



PayTM

<u>Stock Data</u>	
Issued & paid-up Cap (in Cr.)	55.31
Outstanding shares	5,53,25,271
Face Value	Rs.10/-

<u>Share Holding</u>	<u>%</u>
Indian Individuals (Vijay Shekhar)	16.36
Foreign Investors	83.64

<u>KEY PERSONNEL</u>	
<u>Name</u>	<u>Designation</u>
Mr. Vijay Shekhar Sharma	Managing Director
Mr. Ravi Chandra Adusumalli	Director
Mr. Jing Xiandong	Director
Mr. Amitabh Kumar Singhal	Director
Mr. Joesph Chung Tsai	Director
Mr. Kabir Misra	Additional Director

Paytm, One97's flagship brand, is India's largest digital goods and mobile commerce platform - inspired and driven by a commitment to great consumer experience. Paytm is also a leading payment solutions provider to e-commerce merchants using its RBI approved semi-closed wallet. The company offers mobile payments and mobile marketing services too.

One97 delivers mobile content and commerce services to millions of mobile consumers through India's most widely deployed telecom applications cloud platform. Headquartered in New Delhi, One97 is more than 4,500 people strong with regional offices in Mumbai, Bengaluru, Pune, Chennai and Kolkata with global presence in Africa, Europe, Middle East and Southeast Asia.

One97 also invests in early stage mobile companies through the One97 Mobility Fund (OMF).



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Products



Top-Ups



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Hotel Booking



Superstar Talk



Deals



Music



Video



Games



Mobile Content



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Investors

 SoftBank

 MEDIATEK


Alibaba Group
阿里巴巴集团


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Subsidiaries

The Company has received Foreign Direct Investment under FDI guidelines. As on the date of this notice, out of total paid-up capital, 82.52% (approx.) is held by Foreign Investor under Foreign Direct Investment scheme of RBI.

<u>Name of the Entity</u>	<u>Status</u>	<u>Country</u>
One97 Communications Singapore Private Limited	Wholly owned Subsidiary	Singapore
One97 Communications Nigeria Limited	Wholly owned Subsidiary	Nigeria
One97 USA Inc	Wholly owned Subsidiary	USA
One97 Communications FZ-LLC	Wholly owned Subsidiary	Dubai
Ciqua Limited	Joint Venture	United Kingdom



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Financial Highlights

<u>PARTICULARS (in Rs.cr)#</u>	<u>2018</u>	<u>2017</u>
Revenue	3314	780
Y-O-Y growth	325%	
Shareholder's Funds	7619	2377
Total Assets	8676	3899
Investments	4667	360
Borrowings	242	90
D/E (times)	0.03	0.04

#consolidated



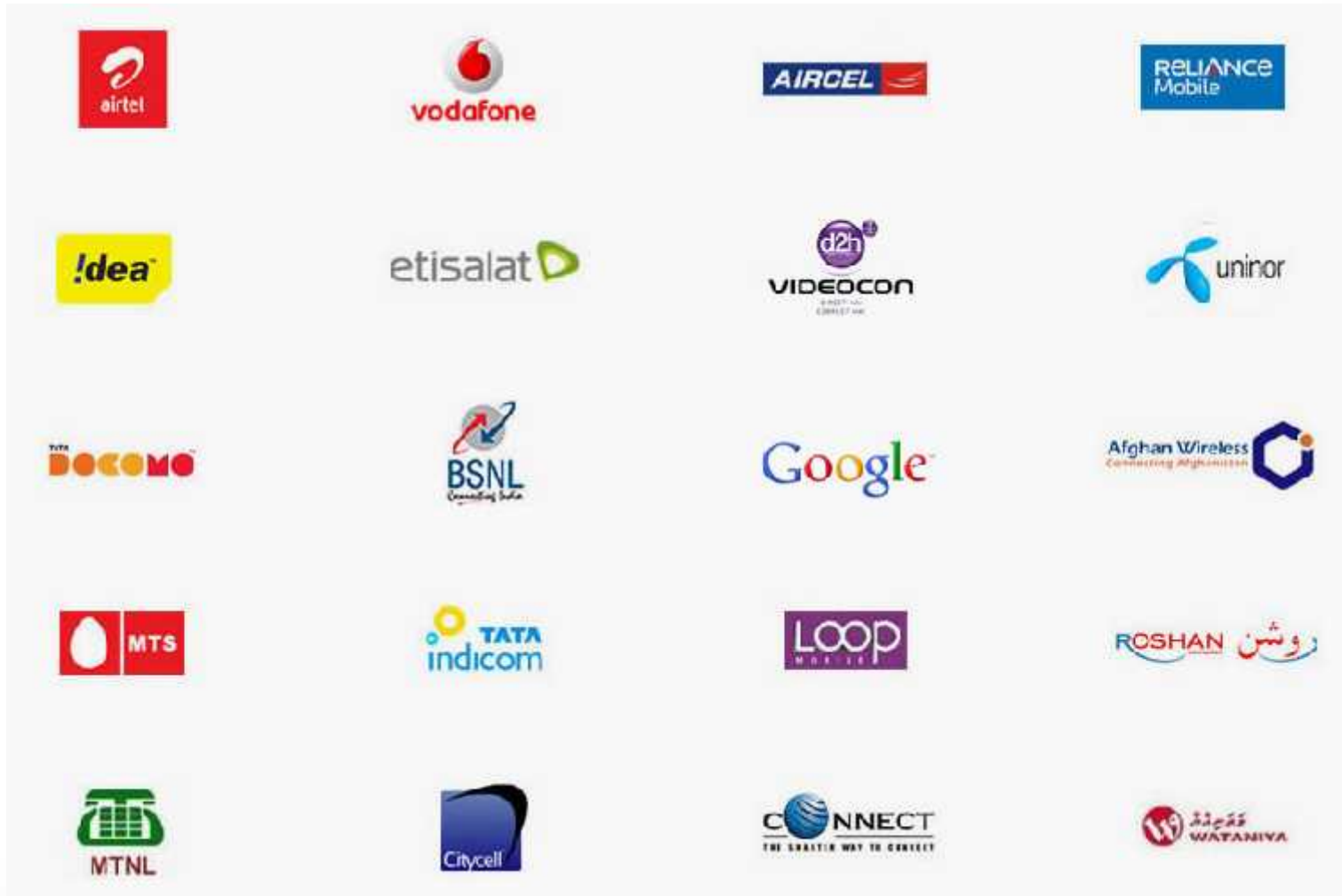
Growth Drivers /Top Reasons to invest

- Paytm is India's largest mobile commerce platform and is backed by Japan's SoftBank and Chinese tech giant Alibaba.
- **Billionaire investor Warren Buffett's Berkshire Hathaway bought a stake in India's largest digital payments company, Paytm**, the billionaire investor's first investment in any Indian company (3-4 % stake for Rs.2200-2500 crores as per media news).
- Revenue growth on a consolidated basis , 325% y-o-y to Rs.3314 crores in 2018 from Rs.780crores.
- Also Berkshire's investment manager Todd Combs, who was leading the investment discussions with Paytm, will be joining the board of One97 Communications
- The current round pegs Paytm's valuation at about \$10-12 billion.
- Paytm wallet is a RBI governed wallet.
- Paytm Canada has emerged as the number one finance application on both Google Play Store and Apple's App Store in the month of November 2018. The popularity of Paytm Canada is also because of the fact that it lets the NRIs settled in Canada pay bills on behalf of their relatives back home in India.



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Clients





Awards & Accolades

- **2017**- Vijay Shekhar Sharma recognized among the 50 Most Influential Young Indians by GQ
- **2017**- Vijay Shekhar Sharma wins at Entrepreneur India Awards 2017
- **2017**- Vijay Shekhar Sharma named to the 2017 Time 100 List of Most Influential People in the World
- **2017** - Vijay Shekhar Sharma wins Forbes Top 40 Under 40 Award.
- **2017**-Paytm wins Best Digital Wallet award at the 11th IAMAI India Digital Summit.
- **2016**-Paytm wins Outstanding Startup of the Year Award at Forbes Leadership Awards 2016
- **2016** - NDTV Indian of the Year Award for Paytm CEO Vijay Shekhar Sharma
- **2016** - Paytm wins ET Brand Equity Most Trusted Brand of the Year 2016.



Future prospects

- The Company is focusing on strengthening its position in various business segments like Payments Bank, Insurance and Insurance Broking, travel ticketing, hotel, mobile wallet services etc. and that would result into better turnover in coming fiscal years. The co. has invested huge capital expenditure and operational investment for establishing the brand in the past years.
- The business and consumer confidence is expected to improve in the coming years, geared with a streamlined organizational design, the company intends to grow its businesses. The improvement in consumer sentiment and increased consumer spending through online platforms will enable the growth momentum to pick up. The management continuous to be cautiously optimistic towards the external economic environment and expects consumer demand to become more consistent and robust in the ensuing financial years.

Investment in unlisted/PRE IPO shares have the potential of giving high returns, they are also accompanied but higher risk due to a variety of reasons. Investors need to exercise caution while investing in Unlisted/PRE IPO companies. Generally, they should have a minimum time horizon of 3 years and should not allocate more than 50% of their equity in Unlisted/PRE IPO Shares. All facts and figures taken from the shareholders report available in public domain,

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