

Zaggle Prepaid Ocean Services Limited

Highest ever quarterly and nine-monthly performance in Revenue, Adjusted EBITDA and PAT

Friday, February 7, 2025, 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 & nine months ended December 31, 2024.

(₹ Million, unless stated otherwise) (standalone)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue from operations	3,364.4	1,995.1	68.6%	3,025.6	11.2%	8,912.0	5,022.3	77.4%
Adjusted EBITDA	314.6	228.6	37.6%	295.2	6.5%	865.6	584.0	48.2%
Adjusted EBITDA Margin	9.4%	11.5%		9.8%		9.7%	11.6%	
ESOP Cost	20.1	24.7		28.2		79.8	150.3	
Reported EBITDA	294.4	203.8	44.4%	267.1	10.3%	785.8	433.7	81.2%
Reported EBITDA Margin	8.8%	10.2%		8.8%		8.8%	8.6%	
Profit After Tax	202.4	152.2	32.9%	185.6	9.0%	555.2	248.6	123.3%
PAT Margin	6.0%	7.6%		6.1%		6.2%	5.0%	
Cash PAT	262.1	195.0	34.4%	238.2	10.0%	720.2	461.1	56.2%

Key Highlights

Q3 & 9MFY25:

- The YoY growth in the topline is attributed to:
 - A notable 54% rise in program fees resulting from an expanded portfolio of prepaid and credit cards along with rise in clients spending
 - Strong 86% growth in the propel revenue platform, fueled by increased redemptions on account of festive season
- The rise in employee costs is primarily due to an expanded workforce aimed at supporting business growth
- The increase in incentives, cash-back expenses, and operational expenditures aligns with the overall expansion of the business
- The total ESOP expenses in FY25 are expected to be approx. INR 95 Mn to 100 Mn

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

“This has been a milestone quarter for us with our highest ever quarterly & nine monthly performance, in terms of Revenue, Adjusted EBITDA and PAT.

During Q3FY25, the company delivered a topline of INR 3,364 Mn, growing by 69% YoY basis, adjusted EBITDA of INR 315 Mn, increasing by 38% compared to Q3FY24. The Adjusted EBITDA margins stood at 9.4%. The PAT increased by 33% YoY to INR 202 Mn.

We successfully completed of our QIP of Rs. 5,950 Mn in line with our growth strategy of inorganic expansion.

With respect to strategic collaborations, we signed a 3-year partnership with the largest private bank in India, HDFC Bank, to provide the credit card solution. Additionally, we stitched a long-term referral partnership program with Mastercard, which will extend our reach in the market.

Banking on our comprehensive product portfolio, we expanded our customer base to 3,300+ and signed contracts with several major brands including Blinkit, CanFin homes, BigBasket, Mumbai Metro One, Mahindra First Choice Wheels, and Hitachi India.

For FY25, we are confident of achieving a 58-63% growth in our top line. We are also evaluating inorganic growth opportunities to expedite this growth and the discussions are at advanced stages."

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 3.16 million users served as of December 31, 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>Company:</p>  <p>Zaggle Prepaid Ocean Services Limited CIN: L65999TG2011PLC074795 Hari Priya, Company Secretary & Compliance Officer Email id: investor.relations@zaggle.in</p>	<p>Investor Relations Advisor:</p>  <p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Riddhish Bhayani / Shikha Puri Email id: riddhish.bhayani@sgapl.net / shikha.puri@sgapl.net Tel No: +91 90293 19564 / +91 9819282743</p>
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