

Date: November 04, 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 September 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

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PRESS RELEASE:

MobiKwik records 80% QoQ EBITDA upswing with improved margins; Profitability in sight

Key Highlights:

- **Top 3 Fastest Growing UPI Apps^[1] in India's UPI Ecosystem**
- **Consistently delivers Industry's best Payments Gross Margin 29%**
- **Financial Services Gross Profit climbs 231% QoQ**
- **Contribution Profit up 24% QoQ driven by 10% drop in direct costs**
- **EBITDA Improved by 80% (₹24.8 Cr) QoQ; driven by cost discipline**

Gurugram, India, Nov 4, 2025: One MobiKwik Systems Ltd. (MobiKwik) (NSE: MOBIKWIK/ BSE: 544305), India's largest Digital Wallet^[2] announced its earnings results (standalone and consolidated) for the quarter ended September 30, 2025. The company delivered record performance across its Payments and Financial Services businesses, building on its robust growth momentum and marking a strong step forward on its profitability journey.

Key Financials:

Q2FY26 Vs Q1FY26 Highlights						Q2FY26 vs Q2FY25
	Payments GMV	ZIP EMI	Total Income	Contribution Margin	EBITDA	Payments GMV
Q2FY26	432,167	8,071	2,793	961	(64)	432,167
Q1FY26	383,882	6,931	2,816	774	(312)	282,759
	13%	16%	(1%)	24%	80%	53%
All amounts in INR Mn						

Quarterly Performance

The company delivered a strong operating quarter in Q2 FY26 through sharp cost control and healthy margin expansion. Operational discipline led to a 24.8 Cr EBITDA gain with 80% QoQ upswing narrowing the operating loss to ₹6.4 Cr.

Headline Results for the Quarter Ended September 30, 2025:

Payments:

The company's core payments business continues to deliver strong growth with profitability at scale and high operating leverage.

- Consistently ranked as the **#1 PPI Wallet in India**
- **Top 3 Fastest Growing UPI Apps** in India's UPI Ecosystem. Also achieved **3.5X YoY growth** in UPI transactions
- **Highest-ever quarterly GMV**, grew 53% YoY and 13% QoQ, driven by high platform engagement.
- **User base grew to 183.5 Mn** and **merchant base to 4.71 Mn** in Q2 FY26.
- **Payments revenue increased 11% YoY**, supported by growing transaction volumes and improved monetization.
- **Net Payments processing margin** was maintained at **14 bps**, due to reduction in payment gateway costs.
- Consequently, **Gross Margin for the payments business reached an all-time high of 29%**, reflecting an impressive **71% YoY expansion**.

Financial Services:

MobiKwik's digital finance business continues its momentum, reflecting scalability and strong economics.

- ZIP EMI GMV continued to witness strong growth, **growing 16%+ QoQ** regaining prior highs owing to growing optimism in lending partners.
- The quarter witnessed high GMV **INR 8,071 Mn**, with gross margin rising to **42%**.
- **Financial Services Margin marks a strong comeback, Gross Profit climbs 231% QoQ growth**
- **Lending-related expenses significantly reduced** to 4.4% of GMV as compared to 7.3% last quarter, reflecting sharper cost discipline, better portfolio performance and improved risk management practices.

Together, these metrics signal a sustainable recovery in lending profitability, positioning the company well for the next phase of growth in digital financial services.

Consolidated Financials:

- The company delivered strong operating performance with steady **total income at INR 2,793 Mn**.
- **Direct costs reduced by 10% QoQ**, reflecting cost efficiency.
- **Thereby, Contribution profit rose by 24% QoQ to INR 961 Mn**.
- The company demonstrated a strong foothold on cost control; Fixed costs reduced by 5.7% QoQ
- Q2 EBITDA gain at INR 248 Mn with profitability in sight

Commenting on the Company's financial performance and recent developments, **Upasana Taku, Chairperson, Executive Director and CFO, MobiKwik**, said, *"Our performance this quarter reflects the strength of our business fundamentals and focus on sustainable profitability. The growth in contribution profit and improvement in EBITDA is a result of disciplined cost optimization and steady gains across both payments and lending. As India's leading Fintech, we are now gearing up to accelerate our play in UPI and digital lending to drive the next phase of our growth."*

Source:

^[1] Based on NPCI data for top 20 TPAPs as per transaction count for Q2FY26 Vs Q1FY26

^[2] MobiKwik is the largest digital wallet in India with a 19% market share of the PPI wallet gross transaction value (GTV) as of September 2025.

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 183.5 Mn+ registered users and 4.71 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 19% market share of the PPI wallet gross transaction value (GTV) as of September 2025.

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

For media queries, please contact:

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