



AKIKO GLOBAL SERVICES LIMITED

Date: 08-11-2025

**To,
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor |
Plot No. C/1, G Block Bandra - Kurla Complex
Bandra (E), Mumbai - 400051**

**Symbol: AKIKO
ISIN: INE0PMR01017**

Subject: Intimation for submission of Earnings Release (PPT) for the Half Year ended September 30, 2025

Dear Sir/Ma'am

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR"), we hereby inform you that the Board of Directors of Akiko Global Services Limited ("the Company") is **releasing the Earnings Release for the half year ended September 30, 2025 (H1 FY2025-26).**

The Company is submitting herewith the **Earnings Release through a presentation (PPT)**, which provides a detailed overview of the financial and operational performance of the Company for the period under review, along with key highlights, management commentary, and outlook. The same is being shared for the information of the **shareholders of the Company** and the general public.

This presentation is based on the **half-year financial results** of the Company, which have already been **considered and approved by the Board of Directors at its meeting held on November 05, 2025.**

A copy of the said **Earnings Release (PPT)** is enclosed herewith and will also be made available on the Company's website at <https://www.themoneyfair.com/>

Thanking You,
Yours faithfully,

**For and on behalf of
Akiko Global Services Limited**

**Priyanka Dutta
Managing Director
DIN: 08475220**

Encl: Earnings Release (PPT)

AKIKO GLOBAL SERVICES LIMITED

Achieving Global Excellence

Add: 11th Floor, Office No-8/4-D, Vishwadeep Building, District Centre, Janakpuri, New Delhi-110058

Contact No: 011-40104241 Email: support@akiko.com CIN No: L74999DL2018PLC335272

Website: www.themoneyfair.com



**AKIKO GLOBAL
SERVICES LIMITED**

EARNING RELEASE

H1FY26
November 2025



NSE-SME : AKIKO

AT A GLANCE: AKIKO

Akiko Global Services Ltd., founded in 2018, is a fintech-enabled distributor of financial products including credit cards, personal loans, business loans, and home loans. The company operates across ~20,000 kiosks and has disbursed over ₹250–300 crore in cumulative loan volume.

Akiko earns revenue through commissions



3-4% on loans



₹2,800–₹4,000 per credit card

The business is driven by a semi-digital, semi-personal model, leveraging a proprietary customer database, bureau data, and targeted digital marketing across platforms like WhatsApp, YouTube, and Instagram. It maintains low attrition and has achieved consistent profitability—a rare feat among comparable fintech peers.

CURRENT BUSINESS SEGMENTS

 Credit Card Distribution	Commission-based distribution of credit cards on behalf of banks and NBFCs. Revenue per card: ₹2,800–₹4,000 (approx.).
 Personal Loans	Significant part of Akiko’s loan portfolio. Includes sourcing, lead generation, and disbursement in partnership with financial institutions.
 Business Loans	Another major contributor to total disbursement volumes. Includes small and medium enterprise (SME) lending.
 Mortgage/ Home Loans	Covers housing finance and mortgage-based loan products. Lesser contributor compared to personal and business loans.
 Loan Aggregation	Akiko operates as an aggregator for loan leads from digital channels (WhatsApp, SMS, Instagram, etc.). Recent monthly aggregation volume: ~₹300-400 crore.

BUSINESS MODEL & STRENGTHS

Commission Based Revenue Model



Personal & Business Loans:

Earns 3 - 4% commission on loan disbursal value.



Credit Cards: Receives a flat fee of ₹2,800-₹4,000 per activated card from partner banks.



Lead Aggregation & Distribution Engine



Uses its proprietary database, bureau data, and consent-based marketing to acquire and qualify leads



Sells these leads to partner financial institutions or converts them internally via its salesforce.

Multi-Channel Fulfillment Platform



Combines digital outreach with:

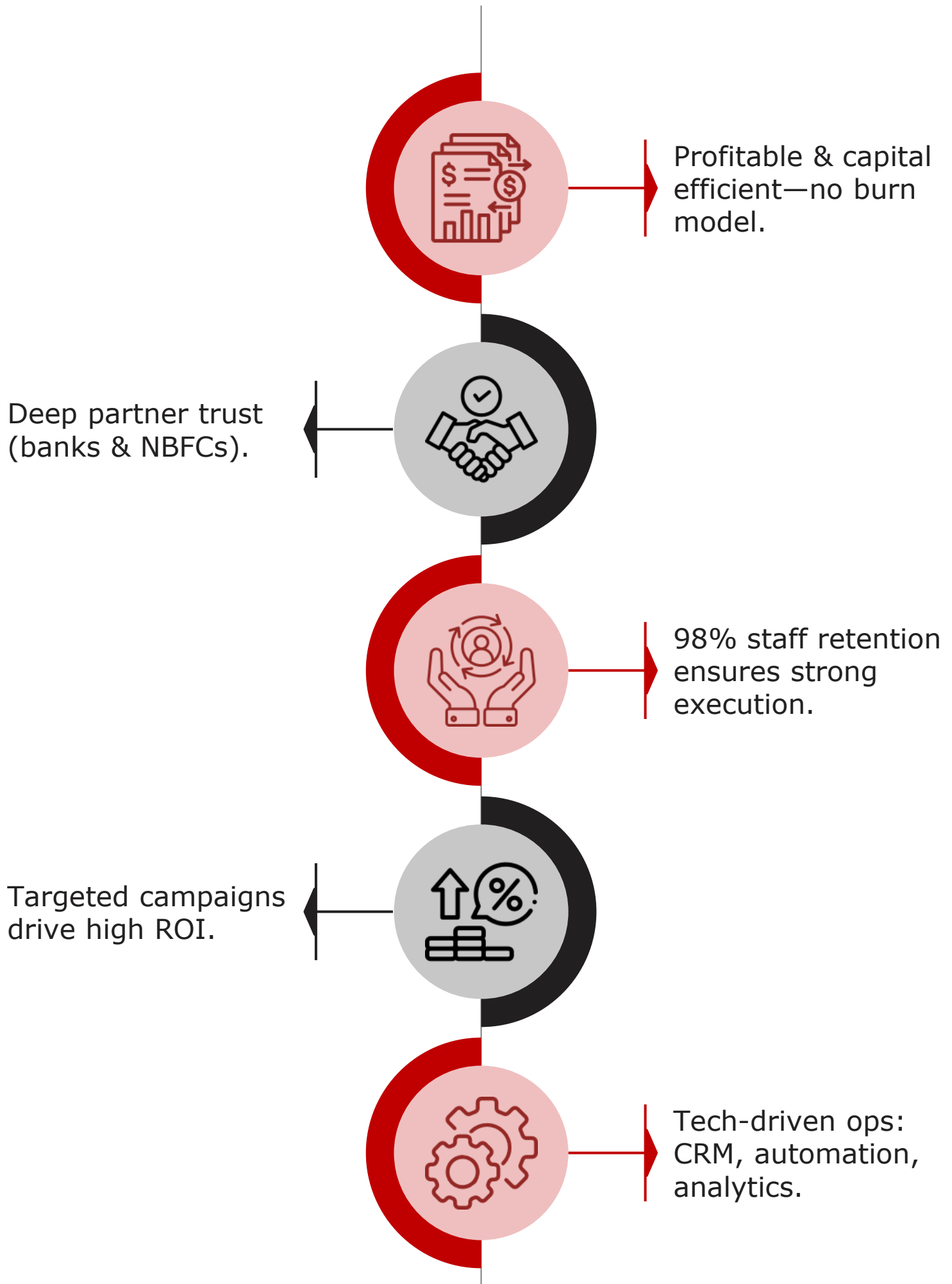
- Call center support
- Feet-on-street agents
- Corporate tie-ups & kiosk partnerships



Enables hyperlocal access while keeping digital acquisition costs under control.

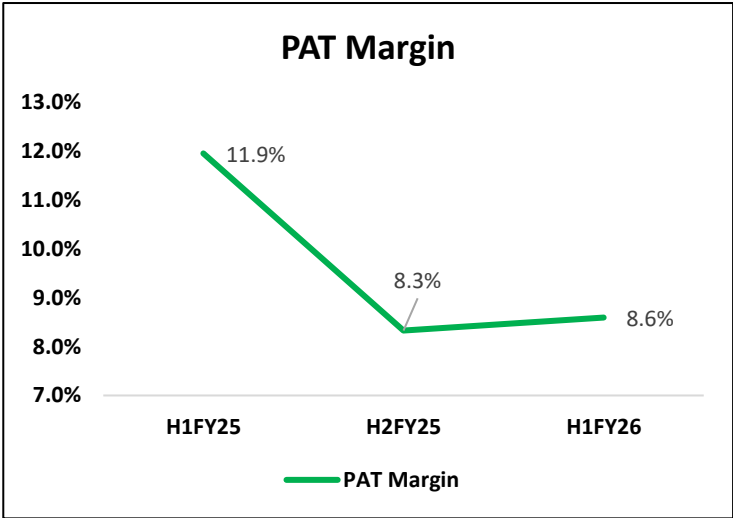
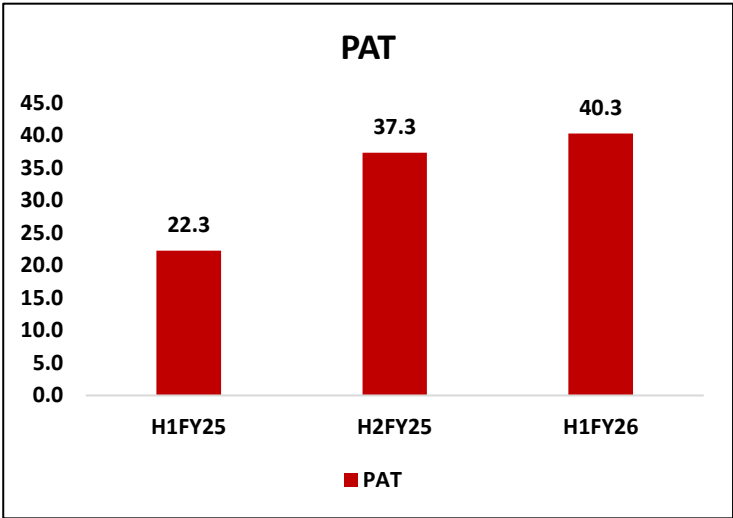
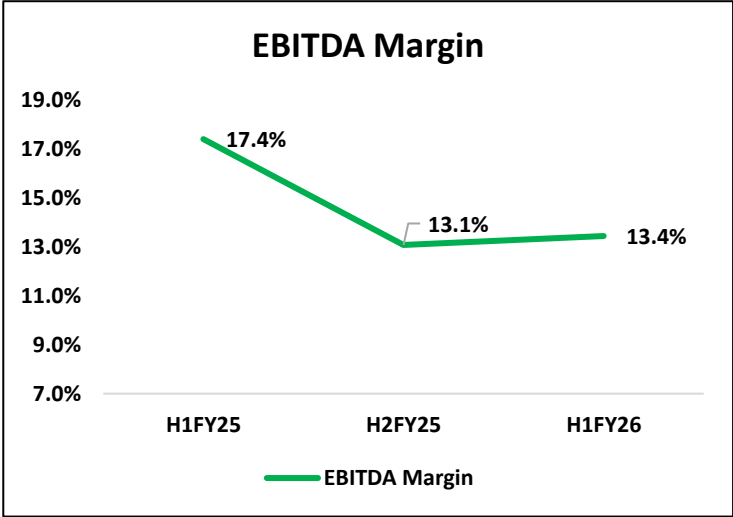
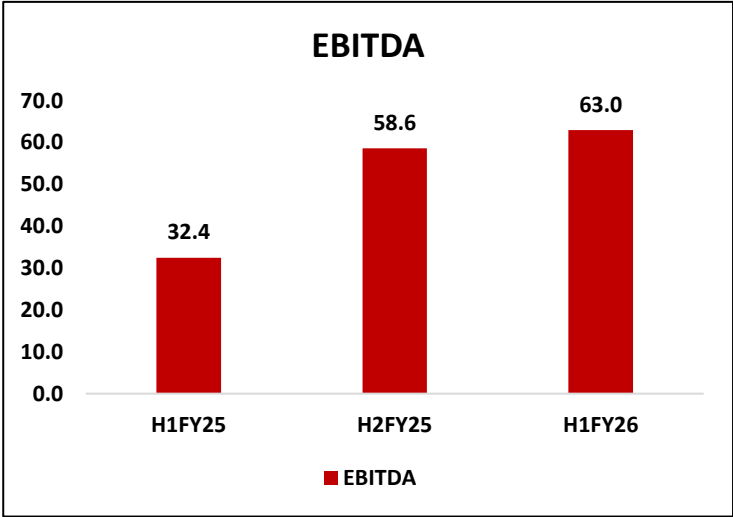
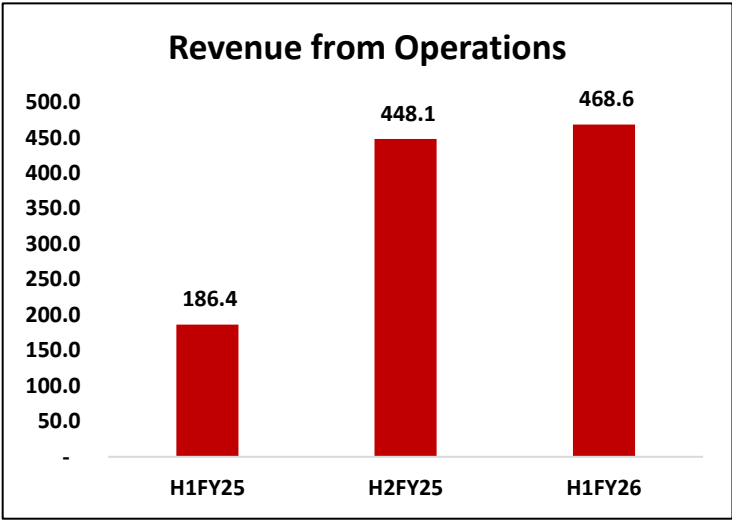


WHAT SETS AKIKO APART ?



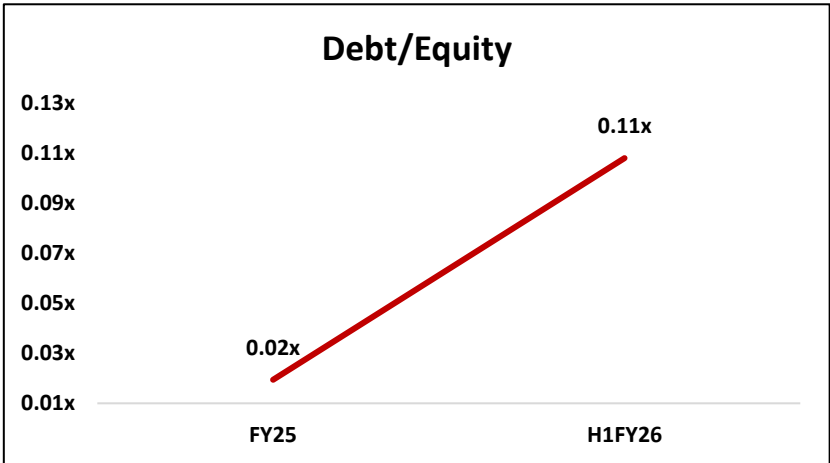
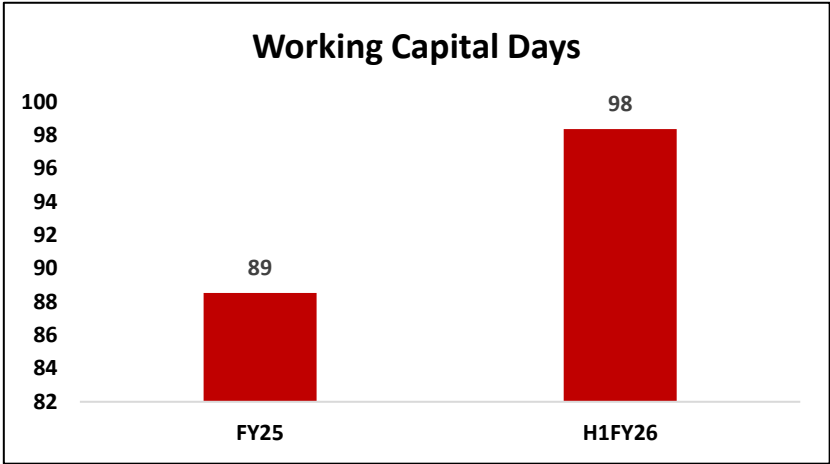
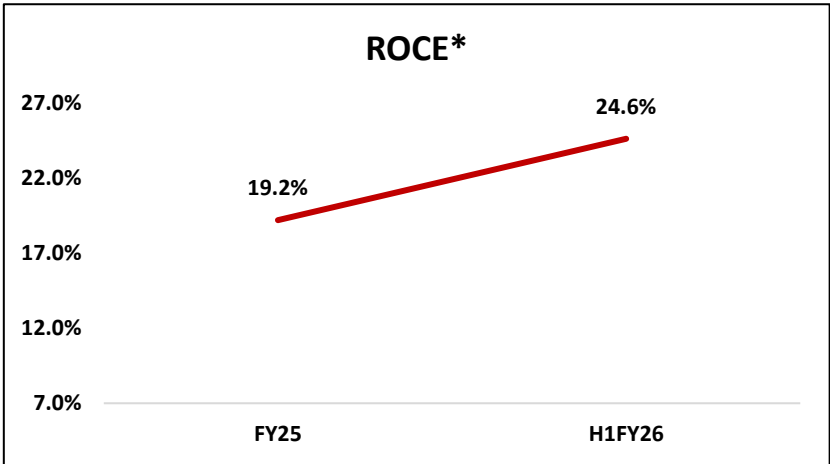
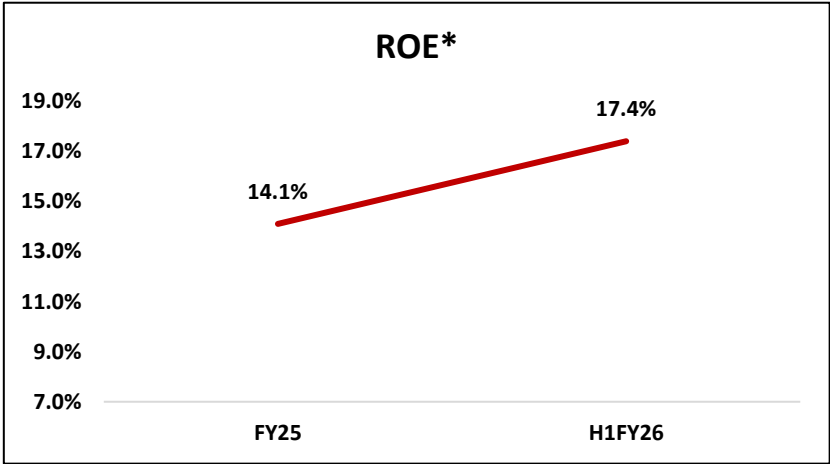
KEY FINANCIAL METRICS (STANDALONE)

(Rs in Mn)



KEY FINANCIAL METRICS (STANDALONE)

(Rs in Mn)



1. ROE/ROCE calculated on an annualized basis

STANDALONE INCOME STATEMENT

Particulars (Rs. In Mn)	H1FY26	H1FY25	H2FY25	Y-o-Y	FY25
Revenue From Operations	468.6	186.4	448.1	151.4%	634.5
Other Income	1.1	0.5	0.5		1.0
Total Revenue	469.7	186.9	448.6	151.3%	635.5
Total Expenses excluding Finance cost & Depreciation	405.6	153.9	389.5		543.5
EBITDA (excluding Other Income)	63.0	32.4	58.6	94.2%	91.1
EBITDA Margins	13.4%	17.4%	13.1%		14.3%
Finance Cost	3.0	0.8	0.5		1.3
Depreciation & Amortization	6.9	2.4	7.8		10.2
PBT	54.2	29.7	50.8	82.4%	80.5
Tax	14.0	7.5	13.5		21.0
PAT Before Minority Interest	40.3	22.3	37.3		59.6
Less: Minority Interest	0.0	0.0	0.0		0.0
PAT	40.3	22.3	37.3	80.9%	59.6
PAT Margins	8.6%	11.9%	8.3%		9.4%
Diluted EPS	3.7	2.5	3.8		6.1

STANDALONE CASH FLOW STATEMENT

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Cashflow from Operations Activities	(32.6)	(126.0)
Cashflow from Investing Activities	(14.8)	(67.1)
Cashflow from Financing Activities	38.7	198.8
Cash and cash equivalents at the end of year	10.8	7.3

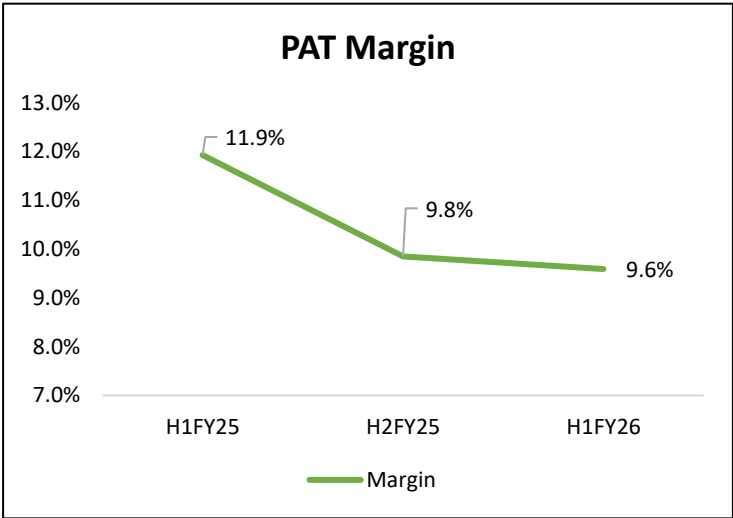
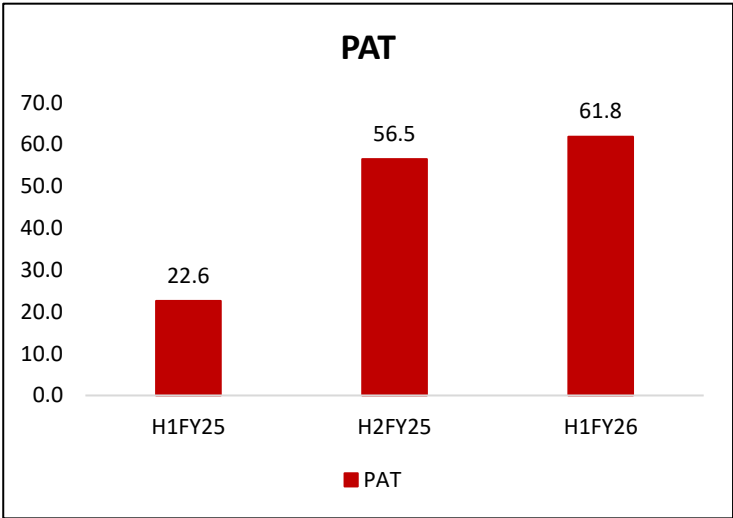
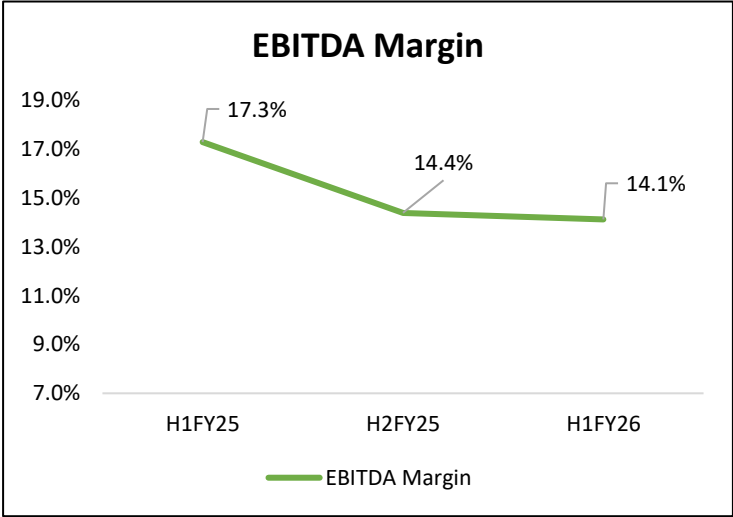
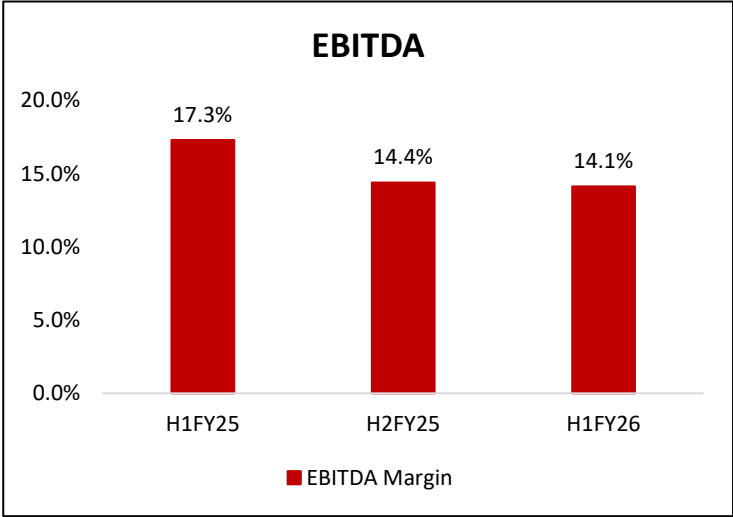
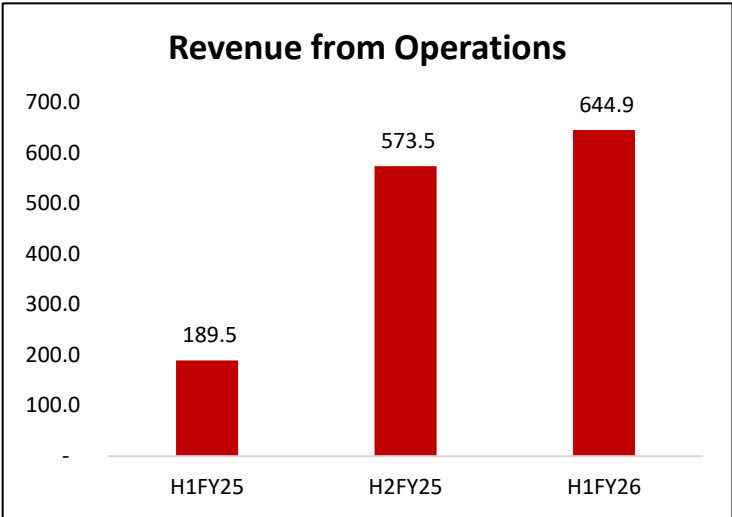
STANDALONE BALANCE SHEET

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Assets		
PP&E	15.1	17.2
Other Intangible Assets	17.4	21.9
Intangible assets under development		0.0
Right To Use Assets	20.0	0.0
Capital Work In Progress	0.0	0.0
Loans	1.4	2.4
Non Current Investments	27.7	27.7
Other Non-Current Assets	6.0	0.0
Deferred Tax Assets (Net)	1.2	0.0
Non-Current Assets	88.9	69.2
Inventories	0.0	0.0
Trade Receivables	435.4	335.0
Cash And Bank Balances	10.8	29.4
Loans	54.2	16.5
Current Investments	0.0	0.0
Other Current Assets	107.6	119.2
Current Assets	608.0	500.2
Total Assets	696.8	569.4

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Equity and Liabilities		
Equity Share Capital	107.7	107.7
Reserves and Surplus	350.5	310.2
Less: Minority Interest	0.0	0.0
Money Received Against Share Warrant	4.4	4.4
Shareholders Fund	462.5	422.2
Non Current Liabilities		
Borrowings	0.0	0.0
Provisions	1.2	1.2
Other long-term liabilities	1.4	2.8
Total Non-Current Liabilities	2.6	4.1
Current Liabilities		
Borrowings	50.0	8.2
Trade Payables	121.1	102.3
Provisions	6.4	2.7
Other Current Liabilities	54.3	29.8
Total Current Liabilities	231.8	143.1
Total Equity and Liabilities	696.8	569.4

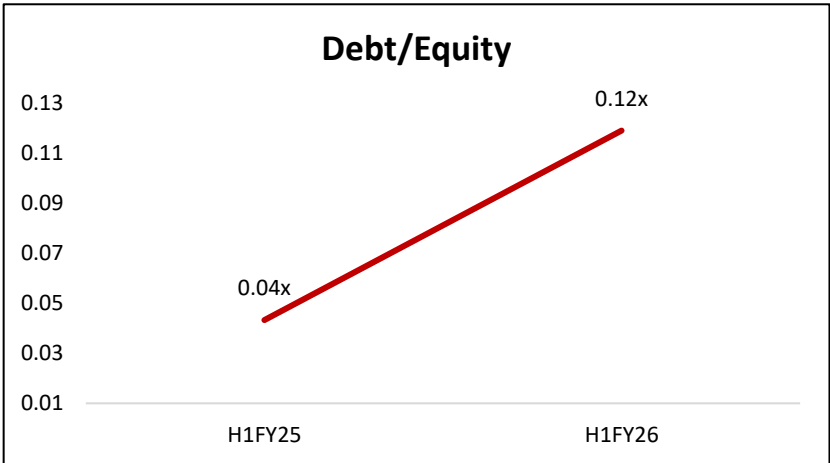
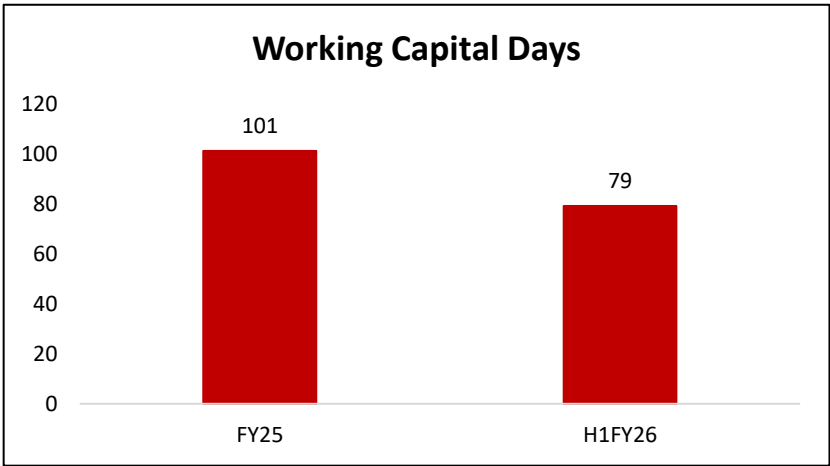
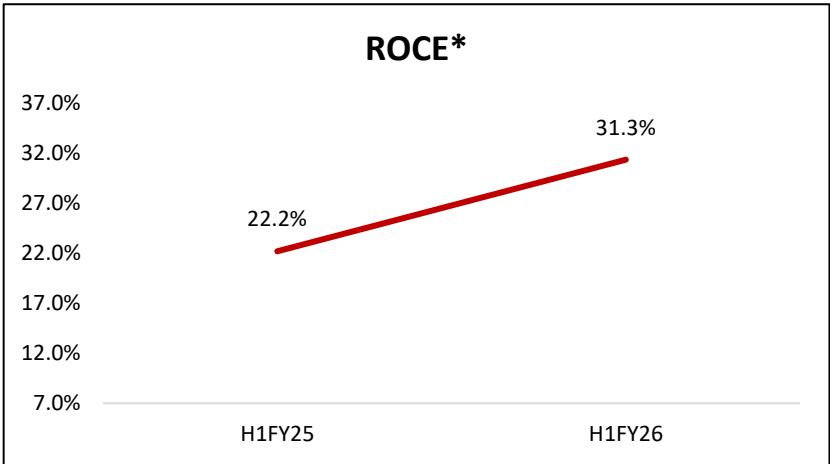
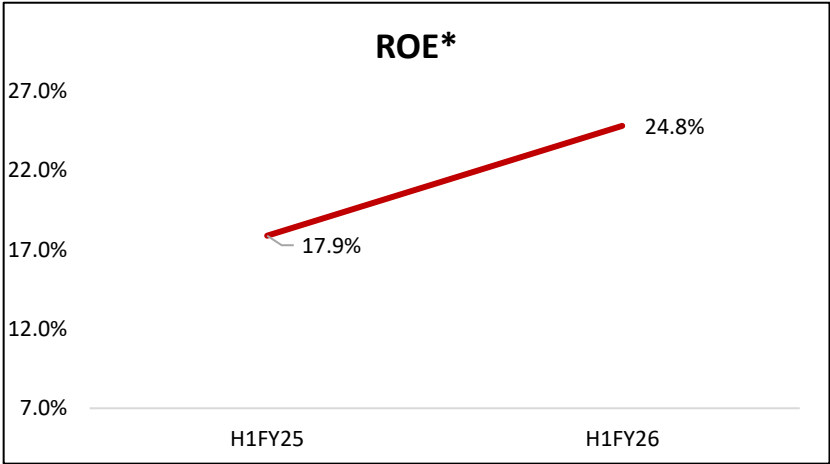
KEY FINANCIAL METRICS (CONSOLIDATED)

(Rs in Mn)



KEY FINANCIAL METRICS (CONSOLIDATED)

(Rs in Mn)



1. ROE/ROCE calculated on an annualized basis

CONSOLIDATED INCOME STATEMENT

Particulars (Rs. In Mn)	H1FY26	H1FY25	H2FY25	Y-o-Y	FY25
Revenue From Operations	644.9	189.5	573.5	240.3%	763.0
Other Income	1.1	0.5	0.5		1.0
Total Revenue	646.0	190.0	574.0	202.1%	764.0
Total Expenses excluding Finance cost & Depreciation	553.8	156.7	491.0		647.7
EBITDA (excluding Other Income)	91.1	32.8	82.6	151.9%	115.3
EBITDA Margins	14%	17%	14%		15%
Finance Cost	3.0	0.8	0.5		1.3
Depreciation & Amortization	8.6	2.4	8.9		11.3
PBT	80.6	30.1	73.6		103.7
Tax	18.8	7.5	17.1		24.6
PAT Before Minority Interest	61.8	22.6	56.5		79.1
Less: Minority Interest	-	-	-		-
PAT	61.8	22.6	56.5	149.9%	79.1
PAT Margins	10%	12%	10%		10%
Diluted EPS	5.1	2.6	5.3		7.6

CONSOLIDATED CASH FLOW STATEMENT

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Cashflow from Operations Activities	(21.9)	(255.6)
Cashflow from Investing Activities	(23.0)	(72.0)
Cashflow from Financing Activities	37.2	334.9
Cash and cash equivalents at the end of year	18.1	7.4

CONSOLIDATED BALANCE SHEET

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Assets		
PP&E	21.7	23.9
Other Intangible Assets	17.4	21.9
Intangible assets under development	20.0	0.0
Right To Use Assets	5.4	5.4
Capital Work In Progress	0.0	0.0
Loans	1.4	2.4
Non Current Investments	0.0	0.0
Other Non-Current Assets	6.0	0.0
Deferred Tax Assets (Net)	2.1	0.9
Non-Current Assets	73.9	54.3
Inventories	0.0	0.0
Trade Receivables	490.1	399.4
Cash And Bank Balances	18.1	35.8
Loans	0.0	0.0
Current Investments	133.5	129.7
Other Current Assets	73.6	21.6
Current Assets	715.3	586.5
Total Assets	789.2	640.9

Particulars (Rs. In Mn)	H1FY26	As On 31st Mar 25
Equity and Liabilities		
Equity Share Capital	107.7	107.7
Reserves and Surplus	386.5	330.0
Less: Minority Interest	4.4	4.4
Money Received Against Share Warrant	498.5	442.1
Shareholders Fund	23.4	16.5
Non Current Liabilities		
Borrowings	9.3	10.6
Provisions	1.2	1.2
Other long-term liabilities	1.4	2.8
Total Non-Current Liabilities	11.8	14.7
Current Liabilities		
Borrowings	50.1	8.5
Trade Payables	121.5	103.6
Provisions	9.8	12.5
Other Current Liabilities	74.1	43.1
Total Current Liabilities	255.5	167.7
Total Equity and Liabilities	789.2	640.9

MANAGEMENT COMMENTARY

Mr. Ankur Gaba, Promoter of Akiko Global Services Ltd., shared his views on the financial and strategic performance for the half year ended **30 September 2025 (H1 FY26)** compared with **H1 FY25** and **H2 FY25**:

H1 FY26 vs H1 FY25 Performance Highlights (Consolidated)

Akiko Global Services delivered another period of strong performance during H1 FY26, driven by continued momentum across its loan, credit card, and digital aggregation businesses.

Revenue from Operations for H1 FY26 stood at **₹ 64.49 crore**, compared with **₹ 18.95 crore** in H1 FY25 — a robust **240% YoY growth**, reflecting Akiko's ability to scale its semi-digital distribution model across multiple financial products.

EBITDA (excluding other income) rose to **₹ 9.11 crore**, compared with **₹ 3.28 crore** in H1 FY25, marking a **177% YoY increase**. EBITDA margins remained healthy at around **14%**, supported by disciplined cost management, higher productivity, and technology-led efficiencies.

Profit After Tax grew to **₹ 6.18 crore**, compared with **₹ 2.26 crore** in H1 FY25 — a **174% growth**, underscoring Akiko's operational strength and consistent profitability despite continued investments in digital initiatives.

H1 FY26 vs H2 FY25 (Standalone Performance)

Sequentially, Revenue from Operations increased from **₹ 44.81 crore** in H2 FY25 to **₹ 46.86 crore** in H1 FY26, registering a **4.5% growth**, driven by expansion in the personal loan and business loan segments and stronger performance in credit card activations and lead aggregation.

EBITDA stood at **₹ 6.30 crore**, compared with **₹ 5.86 crore** in H2 FY25, representing a **7.5% sequential increase**, with EBITDA margin improving to approximately **13.4%**. This improvement reflects better cost control and a higher share of revenue from proprietary digital channels.

PAT came in at **₹ 4.03 crore**, against **₹ 3.73 crore** in H2 FY25, translating to a **PAT margin of 8.6%**, compared to **8.3%** in the previous half-year — showcasing operational leverage and improved earnings quality.

Strategic & Operational Highlights



AkikoPay — One App. Infinite Opportunities: AkikoPay is being developed as a comprehensive digital financial and lifestyle ecosystem — a single platform where users can manage all payments, finances, and everyday services seamlessly.



Launch of AkikoPay Wallet & Super App (FY26): We are initiating the soft launch of the AkikoPay Wallet in H1 FY26, followed by the Super App launch in H2 FY26. The platform will integrate:

- All digital payments and wallet-to-bank transfers
- Loan, credit card, and insurance management
- Travel bookings (air, rail, and local commute)
- Discount vouchers, bill payments, OTT and prepaid recharges
- Prepaid cards and UPI-based micro-loans



AI ChatBox – Smart Financial Assistant: AkikoPay will feature an AI-powered ChatBox that acts as a personal digital finance assistant, helping users track spending, compare financial products, get instant support, and make smarter financial decisions — all through real-time, conversational AI.



Strategic Partnerships & Risk-Light Model: All underwriting and risk evaluation for credit products will be managed by partner financial institutions, allowing AkikoPay to operate as a distribution and engagement platform with low credit exposure and high scalability.



Insurance & Investment Expansion: A pilot for insurance and mutual fund distribution is scheduled for Q3 FY26, with full rollout in H2 FY26, enabling users to invest, insure, and transact through a single trusted app.

Management Outlook & Guidance

Looking ahead, Akiko aims to accelerate its evolution into a comprehensive digital financial services ecosystem, building upon its strong operational and financial performance in H1 FY26.



Revenue Growth: The company targets over **90-100% revenue growth** in FY26 compared with FY25, supported by sustained momentum across its loan, credit card, and digital aggregation businesses, and continued scaling of proprietary channels.



EBITDA Margins: EBITDA margins are expected to remain **in the 13–15% range**, driven by technology-led efficiencies, higher digital revenue contribution, and disciplined cost management.



Digital Ecosystem Expansion: The upcoming Wallet and Super App ecosystems are expected to deepen user engagement and unlock cross-sell opportunities across credit cards, loans, insurance, and investment products.



Operational Efficiency: The company continues to focus on improving working-capital efficiency, targeting a reduction in receivable cycles to 60–70 days, thereby strengthening cash flow visibility.



Strategic Investments: Akiko will continue making calibrated investments in technology infrastructure, analytics capabilities, and fintech partnerships to enhance scalability and reinforce its competitive advantage in digital distribution.

Closing Remarks



“Our H1 FY26 performance reflects the strength of Akiko’s digital-first, commission-based business model. With the wallet business, super app integration, and expansion into insurance and mutual fund distribution, we are moving beyond aggregation toward becoming a full-stack digital financial platform. These new verticals will enhance customer lifetime value while reinforcing our capital-efficient growth model.”

– **Mr. Ankur Gaba, Promoter, Akiko Global Services Ltd.**

For Further Information on the Company, Please Visit: <https://www.themoneyfair.com/>

DISCLAIMER

Certain statements in this document may be forward-looking statements. Such forward-looking statements Are subject to certain risks and uncertainties, like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Akiko Global Services Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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