



## Paytm Operating Performance Update (October & November 2022)

**Sustained growth in payments and loan distribution business:** Loan disbursements at an annualised run rate of ~Rs 39,000 Cr (\$4.8 billion) in November; leadership in offline payments strengthens with over 5.5 million devices deployed

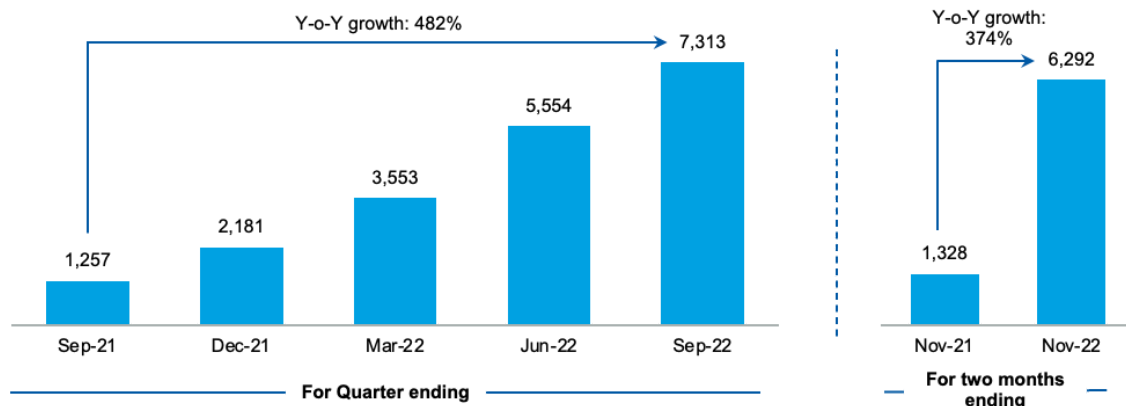
- Loan distribution business scales to 6.8 million loans disbursed during the two months ended November 2022 (y-o-y growth of 150%), aggregating to loan disbursements of Rs 6,292 Cr (\$774 million, y-o-y growth of 374%)
- Leadership in offline payments strengthens with merchants paying subscription for payment devices exceeding 5.5 million
- Consumer engagement is at its highest on Paytm Super App with average monthly transacting users (MTU) at 84 million for the two months ended November 2022, up 33% y-o-y
- Merchant payment volumes (GMV) for the two months ended November 2022 at Rs 2.28 Lakh Cr (\$28 billion) y-o-y growth of 37%

**Loan distribution business continues to scale:** Our loan distribution business (in partnership with top lenders) continues to witness an accelerated growth with disbursements through our platform now at an annualised run rate of ₹39,000 crore in the month of November.

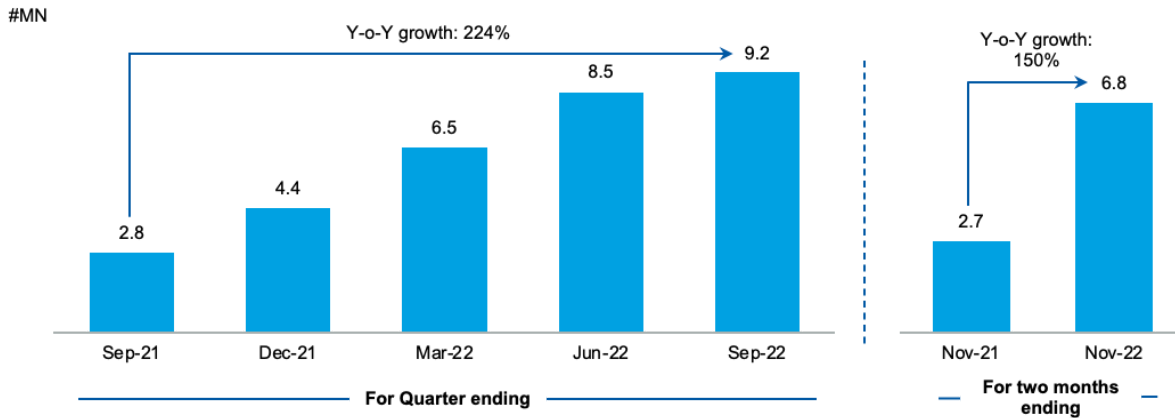
The value of loans disbursed grew 374% y-o-y to Rs 6,292 Cr (\$774 million), while the number of loans disbursed grew 150% y-o-y to 6.8 million cumulative loans for the two months ended November 2022. We see a significant growth runway given low current penetration, while we continue to work with our partners to remain focused on the quality of the book.

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

INR Cr

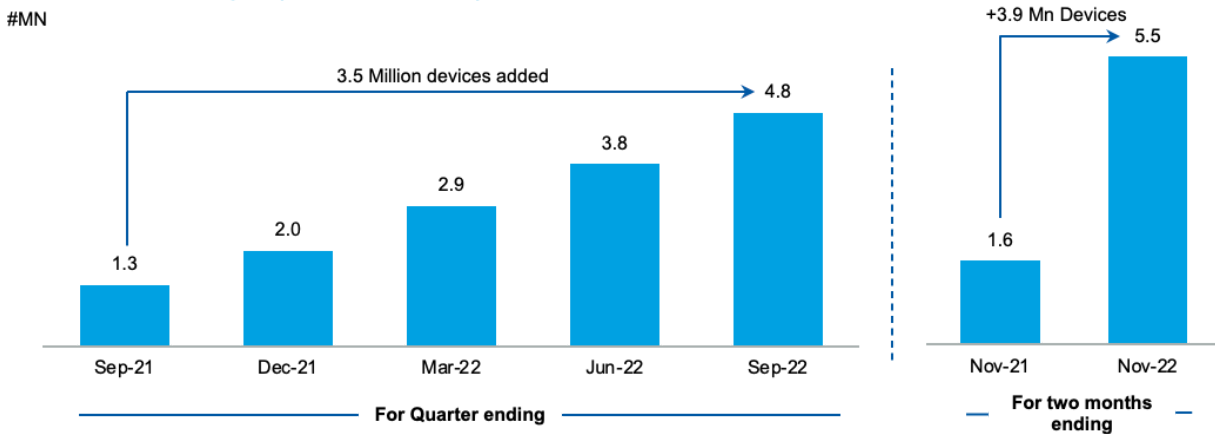


**Number of loans disbursed in each period through Paytm**



**New milestone in offline payments leadership:** We continue to strengthen our leadership in offline payments, with more than 5.5 million merchants now paying subscription for payment devices. With our subscription as a service model, the strong adoption of devices drives higher payment volumes and subscription revenues, while increasing the funnel for our merchant loan distribution.

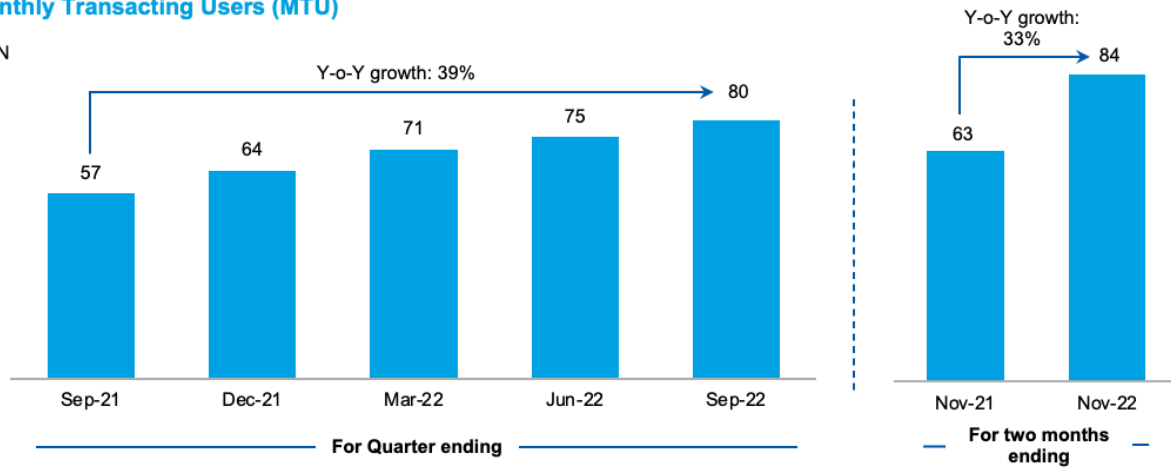
**Total Devices Deployed (POS + Soundbox)**



**Robust growth in MTU:** The Paytm Super App continues to see growing consumer engagement with the average MTU for the two months ended November 2022 at 84 million, registering a growth of 33% y-o-y.

### Monthly Transacting Users (MTU)

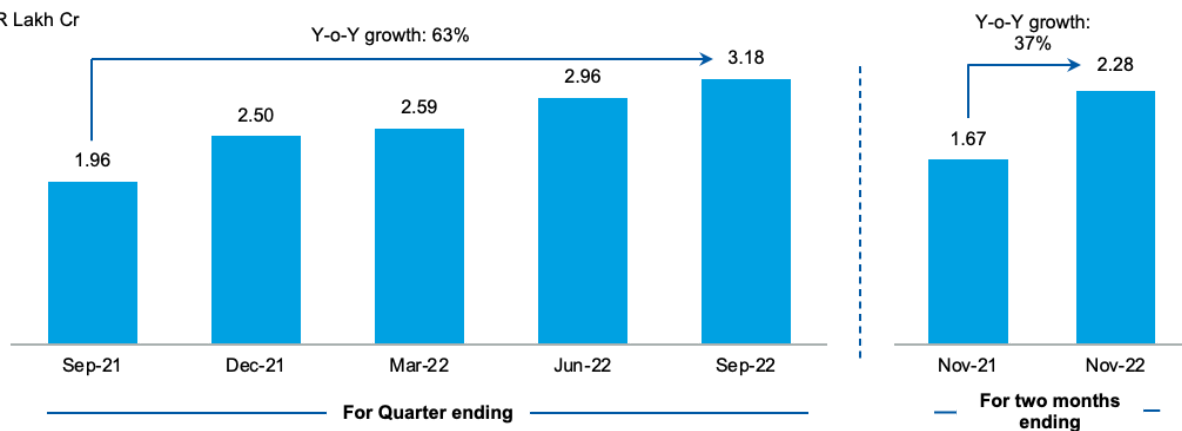
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**Consistent growth in total merchant payments volume:** The total merchant GMV processed through our platform for the two months ended November 2022 aggregated to Rs 2.28 Lakh Cr (\$28 billion), marking a y-o-y growth of 37%. Our focus over the past few quarters continues to be on payment volumes that generate profitability for us, either through net payments margin or from direct upsell potential.

### Gross Merchandise Value (GMV)

INR Lakh Cr



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 81.3 (as of end of November)
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