

PaySauce grows processing fee revenue by 42%

Lower Hutt, New Zealand - 13 April 2021

Employment fintech PaySauce (NZX:PYS) finished the final quarter of FY21 with continued revenue and customer growth.

Processing fees from customers grew 42% YoY to close out the F21 financial year in line with the increase in value of gross payroll processed over the quarter. With the current low interest rate environment, interest income earned makes up just 6% of the total recurring revenue for the quarter (F20 Q4: 14%), despite the increasing value of funds held on behalf of customers. Combined, increased processing fees and the decline in interest earned over the quarter achieved recurring revenue growth of 30% YoY.

PaySauce saw net growth in excess of 100 new clients this quarter, bringing the number of businesses processing through PaySauce up 36% YoY to 3377. The number of New Zealand employees paid through PaySauce software increased proportionately to just under 18,000. CEO and co-founder Asantha Wijeyeratne, said the last quarter had been pivotal for product development and planning.

“We’ve done a huge amount of work on strategy and development in the last 12 months, and we’re really excited to begin reaping the rewards. We’ve introduced smarter systems, made incisive, data-driven choices and expanded our product significantly with the addition of Rosters.”

“We also launched a crucial new partnership and product, BNZ PayNow, designed to tackle New Zealand’s payday lending problems and give our customers the unprecedented financial freedom of Earned Wage Access.

We’re closing out the year in an ideal position to scale and grow, and we’re eager to see what the year ahead will bring.”



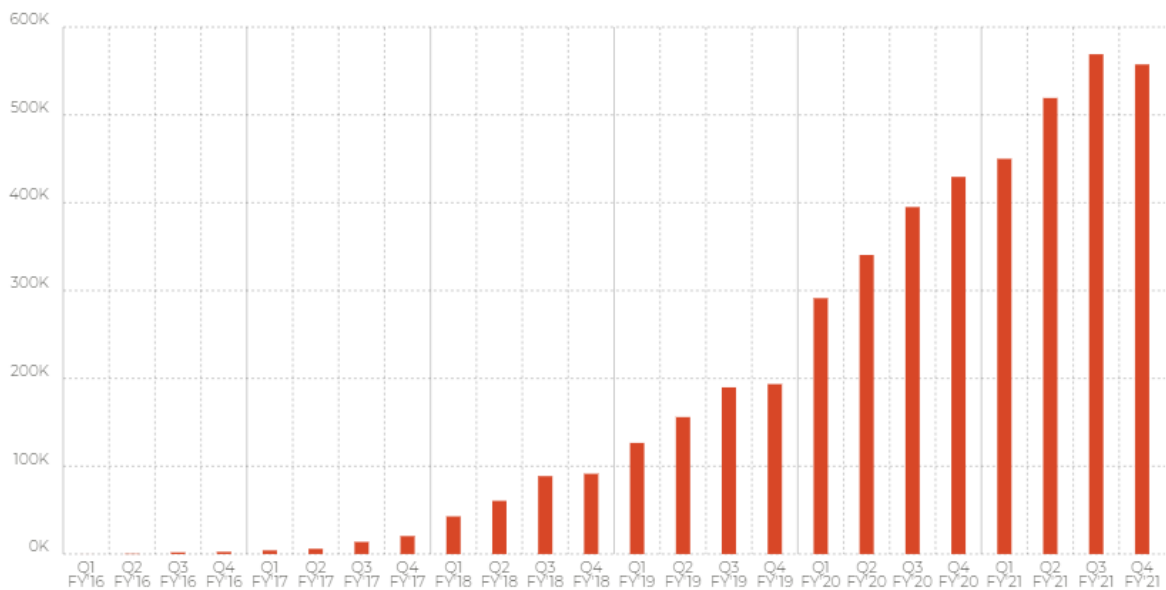
F21 Q4 Key Metrics (1 of 2)

	F21 Q4	F20 Q4	Change
Results for the quarter	Jan - Mar '21	Jan - Mar '20	% YoY
Total recurring revenue	\$558K	\$429K ¹	30%
# Payslips processed	131,202	93,191	41%
Gross value of payroll processed	\$217M	\$151M	43%

Total Recurring Revenue

By quarter

NZD



¹ F20 Q4 total recurring revenue was reported as \$461k in the Market update to March 2020. The reported figure last year included the IRD subsidy which has subsequently been removed and is no longer classified as recurring revenue.

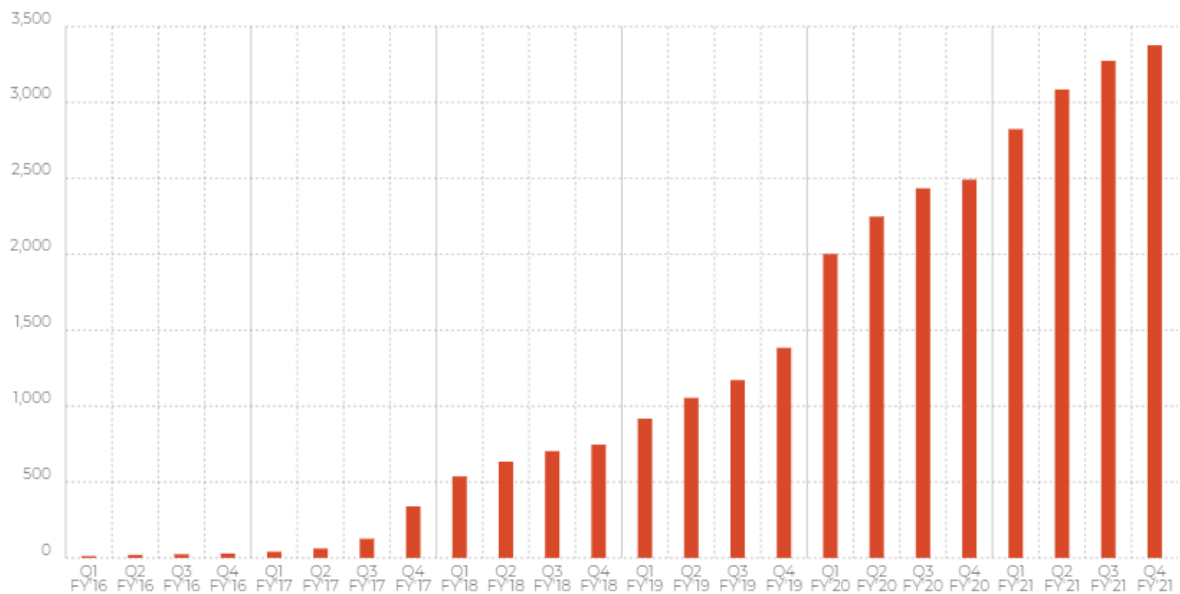
F21 Q4 Key Metrics (2 of 2)

	F21 Q4	F20 Q4	Change
Position at quarter end	Jan - Mar '21	Jan - Mar '20	%YoY
# Employees	17,964	13,178	36%
# Payroll customers	3,377	2,492	36%

Payroll Customers

Last month of each quarter

Customers



KEY YEAR-ON-YEAR PERFORMANCE HIGHLIGHTS FOR THE QUARTER

- Processing fee revenue up 42% to \$526K
- Total recurring revenue up 30% to \$558K
- Total employees paid through PaySauce up 36% to 17,964
- Number of payroll business customers up 36% to 3,377

For more information about the quarter results to 31 March 2021, please contact investor@paysauce.com.



ABOUT PAYSAUCE

PaySauce is a SaaS fintech platform providing solutions for people at work. We give employers the technology to digitally onboard, pay and manage employees from any device. Our platform includes rosters, mobile timesheets, payroll calculations, banking integration, PAYE filing, labour costing, automated general ledger entries and digital employment contracts.

www.paysauce.com