

Date: May 20, 2025

To,

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
Symbol: MOBIKWIK	Scrip Code: 544305

Sub: Press Release

Dear Sir/ Madam,

In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release pertaining to the financial results for the quarter and year ended March 31, 2025.

This is for your information and further dissemination.

Thanking you

For One MobiKwik Systems Limited

Ankita Sharma

Company Secretary and Compliance Officer

Membership No.: A37518

ONE MOBIKWIK SYSTEMS LIMITED

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MobiKwik delivers all-time high Payments GMV of **INR 1 Lakh Crore+ (1 Tn)** with best-in-class Payments Margin* of **13 bps**

FY25 Financial Results
May 20, 2025

Highlights for FY25

Payments GMV at

₹1,159 Bn

↑ 203% YoY



Total income at

₹11,925 Mn

↑ 34% YoY



Industry-leading Payments Gross Margin* at

20%

for full year



Best-in-class Payments Margin

13 bps

achieved in FY25

(net of bank costs and user incentives)



User base at

176.4 Mn

with

20.6 Mn

new users added in FY25



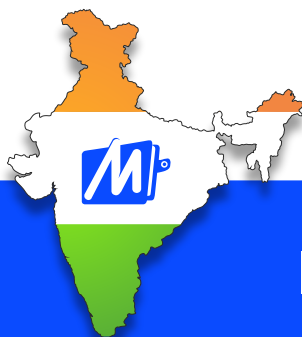
Merchant base at

4.6 Mn

with

0.53 Mn

new merchants onboarded in FY25



India's Largest Digital Wallet






One MobiKwik Systems Ltd. (MobiKwik) (NSE: MOBIKWIK/ BSE: 544305), India's largest digital wallet**, announced its earnings results (standalone and consolidated) for the quarter and full year ended March 31, 2025.

The Company has reported exponential growth in its Payments GMV, underpinned by robust user adoption, innovative product offerings, and an expanded merchant network.

Key Financial Highlights FY25

- **Payments GMV: INR 1,159 Bn, up 203% YoY.** Payment Gross margin remained best in class at over 20%, led by optimized direct costs for the payment gateway and user incentives
- **Total Income: INR 11,925 Mn, up 34% YoY,** driven by strong growth of 142% in the payments revenue
- **Contribution margin (CM):** Revenue mix tilted towards Payments leading to a lower CM of 30%; revenue from distribution of financial products lower amid sector headwinds for lending
- **EBITDA: Loss of -6.7%** due to lower contribution and slightly higher fixed costs YoY

Historically, the Company has demonstrated profitability in the quarters where its contribution margin exceeded 30%. The Company expects a revival of its contribution margin, systematically returning to profitability in the near term.

MobiKwik		FY25 vs FY24 Highlights				Q4FY25 vs Q4FY24	
	 Payments GMV	 Total Income	 Contribution Margin	 EBITDA		 Total Income	
FY25	11,58,681	11,925	3,616	(794)		2,785 <small>Q4FY25</small>	
FY24	3,81,955	8,903	3,317	372		2,716 <small>Q4FY24</small>	
Growth	203% ↑	34% ↑	9% ↑	—		2.6% ↑ <small>Growth</small>	

All amounts in INR Mn

Key Performance Highlights Q4FY25

- **Platform Growth:**

- **User base: 176.4 Mn** with **4.4 Mn new users onboarded** in this quarter
- **Merchant base: 4.59 Mn** with **76K new merchants** added in this quarter

- **Payments Business:**

- **Payments GMV** grew over **2.3x YoY in Q4FY25**, reaching INR 331 Bn
- **Payments revenue** grew **2x YoY in Q4FY25** to INR 2,116 Mn
- Industry-leading **Payments Gross Margin at 24%**, up 26% QoQ

- **Financial Highlights:**

- **Total Income:** INR 2,785 Mn, up 2.6% from INR 2,716 Mn in Q4FY24
- **EBITDA:** loss of INR 458 Mn, due to lower contribution margins, even as the fixed costs reduced QoQ
- **Fixed Cost:** 5.4% fixed cost reduction this quarter is driven by the Company's focus on enhanced digital journeys, increasing scale benefits, and optimizing costs across all line items.

With the strong increase in payments GMV and an uptick in financial services distribution, the Company remains confident in capitalizing on the operating leverage inherently built into its business model to drive value-accretive growth.

"Our Payments Business has shown remarkable strength, growing threefold year-over-year. Our focus for this year will be to leverage AI as a growth catalyst - to accelerate go-to-market, drive revenue growth, and expand margins through intelligent automation."

Ms. Upasana Taku

Executive Director, Co-founder & CFO
One MobiKwik Systems Ltd.

Key Drivers for Future Growth

AI Initiatives

- Faster, Better Code
- Smarter Collections
- Improve Customer Service

First Card

- FD-backed Rupay Credit Card
- 100% Approval, Lifetime Free
- Build Credit Score for “NTC” Indians

Pocket
UPI

Pocket UPI

- Smarter way to UPI
- Use UPI without Linking Bank Account
- Reduce Risk of Financial Fraud

Zaakpay

Zaakpay

- RBI Licensed PA/PG
- Comprehensive Payment Modes
- Trusted by Industry Leaders

Other Key Updates

- The company's subsidiary Zaakpay received RBI approval in April 2025 to operate as an authorized Payment Aggregator/Payment Gateway.
- Partnered with Piramal Finance to offer personal loans ranging from INR 50,000 to INR 2,00,000.
- Upasana Taku, elected as Vice-President of Unified Fintech Forum (UFF), formerly Digital Lenders Association of India (DLAI)'s Executive Committee.

Notes:

*Best-in-class Payments Margin and Payments Gross Margin (Source: Redseer Report)

** India's Largest Wallet by GTV of Digital Wallet as of Mar'25 (Source: RBI Entity-wise PPI Statistics)

About MobiKwik (www.mobikwik.com)

One MobiKwik Systems Ltd. (MobiKwik) is India's largest digital wallet that offers a wide range of payments and financial products to both consumers and merchants.

The Company, founded by Bipin Preet Singh and Upasana Taku in 2009, today offers various payment products such as MobiKwik Wallet, UPI, Pocket UPI, and Zaakpay (payment gateway), serving 176.4 Mn+ registered users and 4.6 Mn+ merchants. The Company has expanded into the distribution of financial products ranging from credit (MobiKwik ZIP, ZIP EMI), savings & investment (Fixed Deposits, Mutual Funds, Digital Gold, Lens.AI), and insurance products on its platform.

According to the RedSeer Report, as of Fiscal 2023, MobiKwik had the fourth-highest user base in India in terms of total registered users on the platform. MobiKwik was termed as one of the leading digital financial product and services platforms in India by registered users. MobiKwik is the largest digital wallet in India with a 23% market share of the PPI wallet gross transaction value (GTV) as of November 2024.

For more details, please visit our website: <https://www.mobikwik.com/ir>

For media queries, please contact:

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