

PaySauce achieves record ARR of \$9.4m in 3Q26

Lower Hutt, New Zealand - 15 January 2026

Software as a Service Fintech PaySauce (NZX: PYS) today reports record Annualised Recurring Revenue (ARR) for the December 2025 quarter (3Q26) of \$9.4m.

Record ARR of \$9.4m came from a +11% YoY increase in processing fees, more than offsetting the -25% YoY reduction in interest revenue compared to the previous comparable period. PaySauce has continued to grow the existing customer base while it prepares to launch the Australian product on the Global Payroll Platform at the Australian Dairy Conference in Melbourne in February.

KEY YEAR-ON-YEAR PERFORMANCE HIGHLIGHTS FOR 3Q26

- ARR of \$9.4m (up +2% YoY)
- Recurring revenue of \$2.3m for the quarter (up +1% YoY)
- Processing fee revenue of \$1.8m for the quarter (up +11% YoY)
- Customers at the end of the quarter: 8,582 (up +6% YoY)

Metric	Dec 2025 ¹	QoQ Increase	YoY Increase
ARR	\$9.4m	+2%	+2%
Recurring revenue (for the quarter)	\$2.3m	+2%	+1%
Processing fee revenue (for the quarter)	\$1.8m	+3%	+11%
Active customers [#] (December 2025)	8,582	+1%	+6%

Processing fee revenue growth continued to be the key driver of the improving result for the December 2025 quarter, with processing fee revenue up +3% QoQ and +11% YoY. This was supported by the growth in the number of active customers to 8,582, up +1% QoQ and +6% YoY.

Whilst remaining positive, revenue and customer growth slowed over the last quarter with YoY growth of +6% down 3 percentage points from +9% YoY growth at 2Q26. The focus of our New Zealand customer acquisition resources has been split

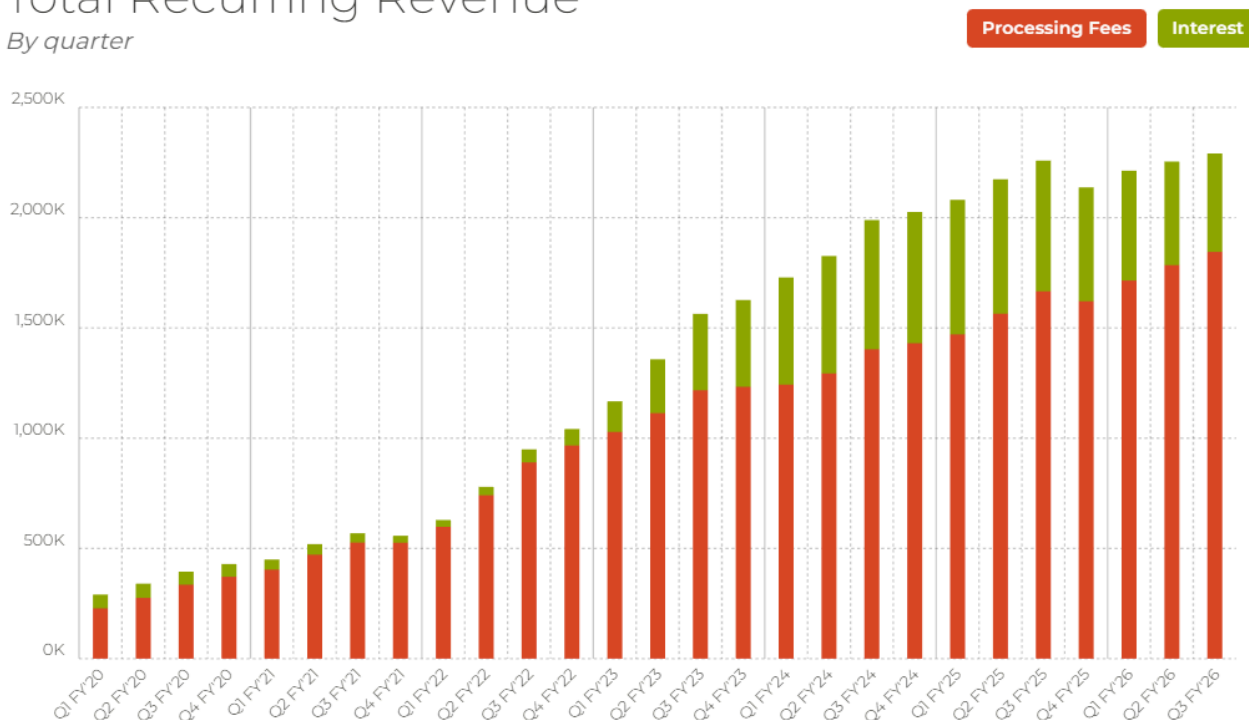
¹ All figures are in New Zealand dollars unless specified otherwise.

[#] Active customers are those that have processed payments in the month

between New Zealand growth, and our upcoming market entry into Australia as the Australian team continues to be established.

Total Recurring Revenue

By quarter



Interest earned on the funds held on behalf of customers (the float) declined in the quarter to December 2025, reflecting the continued reduction in wholesale interest rates since this time last year - with a further 75bps of cuts since the September quarter. Interest income declined -25% against the same quarter last year, and declined -5% against the most recent quarter to September.

CEO Asantha Wijeyeratne said: "I'm pleased with our performance in the third quarter of 2026. We've continued to grow both our revenue and customer base despite continued downward pressure on interest rates. We achieved another quarter of record ARR of \$9.4m whilst our focus has been split between New Zealand and Australia, as we continue to invest time and resources from the New Zealand business to prepare for the upcoming market launch.

\$3.5 million placement complete, \$1m Share Purchase Plan closes 23 January

The injection of \$3.5m of capital following the successful placement in December will support the full commercial launch of the Australian product.

PaySauce reminds investors that applications for the \$1 million Share Purchase Plan (SPP) are open to new and existing shareholders until Friday 23 January. Details of the offer are available on the [NZX](#).



Wijeyeratne expressed his gratitude to investors, "I also want to say a huge thank you to new and existing shareholders who have supported us so far during our capital raise. This raise and the backing from key institutional investors will give us the flexibility to pursue this opportunity across the Tasman and consider bolt on acquisitions that will accelerate our growth in this market.

"I'm excited to share more as we execute on our strategy and begin to deliver an acceleration in customer and revenue growth off the back of a recovering New Zealand economy, and an underserved market in Australia."

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ABOUT PAYSAUCE

PaySauce is a SaaS fintech platform delivering digital payroll solutions across 14 jurisdictions in Asia-Pacific. 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, and automated general ledger entries. 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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