

Date: July 31, 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 the Press Release on the financial results of the Company for the quarter ended June 30, 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

Registered Office: Unit No. 102, 1st Floor, Block-B, Pegasus One, Golf Course Road,
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MobiKwik Delivers Lifetime High Payments GMV and Gross Margin with 32% EBITDA growth in Q1 FY26

Q1 FY26 Financial Results
July 31, 2025

Payments

Highest ever quarterly Payments GMV

↑ **53%** YoY

₹ **384 Bn**



Lifetime high Payments Gross Margin

28%

vs

16% Q1FY25



Consistently ranked as the

#1

PPI Wallet in India



Source: RBI Entity-wise PPI Statistics

Financial Services

GMV growth in two straight quarters

↑ **30%+**



Lending related expenses

↓ **6%** QoQ



Consolidated Financials

Payments revenue

↑ **24%** YoY



Absolute Contribution Margin

↑ **22%** QoQ

driven by reduction in direct costs



EBITDA

↑ **32%** QoQ







driven by improved CM and fixed costs



India's Largest Digital Wallet

One MobiKwik Systems Ltd. (MobiKwik) (NSE: MOBIKWIK/ BSE:544305), India’s largest digital wallet¹, announced its earnings results (standalone and consolidated) for the quarter ended June 30, 2025.

Key Financials

MobiKwik						Q1 FY26 vs Q4 FY25 Highlights						Q1 FY26 vs Q1 FY25	
													
	Payments GMV	ZIP EMI GMV	Total Income	Contribution Margin	EBITDA							Payments GMV	
Q1 FY26	383,882	6,931	2,816	774	(312)							383,882	Q1 FY26
Q4 FY25	330,663	5,272	2,785	636	(458)							250,802	Q1 FY25
Growth % QoQ	16% ↑	31% ↑	1% ↑	22% ↑	32% ↑							53% ↑	Growth

All amounts in INR Mn

Quarterly Performance

The Q1 FY26 results highlight continued progress across its four strategic pillars: Payments, Financial Services, New Growth Areas and Operational Efficiency.

Payments: The Company’s core payments business continues to demonstrate strong growth and resilience:

- Payments GMV grew 53% YoY and 16% QoQ this quarter to reach INR 384 Bn, driven by high engagement and a growing registered user and merchant base.
- User base grew to 180.2 Mn and merchant base to 4.64 Mn in Q1 FY26.
- Net Payments margin was maintained at 15 bps, validating the strength of the platform.
- Consequently, Gross Margin for the payments business reached an all-time high of 28%, reflecting an impressive 12% YoY expansion in margin percentage.

Notes:
¹India’s Largest Wallet by GTV of Digital Wallet as of June’25 (Source: RBI Entity-wise PPI Statistics)

Financial Services: MobiKwik's digital finance business has entered a phase of renewed momentum.

- Following 32%+ growth in EMI disbursements last quarter, this quarter saw a further 31% QoQ increase, with total disbursements reaching INR 6,931 Mn, with take rates improving to 8% and gross margin rising to 13.3%.
- The company believes that Q4 FY25 marked the bottom in terms of both disbursement volumes and margins. With recovery signals now visible, this business is at a clear inflection point, with upside potential across both revenues and profitability.
- In addition to the DLG model, the Company will also focus on distribution-led scale-up in the financial services business.

New Growth Areas: The Company continues to strategically invest in adjacent opportunities that complement its core payments and financial services businesses, building toward an integrated financial services platform for Bharat.

- Following the receipt of the full Payment Gateway license for Zaakpay last quarter, the company achieved another key milestone this quarter by securing a Stock Broking license.
- These additions reflect MobiKwik's vision of evolving into a single trusted platform that addresses the entire spectrum of financial needs for users, from payments to credit to savings.

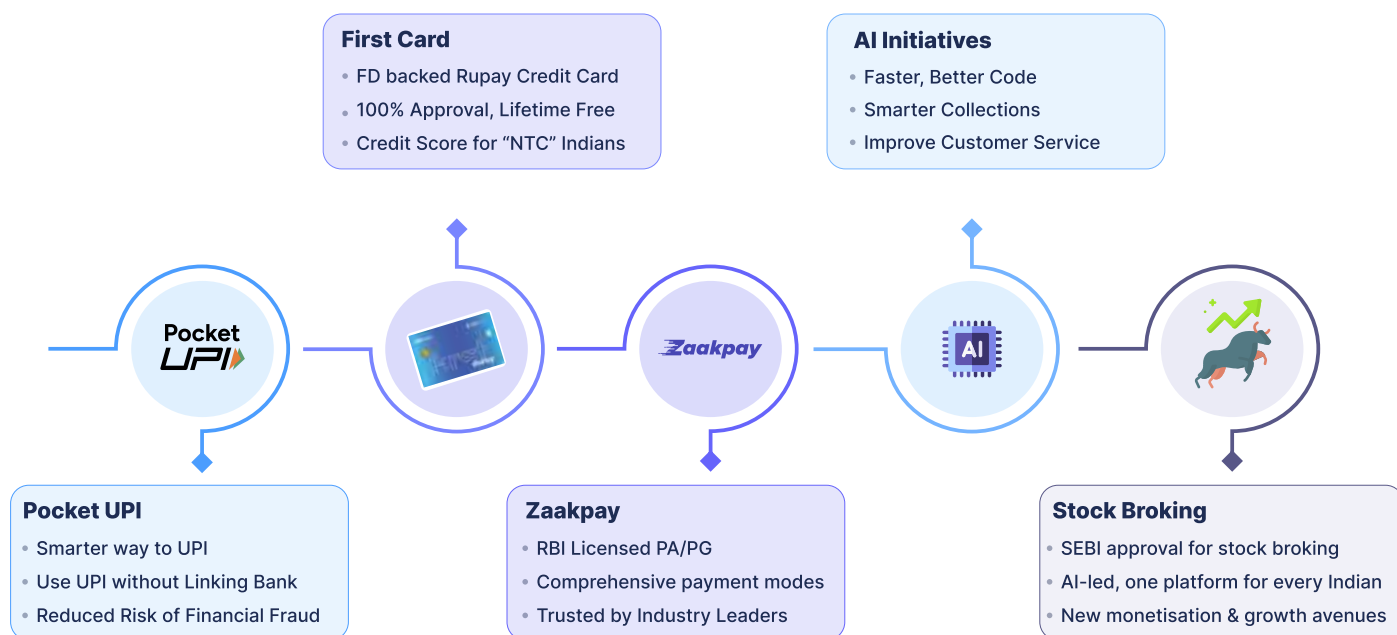
Cost Efficiency: Operational discipline remains a key focus for the company, as it scales with efficiency:

- 32% QoQ EBITDA growth, driven by improved direct and fixed costs
 - 5% QoQ decline in Payment Gateway and User Incentive
 - 6% QoQ reduction in Lending-related expenses
- Fixed costs remained steady at INR 1,086 Mn. Costs have remained steady over the last five quarters.

"We are pleased with the consistent progress across our core business. Payments demonstrated strong growth and Financial Services recovered resulting in an improved Q1 EBITDA, which reinforces our path to profitability. We remain focused on driving operating leverage and building for long-term value creation."

Upasana Taku | Executive Director, Co-founder and CFO | One MobiKwik Systems Ltd.

Key Drivers for Future Growth



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 180.2 Mn+ registered users and 4.64 Mn+ merchants. The Company has expanded into the distribution of financial products ranging from credit (ZIP EMI, MCA), and savings & investment products (Fixed Deposits, Mutual Funds, Digital Gold, Lens.AI) 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 20% market share of the PPI wallet gross transaction value (GTV) as of June 2025.

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

For media queries, please contact:

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