



July 5, 2023

**BSE Limited**

Department of Corporate Services,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400 001

Scrip Code: 543396

**National Stock Exchange of India Limited**

The Listing Department,  
Exchange Plaza,  
Bandra Kurla Complex,  
Mumbai - 400 051

Symbol: PAYTM

**Sub.: Disclosure under Reg. 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Update on the operating performance**

Dear Sir/ Ma'am,

In accordance with the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith an update on the operating performance of the Company for month and quarter ended June 2023.

The aforesaid details will also be hosted on the Company's website viz. [www.paytm.com](http://www.paytm.com).

Kindly take the same on record.

Thanking you

Yours Sincerely,  
For **One 97 Communications Limited**

**Madhur Deora**  
**Executive Director, President & Group CFO**

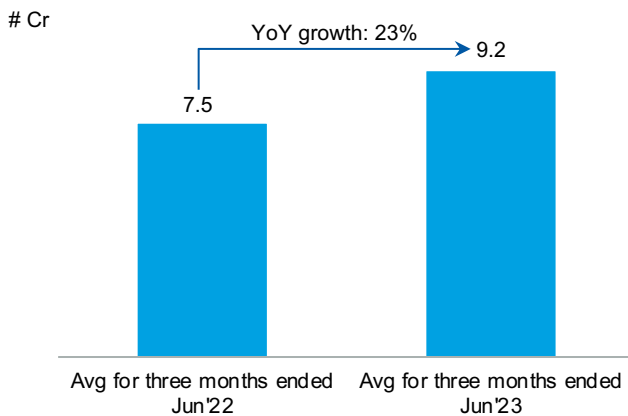
*Encl.: As above*

## Paytm Operating Performance Update for Q1 FY 2024 (Updated for Jun'23)

**Continued growth in payments and loan distribution business: Leadership in offline payments strengthens with 79 lakh devices deployed; disbursements of ₹5,227 Cr (\$637 million) in the month of June 2023 through Paytm platform**

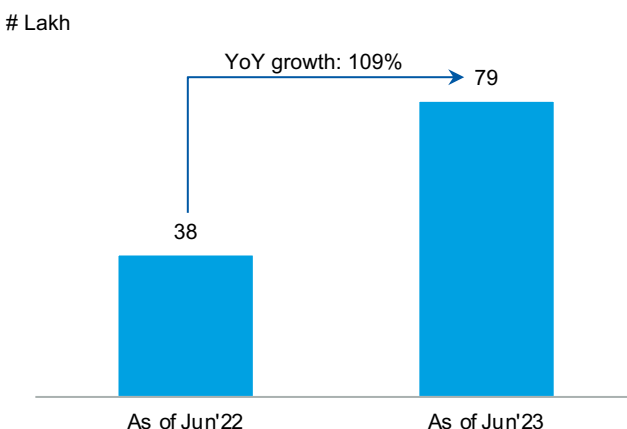
- Continued expansion of consumer base with average monthly transacting users (MTU) at 9.2 Cr for quarter (average for three months ended June 2023), up 23% YoY
- Our leadership in payment monetization continues, as subscription for payment devices like Soundbox and POS machines continue to see increased acceptance by merchants. Number of merchants paying subscription for payment devices has reached 79 lakh as of June 2023, an increase of 4 lakh devices in the month and 11 lakh devices in the quarter
- Merchant Payment Volumes (GMV) for quarter (for three months ended June 2023) stood at ₹4.05 Lakh Cr (\$49.3 billion), YoY growth of 37%
- Continued scale in our loan distribution business with disbursements of ₹14,845 Cr (\$1.8 billion, YoY growth of 167%) and 1.28 Cr loans (YoY growth of 51%) distributed in the quarter (for three months ended June 2023)

### Average Monthly Transacting Users (MTU) for the quarter (avg for three months ended June)



**Robust growth in MTU:** The Paytm Super App continues to see growing consumer engagement with the average MTU for the quarter (for three months ended June 2023) at 9.2 crore, registering a growth of 23% YoY.

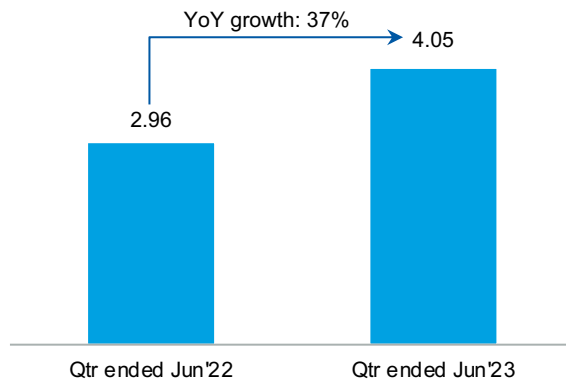
### Total Subscription Merchants (Payment Devices) for the quarter (as of June)



**New milestone in offline payments leadership:** We continue to strengthen our leadership in offline payments, with 79 lakh merchants now paying subscription for payment devices, an increase of 11 lakh devices in the quarter. With our subscription as a service model, the strong adoption of devices drives subscription revenues and higher payment volumes, while increasing the funnel for our merchant loan distribution.

### Gross Merchandise Value (GMV) for the quarter (three months ended June)

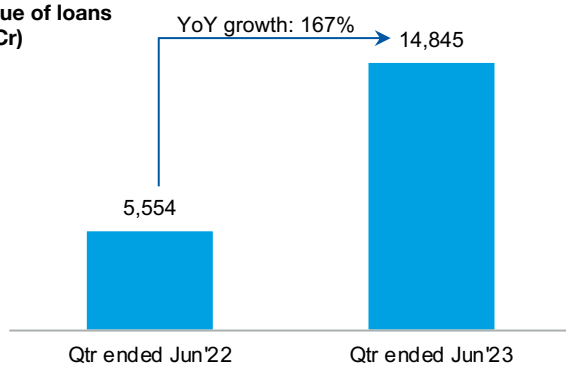
₹ Lakh Cr



**Consistent growth in total merchant payments volume:** The total merchant GMV processed through our platform for quarter (for three months ended June 2023) was ₹4.05 Lakh Cr (\$49.3 billion), marking a YoY growth of 37%. Our focus over the past few quarters continues to be on payment volumes that generate profitability for us, either through net payments margin or from direct upsell potential.

### Value and Number of loans distributed through Paytm for the quarter (three months ended June)

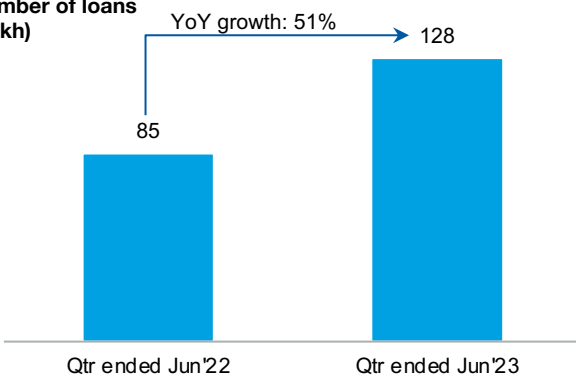
Value of loans (₹ Cr)



**Loan distribution business continues to scale:** Our loan distribution business (in partnership with large lenders) continues to witness robust growth with total disbursements through our platform for the quarter (for three months ended June 2023) growing 167% YoY to ₹14,845 Cr (\$1.8 billion).

MoM loan distribution trend in June reflects the higher disbursement in May which included pent-up demand for merchant loans from April due to one of our partners not disbursing as they were upgrading their systems.

Number of loans (Lakh)



Our focus remains on the asset quality by continuously reviewing with our partners cohort data and tightening credit policy wherever needed proactively. This reflects in the growth of value of loans distributed in the quarter.

We continue to build partnerships with large NBFCs and Banks. We currently have 7 active lending partners and we aim to onboard 3-4 partners in FY 2024. On 30 June 2023, we announced loan distribution partnership with Shriram Finance Limited.

## Operational KPIs – Quarterly trends

| Operational KPIs   | Units          | Quarter Ended |        |        |        |        |        |       |
|--|----------------|---------------|--------|--------|--------|--------|--------|-------|
|  |                | Mar-22        | Jun-22 | Sep-22 | Dec-22 | Mar-23 | Jun-23 | % YoY |
| Avg MTU (average for the quarter)  | Cr             | 7.1           | 7.5    | 8.0    | 8.5    | 9.0    | 9.2    | 23%   |
| Subscription Merchants (cumulative payment devices as of end of the quarter) | Lakh           | 29            | 38     | 48     | 58     | 68     | 79     | 109%  |
| GMV (cumulative for the quarter)   | INR<br>Lakh Cr | 2.59          | 2.96   | 3.18   | 3.46   | 3.62   | 4.05   | 37%   |
| Value of loans (cumulative for the quarter)                                  | INR Cr         | 3,553         | 5,554  | 7,313  | 9,958  | 12,554 | 14,845 | 167%  |
| Number of loans (cumulative for the quarter)                                 | Lakh           | 65            | 85     | 92     | 105    | 119    | 128    | 51%   |

Note: As we had previously mentioned in our Q4 FY 2023 Earnings Presentation, we will discontinue monthly disclosures of operating metrics starting September 2023, given our business model is established and has achieved scale. However, we will continue with the disclosures on a quarterly basis.

### Notes:

1. Our operating currency is in INR, numbers shown in USD are purely for illustrative and convenience purposes and calculated using an exchange rate of \$1 = INR 82.1 (as of end of Jun'23)
2. GMV is defined as the value of total payments made to merchants through transactions on our app, through Paytm payment instruments or through our payment solutions, over a period. It excludes any consumer-to-consumer payment services such as money transfers
3. MTU: Monthly Transacting User or unique users with at least one successful transaction in a particular calendar month
4. Total loans disbursed by financial institution partners through our platform include both consumer loans and merchant loans, and excludes the number and the value of loans sourced by third parties through advertising on our platform, and aggregation of EMLs on our POS devices