



AKIKO GLOBAL SERVICES LIMITED

Date: 09-01-2026

**To,
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor |
Plot No. C/1, G Block Bandra - Kurla Complex
Bandra (E), Mumbai - 400051**

**Symbol: AKIKO
ISIN: INE0PMR01017**

Sub: Submission of Key Discussion Summary for Business Update Conference Call

Dear Sir/Ma'am,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the summary of key discussions and business updates shared by the management during the Business Update Conference Call.

This is for your information and records.

Please take the same on your records.

**For and on behalf of
Akiko Global Services Limited**

**Priyanka Dutta
Managing Director
DIN: 08475220**

AKIKOGLOBALSERVICESLIMITED

AchievingGlobalExcellence

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Akiko Global Services Limited

Business Update Conference Call – Key Discussion Summary

Date: December 02, 2025

Management Participants

Mr. Ankur Gaba – Founder & Promoter, Akiko Global Services Limited

Overview of the Call

Akiko Global Services Limited conducted a Business Update Conference Call with investors and analysts to provide an overview of its current business performance, growth strategy, and upcoming launch of its consumer super app, **AkikoPay**.

The management discussed the company's core distribution business, financial performance, future revenue guidance, product roadmap, and long-term vision.

Company Profile & Core Business

Akiko Global Services Limited operates as a financial products distribution platform, partnering with over 40 leading banks and NBFCs, including HDFC Bank, Axis Bank, Bajaj Finance, Yes Bank, IDFC, and others.

The company distributes:

- Credit Cards
- Personal Loans
- Business Loans
- Home Loans & Mortgages
- Other retail financial products

The brand operates under MoneyFair.com, leveraging a hybrid technology + feet-on-street model, positioning itself as a “semi-FinTech” platform.

Financial Performance Highlights

- **FY25 Revenue:** ₹76.5 Cr
- **FY26 Revenue (H1):** ₹64.5 Cr
- **PAT Margin:** Consistently maintained at **9%–11%**

- **Business Mix:**
 - Credit Cards: ~40%
 - Loans (Personal, Business, Home, Mortgage): ~60%

Unit Economics:

- Revenue per credit card: ₹3,000–₹4,000
 - Loan distribution yield: 3%–4%
 - No credit risk borne by the company; all lending risk remains with partner banks/NBFCs.
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Growth Drivers & Operating Model

- ~80% of customer acquisition is technology-led via:
 - Website & API integrations
 - Digital marketing (Instagram, Facebook, WhatsApp, YouTube)
 - ~20% through on-ground distribution (4,000+ workforce)
 - Daily inbound traffic of 8,000–15,000 customers
 - Strong cross-sell and repeat customer behavior
 - Monthly business growth of 4%–6%, driven by:
 - Increased aggregation partnerships
 - AI-enabled calling & conversion
 - Addition of new financial products
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AkikoPay – Consumer Super App (Upcoming Launch)

Vision

AkikoPay is positioned as a next-generation financial and lifestyle super app, combining payments, credit, banking, travel, insurance, investments, and AI-driven financial intelligence.

Key Features

- Digital Wallet
- RuPay Prepaid Card (instant issuance)
- UPI Payments
- Bill Payments & Recharges
- Credit Card & Loan Marketplace
- Credit Score & Report (real-time refresh)

- AI-based credit card & loan recommendations
- Travel bookings (flights, hotels, buses)
- Insurance & Mutual Funds
- Credit-to-Wallet facility (credit card to wallet transfer)

Differentiation

- Unlike peers, AkikoPay leverages a 25 million customer database built over 20+ years
 - Very low customer acquisition cost
 - Ability to pass a significant share of MDR benefits back to users as cashback
 - AI-based contextual recommendations (e.g., best card to use at a specific merchant)
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AkikoPay Monetisation Model

- MDR income from prepaid card usage
- Platform fee on credit-to-wallet transfers
- Commission from banks/NBFCs for credit products
- Travel, insurance, and investment commissions
- No lending risk on company balance sheet

Margin Guidance (AkikoPay)

- Year 1 PAT Margin: 10%–15%
 - Steady-state PAT Margin: 20%–30%
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Customer & Scale Targets

- 1 million users within 6 months of launch
 - 25–30 million users over the next 3 years
 - Existing database: ~25 million financially active customers
 - Tier mix:
 - ~60% Tier-1
 - ~40% Tier-2/3/4
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Revenue Guidance (Excluding AkikoPay)

- **FY26:** ₹160 Cr
- **FY27:** ₹300 Cr

- Growth visibility supported by:
 - Existing aggregation scale
 - Expansion into mortgages & home loans
 - AI-driven productivity improvements

AkikoPay revenue has not been included in official guidance yet, pending initial traction and scale visibility.

Mortgage & Home Loan Segment

- Average ticket size: ~₹70 lakhs
 - Commission:
 - Home Loans: ~0.9%
 - Mortgages: ~1.5%
 - Target contribution: ~30%–35% of loan book by FY26
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International Expansion – Dubai

- ~250 visas operational; additional 150 approved
 - Expected headcount: ~300+
 - **Revenue target (Dubai): ₹60 Cr annually**
 - India revenue expected at ~₹240 Cr in the same period
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Risk Profile & Balance Sheet

- No credit risk taken by the company
 - Receivable cycle: 30–120 days (rotational)
 - Top 5 banking partners contribute ~60% of revenue
 - Diversified partnerships with 40+ banks/NBFCs
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Long-Term Vision

Management reiterated its focus on:

- Profitable growth
- Scalable technology
- Low CAC, high-engagement customers

- Building one of India's leading consumer financial super apps

The management expressed confidence in delivering sustainable growth while maintaining disciplined margins.
