

1 Thank you, Brian, and good afternoon, everyone.

2 Fiscal 2025 was a year of transition in which we reshaped Zedge
3 to be more efficient, financially disciplined, and positioned it for
4 scalable and sustainable innovation.

5 During the year, we completed a major restructuring aimed at
6 positioning Zedge for sustainable, profitable growth. This
7 included closing operations in Norway and a targeted rightsizing
8 of GuruShots. These actions, when combined with the
9 completion of the GuruShots retention program that was
10 implemented at the time of the acquisition in 2022, are expected
11 to reduce our gross annualized expenses by about \$4 million.
12 We also incurred approximately \$1.5 million in cash
13 restructuring costs and \$1 million in non-cash charges, which Yi
14 will discuss in more detail shortly. Fortunately, as we enter FY
15 '26 the vast majority of these charges and cash expenditures are
16 behind us providing greater operating flexibility. This leaner
17 cost base enables us to reinvest selectively in initiatives that
18 offer the highest return potential, focusing on accelerating
19 growth, improving margins, and enhancing free cash flow
20 generation.

21 Operationally, business performance was mixed in Q4. Our
22 Zedge Marketplace, which includes Zedge Premium,
23 subscriptions, and advertising, performed well, while GuruShots
24 appears to be plateauing. Separately, subscription revenue
25 increased 21 percent year over year, and we ended the year at

record levels with nearly one million active subscribers, an increase of 47 percent compared with Q4 of fiscal 2024. We also saw continued growth in Zedge Premium's GTV.

Fourth quarter Zedge Marketplace ad revenue grew year over year, but total ad revenue for the Company was softer than expected due to a decline at Emojipedia from the competitive impact of AI search. Going into Q1, Google introduced a change to its search engine results page whereby users can now directly copy/paste emojis from the search page. Although Emojipedia still ranks 1st or 2nd across search, Google's change is diverting traffic away from the site. We are actively testing strategies to mitigate this outcome and strengthen Emojipedia's performance.

We also made advances with DataSeeds.AI, our platform for providing rights-cleared, ethically sourced datasets for AI training. Since launching earlier this year, DataSeeds has secured contracts from several leading AI customers, underscoring the value and credibility of our approach. What makes DataSeeds uniquely positioned for success is our community of skilled photographers and graphic artists. Collectively this group has produced a large and diverse image library of close to 30 million assets, which can be licensed for AI training. We can also leverage our creator community to generate customized, on-demand datasets tailored to specific customer requirements. By launching themed GuruShots competitions aligned with client objectives, we can rapidly produce a critical mass of high-quality, rights-cleared data that

52 directly supports each customer's unique AI training needs. In
53 parallel, we have started building the DataSeeds Production
54 Cloud, a managed global production network that mobilizes
55 domain experts, including professional photographers,
56 videographers and, graphic artists, to deliver highly unique and
57 specific datasets at scale that don't lend themselves to photo
58 competitions. This creates a scalable and differentiated
59 advantage for DataSeeds in this fast emerging and explosive
60 market.

61 Turning to capital allocation, we repurchased approximately
62 640,000 shares in the fourth quarter and a total of 1.3 million
63 shares for the full year, using cash generated from operations.
64 For the fourth quarter, our more aggressive share repurchases,
65 along with restructuring and retention-related payouts,
66 temporarily reduced our cash position. We ended the year with
67 approximately \$19 million in cash and cash equivalents,
68 reflecting our decision to strategically deploy capital where we
69 see the greatest long-term value. These actions also underscore
70 our confidence that Zedge's intrinsic value is not fully reflected
71 in its current share price. In fact, following the end of the
72 quarter, we also announced the initiation of our first quarterly
73 dividend of 1.6 cents per share, further reinforcing our
74 confidence in the strength of the company's cash flow
75 generation and balance sheet. The share repurchase and dividend
76 reflect a disciplined, balanced capital allocation strategy focused
77 on returning value to shareholders while preserving the

78 flexibility to invest in high-impact innovation and future growth
79 opportunities.

80 Fiscal 2026 is going to be a year where we invest in growth and
81 innovation. Our strategy is centered around five key areas of
82 focus.

83 First, expand and diversify our revenue base. For our core
84 products, we plan to continue to innovate new features and
85 optimize our monetization strategies. Late in fiscal 2025, we
86 integrated audio AI capabilities into the pAInt suite, and we
87 intend to further expand those creative tools in 2026. We are
88 also evaluating how best to evolve GuruShots. One of the
89 biggest questions we are working through is do we focus on
90 making the game more engaging or do we more closely couple it
91 with DataSeeds as a massive content acquisition platform - or
92 both? It's too early to commit to a specific direction but it's fair
93 to say that we are monitoring performance and opportunity
94 closely.

95 Second, is to accelerate product innovation. Our Product
96 Innovation Team has adopted a model that launches test
97 marketing campaigns to measure interest before writing one line
98 of code and then capitalizes on the benefits that AI, vibe coding
99 and automations offer to accelerate the development of the new
100 potential winners. Syncat, our recently introduced app that turns
101 still photos into fun and potentially viral video clips, was the
102 first example of this new strategy. This approach allows us to

103 build smaller, more focused products rapidly, test them against
104 defined KPIs, and scale those that show promise. We call these
105 early-stage launches “alphas,” and we expect to introduce at
106 least six new alphas in fiscal 2026 under this framework.

107 Third, scale TapeDeck and DataSeeds.AI. In September, we
108 launched TapeDeck in the US on iOS. TapeDeck is a music
109 platform dedicated to indie artists and designed to allow them to
110 make a living from their music by offering transparency and
111 fairness to them. The TapeDeck pilot started with approximately
112 five hundred thousand tracks and allows artists, labels, and
113 distributors to set their own pricing and keep 80 percent of each
114 sale or stream. In addition, it allows their fans the ability to pay
115 extra or tip their favorite artists directly. Although it’s too early
116 to comment about performance, our goal is to expand to
117 Android, web, and international markets during fiscal 2026.
118 Similar to all Zedge products, TapeDeck’s expansion will be tied
119 to performance, and we plan to refine its creator tools and
120 explore additional monetization models. For DataSeeds, our
121 priorities center on expanding the creator ecosystem, expanding
122 the pipeline of qualified enterprise prospects, and converting
123 prospects into customers. Our focus remains on delivering
124 bespoke, rights-cleared, and ethically sourced datasets that meet
125 the rigorous standards and evolving needs of the AI industry.

126 Fourth is improving operational efficiency. Fiscal 2026 will
127 begin to show the full benefit of our restructuring efforts. We’ll
128 continue to reallocate resources to the most attractive

opportunities, improve process automation through the implementation of AI across the Company, and reinvest savings into projects with measurable returns.

And fifth, execute a balanced capital allocation strategy. We will continue returning capital to shareholders through buybacks and dividends, while maintaining the flexibility to invest in initiatives that enhance our long-term value.

In summary, we enter fiscal 2026 with positive momentum. We have three early-stage products DataSeeds, Tapedeck and Syncat, that are evolving, and the completed restructuring positions us for improved cash flow and profitability. Combined with our innovation pipeline, these initiatives give us confidence that fiscal 2026 will mark the next stage in Zedge's evolution, one which is focused, creative, and financially disciplined. Now I'll turn the call over to Yi.

Thank you, Jonathan.

Total revenue for the fourth quarter was 7.5 million dollars, down 1.5 percent from last year. There were a couple of items to note here. First, Zedge Marketplace revenue was up mid single digits for the quarter, and would have performed even better if it were not for a one-time 144 thousand dollar benefit related to Zedge Premium in the year-ago quarter. Also offsetting growth at Zedge marketplace was an 11% decline at Emojipedia, consistent with Jonathan's earlier comments, and the expected 39 percent year-over-year drop at GuruShots, although

154 sequentially, the business was down less than 25 thousand
155 dollars, showing stabilization.

156 Advertising revenue was up slightly for the quarter, as growth in
157 the Zedge Marketplace was offset by lower ad revenue at
158 Emojipedia. Zedge Plus Subscription revenue increased 21
159 percent year over year, and our net active subscriber base grew
160 47 percent, reaching nearly one million subscribers. We
161 continue to optimize our subscription plans and are seeing the
162 benefits of those changes.

163 Deferred revenue, which primarily represents subscription-
164 related revenue, reached 5.4 million dollars, up 10 percent
165 sequentially and 73 percent year over year. This is an important
166 metric, as it reflects future revenue that carries essentially 100
167 percent gross margin.

168 Zedge Premium G T V grew 7 percent from the year-ago
169 quarter, and ARPMAU increased 17 percent, continuing the
170 shift toward higher-value users and improved monetization
171 efficiency.

172 As noted earlier, GuruShots, which is reported under “digital
173 goods and services revenue,” remained a challenge, down 39
174 percent year over year. As part of our cost optimization
175 initiatives, we significantly reduced user acquisition spending
176 for GuruShots while we evaluate the best path forward. These
177 revenue declines were expected, and encouragingly, the year-
178 over-year rate of decline improved by 600 basis points. We

179 expect to begin lapping some of these weaker comparisons in
180 fiscal 2026.

181 Cost of revenue was 6.4 percent, roughly flat year over year in
182 absolute dollars.

183 SG&A increased about 1 percent to 6.9 million dollars for the
184 quarter. This reflects higher paid user acquisition where we are
185 achieving strong returns, and approximately 400 thousand
186 dollars in reinvestment from restructuring savings into
187 consulting, professional services, and product development to
188 support the ramp of DataSeeds dot AI and Tapedeck, which
189 partially offset restructuring savings.

190
191 We also recorded 0.6 million dollars in restructuring charges in
192 connection with the actions announced in late January and early
193 February, compared to no restructuring or asset impairment
194 charges last year.

195 As a result, GAAP loss from operations was 0.7 million dollars,
196 compared to a loss of 0.1 million dollars last year, primarily due
197 to those restructuring costs and growth investments. GAAP net
198 loss and E P S were 0.6 million dollars and negative 1 cent,
199 compared to breakeven results last year.

200 On a non-GAAP basis, net income was 0.1 million dollars and E
201 P S was zero cents, compared to 0.3 million dollars and 2 cents
202 last year.

203 Cash flow from operations was 0.7 million dollars, and free cash
204 flow was 0.5 million dollars for the quarter. As Jonathan
205 mentioned, cash payments related to the restructuring and
206 retention bonuses tied to our 2022 acquisition of GuruShots
207 reduced free cash flow by about 600 thousand dollars in the
208 quarter and 1.5 million dollars for the year. These payments are
209 now complete and will not impact results in fiscal 2026.

210 Adjusted EBITDA for the quarter was 0.3 million dollars.

211 From a liquidity perspective, we ended the year with 18.6
212 million dollars in cash and cash equivalents and no debt. The
213 sequential decrease reflects our repurchase of approximately 640
214 thousand shares during the quarter and nearly 1.3 million shares
215 for the year. As of mid-October, about 600 thousand dollars
216 remains available under our current buyback authorization.

217 Thank you for listening to our fourth quarter earnings call. We
218 look forward to updating you again soon when we report results
219 for the first quarter of fiscal 2026.

220 Operator, please open the line for questions.

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