



 Nasdaq: **NXPL**

SEPTEMBER 2025

# Forward-Looking Statement

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This presentation contains forward-looking statements and projections. The Company makes no express or implied representation or warranty as to the completeness of this information or, in the case of projections, as to their attainability or the accuracy and completeness of the assumptions from which they are derived, and it is expected that each prospective investor will pursue his, her, or its own independent investigation. It must be recognized that estimates of the Company's performance are necessarily subject to a high degree of uncertainty and may vary materially from actual results. In particular, this presentation contains statements, including without limitation the projections, that constitute "forward- looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this presentation and include, but are not limited to, statements regarding the Company's plans, intentions, beliefs, expectations and assumptions, as well as other statements that are not necessarily historical facts. The Company commonly uses words in this presentation such as "anticipates", "believes", "plans", "expects", "future", "intends" and other similar expressions to identify forward-looking statements and projections. You are cautioned that these forward-looking statements and projections are not guarantees of future performance and involve risks and uncertainties. The Company's actual results may differ materially from those in the forward-looking statements and projections due to various factors, including competition, market factors and general economic conditions and the risk factors set forth in the Company's latest Annual Report on Form 10-K, and its Quarterly Reports on Form 10-Q. The information contained in this presentation describes several, but not necessarily all, important factors that could cause these differences.

# About NextPlat

Nextplat is a global consumer products and services company providing healthcare and technology solutions through e-Commerce and retail channels worldwide.

Through acquisitions, joint ventures and collaborations, it seeks to assist businesses in selling their goods online, domestically, and internationally, allowing customers and partners to optimize their e-Commerce presence and revenue.

NextPlat currently operates an e-Commerce communications division offering voice, data, tracking, and IoT products and services worldwide as well as pharmacy and healthcare data management services in the U.S. through its subsidiary, Progressive Care.

## NASDAQ: NXPL

NextPlat is listed on the Nasdaq Capital Market exchange under the ticker NXPL (Common Stock) and NXPLW (Warrants)

## 26.0 Million Common Shares Outstanding

as of September 2, 2025

## \$65.5 Million in Consolidated Revenues

Year Ended December 31, 2024

## December 31

Fiscal Year End

## \$16.6 Million in Cash

as of June 30, 2025

## \$17.1 Million

Market Cap as of September 2, 2025

# **Our Strategy**

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## **A Focus on High-Growth Sectors:**

- Initially targeting technology, healthcare & consumer wellness
- Supporting the launch of new products, brands and services with an integrated suite of proprietary software tools, enterprise platforms and partners

## **Leverage Global Online Storefronts:**

- Serving consumers, enterprises, and governments worldwide
- Platform for rapid entry into multiple high-growth sectors & large international markets

## **Turn-Key Access to High-Barrier Markets:**

- Comprehensive sales and distribution solutions for access to China's massive consumer marketplace via online/offline channels supported by a full array of marketing and digital promotion



# Worldwide Customer Base

## Diverse User Base:

- Serving businesses, governments, military, humanitarian, healthcare organizations, and individuals worldwide

## Comprehensive Solutions:

- Connectivity/communication, internet access, remote asset tracking, lone worker monitoring, and SOS assistance via satellite globally
- Pharmacy fulfillment / dispensing, risk management for healthcare institutions and long-term care contract management

## Future Offerings:

- Leveraging existing relationships to introduce new products and services



\*Use of logos does not imply an endorsement from any customer

# Growth Portfolio

NextPlat has built a diversified growth portfolio:

- Selling thousands of products and services to consumers, governments and corporations globally online and locally through our pharmacy operations
- We created a state-of-the-art system integrating e-Commerce, CRM, accounting, and marketing, and have evolved our platform to support growth into new markets and sectors
- Updated suite of pharmacy and data management software for healthcare organizations and providers

## Our Growth Pillars

pharmco•rx



### **Healthcare Services**

Specialized solutions for Federally-Qualified Healthcare Centers, long-term care providers, managed services organizations, clinical practitioners



### **Global E-Commerce**

Extensive global network of Company-owned/operated online stores and branded storefronts on leading digital marketplaces



### **E-Commerce Development Program**

Strategic relationships anchored by Alibaba's Tmall Global enabling businesses to rapidly access the multi-billion dollar online Chinese consumer market



### **Expanding Our Offerings**

Strategic investments/acquisitions, licensing, or partnering with brands in high-growth sectors such as healthcare, consumer lifestyle and pet products

# The NextPlat Business Today

## Global E-Commerce

North America

UK & International



50,000+  
E-Commerce  
Customers

190+  
Countries Served  
Worldwide

10,000+  
Individual Product  
Listings

27+ e-commerce platforms and websites including



Generating revenues 24x7x365 through the sale of communications, IoT hardware and associated high-margin, recurring revenue airtime plans

## E-Commerce Development

North America & China



Health and Wellness  
Products

**OPKO** **Florida  
Sunshine**

Online/offline e-Commerce



## Healthcare

North America

pharmco•rx

Pharmaceutical, Consumer  
Healthcare and Lifestyle Products

Pharmacy Services

- Pharmacy Fulfillment/Dispensing (514,000 Rx filled in 2024)
- Risk Management for healthcare institutions
- 340B & long-term care contract management
- Enhanced data reporting for healthcare practices and organizations



**CONCIERGE  
SPECIALTY  
PHARMACY  
SERVICES & DATA  
MANAGEMENT  
SOLUTIONS**



# PharmcoRx Pharmacies

## Personalized Healthcare Services & Technology

Providing data management and third-party administration (TPA) services for 340B Covered Entities, pharmacy analytics, and programs to manage measures such as Medication Adherence with specialized offerings for long-term care (“LTC”) customers including purchasing, repackaging and dispensing of prescription and non-prescription pharmaceutical products.

### Growth Strategy:

- Build on momentum in 340B and long-term care facility contract additions
- Support improved patient outcomes through increased adherence, driving Rx volumes
- Expanding rollout of OTC benefits program supporting majority of Medicare Advantage plans







# SATELLITE COMMUNICATIONS AND CONNECTIVITY SOLUTIONS

## Global E-Commerce

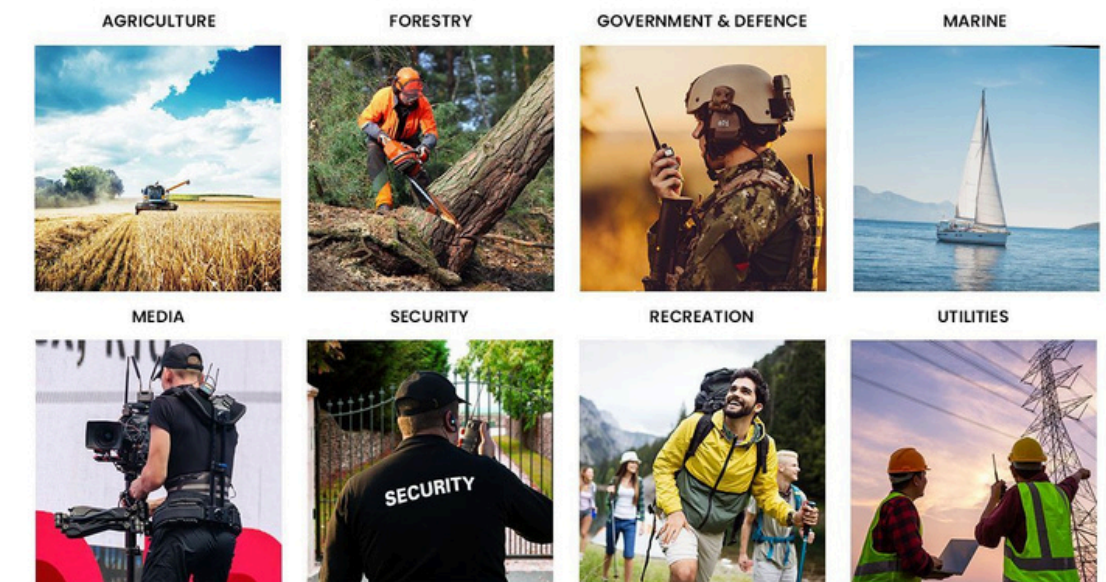
### Wireless and Satellite-based Connectivity Products & Services

GTC, OSAT and Outfitter provide solutions to fulfill the growing global demand for satellite-enabled voice, data, tracking, and IoT connectivity.

#### Growth Strategy:

- Drive transaction volumes while generating high-margin recurring airtime revenue
- Increased focus on large North American markets contributing to growth in airtime revenue
- Expand strategic relationships with major manufacturers including Globalstar, Iridium and Starlink and increase product portfolio

#### OUR MARKETS



#### OUR SOLUTIONS





# E-Commerce Development Program

## Opening the Multi-billion Dollar Chinese Online Consumer Market



- **Access to China's Consumer Market Built on top of Alibaba's Tmall Global**
  - 2nd largest online consumer market\* with significant demand for imported goods
  - Rapid growth in cross-border e-commerce, especially in health/beauty, personal care, pets, and fashion, supported by China's leading platform for retail import e-commerce
- **Greatly Expanded Turn-Key Logistics, Distribution, Sales & Marketing**
  - In-country support for product sales from warehousing to fulfillment on Tmall Global and to dozens of leading online digital/social retailers through additional partnership
  - Full array of creative/marketing capabilities developed and implemented by local product experts including digital campaigns and influencer/social promotions



# OPKO

## PREMIUM GRADE SUPPLEMENTS FOR HUMANS AND PETS

# E-Commerce Development Program: OPKO-Branded Flagship Store

Launched in China with storefront on Tmall with health and wellness products supported by online and offline marketing.

### Growth Strategy:

- Initiated digital, social media/influencer promotion and experiential marketing programs
- Launching new storefronts on additional e-Commerce and digital platforms (ex: JD.com, WeChat) able to reach 1+ billion Chinese consumers
- Targeting physical distribution into major retail chains, pharmacies and grocery stores in the second half of 2025
- Recently secured agreement to expand program into Japan





# Florida Sunshine



## E-Commerce Development Program: Florida Sunshine Flagship Store

Full line of vitamins and supplements featuring high-absorption, **liposomal delivery technology** providing:

- Enhanced Bioavailability Rates
- Lower Dosage Requirements
- Gentle on the Stomach

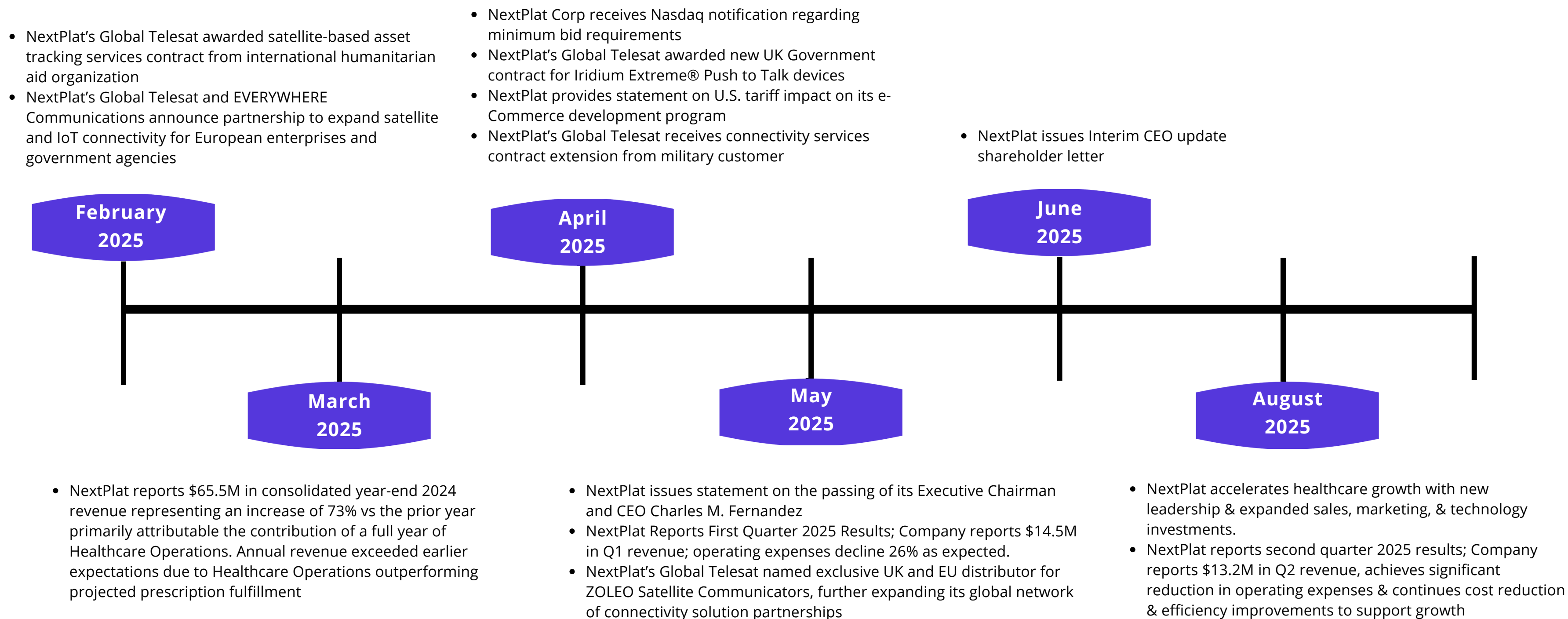
### Growth Strategy:

- Initial product production complete
- Securing product registration/trademark protections
- Exploring initial product sales in U.S. and Europe as well as in China via popular social media platforms Douyin, Weibo, WeChat, and Xiaohongshu with a total potential audience of 1+ billion consumers follow successful resolution of tariffs





# Recent Developments



# Financial Overview

## NextPlat Corp

### Condensed Consolidated Income Statement – USD (\$000) Except per Share Data

	Quarter Ended June 30, 2025	Quarter Ended June 30, 2024
<b>Revenues, Net</b>	<b>\$13,240</b>	<b>\$16,989</b>
Cost of Revenue	10,357	11,131
Gross Profit	2,883	5,858
<b>Total Operating Expenses</b>	<b>4,712</b>	<b>6,962</b>
Impairment Loss	-	9,792
<b>Net Income (Loss)</b>	<b>(1,789)</b>	<b>(12,407)</b>
Foreign Currency Gain (Loss)	(58)	(22)
Net (loss) Income Attributed to Common Stockholders	\$(1,789)	\$(10,734)
Weighted # of Common Shares Outstanding - Basic & Diluted	25,963	18,824
<b>Diluted Earnings (Loss) Per Share</b>	<b>\$(0.07)</b>	<b>\$(0.28)</b>

## NextPlat Corp

### Condensed Consolidated Balance Sheets – USD (\$000)

	Quarter Ended June 30, 2025	Fiscal Year Ended Dec. 31, 2024
Cash and Cash Equivalents	\$16,635	\$19,960
Inventory, Net	5,215	4,895
Total Current Assets	26,855	31,480
<b>Total Assets</b>	<b>31,033</b>	<b>36,478</b>
Total Current Liabilities	6,208	8,210
Total Long-Term Liabilities	1,217	1,470
<b>Total Liabilities</b>	<b>7,425</b>	<b>9,680</b>
Total Stockholder's Equity (incl. non-controlling interests)	23,608	26,798
<b>Total Liabilities &amp; Stockholders' Equity</b>	<b>\$31,033</b>	<b>\$36,478</b>

# Experienced Leadership

## **Rodney Barreto** **Interim Chairman**

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Mr. Barreto's business career spans over 35 years including his role at the Barreto Group and as a partner of Capital City Consulting, a corporate and public affairs consulting firm recognized by policy makers as one of the top in its industry in Florida. He is the Chair of the FIFA Miami World Cup Host Committee 2026 and chaired the Super Bowl Host Committees in 2007, 2010 and 2020, helping to raise more than \$100 million dollars for the success of Miami Super Bowls. Currently, Mr. Barreto is the Vice Chairman of the Florida Council of 100, and a member of multiple philanthropic Boards.

## **Cecile Munnik, CPA/CA** **Chief Financial Officer**

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Ms. Munnik has over 15 years of accounting and finance experience, serving in leadership positions for companies and business units with annual revenues ranging from \$100M to \$3B. She has demonstrated expertise in US GAAP, SEC Reporting, Sarbanes-Oxley, Public Accounting, M&A, Internal Controls/Process Efficiencies, ERPs, and Strategy Planning for private and public entities. Ms. Munnik is a Certified Public Accountant (CPA) and Chartered Accountant (CA).

## **David Phipps** **Interim CEO, President & CEO of Global Operations, Director**

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Mr. Phipps is the founder of the Company's two subsidiaries, UK-based Global Telesat Communications and US-based Orbital Satcom Corp. and had served as the Company's CEO and Chairman for six years, leading the company from start-up through its recent listing on Nasdaq. He has over 20 years' experience in the communications industry, during which time he has overseen acquisitions, mergers and capital raising activities, and has more than 35 years of experience of investment management, finance, and operational roles in several private and public companies.

## **Birute Norkute** **Vice President of Healthcare Operations**

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Ms. Norkute has 20+ years' experience in the hospital and health care space and helped build and lead the operations of Progressive Care Inc. which was acquired by NextPlat in October 2024. She joined PharmCoRx, the pharmacy division of Progressive Care in 2008 and rose to become COO where she was instrumental in driving its growth into one of the largest independent pharmacy services providers in Florida. She led business development, compliance, operations, and quality initiatives enabling it to consistently achieve 5-star performance ratings and building one of the most respected reputations in the industry.

# **A Diversified, Global Business Model Focused on Healthcare and E-Commerce**

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- Highly experienced management team, Board of Directors and advisors with proven expertise in M&A, finance, e-Commerce, healthcare and technology
- A global, state-of-the-art e-Commerce platform serving customers in over 190 countries now expanding to tap large international markets in China and into new sectors including healthcare & consumer lifestyle
  - A globally diversified, 24x7x365 revenue-generating e-commerce business model with increasing levels of recurring revenue
- Acquisition of Progressive Care, Inc. provides access to the rapidly growing personalized healthcare services and technology markets serving consumers and providers
  - Combination of long-term contract revenue and recurring prescription transaction volumes
- Clean capital structure and balance sheet with no debt long-term debt\*

\* Excluding facility mortgage, lease and equipment liabilities and approximately \$74,000 related to Coronavirus relief as of June 30, 2025





**3250 Mary Street  
Suite 410  
Coconut Grove  
Florida, 33133  
U.S.A.**

**305.686.3250  
info@nextplat.com  
www.nextplat.com**