



May 6, 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.: 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 (April 2023).

The aforesaid details will also be hosted on the Company's website viz. 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

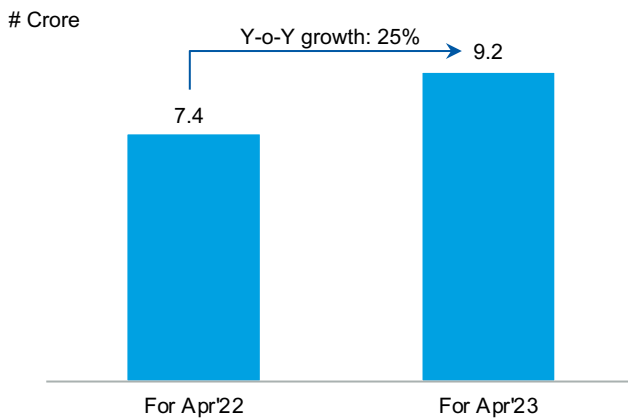
Encl.: As above

Paytm Operating Performance Update (for the month of April 2023)

Continued growth in payments and loan distribution business: Leadership in offline payments strengthens with 71 Lakh devices deployed; value of loans distributed through the Paytm platform at Rs 4,115 Cr (\$503 million) in the month of April 2023.

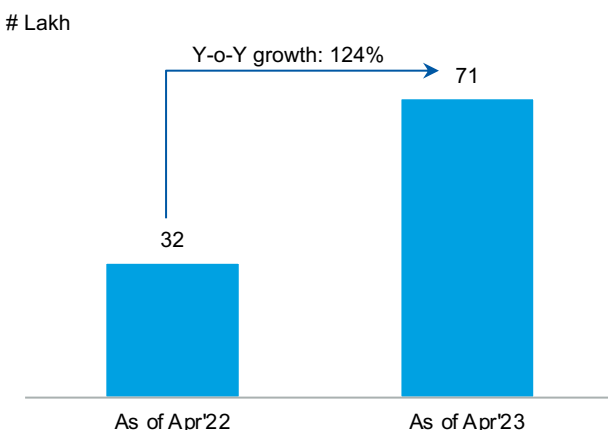
- Average monthly transacting users (MTU) stood at 9.2 crore for the month of April 2023, up 25% y-o-y, reflecting continued expansion of our customer base
- Our leadership in payment monetization continues, as subscription services for payment devices like Soundbox and POS machines continue to see increased acceptance by merchants. Number of merchants paying subscription for payment devices has reached 71 lakh as of April 2023, an increase of 3 lakh devices in the month
- Merchant Payment Volumes (GMV) for the month of April 2023 stood at Rs 1.27 Lakh Cr (\$15.6 billion), y-o-y growth of 34%
- Our loan distribution business (in partnership with our lender partners) continues to gain scale with disbursements of Rs 4,115 Cr (\$503 million, y-o-y growth of 148%) and 41 lakh loans (y-o-y growth of 56%) disbursed in the month of April 2023 through the Paytm platform

Average Monthly Transacting Users (MTU) for the month



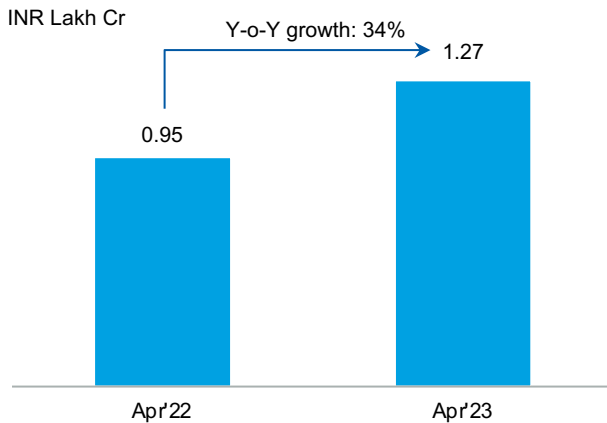
Robust growth in MTU: Growing consumer engagement on the Paytm Super App with the average MTU for the month growing 25% y-o-y to 9.2 crore.

Total Subscription Merchants (including devices) for the month



New milestone in offline payments leadership: We continue to strengthen our leadership in offline payments, with 71 lakh merchants now paying subscription for payment devices, an increase of 3 lakh in the month of April 2023. 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.

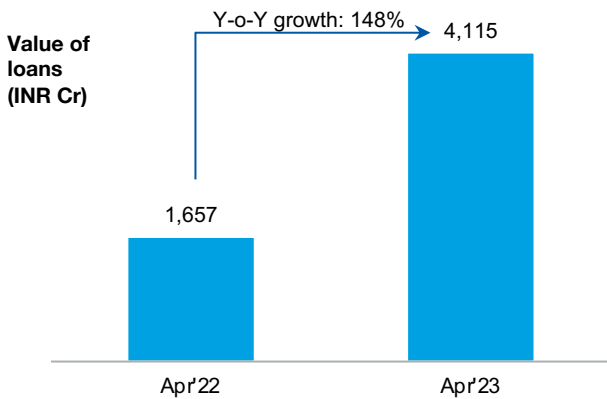
Gross Merchandise Value (GMV) for the month



Sustained growth in total merchant payments volume:

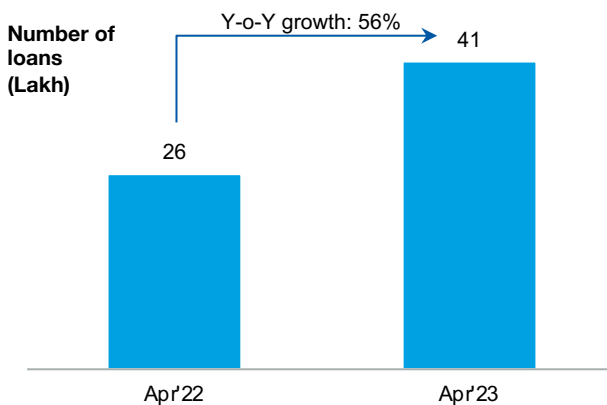
The total merchant GMV processed through our platform for the quarter for the month of April 2023 was Rs 1.27 Lakh Cr (\$15.6 billion), marking a y-o-y growth of 34%. Our focus over the past few quarters continues to be on payment volumes that generate profitability for us, either through net payments margin or from direct upsell potential.

Value and Number of loans distributed through Paytm for the month



Loan distribution business continues to scale:

Our loan distribution business (in partnership with large lenders) continues to witness healthy growth with total loans distributed through our platform for the month of April 2023 growing 148% y-o-y to Rs 4,115 Cr (\$503 million).



We continue to see growth in distribution of Postpaid and Personal Loans. In Merchant Loans, the demand continues to be robust, however due to a comprehensive technology systems upgrade by one of our lending partners, we had to temporarily pause merchant loan distribution through our platform for that partner. While new loan distribution was largely unaffected given we have multiple partners, upselling to existing merchants of that partner got impacted. The system upgrade is now done and our partner has resumed disbursing merchant loans. While we continue to work with all our partners to service the robust demand of merchant loans, we believe, some impact of April could be felt in Q1 FY 2024 merchant loan growth. We have partnered with large NBFCs and Banks and we continue to focus on quality of loans distributed through our platform. We currently have 7 lending partners and we aim to onboard 3-4 partners in FY 2024.

Operational KPIs – Quarterly trends

Operational KPIs	Units	Quarter Ended					% YoY
		Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	
Avg MTU (average for the quarter)	Crore	7.1	7.5	8.0	8.5	9.0	27%
Subscription Merchants (cumulative payment devices as of end of the quarter)	Lakh	29	38	48	58	68	134%
GMV (cumulative for the quarter)	INR Lakh Cr	2.59	2.96	3.18	3.46	3.62	40%
Value of loans (cumulative for the quarter)	INR Cr	3,553	5,554	7,313	9,958	12,554	253%
Number of loans (cumulative for the quarter)	Lakh	65	85	92	105	119	82%

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 81.8 (as of end of April)

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