



**Date: 17-07-2025**

**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**

**Sub: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")- Investor Presentation.**

**Dear Sir/Ma'am,**

Pursuant to Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015, ("SEBI Listing Regulations"), Please find enclosed herewith the Investor Presentation, June 2025, titled "Achieving Global Excellence". The said presentation covers, inter alia, the Company's business overview, financial highlights for FY 25, strategic initiatives, and future growth outlook etc.

This is for your information and records.

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

**Priyanka Dutta  
Managing Director  
DIN: 08475220**

**AKIKO GLOBAL SERVICES LIMITED**

*Achieving Global Excellence*

Add: 11<sup>th</sup> Floor, Office No-8/4-D, Vishwadeep Building, District Centre, Janakpuri, New Delhi-110058  
Contact No: 011-40104241 Email: support@akiko.com CIN No: L74999DL2018PLC335272

# AKIKO GLOBAL SERVICES LIMITED



**"ACHIEVING GLOBAL EXCELLENCE"**  
Investor Presentation | June 2025



# SAFE HARBOUR

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# MISSION & VISION

## Vision

To advance a work culture that encourages singular development, solidarity, and innovation to conquer difficulties and accomplish objectives. To support thoughts, ability and work frame.

## Value

Akiko as a company value customer trust and integrity, excellence and customer value, fair practices, and processes.

## Mission

We aim to becomes the largest assets financing company in the country tomorrow, so we began the smallest dream today

# MESSAGE FROM THE FOUNDER

“

When I started Akiko Global Services Limited, it was fuelled by a simple yet powerful belief: that navigating the world of financial products, like credit cards and loans, should not be complicated. We saw a clear need to bridge the gap between financial institutions and individuals, making essential products more accessible to everyone. This belief is the passion that continues to drive us every single day.

At Akiko Global, our growth is powered by a unique blend of innovation and human connection. Our robust digital acquisition and aggregation models ensure a seamless, data-driven customer journey, while our 500+ skilled tele-calling professionals provide the personalized support that builds trust and drives conversions. This hybrid model—where technology meets empathy—enables us to reach a broader audience, deliver exceptional service, and connect the right customers with the right financial products, every time.

Akiko Global stands out in the financial distribution space with a unique hybrid acquisition model that blends the efficiency of digital with the trust of human interaction. While many competitors are either fully digital or agent-driven, we bring together the best of both worlds. Our strong online presence ensures a fast, seamless application experience, while our 400-member assisted team, backed by tele-calling support, provides personalized guidance—especially crucial for complex products like loans. This dual approach allows us to cater to varied customer preferences and achieve higher conversion rates, while our deep partnerships with banks and NBFCs further strengthen our reach and impact.

FY25 marked a pivotal year for Akiko as we achieved strong growth and financial stability. We closed the year with ₹76.3 crore in consolidated revenue, a robust ~97% YoY growth on a standalone basis. Our EBITDA stood at ₹11.53 crore with a healthy 15.10% margin, while PAT reached ₹7.39 crore at a 10.35% margin—reflecting our focus on profitability even as we expanded operations. With the successful consolidation of our subsidiaries and continued investment in digital infrastructure, we are well-positioned to enter new verticals like insurance and NBFC lending in the coming year. Our priority remains scaling sustainably while delivering long-term value to all stakeholders.

Looking ahead, our vision is to revolutionize how financial products are distributed. We aim to continuously enhance our digital capabilities while strengthening our assisted model, creating a truly integrated and customer-centric ecosystem. We believe that by combining cutting-edge technology with dedicated human support, we can empower more individuals and businesses to achieve their financial aspirations. We are incredibly excited about the future and grateful for the trust you place in us.

”



**ANKUR GABA**  
FOUNDER & PROMOTER

# COMPANY OVERVIEW

**Founded:** 2018

**Headquarters:** New Delhi, India

Akiko Global Services Ltd. is a technology-driven financial distribution platform specializing in consumer credit products, including credit cards, personal loans, business loans, and home loans. By leveraging a semi-digital, semi-personal distribution model, Akiko bridges the gap between financial institutions and underserved customer segments across India.

## What Sets Akiko Apart ?

**Fintech-Enabled Model:** Integrates digital marketing, CRM systems, and bureau-based targeting with physical outreach.

**Vertically Integrated Approach:** Subsidiary consolidation enhances operational efficiency and profitability.

**Profitable Since Inception:** Strong financial performance with double-digit EBITDA and PAT margins.

**Scalable Infrastructure:** Operates 2,000+ kiosks nationwide and maintains deep relationships with banks and NBFCs.

## FY25 Key Highlights

**Revenue from Operations (Consolidated):** ₹ 76.3 crore, reflecting a strong start to vertical integration and product expansion.

▮ **Year-on-Year Growth:** ~97% standalone growth over FY24.

**EBITDA:** ₹ 11.53 crore (15.10% EBITDA margin).

**PAT:** ₹ 7.39 crore (10.35% PAT margin), demonstrating sustainable profitability despite investments in new verticals.

# OUR JOURNEY



# MEET OUR TEAM



**ANKUR GABA**  
Founder & Promoter

Mr. Ankur Gaba, is the Promoter and Business Development Head of Akiko. With over 20 years of experience in the financial industry, he has been instrumental in shaping the company’s strategic direction since inception. A hands-on leader, Mr. Gaba drives innovation, operational efficiency, and customer-centric growth—believing that streamlined processes and empowered people are key to success in today’s digital era.



**MS. PRIYANKA DUTTA**  
Managing Director

Ms. Priyanka Dutta is an accomplished board director with 15 years of leadership experience across both non-profit and for-profit sectors. Known for her strategic acumen and governance expertise, she excels in organizational management, HR strategy, and compliance. Tech-savvy and results-driven, she brings energy, insight, and a solutions-oriented mindset to every boardroom.



**RICHA ARORA**  
Director & Chief Financial Officer

Ms. Richa Arora is the Promoter Director and CFO of Akiko. With 14 years of leadership experience, she is a results-driven professional known for building high-performing teams and driving operational excellence. Her expertise spans strategic planning, financial management, and stakeholder engagement, backed by a strong track record in streamlining business functions and fostering sustainable growth.

# MEET OUR TEAM



**GURJEET SINGH WALIA**  
Executive Director

Mr. Gurjeet Singh Walia, is the Promoter and Director of Akiko. With 14 years of experience across for-profit and nonprofit sectors, he brings deep expertise in strategic planning, corporate finance, and market dynamics. His strong grasp of corporate law and leadership best practices, combined with exceptional communication and organizational skills, makes him a key pillar in Akiko’s growth journey.



**MR. PUNEET MEHTA**  
Promoter

Mr. Puneet Mehta, is the Promoter of Akiko. A certified professional in Computer Applications from NIT, he is a results-driven leader with a proven track record of building high-performance teams and driving business transformation. With deep expertise in board governance, financial management, and strategic growth, he excels at fostering strong global stakeholder relationships and enhancing organizational efficiency.

# LEADERSHIP BOARD



**ANKUR GABA**

Business Development Head



**PRIYANKA DUTTA**

Managing Director



**PUNEET MEHTA**

Promoter



**RICHA ARORA**

Director & Chief Financial Officer



**GURJEET SINGH WALIA**

Executive Director



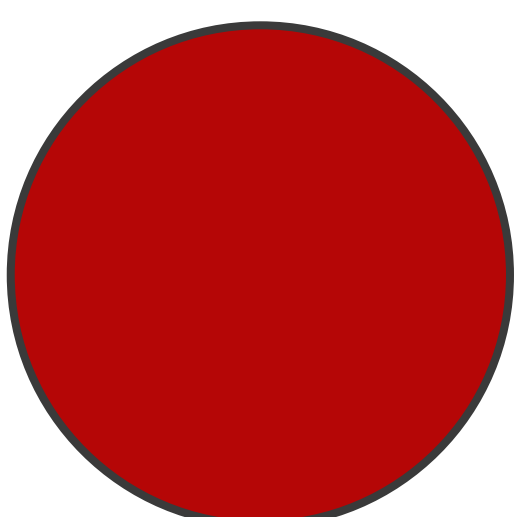
**JAGJIT SINGH**

Independent Director



**TARUN GAHLOT**

Independent Director



**NAVEEN GUPTA**

Non Executive Director

# REVENUE MODEL

01

## LOANS:

- Commissions earned on the disbursal value of loans, primarily personal loans and business loans.
- Average commission: **~3-3.5%** of the loan amount (e.g., ₹35,000 on a ₹10 lakh loan).
- Major contributor to revenue, accounts for the largest share of the business portfolio.

02

## CREDIT CARDS:

- Flat fee per card activation, earned from partner banks/NBFCs.
- Average commission per card: **₹2,800–₹3,000**.
- Smaller in volume compared to loans but yields higher per-unit revenue.



03

## PLANNED INSURANCE & MUTUAL FUNDS:

- Distribution model under development, will generate commissions on policies sold (life and/or general insurance).
- Mutual fund distribution planned as an agency model (similar to insurance), earning upfront or trail commissions.

04

## LEAD AGGREGATION:

- Operates through a lead aggregation model, leveraging sub-channels for revenue generation.
- Recent monthly disbursements: **₹200 crore**.

## COMMISSION STRUCTURE

- **Loans:** ~3.5% of loan disbursal value (e.g., ₹35,000 on ₹10 lakh loan).
- **Credit Cards:** ₹2,800–₹3,000 per activated card.
- **Aggregation Model:** 90–95% payout distributed based on lead volume; gross margin around 10–12%.

# CUSTOMER ACQUISITION MODEL





## CREDIT CARDS

Extensive range of credit card offerings from leading private and PSU banks.

Tailored acquisition strategies to match customer profiles (salary, usage, rewards preferences).

High-value commissions per card activation (₹2,800–₹3,000).



## PERSONAL & BUSINESS LOANS

Sourcing unsecured personal loans for salaried and self-employed segments.

Business loans catering to MSMEs for working capital and growth.

Flexible tenures and competitive interest rates negotiated with partners.



## MORTGAGE/ HOME LOANS

Home loan sourcing for salaried and self-employed customers.

Assistance with documentation, application, and bank partner liaison.

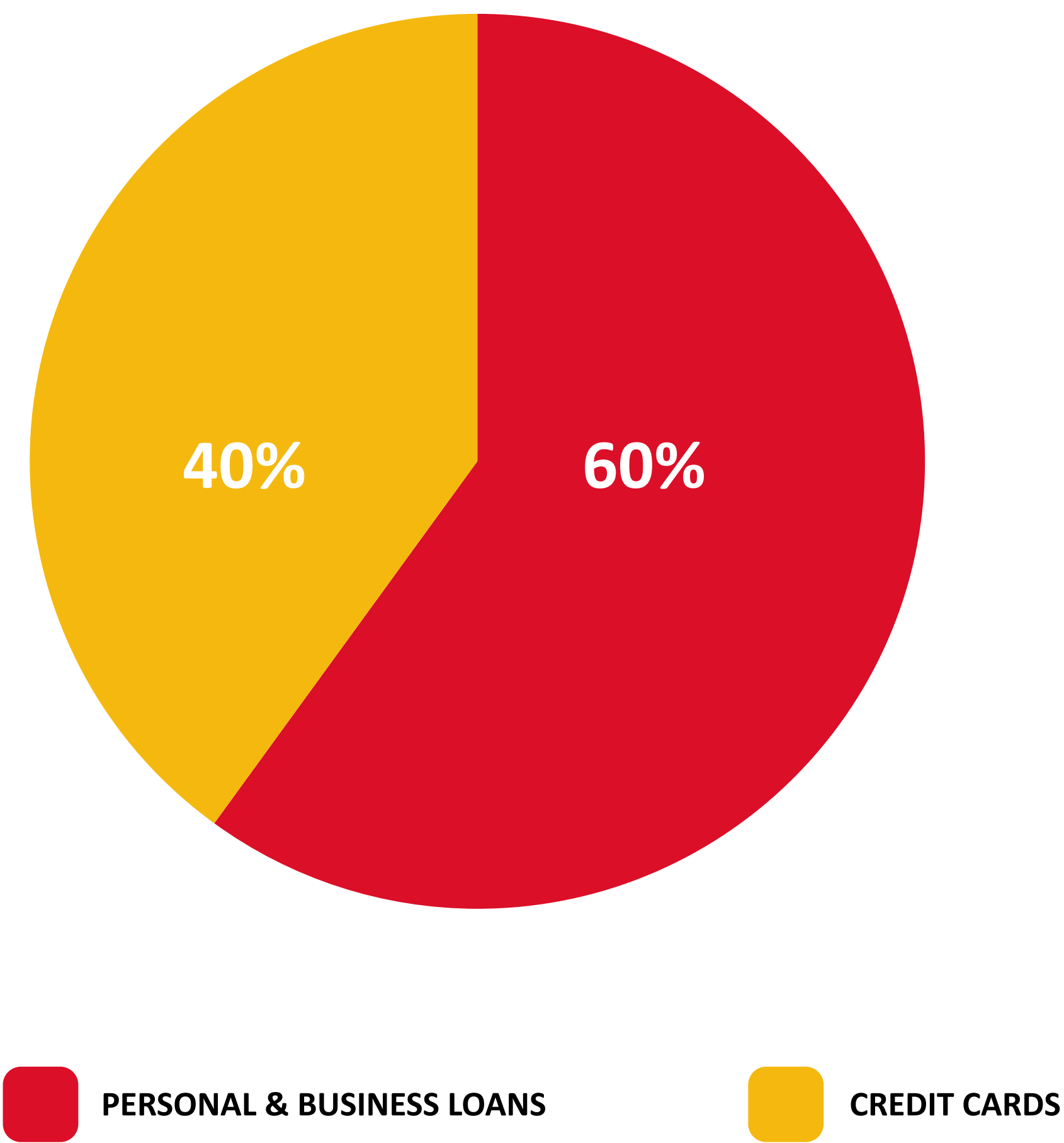
Focus on Tier II and Tier III markets through kiosk and digital acquisition channels.

# SEGMENT-WISE BUSINESS BREAKDOWN

## AKIKO GLOBAL SERVICES LTD.

SEGMENT	DESCRIPTION	REVENUE MODEL	CURRENT CONTRIBUTION & COMMENTS
Personal Loans & Business Loans	Unsecured loans offered to salaried individuals, self-employed professionals, and MSMEs for working capital and business expansion.	~3-3.5% commission on loan disbursal	<b>Major revenue contributor;</b> part of 55-60% of core business mix
Mortgage/Home Loans	Long-tenure secured loans for home purchase or refinancing	Commission-based, varies by bank	Moderate focus; facilitated via kiosks and physical sourcing
Credit Cards	Sourcing credit card applications for partner banks	₹2,800–₹3,000 commission per activated card	Lower volume vs loans but higher per-unit margin

Contribution to Total Business



## Personal & Business Loans

- Revenue Model: ~3-3.5% commission on loan disbursal
- Gross Profit Margin: ~10-15% of total payout

## Mortgage / Home Loans

- Aggregation Model with 90-95% payout
- Contribution: ~5-10% of total business

## Credit Cards

- Revenue per: ₹ 2,800 to 3,000
- CAC: Around 75-80% of revenue
- Gross Profit Margin: ~ 25%

# KEY CUSTOMERS & PARTNERSHIPS

## BANKING PARTNERS



## NBFC RELATIONSHIPS



## CREDIT BUREAU PARTNER



# KEY DIFFERENTIATORS

01

Profitable, commission-based revenue model with no-burn strategy.

02

Proprietary customer database and high-quality digital marketing.

03

98% staff retention ensures consistent execution and low attrition.

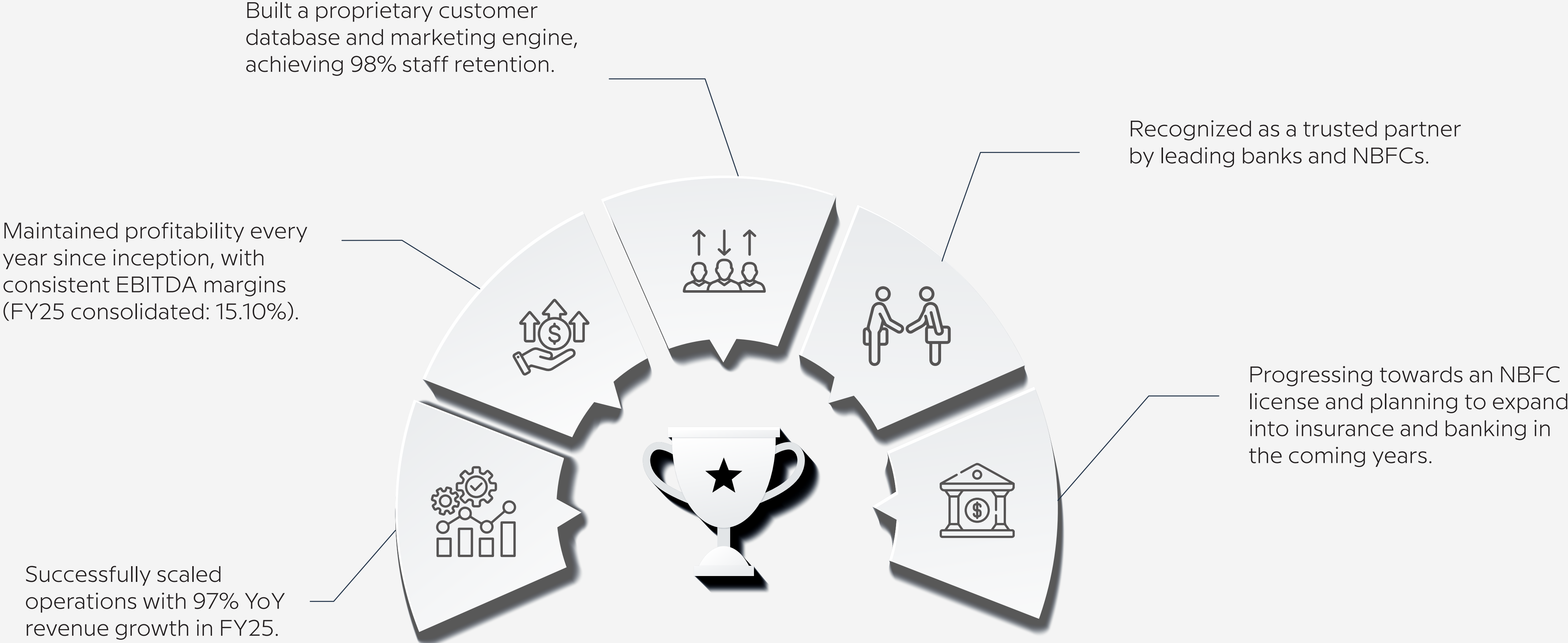
04

Strong partnerships with banks and NBFCs.

05

Proven ability to scale operations while maintaining financial discipline.

# KEY ACHIEVEMENTS TO DATE



# COMPETITIVE ADVANTAGES

## TARGETED DIGITAL ACQUISITION:

Akiko employs a multi-channel digital strategy, including tele-calling, corporate activities, feet-on-street, and digital marketing, to acquire customers efficiently. This approach allows for precise targeting and higher conversion rates compared to traditional mass marketing methods.

## HIGH-MARGIN CREDIT CARD SEGMENT:

Despite lower volume, the per-unit margin on credit cards is strong (~₹2,800–3,000 per activation).

## CUSTOMIZED CRM INTEGRATION:

The company utilizes a customized Customer Relationship Management (CRM) system to manage and monitor leads effectively. This system enhances lead qualification, online customer engagement, and conversion optimization.

## AGGREGATION MODEL AT SCALE:

**Handles** ~90% of overall volume via its aggregator layer, ensuring operational efficiency with minimal overhead.

## STRONG PARTNER RELATIONSHIPS:

Akiko's business model involves acting as a Direct Selling Agent (DSA) for major banks and Non-Banking Financial Companies (NBFCs), indicating established trust and ongoing partnerships.

## PAN-INDIA KIOSK NETWORK:

Supports customer engagement in Tier 2/3 cities, expanding reach beyond metros.

## CUSTOMIZED SOLUTIONS:

The company's ability to integrate its CRM with external systems and APIs allows for tailored solutions, fostering repeat business and long-term partnerships.

## STRONG COMPLIANCE & DATA PRACTICES:

Adopts consent-based marketing and aligns with RBI/Digital Lending norms for sustainable growth.

# GROWTH DRIVERS

01

**PRODUCT DIVERSIFICATION**

Expansion into insurance and mutual funds enables deeper customer engagement and broader wallet share.

02

**BUSINESS CONSOLIDATION**

Integration of subsidiaries and Dubai operations enhances operational efficiency and contributes to revenue growth.

03

**SCALABLE DIGITAL LEAD GENERATION**

Low-cost, high-volume customer acquisition via WhatsApp, SMS, Instagram, and YouTube.

04

**UNDERSERVED MARKET PENETRATION**

Focus on Tier 2/3 cities and semi-urban areas with limited access to formal credit expands addressable market.

05

**NBFC LAUNCH (FY26)**

Direct lending capability will improve margins, credit control, and customer-level profitability..

06

**CROSS-SELL POTENTIAL**

Broader product suite allows upselling (e.g., loans + insurance + mutual funds), boosting customer lifetime value.

07

**STRATEGIC FUNDRAISING**

Planned capital infusion to support expansion, tech upgrades, and future lending book.

08

**DATA-DRIVEN PERSONALIZATION**

Consent-based marketing and analytics enable smarter, more profitable product matching.

09

**OPERATIONAL EFFICIENCY**

Receivables cycle optimization (target: 60–70 days) improves cash flow and scalability.

10


**REGULATORY TAILWINDS**

Supportive digital lending and financial inclusion policies align with Akiko’s platform model.

# STRATEGIC VISION, GROWTH ROADMAP & FUTURE OFFERINGS


## Vision & Long-Term Goals

**10-Year Goal:**  
Transform into a full-service banking institution.




**FY26 Revenue Target:**

- ▶ ₹150 Cr (organic growth, without external fundraising)
- ▶ ₹200 Cr (with planned external fundraising)




**Digital-First Focus:**  
Enhance CRM, analytics, & consent-driven marketing



**Operational Efficiency:**

- ▶ Tight cost control
- ▶ Receivables cycle target: 60–70 days



## Strategic Diversification Beyond Credit & Loans

Akiko Global is expanding into insurance and mutual funds, unlocking new, scalable revenue streams and enhancing customer lifecycle value.

### Insurance Distribution Model

**Revenue Model:** Commissions on policy sales + renewal commissions

**Channel Strategy:**

- Digital acquisition** for broad reach
- Tele-calling support** to assist with complex decisions & paperwork

### Mutual Fund Distribution Model

**Revenue Model:** Trail commissions from Asset Management Companies (AMCs)

- ▶ Based on percentage of **Assets Under Management (AUM)**

**Growth Lever:** Commissions grow as AUM increases via client inflows & market appreciation

**Platform Focus:**

- Easy-to-use interface for SIPs & lump sum investments
- Designed to attract both new & seasoned investors

## Strategic Outcome

These new verticals will diversify Akiko’s income, create recurring revenue streams & position the company as a full-spectrum financial distributor.

## Industry Size & Growth Potential

- ▶ **Indian Consumer Lending Market:** The Indian consumer lending market is projected to grow from USD 59.5 billion in 2025 to USD 210 billion by 2031, representing a robust CAGR of approximately 23.45%.  
<https://www.techsciresearch.com/report/india-consumer-finance-market/3205.html>
- ▶ **Credit Card Market:** The number of active credit cards in India is projected to double from 108 million in FY24 to 200 million by FY29, growing at a CAGR of ~15% (PwC). The market size is expected to surge from USD 150 billion to USD 350 billion by FY28, driven by digital payments adoption and fintech innovation.  
<https://economictimes.indiatimes.com/industry/banking/finance/credit-card-market-in-india-to-double-by-2028-29-pwc/articleshow/113049163.cms>
- ▶ **Unsecured Personal Loans:** The unsecured personal loan market in India is projected to grow from USD 4.5 billion in 2024 to USD 77.7 billion by 2032, at a CAGR of 15.8%.  
<https://www.marketsanddata.com/industry-reports/india-personal-loan-market>
- ▶ **Insurance & Mutual Funds:** The Indian insurance market is projected to expand from USD 321.5 billion in 2024 to USD 972.1 billion by 2034, at a CAGR of 11.7%. Mutual Fund AUM reached ₹69.99 lakh crore (₹69.99 trillion) by April 2025; projected to grow from USD 0.78 trillion in 2025 to USD 1.78 trillion by 2030 (CAGR: ~18%).  
<https://www.expertmarketresearch.com/reports/india-insurance-market>  
[https://www.amfiindia.com/Themes/Theme1/downloads/AMFIMonthlyNote\\_April2025.pdf](https://www.amfiindia.com/Themes/Theme1/downloads/AMFIMonthlyNote_April2025.pdf)

### Target Customer Segments

- Urban Mass Market:** Salaried professionals and self-employed individuals seeking convenient access to credit.
- Tier II & III Customers:** Growing adoption of digital channels for financial products, yet under-served by traditional banks.
- Micro & Small Businesses:** MSMEs seeking unsecured credit to fuel growth.
- Young Professionals:** First-time credit seekers and digital-savvy millennials.

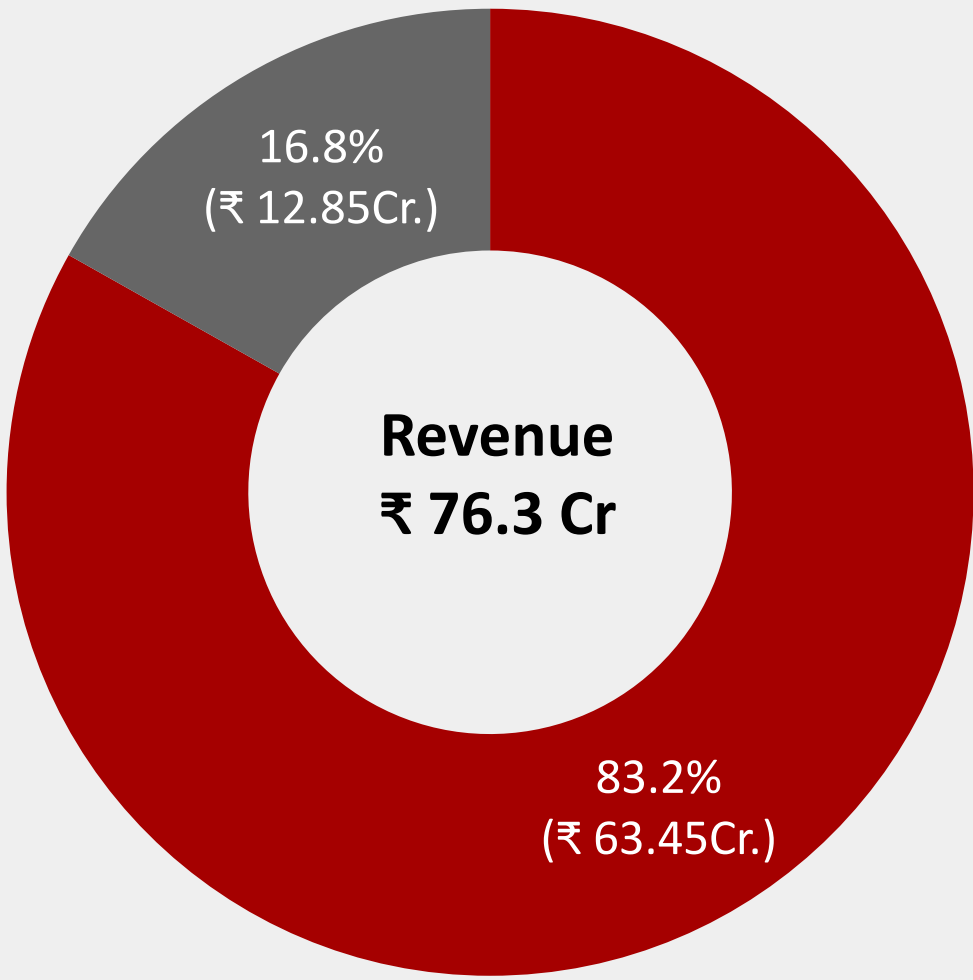
### Addressable Market

- Estimated **150–200 million potential customers** in Akiko’s core target segments by FY30.
- Opportunity to expand beyond credit products into **insurance, mutual funds, & small-ticket lending** via NBFC vertical-unlocking a **multi-billion-dollar addressable market**.
- Akiko’s strong digital acquisition model and extensive kiosk network position it uniquely to capture this opportunity efficiently.

# FINANCIAL PERFORMANCE

## FY25 Consolidated Revenue Breakdown

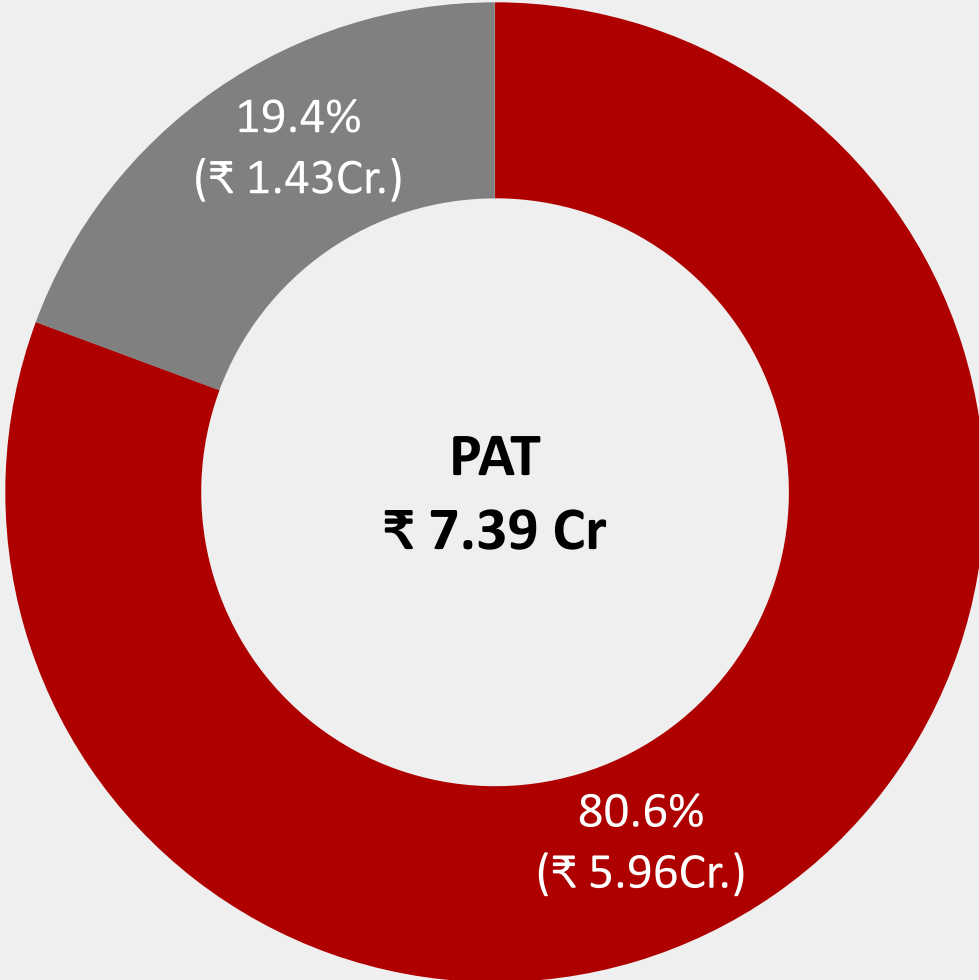
**Total Revenue: ₹76.3 Cr**  
**YoY Growth (Standalone): ~97% YoY increase**  
**(from ₹32.2 crore in FY24 to ₹63.45 crore in FY25).**



■ Standalone Revenue   ■ Subsidiary Revenue

## FY25 Consolidated PAT Breakdown

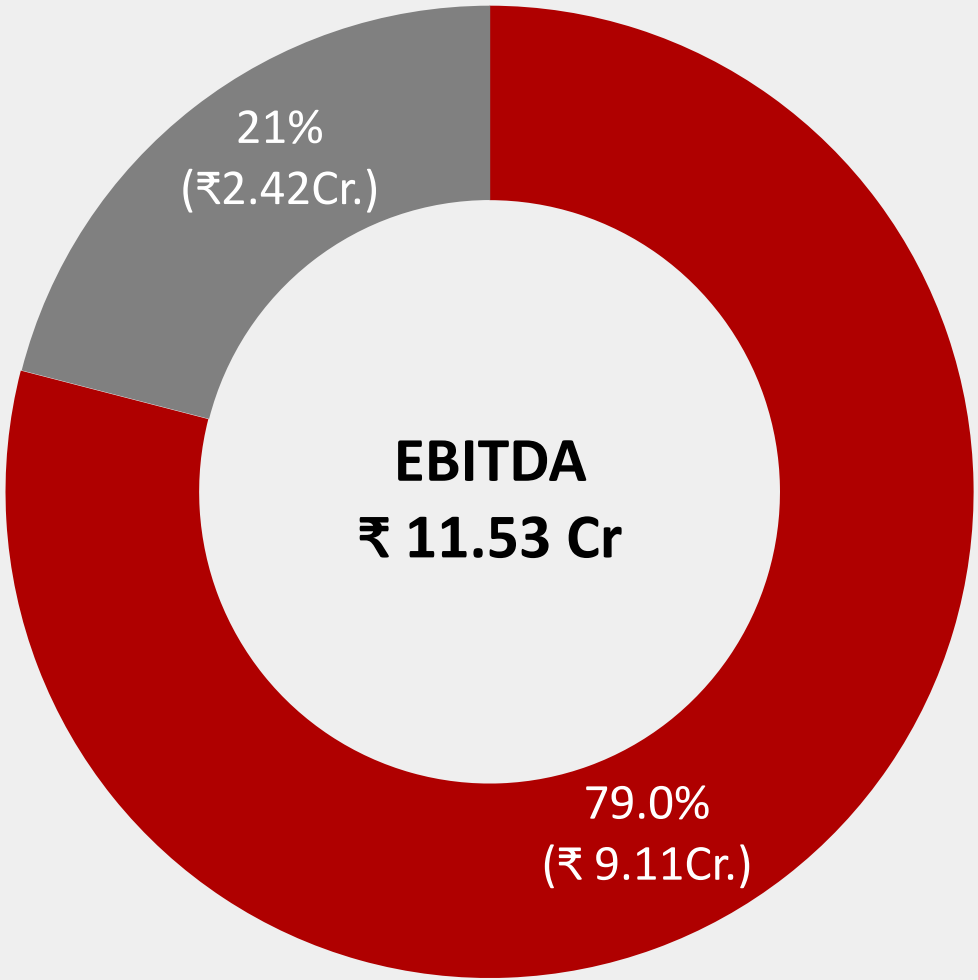
**Total PAT ₹7.39 Cr**  
**YoY Growth (Standalone) : ~58.83% from FY24**  
**from ₹3.75 crore in FY24 to ₹5.96 crore in FY25)**



■ Standalone PAT   ■ Subsidiary PAT

## FY25 Consolidated EBITDA Breakdown

**Total EBITDA ₹11.53 Cr | Margin: 15.10% YoY**  
**Standalone EBITDA ₹9.11 Cr | Margin: 14.33% YoY**  
**Growth (Standalone) : ~76.01% from FY24)**



■ Standalone EBITDA   ■ Additional Consolidated EBITDA

# STANDALONE INCOME STATEMENT

(Rs. In Mn)

Particulars	FY22	FY23	FY24	FY25
Revenue From Operations	135.19	395.81	321.99	634.51
Other Income	0.14	0.09	1.96	1.01
<b>Total Revenue</b>	<b>135.33</b>	<b>395.90</b>	<b>323.96</b>	<b>635.52</b>
Total Expenses excluding Finance cost & Depreciation	123.50	332.66	270.26	543.46
<b>EBITDA (excluding Other Income)</b>	<b>11.70</b>	<b>63.16</b>	<b>51.73</b>	<b>91.05</b>
<i><b>EBITDA Margins</b></i>	<i><b>9%</b></i>	<i><b>16%</b></i>	<i><b>16%</b></i>	<i><b>14%</b></i>
Finance Cost	0.23	0.34	0.34	1.32
Depreciation & Amortization	1.15	1.92	2.40	10.20
<b>PBT</b>	<b>10.46</b>	<b>60.98</b>	<b>50.95</b>	<b>80.54</b>
Tax	2.66	15.65	13.44	20.95
<b>PAT Before Minority Interest</b>	<b>7.80</b>	<b>45.33</b>	<b>37.52</b>	<b>59.59</b>
Less: Minority Interest	-	-	-	-
<b>PAT</b>	<b>7.80</b>	<b>45.33</b>	<b>37.52</b>	<b>59.59</b>
<i><b>PAT Margins</b></i>	<i><b>6%</b></i>	<i><b>11%</b></i>	<i><b>12%</b></i>	<i><b>9%</b></i>
Diluted EPS	389.00	1,716.00	5.37	6.10

# STANDALONE BALANCE SHEET

(Rs. In Mn)

Particulars	As On 31st Mar 22	As On 31st Mar 23	As On 31st Mar 24	As On 31st Mar 25
Assets				
PP&E	5.37	6.43	4.71	17.21
Other Intangible Assets	-	-	-	21.85
Right To Use Assets	-	-	-	-
Capital Work In Progress	-	-	-	-
Loans	-	-	-	2.37
Non Current Investments	-	-	-	27.74
Other Non-Current Assets	-	-	-	-
Deferred Tax Assets (Net)	-	0.33	0.41	0.01
Non-Current Assets	5.37	6.75	5.11	69.19
Inventories	-	-	-	-
Trade Receivables	27.31	67.98	156.37	335.04
Cash And Bank Balances	0.86	10.06	1.71	29.38
Loans	6.94	15.27	2.50	16.53
Current Investments	-	-	-	-
Other Current Assets	0.10	13.03	62.00	119.25
Current Assets	35.20	106.33	222.58	500.20
Total Assets	40.57	113.09	227.69	569.38

Particulars	As On 31st Mar 22	As On 31st Mar 23	As On 31st Mar 24	As On 31st Mar 25
Equity and Liabilities				
Equity Share Capital	0.20	0.40	77.68	107.70
Reserves and Surplus	12.11	57.44	68.06	310.19
Less: Minority Interest	-	-	-	4.35
Shareholders Fund	12.31	57.84	145.74	422.24
Non Current Liabilities				
Borrowings	2.61	9.59	12.80	-
Provisions	-	1.41	0.80	1.20
Other long-term liabilities	-	-	-	2.85
Deferred tax liability (Net)	0.06	-	-	-
Total Non-Current Liabilities	2.67	11.00	13.59	4.05
Current Liabilities				
Borrowings	-	-	-	8.20
Trade Payables	4.80	11.87	43.22	102.33
Provisions	-	7.33	0.82	2.73
Other Current Liabilities	20.78	25.05	24.33	29.83
Total Current Liabilities	25.58	44.25	68.37	143.09
Total Equity and Liabilities	40.57	113.09	227.69	569.38

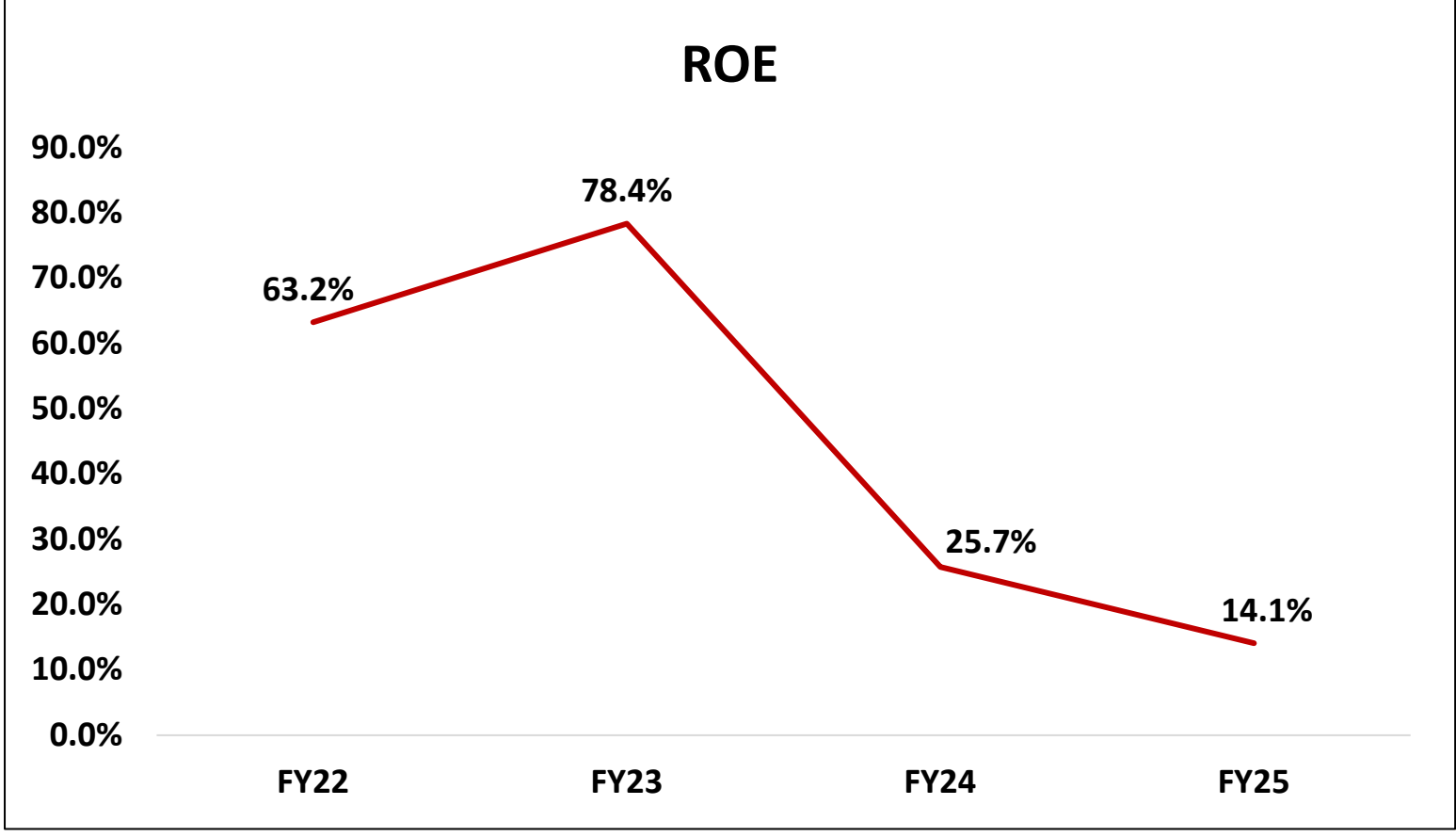
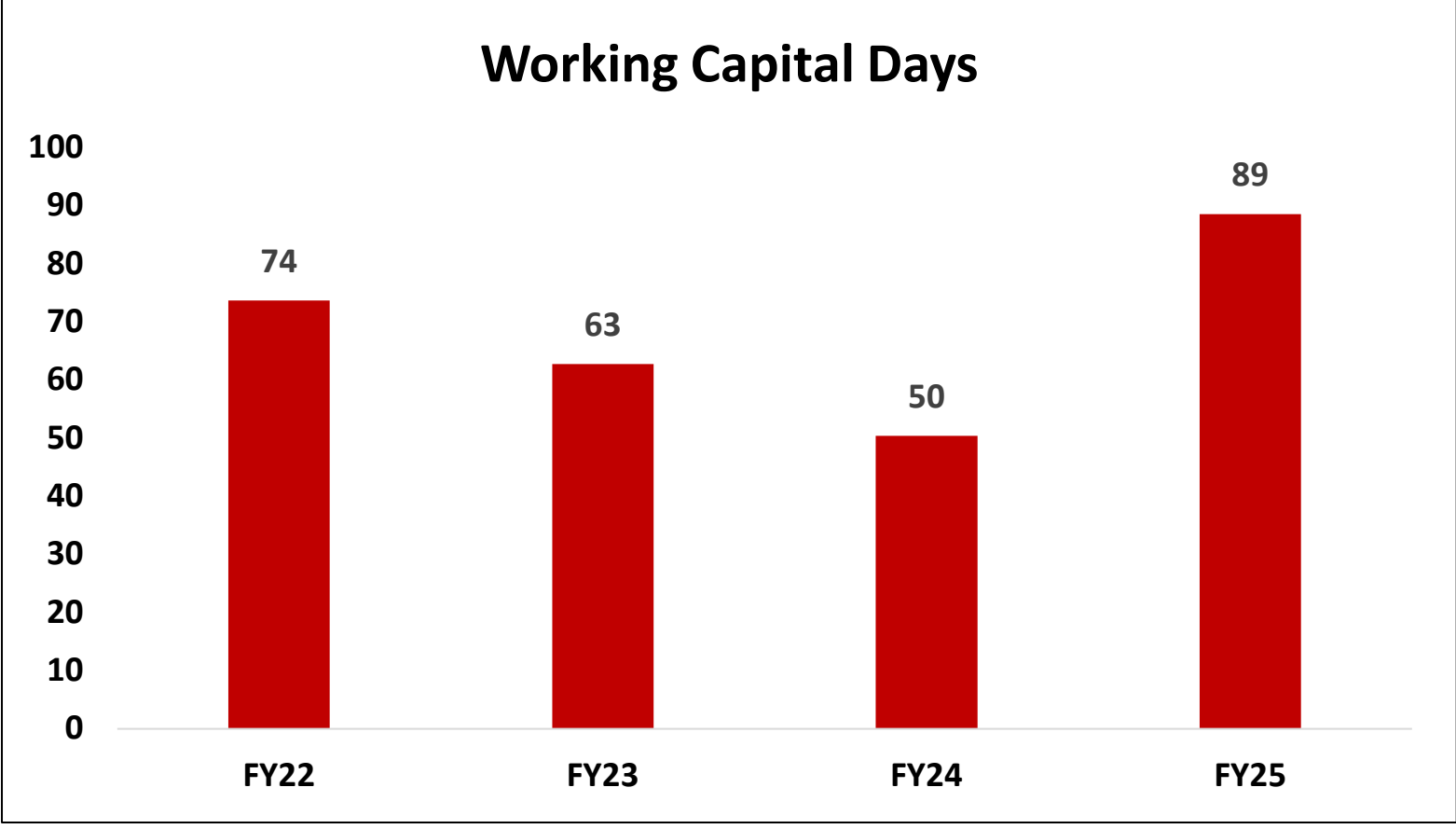
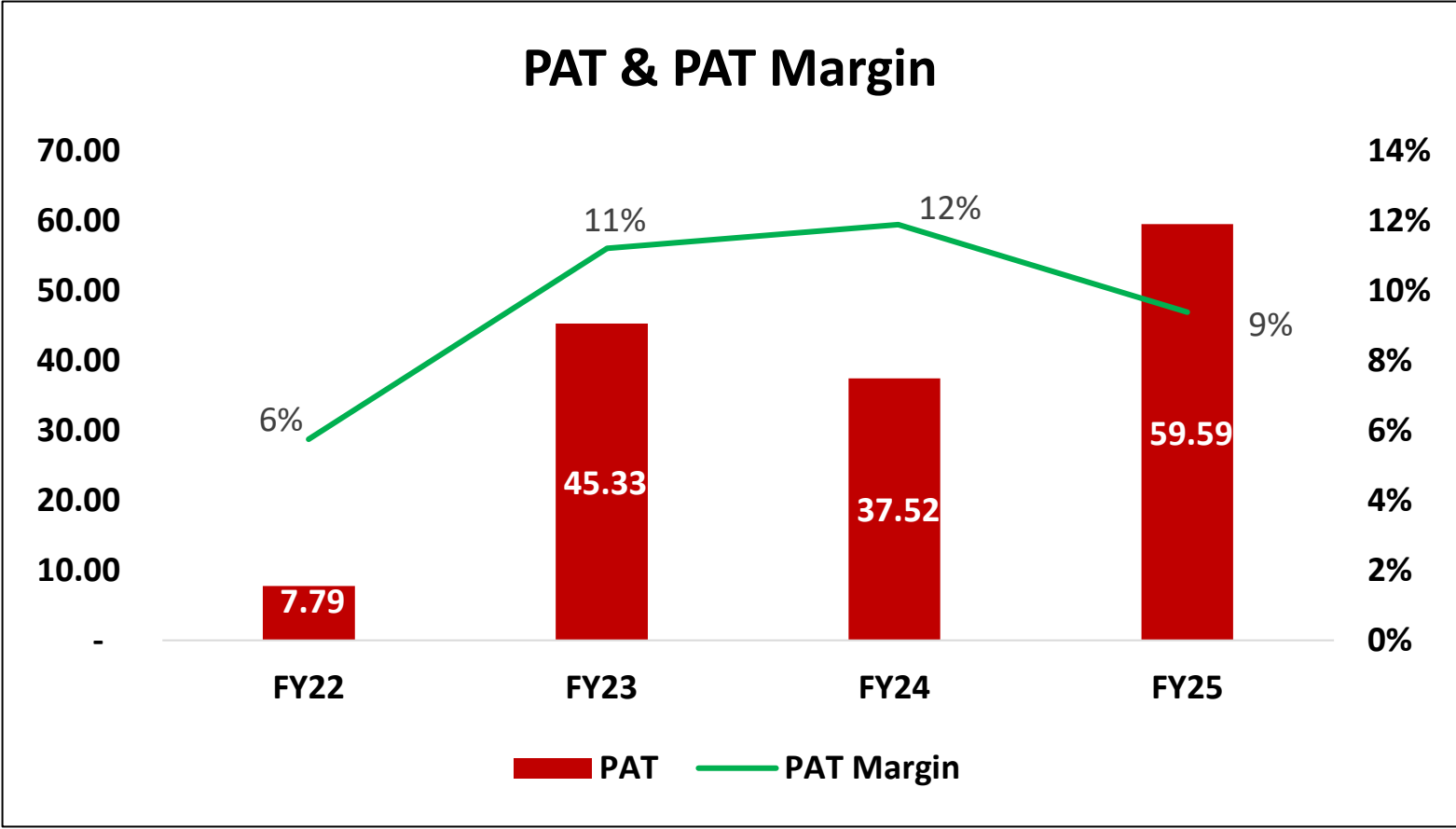
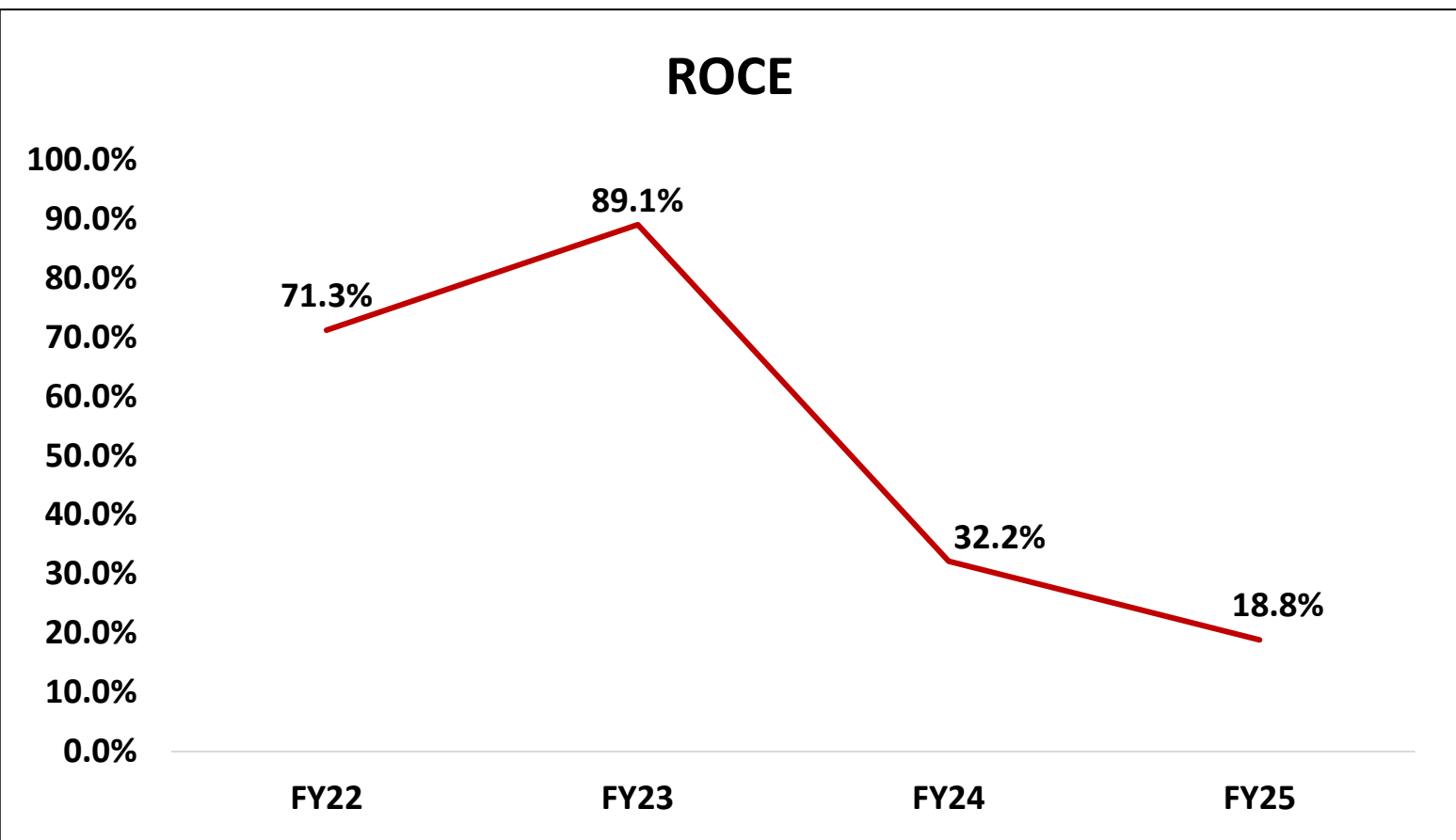
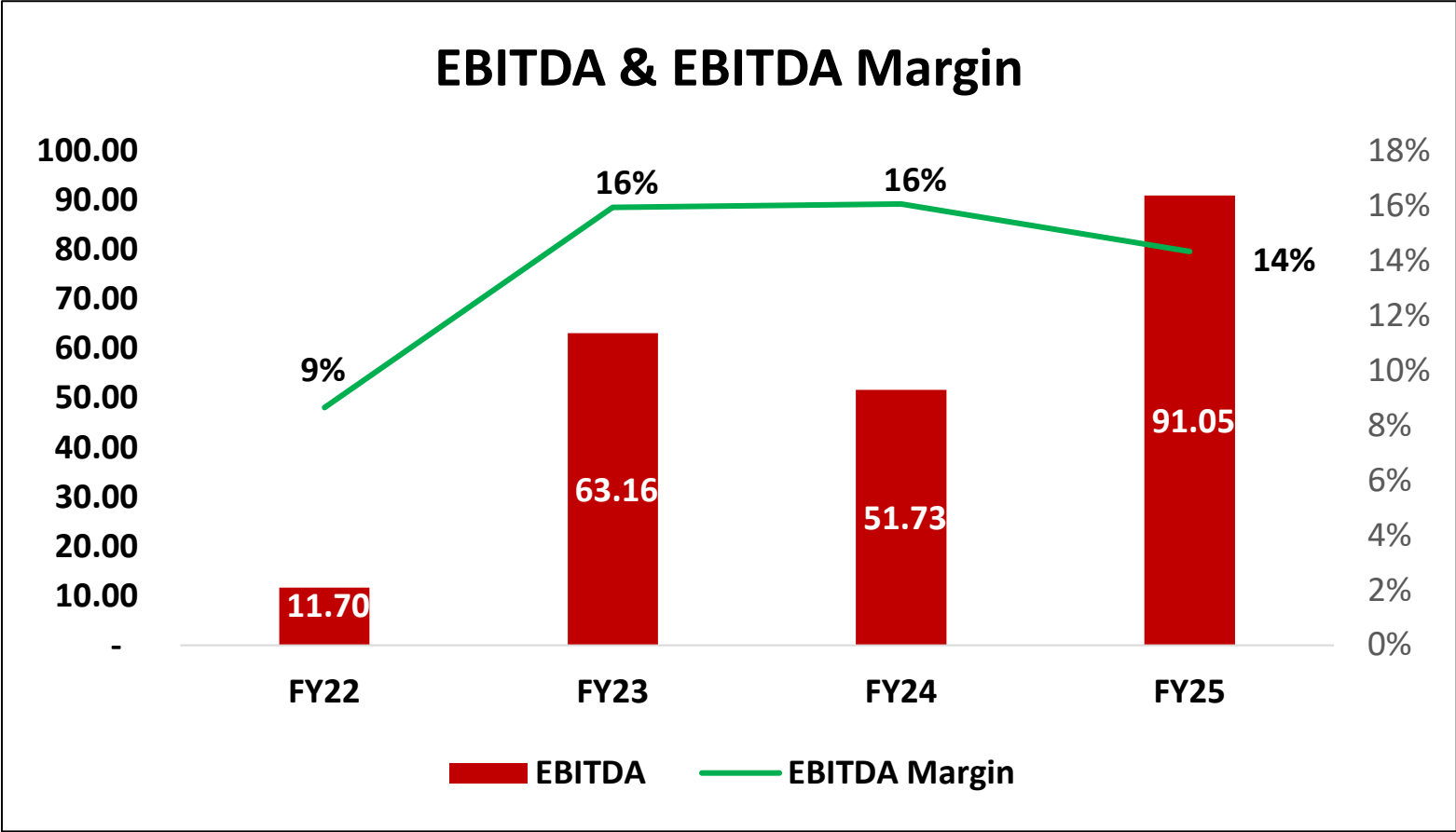
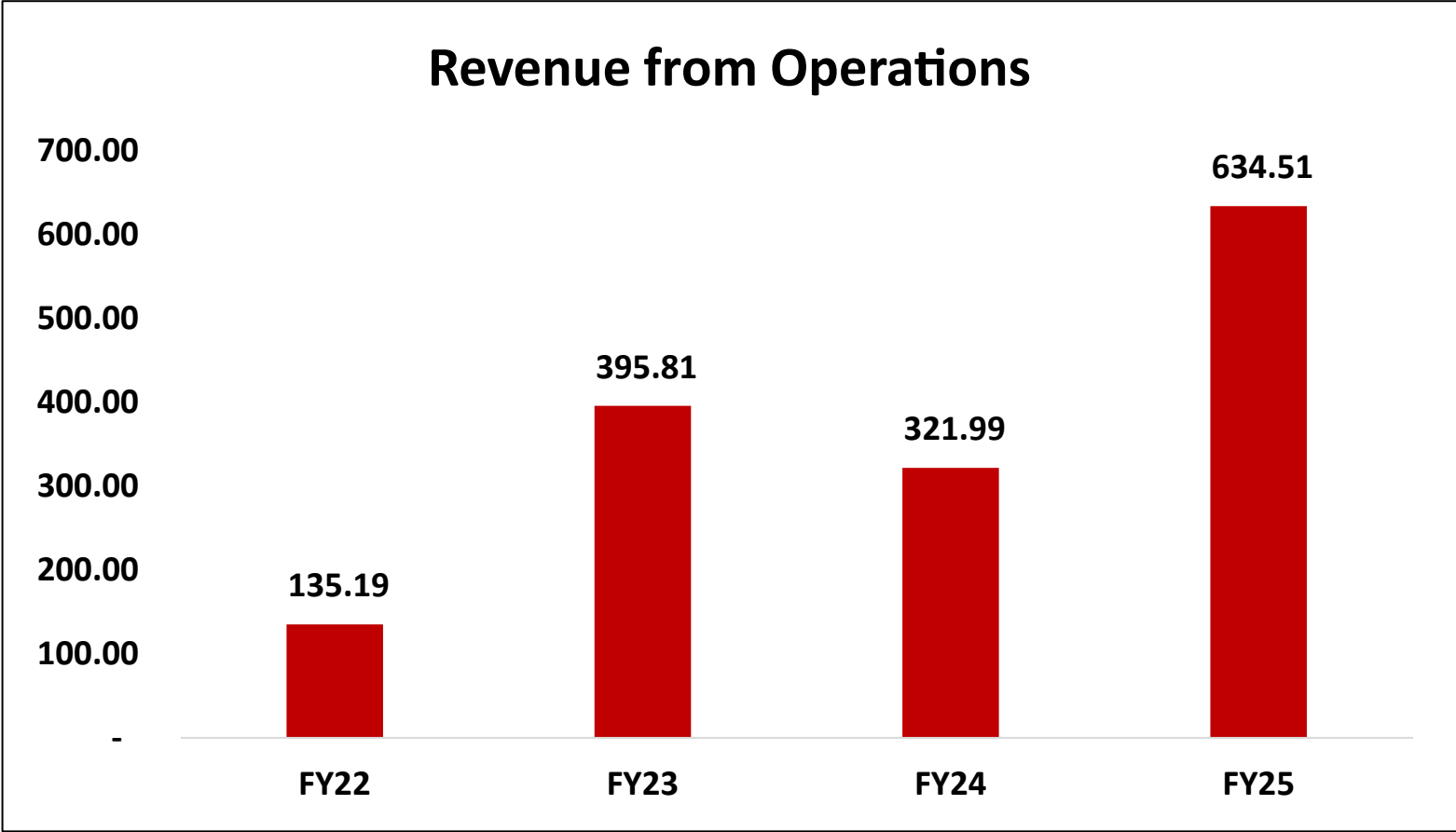
# STANDALONE CASH FLOW STATEMENT

(Rs. In Mn)

Particulars	As On 31st Mar 22	As On 31st Mar 23	As On 31st Mar 24	As On 31st Mar 25
Cashflow from Operations Activities	12.21	52.62	(628.45)	(1,116.07)
Cashflow from Investing Activities	(14.98)	(28.98)	12.82	(817.19)
Cashflow from Financing Activities	(25.77)	68.37	532.12	2,109.99
Cash and cash equivalents at the end of year	8.55	100.56	17.05	193.76

# KEY FINANCIAL METRICS

(Rs. In Mn)



# CONSOLIDATED INCOME STATEMENT

(Rs. In Mn)

Particulars	H2FY25	H1FY25	H-o-H	FY25	FY24
Revenue From Operations	573.52	189.50	2.03	763.02	-
Other Income	0.50	0.51		1.01	-
<b>Total Revenue</b>	<b>574.02</b>	<b>190.01</b>	<b>2.02</b>	<b>764.03</b>	-
Total Expenses excluding Finance cost & Depreciation	490.96	156.73		647.69	-
<b>EBITDA (excluding Other Income)</b>	<b>82.56</b>	<b>32.77</b>	<b>1.52</b>	<b>115.33</b>	-
<i><b>EBITDA Margins</b></i>	<i><b>0.14</b></i>	<i><b>0.17</b></i>	<i><b>(15 bps)</b></i>	<i><b>0.15</b></i>	-
Finance Cost	0.54	0.79		1.33	-
Depreciation & Amortization	8.92	2.42		11.33	-
<b>PBT</b>	<b>73.61</b>	<b>30.07</b>		<b>103.68</b>	-
Tax	17.14	7.47		24.61	-
PAT Before Minority Interest	56.47	22.60		79.07	-
Less: Minority Interest	0.00	0.00		5.21	-
<b>PAT</b>	<b>56.47</b>	<b>22.60</b>	<b>1.50</b>	<b>73.85</b>	-
<i><b>PAT Margins</b></i>	<i><b>0.10</b></i>	<i><b>0.12</b></i>	<i><b>40 bps</b></i>	<i><b>0.10</b></i>	-
Diluted EPS	5.26	2.55		7.56	-

# CONSOLIDATED BALANCE SHEET

(Rs. In Mn)

Particulars	As On 31st Mar 25	*As On 31st Mar 24	Particulars	As On 31st Mar 25	*As On 31st Mar 24
Assets			Equity and Liabilities		
PP&E	23.86	-	Equity Share Capital	107.70	-
Other Intangible Assets	21.85	-	Reserves and Surplus	330.01	-
Goodwill	5.41	-	Money received against share warrant	4.35	-
Right To Use Assets	0.00	-	Shareholders Fund	442.06	-
Capital Work In Progress	0.00	-	Minority Interest	16.51	-
Loans	0.00	-	Non Current Liabilities		-
Non Current Investments	2.37	-	Borrowings	10.61	-
Other Non-Current Assets	0.00	-	Provisions	1.20	-
Deferred Tax Assets (Net)	0.86	-	Other long term liabilities	2.85	-
Non-Current Assets	54.35	-	Total Non-Current Liabilities	14.66	-
Inventories	0.00	-			-
Trade Receivables	399.39	-	Current Liabilities		-
Cash And Bank Balances	35.84	-	Borrowings	13.04	-
Current Investments	0.00	-	Trade Payables	103.56	-
Other Current Assets	129.70	-	Provisions	12.52	-
Short Term Loans & Advances	26.12	-	Other Current Liabilities	43.06	-
Current Assets	591.05	-	Total Current Liabilities	172.17	-
Total Assets	645.40	-			-
			Total Equity and Liabilities	645.40	-

# CONSOLIDATED CASH FLOW STATEMENT



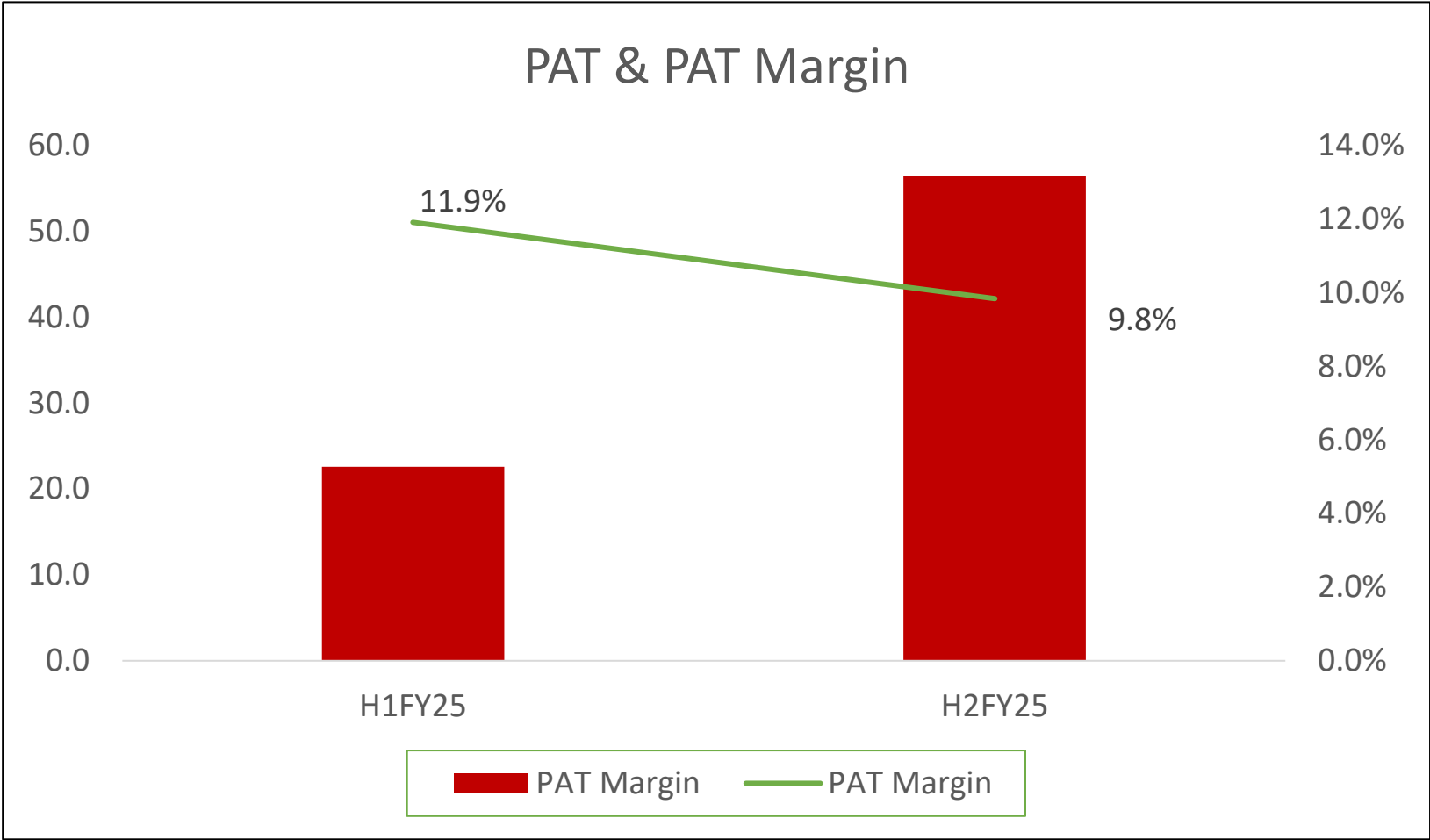
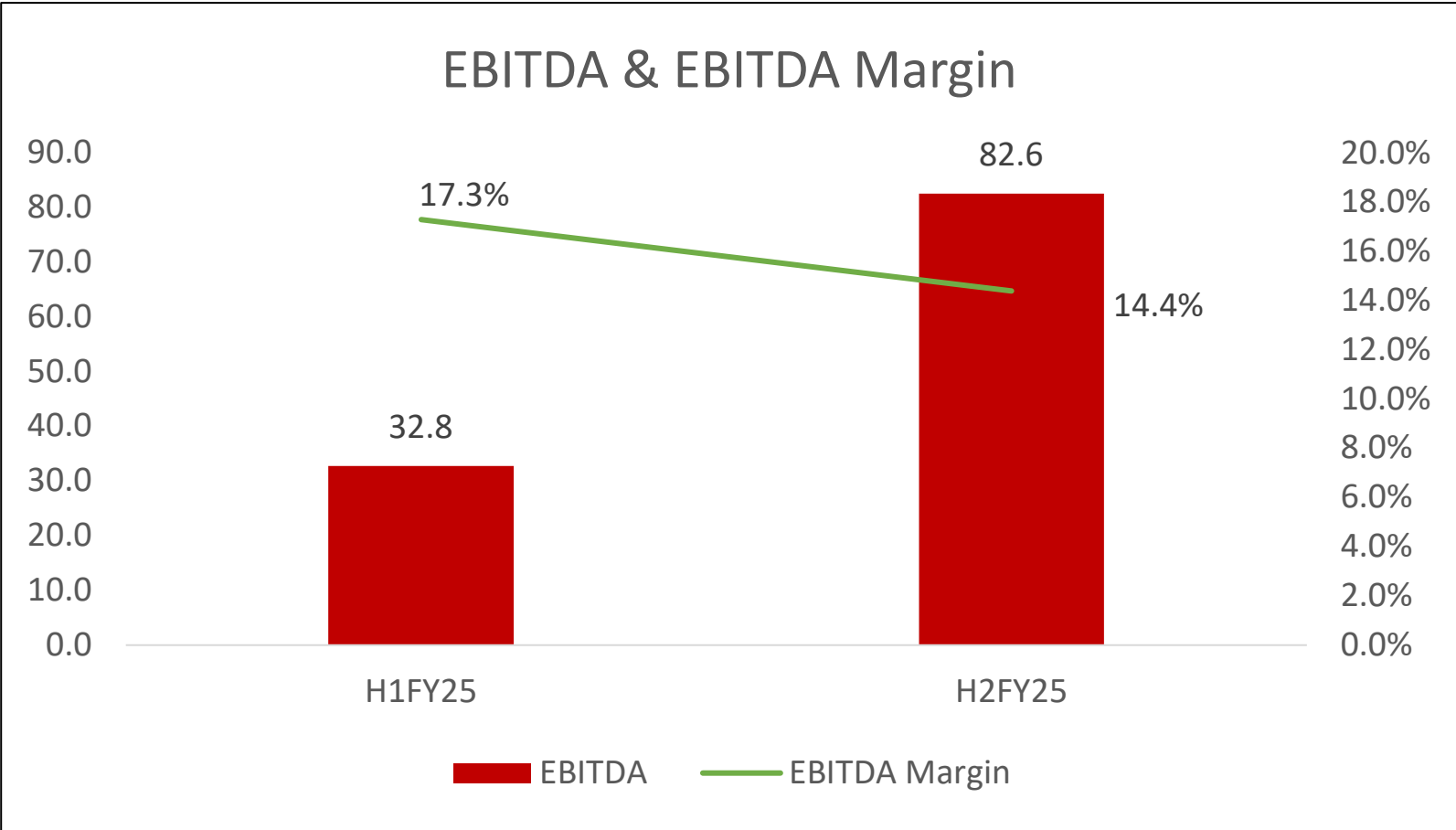
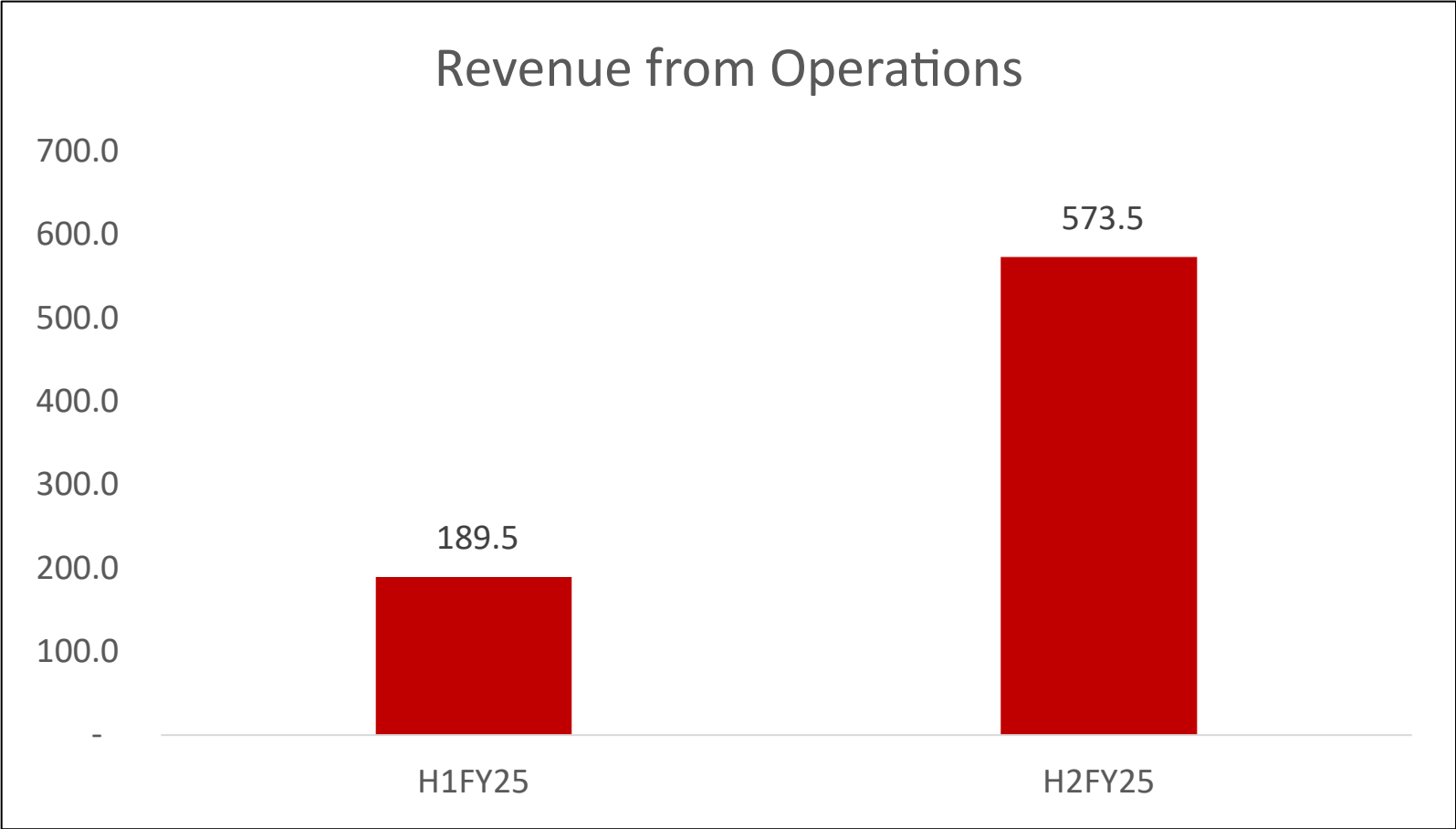
(Rs. In Mn)

Particulars	As On 31st Mar 25	*As On 31st Mar 24
Cash flow from Operations Activities	(2,692.38)	-
Cash flow from Investing Activities	(664.66)	-
Cash flow from Financing Activities	3,615.46	-
Net Change in Cash and Cash Equivalents	258.42	-

\*Since the holding company acquired stakes in its subsidiary companies during the financial year 2024–25, the consolidated figures for the six months ended 30 September 2024 include the subsidiaries’ financials from the acquisition date onwards. Accordingly, comparative figures for the six months and year ended 31 March 2024 have not been presented, as the subsidiary companies were not part of the Group during those periods. The consolidated annual financial results include the results for the six months ended 31 March 2025, which represent the balancing figure between the audited results for the full financial year and the published unaudited year-to-date figures up to 30 September 2024.

# KEY FINANCIAL METRICS

(Rs. In Mn)



Data Privacy and Security



### Certificate of Registration

(Information Security Management System)

**QFS MANAGEMENT SYSTEMS LLP**

This is to Certify that the Information Security Management System of

**AKIKO GLOBAL SERVICES LIMITED**

11TH FLOOR, OFFICE NO. 8/4-D, VISHWA DEEP BUILDING, DISTRICT CENTRE,  
JANAK PURI, WEST DELHI, DELHI-110058 (INDIA)

Has been found to be of the Information Security Management System Standard

**ISO/IEC 27001:2022**

This certificate is valid for the following product or service range

**PROVIDING INFORMATION SECURITY IN DSA OF CREDIT CARDS THROUGH  
CALL CENTER AND DIGITAL MARKETING SERVICES.**

Ref. - Control Set Source-SOA-AGSL, Version: 0.0; dated: 31.08.2023

Certificate Number: SCC/2310AL/1581

1st Surv. Due on: 29.09.2024

Initial Date of Certification: 30.10.2023

2nd Surv. Due on: 29.09.2025

Date of Certificate: 30.10.2023

Date of Expiry: 29.10.2026

Director: 

Date: 30.10.2023



The validity of certificate is subject to regular surveillance audit on or before above mentioned dates and its only valid after successful surveillance with continuation letter issued by QFS. It is issued subject to the continued availability of access at any time and without notice to the above named organization's premises for the purpose of assessment and surveillance regarding the standard named above and QFS terms and conditions.

**QFS MANAGEMENT SYSTEMS LLP**

A-27/A, Sector-16, Noida-201301, U.P., India  
www.qfscerts.com  
email: admin@qfscerts.com

**Accredited by Standards Council of Canada**

55 METCALFE STREET, SUITE 600, OTTAWA, ON K1P 6L5, CANADA



### AKIKO GLOBAL SERVICES LIMITED

LEI : 64887RT20FJ82QP8G620  
LEI registration status: ISSUED

 11th Floor, Off.No. 8/4-D, Vishwadeep Building, District Centre Janak Puri, 110058, Delhi | India



#### General data

Legal Name	AKIKO GLOBAL SERVICES LIMITED
Registered At	Companies Register (Ministry of Corporate Affairs), India, India, RA000394
Registration Authority Entity ID	L74999DL2018PLC335272
Legal Jurisdiction	IN
Entity Category	GENERAL
Entity Legal Form Code	Public Limited Company (en) - DDKQ
Entity Status	ACTIVE
Entity Created At	2018-06-13

#### Addresses

Legal Address	11th Floor, Off.No. 8/4-D, Vishwadeep Building, District Centre Janak Puri, 110058, Delhi   India
Headquarters Address	11th Floor, Off.No. 8/4-D, Vishwadeep Building, District Centre Janak Puri, 110058, Delhi   India

#### LEI details

Registration Status	ISSUED
Initial Registration Date	2025-05-16
Last Update Date	2025-05-16
Next Renewal Date	2026-05-16
Managing LOU	Nasdaq CSD SE (Nasdaq LEI) - LEI: 485100001N00902159
Validation Sources	FULLY_CORROBORATED



## SHAREHOLDING PATTERN AS ON MARCH 2025

PARTICULARS	% SHAREHOLDING
Promoters +	66.92%
DII's +	1.10%
Public +	31.98%



# THANK YOU

## AKIKO GLOBAL SERVICES LIMITED

For further information on the Company, please visit

<https://www.themoneyfair.com/>

Contact: 011 4010-4241 | Email: [support@akiko.co.in](mailto:support@akiko.co.in)

### INVESTOR RELATIONS ADVISOR

Captive IR Strategic Advisors Pvt. Ltd

Krunal Shah / Vinayak Shirodkar

Contact: +91 93724 67194 / +91 88282 97287

Email: [Krunal@cap-ir.com](mailto:Krunal@cap-ir.com) / [Vinayak@cap-ir.com](mailto:Vinayak@cap-ir.com)