



Customer growth drives PaySauce ARR over \$9m

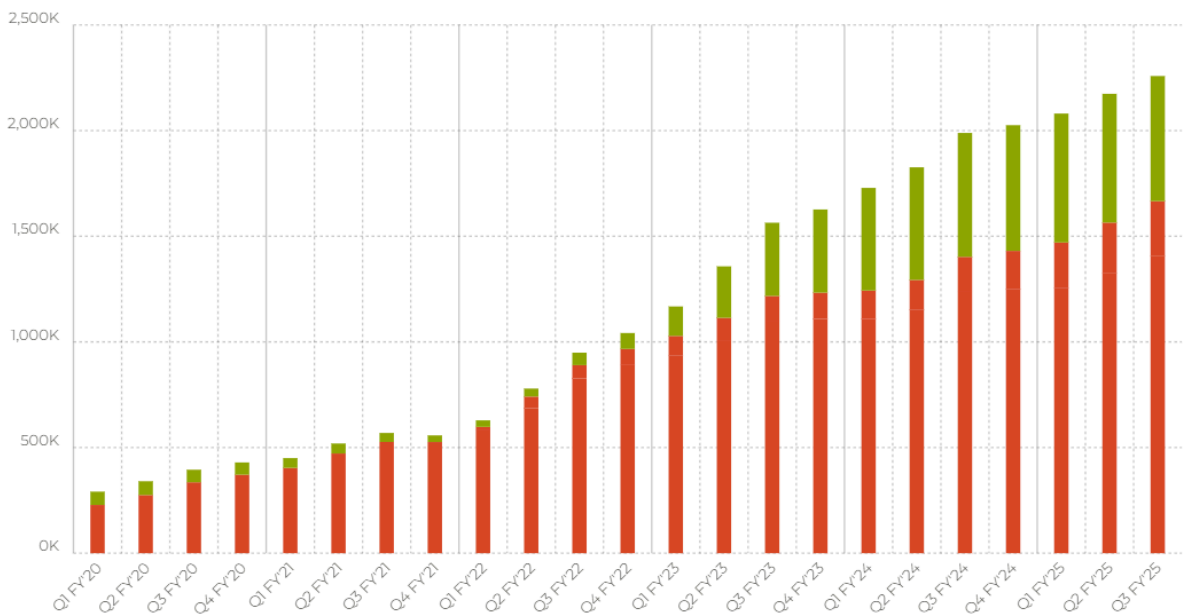
Lower Hutt, New Zealand - 14 January 2025

KEY YEAR-ON-YEAR PERFORMANCE HIGHLIGHTS FOR Q3 FY25

- ARR of \$9.1m (Up 11% YoY)
- Recurring revenue of \$2.3m for the quarter (Up 14% YoY)
- Processing fee revenue of \$1.7m for the quarter (Up 19% YoY)
- Customers at end of the quarter: 8,127 (Up 11% YoY)

Total Recurring Revenue

By quarter



Metric	Dec 2024	YoY Increase
ARR	\$9.1m	11%
Recurring revenue (for the quarter)	\$2.3m	14%
Processing fee revenue (for the quarter)	\$1.7m	19%
Customers (processed in Dec 2024)	8,127	11%



PaySauce increased customer growth to double digits, up 11% year on year to 8,127, a net increase in customers of 807 since the same time last year.

Recurring revenue for Q3 FY25 is up 14% YoY at \$2.3m, with processing fees contributing \$1.7m (up 19% YoY), and interest revenue from funds held on behalf of customers contributing \$0.6m (up 1% YoY).

CEO Asantha Wijeyeratne said: "We're thrilled to end the calendar year on a high with record ARR of \$9.1m, showing our continued growth journey as a SaaS business. Pleasingly - the main driver in revenue growth this quarter has been from new customers, with net customer growth up 11% year on year, driving increased processing fees. This is the first time we've achieved double digit customer growth since March 2022 - the beginning of the fiscal tightening cycle. This continues the customer growth trend from the last quarter of 9% year on year as our Sales and Marketing teams really hit their stride, and micro-businesses value services that ease their workload."

"This customer growth remains vital to PaySauce's future success, securing core revenue through processing fees as interest rates decrease. I can't wait to see what PaySauce achieves in this next calendar year as the team comes back into the office recharged and ready to raise the bar again."

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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