

2Q27/1H27 Performance Update

PaySauce reaches \$10m ARR milestone, adds Richard McLean as a director

Lower Hutt, New Zealand - 9 October 2026

Software as a Service Fintech PaySauce (NZX: PYS) today reports Annualised Recurring Revenue (ARR) of \$10.1m as at 30 September 2026 and the appointment of Richard McLean to the Board. Quarterly recurring revenue rose +8% YoY, supported by an increase in active customers to 8,800 (up +3% YoY), and a +5% YoY increase in average recurring revenue per customer for the quarter. Richard McLean has been appointed to the Board, effective 1 November 2026. As a co-founder of KeyPay, Mr McLean led its commercial development in Australia and expansion into New Zealand, the United Kingdom, Singapore and Malaysia before its acquisition by Employment Hero in 2021.

KEY YEAR-ON-YEAR PERFORMANCE HIGHLIGHTS FOR 2Q27

- ARR of \$10.1m (up +10% YoY)
- Recurring revenue of \$2.4m for the quarter (up +8% YoY)
- Processing fee revenue of \$2.0m for the quarter (up +11% YoY)
- Customers at the end of the quarter: 8,800 (up +3% YoY)

Metric	Sep 2026 ¹	QoQ Change	YoY Increase
ARR	\$10.1m	+5%	+10%
Recurring revenue (for the quarter)	\$2.4m	+5%	+8%
Processing fee revenue (for the quarter)	\$2.0m	+4%	+11%
Active customers ² (at Sep 2026)	8,800	+1%	+3%

Processing fee revenue also continued to increase (up +4% QoQ, and +11% YoY) as customer numbers grew (up +1% QoQ and +3% YoY), and average processing fee revenue per customer for the quarter increased (up +4% QoQ, and +7% YoY). Interest revenue also increased for the quarter, up +11% QoQ, narrowing the year on year decrease to -3%, from -17% YoY last quarter, benefiting from the recent Official Cash Rate increases.

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

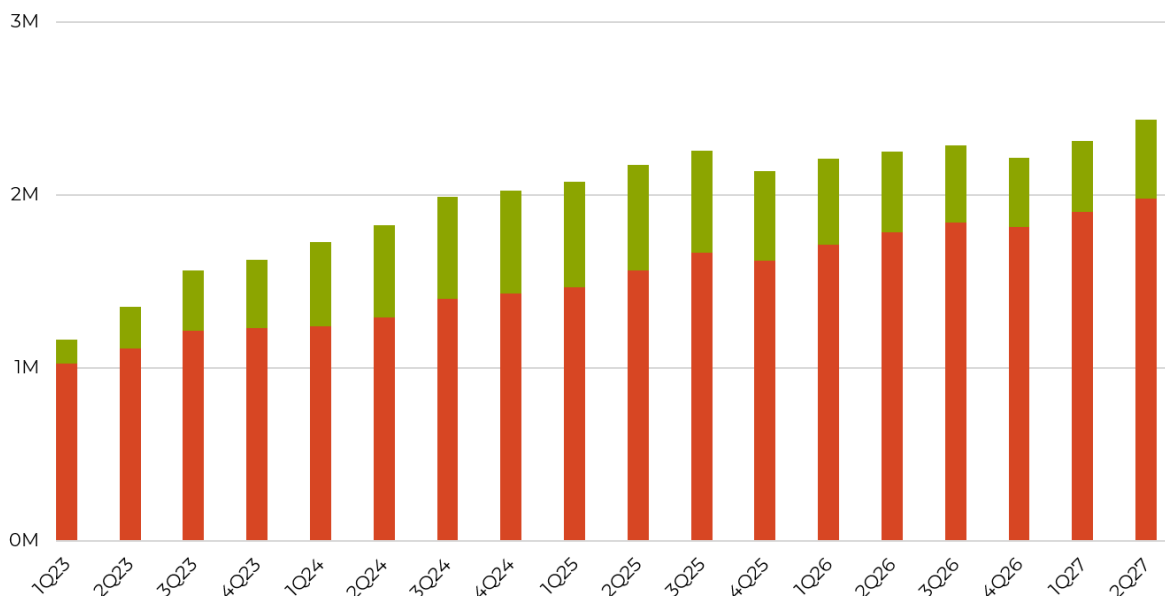
² Active customers are those that have processed payments in the month in New Zealand, and customers who have an active subscription in Australia.

Total recurring revenue (NZ\$m)

By quarter

■ Interest Revenue

■ Processing Fee Revenue



A strong month of September helped close out the quarter with a record ARR of \$10.1m, up +10% year-on-year and +5% quarter-on-quarter. ARR is the recurring revenue for the final month of the quarter, comprising processing fees and interest income on customer funds, multiplied by 12.

Appointment of Richard McLean to the PaySauce Board

PaySauce is also pleased to announce that Richard McLean has been appointed to the Board as an Independent Director, effective 1 November 2026. Mr McLean's appointment follows Mark Samlal's retirement at the Annual Shareholders' Meeting on 24 September 2026.

Mr McLean co-founded KeyPay, an Australian cloud payroll platform. He led its commercial development and growth, taking the business into the United Kingdom, New Zealand, Singapore and Malaysia before it was sold in 2021.

He brings deep experience in payroll technology, software commercialisation and international expansion. This includes product strategy, market positioning, pricing, recurring revenue models and customer



acquisition, as well as building partner channels and branded distribution relationships. Mr McLean's Australian payroll experience includes translating compliance, award interpretation and workforce management requirements into practical software features. He has also adapted products and commercial strategies for different regulatory environments.

PaySauce Chair Shelley Ruha said: *"We are delighted to welcome Richard to the Board. His experience founding and scaling KeyPay and his knowledge of the Australian payroll market will be valuable as PaySauce focuses on product development, Australian expansion and sustainable revenue growth."*

The Board has determined that Mr McLean is an Independent Director under the NZX Listing Rules, and will stand for election by shareholders at the next Annual Shareholders' Meeting.

First New Zealand payroll run on Global Payroll Platform

PaySauce has processed its first New Zealand payroll on the new product, a configuration of its Global Payroll Platform, as initial trial customers begin migrating from the existing New Zealand payroll product.

CEO Asantha Wijeyeratne said: *"I'm incredibly pleased with the progress we've made this quarter, delivering three key milestones: surpassing \$10m in Annualised Recurring Revenue, running the first payroll on our new New Zealand payroll product and appointing Richard McLean to the Board."*

"This time last year, we'd just processed the first payroll for our trial customers in Australia on the Australian product as part of our Global Payroll Platform. One year later, we're doing the same thing in New Zealand. I'm proud of what the team has been able to deliver, all whilst continuing to support and grow our existing customer base and maintain our existing products."

Expanding on progress in Australia, Mr Wijeyratne acknowledged slower growth, "In Australia, we ended September with 117 active customers, compared with 80 at the end of June. Momentum in that new market has been slower than we'd anticipated. We've learnt a lot about the efficiency of different marketing channels and diverted marketing investment accordingly as we strive for faster growth"

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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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