

## UPDATE ON THE OPERATING PERFORMANCE OF THE COMPANY FOR 3rd QUARTER OF FISCAL 2022 (UPDATED FOR DECEMBER 2021)

### Paytm records stellar growth in quarter ending December 2021, combined with scale-up of lending business and devices

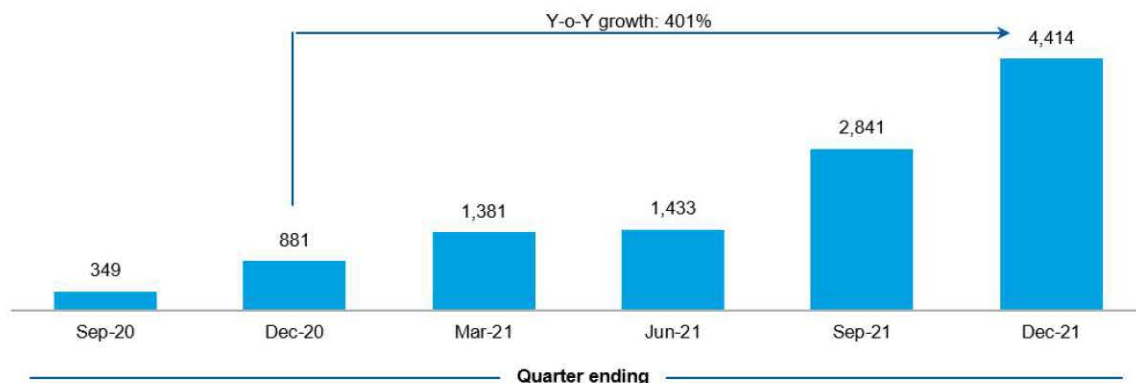
- Lending business scales rapidly with 4.4 million loan disbursements through the platform (y-o-y growth of 401%), and value of Rs. 21.8 billion (run-rate of \$1.2 billion) (y-o-y growth of 365%)
- Offline payments leadership strengthens with 2 million devices deployed
- User engagement sees 37% y-o-y growth with 64.4 million average monthly transacting users (MTU) in the quarter
- Q3 FY 2022 GMV of INR 2,501 billion (\$33.6 billion). Year-to-date GMV already higher than all of FY 2021, led by significant non-UPI GMV growth

**Focus on lending leads to huge scale-up as lending products register 5x growth in volumes :** Number of loans disbursed through our platform increased by 401% y-o-y to 4.4 million loans in Q3 FY 2022. This is in continuation of the significant growth seen in the past quarter.

In Q3 FY 2022, the value of loans disbursed through our platform during the quarter was Rs 21.8 billion (run-rate of \$1.2 billion), an increase of 365% y-o-y. We have seen stellar growth in each of the lending products, i.e. Paytm Postpaid (Buy-Now-Pay-Later), Personal Loans and Merchant Loans.

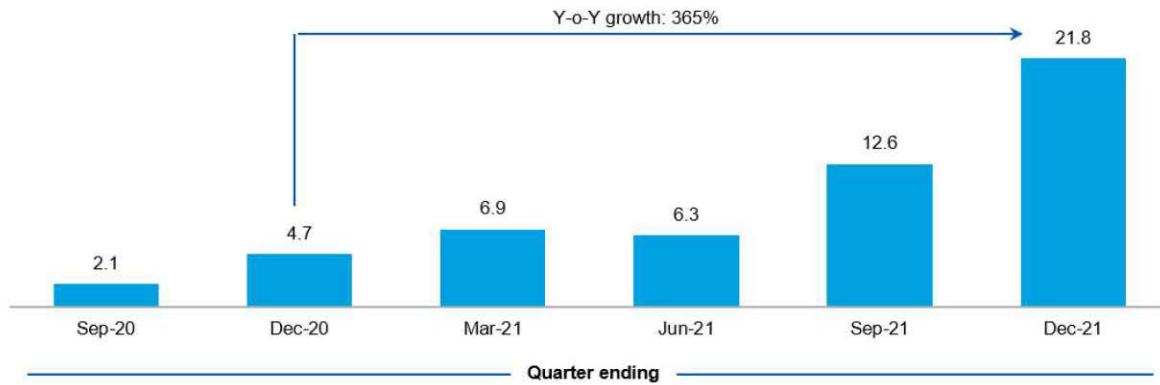
Number of loans disbursed in each period through Paytm

'000



### Value of loans disbursed in each period through Paytm

INR Bn

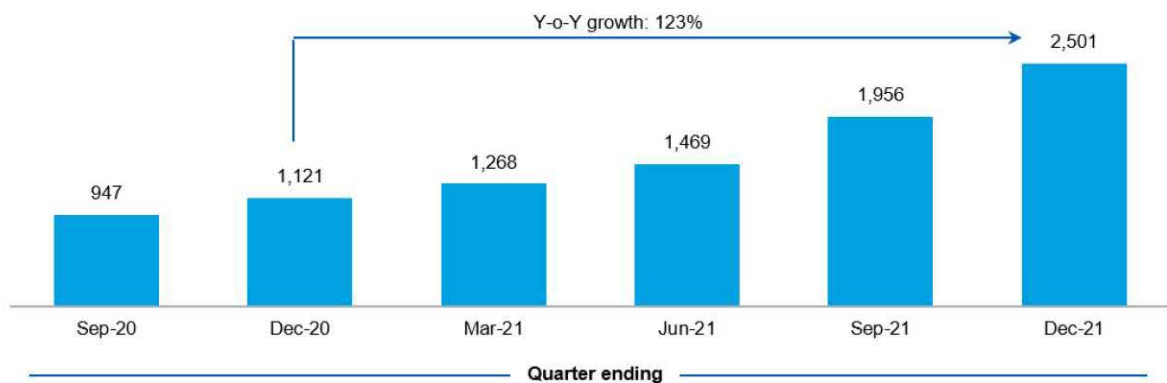


*It is clarified that all lending is done in partnership with banks and NBFCs, and no FLDG is given to any lender for our lending business.*

**123% y-o-y growth in GMV :** Growth of GMV continues in Q3 FY 2022 even after the festive season. GMV processed through our platform during the quarter aggregated to approximately INR 2,501 billion (\$33.6 billion), growth of 123% Y-o-Y compared to Q3 FY 2021.

### Gross Merchandise Value (GMV)

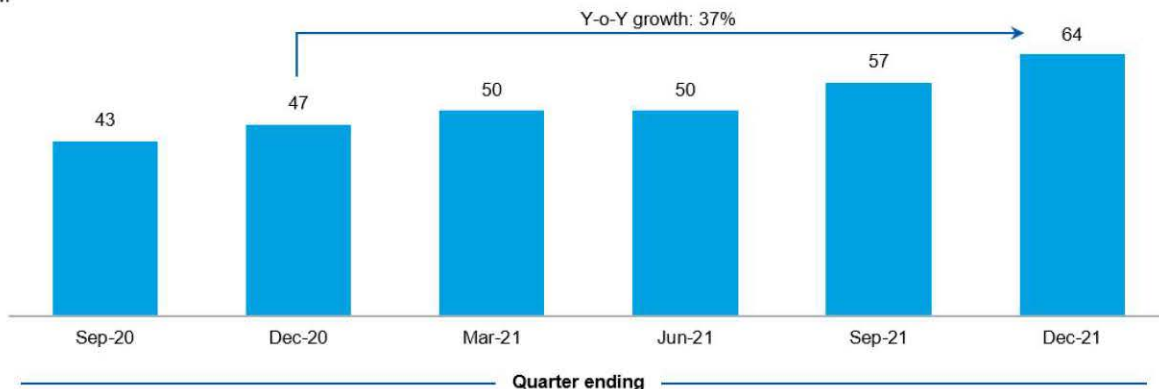
INR Bn



**Paytm continues to see growth in users for everyday payments:** Our monthly transacting users (MTU) showed consistent growth in FY 2021 and in the first two quarters of FY 2022. The trajectory has continued in the third quarter of FY 2022 with 64.4 million average MTUs, growth of 37% Y-o-Y over the 47.1 million average MTUs in Q3 FY 2021.

#### Monthly Transacting Users (MTU)

# MM

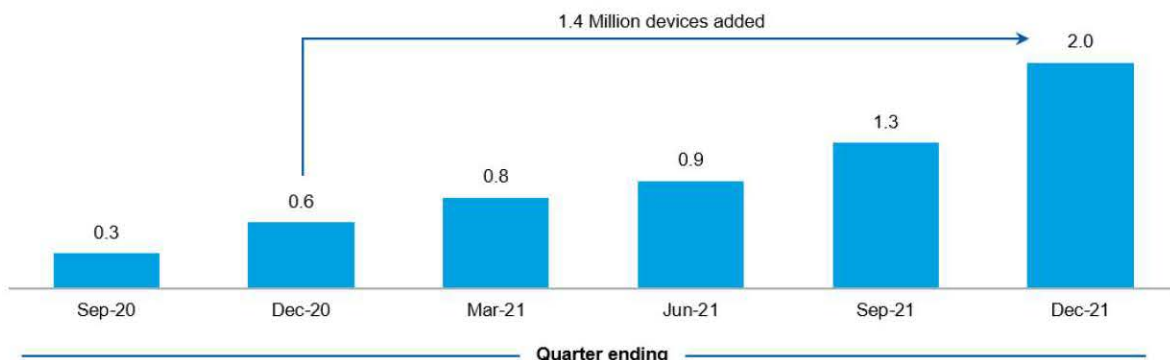


1. Average MTUs for a quarter is the average of MTUs for each month in the quarter

**Over 2 million devices deployed across the country, a measure of our offline payments leadership:** We believe we have the best-in-class devices portfolio and unmatched distribution strength. The total number of devices deployed across our merchant base has increased from 0.9 million as on June 30, 2021 to approximately 1.3 million as on September 30, 2021 to approximately 2.0 million as on December 31, 2021.

#### Total Devices Deployed (POS + Soundbox)

#MM



The table below summarizes the key operating metrics as highlighted above.

		For quarter ending					
		Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Dec-21 y-o-y growth
Number of loans disbursed through Paytm	'000s	881	1,381	1,433	2,841	4,414	401%
Value of loans disbursed through Paytm	INR bn	4.7	6.9	6.3	12.6	21.8	365%
GMV	INR bn	1,121	1,268	1,469	1,956	2,501	123%
Average MTU	million	47.1	50.4	50.4	57.4	64.4	37%
Total devices deployed (cumulative)	million	0.6	0.8	0.9	1.3	2.0	n/a
Monthly GMV / MTU	INR	7,934	8,389	9,719	11,369	12,950	63%

Notes:

1. Exchange rate used \$1 = INR 74.5
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 EMIs on our POS devices