

Zaggle Prepaid Ocean Services Limited

Closes the year with benchmark performance

Revenues of INR 13,026 Mn (up 68% yoy)

PAT almost doubled to INR 875 Mn on a yoy basis

Monday, May 12, 2025, Hyderabad – Zaggle Prepaid Ocean Services Limited, a SaaS fintech player which provides spend management products and solutions, has announced its audited Financial Results for the quarter & year ended March 31, 2025.

(₹ Million, unless stated otherwise) (standalone)	Q4FY25	Q4FY24	YoY	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%
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%	
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	394.1	212.5	85.5%	262.1	50.4%	1,114.3	673.6	65.4%

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

"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 35-40%. As we continue to scale, we remain focused on driving margin expansion through increased operating leverage, operational efficiencies, and cross-sell opportunities."

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 3.28 million users served as of March 31, 2025, 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.

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