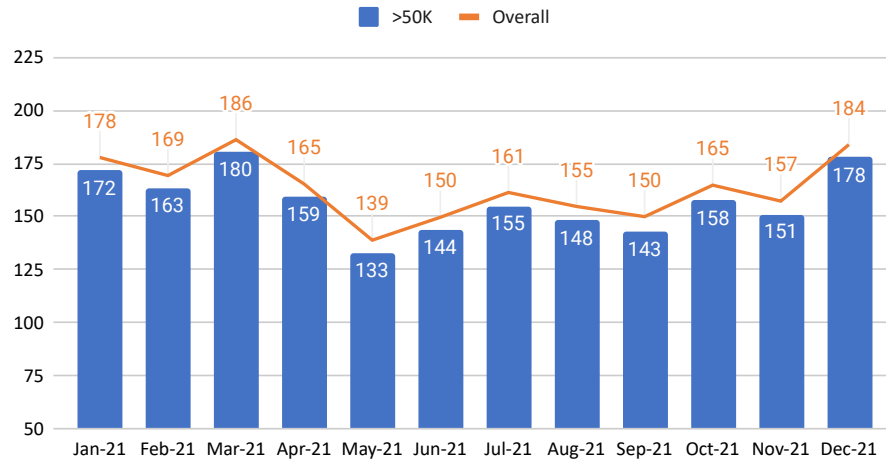


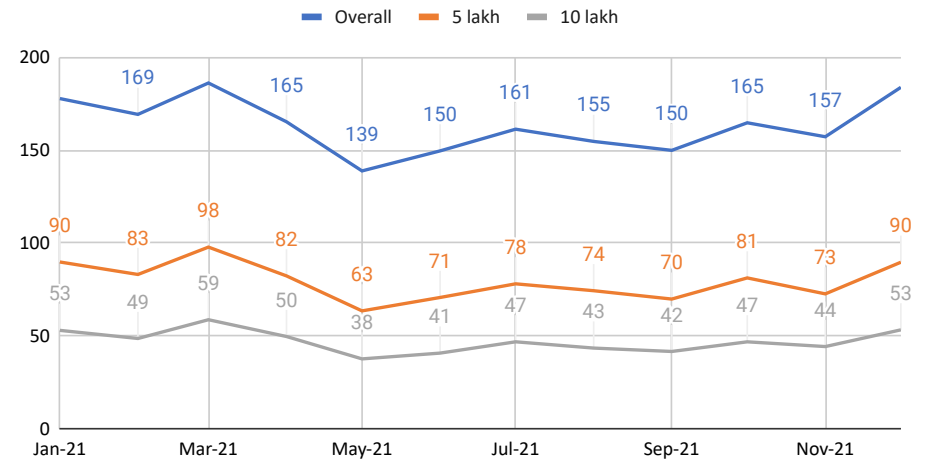
## Fuel Sales Analysis Dec-21 Trend

### GMV Trend (cr)



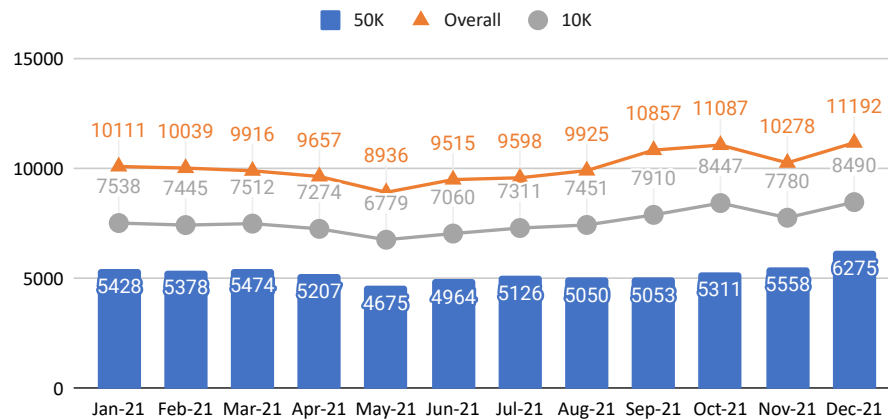
Overall 17% GMV has increased in Dec-21 and 18% increase in GMV by 50K users in Dec-21

### GMV:Overall, 5 lakh and 2 lakh



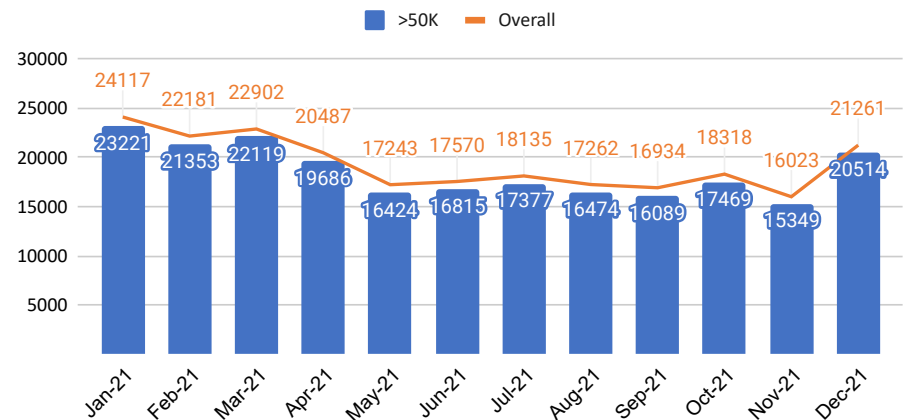
23% increase in GMV by 5 lakh recharging customers in Dec-21 from Nov-21

### Transacting FOs



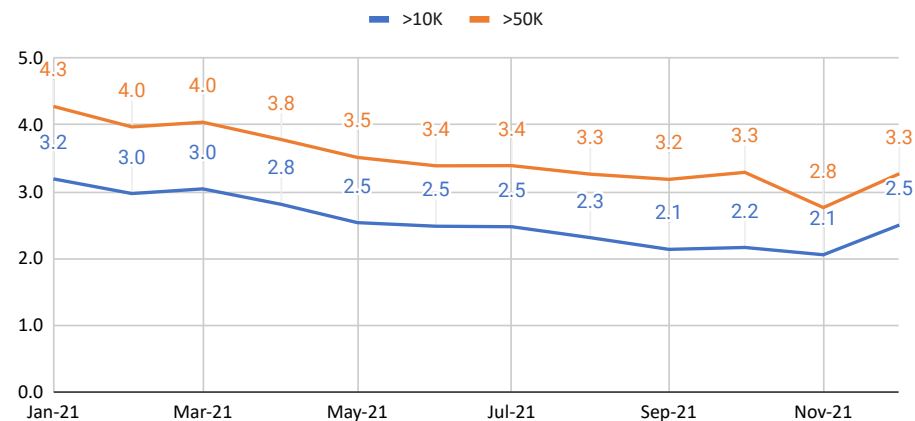
13% increase in 50K recharging customers in Dec-21 from Nov-21

### Volume Trend (KL)



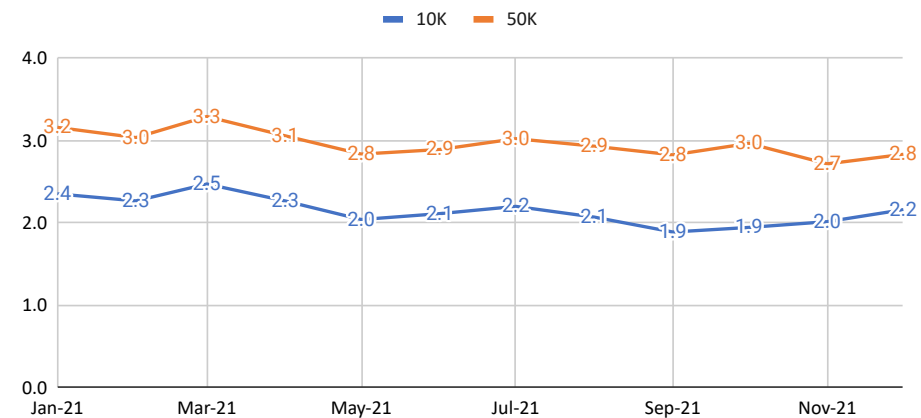
overall 33% increase in volume dec-21 and 34% increase in volume by above 50k recharging FOs

## ALPU(KL)



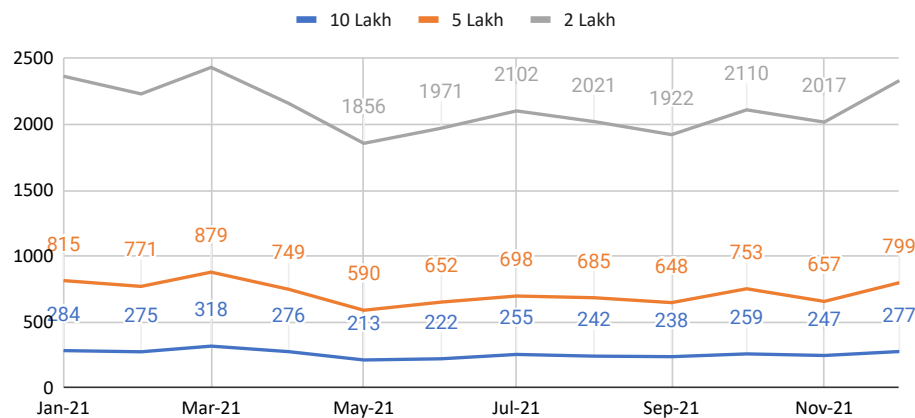
Consumption has increased 18% in Dec-21 for 50K users

## ARPU (lac)



ARPU has increased 4% for above 50K users in Dec-21

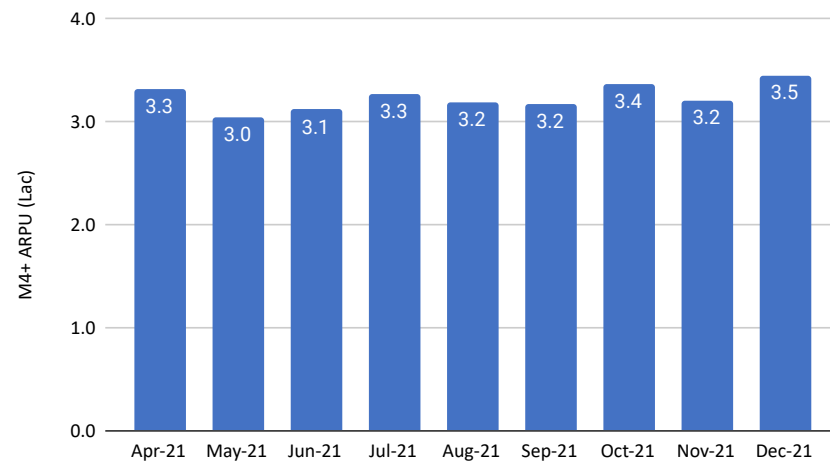
## Customers: 10 Lakh, 5 Lakh and 1 Lakh



21.6% increase in above 5 lakh recharging customers

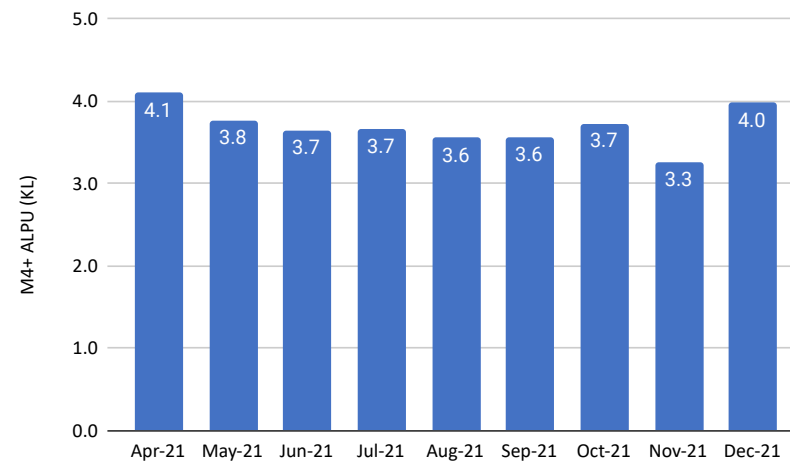
[illegible]

M4+ ARPU (Lac) >50K



9.3% increase in M4+ GMV in Dec-21

M4+ ALPU (KL) >50K



21 % increase in M4+ ALPU in Dec-21

