



26 November 2024

Blackpearl Group Announces FY25 Interim Results

Introduction

Blackpearl Group Limited (NZX:BPG) today presents its unaudited interim results for the six months ended 30 September 2024 (HY25), highlighting continued growth and strategic advancements.

Key Highlights

- **Annual Recurring Revenue (ARR):** Achieved \$10.4 million as of 30 September 2024, marking a 126% year-on-year increase from \$4.6 million in HY24.
- **Subscription Revenue:** Reached \$3.2 million, reflecting a 109% year-on-year growth from \$1.5 million in HY24.
- **Gross Profit Margin:** Improved to 73% in HY25, up from 67% in HY24.
- **ARR per Employee:** Increased to \$282K as of 30 September 2024, a 95% year-on-year rise, indicating effective scaling of operations.

Nick Lissette, Chief Executive Officer, commented on the Interim results: "The first half of FY25 has been marked by significant financial achievements, notably surpassing \$10 million in ARR and strengthening our balance sheet with a successful capital raise... Speed is the only true competitive advantage in the market we operate in, and thanks to our past achievements, we now have the opportunity to execute our next major leap."

Future Outlook

Blackpearl Group remains committed to serving the US SME sector, leveraging AI-driven tools to enhance sales and marketing efforts. With a robust financial foundation and a clear strategic direction, the company is poised for continued growth in the coming quarters.



For detailed financial statements and further information, please refer to the attached FY25 Interim Report.

Contact

Released for and on behalf of Blackpearl Group,
Karen Cargill
Chief Governance Officer

For further information, please contact:
Karen.cargill@blackpearl.com | +64 21 135 5183

ENDS

About Blackpearl Group

Blackpearl Group (BPG) is a market leading data technology company that pioneers AI driven, sales and marketing solutions for the US market.

Specifically engineered for small-medium sized businesses (SMEs), BPG consistently delivers exceptional value to its customers. Our mantra is simple: 'Better Growth Together'. When our customers win, we win.

Founded in 2012, BPG is based in Wellington, New Zealand, and Phoenix, Arizona.

Blackpearl.com