

Customer growth underpins 13% YoY growth in Processing fees

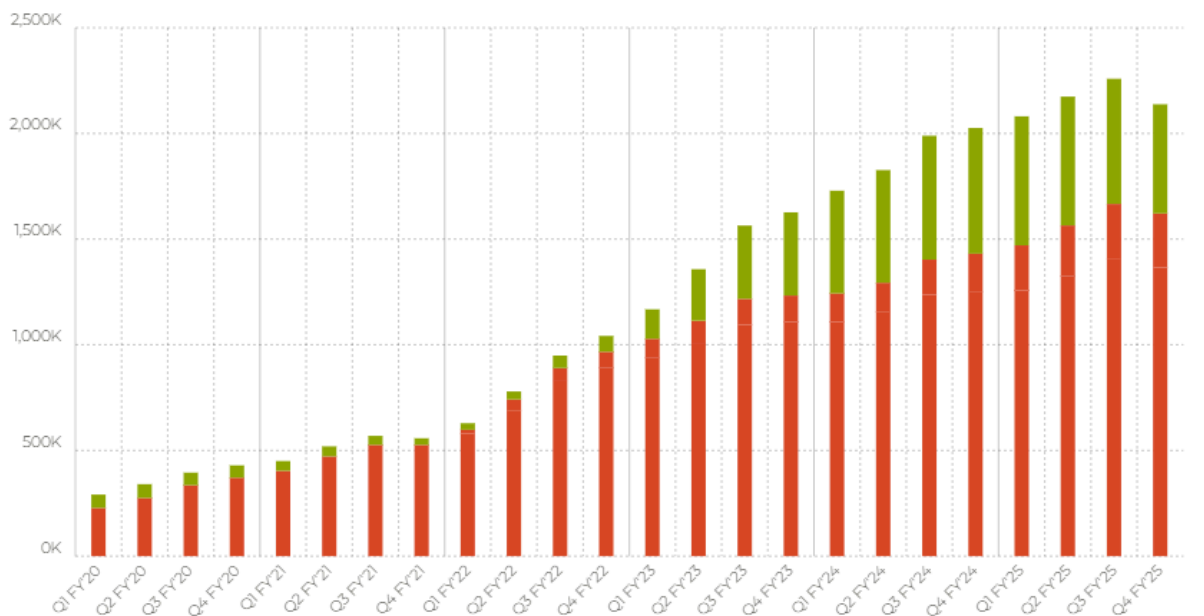
Lower Hutt, New Zealand - 4 April 2025

KEY YEAR-ON-YEAR PERFORMANCE HIGHLIGHTS FOR Q4 FY25

- ARR of \$8.5m (Up 6% YoY)
- Recurring revenue of \$2.1m for the quarter (Up 6% YoY)
- Processing fee revenue of \$1.6m for the quarter (Up 13% YoY)
- Customers at end of the quarter: 8,204 (Up 11% YoY)

Total Recurring Revenue

By quarter



Metric	Mar 2025	YoY Increase
ARR	\$8.5m	6%
Recurring revenue (for the quarter)	\$2.1m	6%
Processing fee revenue (for the quarter)	\$1.6m	13%
Customers (processed in Mar 2025)	8,204	11%



Recurring revenue for Q4 FY25 is up 6% YoY at \$2.1m, with processing fees contributing \$1.6m (up 13% YoY), and interest revenue from funds held on behalf of customers contributing \$0.5m (down 13% YoY).

PaySauce continued to achieve double digit year on year customer growth, up 11% year on year to 8,204, being a net increase in customers of 836 since the same time last year.

Interest earned on the funds held on behalf of customers (the float) declined in the quarter to March from the December quarter, with the decline in interest rates having a more material impact than the increase in float funds held.

CEO Asantha Wijeyeratne said: "We're pleased to bring FY25 to a close with an increase in revenue and customer numbers year-on-year. We've been impacted by reducing interest rates and a slow recovery of the economy, but have been seeing green shoots in customer growth over the last few quarters, and Q4 was no different, with customer numbers up 11% year on year.

The quarter to March was a solid result off the back of the normal seasonal high in December as an unusually large number of customers chose to bring January payrolls forward to December.

Falling interest rates have impacted the interest earned in the quarter, and whilst that's led to a short-term reduction to our recurring revenue, the longer term benefit arises from our customers having lower borrowing cost.. That, coupled with the return of business confidence suggests the current momentum of increasing customer growth will continue.

We continue to focus on improving our product to deliver a better payroll experience for our customers in current and new markets. These improvements will help our customers extract even more value from PaySauce and ultimately help give them back the two things they value the most - peace of mind and time."

ENDS

ABOUT PAYSAUCE

PaySauce is a SaaS fintech platform providing solutions for people at work in 14 jurisdictions across the Asia-Pacific region. The technology enables small employers to digitally onboard, pay and manage employees from any device. The platform includes rosters, mobile timesheets, payroll calculations, banking integration, automated payments, PAYE filing, labour costing, automated general



ledger entries and digital employment contracts. The PayNow feature enables customers' employees to access the pay they've earned before payday, providing a free alternative to payday lenders. www.paysauce.com

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