

## Zaggle Prepaid Ocean Services Limited

**Healthy quarterly performance**  
**113% YoY growth in Quarterly revenues;**  
**Multifold increase in PAT on a YoY Basis**

Tuesday, July 30, 2024, Hyderabad – Zaggle Prepaid Ocean Services Limited, a SaaS fintech player which provides spend management products and solutions, has announced its unaudited Financial Results for the quarter ended June 30, 2024.

(₹ Million, unless stated otherwise)	Q1FY25	Q1FY24	YoY
Revenue from operations	2,522.1	1,184.8	112.9%
Adjusted EBITDA	255.8	138.0	85.4%
Adjusted EBITDA Margin	10.1%	11.6%	
ESOP Cost	31.4	58.4	
Reported EBITDA	224.3	79.6	181.8%
Reported EBITDA Margin	8.9%	6.7%	
Profit After Tax	167.2	20.6	713.6%
PAT Margin	6.6%	1.7%	
Cash PAT	220.0	99.0	122.2%

### Key Highlights

#### Q1FY25 – Key Highlights:

- The YoY growth in the topline is driven by
  - Increase in credit card volume and consistent performance of Zoyer
  - Client addition with large user base
- Improvement in Gross Profit is largely due to change in product mix
- The finance cost has decreased due to prepayment of debts post IPO
- The total ESOP expenses in FY25 is expected to be approx. INR 70 Mn to 90 Mn
- Increase in Employee costs & Opex is in line with business growth

**Commenting on the performance Raj P Narayanam, Founder and Executive Chairman, Zaggle Prepaid Ocean Services Limited said,**

“We began the year on a strong footing, achieving a revenue of Rs. 2,522.1 mn, a significant increase of 112.9% on a YoY basis in Q1FY25. Our Adjusted EBITDA (before ESOP expense) for the said quarter was Rs. 255.8 mn, a growth of 85.3% on a YoY basis. The growth is largely led by strong demand for Zoyer and Credit card bundled solution.

We are committed to innovate and adapt our product portfolio to meet the ever-evolving customer's needs. Harnessing the power of AI and Machine Learning we have created our own AI enabled bot, RazBot and advanced our Optical Character Recognition (OCR) capabilities. We continue to work on multiple use cases to provide industry leading solutions to our customers.

Recently, we have added customers with large user base including a leading two-wheeler OEM, a well-known insurance player, amongst others. Further, with our recent partnership with Skydo, we will integrate Skydo's international inward remittance platform with our Zoyer solution to provide an integrated value proposition to corporate clients.

In line with our growth strategy, we are focused on inorganic growth opportunities in Spend Management space to enhance our leadership position. We are actively exploring complementary inorganic expansion opportunities and will provide updates as positive developments occur. These potential acquisitions would help Zaggle to scale faster.

With that being stated, we expect to continue a similar performance for upcoming quarters driven by increased customer base, newer use cases, deeper penetration into the existing customers and cross selling of our solutions. For this fiscal year, we project a revenue growth of 45% to 55% over the previous fiscal year. Additionally, we reaffirm our goal of doubling our revenue within the next two years. We expect our Adjusted EBITDA to hold steady around current levels."

### **About Zaggle Prepaid Ocean Services Limited (Zaggle)**

Incorporated in 2011, Zaggle (BSE: ZAGGLE | NSE:543985) is a leading player in spend management, with a differentiated value proposition and diversified user base. the company operates in the business-to-business-to-customer segment and is amongst a small number of uniquely positioned players with a diversified offering of financial technology products and services. Zaggle is one of the largest number of issued prepaid cards in India in partnership with its banking partners. Additionally, Zaggle has a diversified portfolio of SaaS products, including tax and payroll software, and a wide touchpoint reach. It is a leading player in spend management, with more than 50 million prepaid cards issued in partnership with banking partners and more than 2.88 million users served as of June 30, 2024, offering a differentiated value proposition and diversified user base.

Zaggle's network of corporate customers covers the banking and finance, technology, healthcare, manufacturing, FMCG, infrastructure and automobile industries.

For more information, please visit company website <https://www.zaggle.in/>

**Safe Harbour Statement:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For more information please contact:**

<p><b>Company:</b></p>  <p><b>Zaggle Prepaid Ocean Services Limited</b> CIN: L65999TG2011PLC074795 Hari Priya, Company Secretary &amp; Compliance Officer Email id: investor.relations@zaggle.in</p>	<p><b>Investor Relations Advisor:</b></p>  <p><b>Strategic Growth Advisors Pvt Ltd.</b> CIN No: U74140MH2010PTC204285 Devika Shah / Shikha Puri Email id: <a href="mailto:devika.shah@sgapl.net">devika.shah@sgapl.net</a> / <a href="mailto:shikha.puri@sgapl.net">shikha.puri@sgapl.net</a> Tel No: +91 9920764659 / +91 9819282743</p>
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