

50K Onboarding				#cust retention									Retention															
50000	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		%	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		
Jan-21	240	143	129	116	97	96	90	77	72	76	67	73		Jan-21	100%	60%	54%	48%	40%	40%	38%	32%	30%	32%	28%	30%		
Feb-21	0	341	197	173	123	127	125	123	108	117	104	103		Feb-21		100%	58%	51%	36%	37%	37%	36%	32%	34%	30%	30%		
Mar-21	0	0	312	169	116	123	129	108	96	99	94	101		Mar-21			100%	54%	37%	39%	41%	35%	31%	32%	30%	32%		
Apr-21	0	0	0	270	134	126	110	92	95	87	83	93		Apr-21				100%	50%	47%	41%	34%	35%	32%	31%	34%		
May-21	0	0	0	0	228	117	92	87	70	66	63	68		May-21					100%	51%	40%	38%	31%	29%	28%	30%		
Jun-21	0	0	0	0	0	305	157	106	98	98	85	102		Jun-21						100%	51%	35%	32%	32%	28%	33%		
Jul-21	0	0	0	0	0	0	336	157	125	129	108	115		Jul-21							100%	47%	37%	38%	32%	34%		
Aug-21	0	0	0	0	0	0	0	387	220	188	156	153		Aug-21								100%	57%	49%	40%	40%		
Sep-21	0	0	0	0	0	0	0	0	515	277	220	197		Sep-21									100%	54%	43%	38%		
Oct-21	0	0	0	0	0	0	0	0	0	518	253	247		Oct-21										100%	49%	48%		
Nov-21	0	0	0	0	0	0	0	0	0	0	740	269		Nov-21											100%	36%		
Dec-21	0	0	0	0	0	0	0	0	0	0	0	1028		Dec-21												100%		
GMV (Cr)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		ARPU (lac)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		
Jan-21	2.66	2.36	2.41	2.06	1.55	1.79	1.67	1.43	1.45	1.69	1.55	1.92		Jan-21	1.11	1.65	1.87	1.78	1.60	1.87	1.86	1.86	2.01	2.23	2.32	2.64		
Feb-21	0	3.87	3.69	2.88	2.01	2.11	2.22	2.26	1.90	2.03	1.75	1.95		Feb-21	0.00	1.13	1.87	1.66	1.64	1.66	1.78	1.84	1.76	1.73	1.68	1.89		
Mar-21	0	0	3.38	2.81	1.89	2.30	2.33	2.07	1.73	1.93	1.62	1.90		Mar-21	0.00	0.00	1.08	1.66	1.63	1.87	1.81	1.91	1.80	1.95	1.72	1.89		
Apr-21	0	0	0	2.92	2.44	2.29	2.26	1.88	1.40	1.43	1.28	1.44		Apr-21	0.00	0.00	0.00	1.08	1.82	1.82	2.06	2.05	1.48	1.64	1.54	1.55		
May-21	0	0	0	0	2.18	1.88	1.57	1.54	1.30	1.30	1.36	1.52		May-21	0.00	0.00	0.00	0.00	0.96	1.60	1.70	1.76	1.86	1.97	2.16	2.24		
Jun-21	0	0	0	0	0	3.15	2.62	2.02	1.77	1.96	1.48	1.82		Jun-21	0.00	0.00	0.00	0.00	0.00	1.03	1.67	1.90	1.80	2.00	1.75	1.79		
Jul-21	0	0	0	0	0	0	3.62	2.62	2.12	2.22	1.86	2.00		Jul-21	0.00	0.00	0.00	0.00	0.00	0.00	1.08	1.67	1.69	1.72	1.72	1.74		
Aug-21	0	0	0	0	0	0	0	4.10	4.05	3.48	3.20	3.18		Aug-21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.06	1.84	1.85	2.05	2.08		
Sep-21	0	0	0	0	0	0	0	0	5.05	5.15	3.81	4.00		Sep-21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.98	1.86	1.73	2.03		
Oct-21	0	0	0	0	0	0	0	0	0	5.27	3.98	4.00		Oct-21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.02	1.57	1.62		
Nov-21	0	0	0	0	0	0	0	0	0	0	5.51	4.31		Nov-21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.74	1.60		
Dec-21	0	0	0	0	0	0	0	0	0	0	0	8.84		Dec-21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.86		
Vol (KL)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		ALPU (KL)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		
Jan-21	360.7	308.4	295.3	255.0	192.4	210.0	187.5	159.3	163.1	187.9	157.9	222.1		Jan-21	1.5	2.2	2.3	2.2	2.0	2.2	2.1	2.1	2.3	2.5	2.4	3.0		
Feb-21	0.0	505.4	452.4	355.7	249.2	246.6	249.5	251.9	214.6	224.6	177.9	224.7		Feb-21	0.0	1.5	2.3	2.1	2.0	1.9	2.0	2.0	2.0	1.9	1.7	2.2		
Mar-21	0.0	0.0	415.4	346.9	234.3	269.3	261.2	229.9	194.7	214.5	164.1	219.8		Mar-21	0.0	0.0	1.3	2.1	2.0	2.2	2.0	2.1	2.0	2.2	1.7	2.2		
Apr-21	0.0	0.0	0.0	360.8	302.2	267.9	253.9	209.5	158.2	158.3	130.0	166.4		Apr-21	0.0	0.0	0.0	1.3	2.3	2.1	2.3	2.3	1.7	1.8	1.6	1.8		
May-21	0.0	0.0	0.0	0.0	269.9	219.7	175.8	170.9	147.0	143.9	138.0	175.4		May-21	0.0	0.0	0.0	0.0	1.2	1.9	1.9	2.0	2.1	2.2	2.2	2.6		
Jun-21	0.0	0.0	0.0	0.0	0.0	368.6	293.8	224.5	199.1	217.8	150.8	210.3		Jun-21	0.0	0.0	0.0	0.0	0.0	1.2	1.9	2.1	2.0	2.2	1.8	2.1		
Jul-21	0.0	0.0	0.0	0.0	0.0	0.0	406.2	291.9	238.3	246.4	188.8	231.0		Jul-21	0.0	0.0	0.0	0.0	0.0	0.0	1.2	1.9	1.9	1.9	1.7	2.0		
Aug-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	455.9	455.9	386.1	325.2	366.6		Aug-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2	2.1	2.1	2.1	2.4		
Sep-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	568.8	571.2	387.0	461.1		Sep-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1	2.1	1.8	2.3		
Oct-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	584.4	404.4	461.5		Oct-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1	1.6	1.9		
Nov-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	559.7	497.3		Nov-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	1.8		
Dec-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1020.3		Dec-21	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0		

[illegible]