



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

October 29, 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- Q2 FY 2026-27

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 September 30, 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

PAKANATI V
VARAPRASAD
P V Varaprasad
Company Secretary
FCS 5877

Digitally signed by
PAKANATI V VARAPRASAD
Date: 2026.10.29 00:26:14
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Encl: a/a

Investor Presentation

Q2 FY27

onmobile™



Q2 FY27 Key Highlights

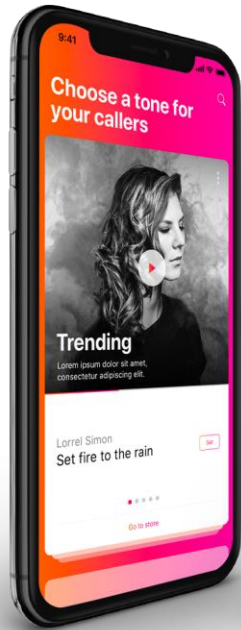
- Revenue at INR 1,284 Mn, up 3.4% QoQ.
- EBITDA at INR 24 Mn.
- Entertainment & Communication Revenue at INR 877Mn increased 3.5% QoQ.
- Gaming Revenue at INR 407 Mn, up 3.2% QoQ.
- Gaming subscriber base at 14.5Mn up by 5.4% QoQ.
- Closed deals with Distribution partner and Top Retailer for ONMO+ Smart Console.

Financial Summary Q2 FY27

Gross Revenue	People cost	Marketing	Opex
INR 1,284 Mn ■ 3.4% QoQ	INR 293 Mn ■ 4.9% QoQ	INR 237 Mn ■ 3.6% QoQ	INR 124 Mn ■ 4.8% QoQ
EBITDA	PAT	Gaming Revenue	Entertainment & Communication Revenue
INR 24 Mn (1.9%) ■ Q1 FY27- INR 15 Mn	(INR 105 Mn)	INR 407 Mn ■ 3.2% QoQ	INR 877 Mn ■ 3.5% QoQ

OnMobile's Product Journey & Scale

MOBILE ENTERTAINMENT & COMMUNICATIONS



Tones

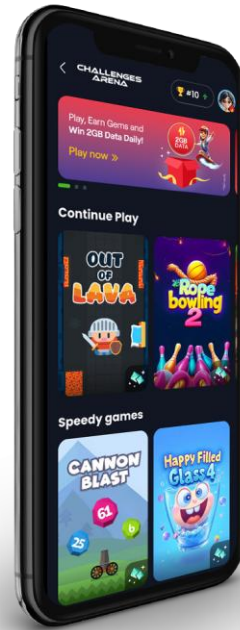


Videos



Buzzmo

MOBILE GAMING



Challenges Arena



ONMO



Gaming Platform

SMART CONSOLE



ONMO+ Smart Console

Product EBIDTA 20% going towards 25%

Product EBIDTA 10% going towards 25%

Market expansion Spain Dec 26,
Other geographies in 2027

Gaming Momentum Continues

Gaming MRR grew 33% in FY26 and is projected to grow 15% to 20% in FY27

FY26

+33%

MRR growth

FY27 PROJECTED

+15% to 20%

MRR growth

ACTIVE CUSTOMER BASE

Active customers

14.5 Mn

A five quarter high at the end of Q2 FY27

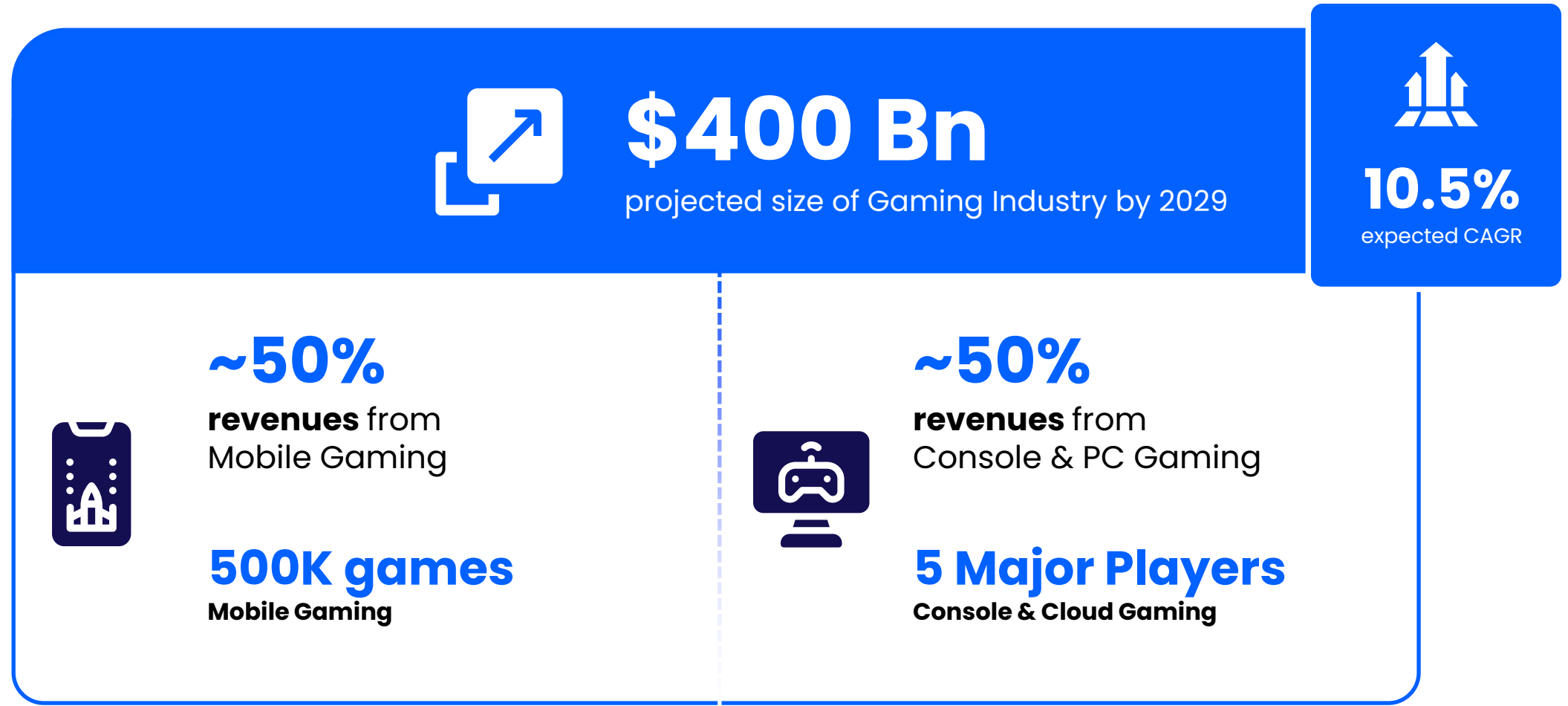
Growth in Q2 FY27

+740K

Active customers added, up 5.4% from 13.76 Mn in Q1 FY27

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.



THE GROWTH ENGINE



The Smart Console

Next-generation console — for everyone.

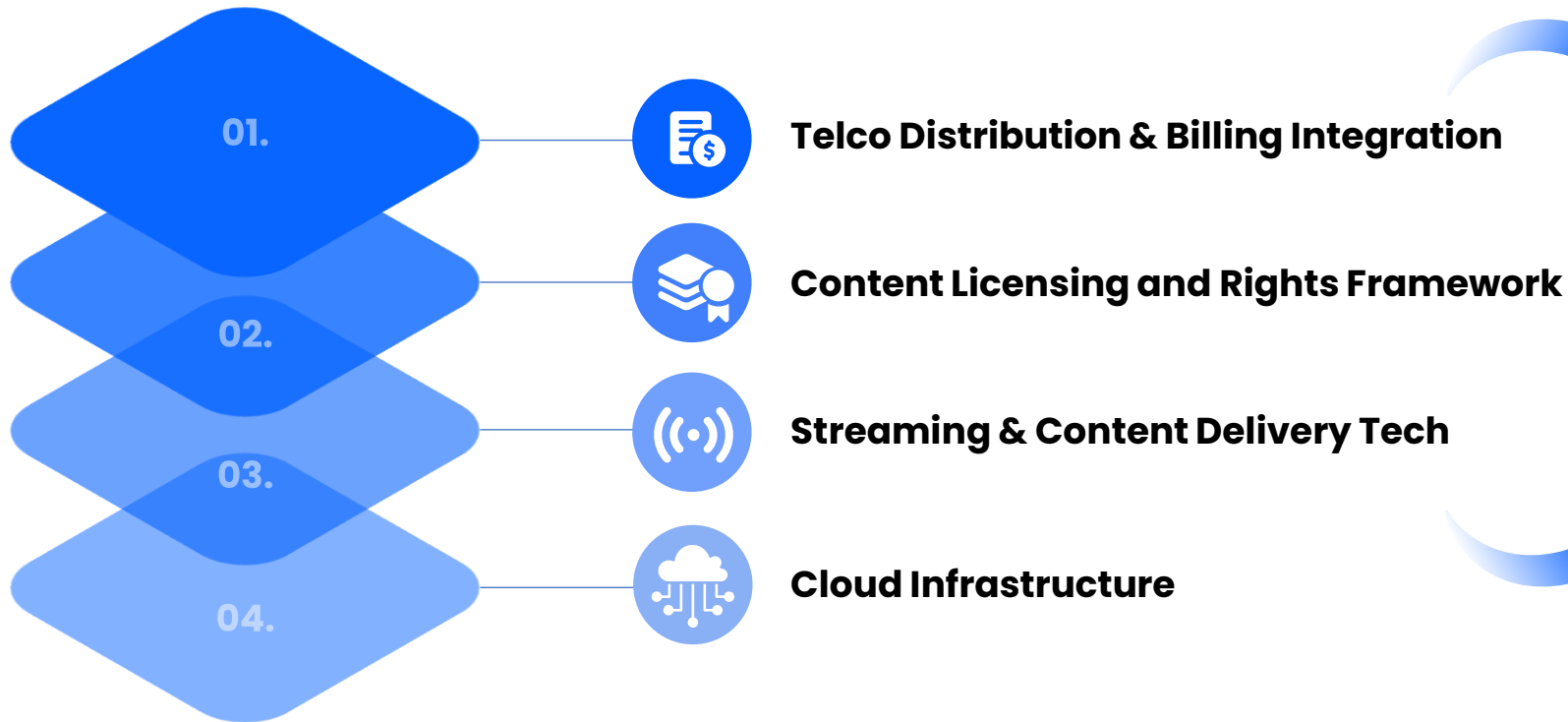
CONSOLE-GRADE · NO \$550 UPFRONT · ANY SCREEN



A New Engine of Growth, Built on Existing Foundations

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

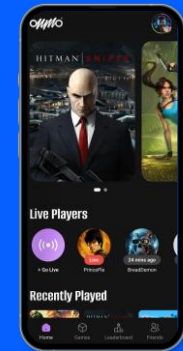
SHARED BUILDING BLOCKS



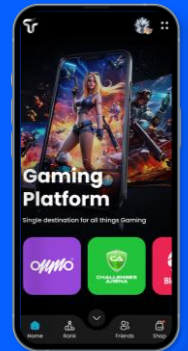
Mobile Gaming



Challenges Arena



ONMO



The Gaming Platform

ONMO+ Smart Console



ONMO+ Smart Console

Live on Flipkart and in Poorvika stores across Tamil Nadu; Savex signed to extend distribution across four retail channels



• LIVE ECOMMERCE

Launched on Flipkart

- ONMO+ Smart Console live and available to order online across India
- National online reach from day one



• LIVE REGIONAL RETAIL

Launched with Poorvika

- Regional retailer across Tamil Nadu
- Live in Poorvika stores, with hands-on demos for walk-in buyers



SIGNED DISTRIBUTION

Signed with Savex

Next-phase distribution across:

- **National large format retail**
- **Regional retail**
- **Quick commerce**
- **eCommerce**

Distribution Channels Now Unlocked by The Smart Console

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

LIVE NOW

01 E-Commerce

Started with Flipkart.
First-mover advantage
in India's largest online
retail channel.

LIVE

Flipkart

IN TALKS

More platforms

02 Retail Stores

Shelf presence, in-store
previews and hardware
bundles drive discovery
and impulse upgrades.

LIVE

Poorvika, Tamil Nadu

SIGNED

Savex, national

IN PIPELINE

03 Broadband / ISPs

Natural home gaming
fit. Bundles with gaming
internet plans.

IN TALKS

ISP partners

04 Smart TVs & Set- Top Boxes

OEM and operator
embeds bring living-
room gaming without
an extra device.

PIPELINE

OEM embeds

05 Mobile Operators

Our existing strength,
now selling the console
via carrier billing and
higher-ARPU bundles.

ONGOING

India live reference for B2B

Direct
Sales

ONMO+ webstore : Going live November 2026

Why The Smart Console Opportunity Is Very Attractive

Four structural reasons the Smart 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.

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 Smart 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

Smart Console
Upcoming, new revenue stream

04.

The Smart 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 products, a re-rating toward sector multiples represents material upside.



FINANCIALS

P&L Q2 FY27

P&L(INR Mn)	Q2 FY27	Q1 FY27	QoQ Gr %	Q2 FY26	YoY Gr %
Gross Revenue	1,284	1,241	3.4%	1,310	-2.0%
COGS	605	599	1.0%	603	0.3%
Gross Profit	679	641	-	707	-
Margin (%)	52.9%	51.7%	-	55.2%	-
People Cost	293	279	4.9%	278	5.4%
Marketing	237	229	3.6%	232	2.2%
Opex	124	118	4.8%	111	11.7%
EBITDA	24	15	-	86	-
Margin (%)	1.9%	1.2%	-	6.7%	-
Depreciation	-104	-93	-	-84	-
Other Income/(Expense)	-18	-11	-	78	-
Exceptional Items	0	-141	-	-	-
Profit Before Tax	-98	-230	-	80	-
Tax	8	59	-	20	-
Profit After Tax	-105	-289	-	60	-
Margin (%)	-8.2%	-23.3%		4.7%	
EPS (Diluted)	-0.99	-2.72		0.56	

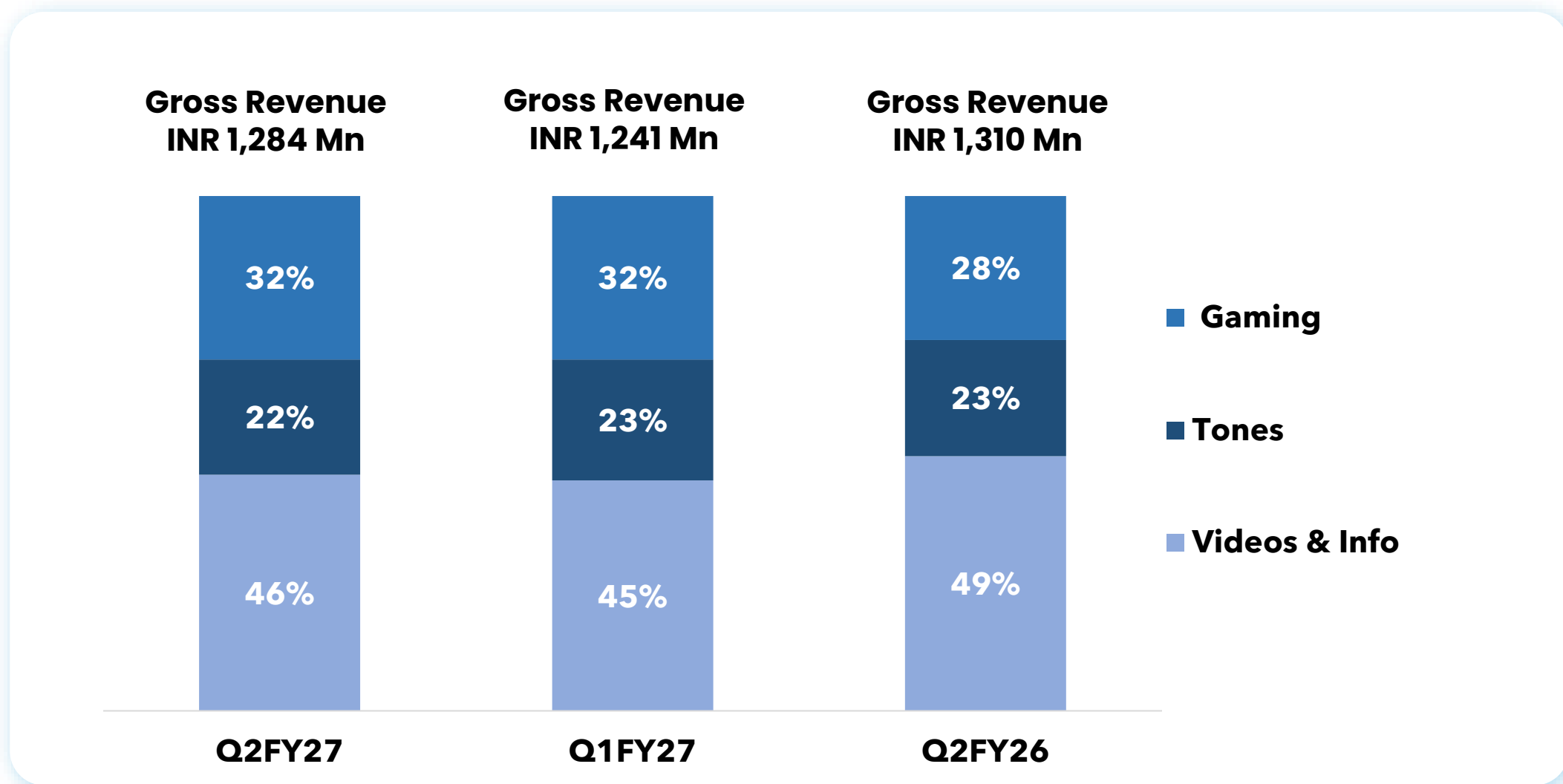
*COGS includes UFF

P&L H1 FY27

P&L(INR Mn)	H1 FY27	H1 FY26	YoY Gr %
Gross Revenue	2,525	2,586	-2.4%
COGS	1204	1198	0.5%
Gross Profit	1,321	1,388	-
Margin (%)	52.3%	54.7%	-
People Cost	572	547	4.6%
Marketing	466	472	-1.2%
Opex	242	218	11.0%
EBITDA	39	151	-
Margin (%)	1.5%	6.0%	-
Depreciation	-197	-166	-
Other Income/(Expense)	-29	284	-
Exceptional Items	-141	0	-
Profit Before Tax	-328	269	-
Tax	67	54	
Profit After Tax	-395	215	-
Margin (%)	-15.6%	8.5%	
EPS (Diluted)	-3.71	2.03	

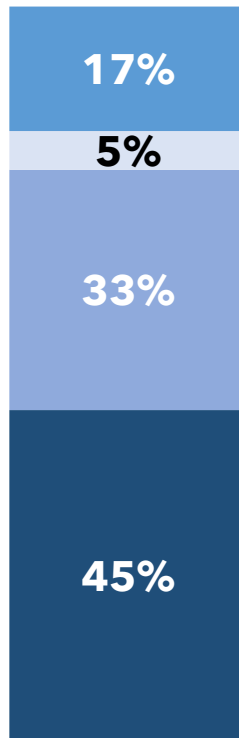
*COGS includes UFF

Revenue by Products



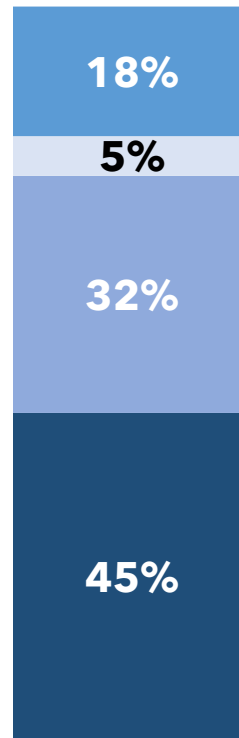
Revenue by Region

**Gross Revenue
INR 1,284 Mn**



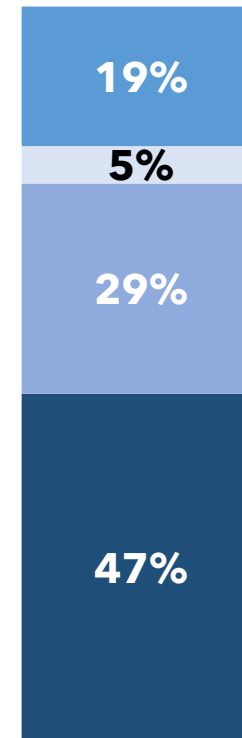
Q2FY27

**Gross Revenue
INR 1,241 Mn**

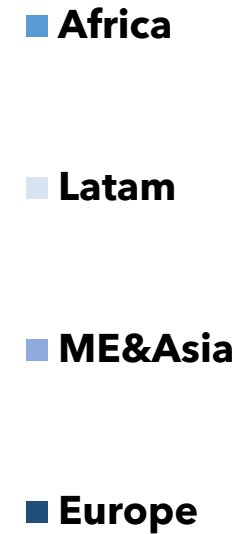


Q1FY27

**Gross Revenue
INR 1,310 Mn**



Q2FY26



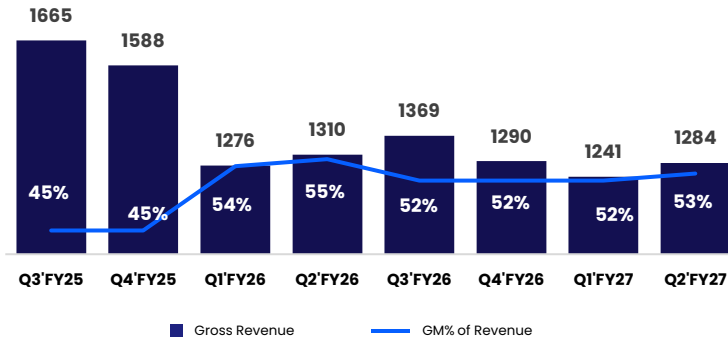
Gross Cash Position

INR Mn	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q2 FY27
Gross Cash Balance	336	402	1086	1295	1385	1420	1355	1707
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.								
Decrease in Q1 Cash mainly due to investments in ONMO+ and repayment of borrowings.								
Increase in Q2 Cash mainly due to proceeds raised from NCD & Positive operational cashflow , partially offset by payment of ST Borrowings.								

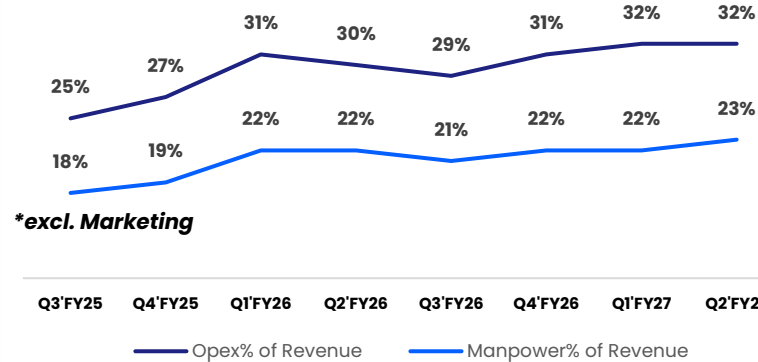
Financial Analysis & Trends: Profit & Loss

In INR Mn

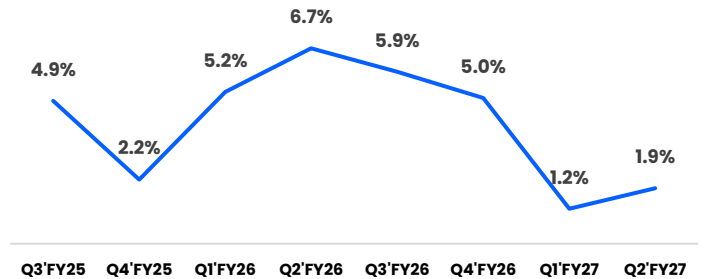
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

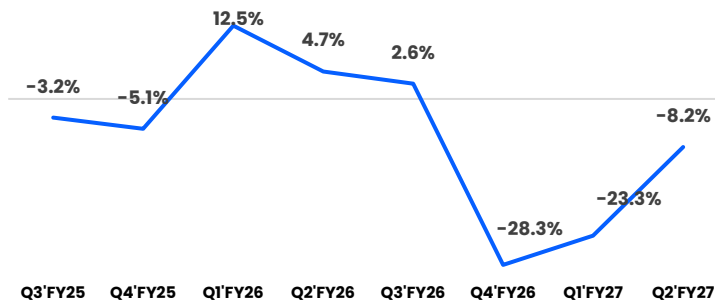


EBITDA %

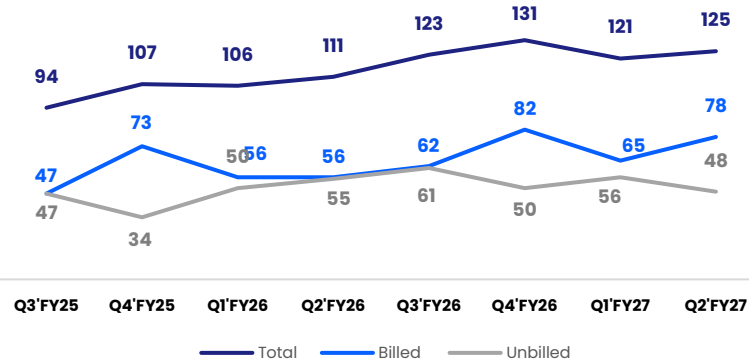


PAT (%)

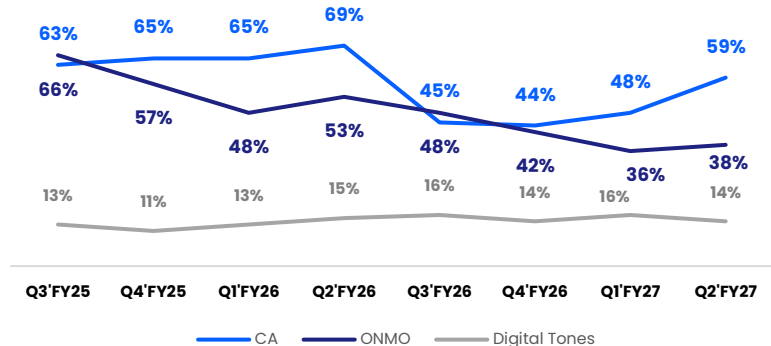
PAT as a % of net revenues



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q2 FY27
Profit and Loss								
International revenue / revenue	97%	96%	98%	98%	98%	98%	98%	98%
Gross profit / revenue	45%	45%	54%	55%	52%	52%	52%	53%
Revenue per Employee (INR'000)	4600	4963	4051	4107	4278	4069	4310	4721
EBITDA per Employee (INR'000)	224	106	206	270	254	205	52	88
Aggregate employee costs / revenue	18%	19%	22%	22%	20%	22%	22%	23%
Profit before tax (PBT) / revenue*	-2%	-4%	15%	6%	4%	7%	-7%	-8%
Balance sheet								
Current ratio	1.1	1.2	1.3	1.3	1.4	1.2	1.1	1.3
Day's sales outstanding (Days)	94	107	106	111	123	131	121	125
Liquid assets / total assets (%)	23%	26%	32%	36%	37%	34%	33%	36%
36% Liquid assets / total sales ratio	1.3	1.5	2.4	2.7	2.7	2.6	2.5	2.7

Balance Sheet

INR Mn	Sep'26	Mar'26
Shareholders' Funds	5,883	6,255
Non-Current Liabilities	823	196
Trade Payables & Current Liabilities	2,686	2,686
Short Term Borrowings	290	672
Total Liabilities	9,682	9,809
Fixed Assets (incl. Intangibles)	2,909	3,033
Investment	686	671
Non-Current Assets	2,078	2,223
Cash and Cash Equivalents	1,707	1,420
Trade Receivables & Other Current Assets	2,303	2,461
Total Assets	9,682	9,809

Thank You

onmobile™

