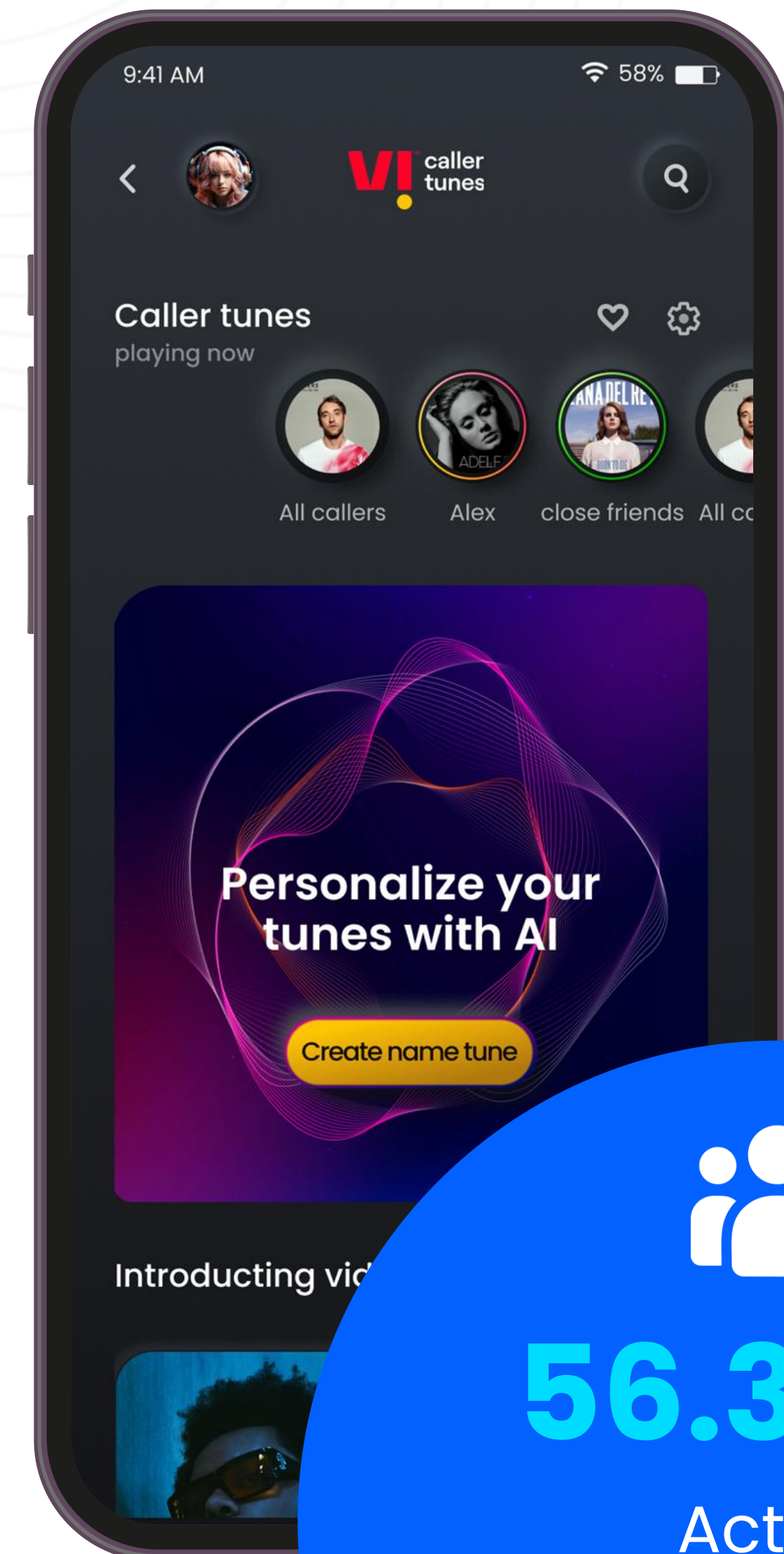
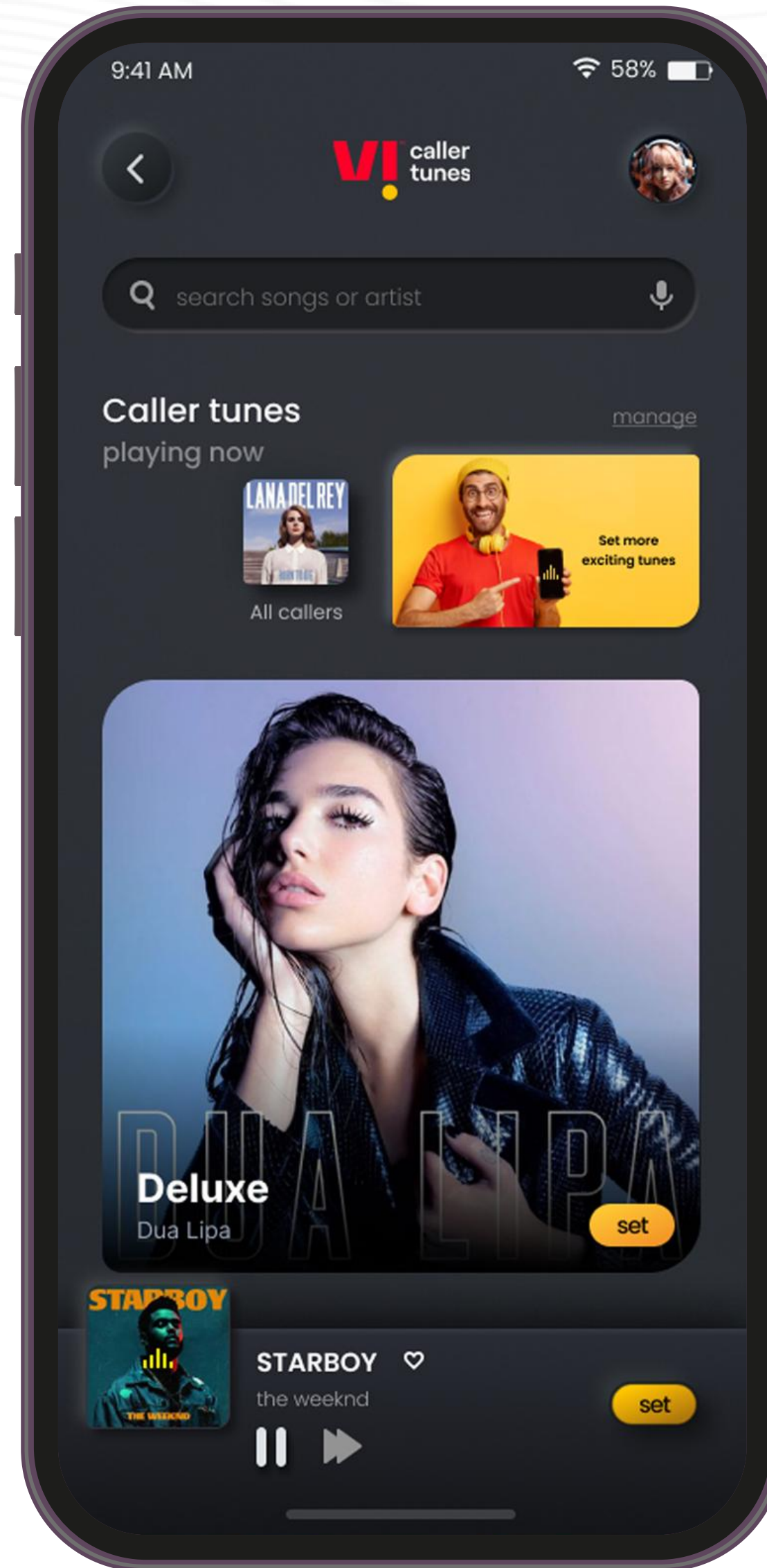
Platform & Licensing

# 20+ Years Legacy with Tones

Enhanced experience with AI integration & Video Tunes

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

Tones Network and Infrastructure Was Our Main Pivot into Cloud Gaming



## 125Bn

song bytes played to over 1Bn individuals in FY26

## 56.3 Mn

Active  
Subscribers

# Videos & Infotainment

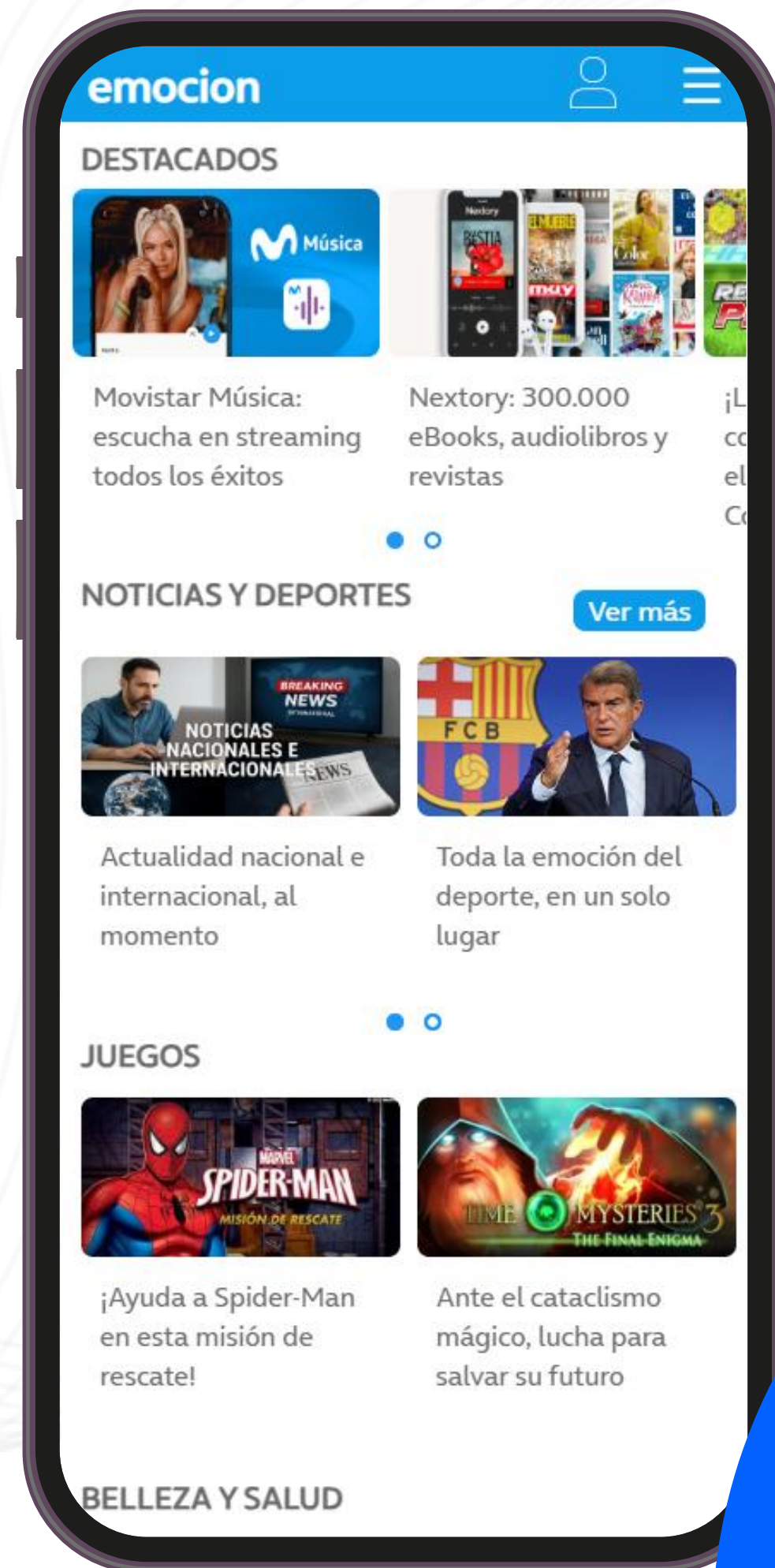
## Premium Videos

### Categories

- News
- Beauty
- Sports
- Health
- Leisure

### Sources

- In-house Editors
- Live Feeds
- AI Powered



## Kids



### Content

- Educational Videos & Games for Kids

### Special Features

- Parental Controls

  
**1.9 Mn**  
Active  
Subscribers

# Challenges Arena – Instant Play With Rewards

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

## One Tap Play

Light weight, low learning curve HTML5 games

## Content Formats

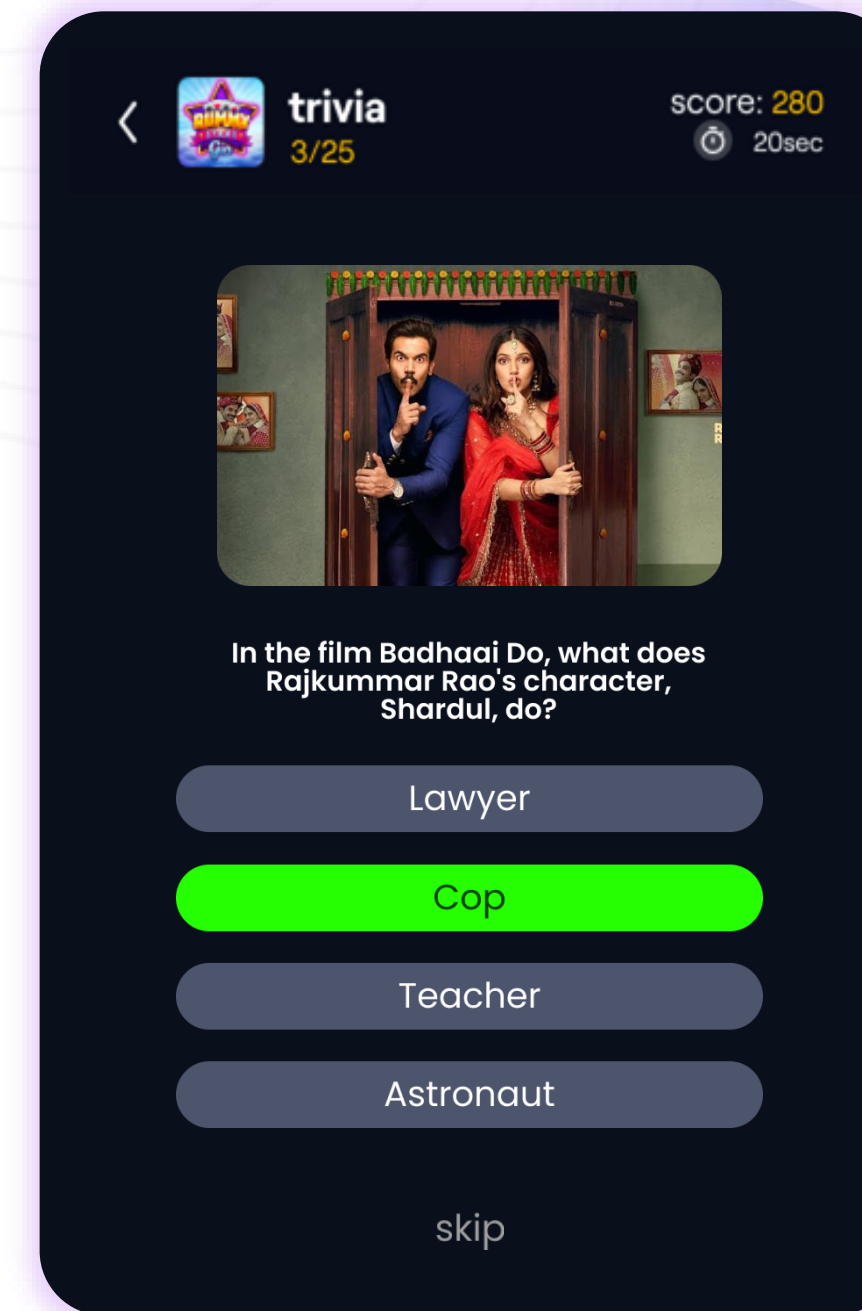
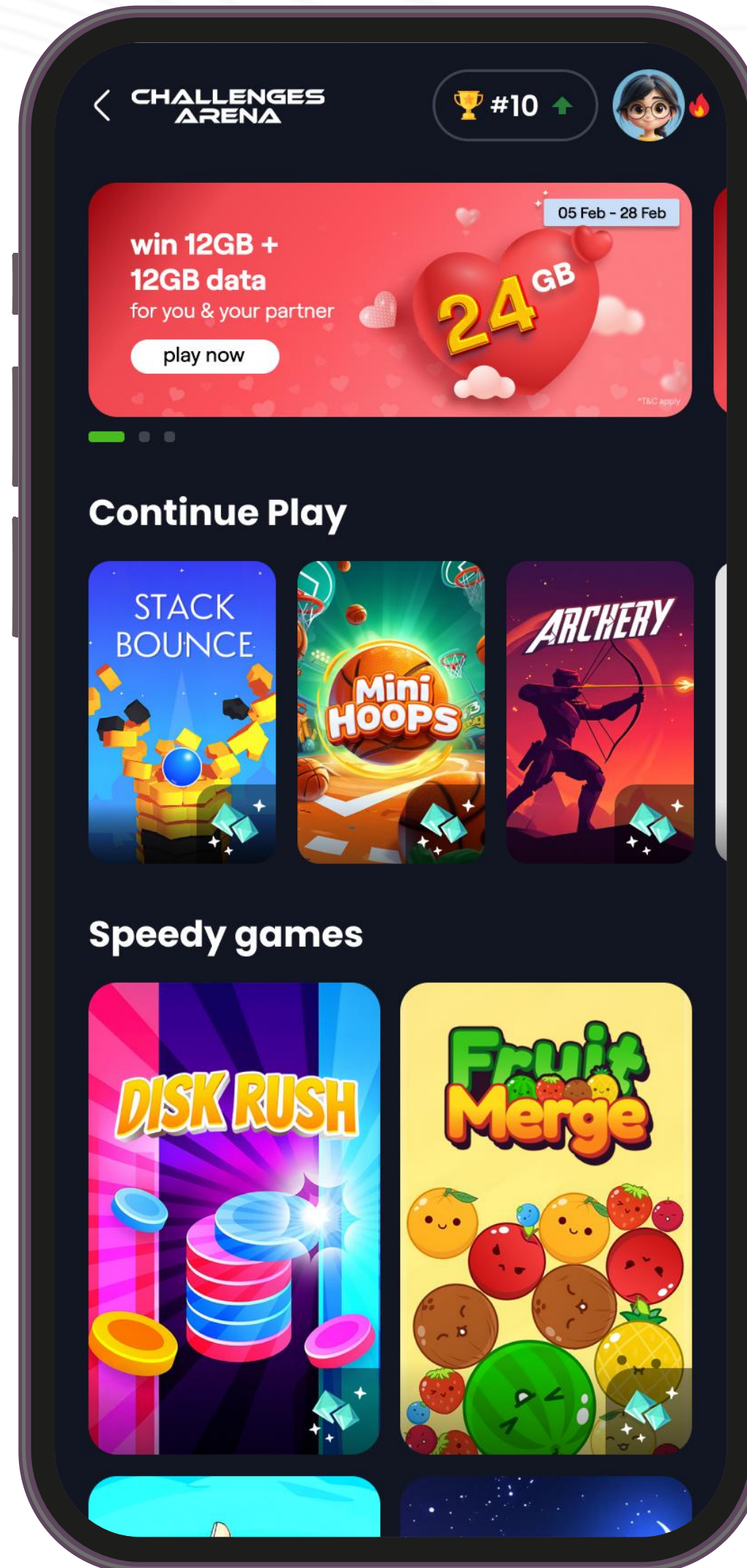
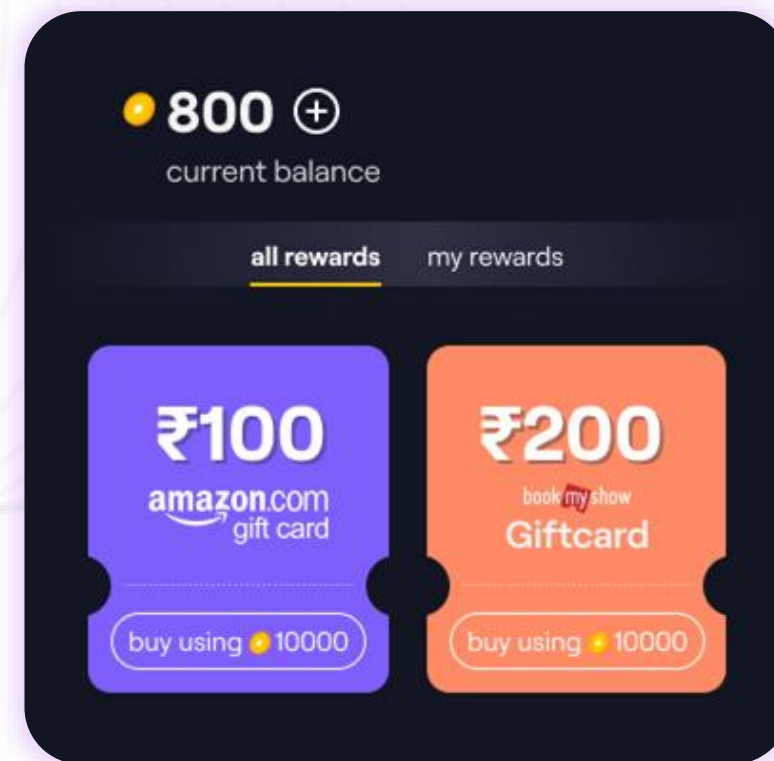
Arcade, Words, Trivia, Puzzles, Cards


18+

Languages Supported

35

Countries With Localized Content



  
**8.45 Mn**  
Active  
Subscribers

# 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

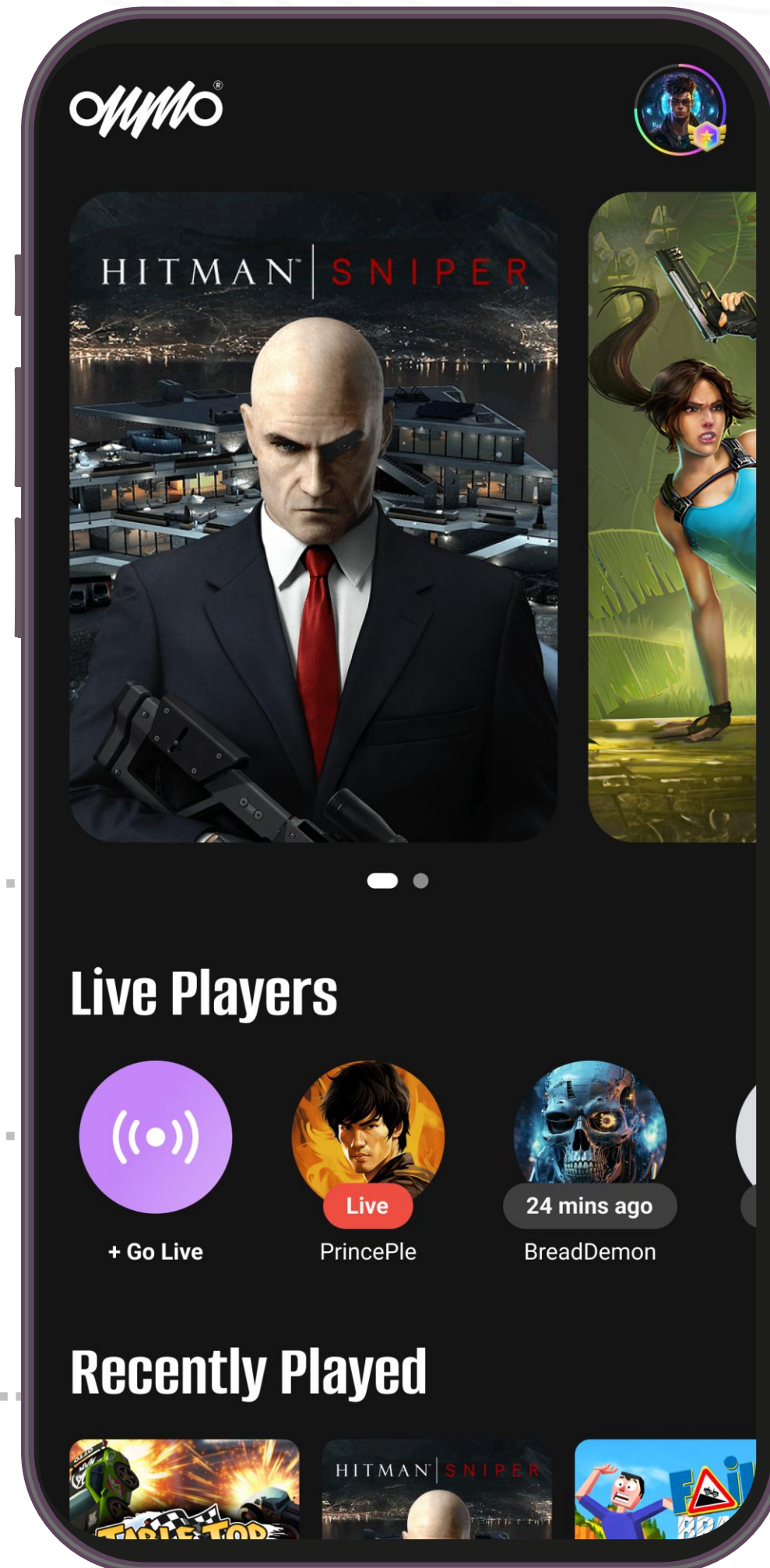
+ Disruptive Technologies

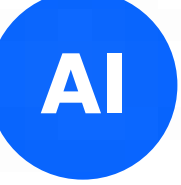
+ Key Mobile Gaming Trends Technologies

 **SHORT FORMAT GAMING**

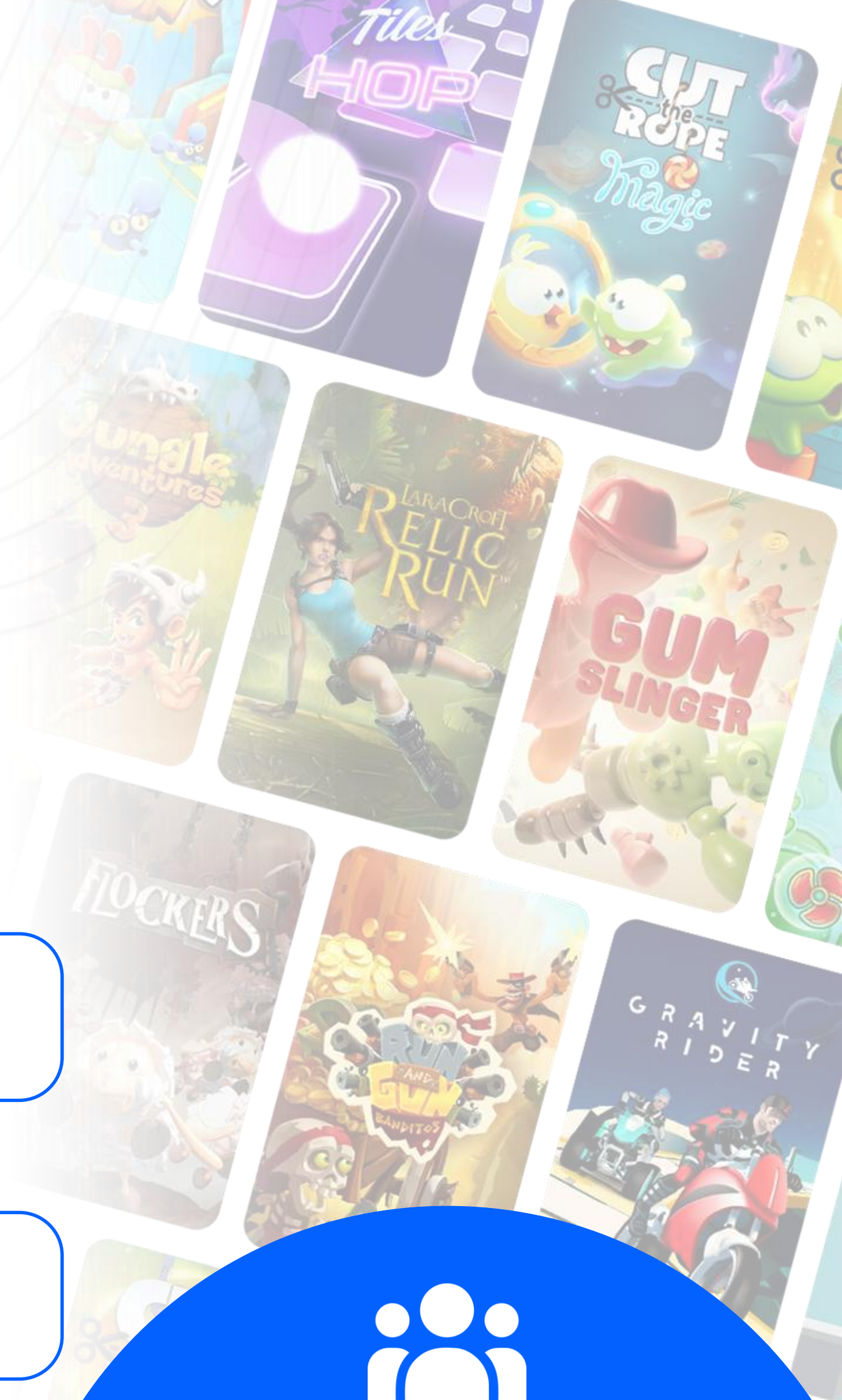
 **SOCIAL**


 **ESPORTS**



 **AI VISION AI**

 **CLOUD GAMING**



  
**5.22 Mn**  
Active  
Subscribers

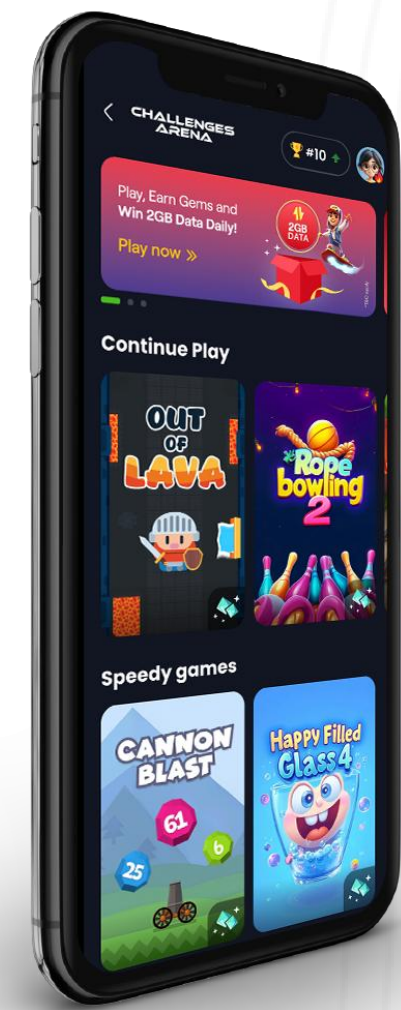
# The Gaming Platform – Interactive Gaming Discovery Store

Redefining App Stores for Consumers, Developers and Telcos

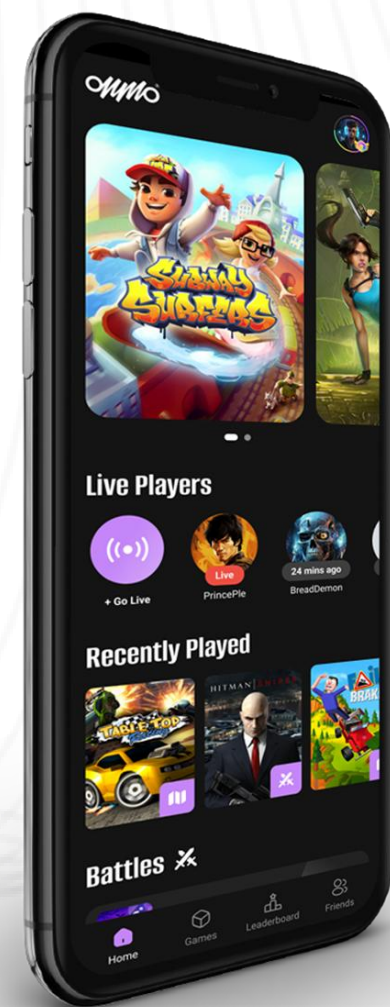


# A Unified Gaming Technology Backbone Powering Diverse Products, Global Social Play, and Scalable Efficiency

All Gaming Products Will Be Served By **A Common Gaming Backend** by Q4 FY26



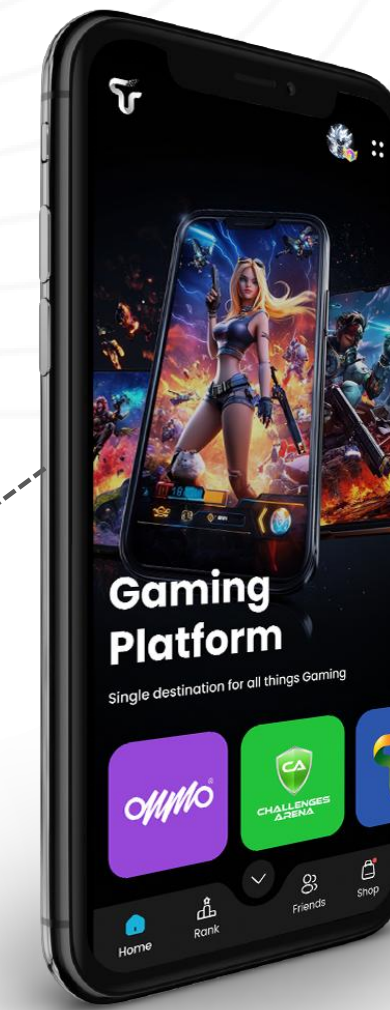
**Challenges Arena**



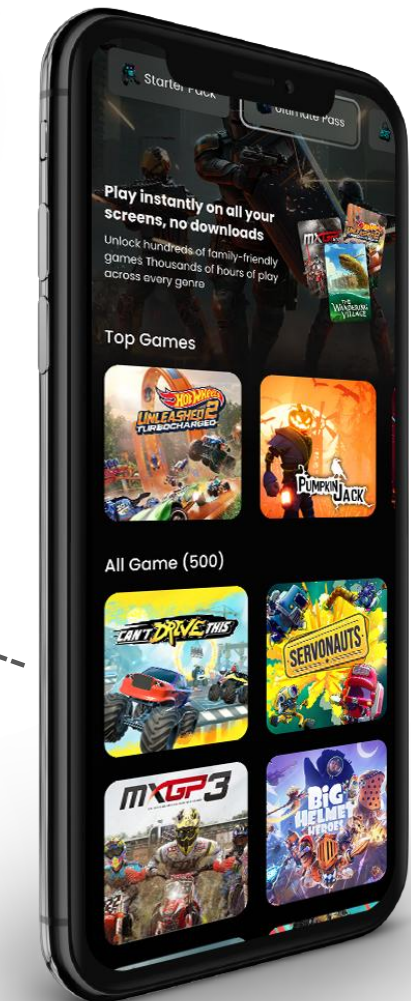
**ONMO**



**Common Global Gaming Engine**

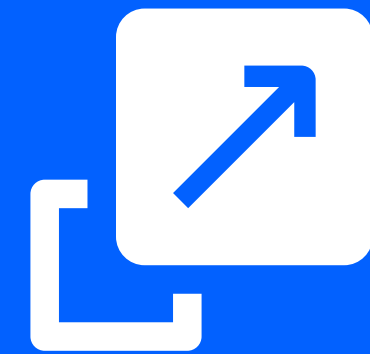


**Gaming Platform**



**Future Gaming & Digital Services Store**

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



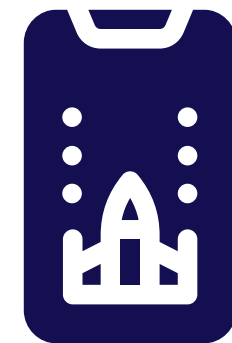
**\$400 Bn**

projected size of Gaming Industry by 2029



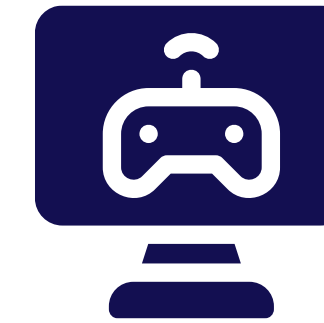
**10.5%**

expected CAGR



**~50%**

**revenues** from Mobile Gaming



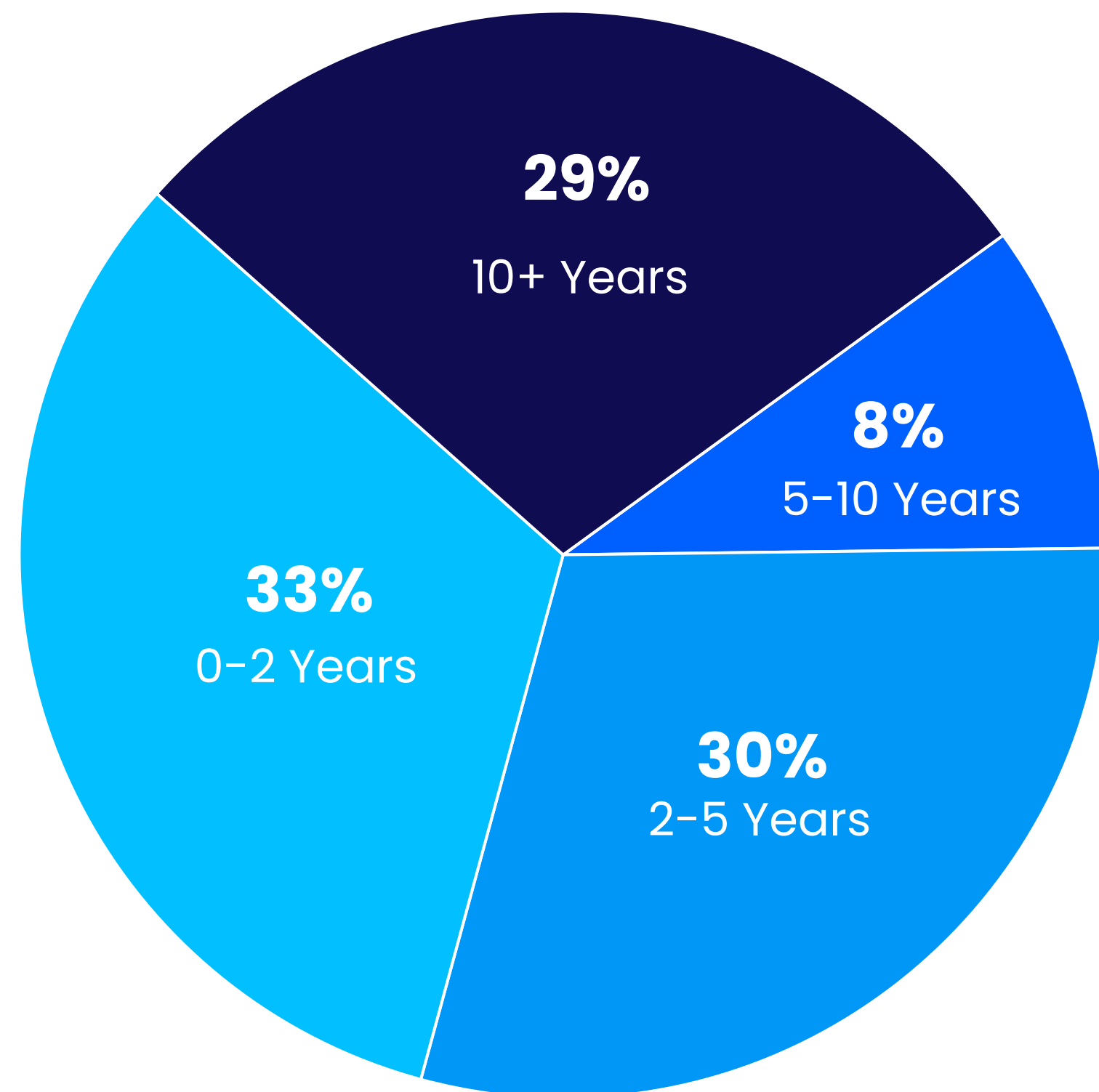
**~50%**

**revenues** from AAA Gaming

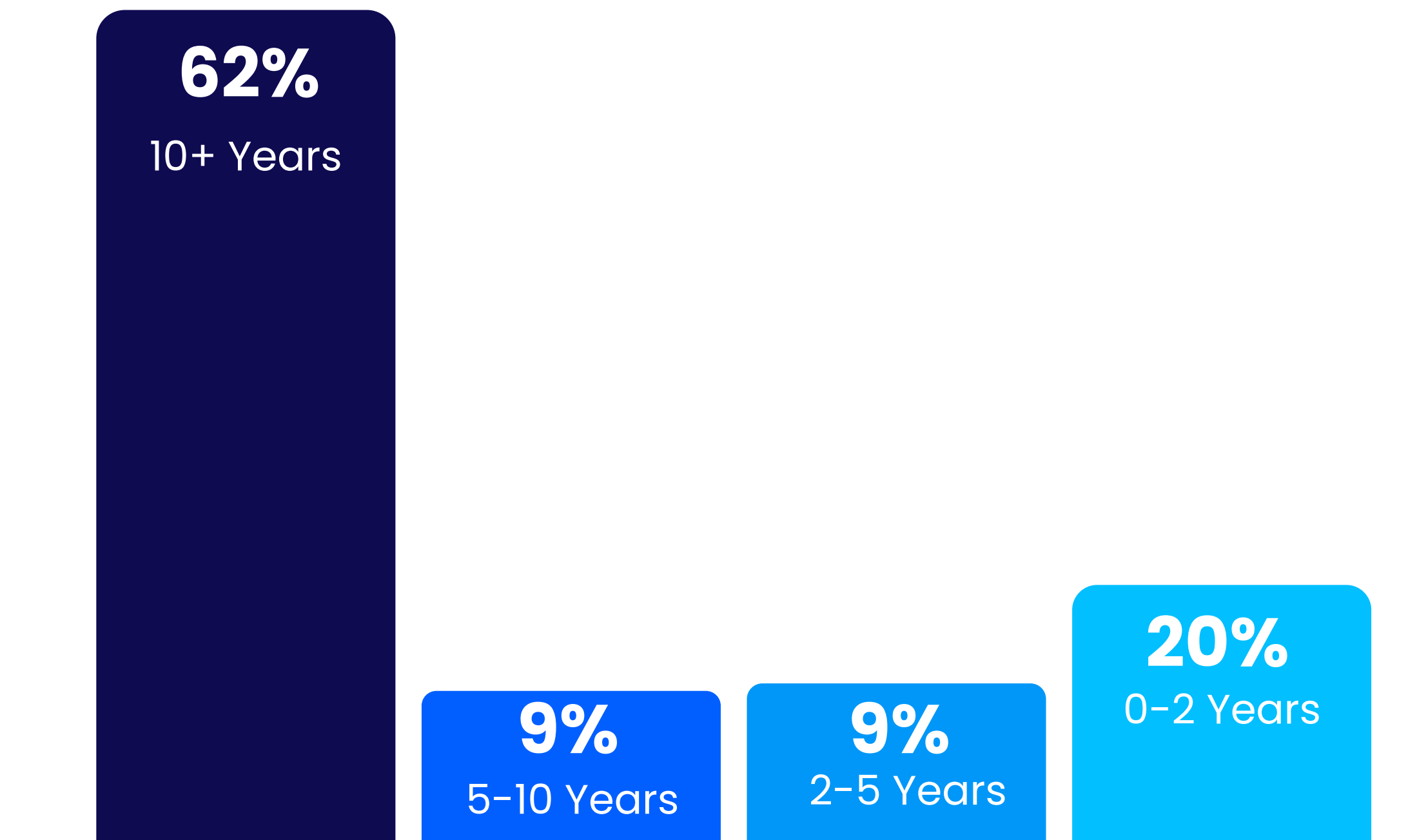
# Company maintains strong, long-term relationship with global telecom leaders

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

## Number of Telecom Operators



## Revenue contribution % FY 2025

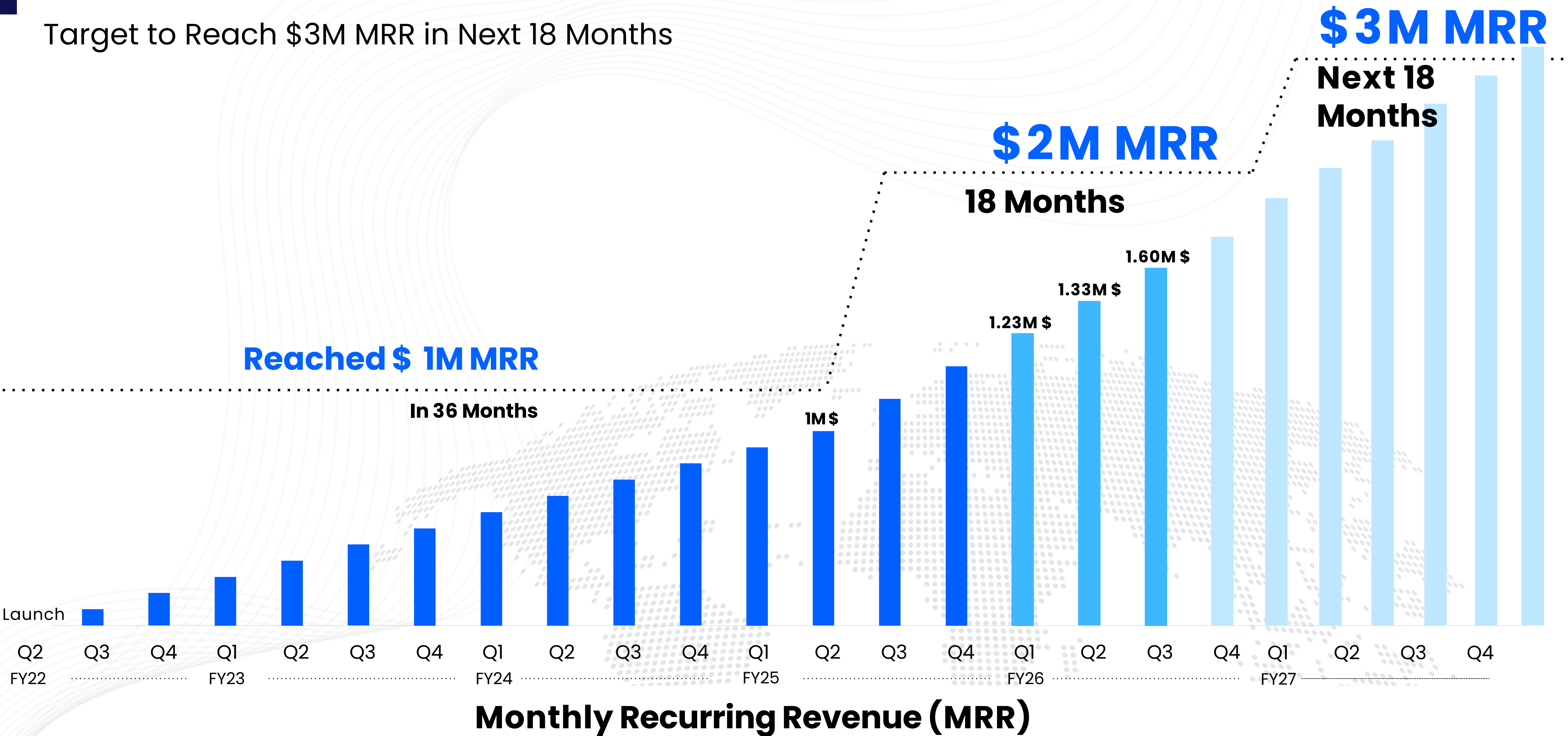


# Customers Presence Across The Globe



# Gaming Momentum Continues For Next 18 Months

Target to Reach \$3M MRR in Next 18 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 Q3 FY26

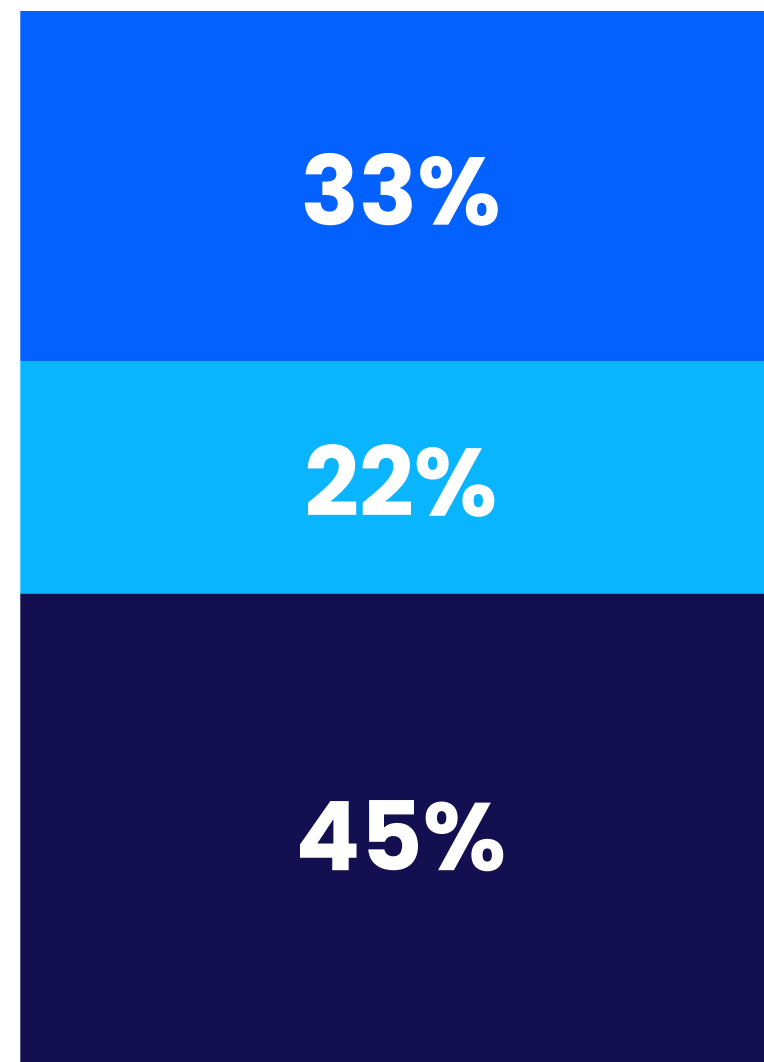
P&L(INR Mn)	Q3 FY26	Q2 FY26	QoQ Gr %	Q3 FY25	YoY Gr %
Gross Revenue	1,369	1,310	4.5%	1,665	-17.8%
COGS	658	603	9.1%	933	-29.5%
<b>Gross Profit</b>	<b>711</b>	<b>707</b>	<b>0.6%</b>	<b>732</b>	<b>-2.9%</b>
<b>Margin (%)</b>	<b>51.9%</b>	<b>54.0%</b>		<b>44.0%</b>	
People Cost	278	278	0.0%	294	-5.4%
Marketing	252	232	8.8%	242	4.1%
Opex	100	111	-9.8%	115	-13.4%
<b>EBITDA</b>	<b>81</b>	<b>86</b>	<b>-5.3%</b>	<b>81</b>	<b>0.5%</b>
<b>Margin (%)</b>	<b>5.9%</b>	<b>6.6%</b>		<b>4.9%</b>	
Depreciation	88	84	4.8%	82	7.3%
Forex & Other Income/(Loss)	56	78	-28.2%	19	194.7%
Exceptional items	5	-		50	
<b>Profit Before Tax</b>	<b>44</b>	<b>80</b>	<b>-41.7%</b>	<b>-32</b>	<b>-</b>
<b>Margin (%)</b>	<b>3.2%</b>	<b>6.1%</b>		<b>-1.9%</b>	
<b>Tax</b>	<b>9</b>	<b>20</b>		<b>19</b>	
<b>Profit After Tax</b>	<b>35</b>	<b>60</b>		<b>-52</b>	<b>-</b>
<b>Margin (%)</b>	<b>2.6%</b>	<b>4.6%</b>		<b>-3.1%</b>	
EPS (Diluted)	0.3	0.6	-	-0.5	-
<b>ONMO Expenses Capitalized</b>	<b>-</b>	<b>16</b>		<b>21</b>	

# P&L 9M FY26

P&L(INR Mn)	9M FY26	9M FY25	YoY Gr %
Gross Revenue	3,955	4,244	-6.8%
COGS	1,856	2,219	-16.4%
<b>Gross Profit</b>	<b>2,099</b>	<b>2,025</b>	<b>3.7%</b>
<b>Margin (%)</b>	<b>53.1%</b>	<b>47.7%</b>	
People Cost	825	886	-6.9%
Marketing	724	705	2.7%
Opex	318	327	-2.8%
<b>EBITDA</b>	<b>232</b>	<b>108</b>	<b>114.8%</b>
<b>Margin (%)</b>	<b>5.9%</b>	<b>2.5%</b>	
Depreciation	254	244	4.1%
Forex & Other Income/(Loss)	340	(21)	
Exceptional items	5	123	
<b>Profit Before Tax</b>	<b>313</b>	<b>-280</b>	<b>-</b>
<b>Margin (%)</b>	<b>7.9%</b>	<b>-6.6%</b>	
Tax	63	47	35%
<b>Profit After Tax</b>	<b>250</b>	<b>-326</b>	<b>-</b>
<b>Margin (%)</b>	<b>6.3%</b>	<b>-7.7%</b>	
EPS (Diluted)	2.4	-3.1	
<b>ONMO Expense Capitalized</b>	<b>35</b>	<b>88</b>	

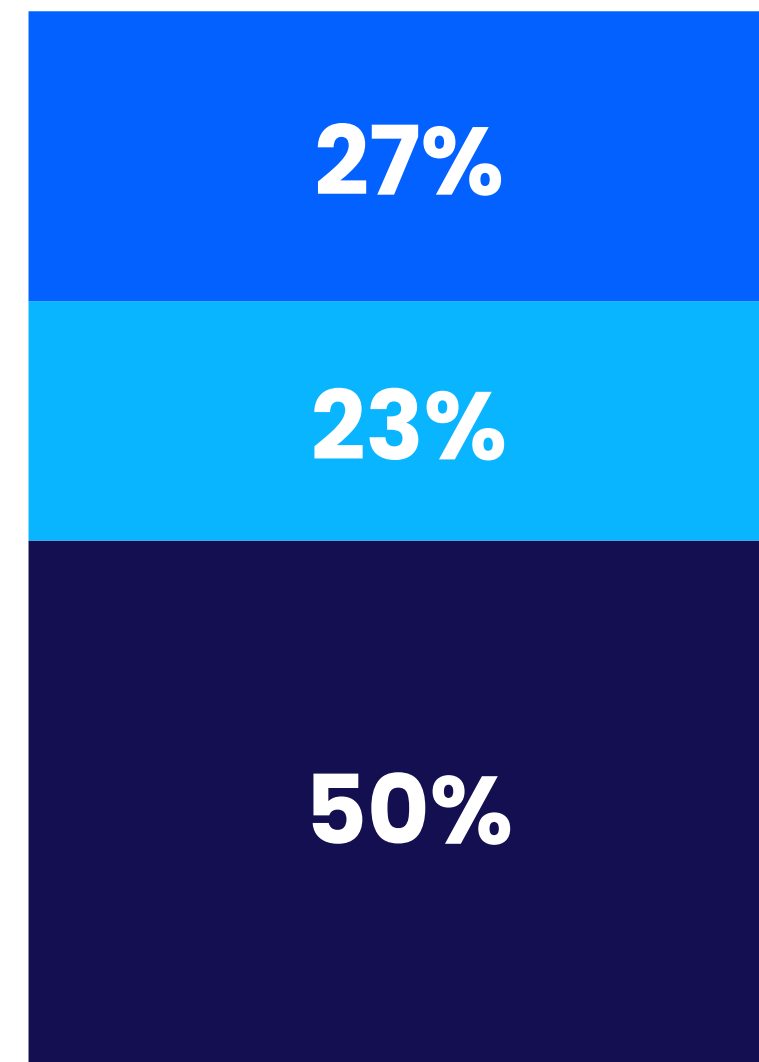
# Revenue by Products

**Gross Revenue  
INR 1,369 Mn**



Q3FY26

**Gross Revenue  
INR 1,310 Mn**

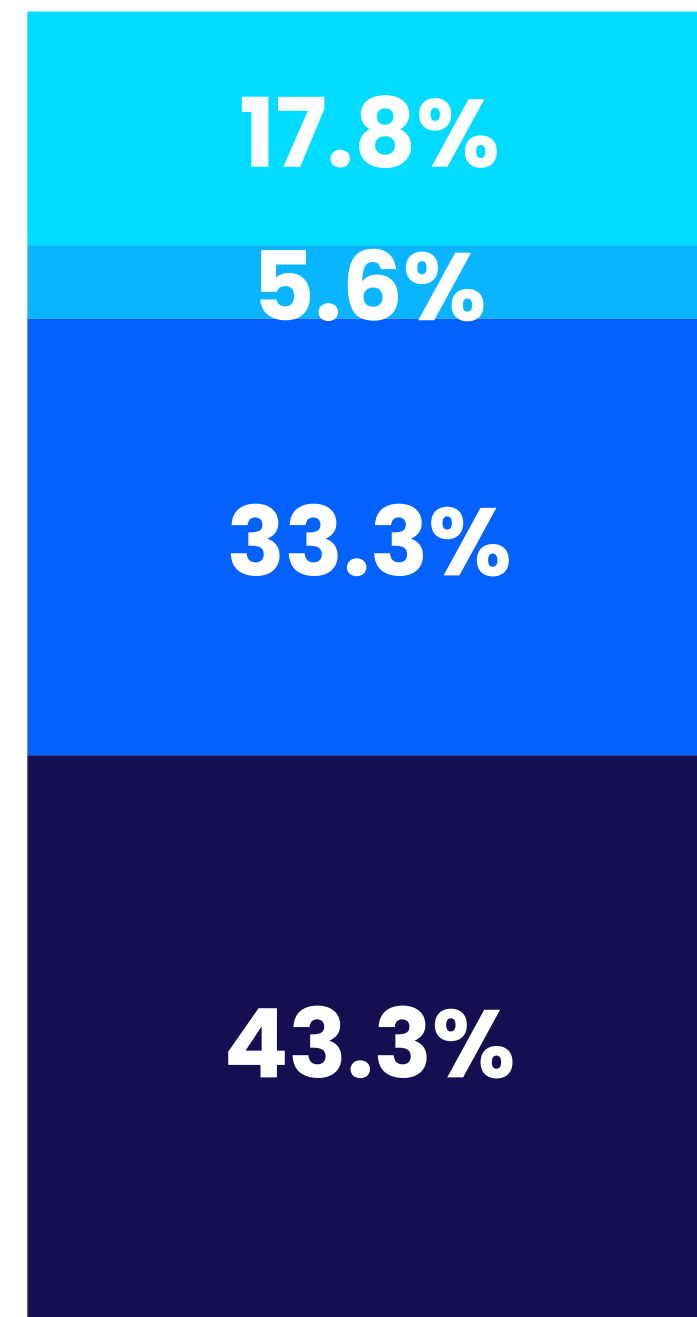


Q2FY26

- Mobile Gaming
- Tones
- Videos & Info

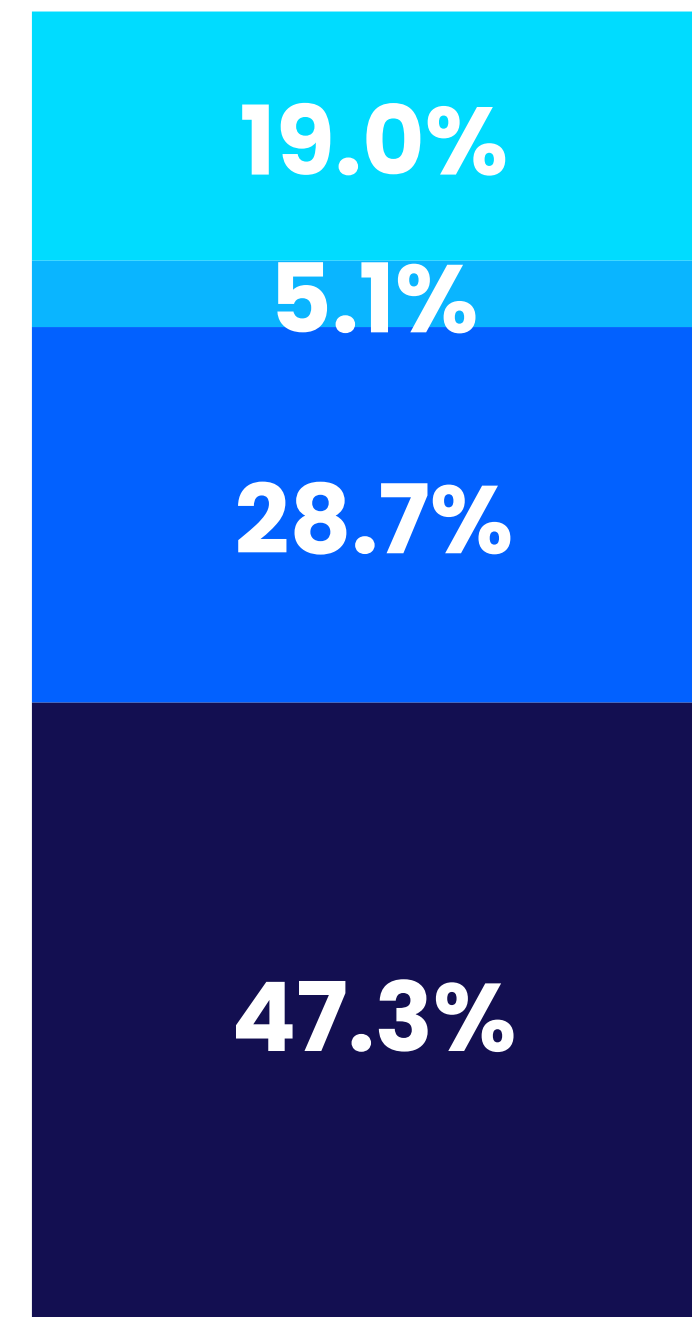
# Revenue by Region

**Gross Revenue  
INR 1,369 Mn**



Q3FY26

**Gross Revenue  
INR 1,310 Mn**



Q2FY26

- Africa
- Latam
- ME&Asia
- Europe

# Cash Position

INR Mn	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26
Cash Balance	637	688	413	336	402	1086	1295	1385

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

Increase in Q1 Cash due to Positive Operational Cash Flows and Statutory Refunds and short term borrowings

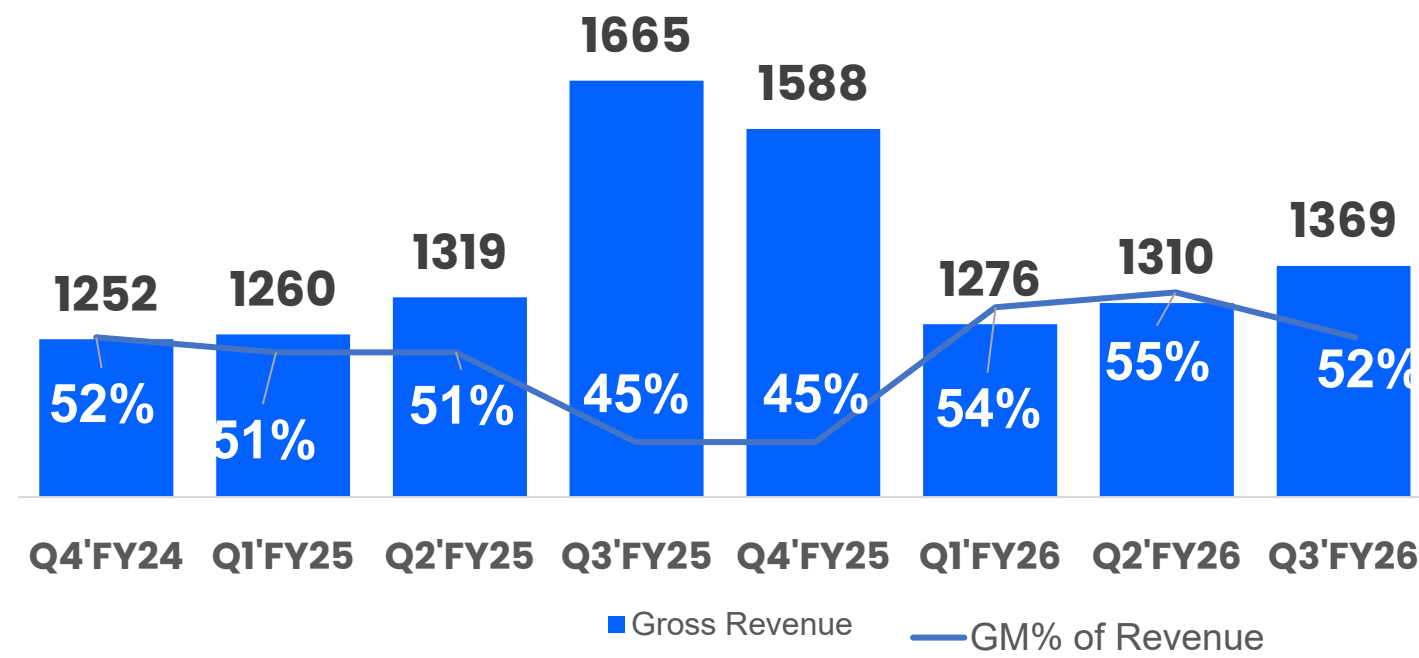
Increase in Q2 Cash due to Positive Operational Cash Flows and short term borrowings

Increase in Q3 Cash due to Positive Operational Cash Flows and short term borrowings

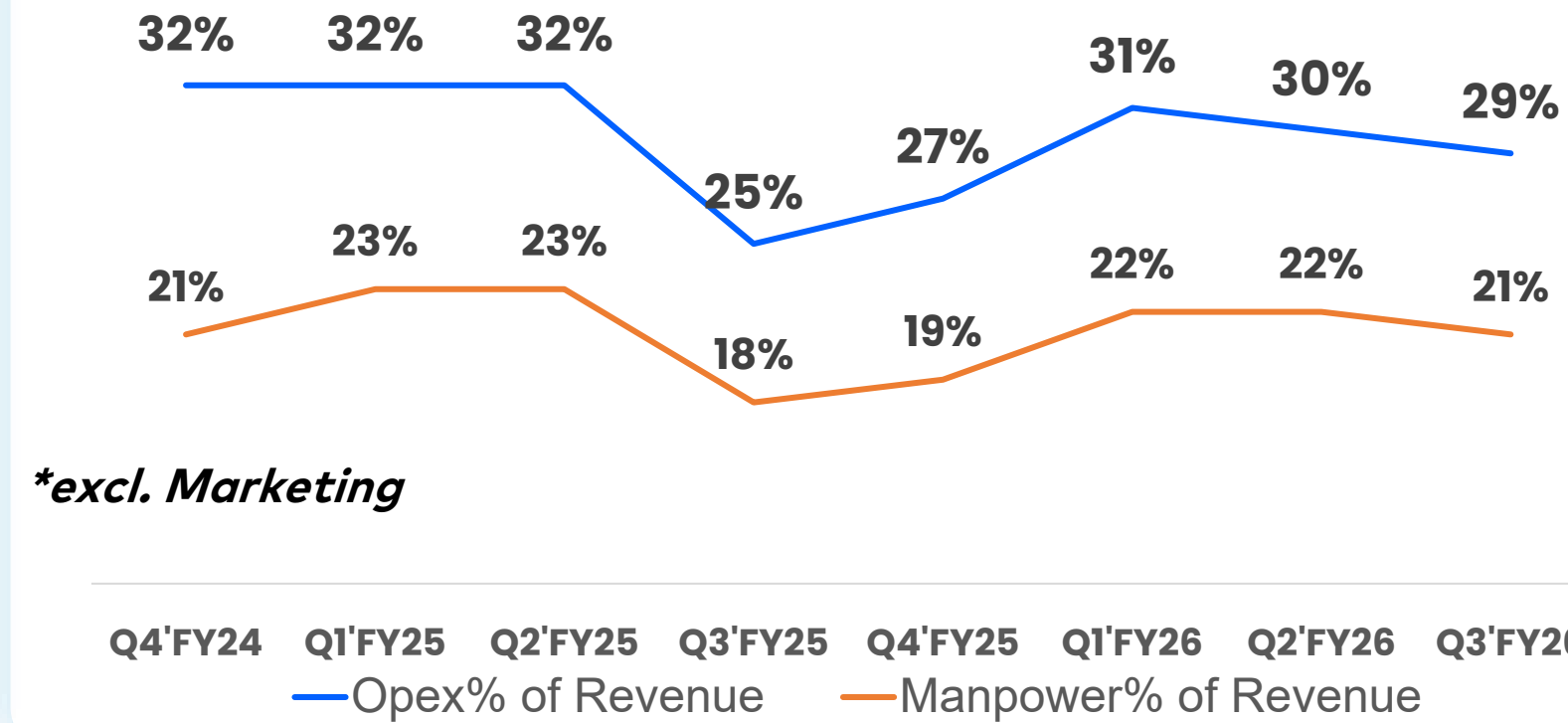
# Financial Analysis & Trends: Profit & Loss

In INR Mn

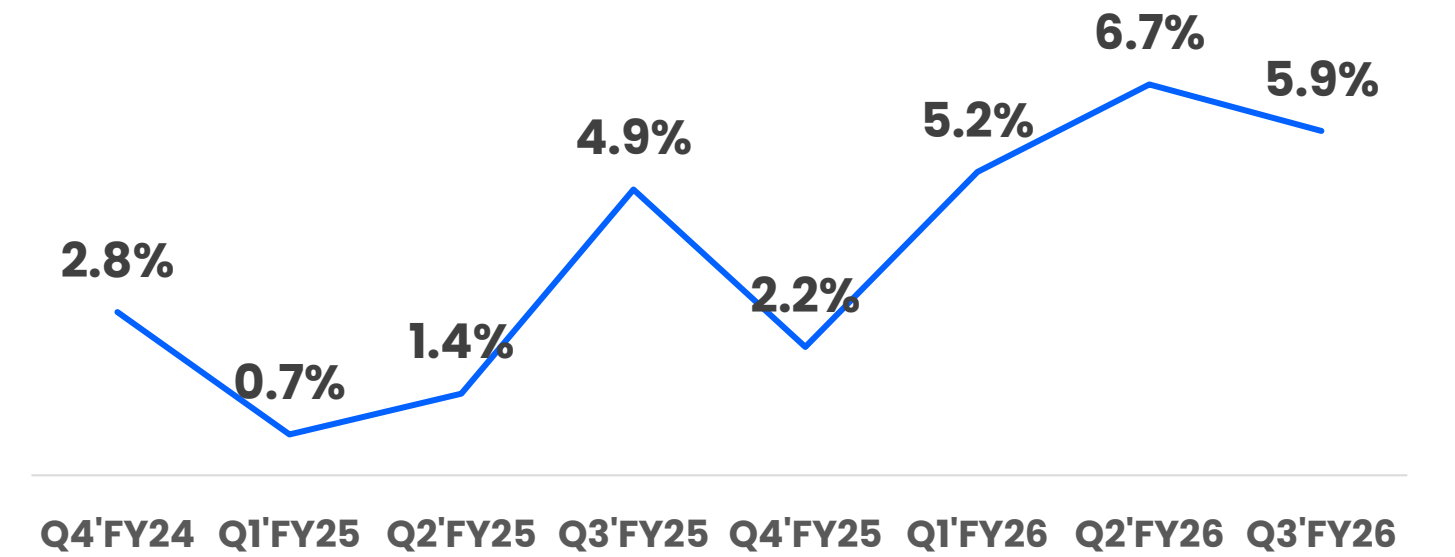
## Revenue and GM (%) of Net Revenues



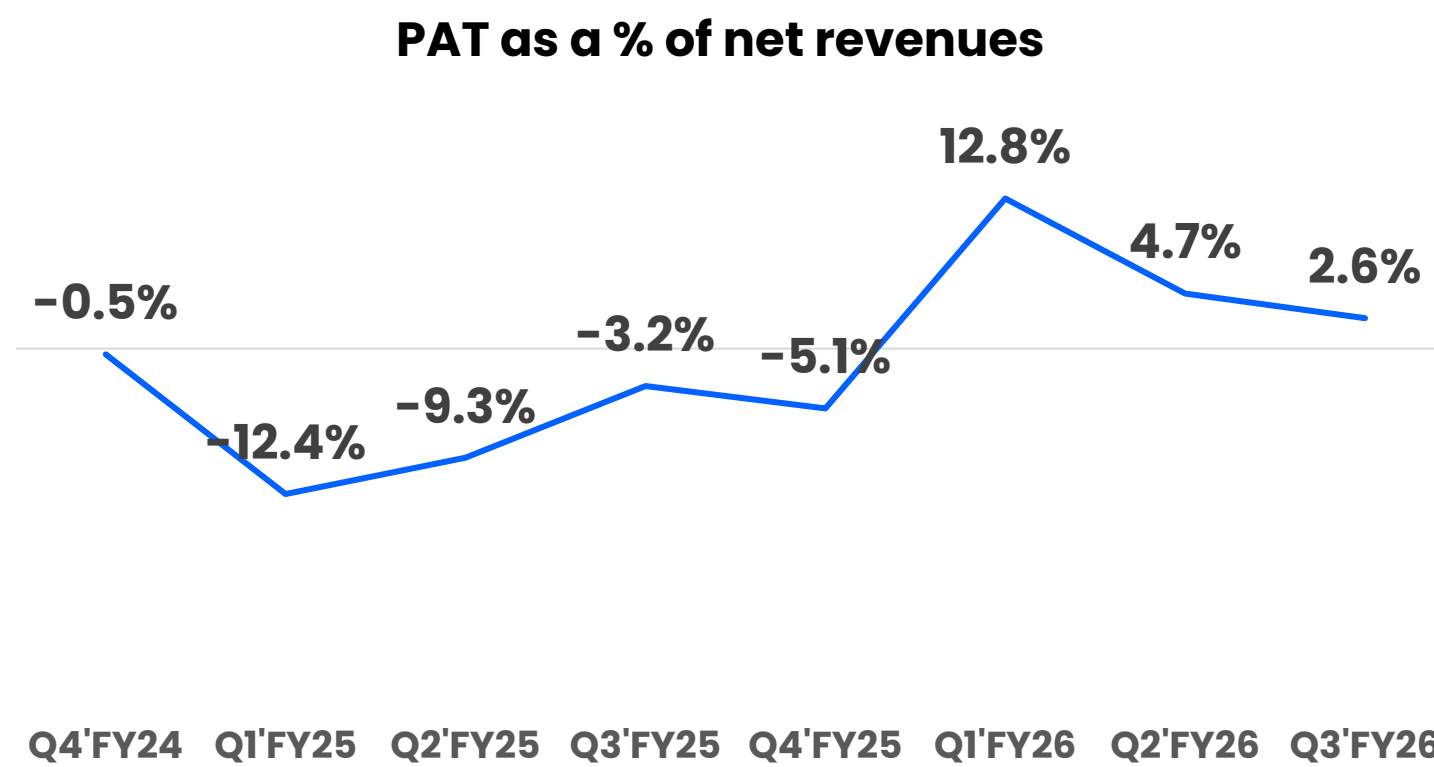
## Opex\* and People Cost % of Revenues



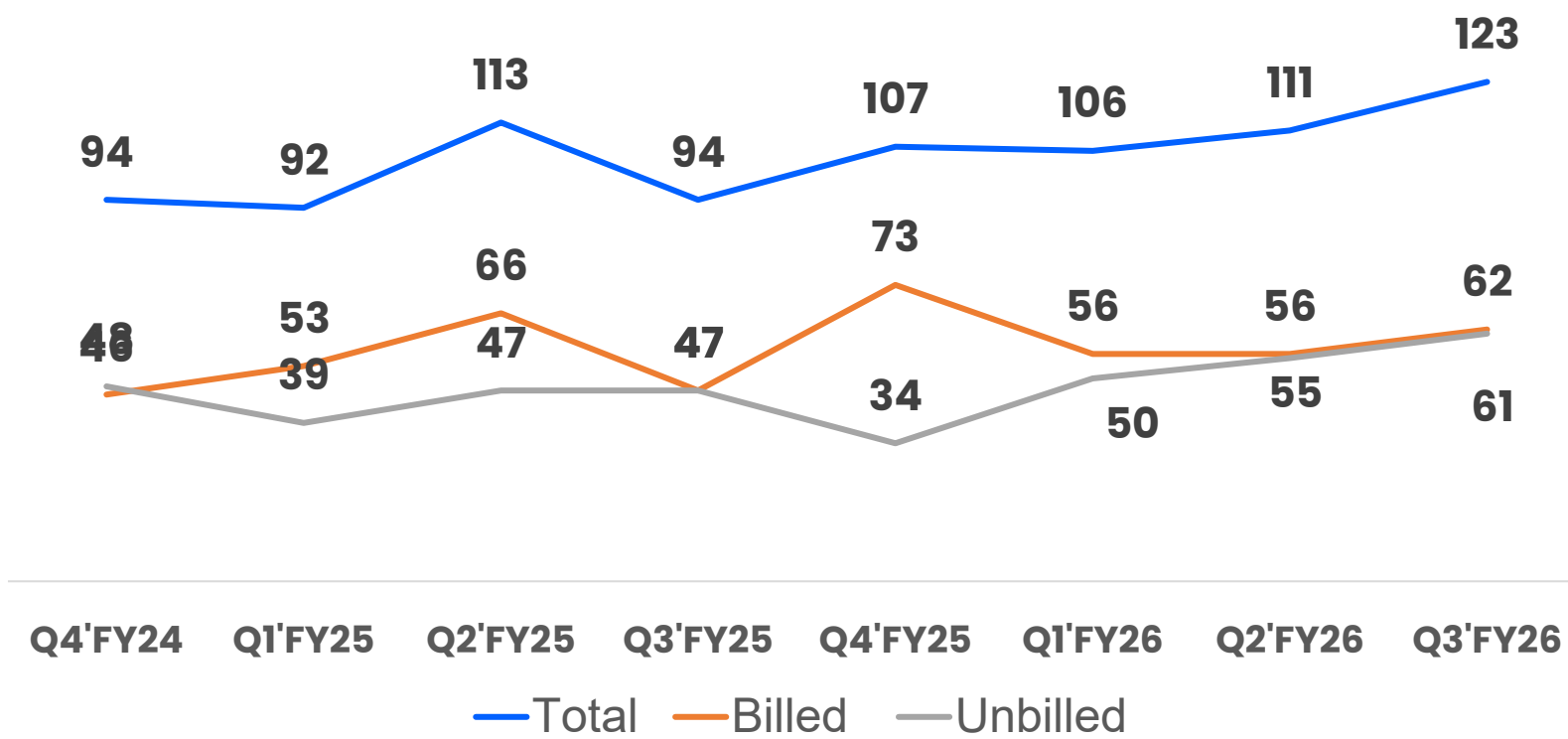
## EBITDA %



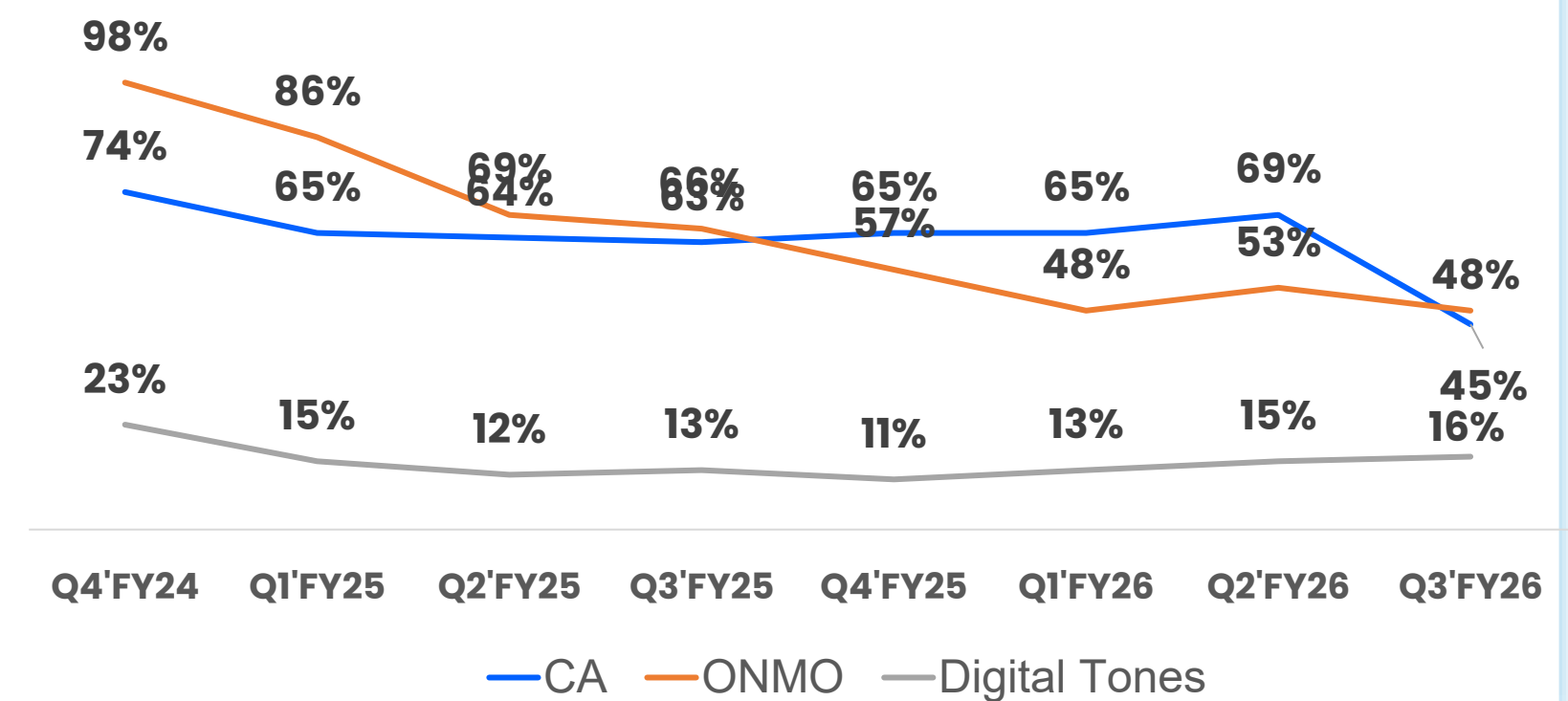
## PAT (%)



## DSO (in Days)



## Marketing % of Net Revenue



# Ratio Analysis

## Ratio Analysis

Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25 Q1 FY26 Q2 FY26 Q3 FY26

### Profit and Loss

International revenue / revenue	94%	94%	95%	97%	96%	98%	98%	98%
Gross profit / revenue	52%	51%	51%	45%	45%	54%	55%	52%
Revenue per Employee (INR'000)	3091	3142	3461	4600	4963	4051	4107	4278
EBITDA per Employee (INR'000)	84	22	48	224	106	206	270	254
Aggregate employee costs / revenue	21%	23%	23%	18%	19%	22%	22%	20%
Profit before tax (PBT) / revenue	1%	-11%	-8%	-2%	-4%	15%	6%	4%

### Balance sheet

Current ratio	1.3	1.2	1.2	1.1	1.2	1.3	1.3	1.4
Day's sales outstanding (Days)	94	92	113	94	107	106	111	123
Liquid assets / total assets (%)	22%	22%	23%	23%	26%	32%	36%	37%
Liquid assets / total sales ratio	1.6	1.6	1.6	1.3	1.5	2.4	2.7	2.7

# Balance Sheet

INR Mn	Dec'25	Sep'25
Shareholders' Funds	6,687	6,551
Non-Current Liabilities	135	129
Trade Payables & Current Liabilities	2,324	2,369
Short Term Borrowings	881	717
<b>Total Liabilities</b>	<b>10,026</b>	<b>9,766</b>
Fixed Assets (incl. Intangibles)	2,957	2,989
Investment	679	680
Non-Current Assets	2,040	2,015
Cash and Cash Equivalents	1,385	1,295
Trade Receivables & Other Current Assets	2,966	2,786
<b>Total Assets</b>	<b>10,026</b>	<b>9,766</b>

# onmobile

Global Leader in Mobile Entertainment

## For any inquiries contact

 [investors@onmobile.com](mailto:investors@onmobile.com)

