



February 14, 2022

**BSE Limited**  
Dept of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400 001

**National Stock Exchange of India Limited**  
The Listing Department  
Exchange Plaza  
Bandra Kurla Complex,  
Mumbai - 400 051

Scrip Code: 543396

Symbol: PAYTM

**Subject: Update on the operating performance**

Dear Sir / Madam,

In accordance with the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information and in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, please find enclosed herewith an update on the operating performance of the Company for 4<sup>th</sup> Quarter of Fiscal 2022 (updated for January 2022).

Request you to kindly take the same on record.

Thanking you

Yours Sincerely,  
For **One 97 Communications Limited**

**Amit Khera**  
**Company Secretary & Compliance Officer**

*Encl.: As above*

## UPDATE ON THE OPERATING PERFORMANCE OF THE COMPANY DURING FOURTH QUARTER OF FISCAL 2022 (JANUARY 2022 UPDATE)

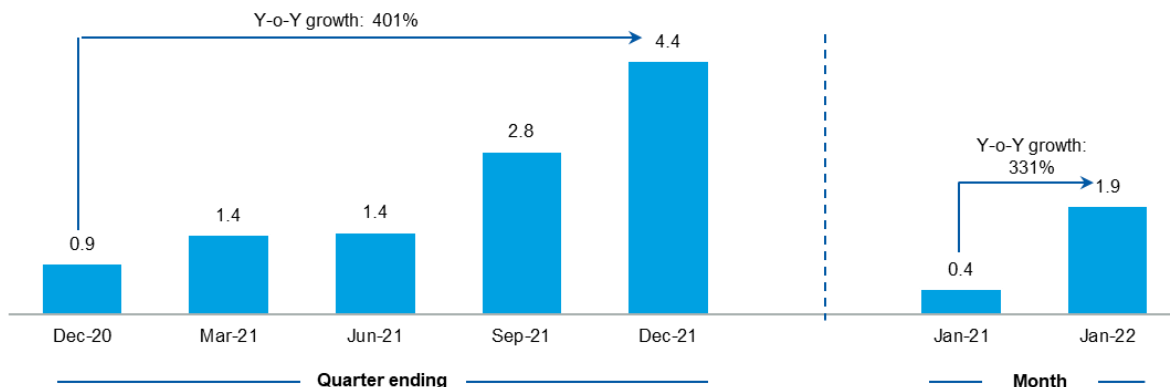
### Paytm logs new record in lending business, strengthens payments leadership

- Lending business scales to 1.9 million loan disbursals during the month, y-o-y growth of 331%; aggregating to a total value of INR 921 Cr (y-o-y growth of 334%)
- Offline payments leadership strengthens further; number of devices deployed stands at 2.3 million
- Highest ever growth in average monthly transacting users (MTU) at 68.9 million, up 40% y-o-y
- Over 105% Y-o-Y increase in GMV, which is the merchant payments processed through all instruments (Paytm Wallet, Paytm Payments bank account, other banks netbanking, credit and debit cards, UPI etc), at INR 83,481 Cr (\$11.2 billion)

**Lending witnesses accelerated adoption:** Number of loans disbursed through our platform grew 331% y-o-y to 1.9 million loans in Jan 2022, while the value of loans disbursed was Rs 921 Cr, an increase of 334% y-o-y. The business saw increased adoption of our lending products, despite some temporary impact of Omicron over a short period of time on merchant lending disbursal volumes.

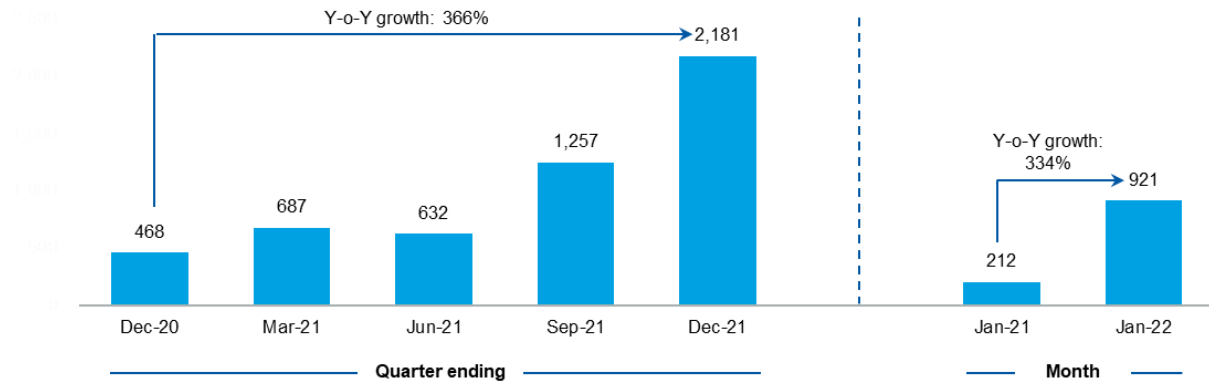
#### Number of loans disbursed through Paytm

# Mn



### Value of loans disbursed through Paytm

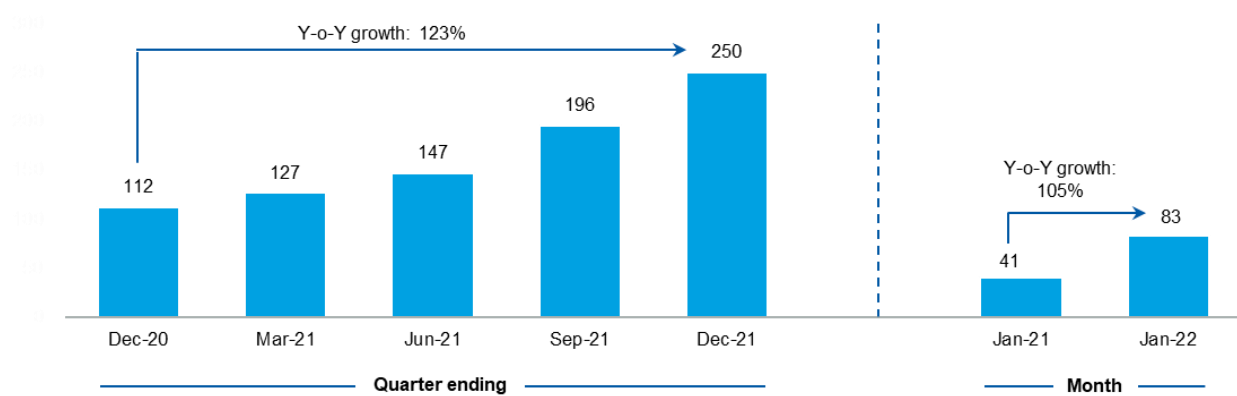
INR Cr



**105% y-o-y growth in GMV:** GMV processed through our platform during January-22 aggregated to approximately INR 83,481 Cr (\$11.2 billion).

### Gross Merchandise Value (GMV)

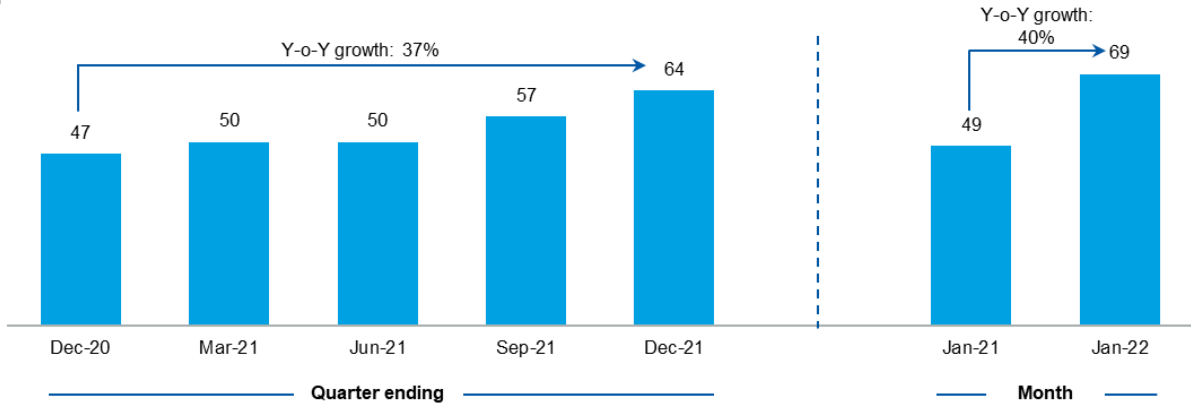
INR '000 Cr



**Records highest-ever user engagement:** Average monthly transacting users (MTU) in Jan 2022 were 68.9 million, growth of 40% Y-o-Y.

**Monthly Transacting Users (MTU)**

# Mn

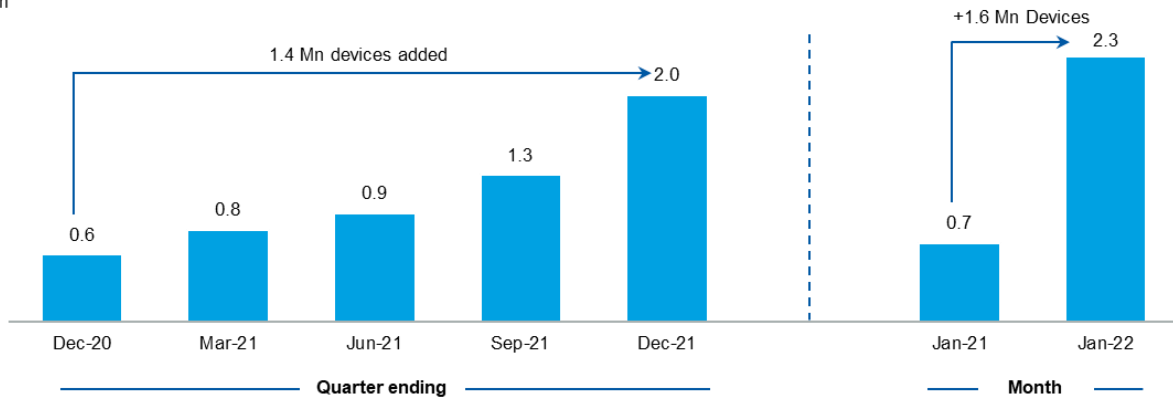


1. Average MTUs for a quarter is the average of MTUs for each month in the quarter

**Over 2.3 million devices deployed** across the country as of the end of January 2022, a measure of our offline payments leadership.

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

#Mn





**Paytm spokesperson** said, “Paytm is witnessing a broad growth across our platform as we continue to register increased adoption of our lending products, Paytm Postpaid (BNPL), merchant loans and personal loans. We are also continuously expanding our offline payments business, with more devices being deployed across the country. Our efforts are seen in the trust our consumers and merchants place in us, as we see record user engagement on the platform.”

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

		For quarter ending						For the month of		
		Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Dec-21 y-o-y growth	Jan-21	Jan-22	y-o-y growth
GMV	INR '000 Cr	112	127	147	196	250	123%	41	83	105%
Average MTU	million	47.1	50.4	50.4	57.4	64.4	37%	49.3	68.9	40%
Number of loans disbursed through Paytm	million	0.9	1.4	1.4	2.8	4.4	401%	0.4	1.9	331%
Value of loans disbursed through Paytm	INR Cr	468	687	632	1,257	2,181	366%	212	921	334%
Total devices deployed (cumulative, end of period)	million	0.6	0.8	0.9	1.3	2.0	n/a	0.7	2.3	n/a

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