AKIKO GLOBAL SERVICES LIMITED

Date: 30-07-2026

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

Subject: 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) Regulations, 2015 ("SEBI Listing Regulations"), please find enclosed herewith the Investor Presentation – Q1 FY2026-27.

The presentation, inter alia, provides an overview of the Company's business operations, Q1 FY2026-27 financial and operational performance, key business developments, strategic growth initiatives, and future outlook.

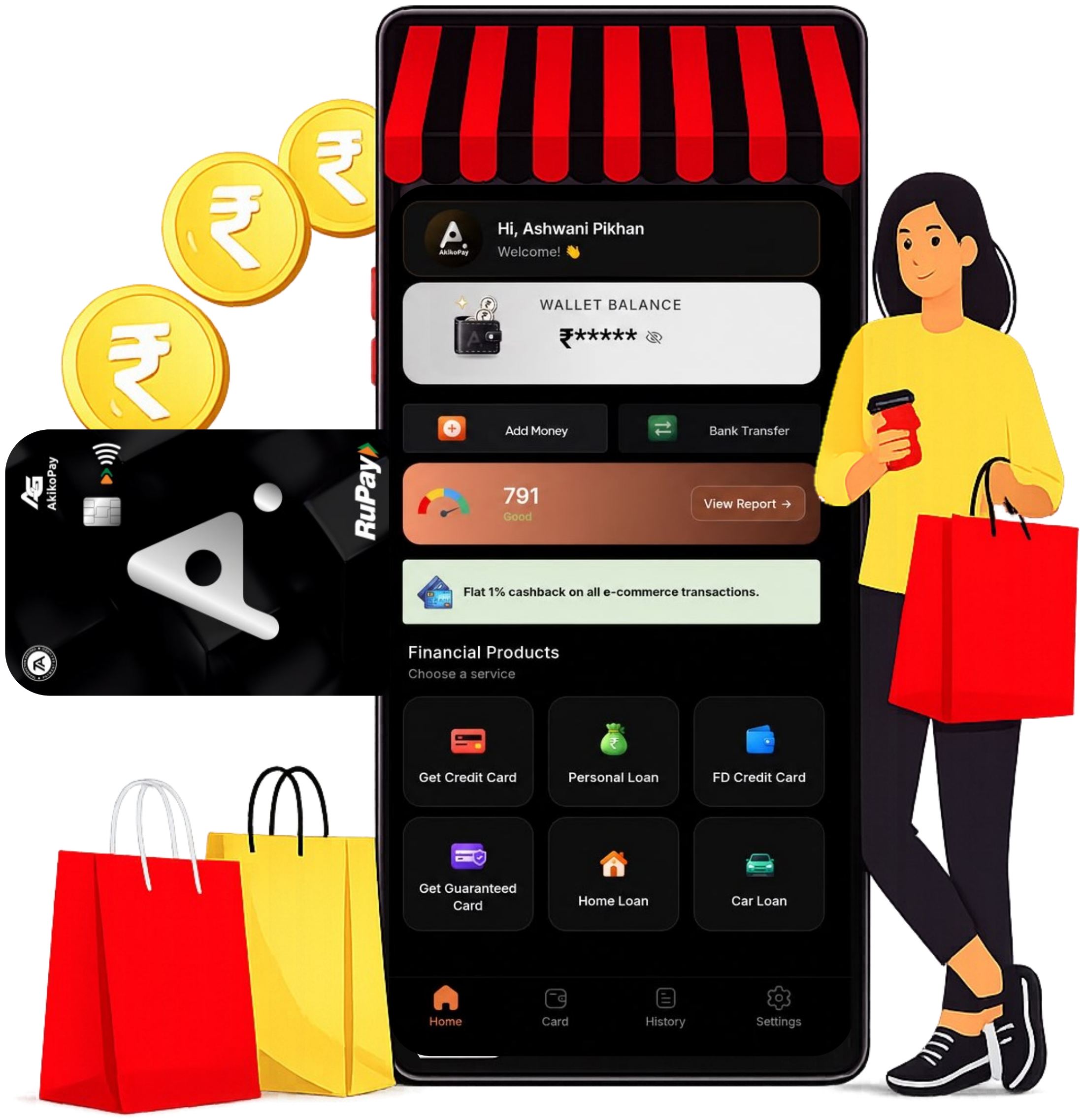
The aforesaid presentation is also being made available on the Company's website i.e. https://themoneyfair.com/

For and on behalf of
Akiko Global Services Limited

Priyanka Dutta
Digitally signed by Priyanka Dutta
Date: 2026.07.30 18:44:27 +05'30'

Priyanka Dutta
Managing Director
DIN: 08475220

Encl: As above



Akiko Global

Akiko Global Services Ltd

Beyond DSA. Into Fintech.

Building India's integrated consumer fintech platform.

Earnings Presentation - Q1 FY27

Disclaimer

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Company Overview

Company Snapshot

Revenue: **68.1** / EBITDA: **10.1** / PAT: **7.0** (in Crores) (as of Q1 FY27)

ROE: **27.3%** / ROCE: **29.9%** (as of FY26)

950+ Employees **98%** Retention Rate

Low CAC driven by existing distribution ecosystem

Akiko Pay: **~1%** Cashback | **~1.5-1.8%** MDR Model

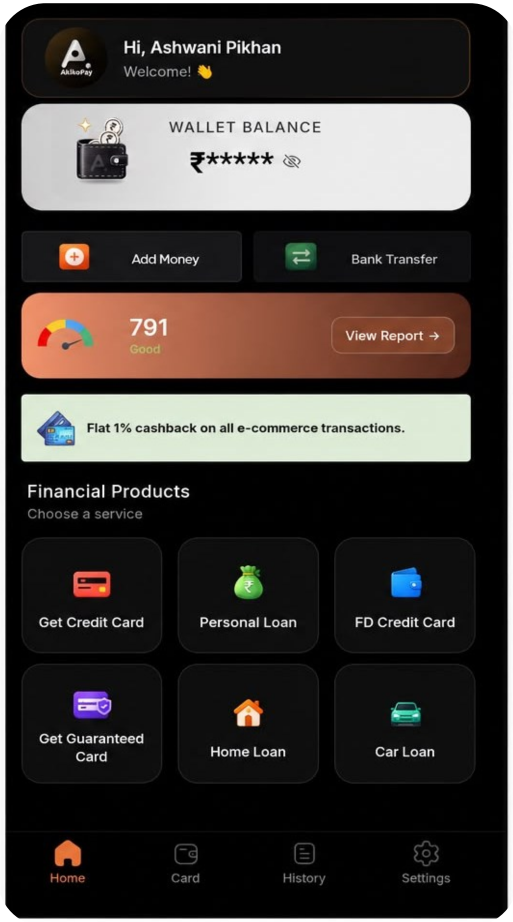
₹450Cr+ Monthly Loan Disbursements / **3-4%** Blended Yield

18000+ Monthly Card Disbursements / **₹2500-₹4000** Revenue per Card

Profitable, asset-light financial distribution platform with a rapidly expanding consumer fintech ecosystem.

Company Overview

- **Beyond Distribution. Building India's Consumer Fintech Platform.**
- Akiko Global is building an integrated consumer fintech platform by combining its profitable financial distribution business with technology-driven customer engagement.
- Through **MoneyFair**, the Company acquires and matches customers with leading banks and financial institutions, enabling efficient distribution of a wide range of financial products.
- Complementing this, **AkikoPay** serves as a unified digital platform that enables payments, financial services, and continuous customer engagement, creating multiple opportunities for cross-selling and higher customer lifetime value.
- By integrating customer acquisition with a technology-led engagement ecosystem, Akiko Global is strengthening customer relationships, reducing acquisition costs and creating a scalable platform for sustainable long-term growth.



40+
Banks

450+Crs
Monthly Loan Disbursements

18K+
Monthly Card Disbursements

28K+
Downloads

Company Journey

2018 — Foundation & Early Setup

- Incorporated as a private limited company
- Established initial presence in financial services distribution

2021 — Strategic Banking Partnerships

- Secured key authorizations from leading banks
- Strengthened partnerships in the credit card ecosystem

2022 — Business Expansion & Recognition

- Entered credit card distribution as a DSA partner with multiple banks
- Expanded financial services offerings
- Received multiple performance recognitions from partner banks

2023 — Corporate Transition & Business Milestones

- Converted into a public limited company
- Secured approval for 1.6 lakh credit cards through AKIKO

2024 — Public Listing Milestone

Successfully listed on the **NSE SME platform**, marking entry into public markets

2026 — Digital Platform Scale-Up

- AkikoPay Android Successfully Launched
- iOS Rollout Underway
- Wallet & Prepaid Live
- Financial Marketplace Live
- Transition Towards Consumer Fintech Platform

Key Managerial Personnel

Mr. Ankur Gaba (Founder & Promoter)

Entrepreneur with over 20 years of experience in India's financial services industry. Built Akiko from a traditional financial distribution business into one of India's fastest-growing profitable fintech-enabled platforms. Leading the Company's vision of creating an integrated consumer financial ecosystem through AkikoPay while driving sustainable growth and long-term shareholder value.

Ms. Priyanka Dutta (Managing Director)

Leads business strategy, execution and organizational growth with a strong focus on operational excellence, governance, business expansion and customer-centric innovation.

Ms. Richa Arora (Chief Financial Officer)

Leads financial strategy, capital allocation, financial controls and while ensuring disciplined profitability and strong governance.

Mr. Sachin (CS & Compliance Officer)

Responsible for corporate governance, SEBI and NSE compliances, Board processes and strengthening the Company's regulatory framework.

Credit Card Business: Scaled, Diversified & Digitally Driven

Akiko Global

Proven Scale & Growth Momentum

- **17,000 – 18,000** monthly credit cards.
- **15 Lakh+ cards** sourced cumulatively.

Strong Lender Network & Partnerships

- **40+** Banking Partners.
- Technology-led Customer Acquisition
- Strong Unit Economics

Digital-First Customer Acquisition

- **70% Digital** (App + performance marketing)
- **20%** from **Website**
- **10% Offline** (DSA/tele-calling)

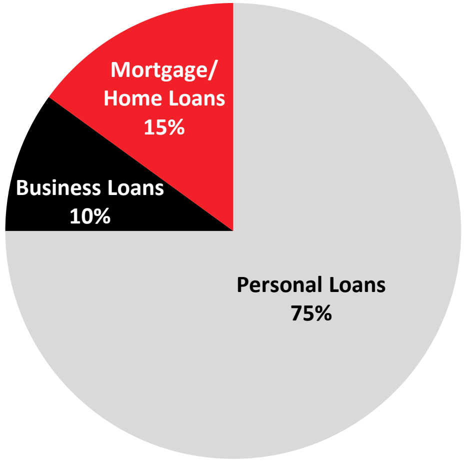
Urban Strength with Emerging Market Expansion

- **~70%** sourcing from **Tier 1 cities**
- **~30%** from **Tier 2/3**, reflecting increasing penetration in emerging markets

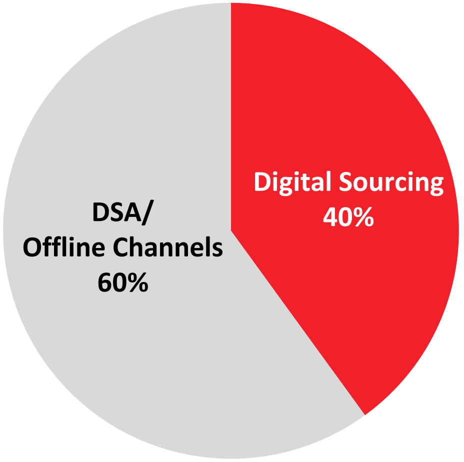
One of India's leading independent credit card distribution platforms supported by diversified banking relationships and technology-led sourcing.

Loan Business: Scalable Disbursals with Strong Yield Profile

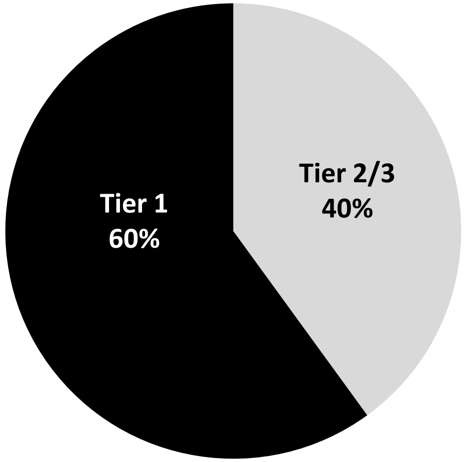
Akiko Global



Lending Portfolio Mix:



Customer Acquisition Mix:



Geographical Mix:

₹450 Cr+ Monthly loan disbursals

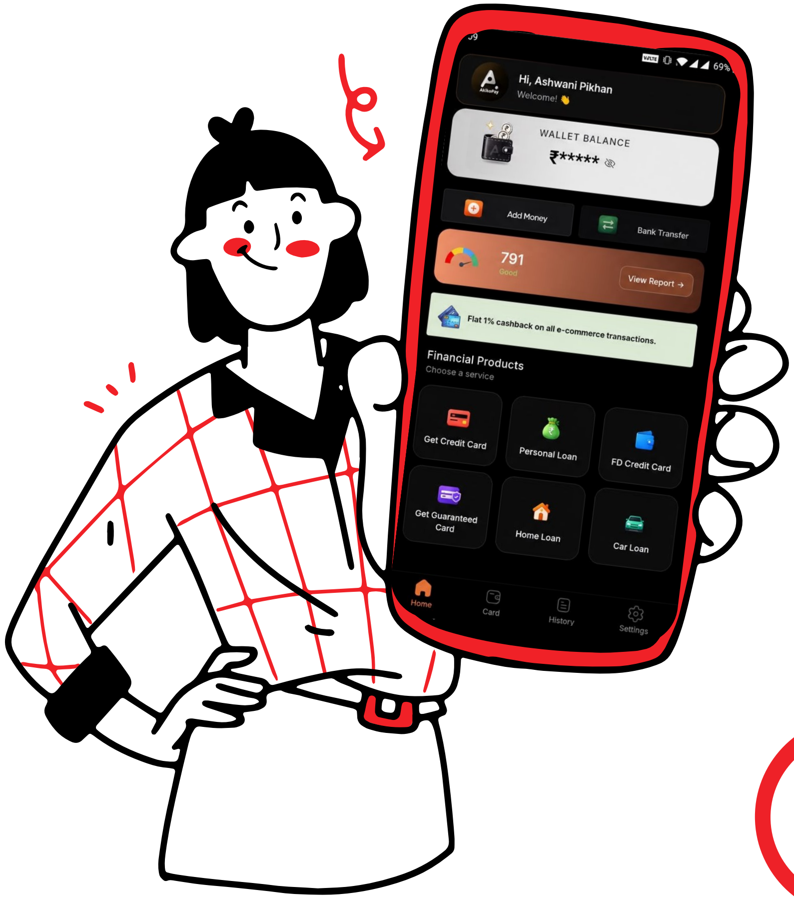
3-4% blended yield on disbursals

~₹5,000 Cr annualized run-rate **(ARR)**

~₹3,000 Cr cumulative disbursals till date

Scalable lending distribution platform built on diversified lender relationships, disciplined sourcing and sustainable profitability.

Akiko Pay : Building Consumer Layer of Akiko Global



Strong Launch & User Scale:

30K+ Android app downloads reflecting **strong initial adoption**

Healthy User Engagement:

MAU (Monthly Active User): **9K** | **DAU** (Daily Active User): **1K**, indicating consistent **early-stage platform activity**

User Behavior & Stickiness:

3-4 transactions per user, demonstrating active usage trends
~30% repeat users, highlighting strong early retention

Growth Levers:

Targeted cashback (~1%) driving user acquisition, activation, and transaction frequency

Efficient Customer Acquisition:

~40% lower CAC vs traditional channels, enabled by a lean, digital-first model
Disciplined cost structure with **controlled operating burn**

AkikoPay has been strategically developed to complement Akiko's core distribution business by bringing customers onto one integrated platform for all their financial needs, enabling higher engagement, stronger customer retention and long-term cross-sell opportunities.

One Customer One Ecosystem

Customer

↓

MoneyFair
(Customer Acquisition)

↓

Bank/NBFC Matching

↓

Loan/ Credit Card Approval

↓

AkikoPay
(Customer Engagement)

↓

- Wallet
- Prepaid Card
- Credit Score
- Travel
- Gift Cards

↓

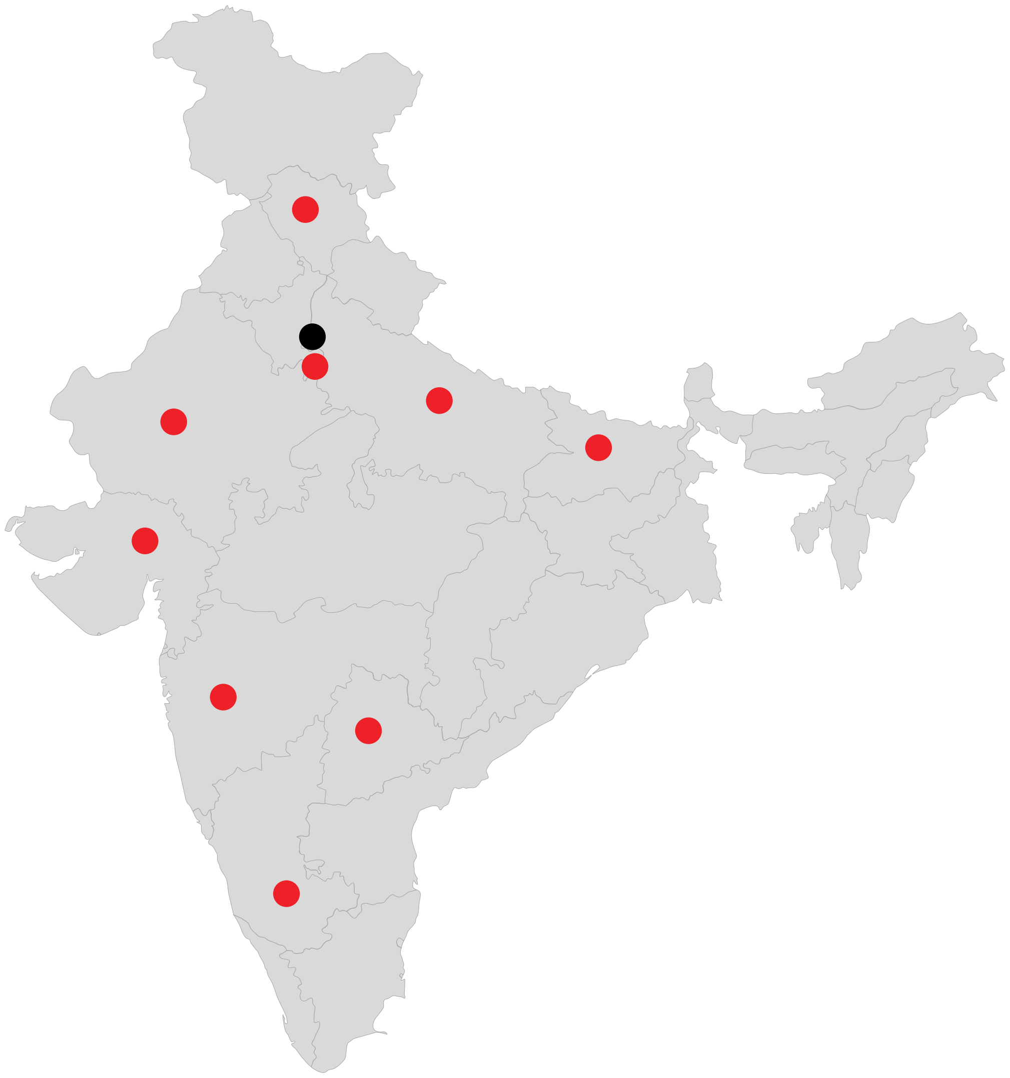
Cross Sell

↓

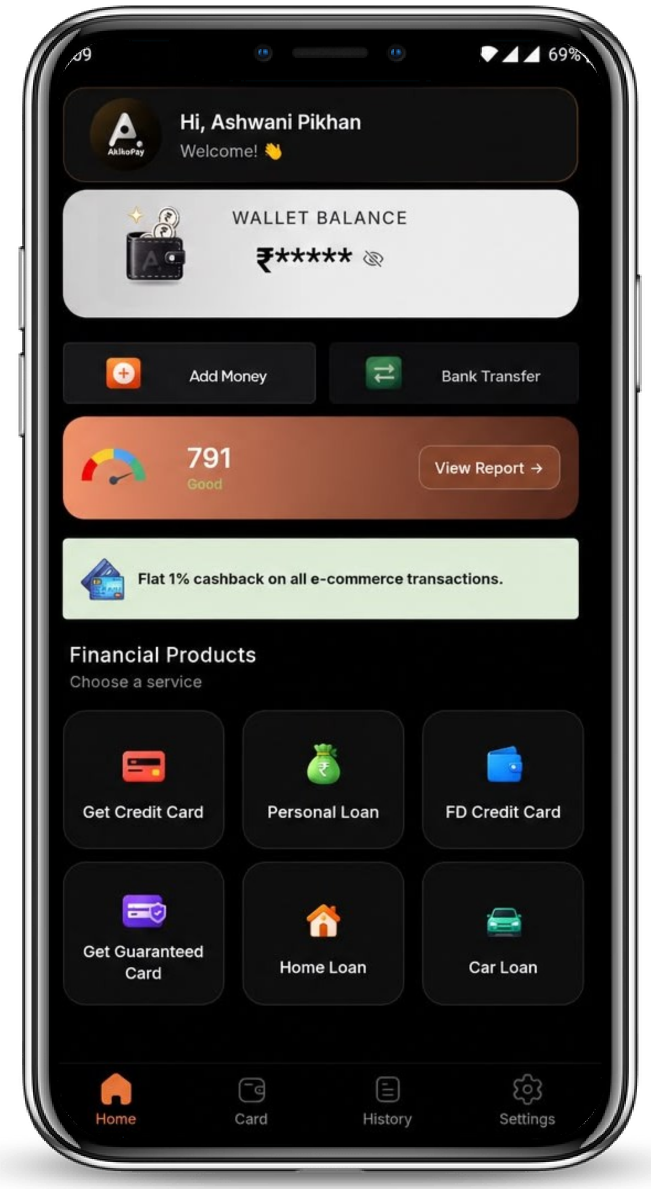
Higher Customer Lifetime Value

MoneyFair acquires customers while AkikoPay strengthens engagement, improves retention and creates long-term monetisation opportunities through a unified consumer financial ecosystem.

Company Owned Branch Presence Across India



Pan-India Distribution Network:	
●	**Delhi (Head Office)**
●	Noida
●	Mumbai
●	Pune
●	Ahmedabad
●	Surat
●	Jaipur
●	Hyderabad
●	Bangalore
●	Patna
●	Lucknow
●	Chandigarh
●	Haryana
●	Punjab



Pan-India Presence, supported by a hybrid - digital and physical network enabling scalable growth.

Trusted by Leading Banks, NBFCs & Financial Institutions

Bank Relationships

- HDFC BANK
- DCB BANK
- ICICI Bank
- IndusInd Bank
- AXIS BANK
- kotak
- AU SMALL FINANCE BANK
- SBI card
- IDFC FIRST Bank
- equitas Small Finance Bank
- Bandhan Bank
- SOUTH INDIAN Bank

NBFC Relationships

- BAJAJ FINANCE
- POONAWALLA FINCORP
- TATA CAPITAL
- SHRIRAM Finance
- L&T Finance
- Piramal Finance

Credit Bureau Partner

- experian

Long-standing relationships with leading financial institutions create a strong competitive advantage and enable diversified product distribution across multiple lending categories.

Industry Overview

Indian Credit Card Industry - Low Penetration Driving Structural Growth

- The industry is witnessing **strong structural growth of ~15-20% CAGR**, driven by rising consumer demand and increasing formalization of credit.
- Credit card penetration remains relatively low at **~7-8% of the population**, indicating significant headroom for expansion compared to global benchmarks.
- Growth is further supported by **increasing digital payment adoption and rising discretionary consumption**, especially among younger and urban consumers.
- The industry has seen a **sharp acceleration post-COVID (from FY22 onwards)**, supported by recovery in spending, improved credit appetite, and digital onboarding.
- India's credit card base has **crossed the 100 million milestone in FY24** and further **expanded to ~115 million+ recently**, reflecting sustained momentum in issuance and strong underlying demand.

Total Population ~ **1.4 Billion**

Banked Population **~60%**

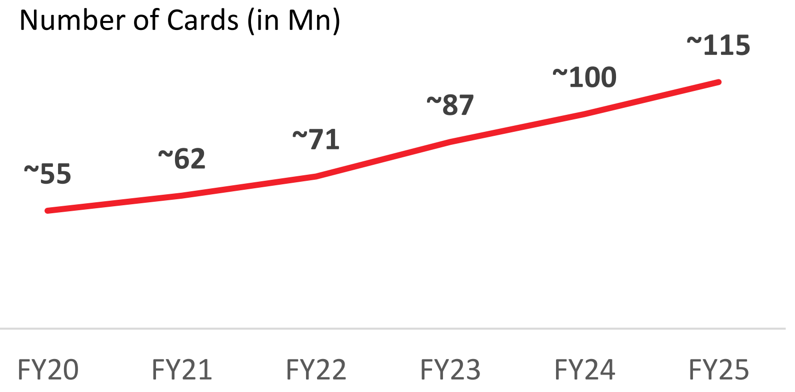
Credit Card Eligible Users **~25-30%**

Credit Card Users

7-8% Penetration

Akiko's digital distribution model enables scalable credit card sourcing with strong unit economics, backed by a massive untapped market.

Credit Cards in Force (India)



Cards base has ~2x growth in last 5 years

Tier 2/3 Expansion

Rising Discretion Spend

Digital-first onboarding

Future Growth Drivers

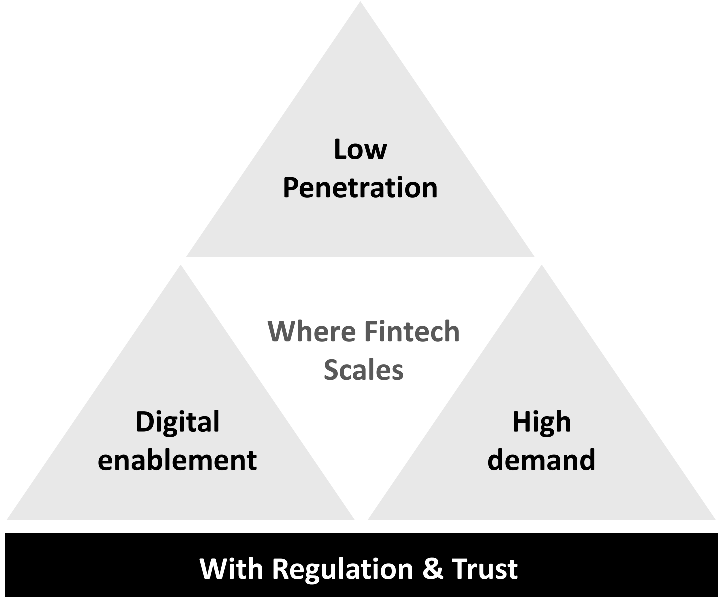
Source: RBI, Statista, BCG, PwC, ICRA, CRISIL, IMF, ET, 1lattice

India Digital Lending: Large, Underpenetrated & Fast Growing Market

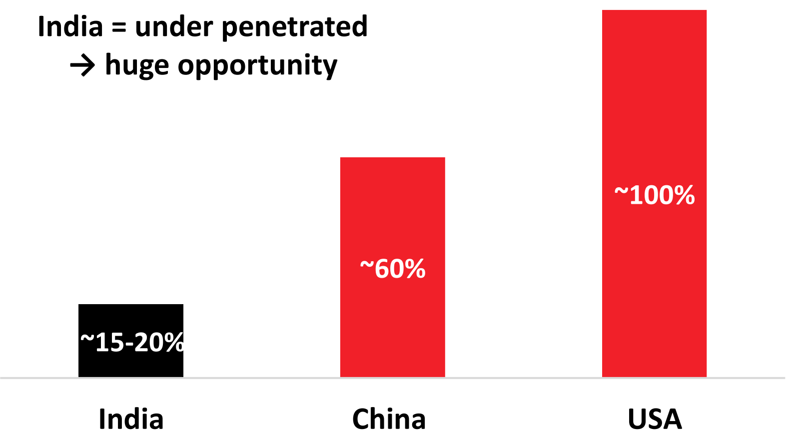
- **Large and expanding fintech market:** India's fintech ecosystem is estimated at ~₹60-70 trillion (FY24), driven by rapid digitization, rising financial inclusion, and tech-enabled financial services adoption.
- **Lending dominates the ecosystem:** Lending contributes ~50%+ of total fintech value (~₹30-35 trillion), making it the most significant and revenue-generating segment within fintech.
- **Digital lending as a key growth driver:** The digital lending market is valued at ~₹350 billion (~₹29 lakh crore), supported by instant credit models, embedded finance, and alternative data underwriting.
- **Strong growth outlook:** The overall fintech market is expected to grow at ~25-30% CAGR over FY25-FY30, fueled by increasing smartphone penetration, UPI adoption, and digital infrastructure.
- **Large untapped MSME opportunity:** India faces an MSME credit gap of ~₹20-25 lakh crore, representing a significant unmet demand that digital lenders and fintech platforms are well positioned to address.

India's credit gap + digital adoption creates a multi-year growth runway for loan distribution platforms

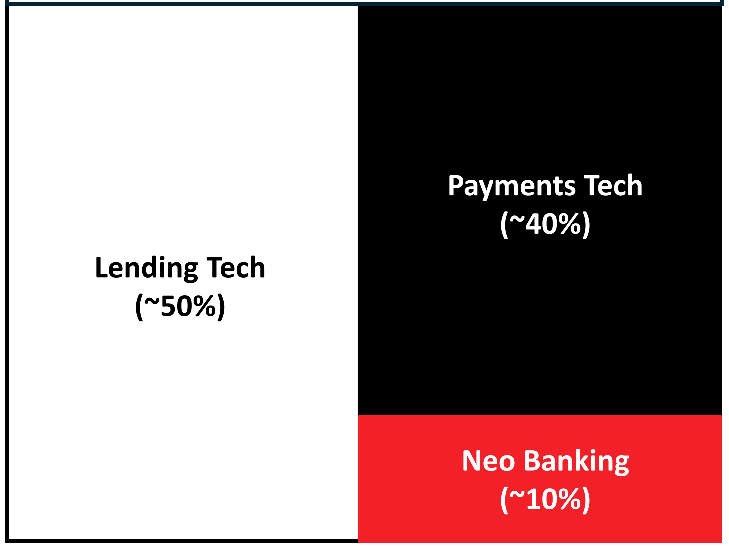
Akiko benefits from increasing formal credit demand, especially in underpenetrated



Credit Penetration



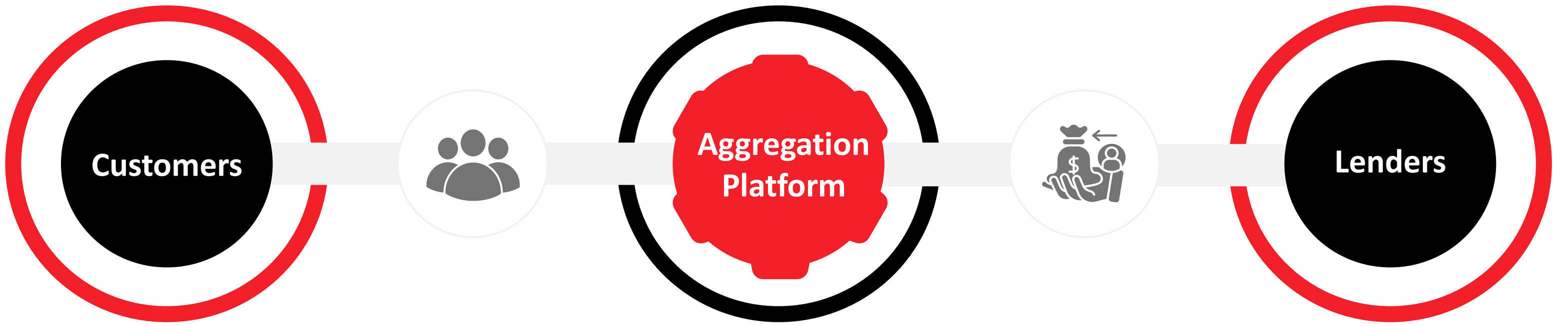
Indian Fintech Market



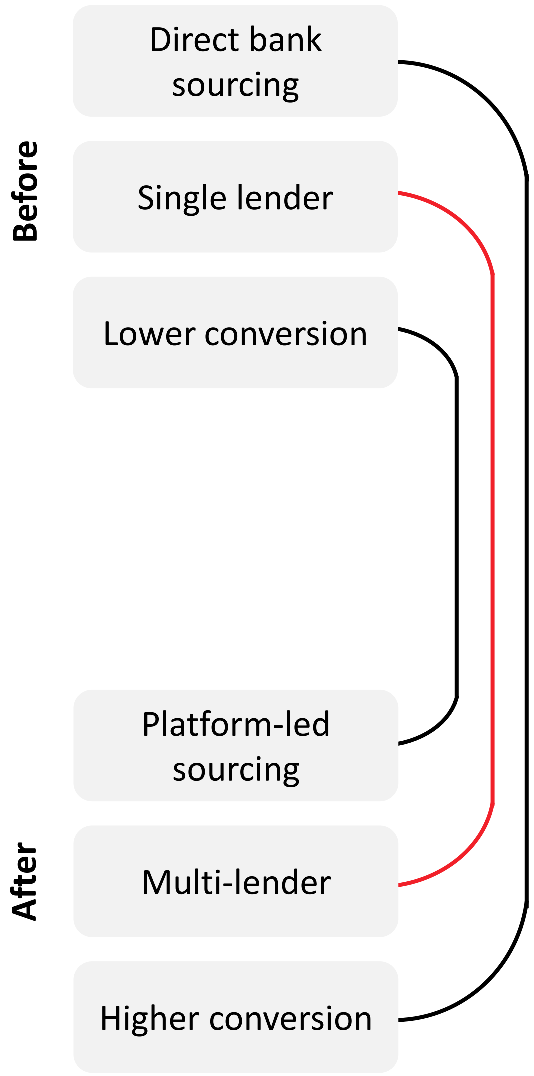
Source: RBI, Statista, BCG, PwC, ICRA, CRISIL, IMF, ET, 1lattice

Shift from Traditional Distribution to Platform-Led Lending

- The share of loans sourced through **digital and fintech platforms is steadily increasing**, driven by faster onboarding, seamless user experience, and wider reach beyond traditional banking channels.
- **Unsecured loans account for ~70%+ of digital lending volumes**, supported by quick approvals, minimal documentation, and strong demand from retail and MSME segments.
- **Platform-based sourcing significantly enhances efficiency**, enabling 20-40% higher approval rates through better customer-lender matching, while also improving overall customer experience via faster processing, transparency, and convenience.



Model	Conversion	Margin	Scalability
Traditional DSA	Medium	Low	Limited
Aggregation Platform	High	High	Scalable



Akiko owns both customer acquisition and customer engagement, creating stronger economics, higher conversion and long-term scalability.

Source: RBI, Statista, BCG, PwC, ICRA, CRISIL, IMF, ET, 1lattice

Strategic Overview

Akiko's Core Strengths: Scalable, Digital & Integrated Platform

01

Integrated Fintech Platform

End-to-end model combining customer acquisition and aggregation capabilities, enabling better control over the value chain with long-term scalability.

02

Technology Led Customer Acquisition

Increasing focus on digital channels driving superior targeting, higher conversion rates, & structurally lower customer acquisition costs.

03

40+ Banking Relationships

Established distribution platform supported by a robust partner ecosystem, enabling consistent growth and diversified product access.

04

Strong Profitability

High share of repeat and multi-product customers, enhancing value and supporting efficient cross-sell across financial products.

05

AkikoPay Consumer Ecosystem

Comprehensive digital ecosystem offering multiple financial and lifestyle services, driving higher customer engagement and cross-selling opportunities.

06

Asset Light Business Model

Technology-driven, capital-efficient operating model supported by strategic partnerships, enabling scalable and sustainable long-term growth.

Strong execution capabilities combined with technology and customer ownership position Akiko for sustainable long-term growth.

Akiko's Strategic Growth Roadmap (2026-2027)

Execution Phase (2026)

- Complete Android Rollout
- Improve User Experience
- Scale Wallet
- Scale Prepaid

Expansion Phase (2026)

- UPI
- Insurance
- Travel
- Marketplace
- Merchant Ecosystem

Scale Phase (2027)

- AI Personal Finance
- Wealth Products
- MSME Solutions
- Higher Customer Engagement
- Recurring Revenue

Focused on scaling customer engagement while maintaining disciplined execution and profitability.

Q1 FY27 Financial Performance

Management Commentary - Q1 FY27

Q1 FY27 marked another strong quarter in Akiko Global Services Limited's journey towards building an integrated consumer fintech platform. The Company delivered robust revenue growth while maintaining healthy profitability, supported by sustained momentum across its credit card sourcing and lending businesses, reflecting the resilience of its diversified business model.

Operational execution remained strong during the quarter, with monthly **loan disbursals increasing to over ₹450 crore**, while **monthly credit card sourcing scaled to 17,000–18,000 cards**, driven by the Company's expanding distribution capabilities, technology-enabled customer acquisition platform, and deep banking and NBFC partnerships.

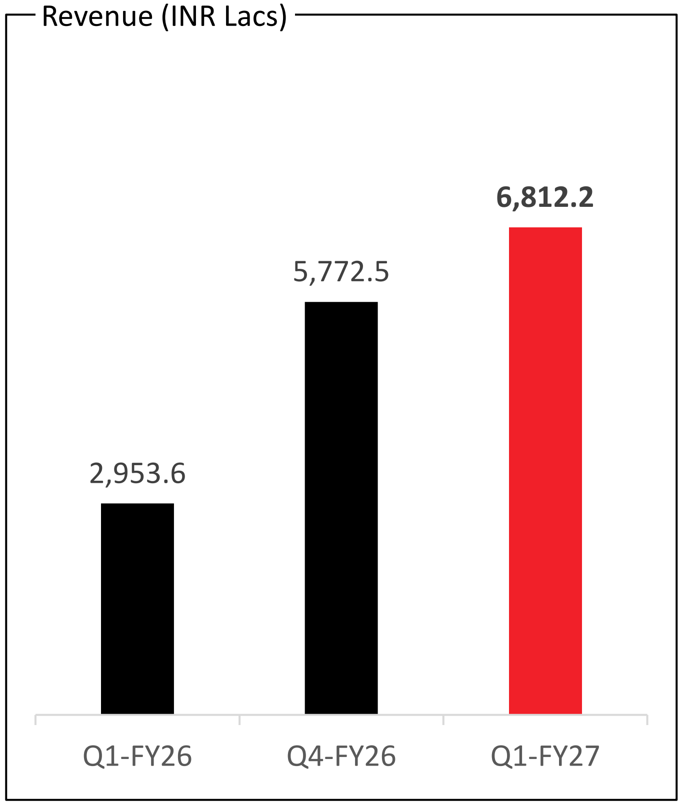
The quarter also marked a significant milestone in the Company's digital strategy with the **successful launch of the upgraded Android version of AkikoPay**, delivering a substantially enhanced user experience. The platform now offers an integrated suite of financial services including **digital wallet, prepaid cards, credit score and credit reports, travel bookings, gift cards, and multiple financial** products through a single interface. The iOS version is progressing as planned and is expected to offer a similar comprehensive experience in the coming months.

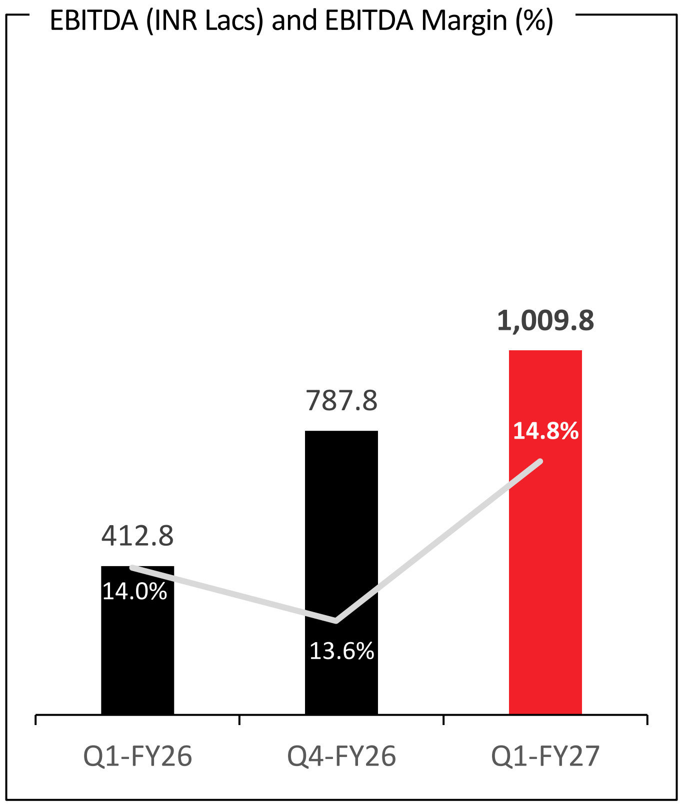
AkikoPay has been strategically positioned as a customer engagement and retention platform, enabling the Company to **migrate its large existing customer base onto a unified digital ecosystem**. This integrated approach is expected to strengthen customer engagement, improve retention, increase repeat transactions, and **unlock long-term cross-selling opportunities across** the Company's expanding portfolio of financial products.

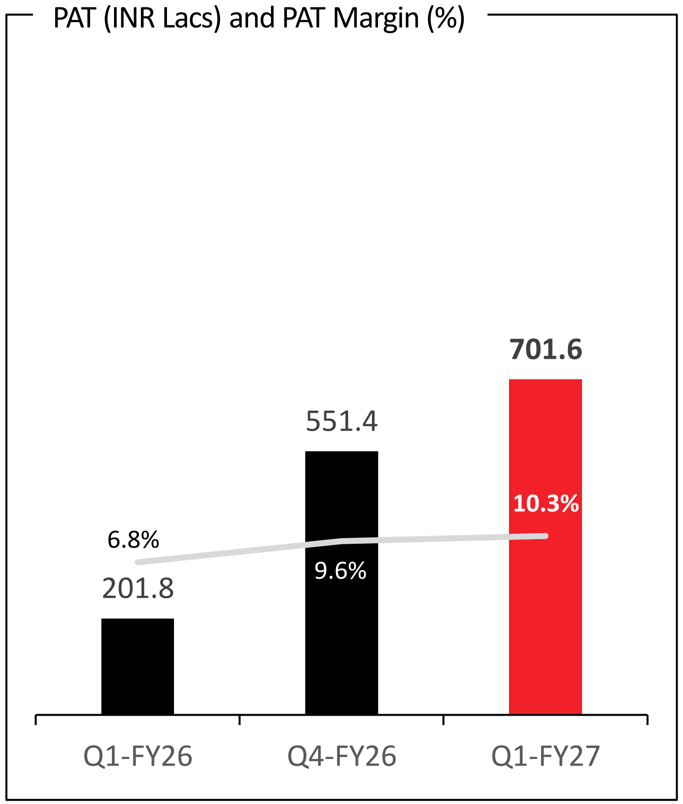
The Company continues to invest in technology, digital capabilities and customer experience while maintaining a disciplined approach towards scalable and profitable growth. Management remains confident of achieving **its FY27 revenue guidance of ₹300–325 crore with healthy profitability**, supported by continued operational execution, growing contribution from digital initiatives, and the evolution of Akiko into a scalable consumer fintech platform.

Mr. Ankur Gaba (Founder & Promoter)

Quarterly Financial Metrics







130.6% • YoY Growth

18% • QoQ Growth

144.6% • YoY Growth

28.2% • QoQ Growth

247.7% • YoY Growth

27.2% • QoQ Growth

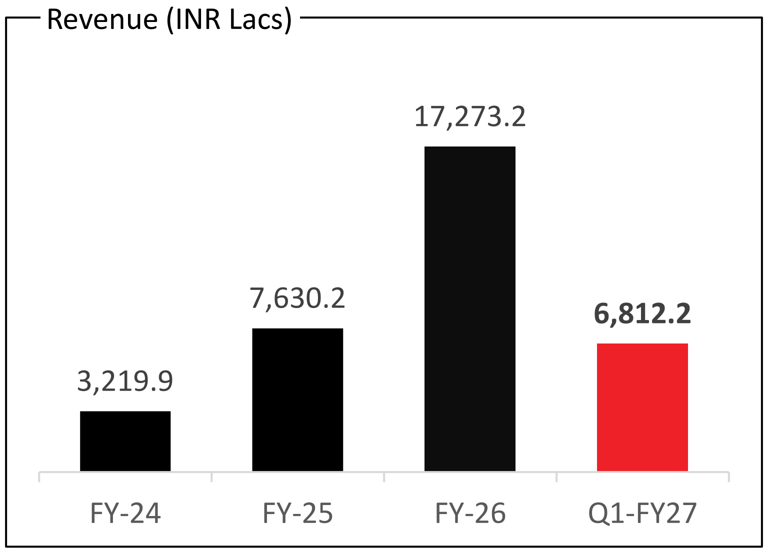
Consolidated Income Statement

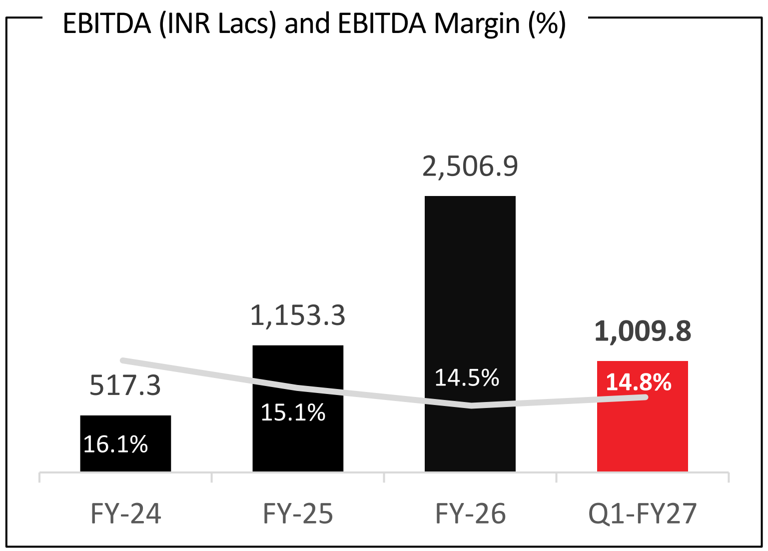
Akiko Global

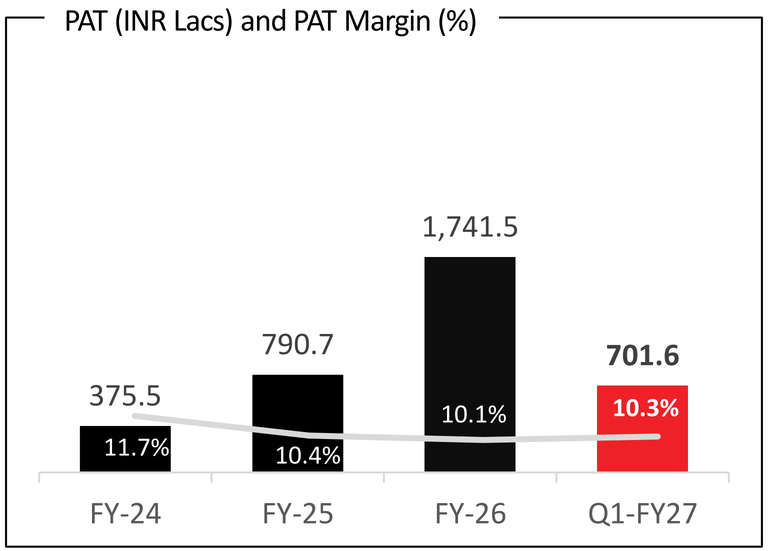
Particulars (In INR Lacs)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
Revenue from Operations	**6,812.2**	**2,953.6**	***130.6%***	**5,772.5**	***18%***
Purchase of Services	4,578.2	1,611.9		3,507.8	
Employee Expenses	909.0	590.3		1,178.2	
Other Expenses	315.2	338.5		298.7	
EBITDA	**1,009.8**	**412.8**	***144.6%***	**787.8**	***28.2%***
EBITDA Margin (%)	***14.8%***	***14.0%***	***80 bps***	***13.6%***	***120 bps***
Other Income	38.5	0.5		6.2	
Depreciation	42.1	40.7		45.2	
EBIT	**1,006.2**	**372.6**	***170%***	**748.8**	***34.4%***
EBIT Margin (%)	***14.8%***	***12.6%***	***220 bps***	***13.0%***	***180 bps***
Finance Cost	46.4	5.0		56.5	
Profit before Tax	**959.7**	**367.6**	***161.1%***	**692.3**	***38.6%***
Tax	258.1	165.8		140.9	
Profit After Tax	**701.6**	**201.8**	***247.7%***	**551.4**	***27.2%***
PAT Margin (%)	***10.3%***	***6.8%***	***350 bps***	***9.6%***	***70 bps***
EPS	6.40	1.51		3.67	

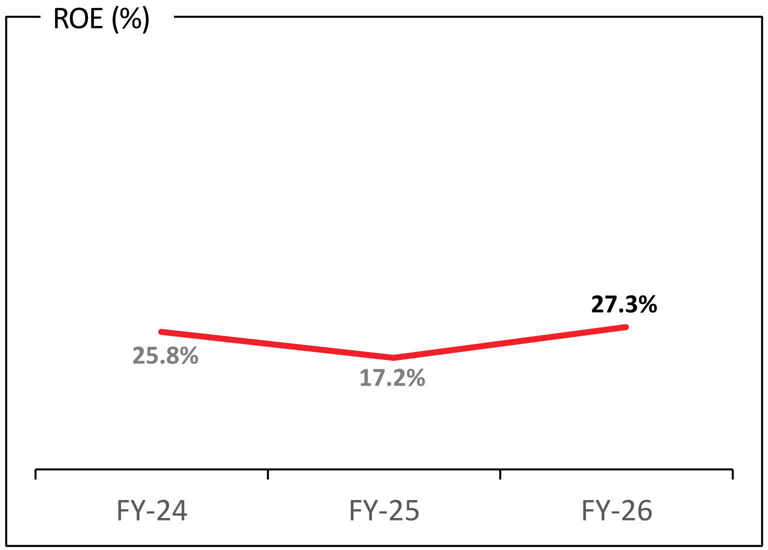
Historical Financial Performance

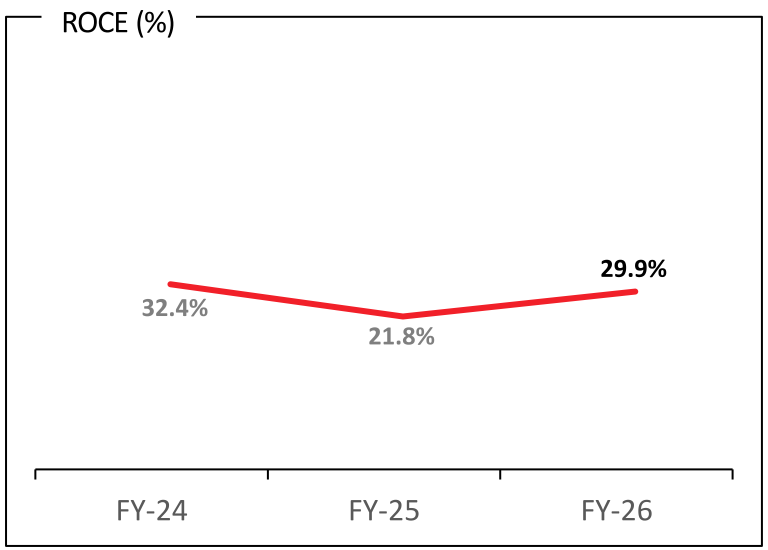
Key Financial Metrics











Consolidated Historical Income Statement

Akiko Global

Particulars (In INR Lacs)	FY24	FY25	FY26	Q1 FY27
Revenue from Operations	**3,219.9**	**6,345.1**	**17,273.2**	**6,812.2**
Purchase of Services	1,243.2	3,584.6	10,493.1	4,578.2
Employee Expenses	1,221.0	1,280.9	3,059.1	909.0
Other Expenses	238.4	569.1	1,214.0	315.2
EBITDA	**517.3**	**910.5**	**2,506.9**	**1,009.8**
EBITDA Margin (%)	***16.1%***	***14.3%***	***14.5%***	***14.8%***
Other Income	19.6	10.1	27.1	38.5
Depreciation	24.0	102.0	180.3	42.1
EBIT	**513.0**	**818.6**	**2,353.7**	**1,006.2**
EBIT Margin (%)	***15.9%***	***12.9%***	***13.6%***	***14.8%***
Finance Cost	3.4	13.2	107.7	46.4
Profit before Tax	**509.8**	**805.4**	**2,246.0**	**959.7**
Tax	134.4	209.5	504.5	258.1
Profit After Tax	**375.5**	**595.9**	**1,741.5**	**701.6**
PAT Margin (%)	***11.7%***	***9.4%***	***10.1%***	***10.3%***
EPS	5.4	6.1	14.2	6.4

Consolidated Historical Balance Sheet

ASSETS (Rs. Lacs.)	Mar-24	Mar-25	Mar-26
(a) Property, Plant and Equipment			
(i) Tangible Assets	47.1	238.6	188.7
(ii) Intangible Assets	-	218.5	131.9
(iii)Intangible Assets Under Development	-	-	200.0
(iv)Goodwill	-	54.1	54.1
(b) Non-Current Investment	-	-	-
(c) Deferred Tax Assets	4.1	8.6	43.7
(d) Long-Term Loans & Advances	-	102.2	435.6
(e) Other Non-Current Assets	-	-	60.0
Total Non - Current Assets	**51.1**	**621.9**	**1113.9**
(a) Current Investments	-	-	-
(b) Trade Receivables	1563.7	3993.9	6323.6
(c) Cash and Bank Balances	17.1	358.4	328.6
(d) Short-Term Loans and Advances	25.0	182.8	1572.9
(e) Other Current Assets	620.0	1297.0	1415.3
Total Current Assets	**2225.8**	**5832.1**	**9640.4**
Total Assets	**2276.9**	**6454.0**	**10754.3**

EQUITY AND LIABILITIES ((Rs. Lacs)	Mar-24	Mar-25	Mar-26
(a) Equity Share Capital	776.8	1077.0	1077.0
(b) Reserves and Surplus	680.6	3300.1	4878.0
(c) Money Received Against Share Warrant	-	43.5	43.5
(d) Minority Interest	-	165.1	373.8
Total Equity	**1457.4**	**4585.7**	**6372.3**
(a)Long-Term Borrowings	128.0	106.1	249.5
(b)Deferred Tax Liability	-	-	-
(c)Other Long-Term Liabilities	-	28.5	3.8
(d)Long-Term Provisions	8.0	12.0	84.4
Total Non - Current Liabilities	**135.9**	**146.6**	**337.7**
(a)Short-Term Borrowings	-	130.4	1240.1
(b)Trade Payables	432.2	1035.6	1391.7
(c)Other Current Liabilities	243.3	430.6	1177.0
(d)Short-Term Provisions	8.2	125.2	235.6
Total Current Liabilities	**683.7**	**1721.7**	**4044.4**
Total Equity and Liabilities	**2276.9**	**6454.0**	**10754.3**

Consolidated Historical Cash Flow Statement

Particulars (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Cash Flow from Operating Activities			
Profit before Tax	509.8	1,036.8	2,246.1
Adjustment for Non-Operating Items	7.8	484.2	375.7
Operating Profit before Working Capital Changes	**517.6**	**1,521.0**	**2,621.7**
Changes in Working Capital	-901.3	-3,844.2	-2,548.8
Cash Generated/Used from Operations	**-506.1**	**-2,507.8**	**-247.2**
Less: Direct Taxes Paid	-122.4	-184.6	-320.1
Net Cash from Operating Activities	**-628.5**	**-2,692.4**	**-567.3**
Cash Flow from Investing Activities	**12.8**	**-664.7**	**-508.8**
Cash Flow from Financing Activities	**532.1**	**3,615.5**	**1,145.5**
Net Increase/(Decrease) in Cash and Cash equivalents	**-83.5**	**258.4**	**69.4**

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