



ONMOBILE GLOBAL LIMITED

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CIN - L64202KA2000PLC027860

Email - investors@onmobile.com

www.onmobile.com

May 18, 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- Q4 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 and year ended March 31, 2026, which is made available on Company's website: www.onmobile.com.

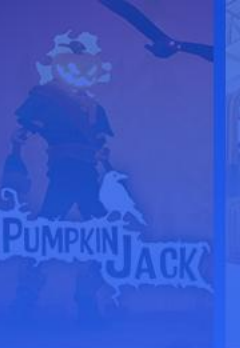
Request you to kindly take the same on record.

Thanking you,

Yours sincerely,
For OnMobile Global Limited

P V Varaprasad
Company Secretary
FCS 5877

Encl: a/a



onmobile™

Propelling Mobile Gaming & Entertainment

EARNINGS DECK – Q4'FY26

Key Highlights

- **25 Years of Empowering Millions to Connect, Express & Engage**
- FY26 Gross Margin at 52.7% up from 46.7% in FY25.
- FY26 EBITDA at INR 297Mn, growth of 110.6% YoY.
- FY26 PAT at -INR 115Mn, without impairment provision PAT at +INR 353Mn.
- Gaming subscriber base at 14.3Mn growth of 34.5% YoY.
- FY26 revenue at INR 5,245 Mn down by 10.2 % YoY.
- FY26 Mobile Gaming Revenue at INR 1,545 Mn down by 25.4% YoY.

Financial Summary Q4 FY26

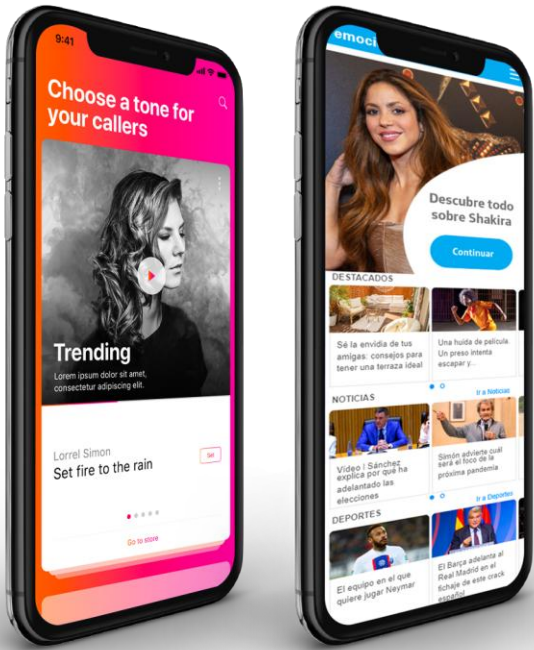
<p>Gross Revenue</p> <p>INR 1,290 Mn</p> <p>■ -5.8% QoQ</p>	<p>People cost</p> <p>INR 282 Mn</p> <p>■ 1.2% QoQ</p>	<p>Marketing</p> <p>INR 204 Mn</p> <p>■ -19.3% QoQ</p>	<p>Opex</p> <p>INR 114 Mn</p> <p>■ 14.0% QoQ</p>
<p>EBITDA</p> <p>INR 65 Mn (5.0%)</p> <p>■ Q3 FY26: INR 81 Mn</p>	<p>PAT</p> <p>-INR 365 Mn</p> <p>Excl. impairment +INR 103Mn</p>	<p>Mobile Gaming Revenue</p> <p>INR 389 Mn</p> <p>■ -15.1% QoQ</p>	<p>Mobile Entertainment Revenue</p> <p>INR 901 Mn</p> <p>■ -1.0% QoQ</p>

Financial Summary FY26

Gross Revenue	People cost	Marketing	Opex
INR 5,245 Mn ■ -10.2% YoY	INR 1,107 Mn ■ -6.5% YoY	INR 928 Mn ■ -2.2% YoY	INR 431 Mn ■ -4.4% YoY
EBITDA	PAT	Mobile Gaming Revenue	Mobile Entertainment Revenue
INR 297 Mn (5.7%) ■ +110.6% YoY	-INR 115 Mn Excl. impairment +INR 353Mn	INR 1,545 Mn ■ -25.4% YoY	INR 3,700 Mn ■ -1.6% YoY

On Mobile's Product Journey & Monetization Model Evolution

Mobile Entertainment



Tones

Videos

Gaming

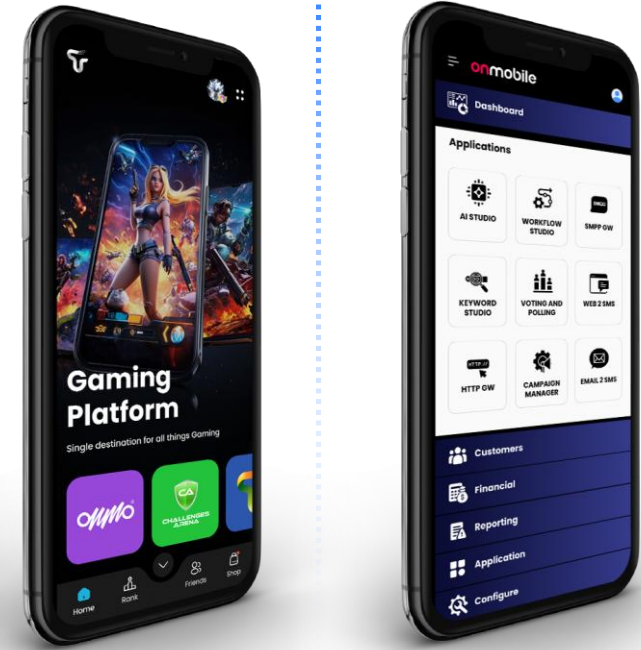


Challenges Arena

ONMO

ONMO+ Virtual Console

Enterprise Communication



Gaming Platform

Buzzmo

Subscription

Platform & Licensing

Dominant Monetization Model

Mobile Gaming - Subscription Business, Growth at Scale

A healthy, growing business, improving margins and accelerating subscriber momentum.

**Subscriber
Base Growth**



14.3 MN

+600K Q3FY26 to Q4FY26

**Gaming Subscription
Revenue Growth**



+32.2% FY26/FY25

Gaming Momentum Continues For Next 18 Months

Target to Reach \$3M MRR in Next 18 Months

\$3M MRR

Next 15-18 Months

\$2M MRR

30 Months

Reached \$ 1M MRR

In 36 Months

Launch

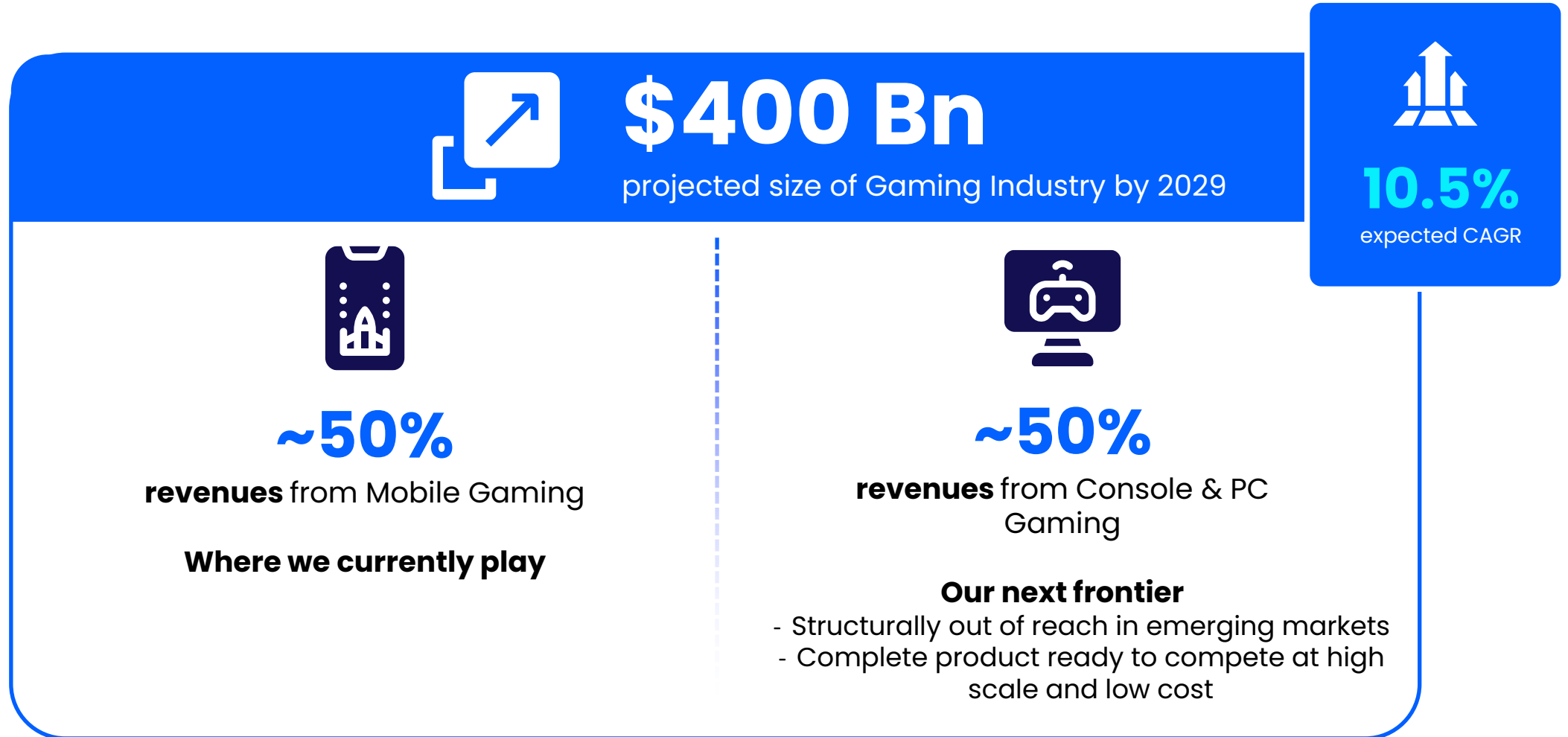
Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2
 ----- FY22 ----- FY23 ----- FY24 ----- FY25 ----- FY26 ----- FY27 ----- FY28 -----

Monthly Recurring Revenue (MRR)

**All bars not to exact scale
 Q3FY25: USD = 83 INR, Q4FY26: USD = 94 INR*

Expansion: From Mobile to the Full Gaming Market

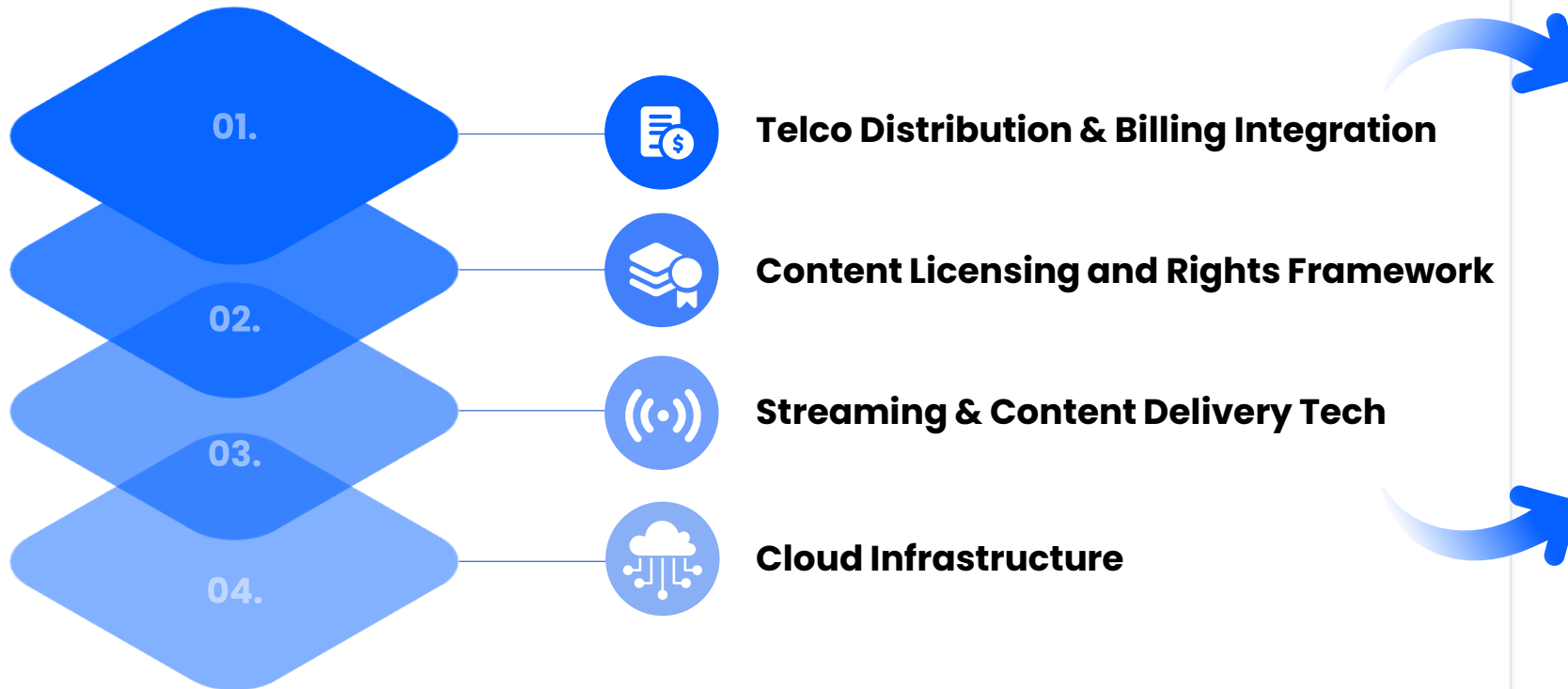
We've focused on one half of the global gaming market. Now we're expanding into the other.



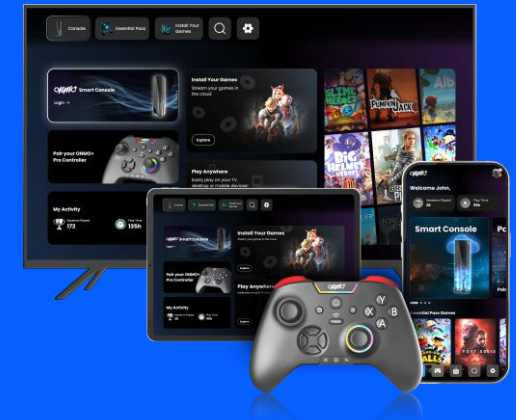
A New Engine of Growth, Built on Existing Foundations

One shared infrastructure stack. Two product lines. Marginal incremental investment.

SHARED BUILDING BLOCKS



Virtual Console



Mobile Gaming



Challenges Arena

ONMO

The Gaming Platform

Virtual Console – Launch Offering

Everything you need to get started and enjoy. Right out of the box.

TOP QUALITY



- Console-style User Experience
- Base plan quality starts at 1080p(HD) 60FPS (Completely Smooth)
- 4K upgrade path on future plans



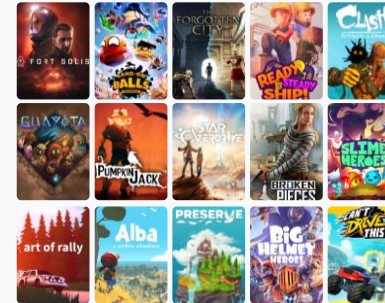
ATTRACTIVE PRICE POINT



- Targeting ₹5,000 price segment to ensure maximum adoption without compromising on quality positioning
- Multi month subscription access packaged into retail offering
- Enjoy on any screen – TV, Laptop, Mobile , Tablet



LIBRARY FOR EVERYONE



- Included Curated AA library for first time explorers
- Bring Your Own Games support for hard core gamers to port their existing AAA game licenses



PRO CONTROLLER INCLUDED



- 4-device pairing, one button quick-switch between devices for seamless experience
- Hall effect triggers, macro buttons for pro gamers

Virtual Console – Launch Status

- ✓ Gaming GPU servers deployed in north and south of the country for pan-India coverage
- ✓ Controller inventory ready for distribution
- ✓ Final launch preparations and promotions underway



Stay tuned for launch announcement in 2 weeks.

Why The Virtual Console Opportunity Is Very Attractive

Four structural reasons the Virtual Console offering can outperform mobile product on key economics.

01

Untapped Market

Console/PC D2C in emerging markets is genuinely underpenetrated. We're not fighting for share in a crowded pie – we're entering a new one with massive growth potential.

02

Higher ARPUs

Console/PC consumers spend significantly more, and more consistently. Premium hardware + premium content = premium pricing power.

03

Stronger Retention

Higher platform loyalty and lower churn risk than mobile. Once a console gamer is inside the ecosystem, they stay – and they upsell.

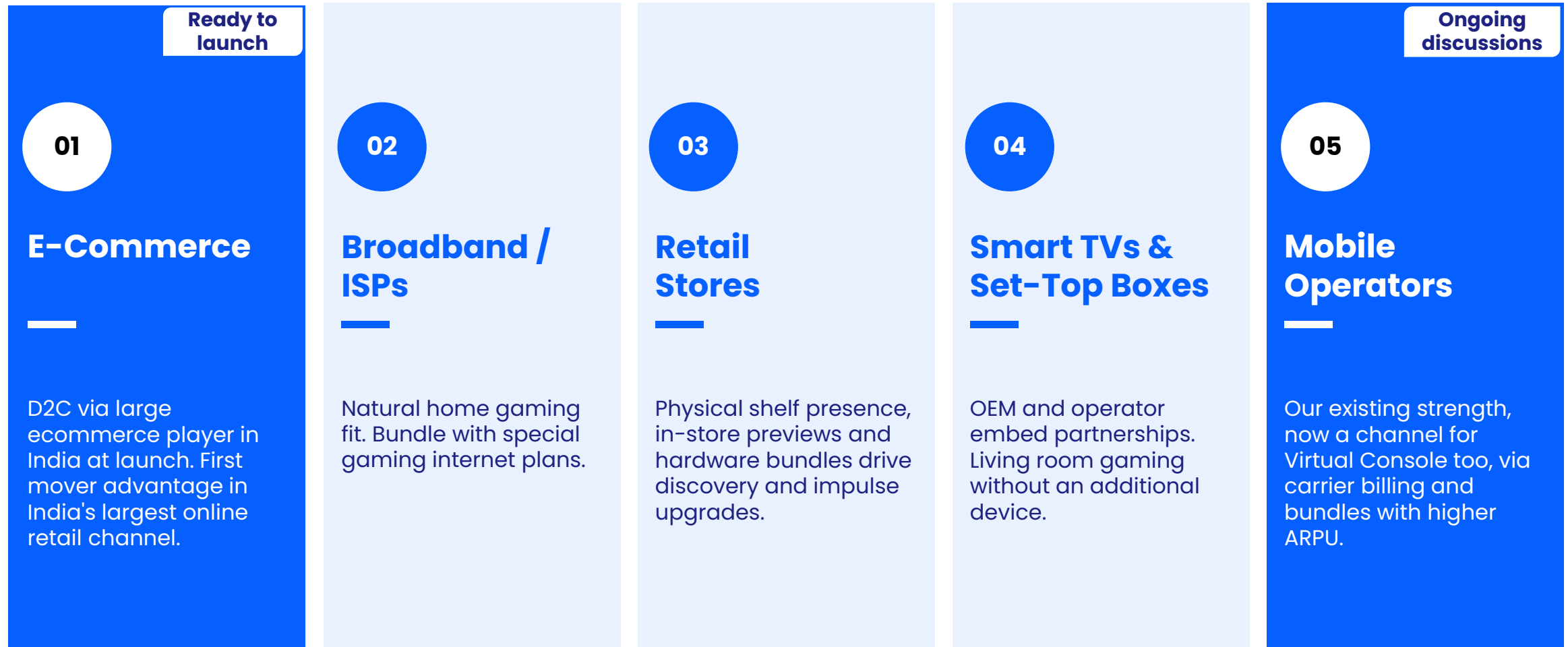
04

Brand Elevation

Moves the company upmarket. Improves positioning in future distribution partnerships, content deals, and hardware alliances.

Distribution Channels Now Unlocked by The Virtual Console

A mobile-only product can only travel one road. The Virtual Console opens four more immediately.



Customers Presence Across The Globe



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

\$35M+ technology investment has produced three live products: gaming subscription, gaming platform and the virtual console- all generating revenue in FY27

03.

Gaming Revenues Expected to Grow by 50% in FY 2027

Subscription
Continue to Scale with existing momentum

Gaming Platform

Licensing revenue ramping up

Virtual Console

Upcoming, new revenue stream

04.

The Virtual Console opens new channels beyond Telco

Reaches consumers through **Ecommerce, ISPs, Set-top Box, Retail and Smart TV** partners — in addition to 100+ telcos and 4B+ mobile consumers.

05.

Valuation to follow Gaming Industry Multiples

OnMobile trades at a significant discount to gaming industry peers despite now being EBITDA positive. As the revenue mix shifts toward gaming, sector multiples represents material upside.



FINANCIALS

P&L Q4 FY26

P&L(INR Mn)	Q4 FY26	Q3 FY26	QoQ Gr %	Q4 FY25	YoY Gr %
Gross Revenue	1,290	1,369	-5.8%	1,588	-18.8%
COGS	626	658	-4.9%	887	-29.4%
Gross Profit	664	711	-6.6%	701	-5.3%
Margin (%)	51.5%	51.9%		44.9%	
People Cost	282	278	1.2%	298	-5.6%
Marketing	204	252	-19.3%	244	-16.5%
Opex	114	100	14.0%	125	-8.6%
EBITDA	65	81	-20.2%	34	91.2%
Margin (%)	5.0%	5.9%		2.2%	
Depreciation	(96)	(88)		(80)	
Other Income/(Expense)	107	57		(22)	
Impairment of receivables	(468)	-		-	
Exceptional Items	(10)	(5)		-	
Profit Before Tax	(402)	45	-	(68)	-
Tax	(36)	9		11	
Profit After Tax	(365)	35	-	(79)	-
Margin (%)	-28.3%	2.6%		-5.1%	
EPS (Diluted)	-3.4	0.3		-0.8	-
PAT excl. impairment	103	35	-	(79)	-

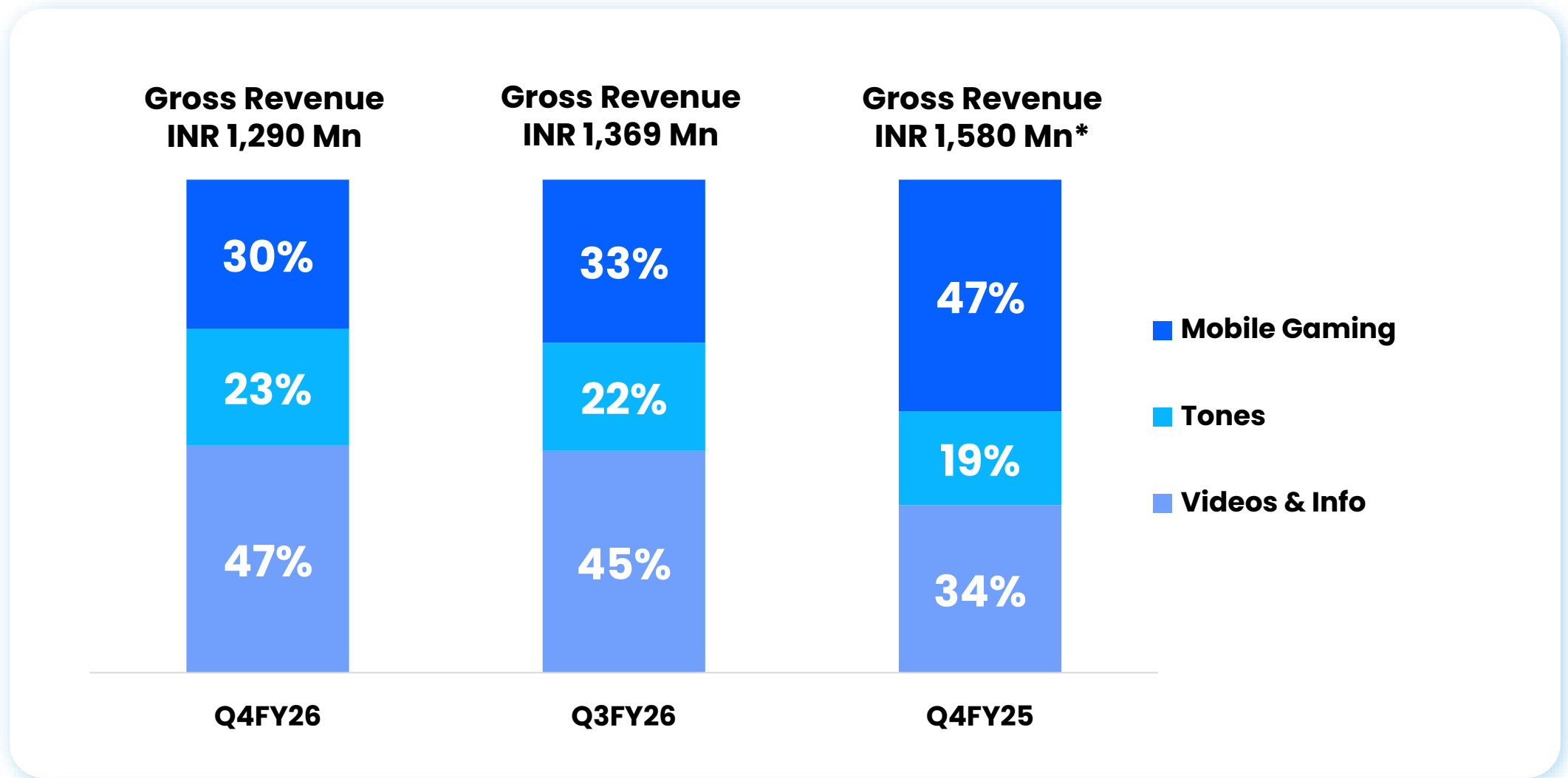
*COGS includes UFF

P&L FY26

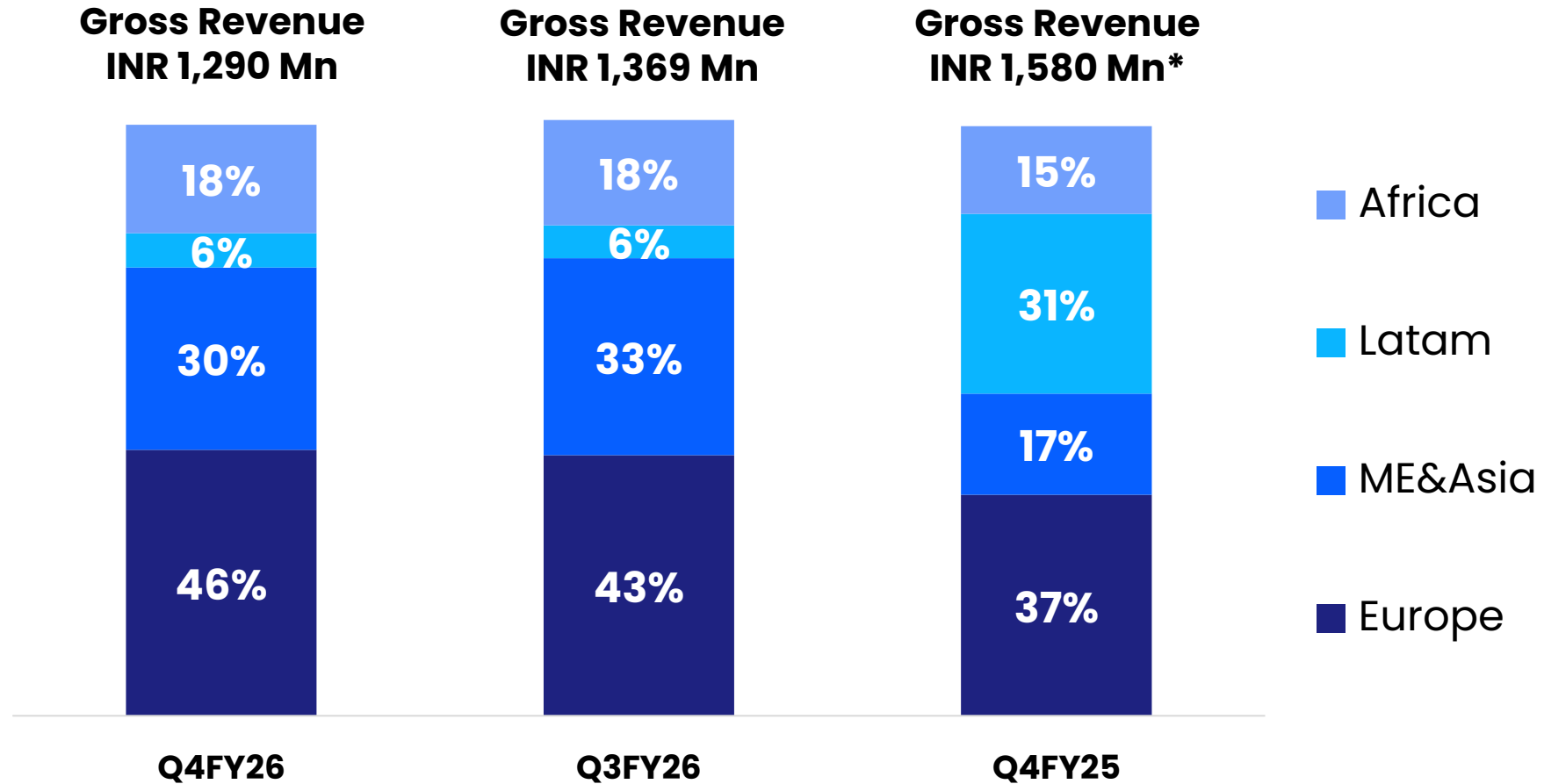
P&L(INR Mn)	FY26	FY25	YoY Gr %
Gross Revenue	5,245	5,832	-10.2%
COGS	2,481	3,106	-20.1%
Gross Profit	2,763	2,726	1.4%
Margin (%)	52.7%	46.7%	
People Cost	1,107	1,184	-6.5%
Marketing	928	949	-2.2%
Opex	431	451	-4.4%
EBITDA	297	141	110.6%
Margin (%)	5.7%	2.5%	
Depreciation	(350)	(323)	-
Other Income/(Expenses)	448	(42)	-
Impairment of receivables	(468)	-	-
Exceptional Items	(15)	(123)	-
Profit Before Tax	(88)	(347)	N.A
Tax	27	58	
Profit After Tax	(115)	(405)	N.A
Margin (%)	-2.2%	-7.1%	
EPS (Diluted)	-1.1	-3.8	-
PAT excl. Impairment	353	(405)	N.A

*COGS includes UFF

Revenue by Products



Revenue by Region



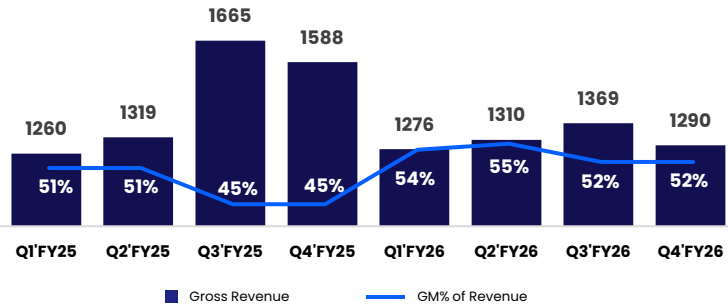
Gross Cash Position

INR Mn	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26
Gross Cash Balance	688	413	336	402	1086	1295	1385	1420
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								
Increase in Q4 Cash due to Positive Operational Cash Flows.								

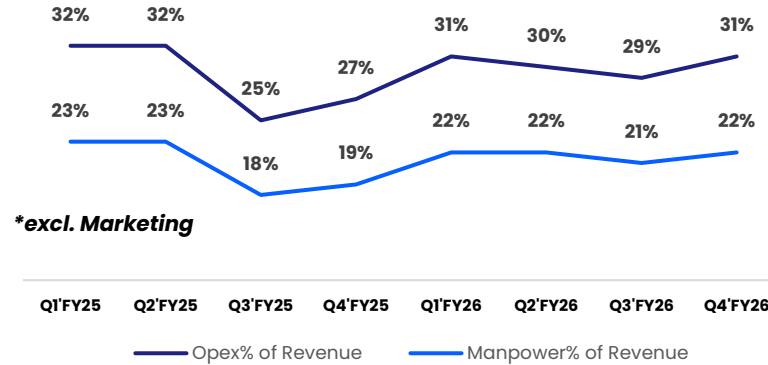
Financial Analysis & Trends: Profit & Loss

In INR Mn

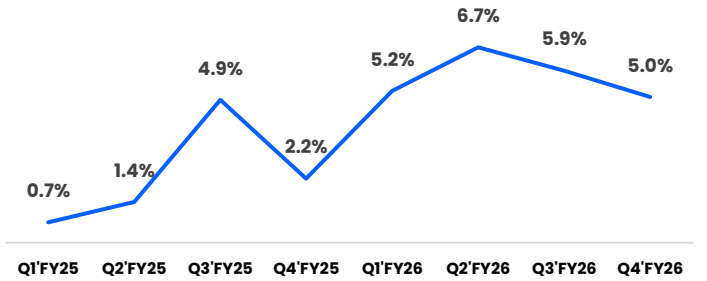
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

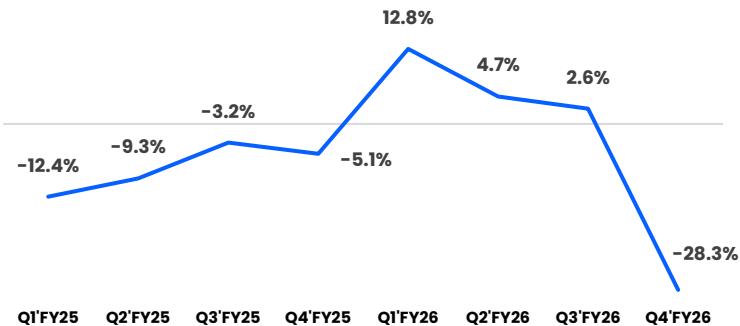


EBITDA %

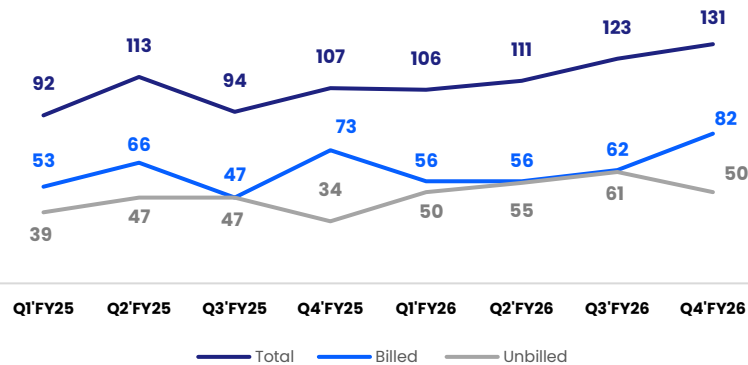


PAT (%)

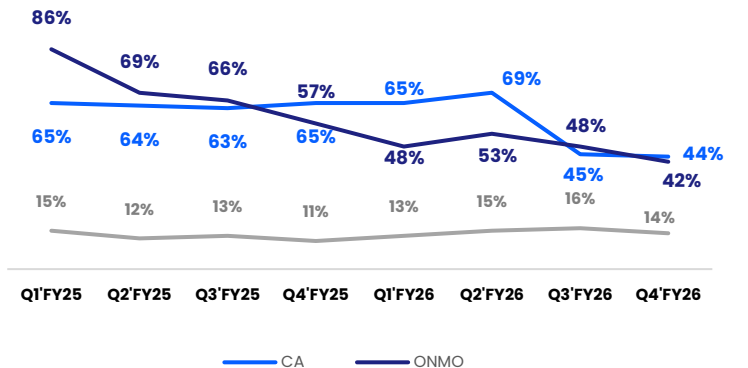
PAT as a % of net revenues



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26
Profit and Loss								
International revenue / revenue	94%	95%	97%	96%	98%	98%	98%	98%
Gross profit / revenue	51%	51%	45%	45%	54%	55%	52%	52%
Revenue per Employee (INR'000)	3142	3461	4600	4963	4051	4107	4278	4069
EBITDA per Employee (INR'000)	22	48	224	106	206	270	254	205
Aggregate employee costs / revenue	23%	23%	18%	19%	22%	22%	20%	22%
Profit before tax (PBT) / revenue	-11%	-8%	-2%	-4%	15%	6%	4%	7%
Balance sheet								
Current ratio	1.2	1.2	1.1	1.2	1.3	1.3	1.4	1.2
Day's sales outstanding (Days)	92	113	94	107	106	111	123	131
Liquid assets / total assets (%)	22%	23%	23%	26%	32%	36%	37%	34%
Liquid assets / total sales ratio	1.6	1.6	1.3	1.5	2.4	2.7	2.7	2.6

Balance Sheet

INR Mn	Mar'26	Dec'25
Shareholders' Funds	6,255	6,687
Non-Current Liabilities	196	135
Trade Payables & Current Liabilities	2,686	2,324
Short Term Borrowings	672	881
Total Liabilities	9,809	10,026
Fixed Assets (incl. Intangibles)	3,033	2,957
Investment	671	679
Non-Current Assets	2,223	2,040
Cash and Cash Equivalents	1,420	1,385
Trade Receivables & Other Current Assets	2,461	2,966
Total Assets	9,809	10,026



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Thank You

For any inquiries contact

 investors@onmobile.com

