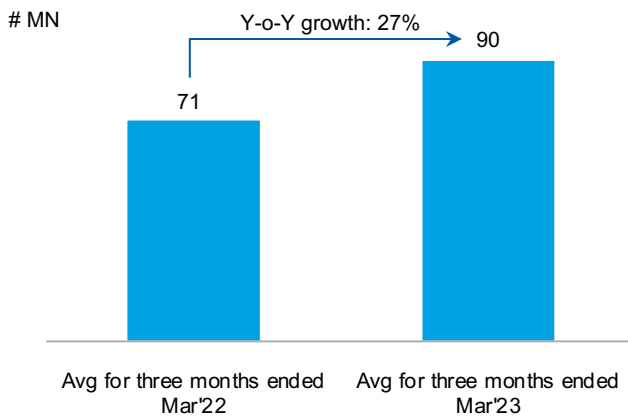


## Paytm Operating Performance Update for Q4 FY 2023 (Updated for Mar'23)

**Continued growth in payments and loan distribution business: Leadership in offline payments strengthens with 6.8 million devices deployed; loan disbursements of Rs 4,468 Cr (\$544 million) in the month of March 2023 through the Paytm platform.**

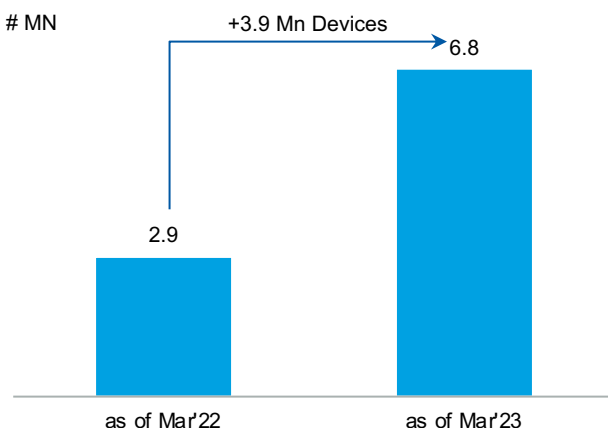
- Average monthly transacting users (MTU) stood at 90 million for the quarter (average for three months ended March 2023), up 27% y-o-y, reflecting continued expansion of our customer base
- Subscription devices like Soundbox and POS machines continue to see increased acceptance by merchants, driving additional payment monetization for us. Number of merchants paying subscription for payment devices has reached 6.8 million as of March 2023, an increase of 1.0 million in the quarter
- Merchant Payment Volumes (GMV) for the quarter (for three months ended March 2023) stood at Rs 3.62 Lakh Cr (\$44 billion), y-o-y growth of 40%
- Our loan distribution business (in partnership with our lender partners) continues to gain scale with disbursements of Rs 4,468 Cr (\$544 million, y-o-y growth of 206%) and 4.1 million loans (y-o-y growth of 63%) disbursed in the month of March 2023 through the Paytm platform

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



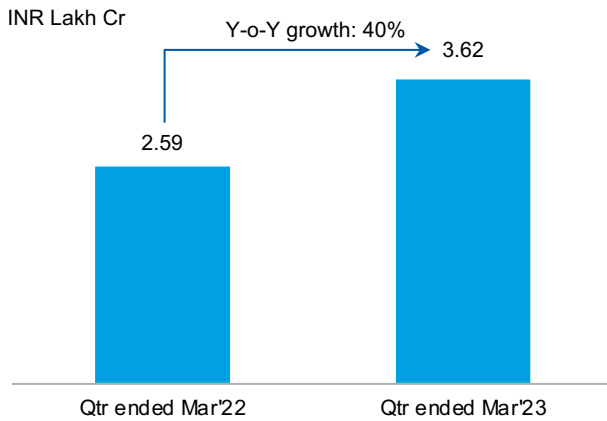
**Robust growth in MTU:** Growing consumer engagement on the Paytm Super App with the average MTU for the quarter (for three months ended March) at 90 million, registering a growth of 27% y-o-y.

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



**New milestone in offline payments leadership:** We continue to strengthen our leadership in offline payments, with 6.8 million merchants now paying subscription for payment devices, an increase of 1.0 million in the quarter ended March 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.

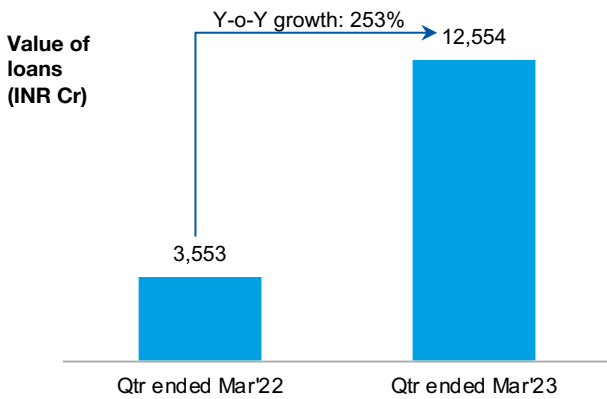
### Gross Merchandise Value (GMV) for the quarter (three months ended March)



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

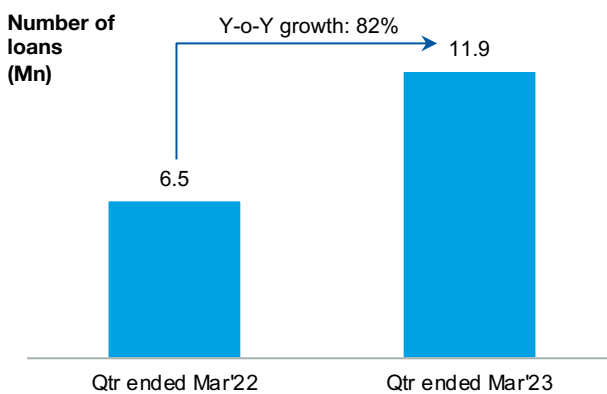
The total merchant GMV processed through our platform for the quarter (for three months ended March) was Rs 3.62 Lakh Cr (\$44 billion), marking a y-o-y growth of 40%. Our focus over the past few quarters continues to be on payment volumes that generate profitability for us, either through net payments margin or from direct upsell potential.

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



#### Loan distribution business continues to scale:

Our loan distribution business (in partnership with top lenders) continues to witness an accelerated growth with total disbursements through our platform for the quarter (for three months ended March) growing 253% y-o-y to Rs 12,554 Cr (\$1,528 million).



Our payments consumer and merchant base offers a large addressable market, thereby providing a long runway for growth. We continue to work with our partners to remain focused on the quality of the book.

## 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)	Million	71	75	80	85	90	27%
Subscription Merchants (cumulative payment devices as of end of the quarter)	Million	2.9	3.8	4.8	5.8	6.8	+3.9 mn devices
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)	Million	6.5	8.5	9.2	10.5	11.9	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 82.2 (as of end of March)

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