

**Q3 FY25: 48% Revenue growth, PAT grew 92% YoY to ₹72 Cr****Online Insurance New Premium grew 44% YoY led by new Health & Life Insurance**

## Q3 FY25 - YoY

1. Scale: Insurance Premium at ₹6,135 Cr insurance
  - i. New Core Online Insurance Premium up 44%
  - ii. New Health & Life Insurance Premium up 47%
2. Financials
  - a. Operating Revenue ₹1,292 Cr, up 48%
  - b. Credit Revenue down 18% YoY owing to industry slowdown
  - c. PAT grew 92% YoY to ₹72 Cr

Commenting on results, the company stated:

1. Our total Insurance Premium for the quarter was ₹6,135 Cr, up 44% YoY, led by growth in new health & life insurance business with health growing much faster
2. Our consolidated operating revenue grew at 48% to ₹1,292 Cr for the quarter (Core insurance revenue 45% up YoY, Core credit revenue down 18% YoY)
3. Our renewal / trail revenue is at an ARR of ₹665Cr, up from ₹454 Cr last year same quarter, a 46% growth. This is a key driver of long term profit growth.
4. We continue to improve our customer onboarding & claims support services and Insurance CSAT is now at 90.2% up from 90% last quarter.
5. Credit business has been down 20% YoY in terms of disbursement in the online side of business, however the secured credit business, which was started in Q2 FY25 and is now classified under New initiatives, is showing growth at ₹2,570 Cr disbursement & ₹24 Cr revenue for the quarter. The core credit business continues to be adjusted EBITDA positive since Dec 2022. We are now at an ARR of ₹21.7k Cr Credit Disbursement and of about 5L Credit Card issuance. Our total Credit Score consumer base now is about 49.4mn.
6. 70%+ disbursements from the Paisabazaar platform are to existing customers, demonstrating strong customer trust, leading to repeat behavior

We continue to strengthen our leadership in New Initiatives with revenue growth of 87% YoY with adjusted EBITDA margin moving from -13% to -7%, with 3% contribution.

PB Partners, our agent aggregator platform, continues to lead the market in scale & efficiency of operations with about 270k advisors

- a) We have moved the business increasingly towards smaller and higher quality advisors.
- b) Most diversified across different lines of businesses.
- c) Present in 18.9k pin codes across India, covering 99% of pin codes in India.

Our UAE Insurance premium has grown 58% YoY & aligning more towards health & life insurance, similar to our India business.

Our core health and life insurance businesses are growing ahead of expectations. In anticipation of this steady growth, we continue to invest in operational capacity as well as brand awareness campaigns.