

Spends Simplified.

Investor Presentation

Zaggle Prepaid Ocean Services Limited

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Q4 and FY25

Safe harbor



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From the Founder's desk...





Raj P Narayanam Founder and Executive Chairman "This year has been exceptional with our highest yearly performance ever. FY25 revenues have surpassed our guidance, crossing the INR 13,000 million mark and achieving a 68.0% year-on-year growth. Also, our PAT at INR 874.8 Mn was almost double that of last year. This combination of high growth and strong profitability is a clear sign of the longevity of our business model and discipline in execution.

We recorded our highest ever performance for the third time in a row, with a topline of INR 4,114.5 Mn a 50.5% YoY growth and PAT of INR 319.6 Mn a 66.8% YoY growth.

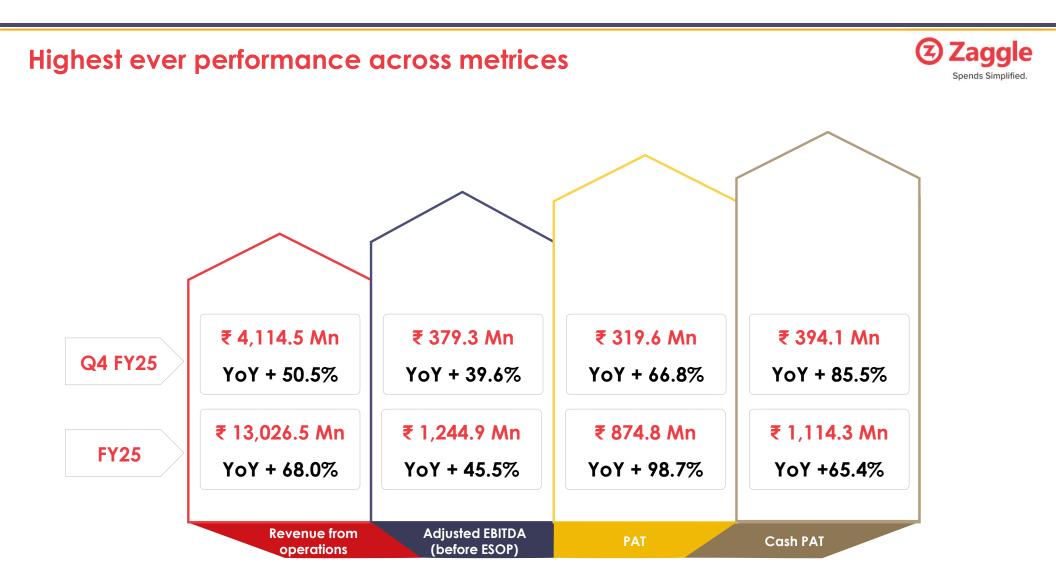
This year has been a year of strategic execution, with a few strategic investments and product innovations that align with our long-term goal of growing our umbrella of offerings to meet the expansive needs of our customers. This ever-evolving portfolio positions us well in this dynamic world.

Innovation remains a cornerstone of our success, and we are continuously focusing on deploying emerging AI technologies to fundamentally reshape the way we engage with our customers and users.

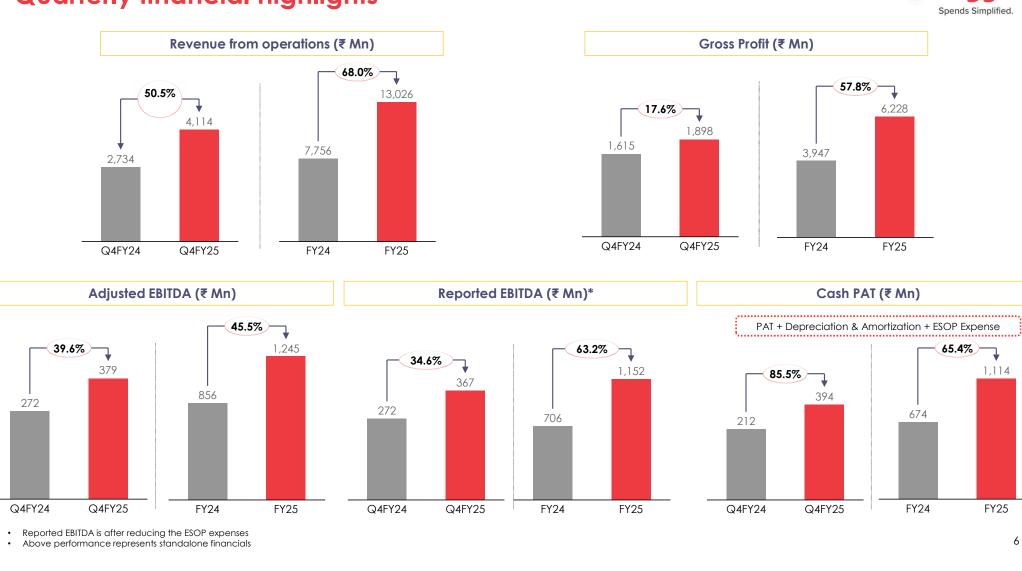
Building on our strong performance, we project our organic FY26 topline growth to range between 35% to 40% and we are upping our guidance for EBITDA Margin in the range of 10% to 11%. As we continue to scale, we remain focused on driving margin expansion through increased operating leverage, operational efficiencies, and cross-sell opportunities."



Performance Highlights



Above performance represents standalone financials

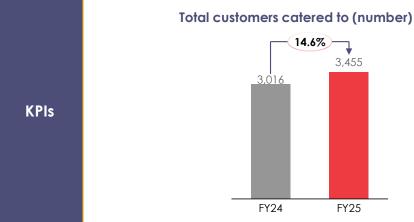


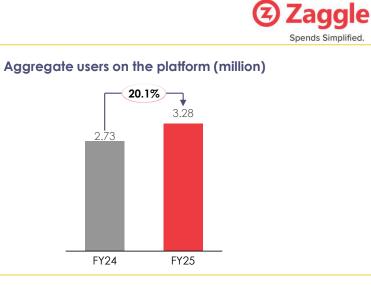
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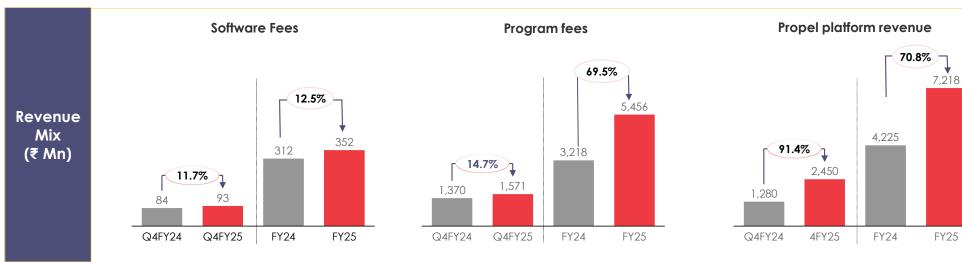
Zaggle

Quarterly financial highlights









Above performance represents standalone financials

ial performance indicators

Profit and loss statement (standalone)

Particulars (₹ Million, unless stated otherwise)	Q4FY25	Q4FY24	ΥοΥ	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from operations:	4,114.5	2,733.7	50.5%	3,364.4	22.3%	13,026.5	7,756.0	68.0%
Cost of point redemption / gift cards	2,208.8	1,115.1		1,854.0		6,781.0	3,797.2	
Consumption of cards	7.3	3.9		3.9		17.0	12.3	
Gross Profit	1,898.3	1,614.7	1 7.6 %	1,506.5	26.0%	6,228.5	3,946.5	57.8%
Gross Profit Margin	46.1%	59 .1%		44.8%		47.8%	50.9 %	
Employee benefits expense	157.8	83.2		145.2		563.4	363.1	
Incentive and cash back	1,083.6	1,097.9		828.9		3,598.7	2,168.3	
Other Expenses	277.6	162.0		217.7		821.4	559.5	
Adjusted EBITDA	379.3	271.6	39.6%	314.6	20.6%	1,244.9	855.7	45.5%
Adjusted EBITDA Margin	9.2 %	9.9 %		9.4 %		9.6 %	11.0%	
ESOP Cost	12.8	-0.6		20.1		92.6	149.8	
Reported EBITDA	366.5	272.2	34.6%	294.4	24.5%	1,152.3	705.9	63.2%
Reported EBITDA Margin	8.9 %	10.0%		8.8 %		8.8%	9 .1%	
Other Income	127.3	46.8		35.3		245.1	112.7	
Depreciation	61.6	21.5		39.5		146.9	83.6	
EBIT	432.2	297.5	45.3%	290.2	49.0%	1,250.5	735.0	70.1%
EBIT Margin	10.5%	10.9%		8.6%		9.6%	9.5%	
Finance Cost	11.1	37.9		22.5		76.3	137.2	
Profit before Tax	421.1	259.6		267.6		1,174.2	597.8	
Тах	101.5	68.0		65.3		299.4	157.6	
Profit After Tax	319.6	191.6	66.8%	202.4	58.0%	874.8	440.2	98.7%
PAT Margin	7.8%	7.0%		6.0%		6.7%	5.7%	
Cash PAT (PAT+DA+ESOP)	394.1	212.5	85.5%	262.1	50.4%	1,114.3	673.6	65.4%
Cash PAT Margin	9.6%	7.8%		7.8%		8.6%	8.7%	
EPS - Basic	2.38	1.57		1.65		6.96	4.06	
EPS - Diluted	2.37	1.56		1.64		6.93	4.03	



Q4FY25 – Key Highlights

- Highest ever quarterly and yearly ended Revenue, Adjusted EBITDA and PAT.
- The YoY growth in the topline is attributed to :
 - A notable rise across all revenue lines primarily through Zoyer solution and organic growth in Save & Propel
 - Newer clients & Users addition
 - o Cross sell initiatives
- The rise in employee costs aligns with the overall expansion of the business
- Incentives and cashback reduced on a YoY basis for the Q4'25. For the year, increase includes higher costs of funds owing to the credit cards portfolio
- Increase in depreciation expenses is largely due to capitalisation of product suites like Zatix & Fleet Solutions
- The total ESOP expenses in FY26 are expected to be approx. INR 90-100Mn

Balance sheet (standalone)

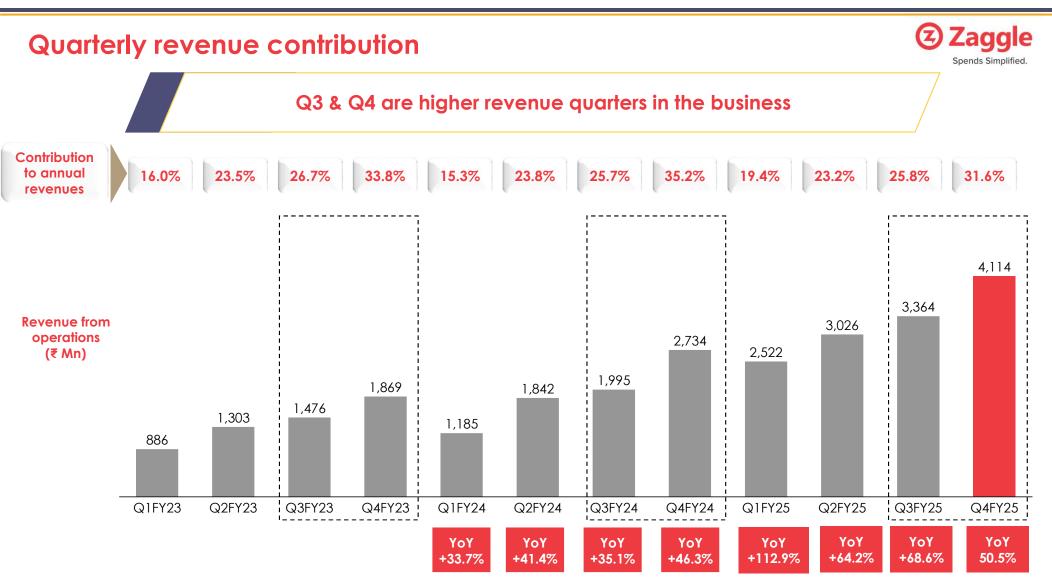
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Particulars (Rs. in Millions)	March 31, 2025	March 31, 2024
ASSETS		
Non-current assets		
Property, plant and equipment	396.83	25.32
Right-of-use assets	100.93	119.10
Intangible assets	544.07	81.56
Intangible asset under development	220.17	498.63
Financial assets		
(i) Investments	815.79	259.83
(ii) Loans	8.45	0.00
(iii) Other financial assets	418.46	46.12
Other non-current assets	18.21	11.00
Income-tax assets (net)	5.60	27.60
Deferred tax assets (net)	27.23	27.22
Total non-current assets	2,555.74	1,096.38
Current assets		
Inventories	3.31	3.58
Financial assets		
(i) Investments	0.00	5.20
(ii) Trade receivables	2,148.99	1,746.21
(iii) Cash and cash equivalents	379.91	79.40
(iv) Bank balances other than (iii) above	6,151.52	2,713.67
(v) Other financial assets	102.76	30.40
Other current assets	1,740.81	1,286.52
Total current assets	10,527.30	5,864.98
Total assets	13,083.04	6,961.36

Particulars (Rs. in Millions)	March 31, 2025	March 31, 2024	
	March 51, 2025	March 01, 2024	
EQUITY			
Equity share capital	134.21	122.49	
Other equity	12,341.91	5,631.33	
Total equity	12,476.12	5,753.82	
LIABILITIES			
Non-current liabilities			
Financial liabilities			
(i) Borrowings	0.00	154.73	
(ii) Lease liabilities	77.90	87.57	
Provisions	20.79	16.40	
Total non-current liabilities	98.69	258.70	
Current liabilities			
Financial liabilities			
(i) Borrowings	50.90	581.29	
(ii) Lease liabilities	35.50	42.68	
(iii) Trade payables			
- Total outstanding dues of micro and small enterprises	2.21	6.53	
- Total outstanding dues of creditors other than micro and small enterprises	32.82	13.10	
(iii) Other financial liabilities	45.05	21.11	
Provisions	1.00	0.95	
Other current liabilities	327.45	281.77	
Current tax liabilities (net)	13.30	1.41	
Total current liabilities	508.23	948.84	
Total liabilities	606.92	1,207.54	
Total equity and liabilities	13,083.04	6.961.36	



FY25 – Key Highlights

- Rise in intangible assets is due to the capitalisation of Zatix and Fleet Solutions
- Intangible asset under development represents investment towards the development of new products and modules in existing products
- Investments represents strategic acquisitions made towards Tax Spanner & Mobileware



Above performance represents standalone financials

Strategic Alliances



		Contract brief	Duration
Gujarat International Finance Tec-City Company		Zaggle shall provide the solutions of CoBrand Pre-Paid Citizen Card and Visitor Management system for GIFTCL	5 Years
Google / Redington	Þ	Zaggle will be the authorized reseller & program manager for Google Smart EPP device lease program.	5 Years
Thomas Cook		This collaboration will redefine the corporate travel experience globally with Thomas Cook's end-to-end travel expertise embedded with Zaggle's cutting-edge expense management platform	2 Years
Bank of India	Þ	Zaggle has been empanelled with the bank to develop use cases on domestic prepaid, forex prepaid, commercial cards and onboarding journeys	2 Years
Keka HRMS		Zaggle Save solution to list on Keka Marketplace as an offering Keka to also refer corporate customers from its portfolio to Zaggle	3 Years

Recent customers wins for growth

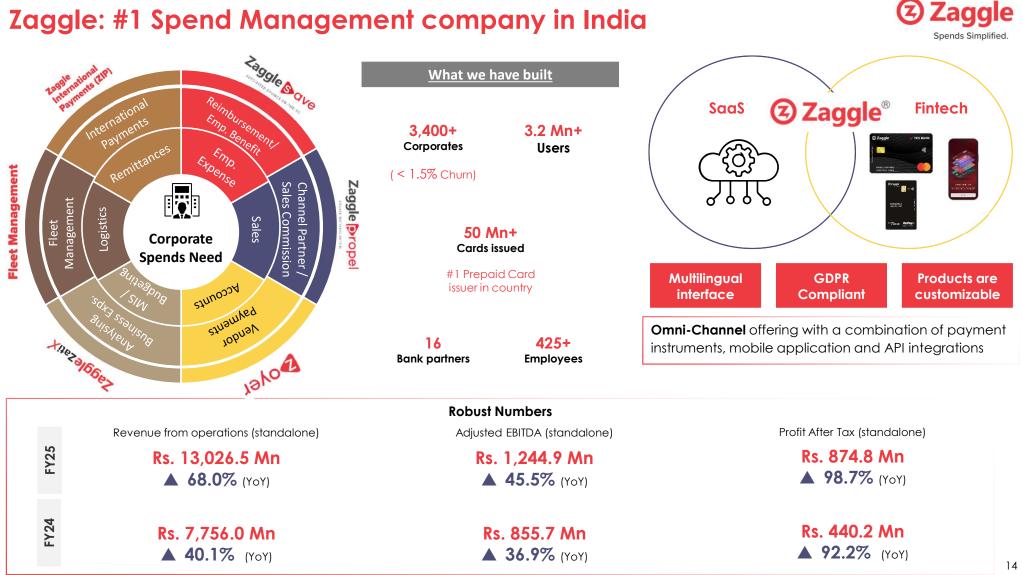


		Contract brief	Duration
Indus Towers	•	Zaggle would provide Indus Towers Limited the Zaggle Save (Employee expense management & benefits)	Perpetual
Tech Mahindra		Zaggle would provide Tech Mahindra the Zaggle Zatix platform backed by a credit card offering. Tech Mahindra is an existing user of the Zaggle Save platform.	1 Year
Siemens Limited		Zaggle would provide Siemens Limited, the Zaggle Propel reward platform.	3 Year
Honasa Consumer (Mamaearth)	Þ	Zaggle would provide Honasa Consumer Limited, Zaggle Zoyer Platform	3 Years
PhysicsWallah	•	Zaggle would provide PhysicsWallah Limited , Zaggle Zoyer Platform PhysicsWallah is an existing user of the Zaggle Save platform.	2 Years
Wonder Home Finance		Zaggle would provide Wonder Home Finance, Zaggle Zoyer & Zaggle Save (Employee expense management & benefits) propositions.	2 Year
Forbes Marshal		Zaggle would provide Forbes Marshal Pvt Ltd, the Zaggle Propel reward platform	1 Year

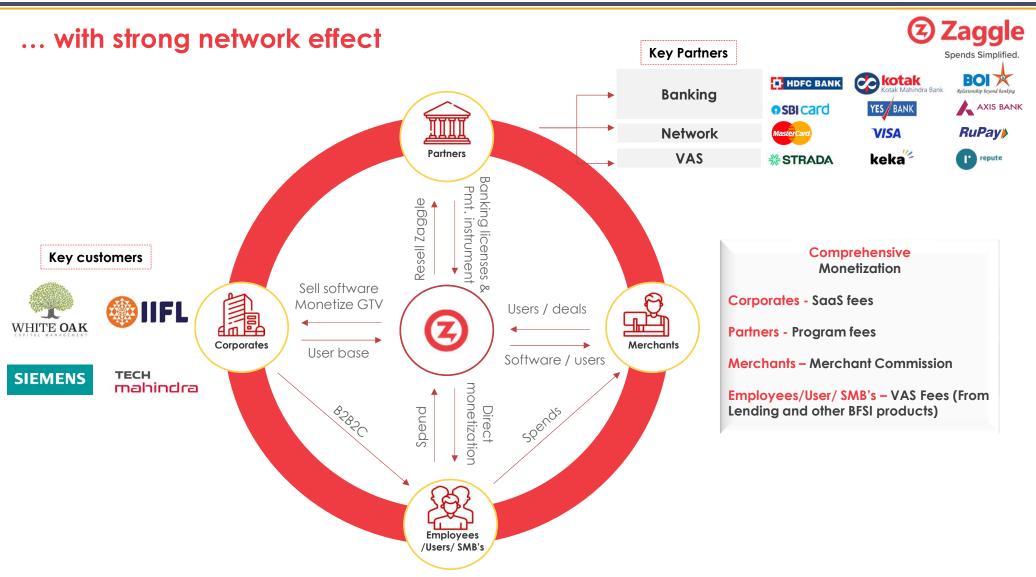


What we do

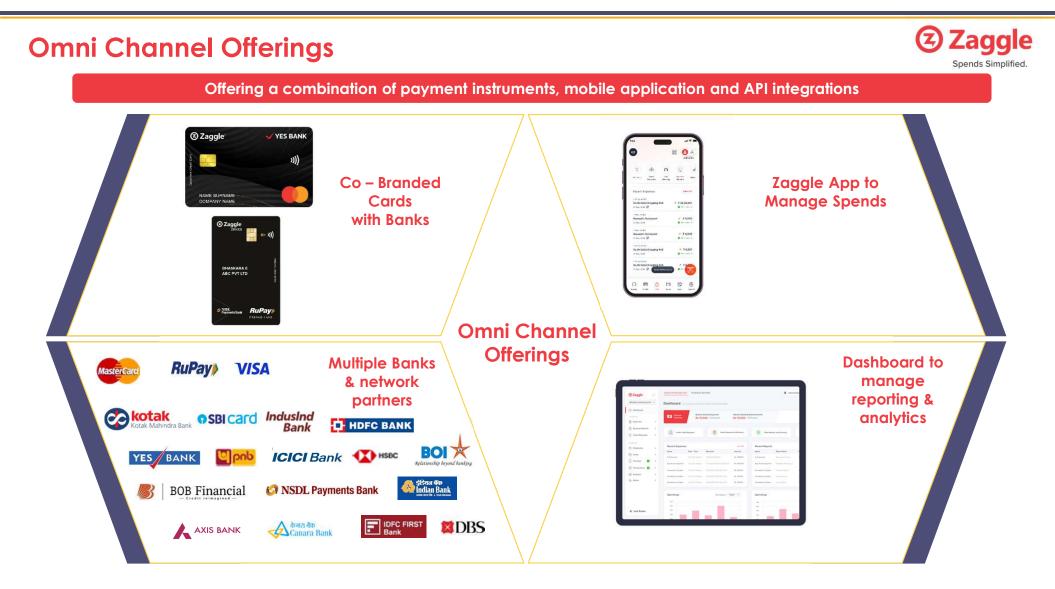




Zaggle: #1 Spend Management company in India



Note: The Brand Names and Logos mentioned are the property of their respective owners and are used here for identification purposes only



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Innovative Product Offerings



Comprehensive suite of products for a large & growing addressable market

Zaggle propel

Rewards & recognition platform

Channel rewards and incentives

Employee rewards and recognition

Zaggle save

Employee expense management & benefits Expense Management Employee Reimbursements Employee tax benefits

Zaggle **>oyer**

Embedded-finance

Integrated data-driven business spend management platform with embedded finance capabilities

ZagglezatiX

Empower businesses with full control over spends through dashboard and corporates

Zaggle

Fleet Management

Fleet Payment solution

for fleet owners as well

Compressed Natural

Gas (CNG) providers

as Oil Marketing Companies (OMC) /

Zaggle International Payments (ZIP)

Payments (ZIP)

Simplifying international payments with complete compliance and transparency

Live Products at the time of IPO

Continuing innovation

Zaggle propel – Supercharging Channel Partner Performance



Key Features	/					
3 Seamless Partner Onboarding		PPAGTE Single Bindle Control Control Control Control	Reserve (pad Dashboard in overse diposed) Winner Reserve Reserve	(and)		
3 Scheme Management		d' man je branne -	÷ • • •	Last Long. Associated Providence of Astronomy transmission Martin Last Astronomy Controls of Astronomy Martin Last Astronomy Martin Las		432 pre- valid horse for one picture (pre-
3 Campaign Management - QR Scan &	Earn, Scratch & Win		Control faces Testing and the second	Newpolice		
3 Metric-Based Incentive Computation		• indust				ARCHAIDE
3 Lead Management		_				3 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)
3 Leaderboards and Achievements		Payments /	Redemption	n Solutions		Revenue Streams
3 Automated Claim Management				/	Interchar	nge fee share from
Performance Management		Prepaid Cards				ogram Fees)
3 Redemption		Merchant Vouc	hers			t commission (Sales – value of vouchers)
3 Reports and Analytics					SaaS Fee	

Zaggle ave – Digitize Employee Expense, Reimbursements & Benefits Zaggle

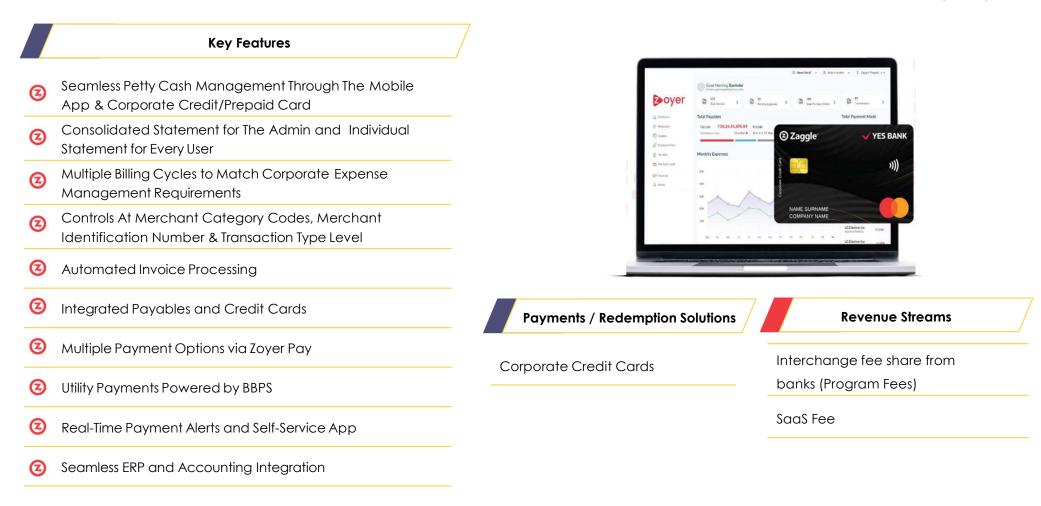
	Key Features	7
2	Automatic Expense Reporting	
3	Mobile-First Experience (Intuitive App with Smart OCR)	
3	Seamless Transaction Reconciliation against Scanned Receipts	
3	Set Up Policies & Limits Easily	1
3	Consolidated Statement for the Admin and Individual statement For Every User	
3	Multiple Billing Cycles To Match Corporate Expense Management Requirements	Payments / R
3	Controls at MCC, MID & Transaction Type Level Wide Acceptance	Prepaid + Corpo
3	100% RBI and Income Tax Regulations Compliant Powerful Dashboard With Advanced Analytics & Reporting	Cards
3	Real-Time Expense Approval	
3	100% Policy Enforcement	

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Resolution (Section Statistics Association Resolution)
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Spendreps bulleave there a Spendreps
Revenue Streams
Interchange fee share from
Interchange fee share from banks (Program Fees)

* OCR – Optical Character Recognition MID - Merchant Identification Number MCC - Merchant Category Code

Zaggle over – Digitized Vendor Procure-to-Pay Solutions

Zaggle



* BBPS – Bharat Bill Pay System

Recent innovations

ZaggleZatiX

Intelligent Spend Analytics Platform

Newly launched analytics platform, designed to empower businesses with greater cost efficiencies. Available as part of a bundled solution offered by banks, combining corporate credit cards with cutting edge SaaS technology

Fleet Management

Managing Fleet Expenses Efficiently

Fleet program offers a spend management system tailored for fleet management

Zaggle International Payments (ZIP) Simplifying Global Transactions

Zaggle

ZIP ensures seamless international payments with full compliance and transparency

Key Features							
Full control over spends through dashboard for corporates	 Dashboard & analytics for Fleet owners as well as oil marketing companies/CNG providers 	2 Live FX Rates with Timestamps					
Oigital journey for employee card	Advanced Spend Controls for fleet owner	Foreign Remittance Certificate Issued					
Granular level visibility of employee card	Automated Approval Workflow	Multi-currency Forex Cards for Individuals and Corporates					
Ownload customize transaction reports		Segregate business and personal forex spends					
Self-servicing tools for corporates		· · ·					

Inorganic initiatives to strengthen the business portfolio



		Overview	Transaction Details
Span Across IT Solutions	Þ	One of the largest income tax and e-filing companies specializing in digital solutions for tax and accounting. Operates under the brand "TaxSpanner" This transaction strengthens Zaggle's presence in the spend management space by capitalizing on TaxSpanner's comprehensive tax services which fit right across our entire product offering Zaggle has already integrated TaxSpanner's solutions across its existing product offerings and we have seen initial success already.	Stake: 98.3% Consideration : INR 568.3 Mn Status : Completed
Mobileware Technologies	Þ	Leader in digital payment solutions, offers services such as UPI, IMPS, and an API banking platform named "TransXT." This transaction aligns with Zaggle's aim to strengthen its presence in the SaaS FinTech industry by capitalizing on Mobileware's established infrastructure and expertise Zaggle plans to integrate Mobileware's innovative solutions into its ecosystem, enhancing its capabilities in embedded payments and streamlining transaction experiences	Stake: 38.34% Consideration : INR 228.5 Mn Status : Completed

Seasoned management team and board (1/2)





Dr. Raj P Narayanam Founder and Executive Chairman

- Founded Zaggle in 2011 with a vision to simplify corporate spends
- Honorary Doctorate Degree (D. Litt) by Chitkara University, Punjab
- Completed post-graduate diploma in business management with specialization in finance from the FORE School of Management - New Delhi
- He has experience in the technology and fintech industry. He has made varying levels of investments in certain companies at different points in time. Has served on the board of the company since 2012

Leadership



Avinash Ramesh Godkhindi Managing Director and CEO

- Leading Zaggle's growth ; Served on the board of the company since 2012
- Holds a bachelor's degree in engineering from Bangalore University, Bengaluru, and MBA from the University of Chicago, Chicago
- Has served on the board of the company since 2012
- Awarded the "Inspiring CEO" award by the Economic Times in 2022
- He has experience in the banking industry Prior to joining Zaggle, Avinash worked with Citibank in India



Aravamudan Krishna Kumar Independent Director

- Non-Executive Chairman at UCO Bank
- He retired in 2014 from State Bank of India as MD
- Holds a bachelor's degree in arts and economics (honors course) from the University of Delhi
- Certified associate of the Indian Institute of Bankers
- Directorships: MTAR Technologies, TVS Wealth, Sathguru Catalyser

Board of Directors

Virat Sunil Diwanji Non – Executive, Non – Independent Director

- Appointed as National Head Consumer Banking & Senior Management Personnel of Federal Bank
- 30+ years of experience in building, managing and growing Retail Consumer Businesses cutting across Liabilities and Assets;
- Successfully managed JVs with international partners (Ford Credit International) and executed the merger of mid-size bank – ING Vysya
- Served as Non-Executive Director, for over 9 years, on Board of Kotak General Insurance Limited from its inception stage
- Prior to joining Kotak Group, he has worked with management consultancy division of A. F. Ferguson & Co for 6 years handling assignments cutting across Private and Public sector enterprises in India and UAE

Seasoned management team and board (2/2)







Prerna Tandon Independent Director

- Holds a master's degree in business administration from the Panjab University, Chandigarh
- She worked as the Vice President operations at Infosys BPO Limited & Vice President – productivity & digitization leader at Genpact India

Sarvah Incubation Foundation, Musika Solutions Private Limited, Apr Reality Llp



Arun Vijaykumar Gupta Independent Director

- Holds a bachelor's degree in commerce from the P.D. Lion's College of Commerce and Economics, University of Bombay
- Directorships: Route Mobile, Absolute Sports Private Limited •

Aditva Kumar **Chief Financial Officer**

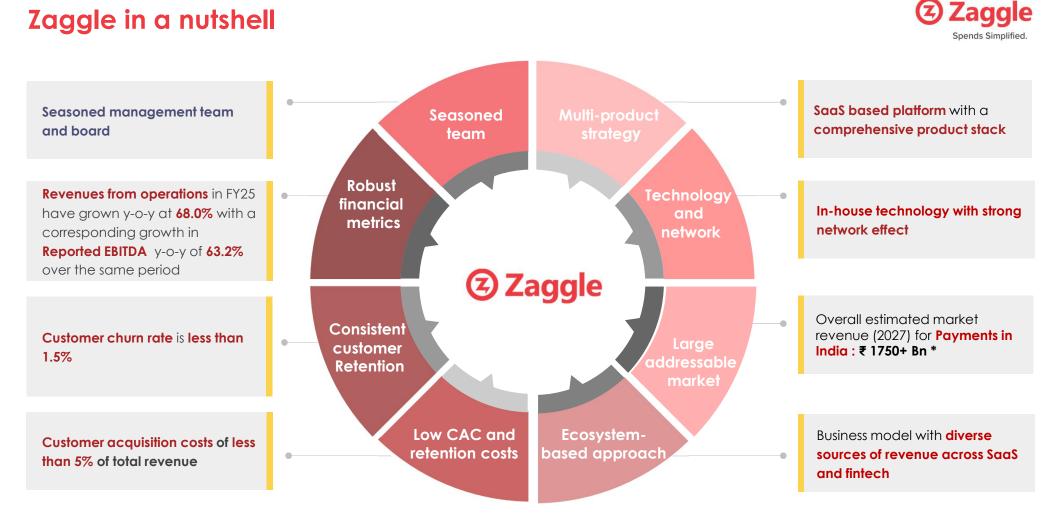
- Member of The Institute of Chartered Accountants of India, New Delhi
- He has experience in the financial services industry
- Prior to joining Zaggle, he worked at Spandana Sphoorty Financial Limited as Vice President Investor Relations-Finance

Key Managerial Personnel



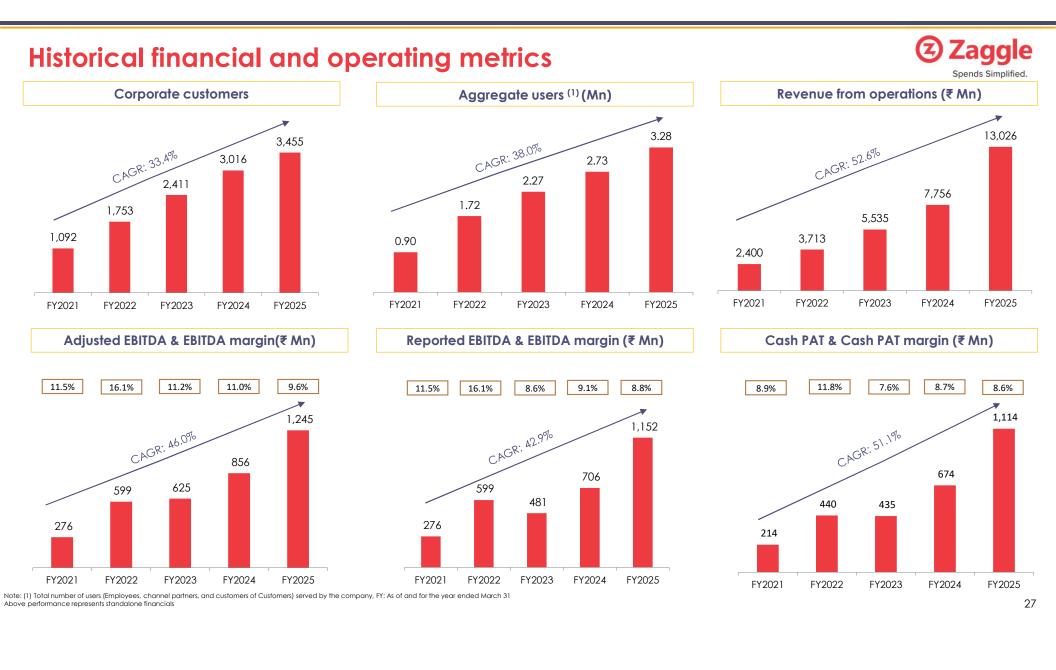
Hari Priva **Company Secretary & Compliance Officer**

- Member of the Institute of Company Secretaries of India, New Delhi and bachelor's degree in law from Osmania University,
- Prior to joining Zaggle, she worked at Spandana Sphoorty, Gayatri Projects and Axis Clinicals





Historical financials



Historical profit and loss statement (standalone)



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Particulars (₹ Million, unless stated otherwise)	FY25	FY24	FY23	FY22	FY21
Revenue from operations	13,026.5	7,756.0	5,534.6	3,712.5	2,399.7
Gross Profit	6,228.5	3,946.5	2,328.3	2,259.6	2,087.9
Gross Profit Margin	47.8%	50.9%	42.0%	60.8%	87.0%
Employee benefits expense	563.4	363.1	291.7	154.3	124.6
Incentive and cash back	3,598.7	2,168.3	1,002.0	1,176.4	1,380.3
Other Expenses	821.4	559.5	409.5	330.4	306.6
Adjusted EBITDA	1,244.9	855.7	625.0	598.5	276.3
Adjusted EBITDA Margin	9.6%	11.0%	1 1.3 %	16.1%	11.5%
ESOP Cost	92.6	149.8	144.1	-	-
Reported EBITDA	1,152.3	705.9	481.0	598.5	276.3
Reported EBITDA Margin	8.8%	9.1%	8.7%	16.1%	11.5%
Other Income	245.1	112.7	11.1	4.0	3.2
Depreciation	146.9	83.6	61.9	20.9	20.4
EBIT	1,250.5	735.0	430.1	581.6	259.0
EBIT Margin	9.6%	9.5%	7.8%	15.7%	10.8%
Finance Cost	76.3	137.2	113.7	69.8	77.1
Profit before Tax	1,174.2	597.8	316.3	511.7	182.0
Ταχ	299.4	157.6	87.3	92.5	(11.3)
Profit After Tax	874.8	440.2	229.0	419.2	193.3
PAT Margin	6.7%	5.7%	4.1%	11.3%	8.1%
Cash PAT (PAT+DA+ESOP)	1,114.3	673.6	435.1	440.1	213.8
EPS - Basic (₹)	6.96	4.06	2.48	4.57	2.11
EPS – Diluted (₹)	6.93	4.03	2.46	4.57	2.11

Historical balance sheet (standalone)

Particulars (Rs. in Millions)	2025	2024	2023	2022	2021
ASSETS					
Non-current assets					
Property, plant and equipment	396.83	25.32	23.5	19.8	9.5
Right-of-use assets	100.93	119.10	196.7	55.2	36.8
Intangible assets	544.07	81.56	68.9	44.3	27.0
Intangible asset under development	220.17	498.63	108.7	15.0	0.0
Financial assets					
(i) Investments	815.79	259.83	4.9	0.0	0.0
(ii) Loans	8.45	0.00			
(iii) Other financial assets	418.46	46.12	14.7	7.3	4.1
Other non-current assets	18.21	11.00	119.0	21.4	0.0
Income-tax assets (net)	5.60	27.60	23.1	123.6	74.7
Deferred tax assets (net)	27.23	27.22	29.8	24.6	106.9
Total non-current assets	2,555.74	1,096.38	589.2	311.1	258.9
Current assets					
Inventories	3.31	3.58	1.0	1.1	2.7
Financial assets					
(i) Investments	0.00	5.20	12.3	0.0	0.0
(ii) Trade receivables	2,148.99	1,746.21	1,026.6	429.5	226.8
(iii) Cash and cash equivalents	379.91	79.40	195.9	7.1	27.9
(iv) Bank balances other than (iii) above	6,151.52	2,713.67	30.1	29.0	5.0
(v) Other financial assets	102.76	30.40	1.2	0.0	0.0
Other current assets	1,740.81	1,286.52	491.4	148.7	99.5
Total current assets	10,527.30	5,864.98	1,758.4	615.5	361.9



Particulars (Rs. in Millions)	2025	2024	2023	2022	2021
EQUITY AND LIABILITIES					
EQUITY					
Equity share capital	134.21	122.49	92.2	1.8	1.8
Other equity	12,341.91	5,631.33	395.3	-37.4	-457.3
Total equity	12,476.12	5,753.82	487.5	-35.6	-455.5
LIABILITIES					
Non-current liabilities					
Financial liabilities					
(i) Borrowings	0.00	154.73	513.3	483.3	376.9
(ii) Lease liabilities	77.90	87.57	158.7	51.0	31.9
Provisions	20.79	16.40	11.4	7.2	5.7
Total non-current liabilities	98.69	258.70	683.4	541.5	414.5
Current liabilities					
Financial liabilities					
(i) Borrowings	50.90	581.29	697.4	161.5	313.9
(ii) Lease liabilities	35.50	42.68	44.1	7.4	7.9
(iii) Trade payables					
- Total outstanding dues of micro and small enterprises	2.21	6.53	9.6	7.8	0.1
- Total outstanding dues of creditors other than micro and small enterprises	32.82	13.10	82.6	99.6	191.0
(iii) Other financial liabilities	45.05	21.11	23.7		
Provisions	1.00	0.95	0.2	0.1	0.1
Other current liabilities	327.45	281.77	271.3	144.3	148.9
Current tax liabilities (net)	13.30	1.41	47.8	0.0	0.0
Total current liabilities	508.23	948.84	1,176.7	420.6	661.8
Total liabilities	606.92	1,207.54	1,860.1	962.1	1,076.3
Total equity and liabilities	13,083.04	6,961.36	2,347.6	926.5	620.8



Annexure

Key awards, accreditations and recognitions





Business

Franchise India

FINIX

11th Payments Industry Awards: Best Card Initiative for Zaggle ZatiX Provider, 2024



Top 50 Indian Digital Finance Influencers 2024: Promoter Rai Naravanam was awarded for his visionary contributions persistently guide the FinTech revolution in India.



Global Banking & Finance Award: Excellence in Innovation Business Spend Management Software India 2023



10th Payments Industry Awards: Best B2B Payment Solution Provider, 2023



Zaggle

Spends Simplified

BW Businessworld Festival of Fintech Conclave Awards: Winner – Best Payments Solutions of the Year, 2023

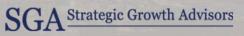
Thank you

② Zaggle

Company

Zaggle Prepaid Ocean Services Limited

CIN: L65999TG2011PLC074795 Hari Priya, Company Secretary & Compliance Officer Email id: Investor.Relations@zaggle.in



Investor Relations Advisor

Strategic Growth Advisors Pvt Ltd.

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