

## One97 Communications Limited (One97)

One97 was incorporated in 2000 by Mr. Vijay Shekhar Sharma, Managing Director and Promoter. One97 is a provider of telecom value-added services. It develops and procures content and applications to provide the relevant platform for delivery of VAS products and services. These platforms are integrated with the core network elements of TSPs. These applications can be deployed on any telecom network and accessed from most mobile handsets. One97 utilises interactive voice response (IVR) system, short message services (SMS), unstructured supplementary services data (USSD) and wireless application protocol (WAP) technology to deliver products and services.

Paytm (Pay Through Mobile) was incorporated in 2010 under One97 Communications Ltd as a prepaid mobile recharge website. Over the years, the company has undergone a paradigm change moving from a mobile recharge website to e-commerce. The PayTM mobile wallet launched in 2013, now has over 200 million registered users. The company has expanded its base to allow users pay utility bills, book hotels, buy movie, bus and flight tickets, pay their loans and engage in many other financial services.

### Key Highlights

- Over the course of last year, Paytm has incorporated six new entities viz. Paytm Financial Services Limited, Paytm Entertainment Limited, Paytm Money Limited, Paytm General Insurance Corporation Limited and Paytm Life Insurance Corporation Limited, Paytm-ICICI Bank Postpaid
- PayTM was one of the 11 entities out of 41 applicants that got a license from RBI to run a payments bank in February 2015 and is the second such service to go live in India after Airtel
- The Paytm Payment bank was inaugurated in November 2017 as a separate entity in which founder Vijay Shekhar Sharma holds 51% share, One97 Communications holds 39% and 10% will be held by a subsidiary of One97 and Sharma
- Paytm's revenue has grown at 57.09% CAGR over last 3 years
- The lead investors in Paytm are Soft Bank, Alibaba Holding Limited, Mountain Capital, SAIF Partners, Sapphire Ventures, Ant Financial Services Group, etc.

### Key Executives

Name	Designation
Mr. Vijay Shekhar Sharma	Managing Director & CEO
Mr. Madhur Deora	Chief Financial Officer and Senior Vice President
Mr. Vineet Kaul	Senior Vice President
Mr. Kiran Kalyan Vasireddy	General Manager of Sales
Mr. Aji Joseph	Brand-Marketing Sales Head