



Dear Shareholders,

I am pleased to share our update on operating metrics for the month of October. After our recent quarterly reports which showed strong operating leverage and reduction in EBITDA losses, we are now excited about the next year of our journey, as we get close to EBITDA profitability and free cash flow generation.

In the past ten years, we have embedded our solutions to the last mile - digitising money and enabling small aspirational merchants, artisans, and solution providers to tap into the world of infinite possibilities.

The payment revolution continues in India, with merchants and users enthusiastically adopting digital payment technology. The government incentives to UPI payments and merchants' adoption of our devices and subscription product, is making payments increasingly monetizable and profitable for us.

In parallel, we are now scaling up lending distribution which can bring financial inclusion to hundreds of millions of people in our country. Due to the huge demand for lending in our country, our low penetration and the compounding nature of our lending journey, we are extremely optimistic about the prospects of our lending business.

One year ago, we made our way to the public markets. We are aware of the expectations that Paytm carries, and I assure you that we are on the right path to profitability and free cash flows.

Our journey to build a scalable and profitable financial services business has just started.

Best,

Vijay Shekhar Sharma
Founder and CEO, Paytm