



# Bringing the **Bank** to a **Billion** Phones

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Robust Quarterly  
Performance **Q2FY24**

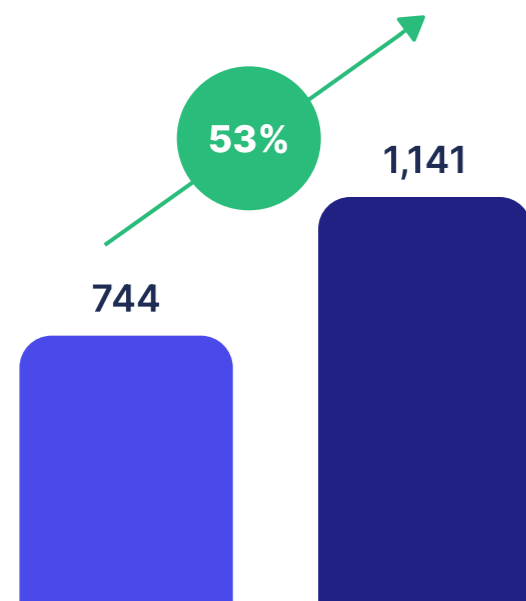


# Robust GMV Growth Across Products

Q2FY24 (Jul-Sep'23) Performance

## Payments

(\$mn)

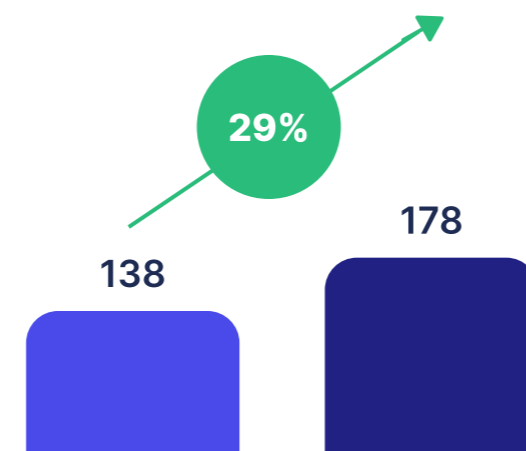


Q2 FY23      Q2 FY24

Payment solutions that allow the acquisition of a large customer base at low costs while being contribution margin positive.

## ZIP

(\$mn)

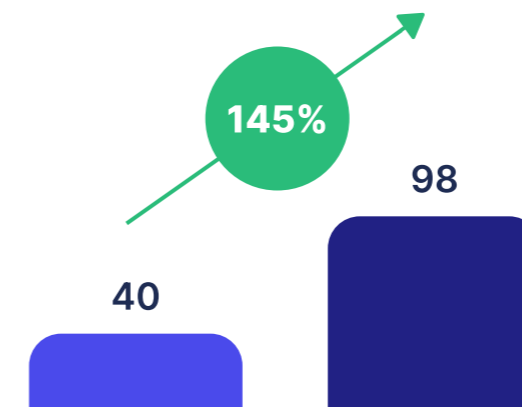


Q2 FY23      Q2 FY24

Short-tenure credit products (30 days) having high repeat rates offered to NTC/thin file credit customers to gauge credit behavior.

## EMI

(\$mn)

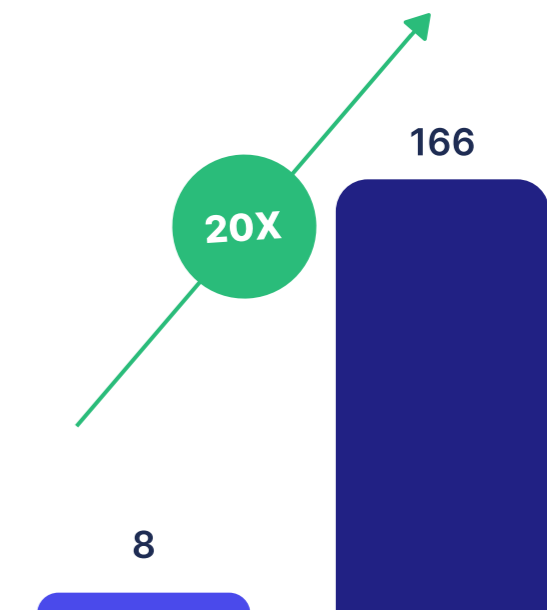


Q2 FY23      Q2 FY24

Medium-tenure credit products (6-24 months) offered to "graduated" credit customers after establishing creditworthiness.

## Xtra - AUA

(\$mn)



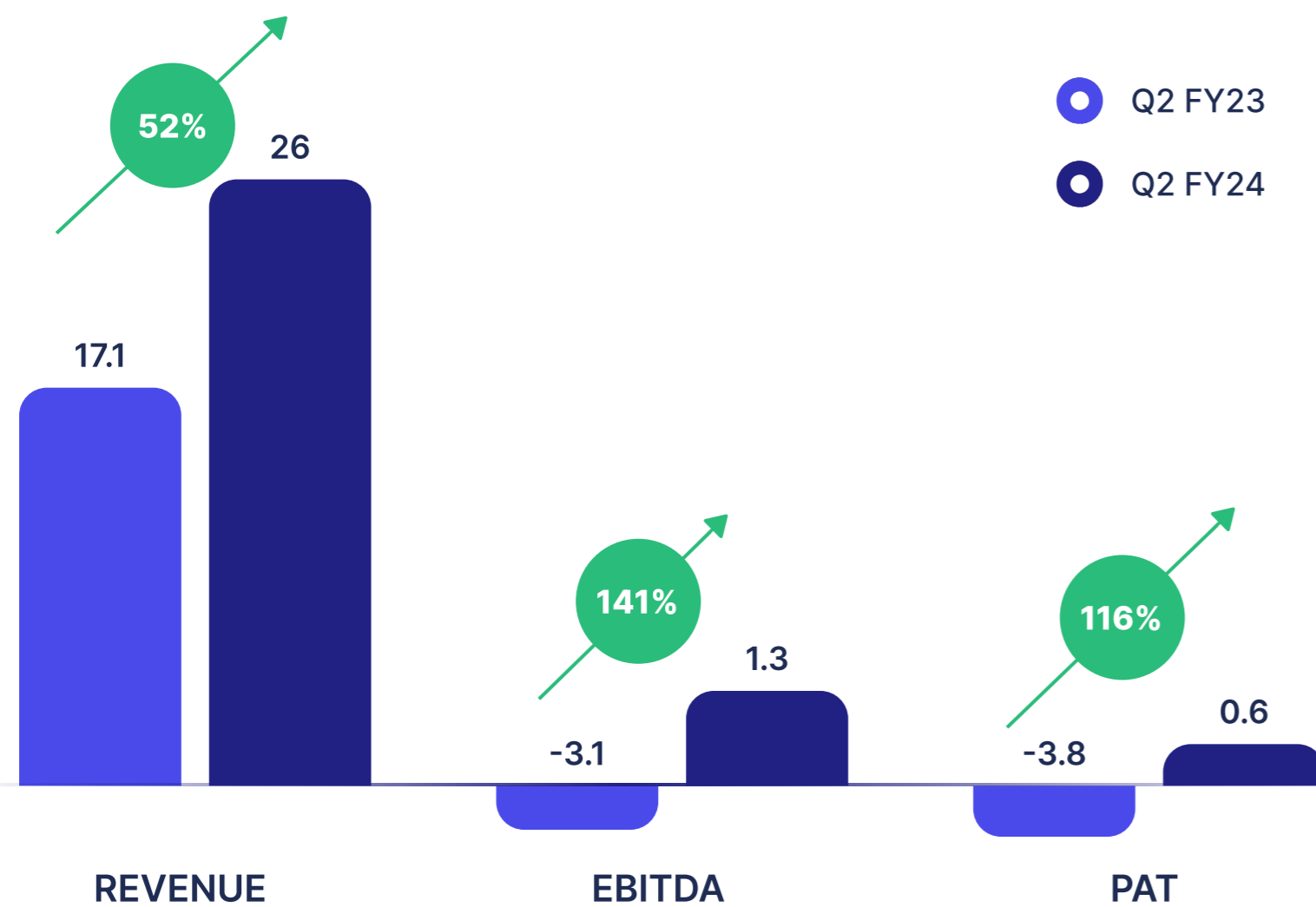
Q2 FY23      Q2 FY24

Wealth product offering up to 12% p.a. returns to users with surplus money.

# Resulting in Stellar Revenue Growth with Continuous Improvement in Profitability

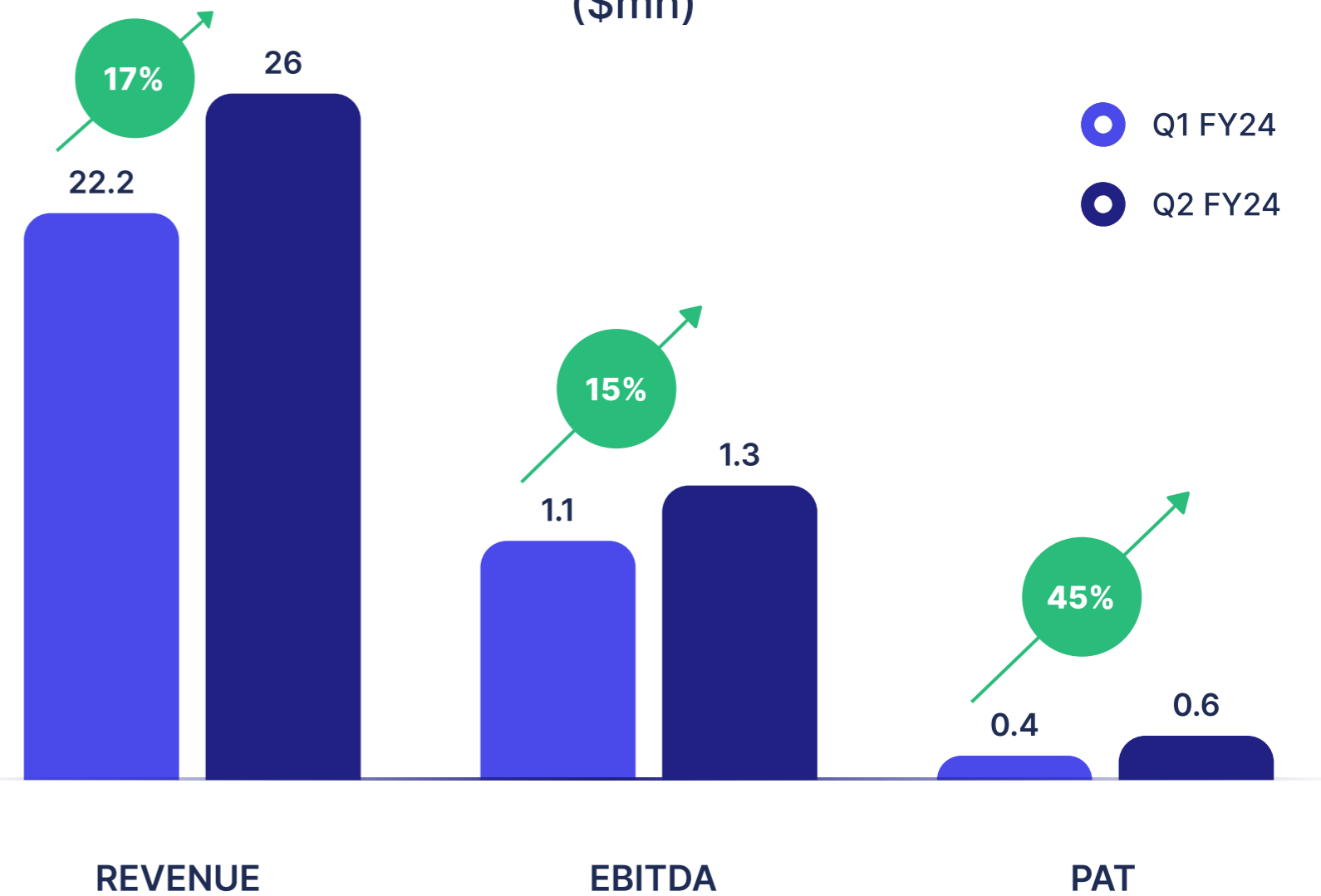
Q2FY24 (Jul-Sep'23) Performance (Y-o-Y)

(\$mn)



Q2FY24 (Jul-Sep'23) Performance (Q-o-Q)

(\$mn)

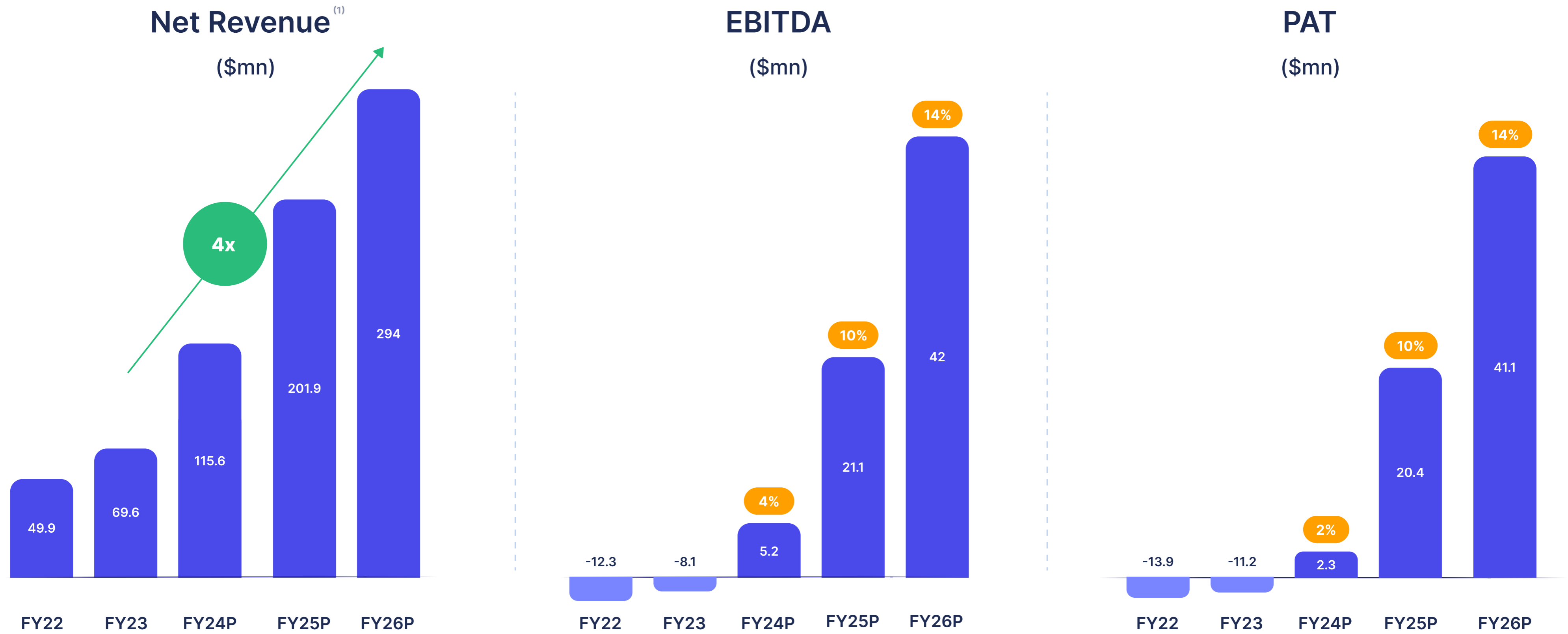


- Revenue growth driven by significant increase in Digital Credit business and momentum in Payment business.

- Significant increase in profitability driven by fast growing, higher margin EMI business.


# Key Financial Projections

# Geared for 4x Growth in 3 years with Healthy Margins



1. Total Income = Segment Revenue + Other income linked to the segment; FY22 excludes revenues from a discontinued category (17 mn)  
2. \$1 = ₹80

# MobiKwik in News



**MOBIKWIK  
POSTS PROFIT,  
CRED IN THE  
RED**

**BUSINESS 360**

CNBC TV 18

NEWS

**With INR 5 Cr PAT In Q2 FY24, MobiKwik Proclaims Another Profitable Quarter**

- MobiKwik said its total revenue rose 17% YoY to INR 208 Cr during the September quarter of FY24
- Earlier, the startup said Q1 FY24 was its maiden profitable quarter, with a PAT of INR 3 Cr
- The startup claimed its revenue rose 58% YoY to INR 358 Cr in H1 FY24 and PAT for the period stood at INR 8 Cr

Fintech startup Mobikwik has claimed it reported its second profitable quarter in Q2 of the ongoing financial year 2023-24 (FY24), posting a profit after tax (PAT) of INR 5 Cr.

Inc 42

**MobiKwik  
logs profit for  
2nd qtr in row**

Asmita.Dey@timesgroup.com

**New Delhi:** IPO-bound MobiKwik has delivered a second straight profit-after-tax positive quarter. The fintech firm posted net profit of Rs 5 crore in the September quarter. Revenues increased by 52% year-on-year to Rs 208 crore in Q2, it said.

“We expect that in the long-term, in the next few quarters, our profit margins will keep increasing significantly as a percentage of our revenue,” co-founder and CEO Bipin Preet Singh told **TOI**. MobiKwik had reported profit of Rs 3 crore in Q1FY24.

“The idea is to get a few more quarters under the belt with more growth and profitability and then go for an IPO,” Singh said. MobiKwik had deferred its Rs 1,900 crore IPO in 2021 due to choppy markets and a global debut by larger peer Pa

The Times of India

**Mobikwik  
posts ₹5-cr  
Q2 profit**

AJAY RAMANATHAN  
Mumbai, October 5

**MOBIKWIK REPORTED A** net profit for the third straight quarter in July-September, aided by a growth in revenue.

The company posted a bottomline of ₹5 crore in July-September, higher than the ₹3 crore it posted a quarter ago. With this July-September result, the company has posted a net profit for the third straight quarter.

The company’s revenue rose 52% year-on-year to ₹208 crore in the quarter under review. The revenue rose 58% year-on-year to ₹385 crore in April-September.

Founded in 2009 by Bipin Preet Singh and Upasana Taku, the company offers an array of payment, investment and

Financial Express

**STARTUP CENTRAL** **MOBIKWIK**  
**DIGITAL BANKING PLATFORM'S GROWTH ROADMAP**



Nippon India ETF

ET NOW



# MobiKwik Stays Profitable for a Second Straight Qtr

Payments firm logs 17% jump in revenues to ₹ 208cr

## Our Bureau

**Bengaluru:** Digital payments and financial services company MobiKwik said that it has recorded a profit for the second consecutive quarter this fiscal year, and seen topline growth as it focuses on its credit strategy.

For the quarter ended September 30, 2023, MobiKwik recorded revenues of ₹208 crore, a 17% jump over the previous quarter. The company posted a total profit of ₹5 crore for the quarter.

On a half yearly basis, total revenues for the Gurugram-based startup stood at ₹385 crore, with total profit at ₹8 crore.

“We have been contribution-margin positive for the last three to four years, and the reason we were largely unprofitable was because of the disruption caused by covid, especially on the credit side,” said Bipin



ISTOCK

Preet Singh, cofounder and chief executive, MobiKwik in an interaction with ET. “These profits represent us breaking even and in the future we will see high double-digit profits as our fixed costs should not scale.” According to Singh, credit now contributes almost 60% of the company’s topline, with the rest coming from digital payments. A contribution

The Economic Times

## MobiKwik reports 52% revenue growth in Q2 FY24, logs strong H1 performance

By IANS | Published: October 5, 2023 04:38 PM

New Delhi, Oct 5 Digital banking platform MobiKwik on Thursday released financial results (unaudited) for the second quarter ...



MobiKwik reports 52% revenue growth in Q2 FY24, logs strong H1 performance

IANS

## ‘Mobikwik to be profitable in FY24’

Indian payments service provider Mobikwik expects to report full year profits at the end of FY24, as it becomes IPO (initial public offering) ready, co-founder and chief operating officer Upasana Taku said in an interview on Thursday.

Mobikwik (operated by One Mobikwik Systems Pvt Ltd) reported its half-year revenues at ₹385 crore for H1 FY24 and ₹8 crore of profit after tax on Thursday.

“We have grown 58% in revenues over what we did last year at this time. Last year, at this time we were also reporting a loss,” Taku said.

The company reported revenues of ₹560 crore of revenue for full year FY23, and a loss of ₹80 crore.

The payments service provider eventually wants to go public, but has not yet started the process for its IPO this time around as it is trying to assess the sentiment currently. Mobikwik had initially filed for a public listing in late 2021.

Mint

## UPASANA TAKU, CO-FOUNDER AND CHIEF OPERATING OFFICER, MOBIKWIK

# ‘RBI must consider digital bank licences for fintechs’

The Reserve Bank of India (RBI) must consider issuing digital banking licences to fintechs as it would help increase access to financial services, says MobiKwik co-founder and chief operating officer Upasana Taku. She tells Ajay Ramanathan that the company may now be a mere 12 months away from an initial public offering.

You have posted a net profit for the third straight quarter. What are your revenue and bottom line projections for the current fiscal?

We reported revenues of around ₹560 crore in the previous

fiscal. We have posted ₹385-crore revenue in the first half of FY24. So, it is a fairly strong 50-60% growth from the first half of last year. On an overall basis, we expect to do similar numbers.

You can definitely assume that we will do as much as we have already done. We will also keep growing 15-20% month-on-month for the next six months.

The main thing for us is to not only show strong growth on revenue, but also show a sustainable growth. This means that we are very focused on being profitable in every quarter. We have learnt in the last two years that you need to demonstrate growth in a prof-

itable manner. We expect a double-digit bottom line in 2024-25.

Is a public offering much closer now than expected?

The nature in which we are building our company is far more attuned to the public market and less so to the private market. Yes, we are monitoring the market and we are also busy booking these profitable



quarters. I think profitability is very important to win the trust of the public market investors. Once we think that we have done enough work and demonstrated enough profitable growth, we will consider the initial public offering. I think we are looking at a possibility of within the next 12 months or so.

Recently, the RBI has allowed the merger between a fintech and an SFB. What are your views on this development?

The fact that the RBI has shown confidence in a fintech's ability to merge with and operate a bank is a positive. Digital payments have reached only 350 million unique Indians. Maybe it is high time for the regulator to start thinking about a digital bank licence or an open bank licence which exists in many other emerging and developed markets. There are actual licences with the help of which you can run and operate a bank without having branches. Of course, India does not have any such licence yet. I would definitely want more people at the government and

Financial Express

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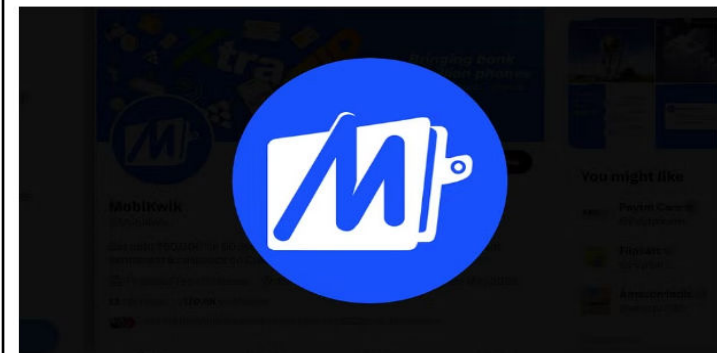
## Mobikwik post Rs 5 crore profit in Q2

The company will evaluate its position based on the ongoing performance and market condition in the June 2024 quarter for the firm's public listing.

PTI

Last Updated 05 October 2023, 21:46 IST

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Mobikwik logo. Credit: X/@MobiKwik

Fintech firm Mobikwik has recorded a consolidated profit of Rs 5 crore in Q2 FY24 and expects to maintain the momentum in the current fiscal, a top

Deccan Herald



# Thank you

for your attention 🙌

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