ONMOBILE GLOBAL LIMITED
Tower #1, 94/1 C & 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

August 13, 2025

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- Q1 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 June 30, 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

Pakanati V Varaprasad
Digitally signed by Pakanati V Varaprasad
Date: 2025.08.13 22:00:27 +05'30'

P V Varaprasad
Company Secretary
F5877

Encl: a/a

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Global Leader in Mobile Entertainment

Propelling Mobile Gaming & Entertainment

EARNINGS DECK – Q1’FY26

Key Highlights

- Gaming subscriber base at 12.04Mn up by 58% YoY and 13% QoQ.
- Q1FY26 Mobile entertainment Revenue at INR 956Mn up by 13% QoQ.
- Q1FY26 revenue at INR 1,276Mn up by 1.2% YoY mainly driven by gaming revenue.
- Q1FY26 EBITDA at INR 65Mn up by 7x YoY.
- Q1FY26 Gaming Subscription Revenue at INR 317Mn up by 25.2% YoY.
- Closing Gross Cash balance at INR 1086Mn.
- As a matter of prudence, we have deferred revenue recognition from the DeOSphere contract while we engage with the partner to address concerns regarding software restrictions, which create risks and impact SLA commitments.

Financial Summary Q1 FY26

Gross Revenue	People cost	Marketing	Opex
INR 1,276 Mn	**INR 269 Mn**	**INR 240 Mn**	**INR 107 Mn**
+1.2% YoY -19.7% QoQ	-6.6% YoY -9.7% QoQ	+5.6% YoY -1.5% QoQ	+0.6% YoY -14.4% QoQ

EBITDA	PAT	Gaming Subscription Revenue	Mobile Entertainment Revenue
INR 65 Mn (5.2%)	**INR 156 Mn**	**INR 317 Mn**	**INR 956 Mn**
Q1 FY25- INR 9Mn Q4 FY25- INR 34Mn	>100% compared to Q4 FY25	+25.2% YoY +1.3% QoQ	-4.9% YoY +13.0% QoQ

OnMobile’s Product Journey Over Years

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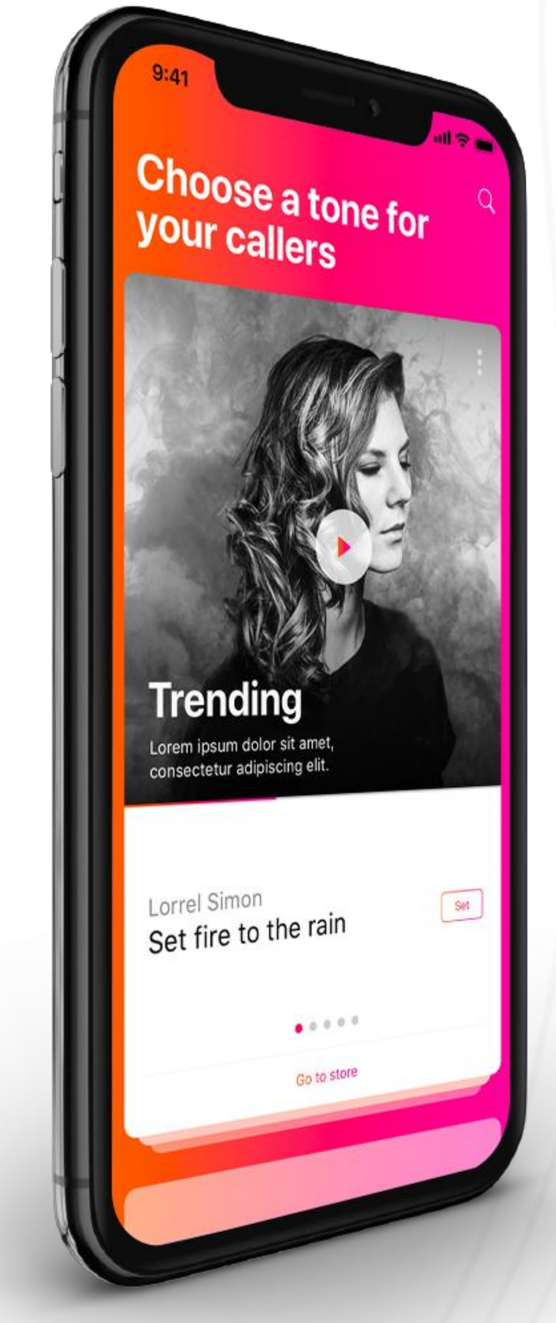
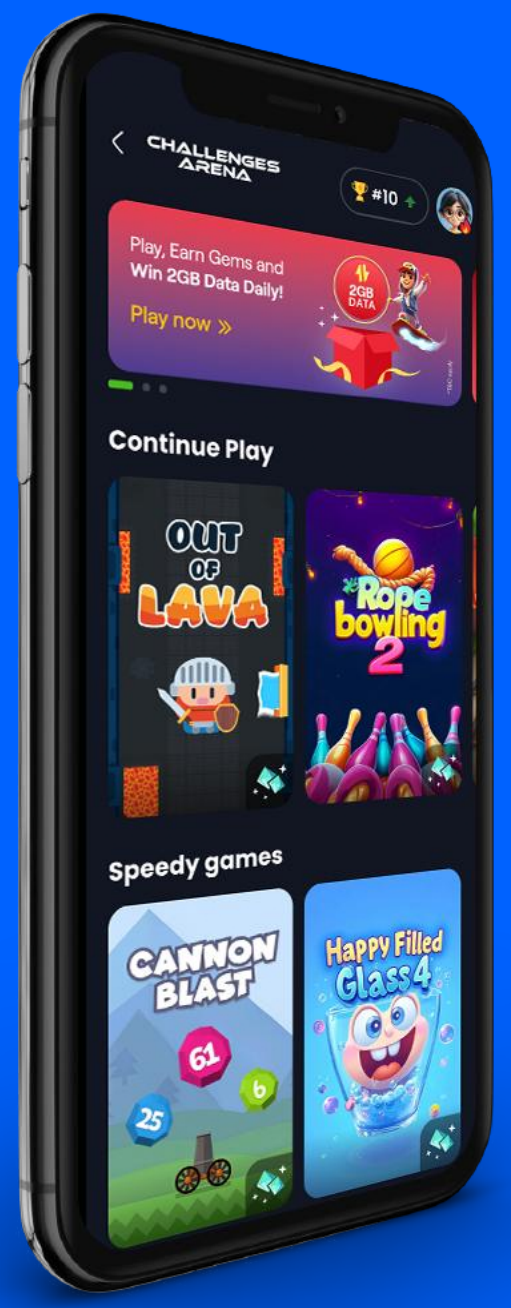
Mobile Entertainment



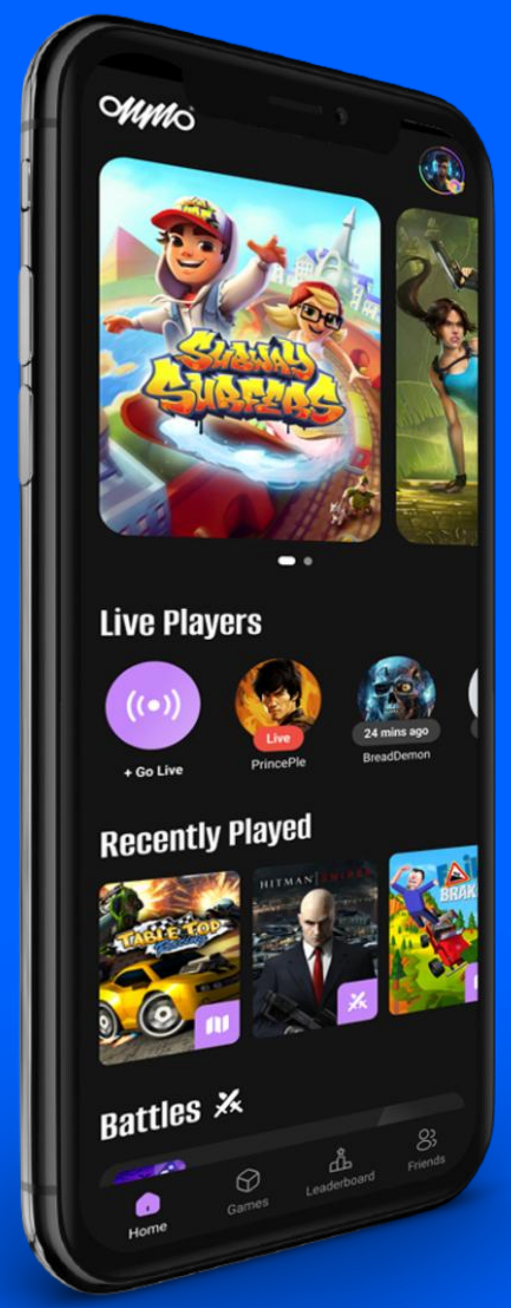
Tones

Videos

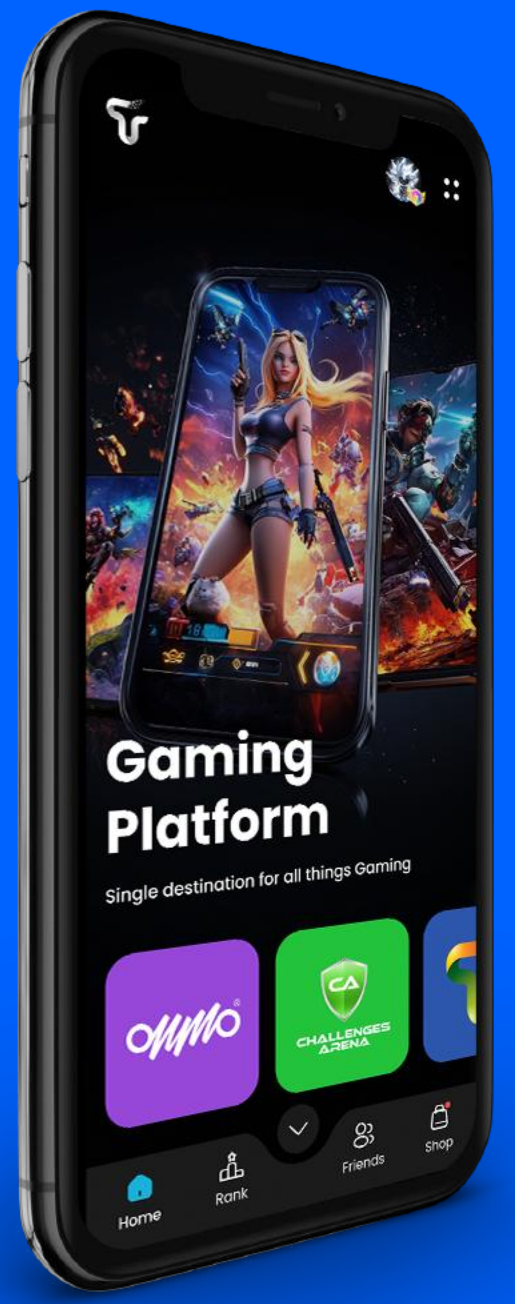
Mobile Gaming



Challenges Arena



ONMO



Gaming Platform

Subscription

Subscription

Subscription + Ads

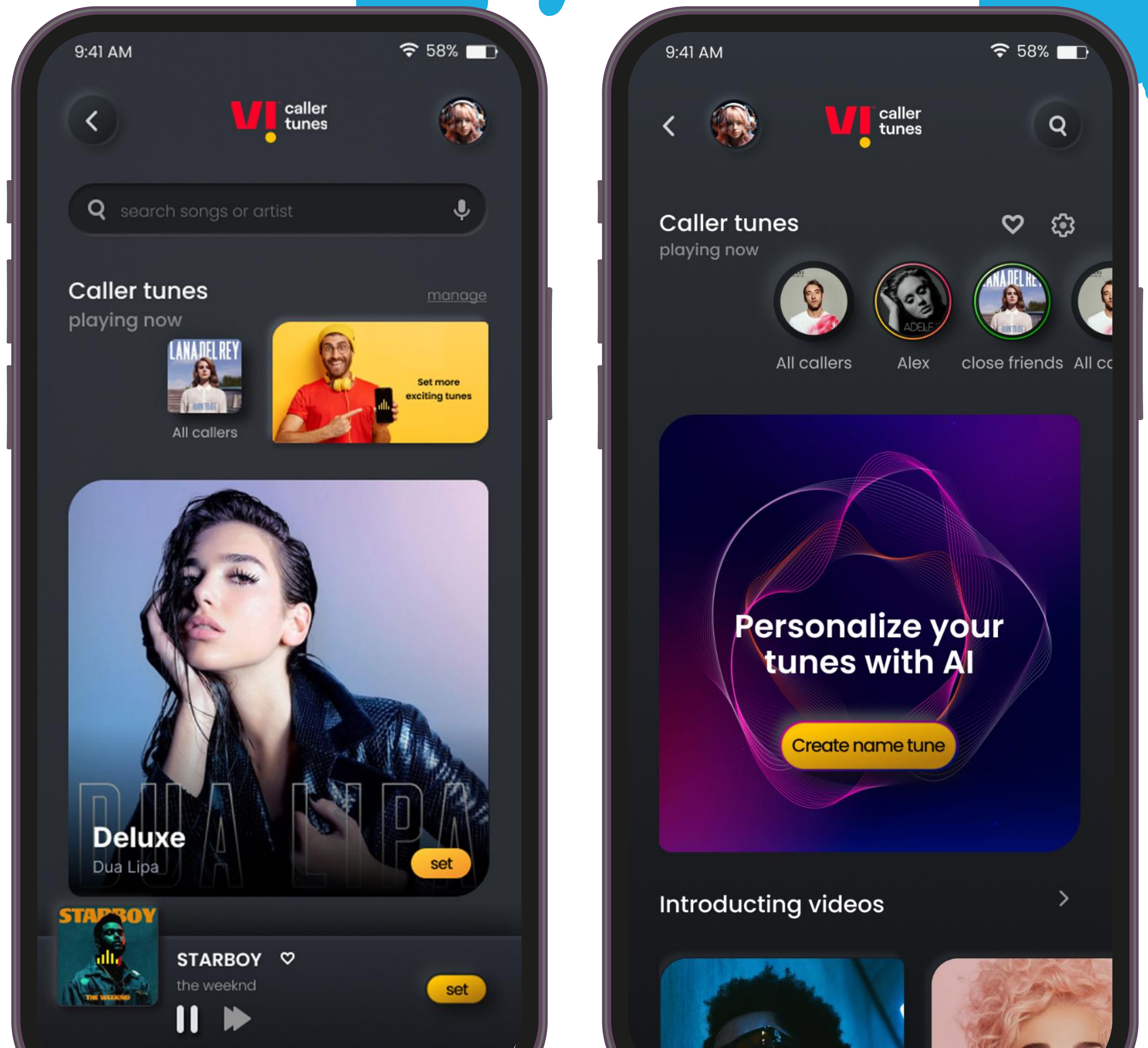
Subscription + Licensing + IAP

20 Years Legacy with Tones

01. Enhanced experience with AI integration & Video Tunes

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

03. Tones Network and Infrastructure Was Our Main Pivot into Cloud Gaming



150Bn

song bytes played to over 1Bn individuals in FY25

Launch
2004

Active Subscribers
57
Million

Live Telcos
28

Monetization Model
Subscription

Videos & Infotainment

01.

Categories

News
Beauty
Sports
Health
Leisure

02.

Sources

In-house Editors
Live Feeds
AI Powered

Premium Videos

Kids

01.

Content

Educational Videos & Games for Kids

02.

Special Features

Parental Controls

Launch 2007

Active Subscribers
1.1 Million

Live Telcos
18

Monetization Model
Subscription

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Challenges Arena – Instant Play With Rewards

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

01.

One Tap Play

Light weight, low learning curve HTML5 games

02.

Content Formats

Arcade, Words, Trivia, Puzzles, Cards

03.

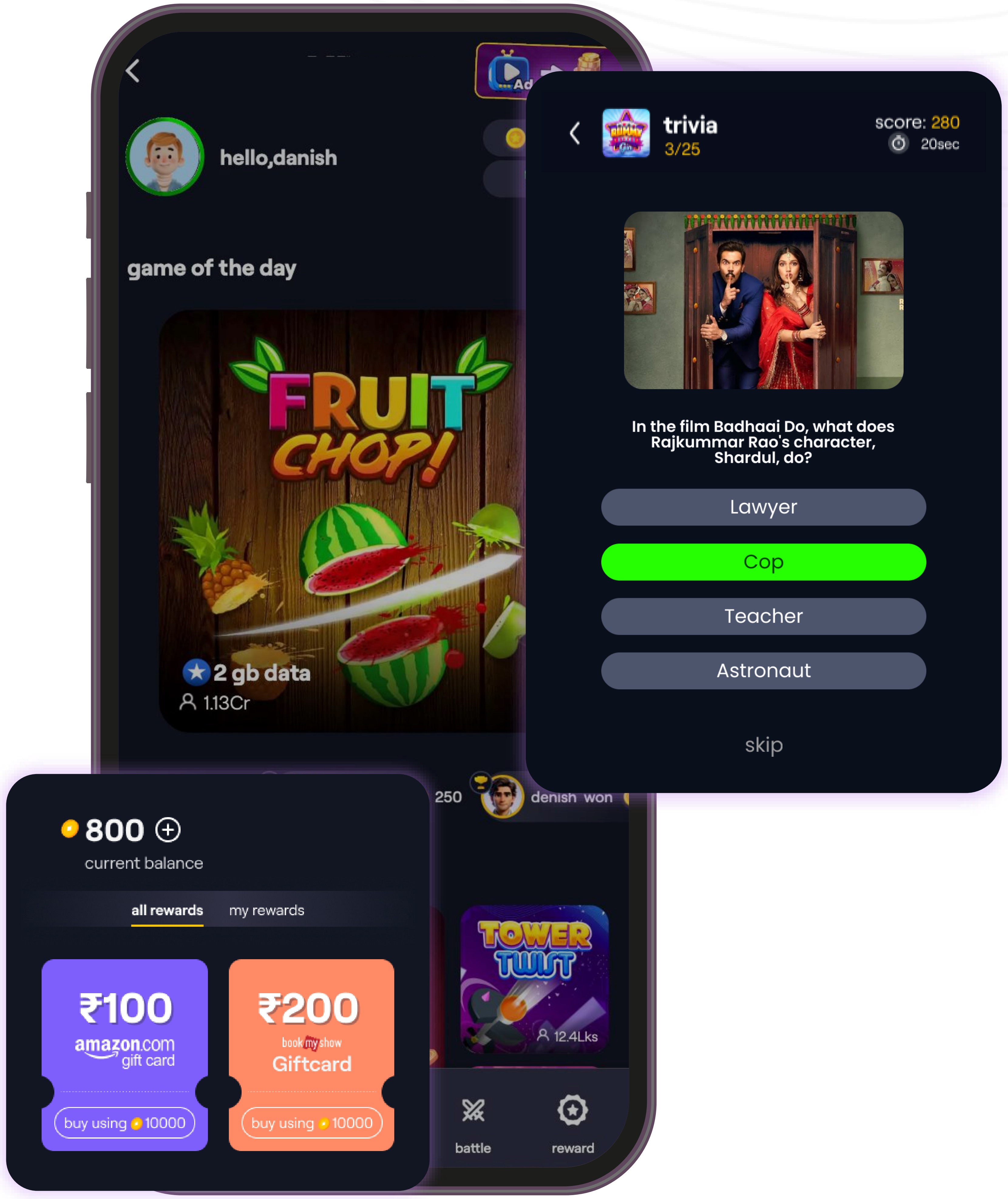
18+

Languages Supported

04.

35

Countries With Localized Content



Launch 2021

Active Subscribers

7.5 Million

Live Telcos

79

Monetization Model

Subscriptions

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

+

2 Disruptive Technologies

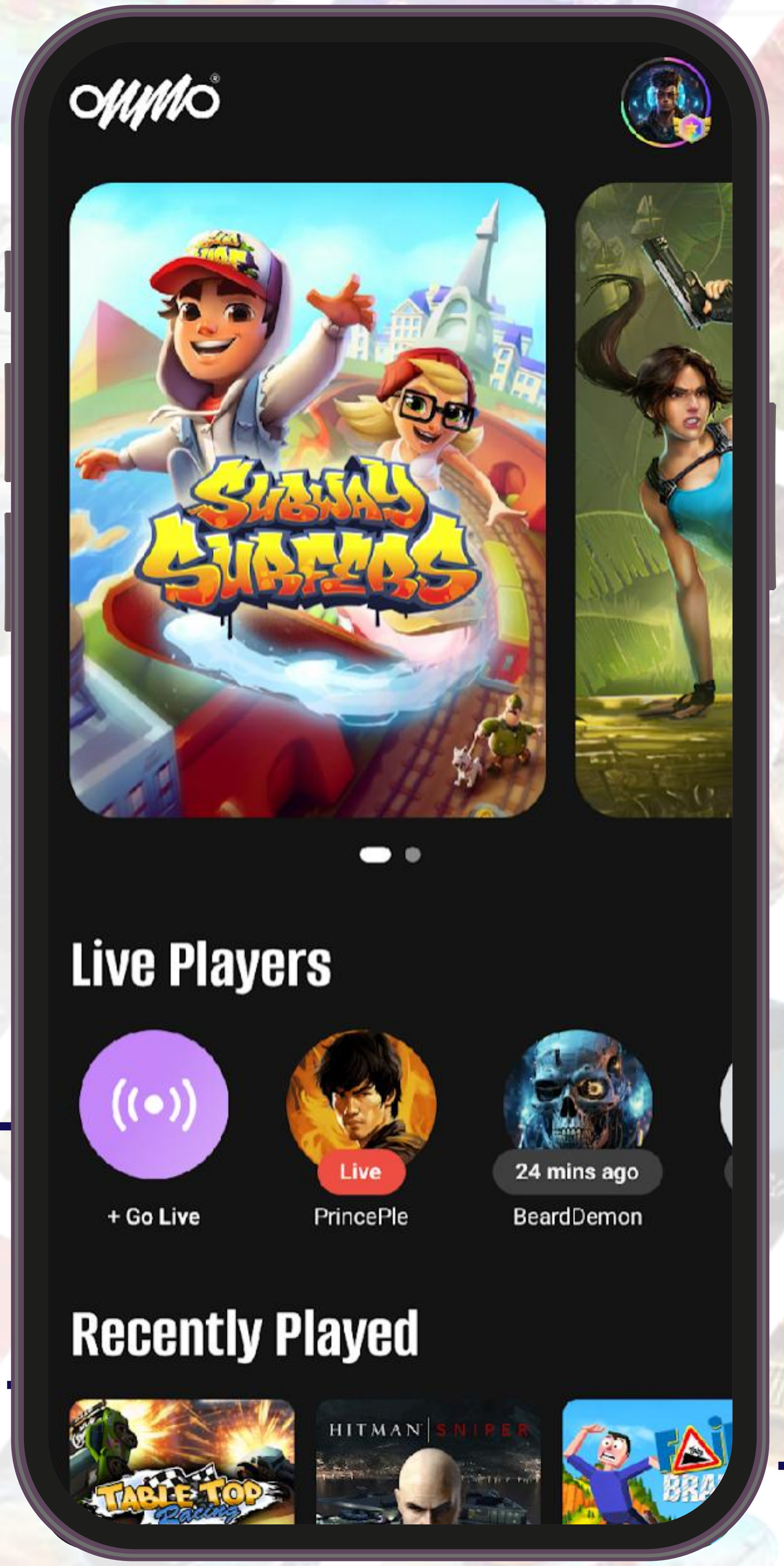
+

3 Key Mobile Gaming Trends

SHORT FORMAT GAMING

SOCIAL

ESPORTS



AI VISION AI

CLOUD GAMING

Launch
2022

Active Subscribers
4.5
Million

Live Telcos
41

Monetization Model
Subscriptions

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The Gaming Platform – Single Destination For All Gaming Services

Redefining App Stores for Consumers, Developers and Telcos

Launch 2025

Monetization Model

Platform Licensing
+
In App Purchases

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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

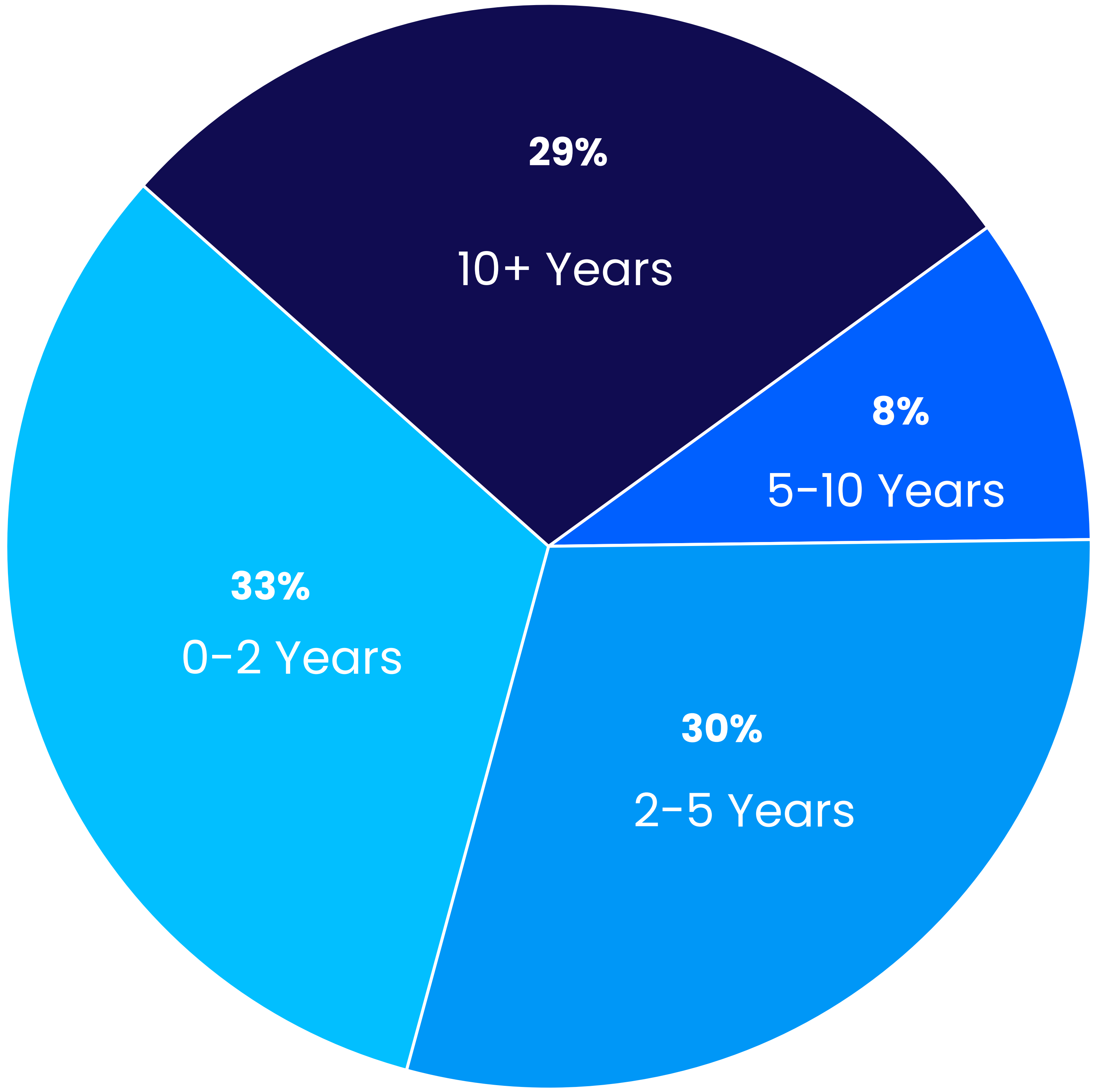
~50%

revenues from AAA Gaming

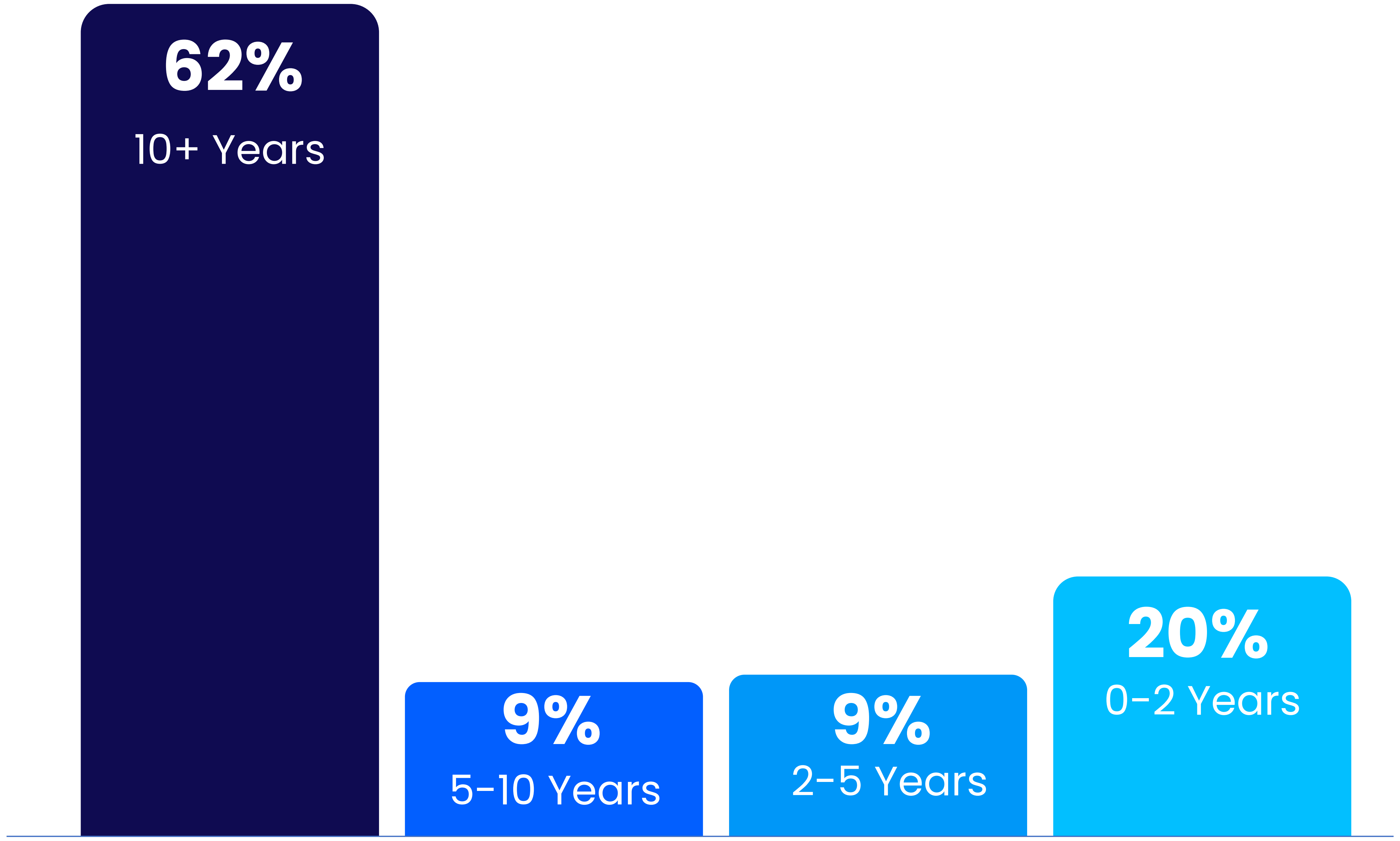
Company maintains strong, long-term relationship with global telecom leaders

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

Number of Telecom Operators



Revenue contribution % FY 2025



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120 Deployed Customers Across The Globe

robi
Safaricom
vodafone
Telefónica
ooredoo
airtel
true move

bKash
Omantel
AIS
Dialog
VI
DITO TELECOMMUNITY
Telia

entel
MTN
ATOM
cellcard
ethio telecom
telcel

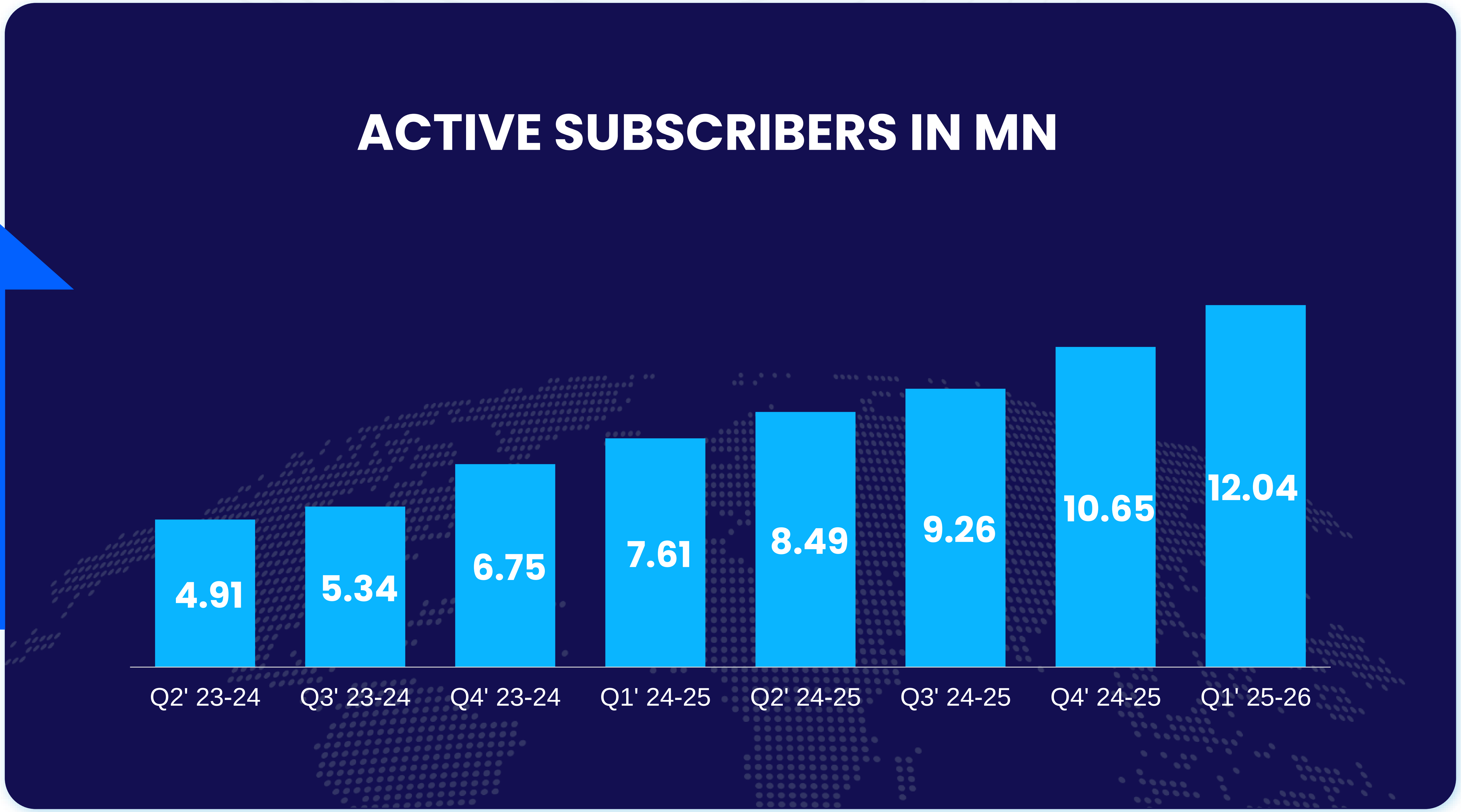
LEBARA
etisalat by e&
Claro
vodacom
orange
STARHUB
nuuday

COSMOTE
tigo
mobifone
MEO
TURKCELL
VIVA
Telkom

Mobile Gaming: Active base increased to 12.04Mn

+6.7M

Additional Active gaming subscribers in last 6 quarters



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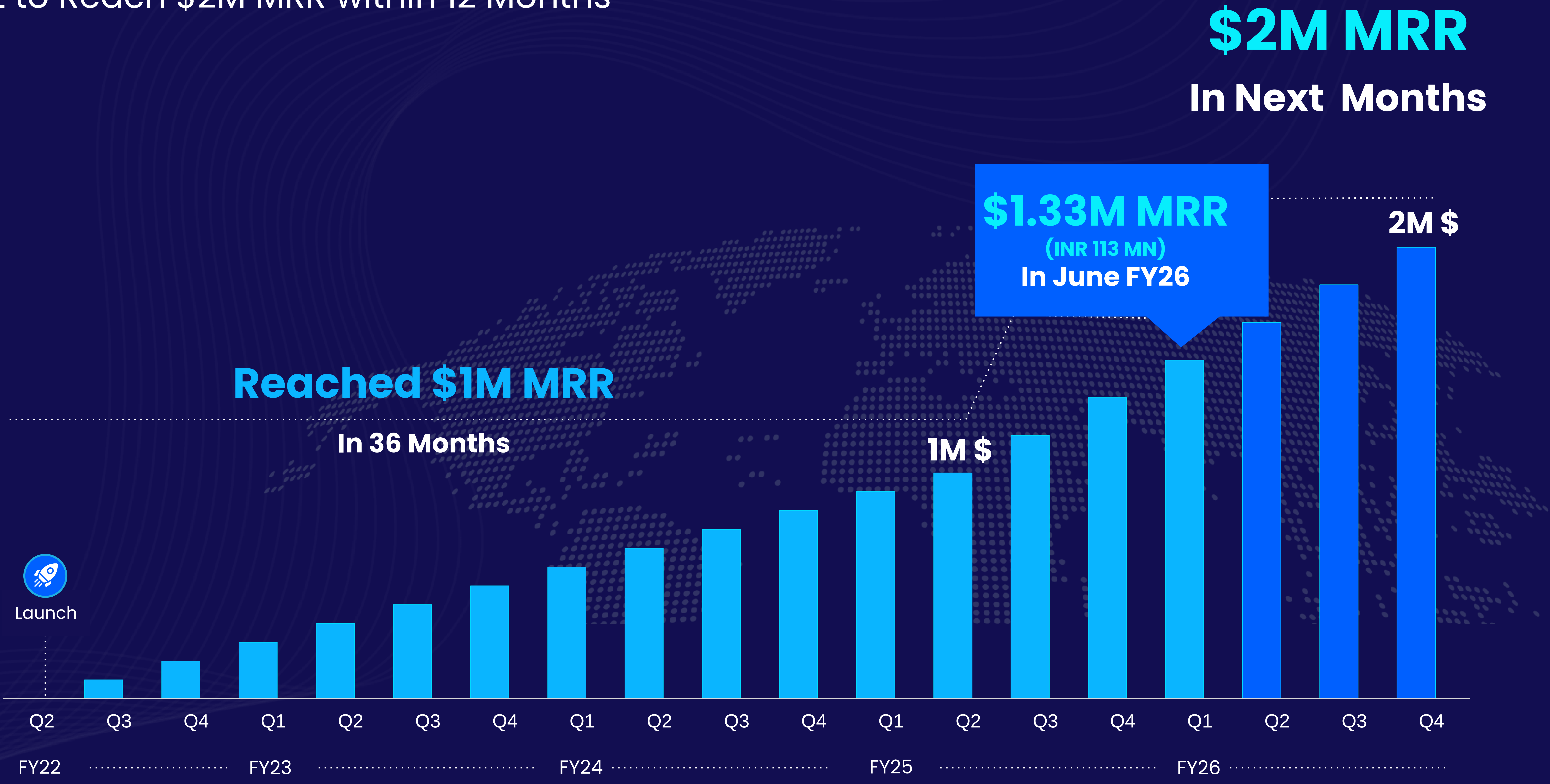
Mobile Gaming: Subscription Revenues to Double

Target to Reach $2M MRR within 12 Months



Monthly Recurring Revenue (MRR)

*All bars not to exact scale

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

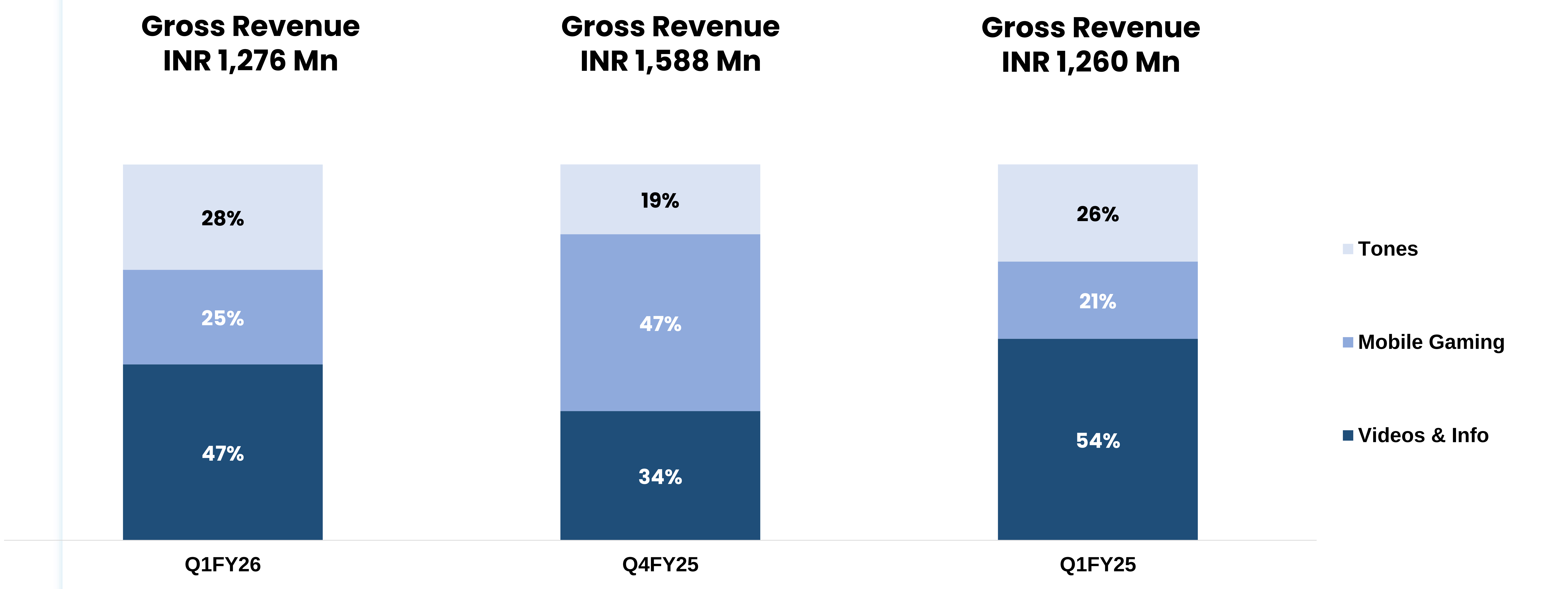
FINANCIALS

P&L Q1 FY26

P&L(INR Mn)	Q1 FY26	Q4 FY25	QoQ Gr %	Q1 FY25	YoY Gr %
Gross Revenue	1,276	1,588	-19.6%	1,260	1.3%
COGS	595	887	-32.9%	629	-5.4%
Gross Profit	**681**	**701**	**-2.9%**	**631**	**7.9%**
Margin (%)	***54.4%***	***44.9%***		***51.1%***	
People Cost	269	298	-9.7%	288	-6.5%
Marketing	240	244	-1.6%	230	4.5%
Opex	107	125	-14.4%	105	1.9%
EBITDA	**65**	**34**	**91.2%**	**9**	**638.6%**
Margin (%)	***5.2%***	***2.2%***		***0.7%***	
Depreciation	82	80	2.5%	80	2.0%
Operating Profit	**(17)**	**(46)**	**-63.6%**	**(71)**	**-76.7%**
Margin (%)	***-1.3%***	***-2.9%***		***-5.8%***	
Profit After Tax	**156**	**(80)**	**-**	**(153)**	**-**
Margin (%)	***12.5%***	***-5.1%***		***-12.4%***	
EPS (Diluted)	1.4	(0.7)	-	(1.4)	-

**COGS includes UFF*

Revenue by Products



Cash Position

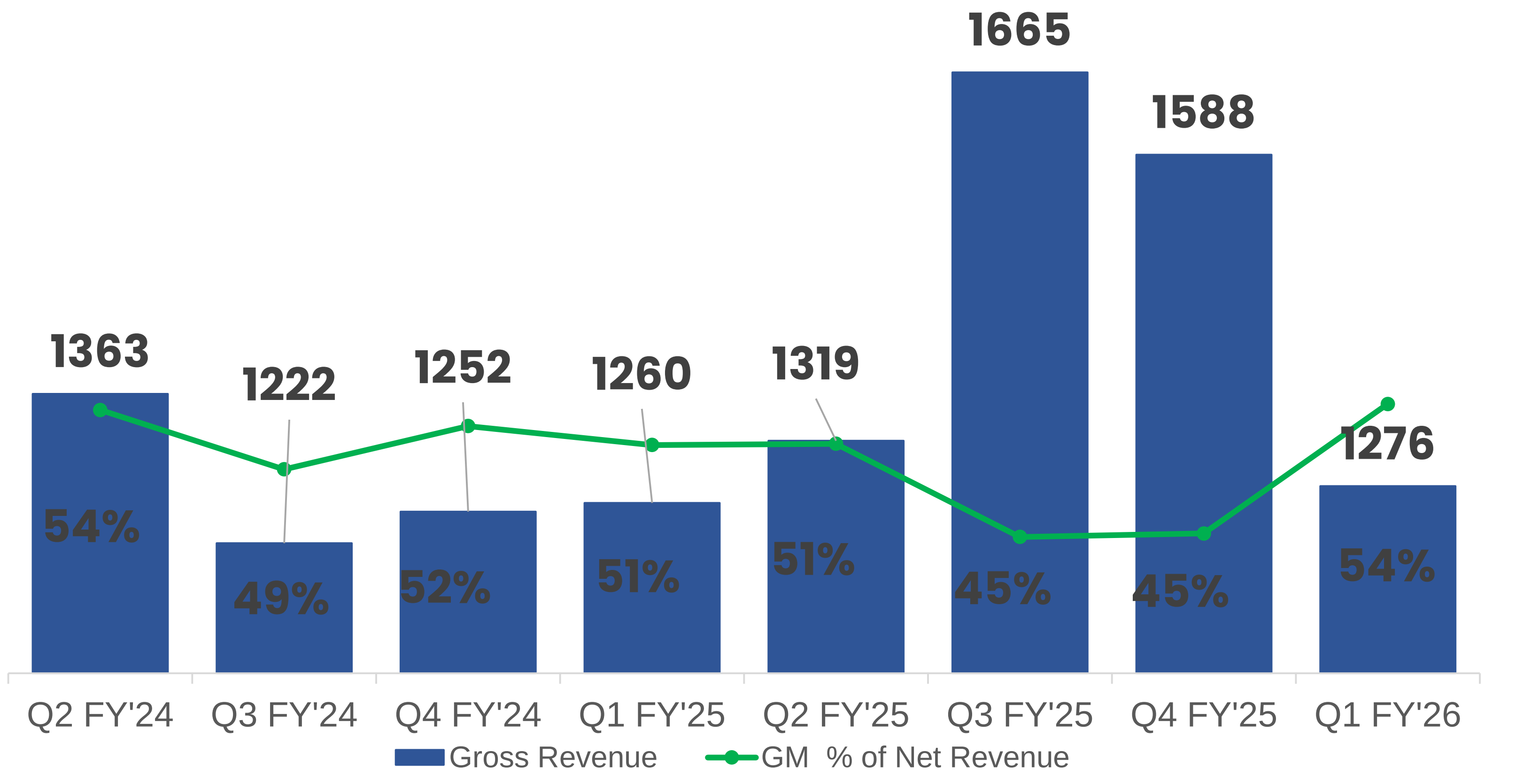
INR Mn	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Cash Balance	879	577	637	688	413	336	402	1086

- Q2 FY24: Increase in Q2 Cash due to better collections
- Q3 FY24: Reduction in Q3 Cash due to Prod devpt cost of INR 150 Mn
- Q4 FY24: Increase in Q4 Cash due to better collections
- Q1 FY25: Increase in Q1 Cash due to better collections
- Q2 FY25: Reduction in Q2 Cash due to delay in customer collection in sept which I collected in Oct
- Q3 FY25: Reduction in Q3 Cash due to utilization For severance pay to international employee exits and pre payment for gaming license cost
- Q4 FY25: Increase in Q4 Cash due to collections of old outstanding
- Q1 FY26: Increase in Q1 Cash due to Positive Operational Cash Flows and Statutory Refunds

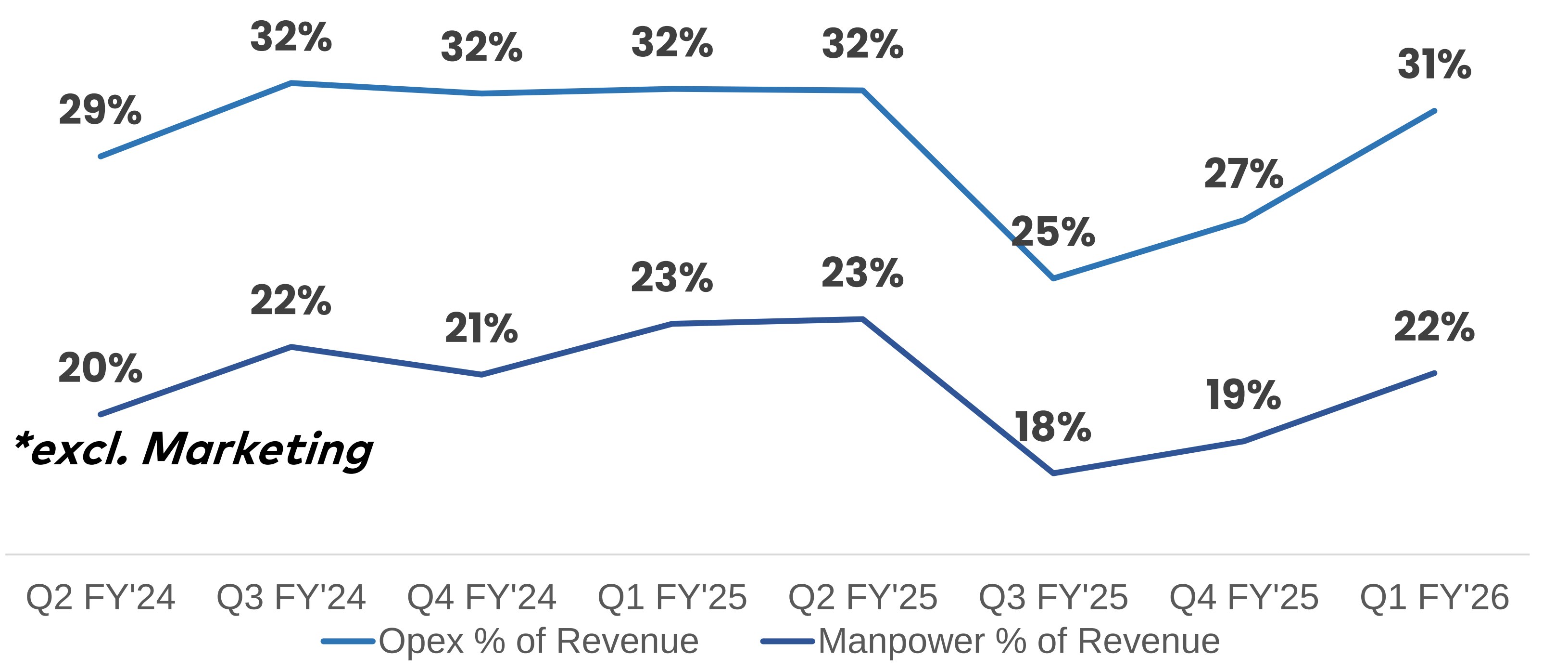
Financial Analysis & Trends: Profit & Loss

In INR Mn

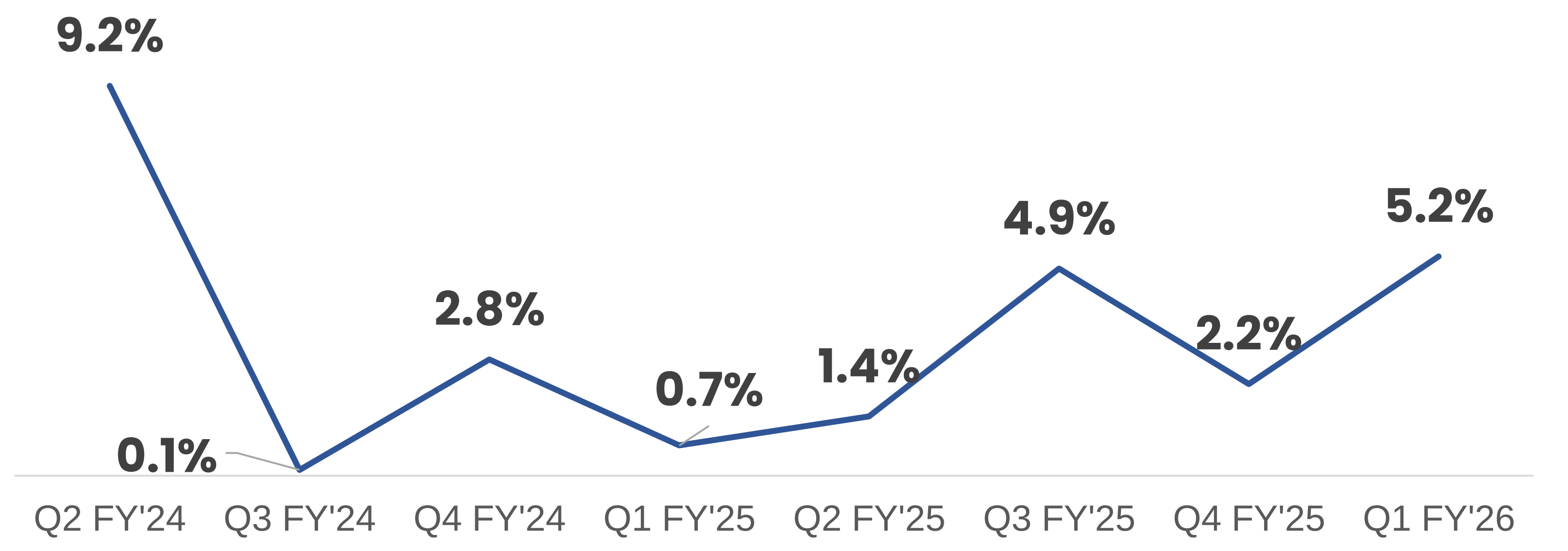
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

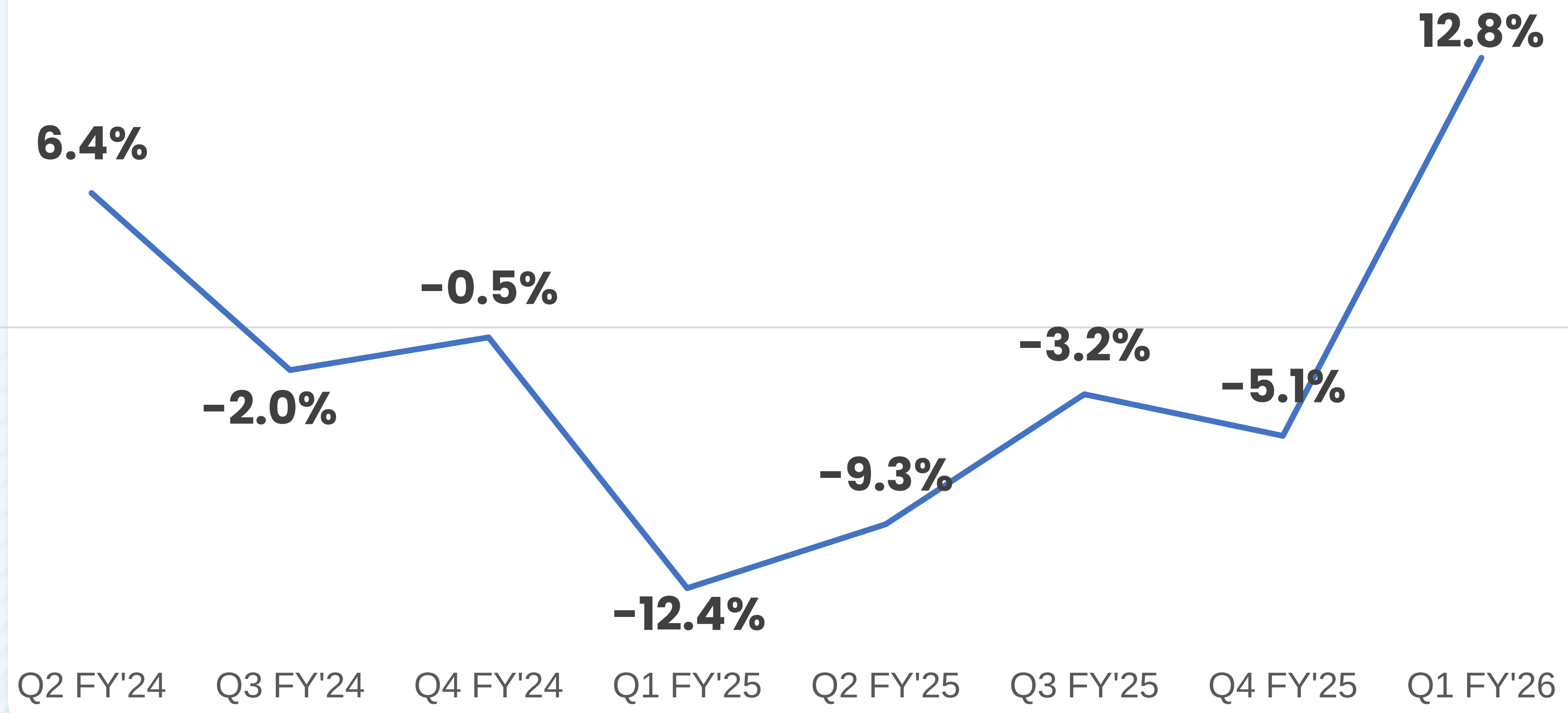


EBITDA %

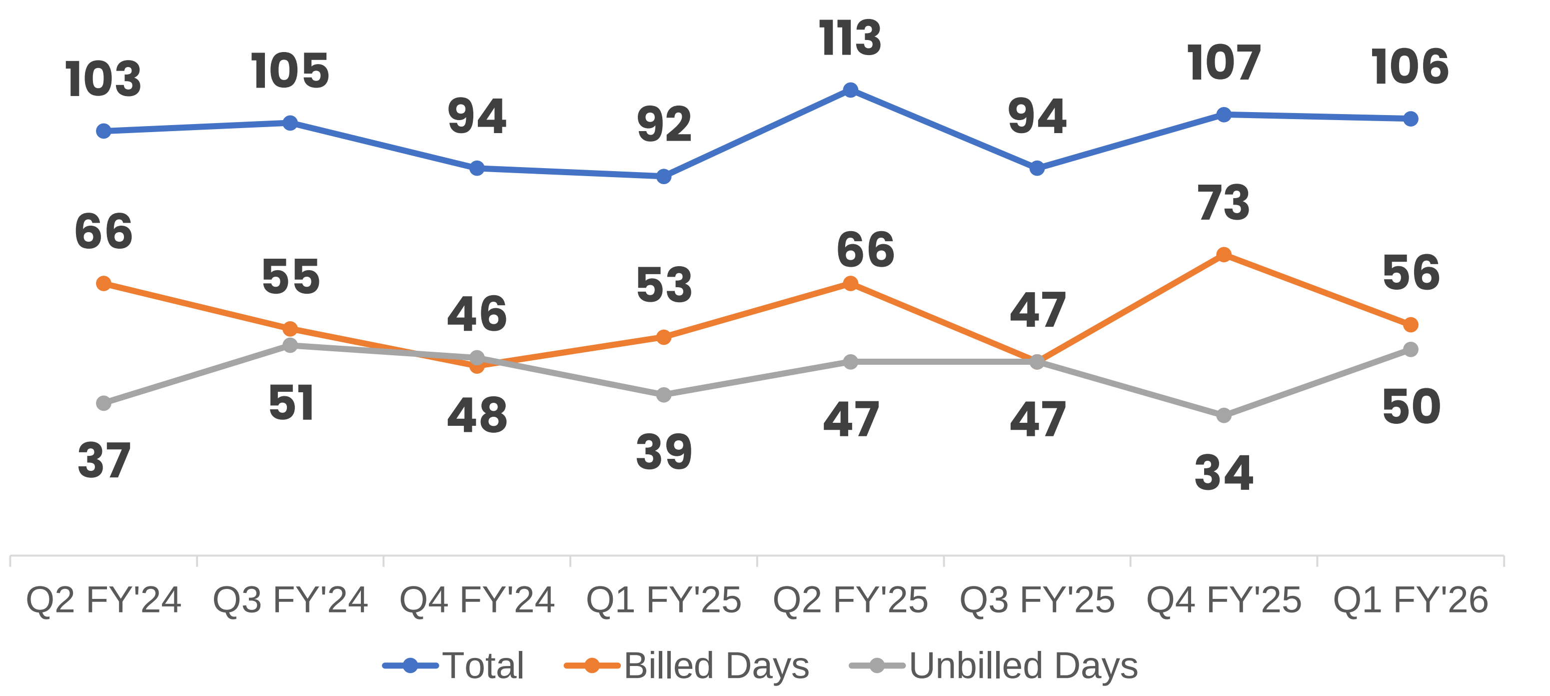


PAT (%)

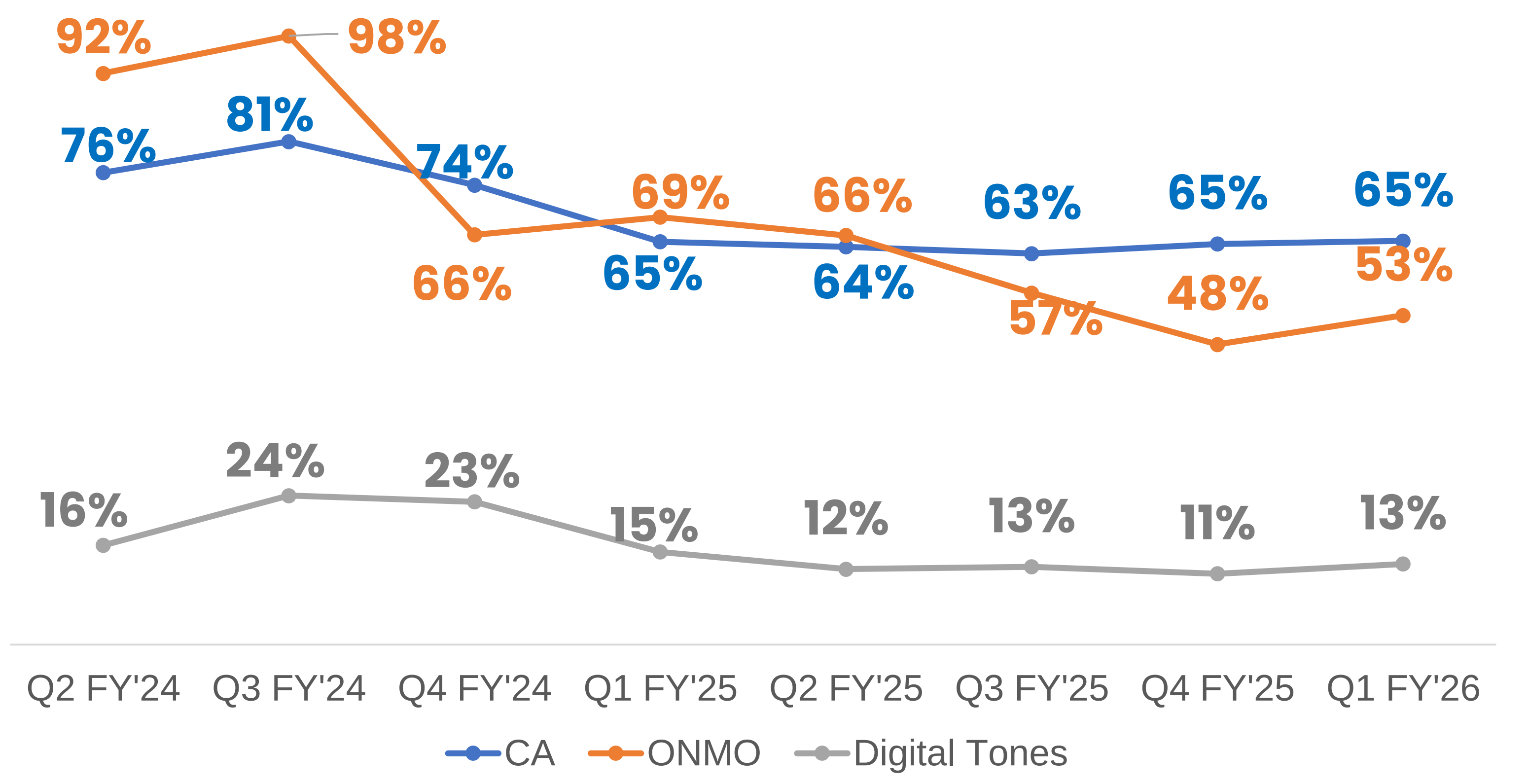
PAT as a % of net revenues



DSO (in Days)



Marketing % of Net Revenue



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Ratio Analysis

Ratio Analysis	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Profit and Loss								
International revenue / revenue	91%	92%	94%	94%	95%	97%	96%	98%
Gross profit / revenue	54%	49%	52%	51%	51%	45%	45%	54%
Revenue per Employee (INR'000)	3,184	2,924	3091	3142	3461	4600	4963	4051
EBITDA per Employee (INR'000)	289	4	84	22	48	224	106	206
Aggregate employee costs / revenue	20%	22%	21%	23%	23%	18%	19%	22%
Profit before tax (PBT) / revenue	9%	0%	1%	-11%	-8%	-2%	-4%	15%
Balance sheet								
Current ratio	1.3	1.2	1.3	1.2	1.2	1.1	1.2	1.3
Day’s sales outstanding (Days)	103	105	94	92	113	94	107	106
Liquid assets / total assets (%)	27%	23%	22%	22%	23%	23%	26%	32%
Liquid assets / total sales ratio	1.8	1.8	1.6	1.6	1.6	1.3	1.5	2.4

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For any inquiries contact

investors@onmobile.com