

## Paytm Operating Performance Update for Q2 FY 2023 (Updated for Sep' 22)

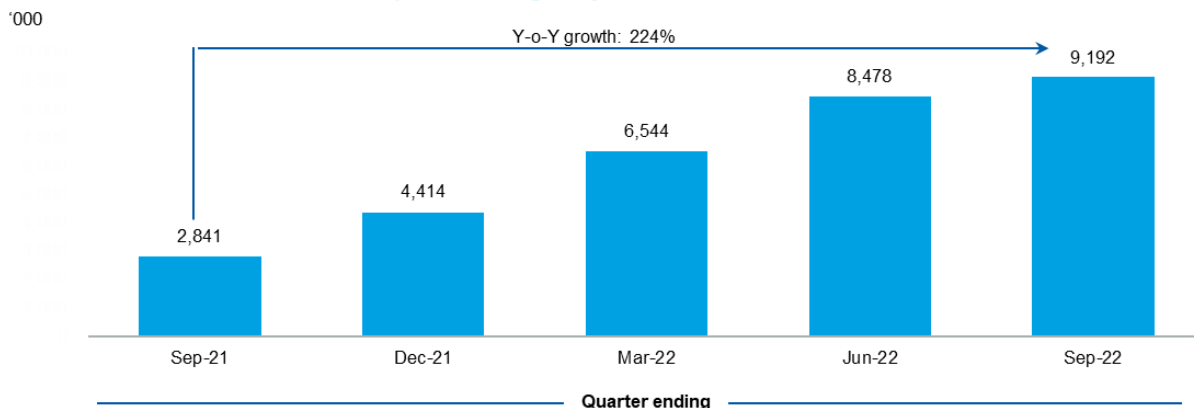
**Sustained growth in payments and loan distribution business:** Loan disbursements at an annualised run rate of ~Rs 34,000 Cr (\$4.1 billion) in September; leadership in offline payments strengthens with over 4.8 million devices deployed

- Loan distribution business scales to 9.2 million loan disbursements during the quarter ended September 2022 (y-o-y growth of 224%), aggregating to loan disbursements of Rs 7,313 Cr (\$894 million, y-o-y growth of 482%)
- Leadership in offline payments strengthens with total number of devices deployed exceeding 4.8 million
- Consumer engagement is at its highest on Paytm Super-App with average monthly transacting users (MTU) at 79.7 million for the quarter ending September 2022, up 39% y-o-y
- 63% Y-o-Y increase in merchant payment volumes (GMV) for the quarter ended September 2022 at Rs 3.18 Lakh Cr (\$39 billion)

**Loan distribution business continues to scale:** Our loan distribution business (in partnership with top lenders) continues to witness accelerated growth with disbursements through our platform now at an annualised run rate of ₹34,000 crore in the month of September.

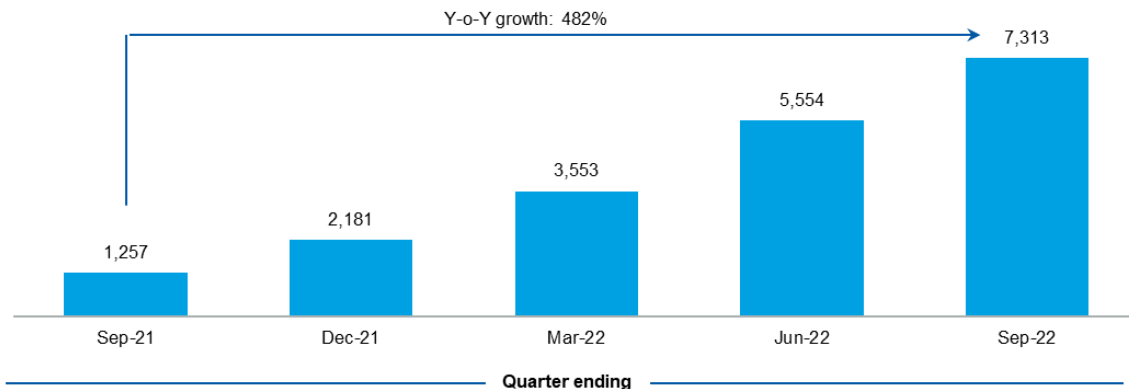
The number of loans disbursed grew 224% y-o-y to 9.2 million loans in the quarter ended September 2022, while the value of loans disbursed grew 482% y-o-y to Rs 7,313 Cr (\$894 million). We continue to see growth and upsell opportunities in this business, while we work with our partners to remain focused on the quality of the book.

Number of loans disbursed in each period through Paytm



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

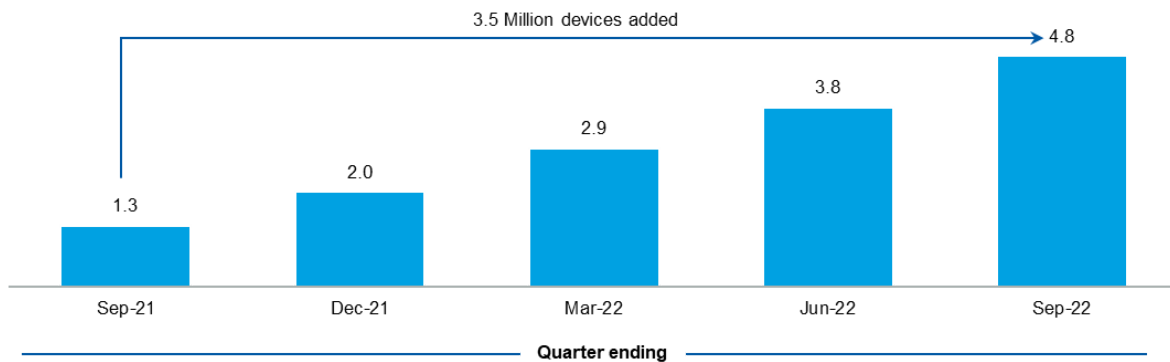
INR Cr



**New milestone in offline payments leadership:** We continue to strengthen our leadership in offline payments, with deployment of 4.8 million devices at merchant stores across the country. 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)**

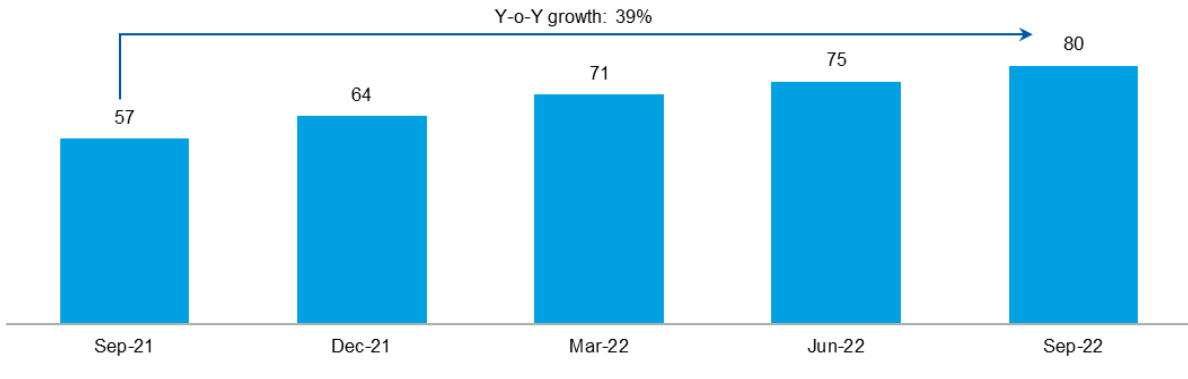
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**Robust growth in MTU:** The Paytm Super App continues to see heightened consumer engagement for the company’s comprehensive payment offerings. We continue to drive user engagement, with the average MTU for the quarter ended September 2022 at 79.7 million, registering a growth of 39% Y-o-Y.

### Monthly Transacting Users (MTU)

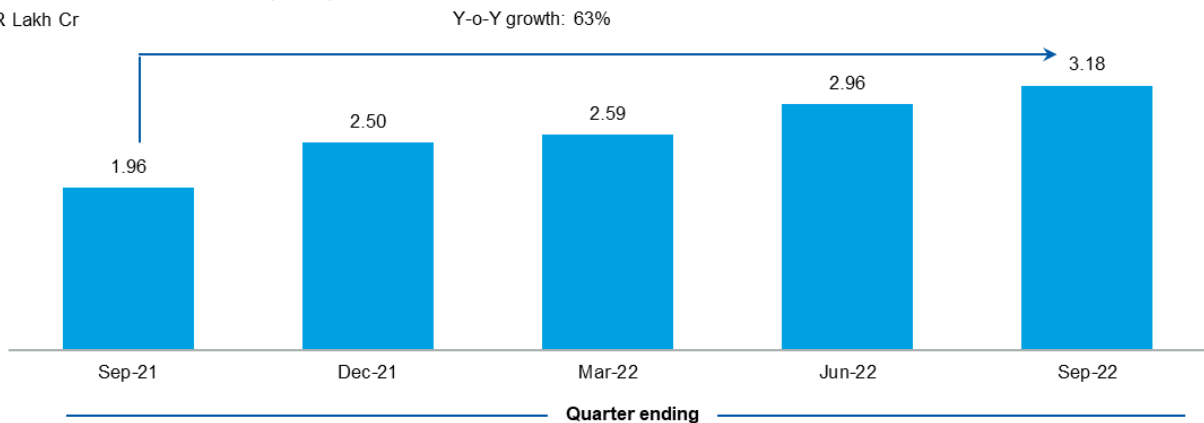
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**Consistent growth in total merchant payments volume:** The total merchant GMV processed through our platform for the quarter ended September 2022 aggregated to Rs 3.18 Lakh Cr (\$39 billion), marking a y-o-y growth of 63%.

### 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 81.8 (as of end of September)
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