



August 3, 2023

**BSE Limited**

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

**National Stock Exchange of India Limited**

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

Scrip Code: 543396

Symbol: PAYTM

**Sub.: Disclosure under Regulation 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 ended July 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**

**Sunil Kumar Bansal**  
**Company Secretary and Compliance Officer**

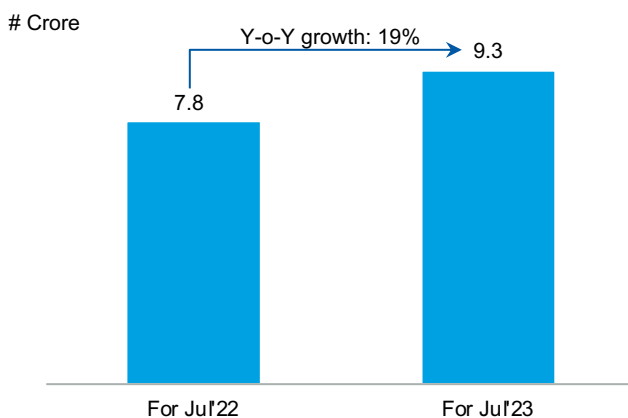
*Encl.: As above*

## Paytm Operating Performance Update (for the month of July 2023)

**Sustained growth in payments and loan distribution business: Leadership in offline payments strengthens with 82 Lakh devices deployed; value of loans distributed through the Paytm platform at Rs 5,194 Cr (\$632 million) in the month of July 2023.**

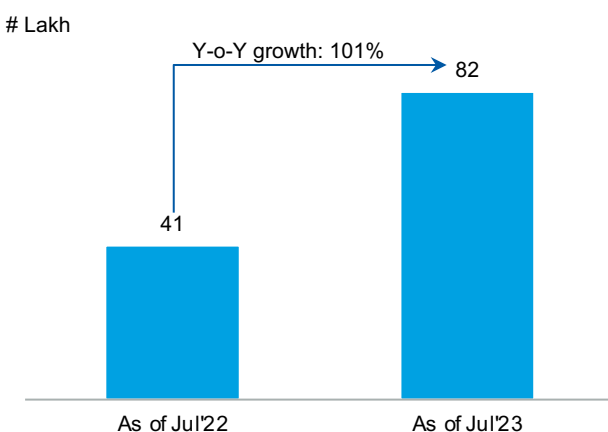
- Average monthly transacting users (MTU) stood at 9.3 crore for the month of July 2023, up 19% y-o-y, reflecting continued expansion of our customer base
- Our leadership in payment monetization continues with the [launch of two new innovative devices](#) – Paytm Pocket Soundbox and Paytm Music Soundbox. Number of merchants paying subscription for payment devices has reached 82 lakh as of July 2023, an increase of 3.8 lakh devices in the month
- Merchant Payment Volumes (GMV) for the month of July 2023 stood at Rs 1.47 Lakh Cr (\$17.9 billion), y-o-y growth of 39%
- Our loan distribution business (in partnership with our lender partners) continues to gain scale with disbursements of Rs 5,194 Cr (\$632 million, y-o-y growth of 148%) and 43 lakh loans (y-o-y growth of 46%) disbursed in the month of July 2023 through the Paytm platform

### Average Monthly Transacting Users (MTU) for the month



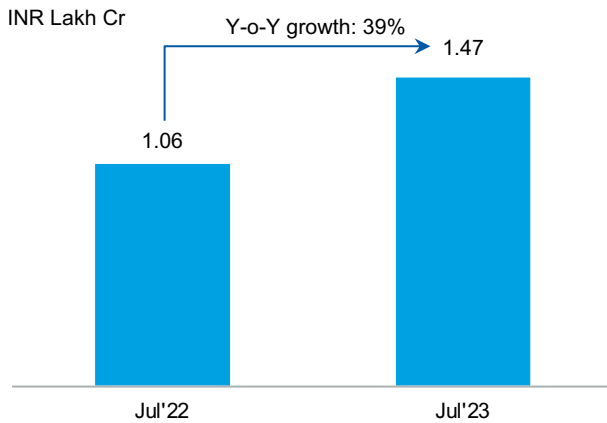
**Robust growth in MTU:** Growing consumer engagement on the Paytm Super App with the average MTU for the month growing 19% y-o-y to 9.3 crore.

### Total Subscription Merchants (including devices) for the month



**New milestone in offline payments leadership:** We continue to strengthen our leadership in offline payments, with 82 lakh merchants now paying subscription for payment devices, an increase of 3.8 lakh in the month of July 2023. We are bringing technology to India's small shops with the launch of two new innovative devices – Paytm Pocket Soundbox, a debit-card sized device for merchants on the go, and Paytm Music Soundbox, which allows merchants to connect their phone to it to play music or listen to match commentary.

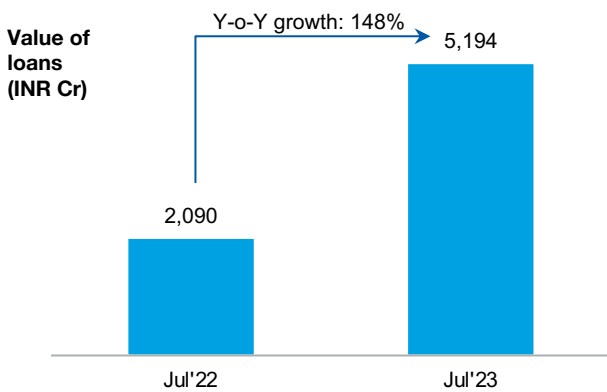
### Gross Merchandise Value (GMV) for the month



#### Sustained growth in total merchant payments volume:

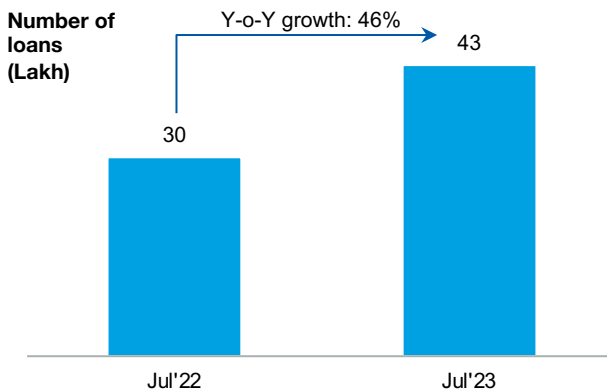
The total merchant GMV processed through our platform for the quarter for the month of July 2023 was Rs 1.47 Lakh Cr (\$17.9 billion), marking a y-o-y growth of 39%. We continue to see increase in GMV of non-UPI instruments like EMI and cards. We are focused on payment volumes that generate profitability 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 July 2023 growing 148% y-o-y to Rs 5,194 Cr (\$632 million).



We continue to work with our partners to ensure superior credit quality for loans distributed through us. To ensure that portfolio performance of our lending partners improves despite economic uncertainties, our credit disbursement growth will be deliberately calibrated over the next quarter or two.

High quality outcomes for our partners enables us to expand our lending partnerships. We currently have 8 lending partners and we aim to onboard 3-4 partners in FY 2024.

## Operational KPIs – Quarterly trends

Operational KPIs	Units	Quarter Ended					% YoY
		Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	
Avg MTU (average for the quarter)	Crore	7.5	8.0	8.5	9.0	9.2	23%
Subscription Merchants (cumulative payment devices as of end of the quarter)	Lakh	38	48	58	68	79	109%
GMV (cumulative for the quarter)	INR Lakh Cr	2.96	3.18	3.46	3.62	4.05	37%
Value of loans (cumulative for the quarter)	INR Cr	5,554	7,313	9,958	12,554	14,845	167%
Number of loans (cumulative for the quarter)	Lakh	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 82.2 (as of end of July)
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