

Investor Presentation

onmobile™



Key Highlights

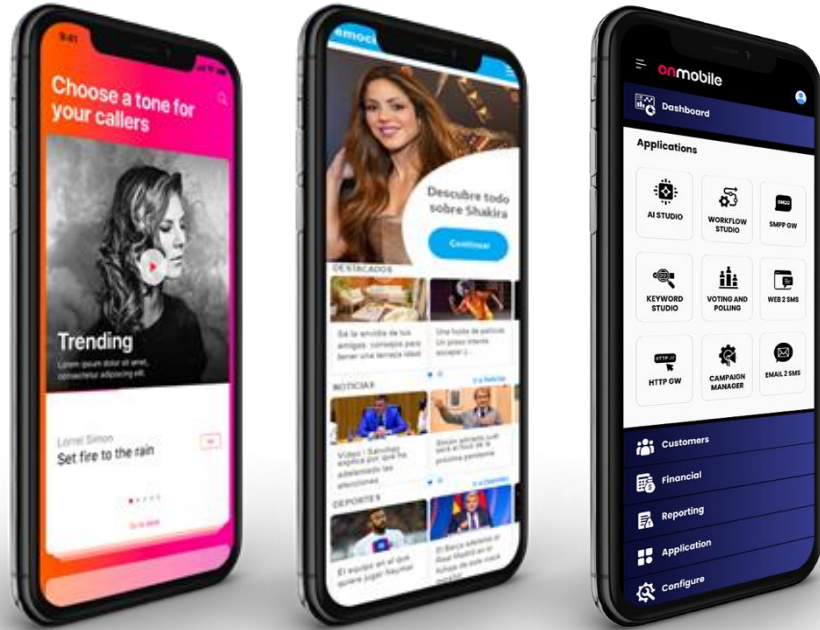
- ONMO+ Smart Console launched through Flipkart partnership on 26th Jun'26.
 - Advanced discussions with retail partner groups.
- Q1FY27 revenue at INR 1,241 Mn down by 3.8 % QoQ.
- Q1FY27 Gaming Revenue at INR 394 Mn up by 2.4% QoQ.
- Q1FY27 EBITDA at INR 15 Mn includes ONMO+ launch expenses.
- Q1FY27 Closing cash at INR 1355 Mn.

Financial Summary Q1 FY27

Gross Revenue	People cost	Marketing	Opex
INR 1,241 Mn ■ -3.8% QoQ	INR 279 Mn ■ -1.1% QoQ	INR 229 Mn ■ 12.4% QoQ	INR 118 Mn ■ 4.0% QoQ
EBITDA	PAT	Gaming Revenue	Entertainment & Communication Revenue
INR 15* Mn (1.2%) ■ Q4 FY26- INR 65 Mn * Includes ONMO+ launch expenses	(INR 289 Mn)* * PAT includes severance cost of INR 141 Mn	INR 394 Mn ■ 2.4% QoQ	INR 846 Mn ■ -6.5% QoQ

OnMobile's Product Journey & Scale

MOBILE ENTERTAINMENT & COMMUNICATIONS



Tones

Videos

Buzzmo

Product EBIDTA 20% going towards 25%

MOBILE GAMING



Challenges Arena

ONMO

Gaming Platform

Product EBIDTA 10% going towards 25%

SMART CONSOLE

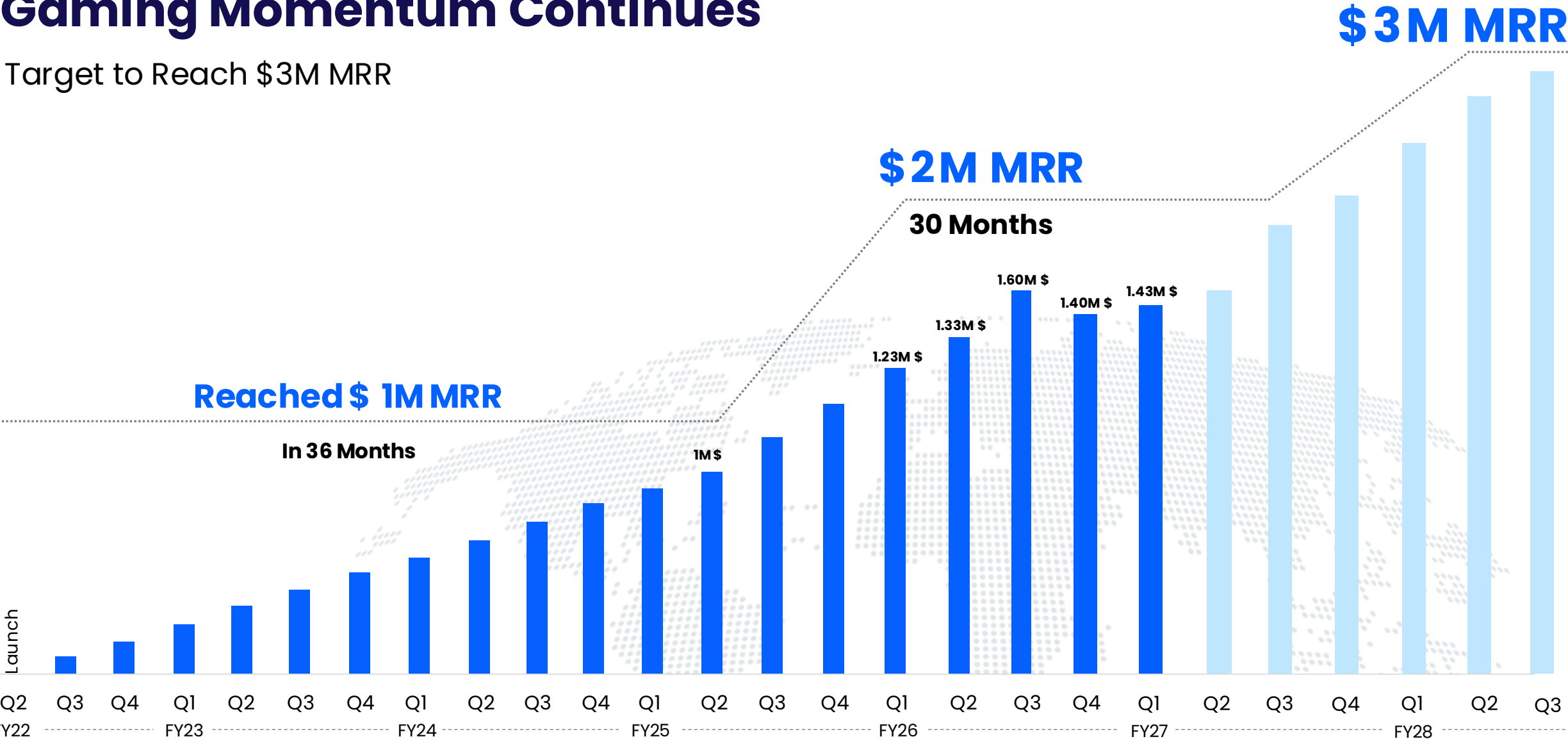


ONMO+ Smart Console

Market expansion Spain Dec 26,
Other geographies in 2027

Gaming Momentum Continues

Target to Reach \$3M MRR

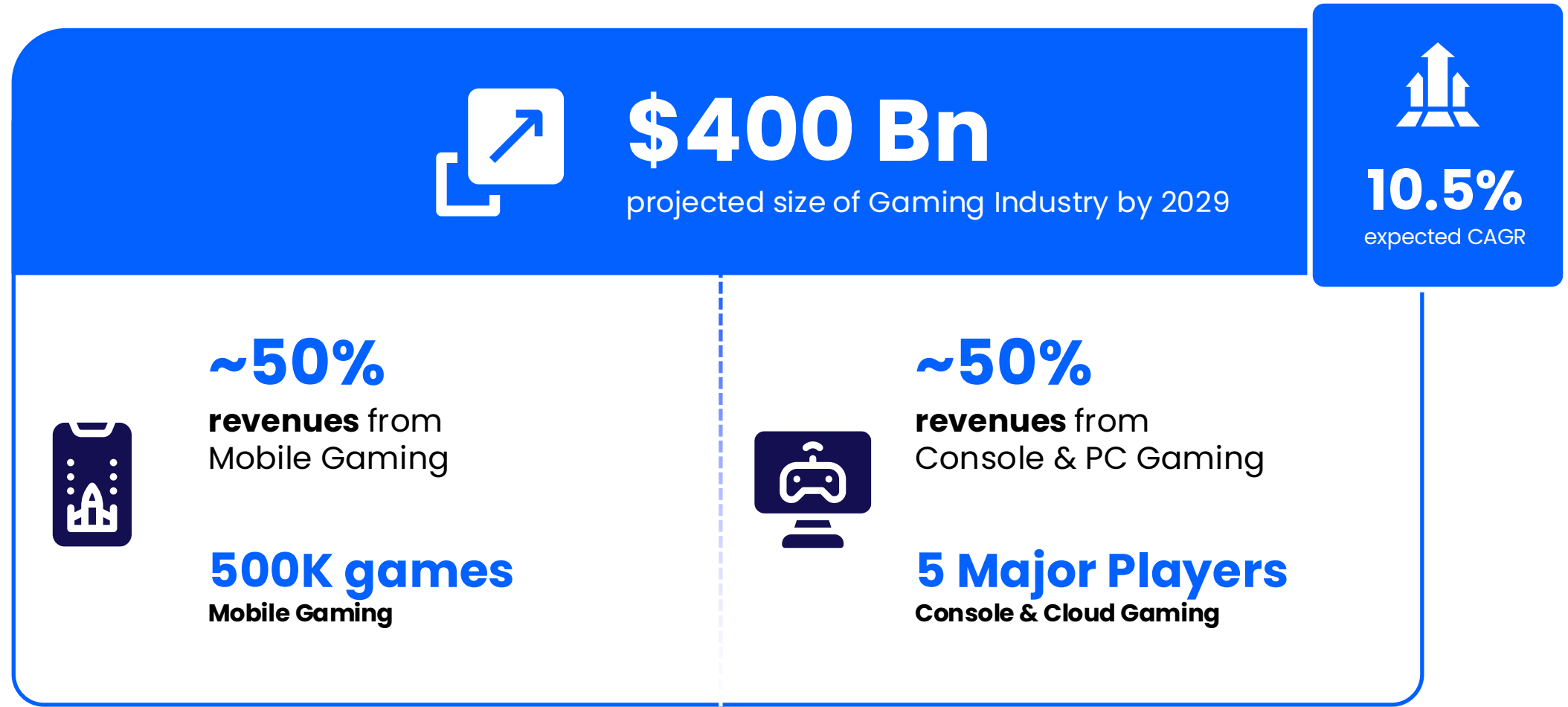


Monthly Recurring Revenue (MRR)

**All bars not to exact scale*
Q3FY25: USD = 83 INR, Q4FY26 & Q1FY27 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.



THE GROWTH ENGINE



The Smart Console

Next-generation console — for everyone.

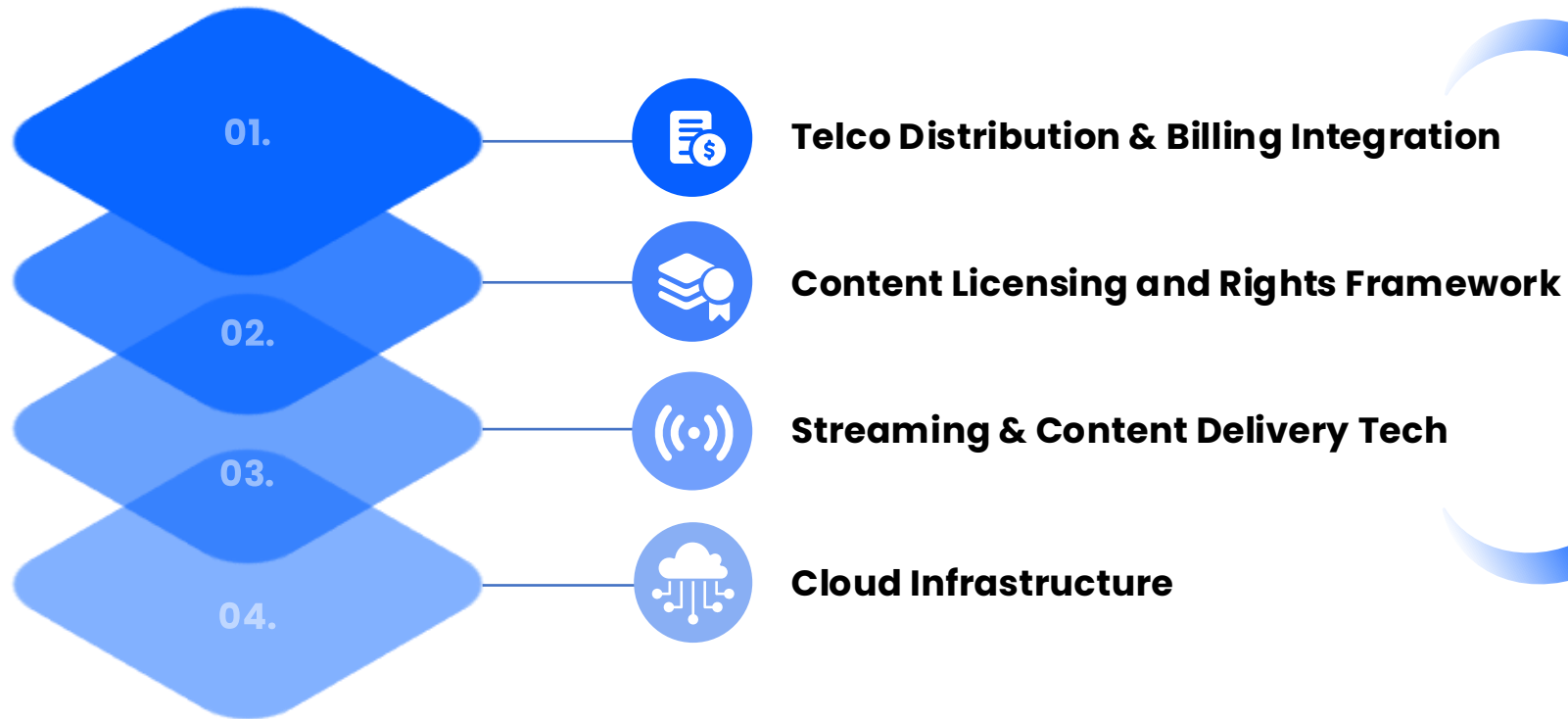
CONSOLE-GRADE · NO \$550 UPFRONT · ANY SCREEN



A New Engine of Growth, Built on Existing Foundations

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

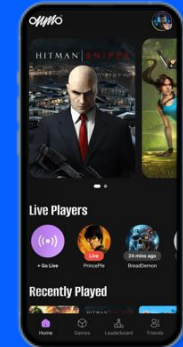
SHARED BUILDING BLOCKS



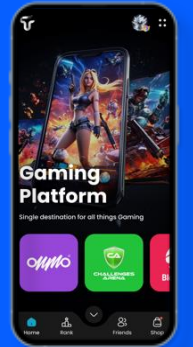
Mobile Gaming



Challenges Arena

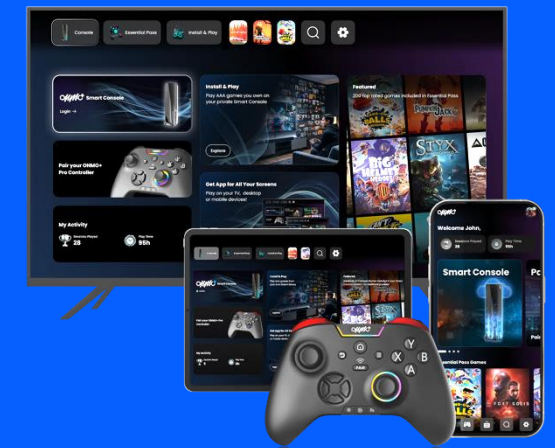


ONMO



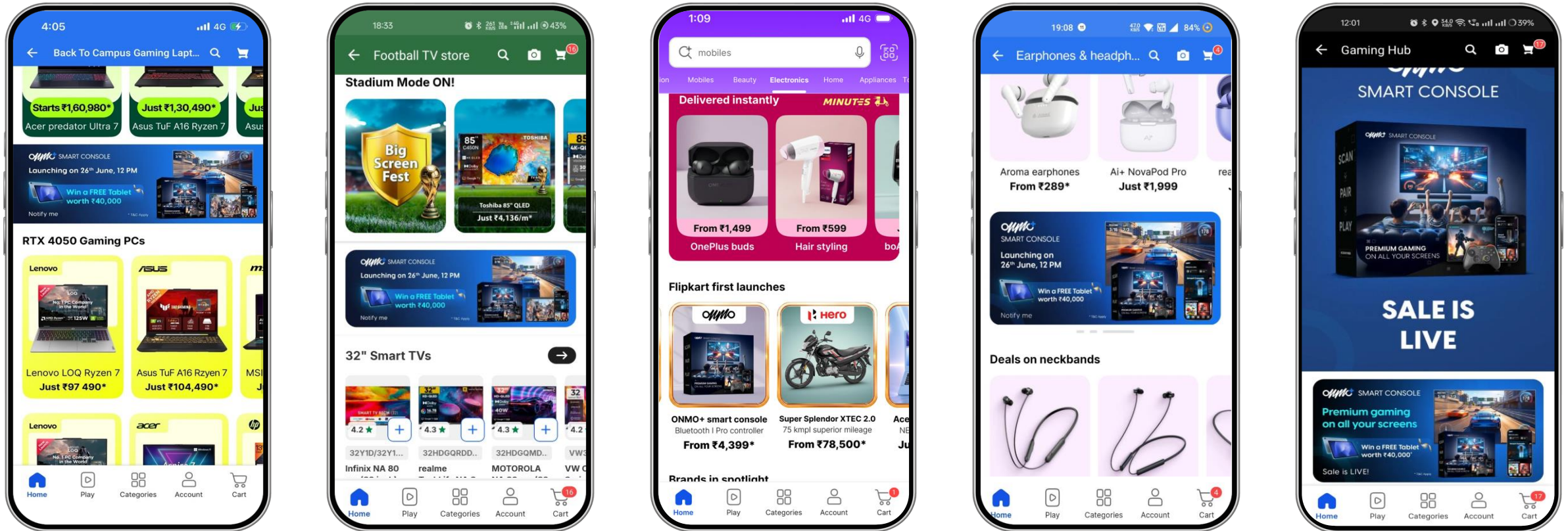
The Gaming Platform

ONMO+ Smart Console



D2C Launch on Flipkart

The first cloud-gaming hardware subscription onboarded by India's #1 e-commerce platform.



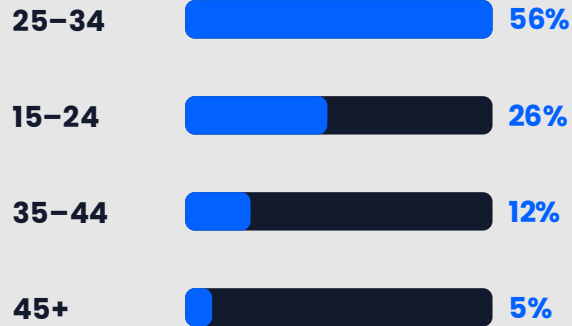
Smart Console now sits alongside the biggest consumer electronics brands on Flipkart, across every high-intent category.

User Demographics and Usage

AGE SPREAD

56%

are aged 25–34



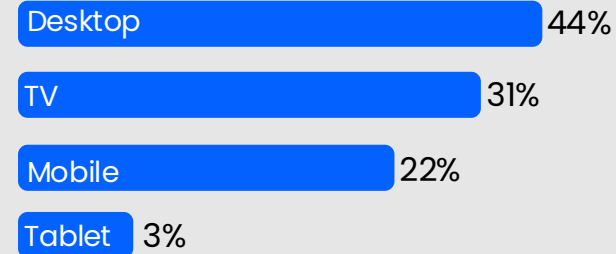
82% are under 35

MULTI-SCREEN

2.3

Access points per active user

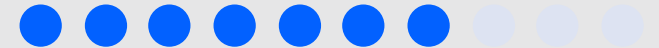
SHARE OF SESSIONS



Desktop + TV drive **~3 in 4 sessions**

LIBRARY USAGE DEPTH

75% users play 5+ titles



45% users play 10+ titles

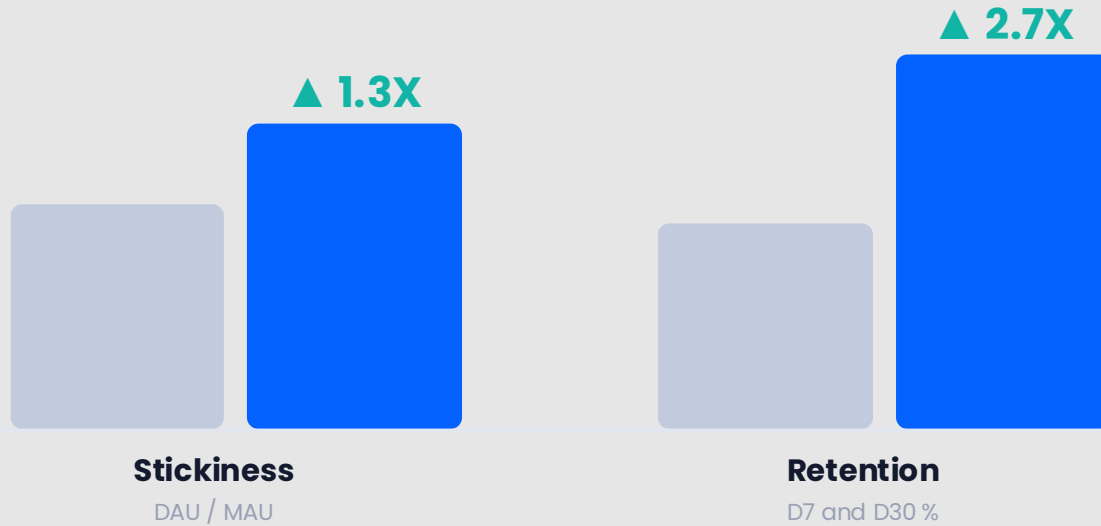


Players go many titles deep making the most of the platform use.

Exciting Early Engagement Trends

ONMO+ vs TOP-10% PC TITLES

Top 10% PC titles ONMO+ Smart Console



TIME DEPTH

~70 mins

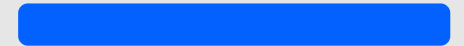
daily time spent per active player

VS PC MEDIAN

PC median

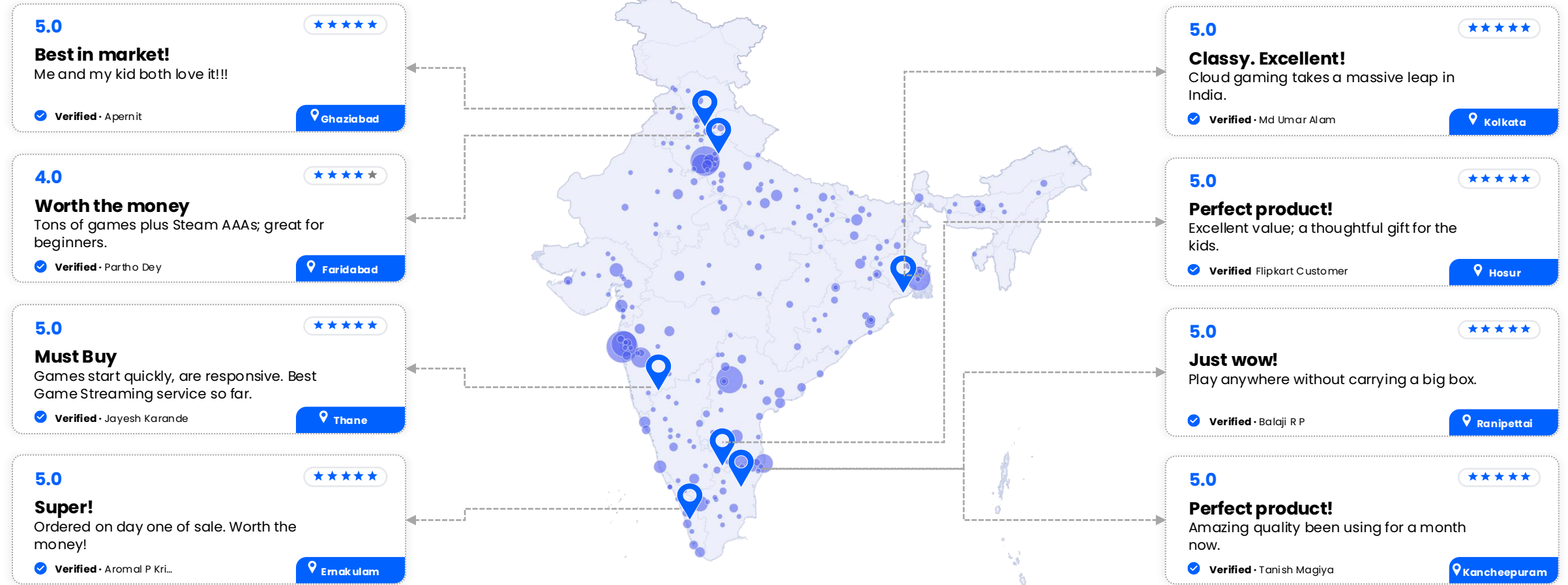


ONMO+



~2x the PC median

Love Pouring From Players Across India

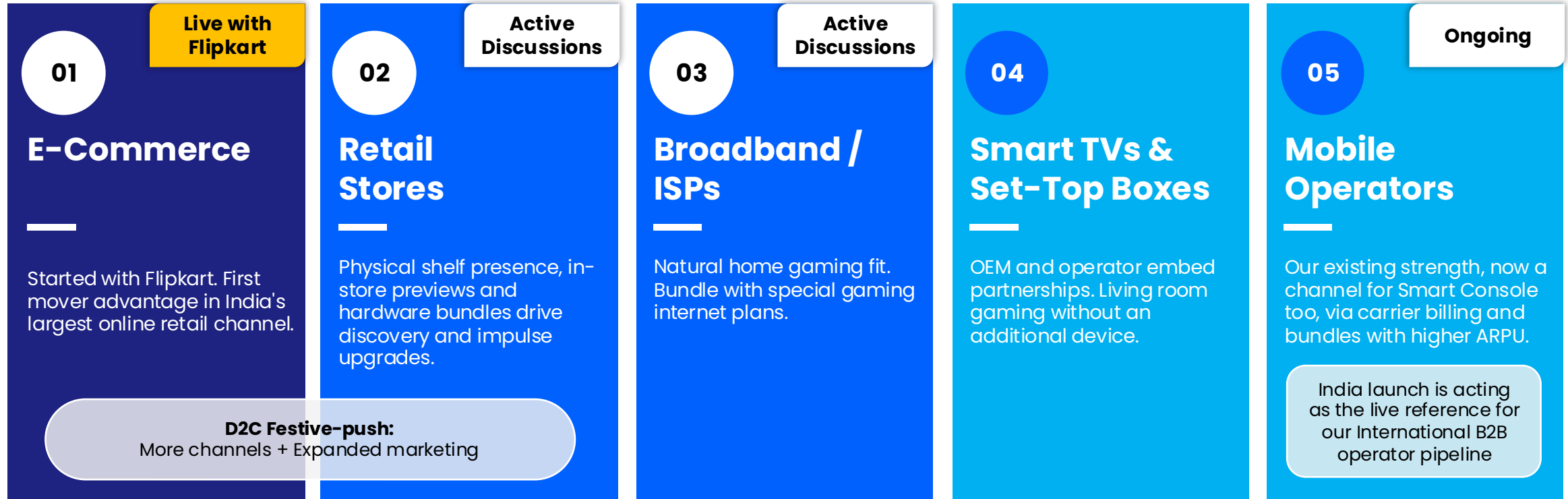


❤️ **226 Cities Reached**

Kolkata · Lucknow · Cuttack · Faridabad · Hosur · Ernakulam · Thane · Bhubaneswar

Distribution Channels Now Unlocked by The Smart Console

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



~1 in 6 activations (non-bundle) already come organically through our own store, without any direct-sales push or prominent placement.

- Launching direct sales + fulfilment
- Scaling marketing campaigns behind it

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.



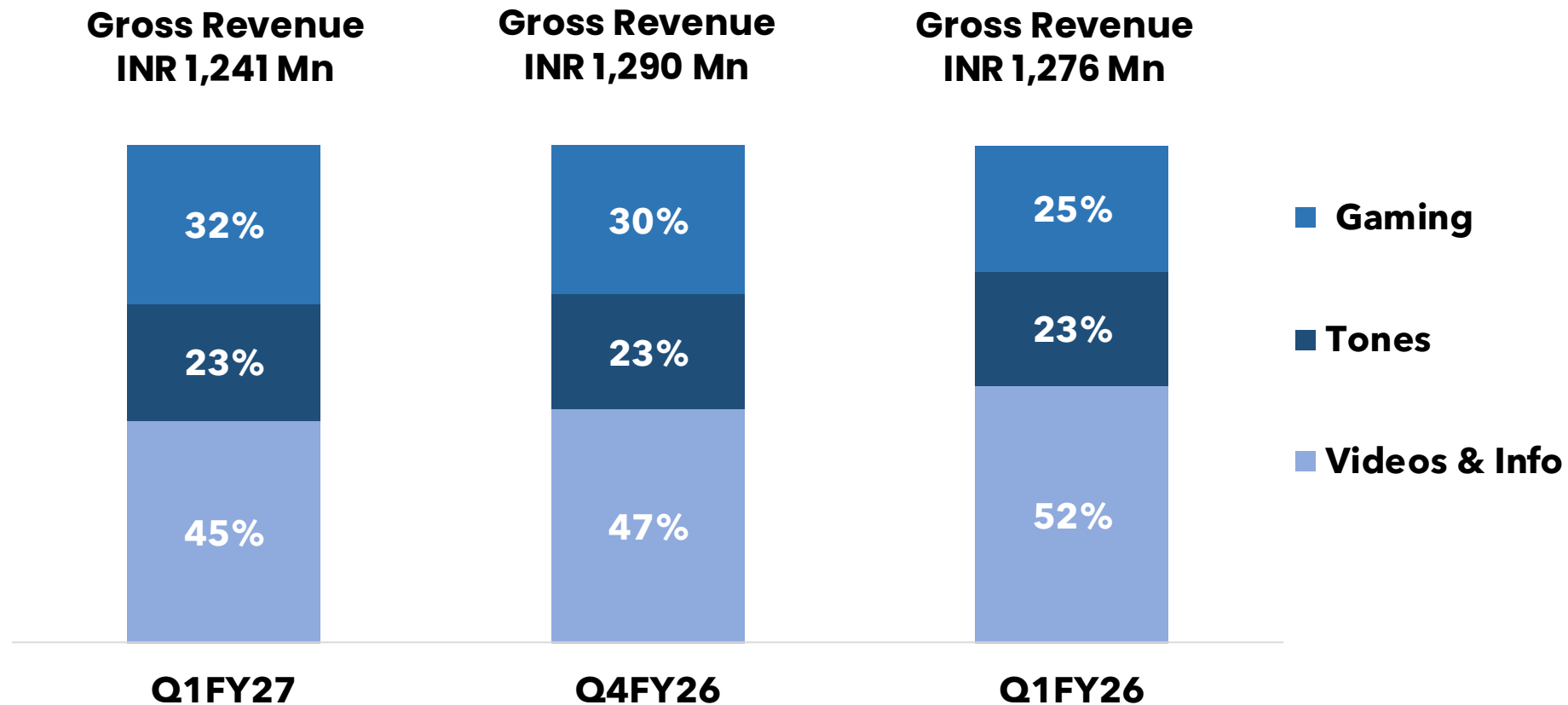
FINANCIALS

P&L Q1 FY27

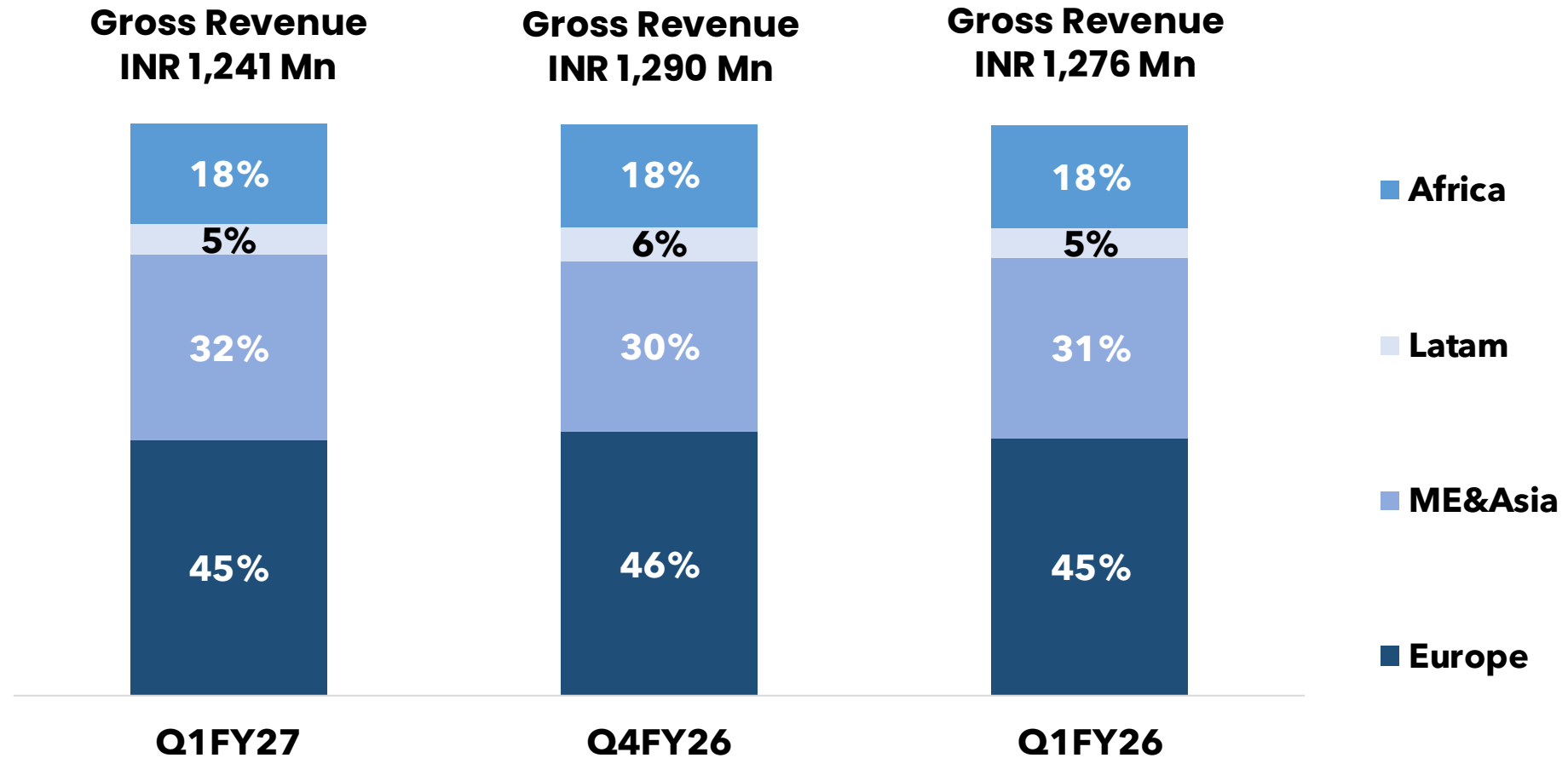
P&L(INR Mn)	Q1 FY27	Q4 FY26	QoQ Gr %	Q1 FY26	YoY Gr %
Gross Revenue	1,241	1,290	-3.8%	1,276	-2.7%
COGS	599	626	-4.3%	595	0.7%
Gross Profit	641	664		681	
Margin (%)	51.7%	51.5%		54.4%	
People Cost	279	282	-1.1%	269	3.7%
Marketing	229	204	12.4%	240	-4.5%
Opex	118	114	4.0%	107	10.3%
EBITDA	15	65		65	
Margin (%)	1.2%	5.0%		5.2%	
Depreciation	-93	-96	-	-82	-
Other Income/(Expense)	-11	107	-	206	-
Impairment of receivables	-	-468	-	-	-
Exceptional Items	-141	-10	-	-	-
Profit Before Tax	-230	-402	-	189	-
Tax	59	-36		34	
Profit After Tax	-289	-365	-	156	-
Margin (%)	-23.3%	-28.3%		12.5%	
EPS (Diluted)	-2.7	-3.4		1.4	-

*COGS includes UFF

Revenue by Products



Revenue by Region



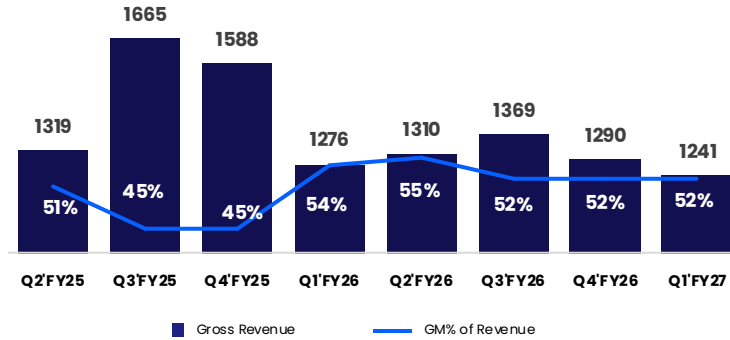
Gross Cash Position

INR Mn	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Gross Cash Balance	413	336	402	1086	1295	1385	1420	1355
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.								
Decrease in Q1 Cash mainly due to investments in ONMO+ and repayment of borrowings.								

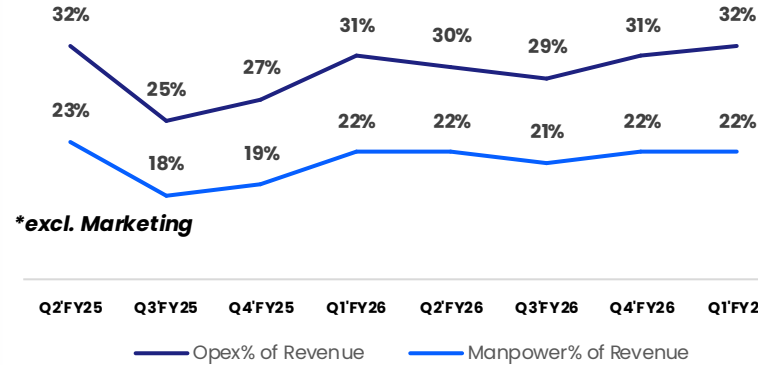
Financial Analysis & Trends: Profit & Loss

In INR Mn

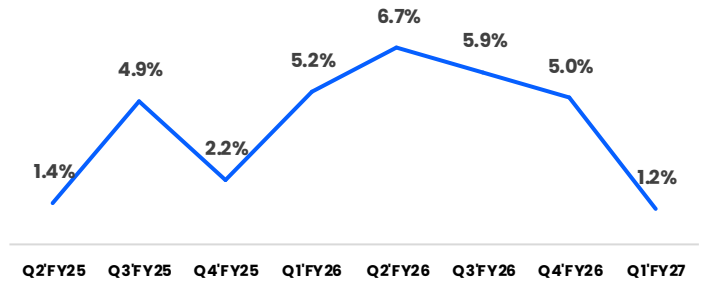
Revenue and GM (%) of Net Revenues



Opex* and People Cost % of Revenues

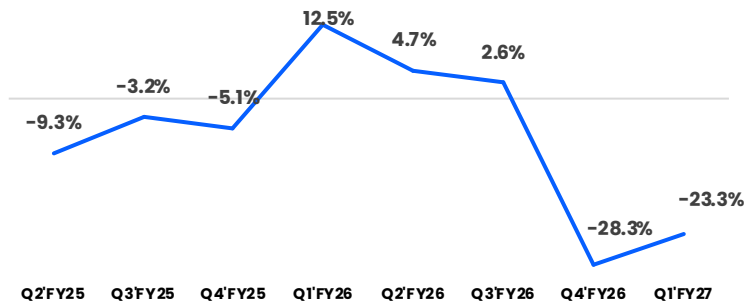


EBITDA %

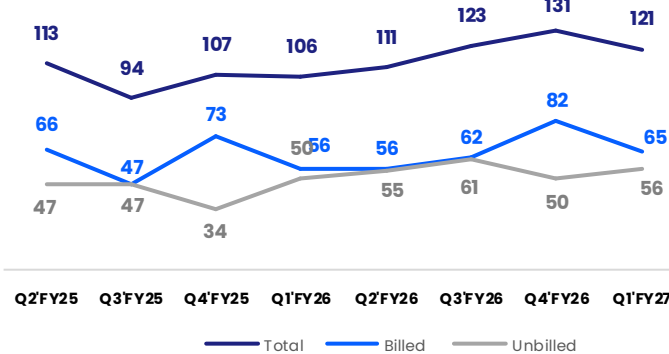


PAT (%)

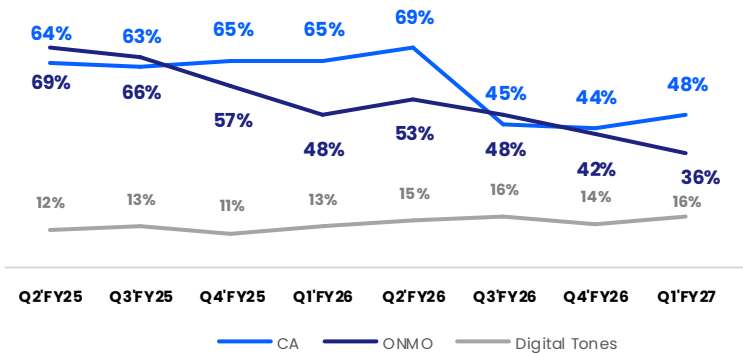
PAT as a % of net revenues



DSO (in Days)



Marketing % of Net Revenue



Ratio Analysis

Ratio Analysis	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Profit and Loss								
International revenue / revenue	95%	97%	96%	98%	98%	98%	98%	98%
Gross profit / revenue	51%	45%	45%	54%	55%	52%	52%	52%
Revenue per Employee (INR'000)	3461	4600	4963	4051	4107	4278	4069	4310
EBITDA per Employee (INR'000)	48	224	106	206	270	254	205	52
Aggregate employee costs / revenue	23%	18%	19%	22%	22%	20%	22%	22%
Profit before tax (PBT) / revenue*	-8%	-2%	-4%	15%	6%	4%	7%	-7%
Balance sheet								
Current ratio	1.2	1.1	1.2	1.3	1.3	1.4	1.2	1.1
Day's sales outstanding (Days)	113	94	107	106	111	123	131	121
Liquid assets / total assets (%)	23%	23%	26%	32%	36%	37%	34%	33%
Liquid assets / total sales ratio	1.6	1.3	1.5	2.4	2.7	2.7	2.6	2.5

Balance Sheet

INR Mn	June'26	Mar'26
Shareholders' Funds	5,855	6,255
Non-Current Liabilities	184	196
Trade Payables & Current Liabilities	2,555	2,686
Short Term Borrowings	640	672
Total Liabilities	9,235	9,809
Fixed Assets (incl. Intangibles)	2,892	3,033
Investment	683	671
Non-Current Assets	2,110	2,223
Cash and Cash Equivalents	1,355	1,420
Trade Receivables & Other Current Assets	2,195	2,461
Total Assets	9,235	9,809

Thank You

onmobile™

