



4th Quarter 2025 Earnings Presentation

Mar 2026



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Agenda

01

4th Quarter 2025 Achievements and Growth Strategies

02

Recent Developments

03

4th Quarter 2025 Financial Performance Overview





4th Quarter 2025 Achievements and Growth Strategies



Solid 4th Quarter 2025 Results Further Strengthen Yalla's Position as the Largest MENA-based Online Social Networking and Gaming Company

US\$83.9MM

4Q2025 Revenues

US\$34.5MM

4Q2025 Net Income

41.2%

4Q2025 Net Margin

Core Competitive Strengths



First Mover

In voice-centric mobile social networking and entertainment in MENA



Innovative Business Model

Focusing on users' interaction and social networking experience lead to leading position in MENA



Pure UGC Platform

Encourages user engagement and helps build a healthy and cohesive user community



Localized and Customized

Product features specifically designed to fit the social networking and entertainment needs of MENA users



Expanding Product Portfolio

Continually diversifying our platform's product offerings to extend our brand and deepen user loyalty



Our Thriving Integrated Ecosystem



Social



Group voice-chatting

YallaChat

IM product tailored for Arabic users



WeMuslim

Supports Arabic users in observing their customs



Turbo Match

Match-3 game featuring vehicle customization theme



Mid-core and Hard-core Games

More to come

More to come

Casual Games



Yalla Ludo

MENA casual games+social networking



Yalla Baloot & Hand

Saudi Arabian card game



101 Okey Yalla

Turkish board game



Yalla Parchis

South American Ludo exploring opportunities overseas



Yalla Game: Scaling New Strategic Gaming Titles



Turbo Match



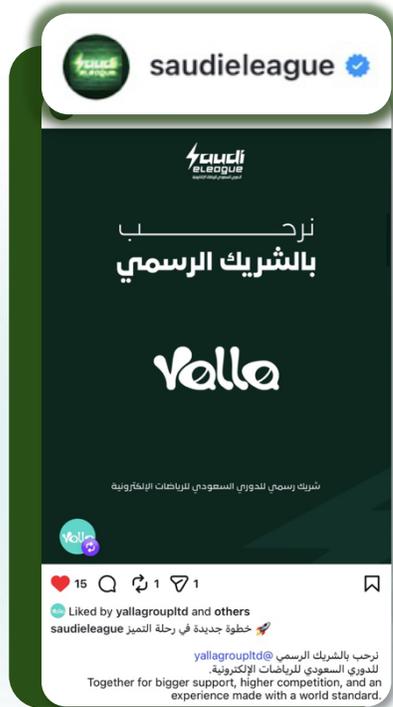
- **Status:** Officially Launched
- **Progress:** Successfully established an initial user base across the Middle East by leveraging the Group's internal traffic resources. Achieved cost-effective user acquisition during the rollout phase.
- **Next Phase:** Gradually scaling external marketing investment to capture broader market segments.

Desert-Themed SLG



- **Status:** Status: On Track for Android Launch in Q2.
- **Features:** Co-developed with a top-tier studio; features rich, culturally relevant Arabian aesthetics paired with deep strategic gameplay.
- **Outlook:** Multi-stage monetization and growth to ramp up starting from the second half of 2026.

Strategic Partnership with Saudi Esports Federation



Official Partner of SEL 2026: Covering Elite, Women, and Challenger leagues.



Empowering Women: Supporting SEL Women to build role models & inclusive communities.



Ecosystem Integration: Leveraging Yalla's social platform for UGC & fan engagement.

Talent Development: Joint programs with Esports Academy (From Challenger to Elite).



Share Repurchase Progress

2025 ACHIEVEMENTS

US\$56.6M Amount Repurchased

8,377,035 ADSs Repurchased

6,230,299 Shares Canceled

NEW 2-YEAR PLAN

2026 – 2028

US\$150M Authorized Total Program Size

- Step 1: Execute remaining \$44M of current plan first
- Step 2: Launch new \$150M program immediately after





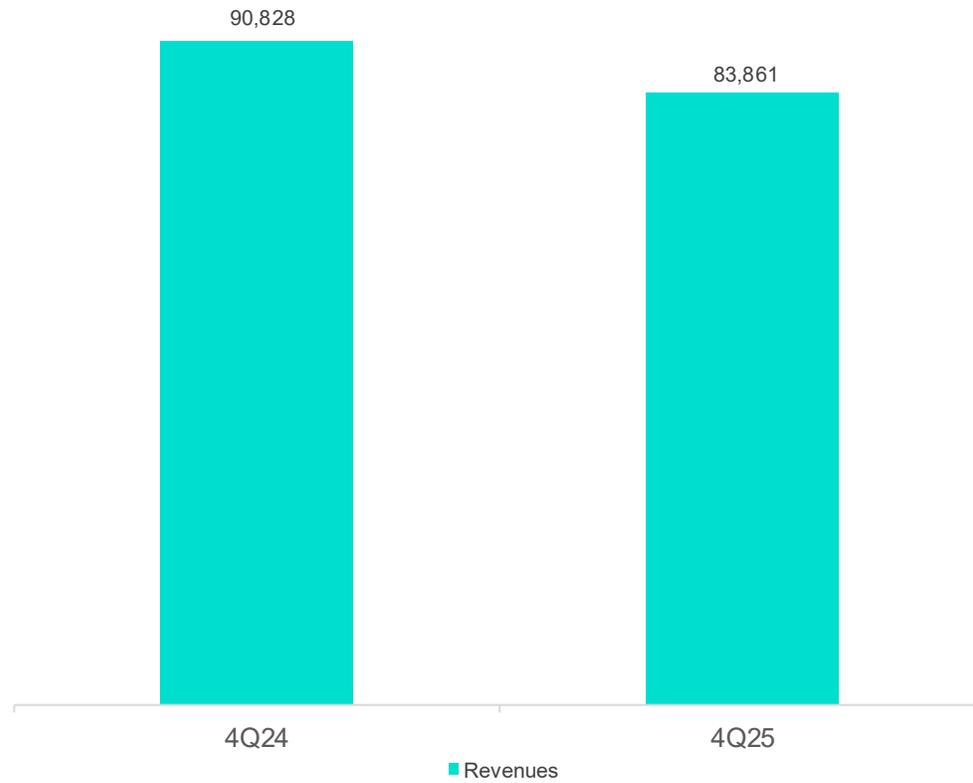
4th Quarter 2025 Financial Performance Overview



Solid Financial Performance in 4Q2025

Revenues

US\$000



Net Income

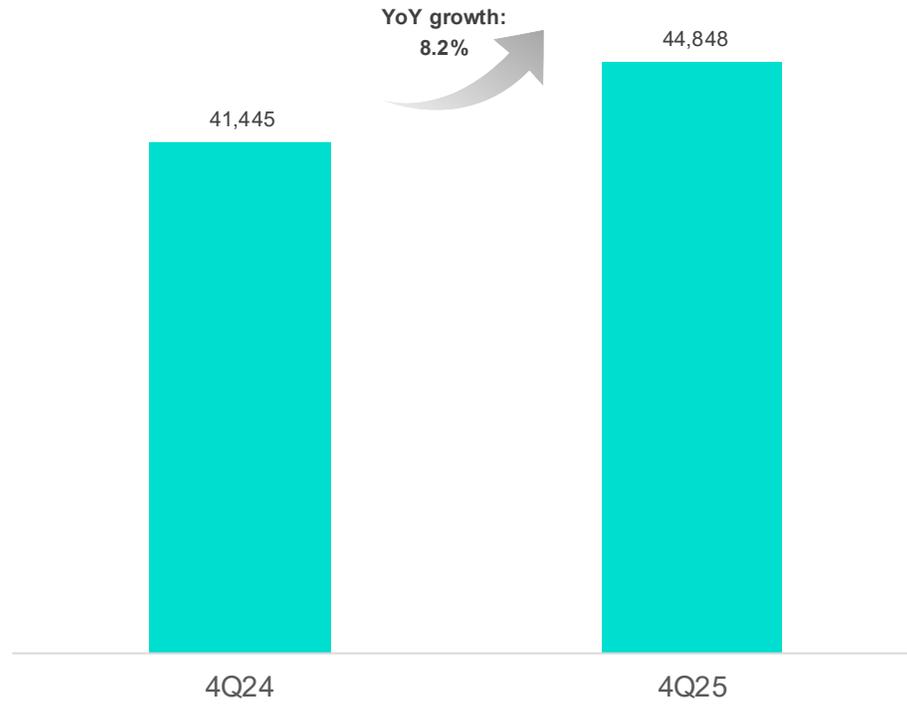
US\$000



MAUs and Paying Users

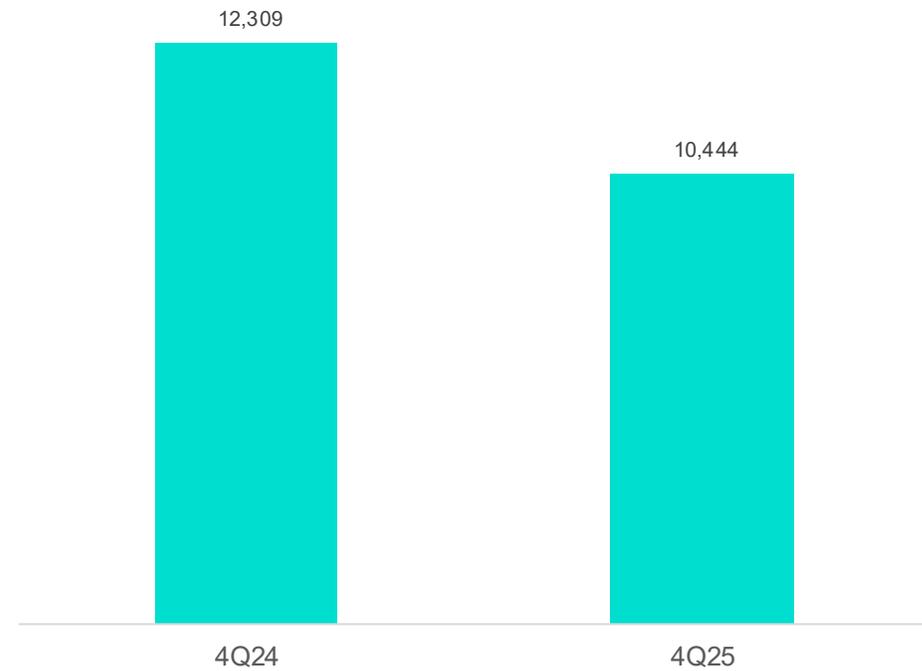
Average Monthly Active Users

000s



Quarterly Paying Users

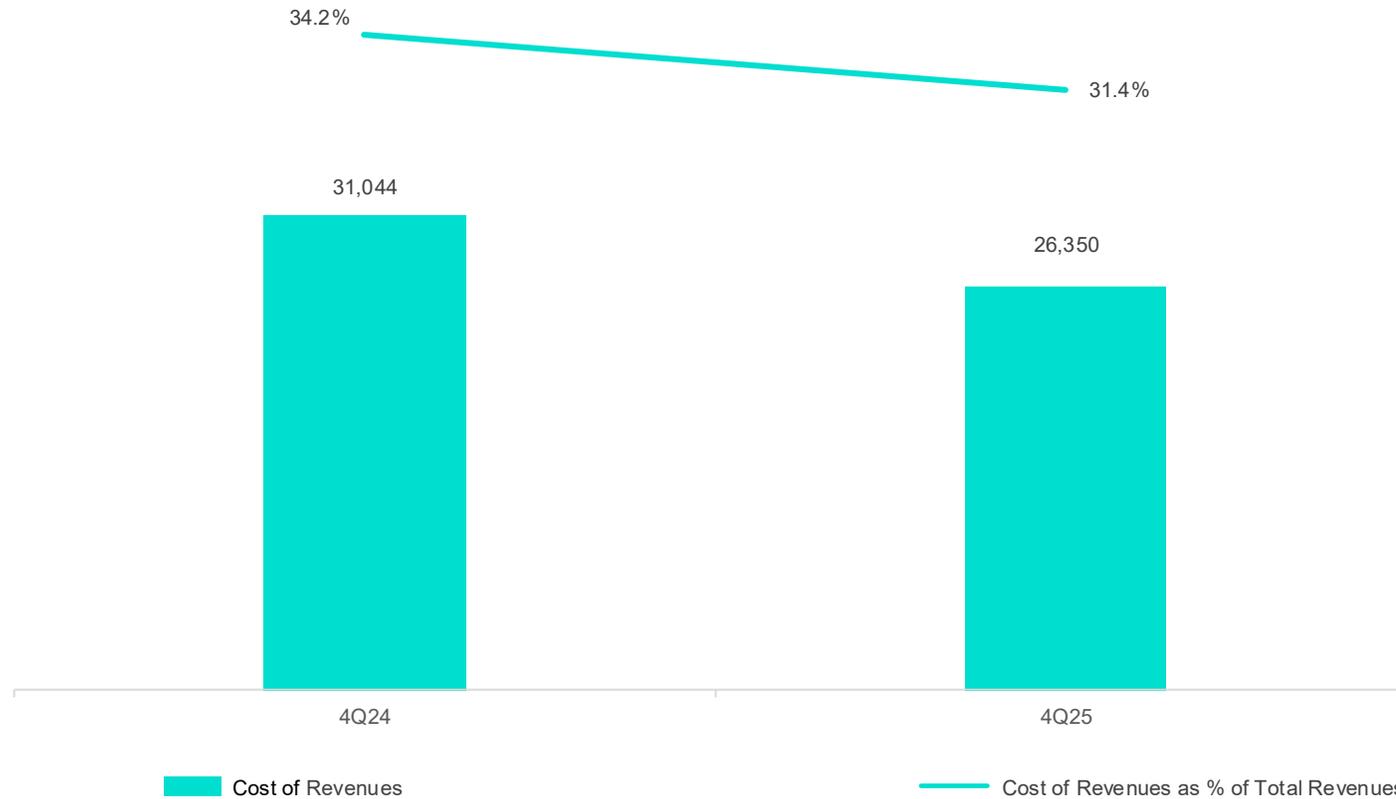
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Continued Efficient Operations with Stable Cost Margin – Cost of Revenues

Cost of Revenues

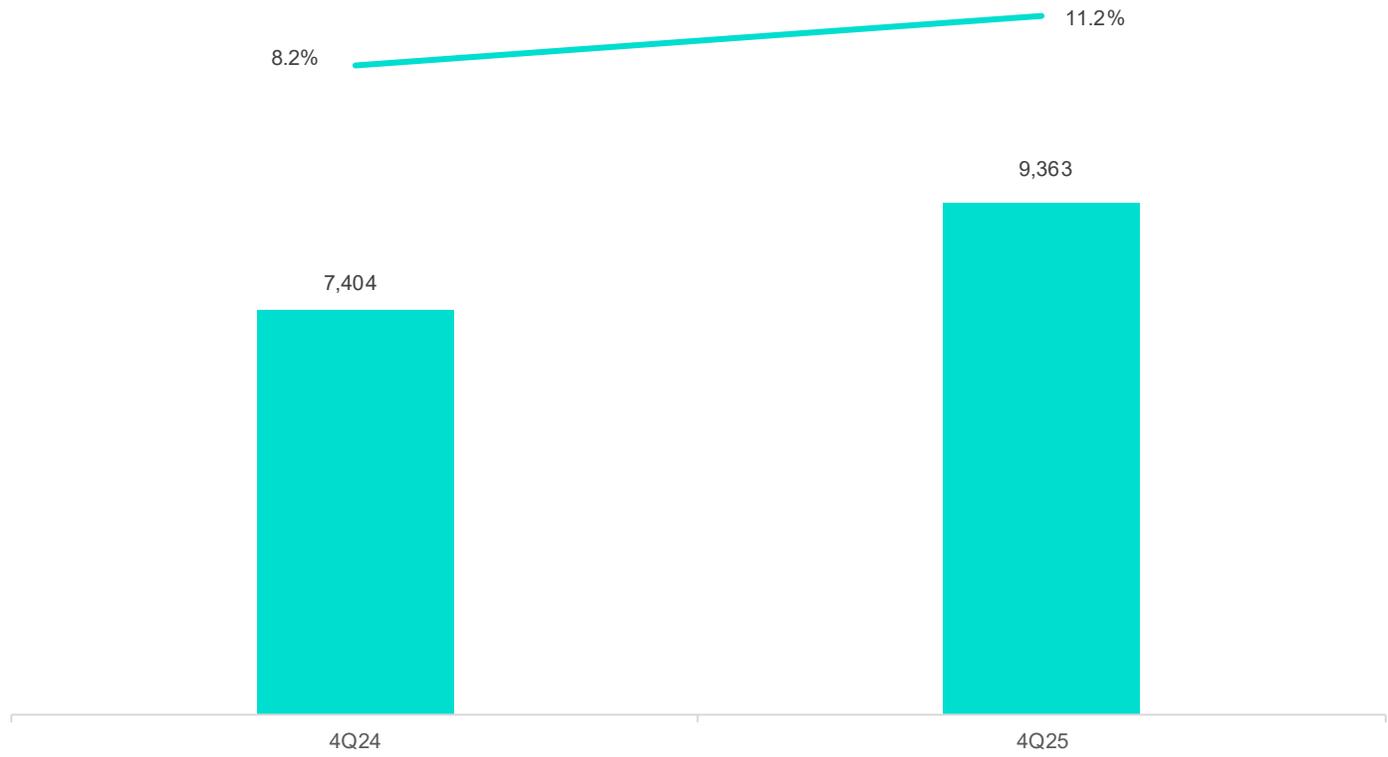
US\$000



Continued Efficient Operations with Stable Cost Margin – Selling and Marketing Expenses

Selling and Marketing Expenses

US\$000



Selling and Marketing Expenses

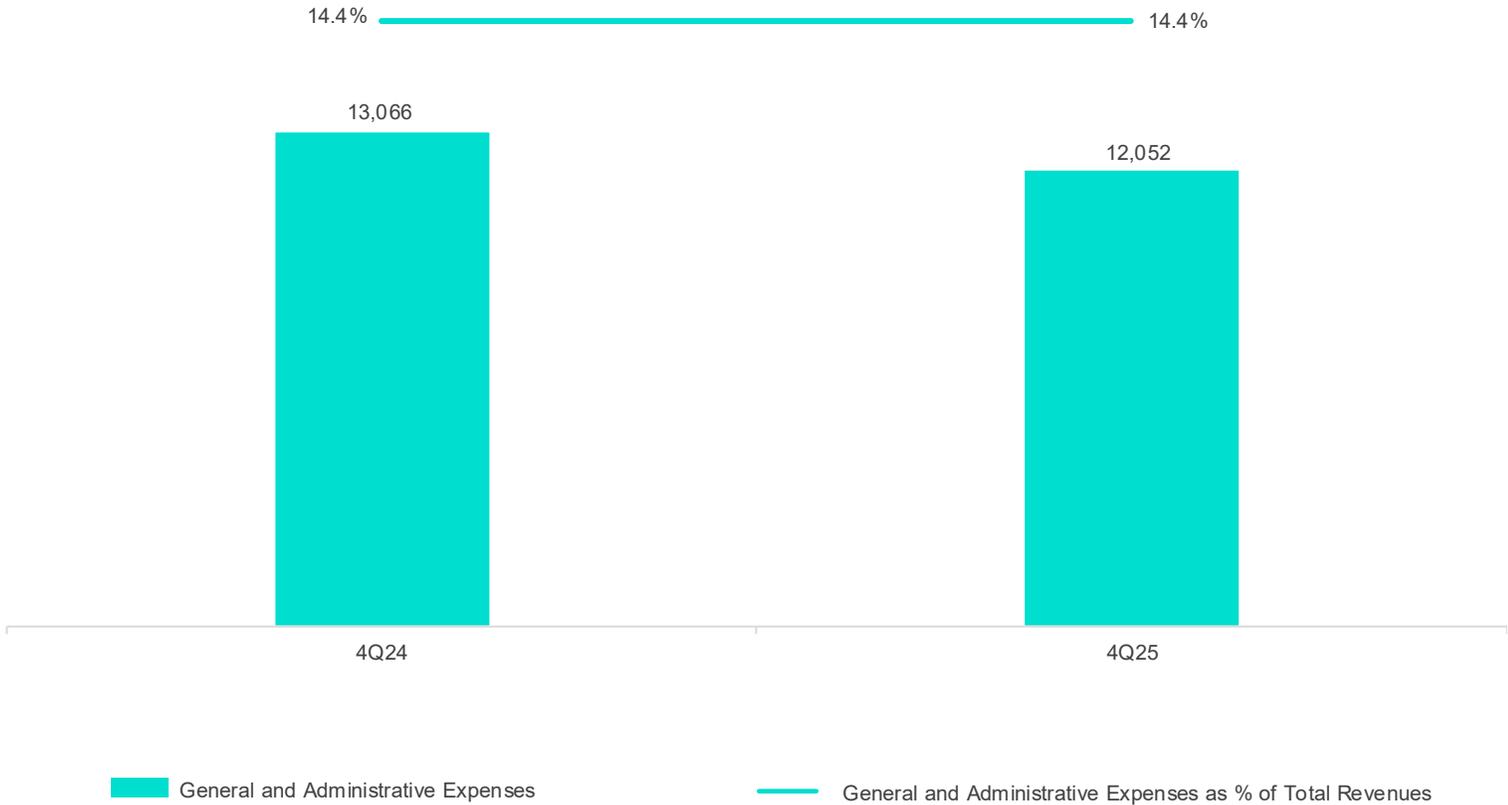
Selling and Marketing Expenses as % of Total Revenues



Continued Efficient Operations with Stable Cost Margin – General and Administrative Expenses

General and Administrative Expenses

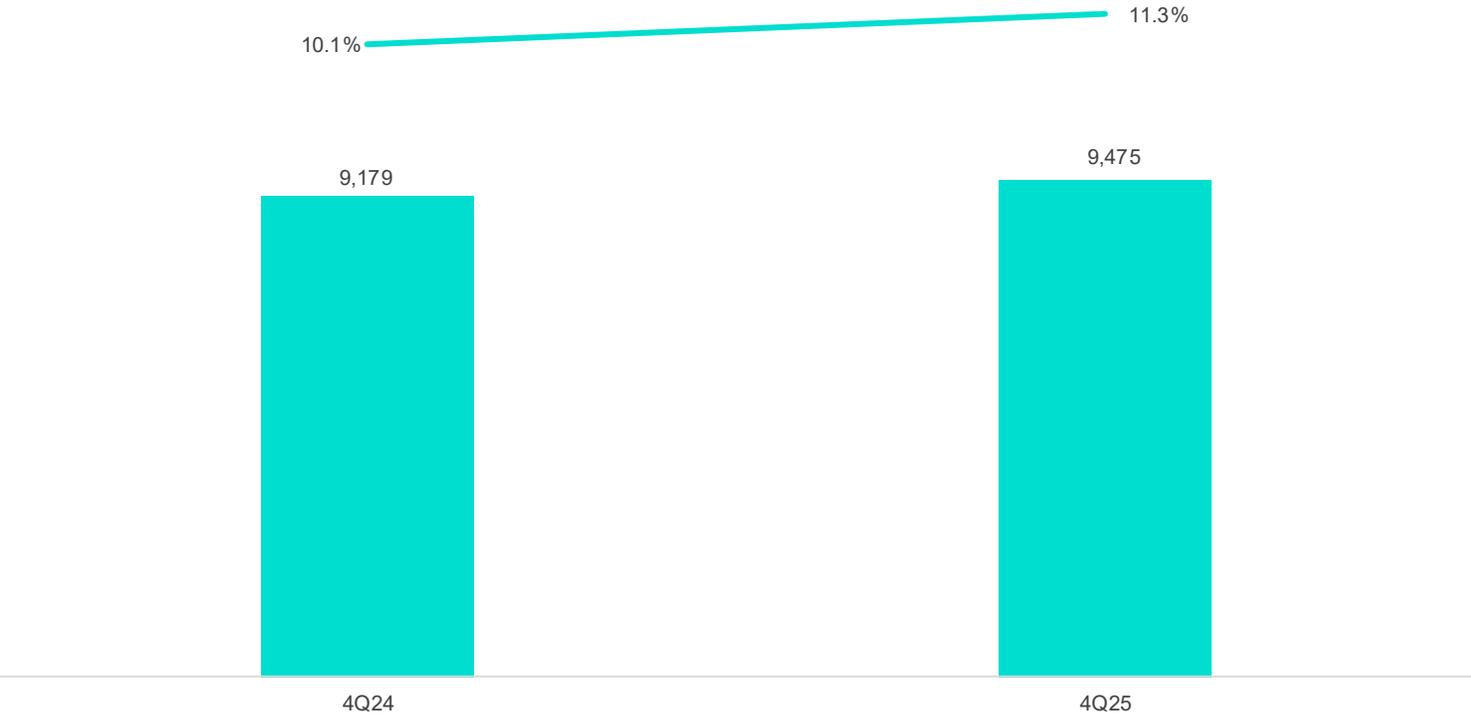
US\$000



Continued Efficient Operations with Stable Cost Margin – Technology and Product Development Expenses

Technology and Product Development Expenses

US\$000



Technology and Product Development Expenses

Technology and Product Development Expenses as % of Total Revenues



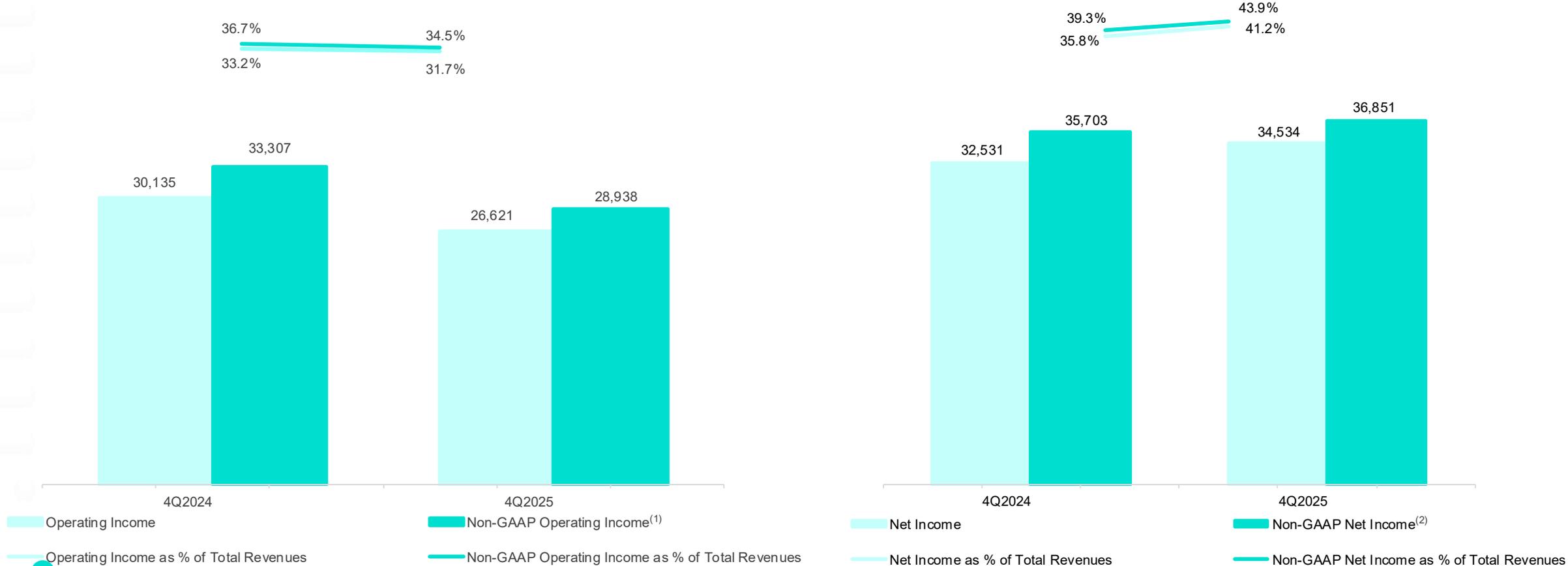
Profit Margin Expanded

Operating Income

Net Income

US\$000

US\$000



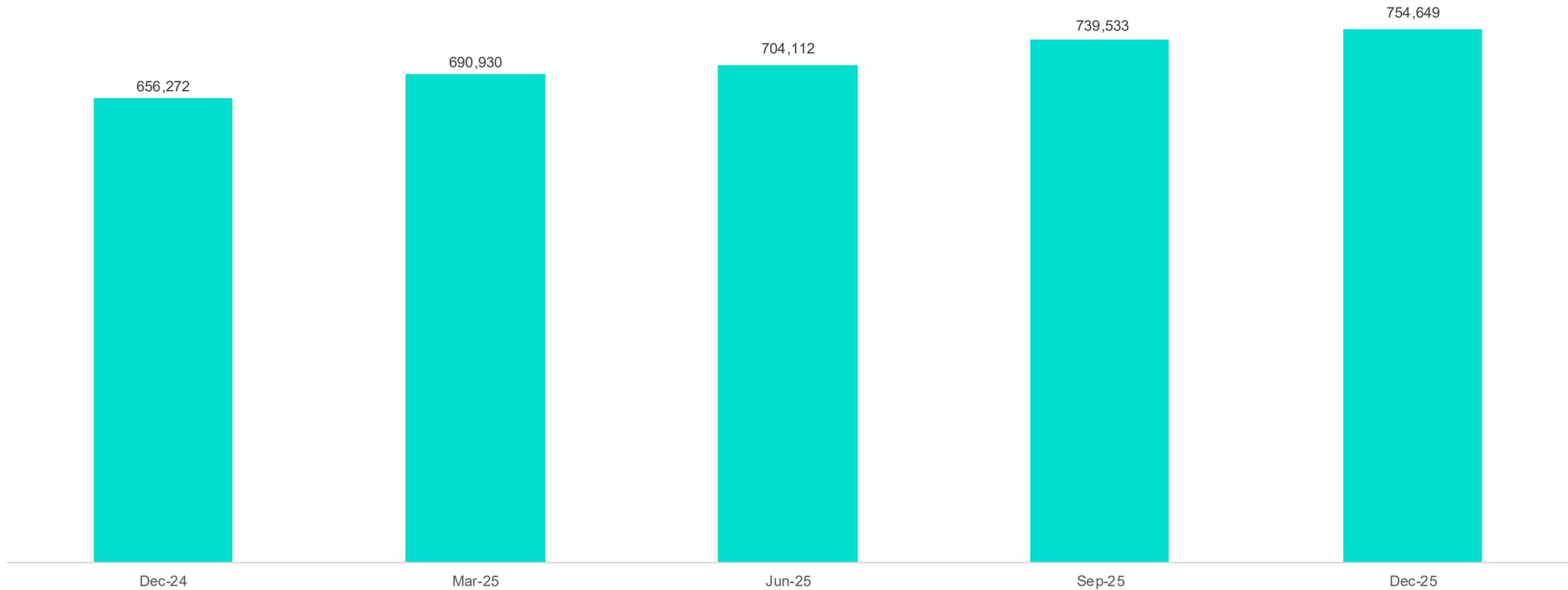
Notes:

1. Non-GAAP operating income represents operating income excluding share-based compensation. Non-GAAP operating income is a non-GAAP financial measure.
 2. Non-GAAP net income represents net income excluding share-based compensation. Non-GAAP net income is a non-GAAP financial measure.

Continued Strong Cash Flow Position

Cash and Cash Equivalents & Restricted Cash & Term Deposits & Short-term Investments

US\$000





Appendix



STATEMENTS OF OPERATIONS

US\$	Three months ended		Year Ended	
	December 31, 2024	December 31, 2025	December 31, 2024	December 31, 2025
Revenues	90,827,754	83,860,924	339,675,845	341,938,110
Costs and expenses				
Cost of revenues	(31,044,004)	(26,349,923)	(120,471,064)	(111,925,930)
Selling and marketing expenses	(7,403,643)	(9,362,742)	(31,347,919)	(34,550,017)
General and administrative expenses	(13,066,301)	(12,052,397)	(37,424,491)	(38,974,500)
Research and development expenses	(9,178,864)	(9,474,910)	(29,030,758)	(34,270,468)
Total costs and expenses	(60,692,812)	(57,239,972)	(218,274,232)	(219,720,915)
Operating income	30,134,942	26,620,952	121,401,613	122,217,195
Interest income	7,101,823	6,008,731	28,673,905	25,661,745
Government grant	360,194	201,230	800,160	931,407
Investment (loss) income	(1,711,657)	1,101,141	(2,805,945)	3,310,028
Income before income taxes	35,885,302	33,932,054	148,069,733	152,120,375
Income tax (expense) benefit	(3,354,580)	601,477	(13,918,526)	(3,980,531)
Net income	32,530,722	34,533,531	134,151,207	148,139,844
Net loss attributable to non-controlling interests	60,763	327,002	1,533,034	1,695,147
Net income attributable to Yalla Group Limited's shareholders	32,591,485	34,860,533	135,684,241	149,834,991



RECONCILIATIONS OF GAAP AND NON-GAAP RESULTS

US\$	Three months ended		Year Ended	
	December 31, 2024	December 31, 2025	December 31, 2024	December 31, 2025
Operating income	30,134,942	26,620,952	121,401,613	122,217,195
Share-based compensation expenses	3,172,487	2,317,378	14,691,737	10,316,583
Non-GAAP operating income	33,307,429	28,938,330	136,093,350	132,533,778
Net income	32,530,722	34,533,531	134,151,207	148,139,844
Share-based compensation expenses, net of tax effect of nil	3,172,487	2,317,378	14,691,737	10,316,583
Non-GAAP net income	35,703,209	36,850,909	148,842,944	158,456,427



BALANCE SHEETS

US\$	As of December 31, 2024	As of December 31, 2025
ASSETS		
Current assets		
Cash and cash equivalents	488,379,894	526,972,019
Restricted cash	1,975,616	1,625,525
Term deposits	94,983,813	84,800,000
Short-term investments	70,932,713	141,251,128
Prepayments and other current assets	35,429,988	41,659,226
Total current assets	691,702,024	796,307,898
Non-current assets		
Property and equipment, net	13,962,393	14,976,818
Intangible asset, net	896,005	728,348
Operating lease right-of-use assets	1,370,914	1,902,655
Long-term investments	93,698,924	82,053,772
Total non-current assets	109,928,236	99,911,593
Total assets	801,630,260	896,219,491
LIABILITIES		
Current liabilities		
Accounts payable	957,717	1,066,625
Deferred revenue, current	58,081,649	55,178,093
Operating lease liabilities, current	1,012,481	357,525
Amounts due to a related party	87,156	44,177
Income taxes payable	9,117,261	1,319,111
Accrued expenses and other current liabilities	32,404,872	30,350,120
Total current liabilities	101,661,136	88,315,651
Non-current liabilities		
Deferred revenue, non-current	-	1,837,543
Operating lease liabilities, non-current	13,495	1,095,245
Deferred tax liabilities	2,148,022	2,924,137
Total non-current liabilities	2,161,517	5,856,925
Total liabilities	103,822,653	94,172,576
EQUITY		
Shareholders' equity of Yalla Group Limited		
Class A Ordinary shares	14,064	13,441
Class B Ordinary shares	2,473	2,473
Additional paid-in capital	328,883,061	339,199,644
Treasury stock	(49,438,661)	(42,497,929)
Accumulated other comprehensive loss	(3,016,579)	(1,636,586)
Retained earnings	427,907,766	515,197,658
Total shareholders' equity of Yalla Group Limited	704,352,124	810,278,701
Non-controlling interests	(6,544,517)	(8,231,786)
Total equity	697,807,607	802,046,915
Total liabilities and equity	801,630,260	896,219,491



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