



ONMOBILE GLOBAL LIMITED

E City, Tower-1, No.94/1C & 94/2,
Veerasandra Village, Attibele Hobli,
Anekal Taluk, Electronic city Phase-1,
Bangalore - 560100, Karnataka,
India

P: +91 80 4009 6000 | F: +91 80 4009 6009

CIN - L64202KA2000PLC027860

Email - investors@onmobile.com

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.

Request you to kindly take the same on record.

Thanking you,

Yours sincerely,
For OnMobile Global Limited

P V Varaprasad
Company Secretary
FCS 5877

Encl: a/a

Celebrating

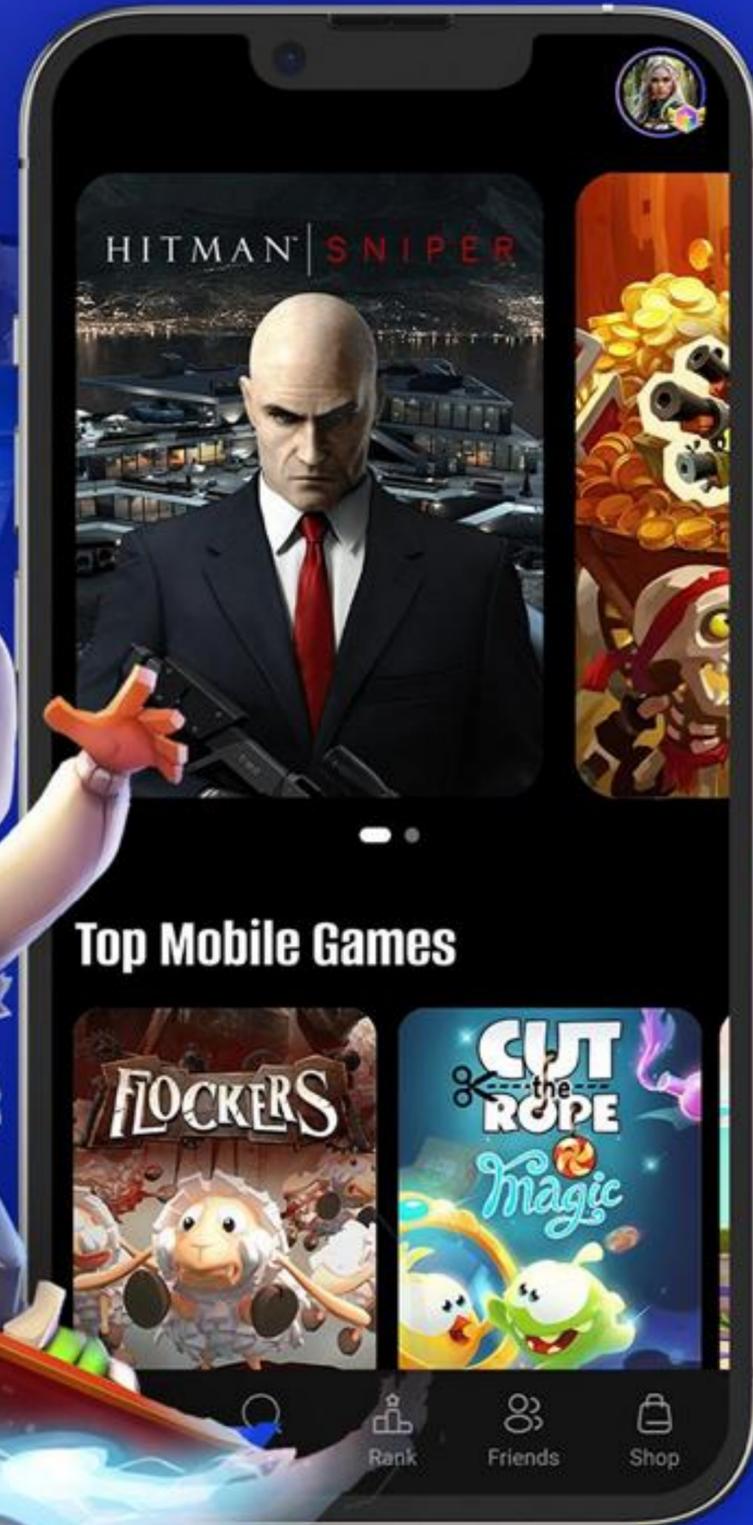
onmobile
25th
ANNIVERSARY

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

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

OnMobile's Product Journey & Monetization Model Evolution

Mobile Entertainment

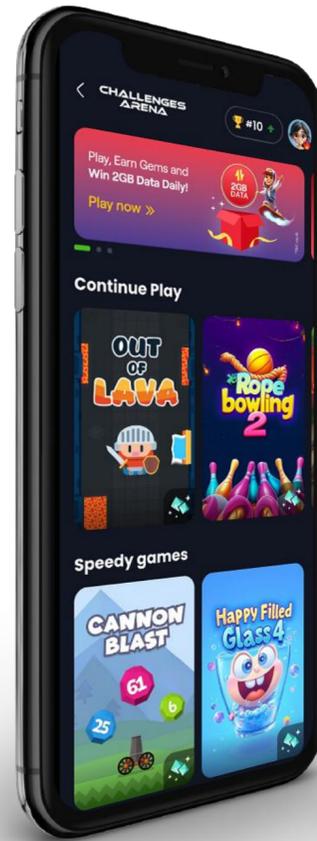


2004
Tones

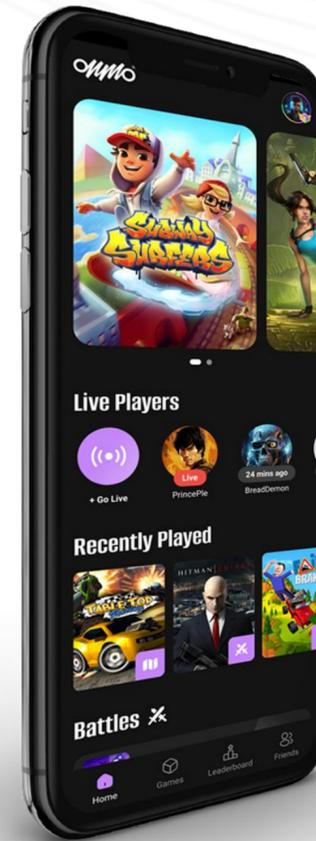


2007
Videos

Mobile Gaming



2021
Challenges Arena



2022
ONMO



2025
Gaming Platform

Enterprise Communication



2025
Buzzmo

Subscription

Platform & Licensing

Dominant Monetization Model

20+ Years Legacy with Tones

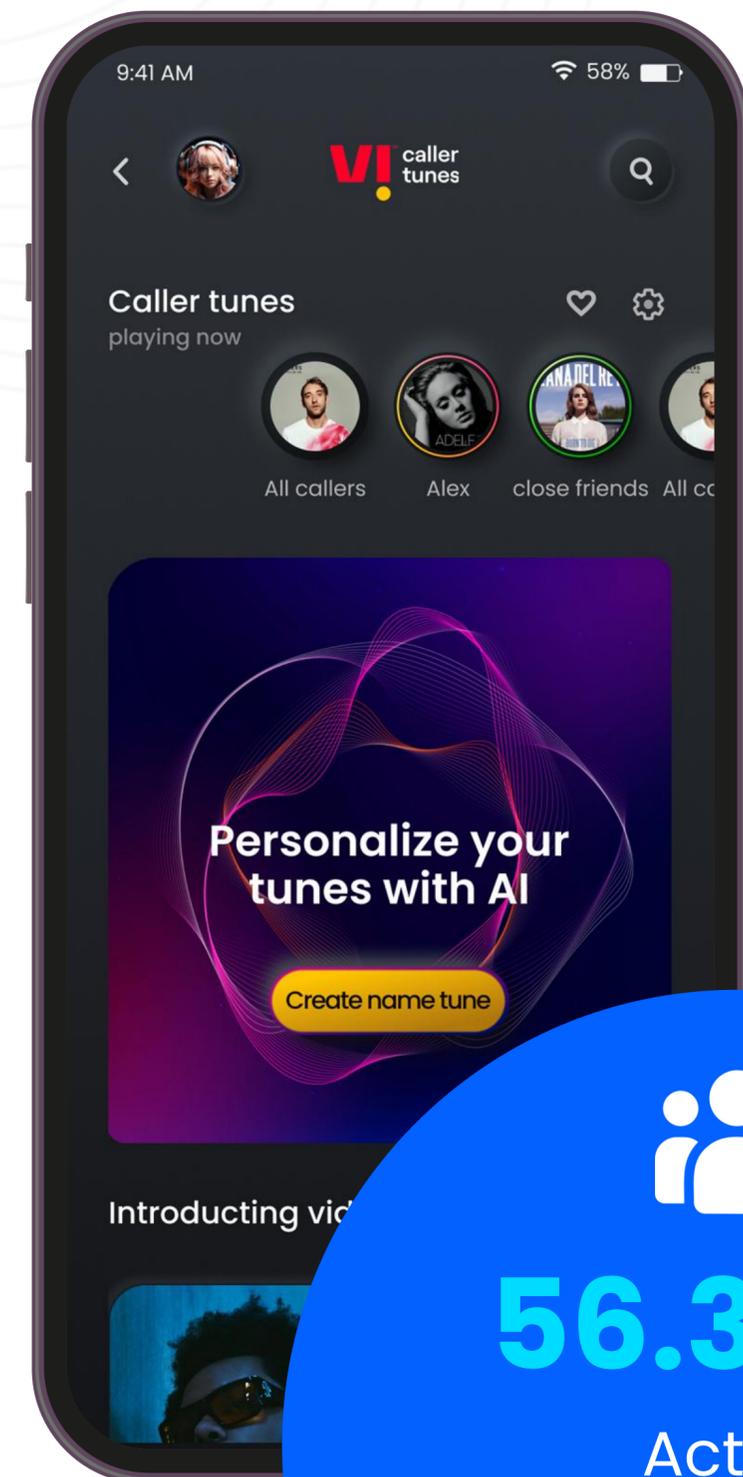
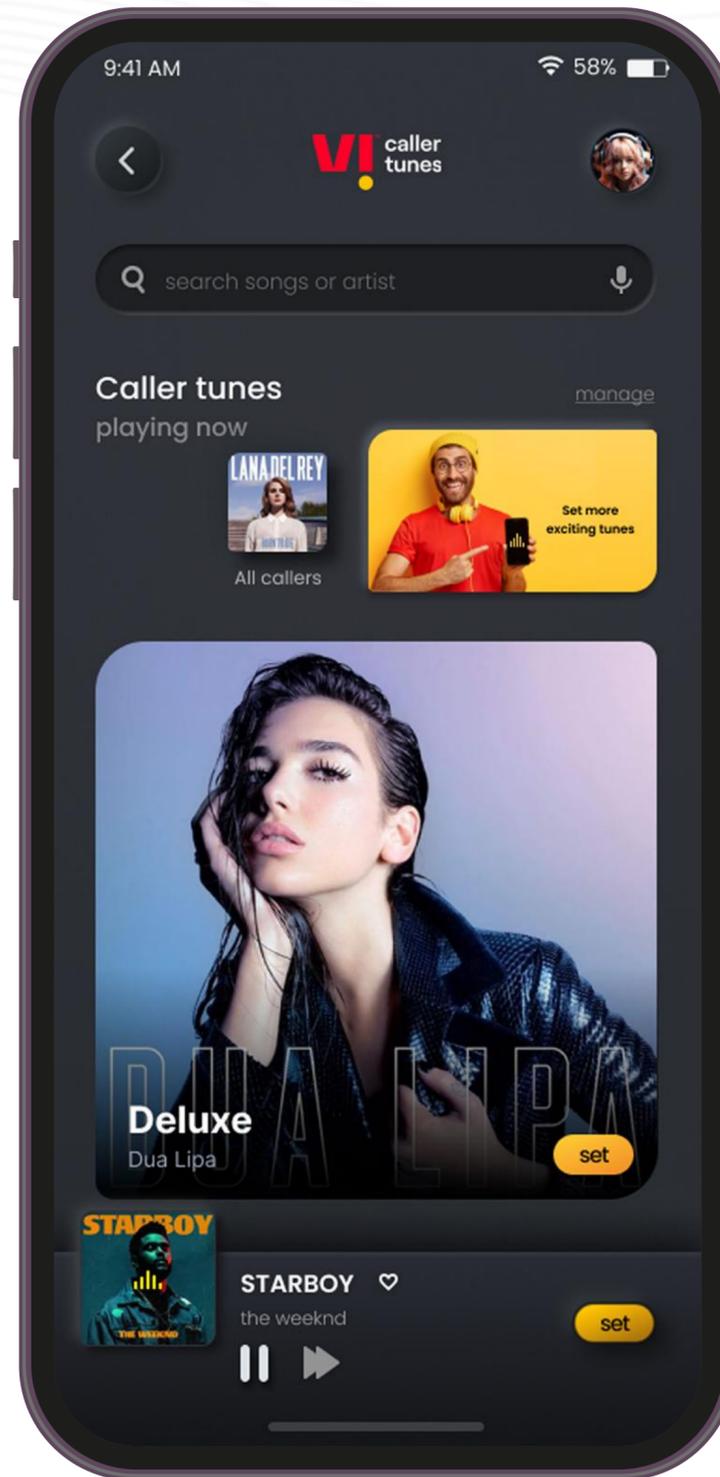
Enhanced experience with AI integration & Video Tunes

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

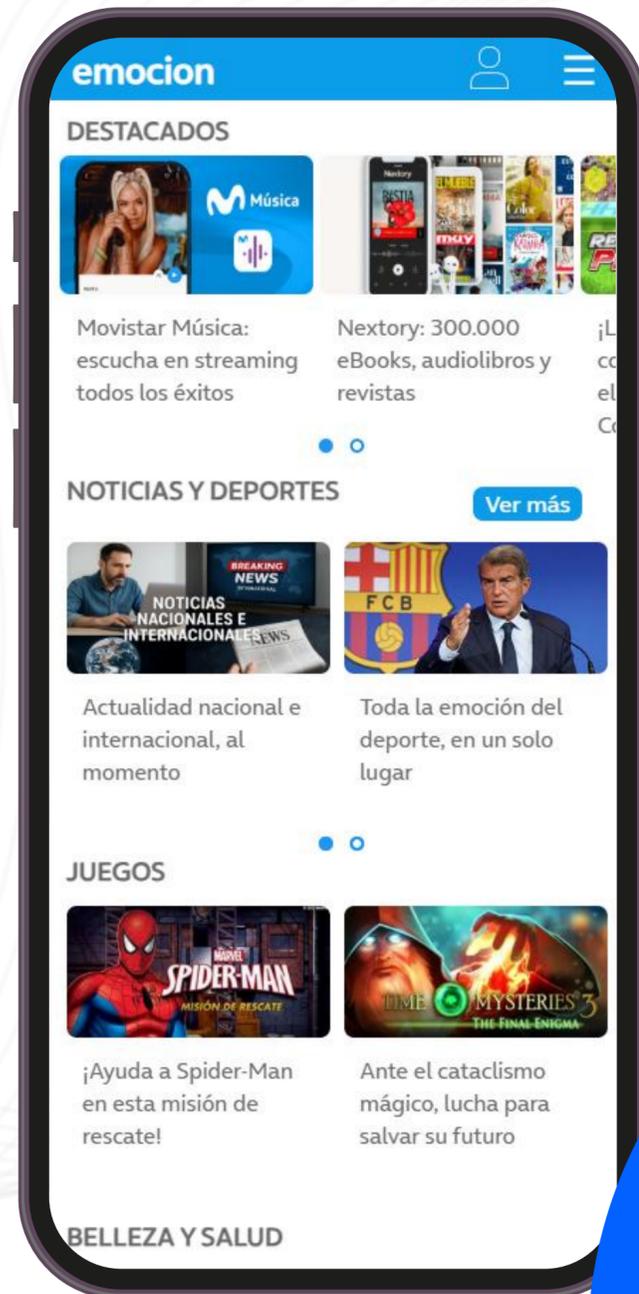
Premium Videos

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

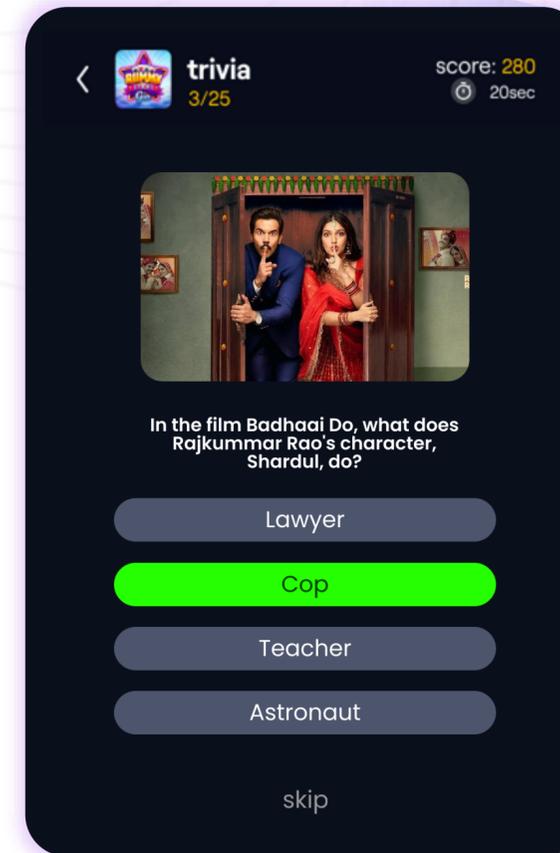
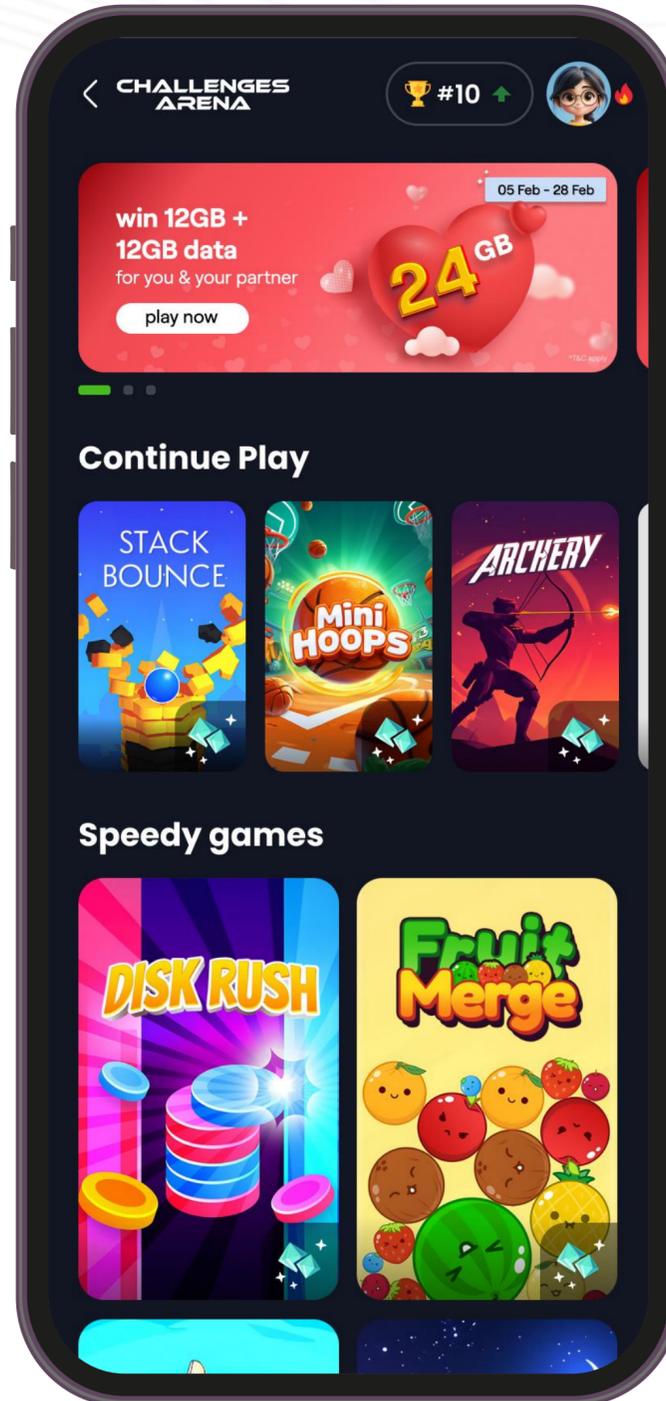
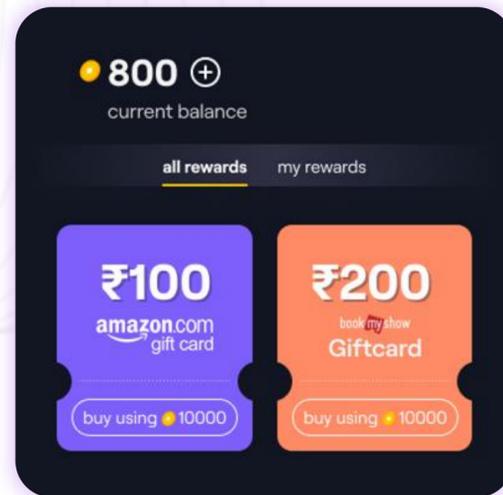
Arcade, Words, Trivia, Puzzles, Cards

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

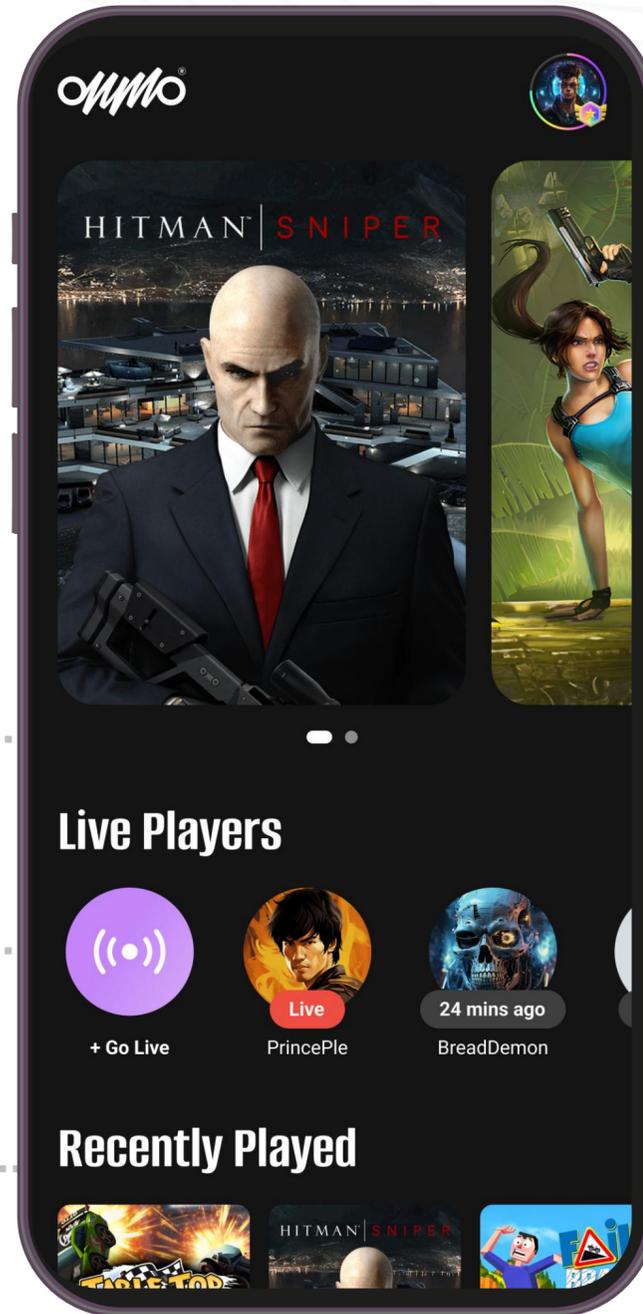
+ Disruptive Technologies

+ Key Mobile Gaming Trends Technologies

 **SHORT FORMAT GAMING**

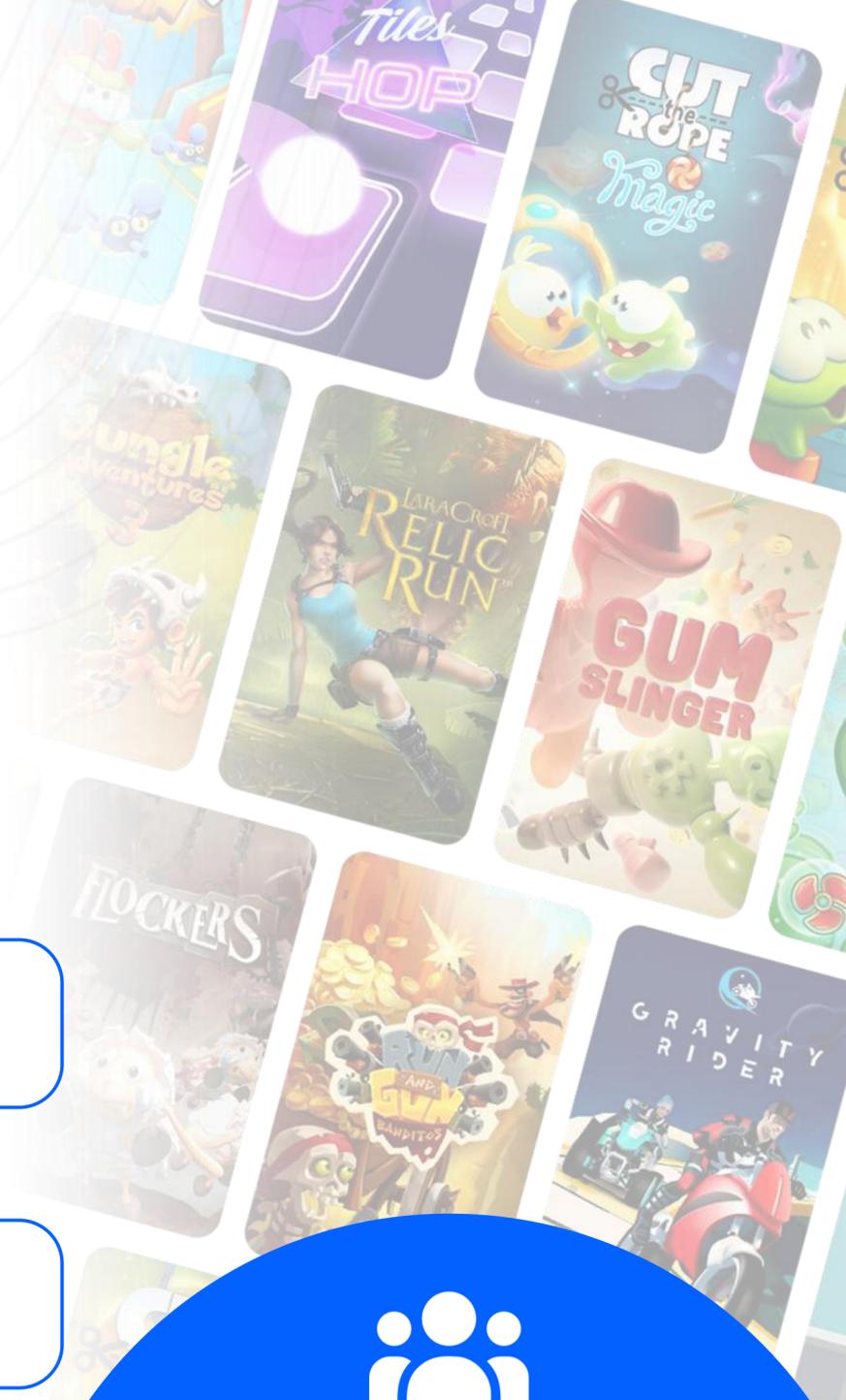
 **SOCIAL**

 **ESPORTS**



 **AI VISION AI**

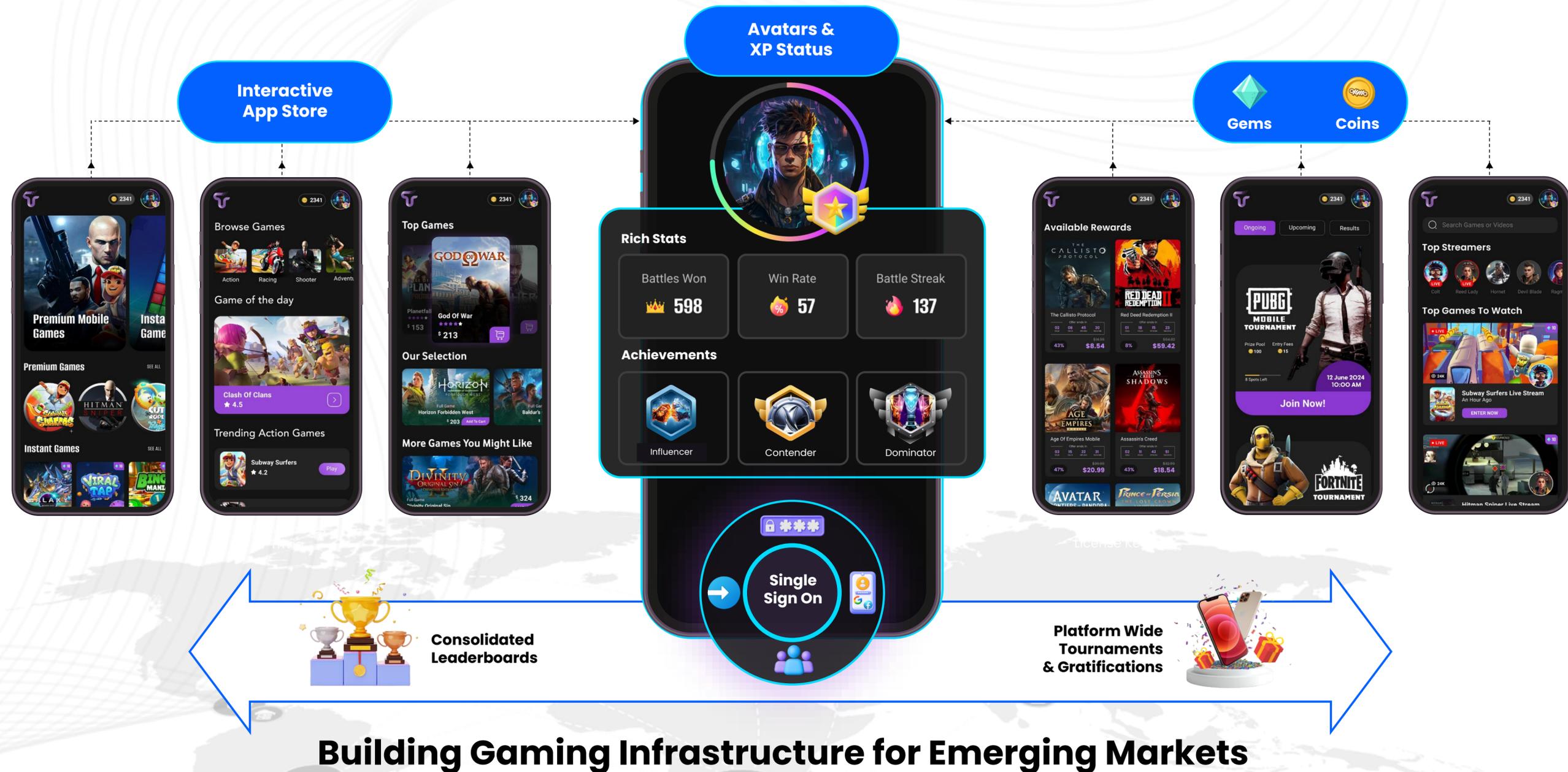
 **CLOUD GAMING**




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

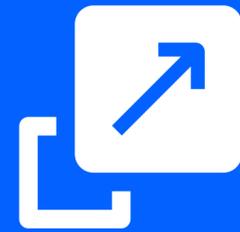


Gaming Platform



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



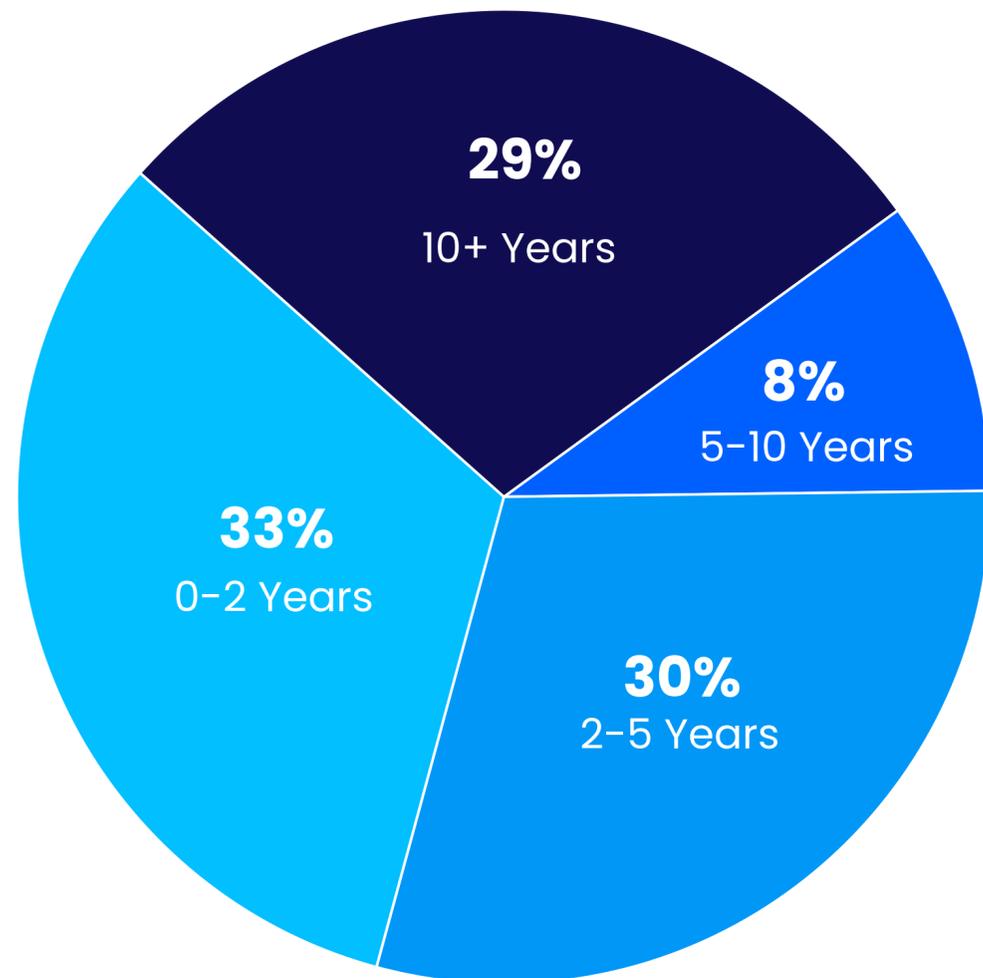
~50%

revenues from AAA Gaming

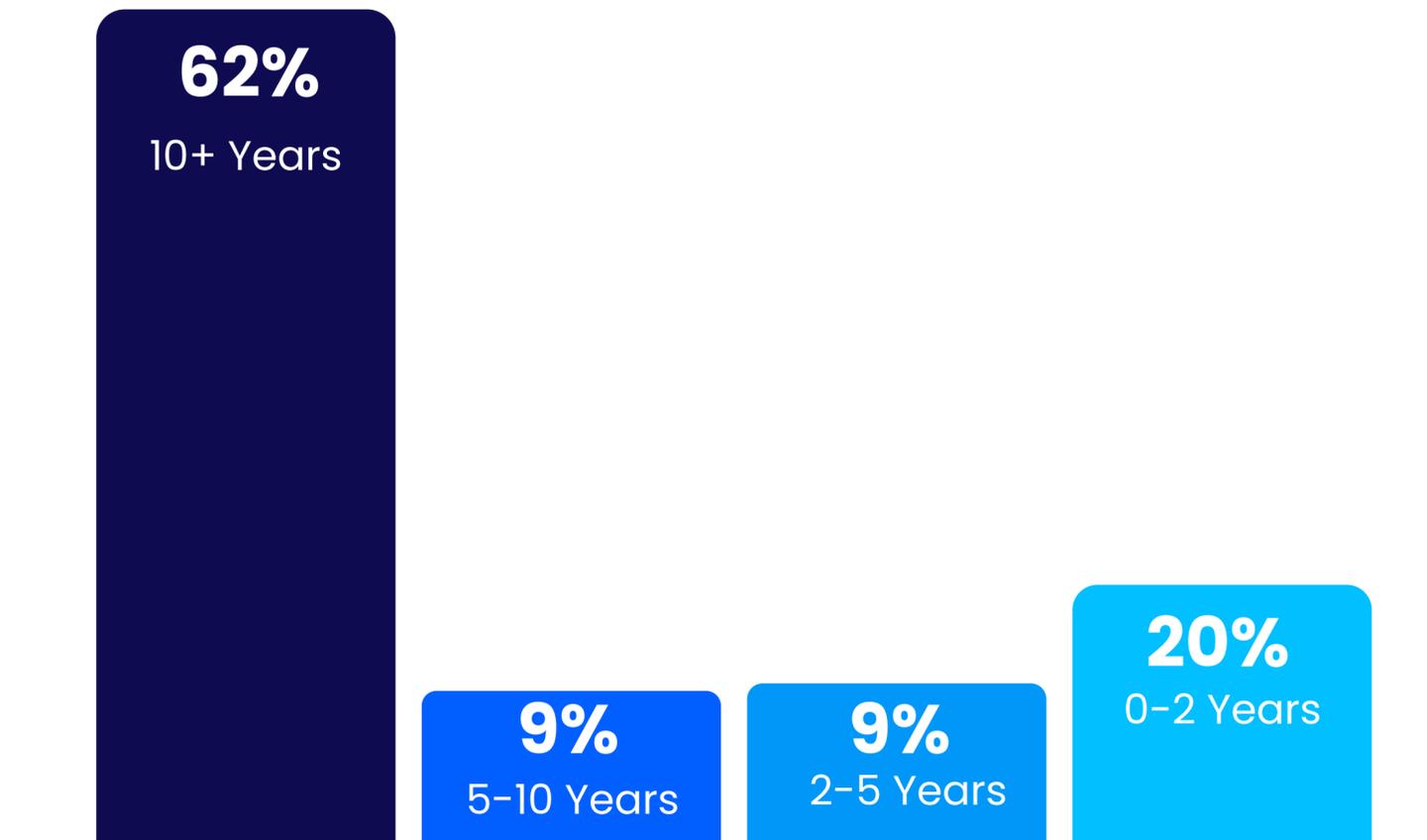
Company maintains strong, long-term relationship with global telecom leaders

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

Number of Telecom Operators



Revenue contribution % FY 2025

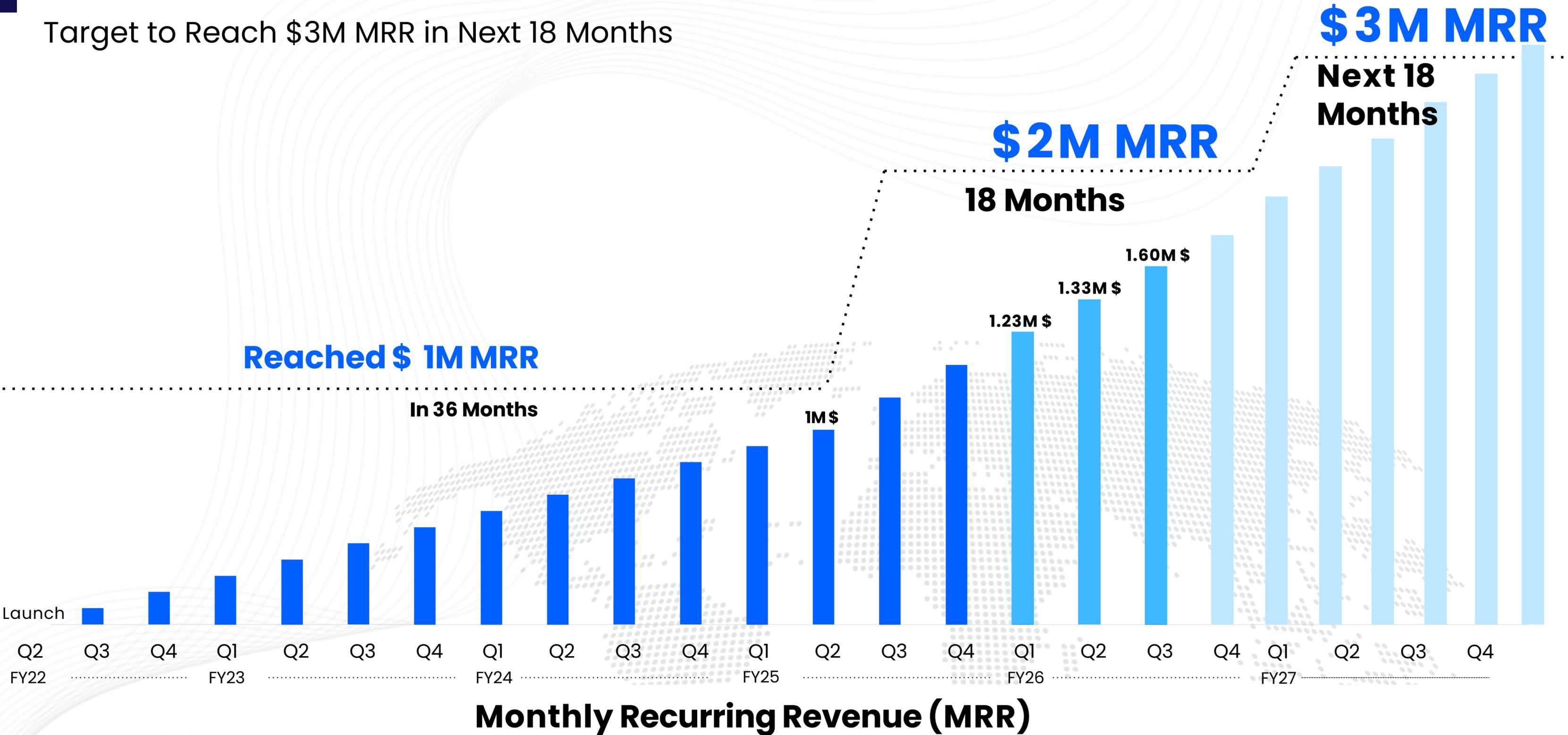


Customers Presence Across The Globe



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

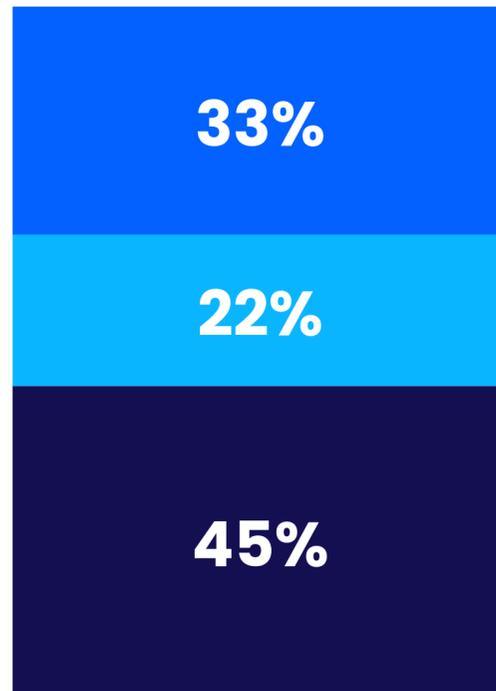
P&L(INR Mn)	Q3 FY26	Q2 FY26	QoQ Gr %	Q3 FY25	YoY Gr %
Gross Revenue	1,369	1,310	4.5%	1,665	-17.8%
COGS	658	603	9.1%	933	-29.5%
Gross Profit	711	707	0.6%	732	-2.9%
Margin (%)	51.9%	54.0%		44.0%	
People Cost	278	278	0.0%	294	-5.4%
Marketing	252	232	8.8%	242	4.1%
Opex	100	111	-9.8%	115	-13.4%
EBITDA	81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

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%
Gross Profit	2,099	2,025	3.7%
Margin (%)	53.1%	47.7%	
People Cost	825	886	-6.9%
Marketing	724	705	2.7%
Opex	318	327	-2.8%
EBITDA	232	108	114.8%
Margin (%)	5.9%	2.5%	
Depreciation	254	244	4.1%
Forex & Other Income/(Loss)	340	(21)	
Exceptional items	5	123	
Profit Before Tax	313	-280	-
Margin (%)	7.9%	-6.6%	
Tax	63	47	35%
Profit After Tax	250	-326	-
Margin (%)	6.3%	-7.7%	
EPS (Diluted)	2.4	-3.1	
ONMO Expense Capitalized	35	88	

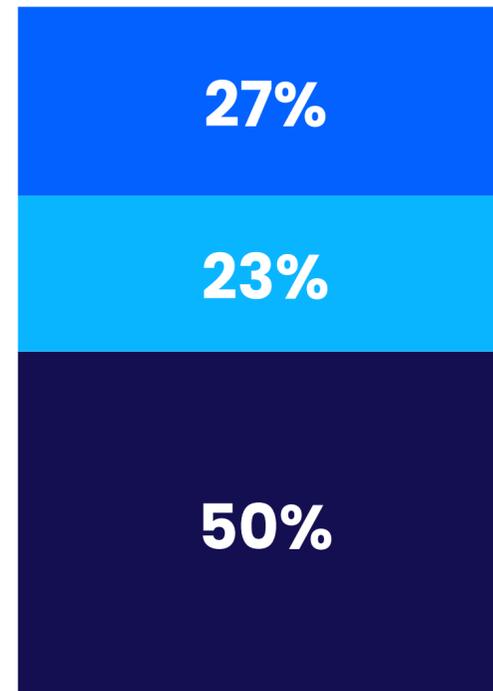
Revenue by Products

**Gross Revenue
INR 1,369 Mn**



Q3FY26

**Gross Revenue
INR 1,310 Mn**

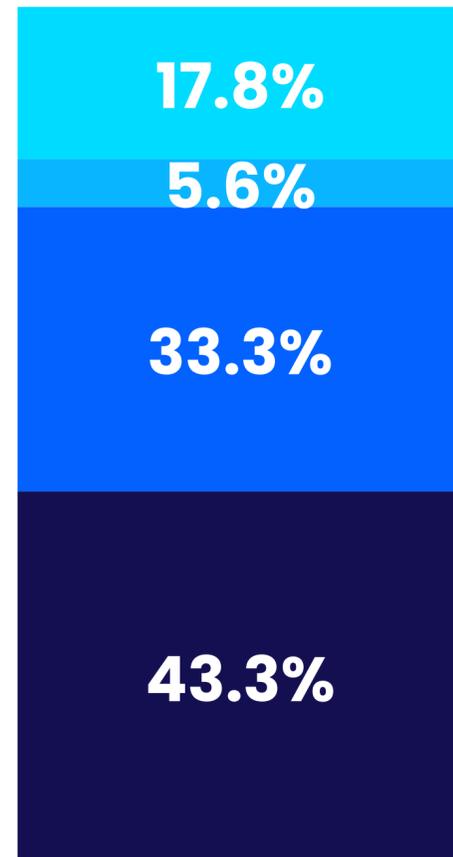


Q2FY26

- Mobile Gaming
- Tones
- Videos & Info

Revenue by Region

**Gross Revenue
INR 1,369 Mn**

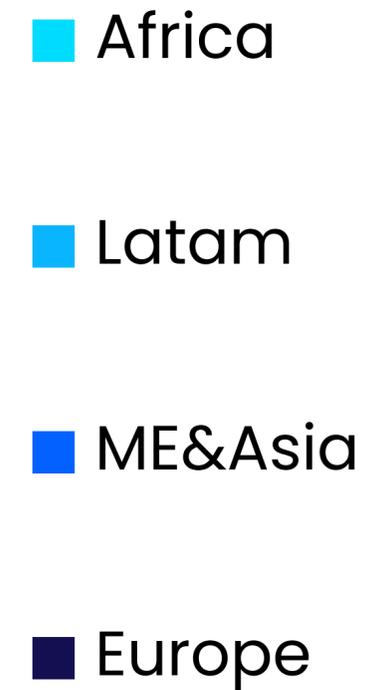


Q3FY26

**Gross Revenue
INR 1,310 Mn**



Q2FY26



Cash Position

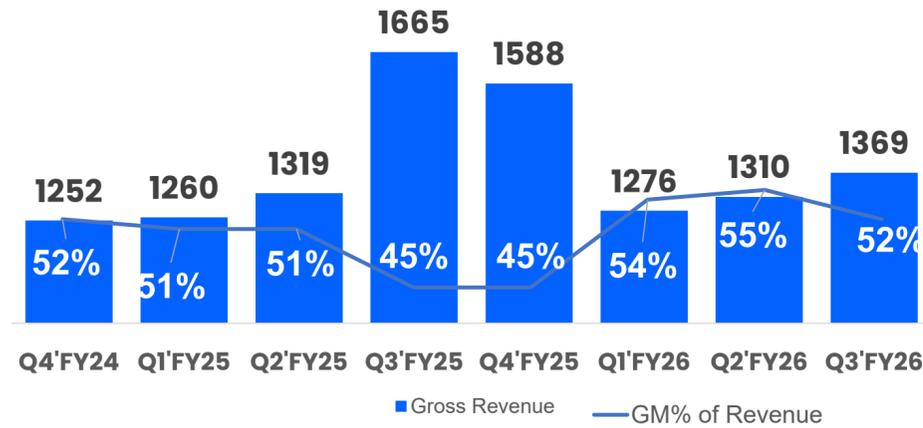
INR Mn	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26
Cash Balance	637	688	413	336	402	1086	1295	1385

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
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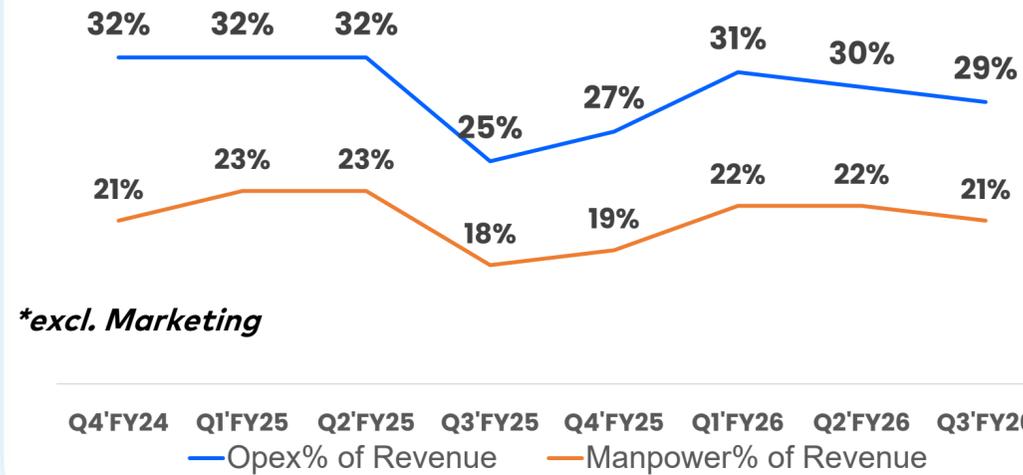
Financial Analysis & Trends: Profit & Loss

In INR Mn

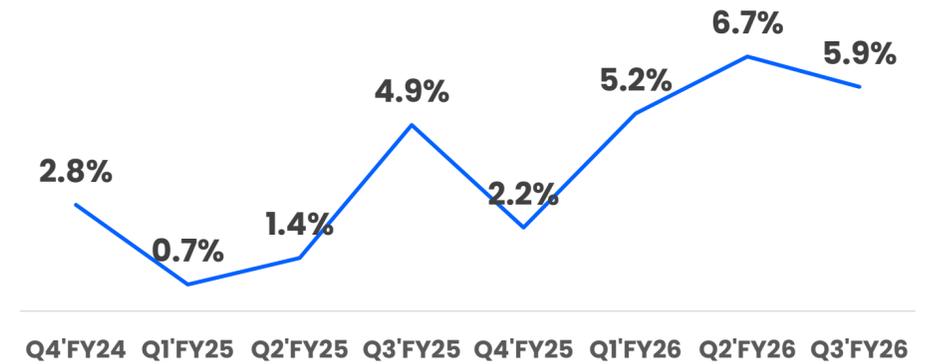
Revenue and GM (%) of Net Revenues



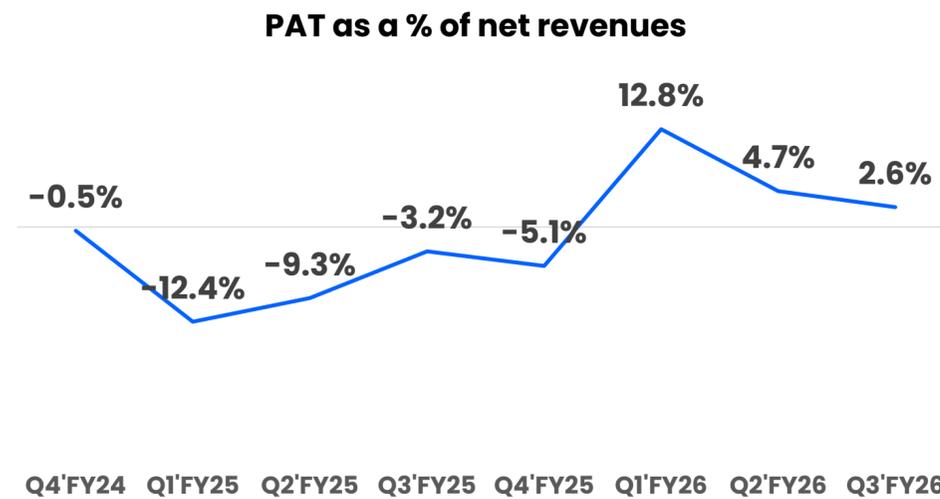
Opex* and People Cost % of Revenues



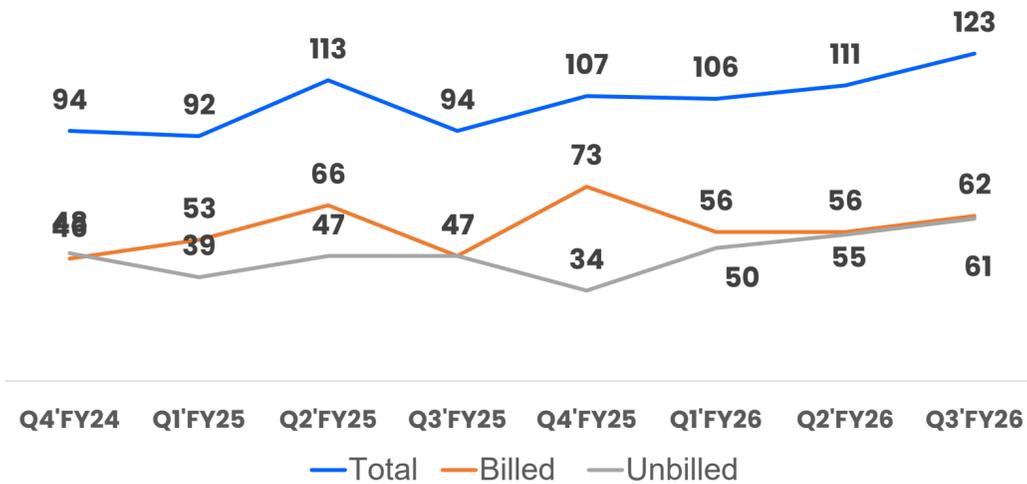
EBITDA %



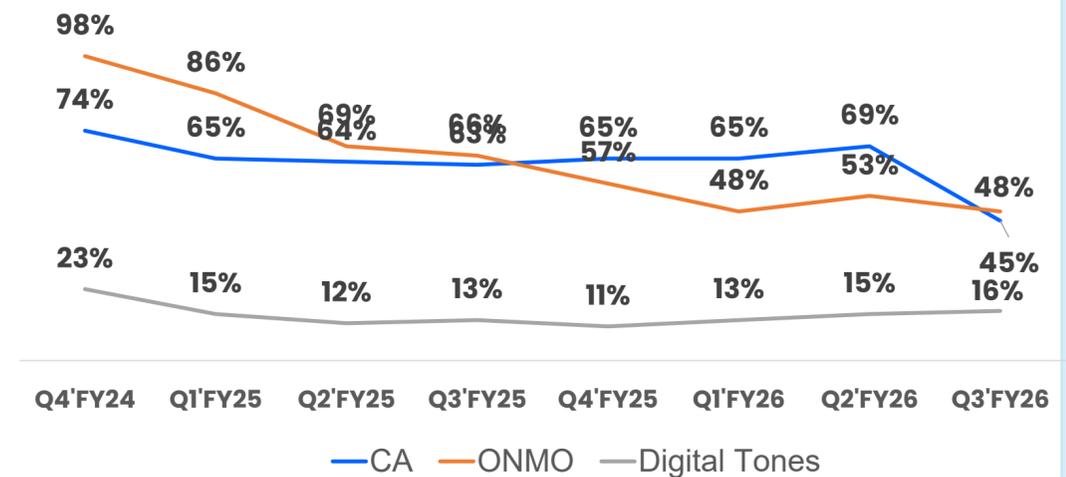
PAT (%)



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
Total Liabilities	10,026	9,766
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
Total Assets	10,026	9,766

onmobile

Global Leader in Mobile Entertainment

For any inquiries contact

 investors@onmobile.com

