



## Paytm Operating Performance Update (as of May 2022)

Paytm lending business at an annualised run rate of over Rs 23,000 Crores (approximately \$3 billion) of loan disbursements through our platform in May 2022; operating performance gains further momentum

- Lending business witnesses rapid growth, with 5.5 million loan disbursals during the two months ending May 2022 (y-o-y growth of 471%). This aggregates to loan value of Rs 3,576 Cr (\$476 million) in the first two months of the quarter (y-o-y growth of 829%)
- Continued leadership in Offline payments with number of devices deployed crossing 3.4 million as of May 2022
- Increased user engagement on Paytm Super App with average monthly transacting users (MTU) at 74.3 million for the two months ending May 2022, up 48% y-o-y
- 105% Y-o-Y increase in merchant payment volumes (GMV) for the two months ending May 2022 at Rs 1.96 Lakh Cr (\$26.2 billion)

**Lending business continues to register significant growth:** Our lending business (in partnership with blue-chip lenders) continues to grow at a rapid pace and brings us an attractive profit pool. The number of loans disbursed through our platform grew 471% y-o-y to 5.5 million loans in two months ending May 2022, while the value of loans disbursed grew 829% y-o-y to Rs 3,576 Cr (\$476 million). We are also seeing increases in average ticket size due to the scale-up of the personal loans business in particular.



## Number of loans disbursed through Paytm







Value of loans disbursed through Paytm

**Over 100% y-o-y growth in merchant payments volume:** The merchant GMV processed through our platform for the two months ending May 2022 aggregated to approximately Rs 1.96 Lakh Cr (\$26.2 billion), marking a y-o-y growth of 105%.



**User engagement continues to see robust growth:** The Paytm Super App with its comprehensive offerings is the one-stop destination for diverse payments needs of millions of users in India. This has also led to new milestones achieved in user engagement, with the average monthly transacting users (MTU) for the two months ending May 2022 at 74.3 million, registering a growth of 48% Y-o-Y.







Monthly Transacting Users (MTU)

**Offline payments leadership grows stronger:** Our leadership in offline payments continues with deployment of 3.4 million devices at merchant stores across the country. The strong adoption of devices also has a correlation with the rise in merchants eligible for loans from our platform.



Total Devices Deployed (POS + Soundbox) #MM

## 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 75
- 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