



 Nasdaq: **NXPL**

APRIL 2026

# Forward-Looking Statement

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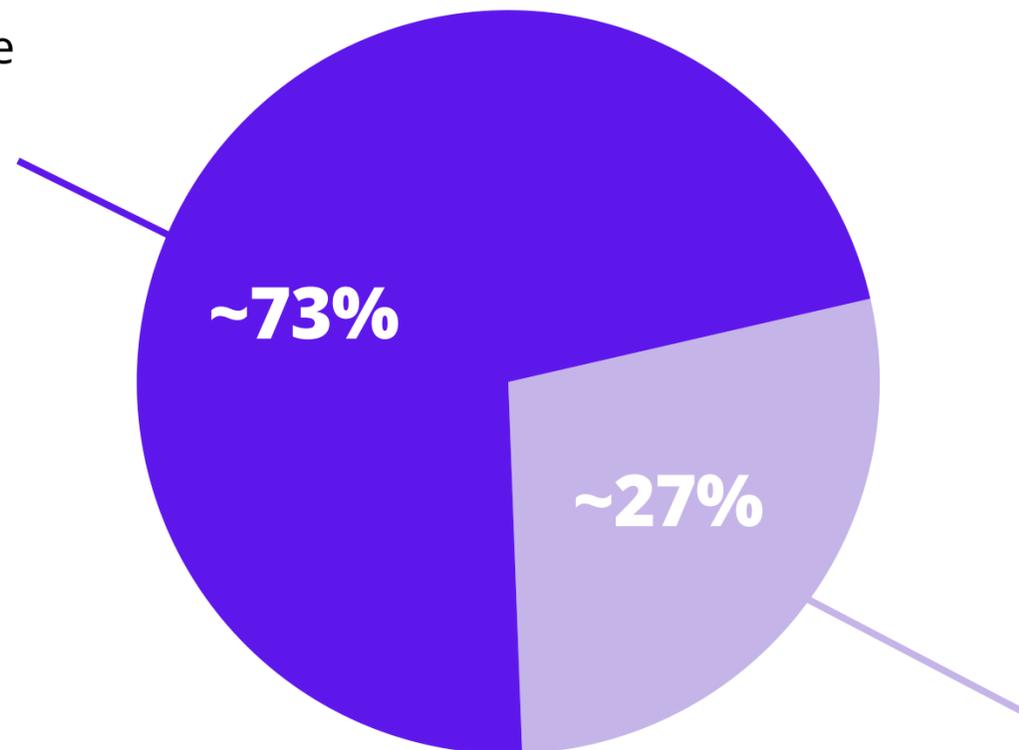
This presentation contains forward-looking statements and projections. The Company makes no express or implied representation or warranty as to the completeness of this information or, in the case of projections, as to their attainability or the accuracy and completeness of the assumptions from which 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.

## **Healthcare**

Pharmacy and healthcare data management services, prescription management and fulfilment



## **Global E-Commerce**

Assisting businesses in selling their goods online - domestically and internationally

## **NASDAQ: NXPL**

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

## **26.9 Million Common Shares Outstanding**

as of April 1, 2026

## **\$54.3 Million in Consolidated Revenues**

for the Year Ended December 31, 2025

## **December 31**

Fiscal Year End

## **\$13.7 Million in Cash**

as of December 31, 2025

## **\$10.5 Million**

Market Cap as of April 1, 2026

# Our Strategy

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

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

## **Turn-Key Solutions to Grow Businesses:**

- Proprietary AI-powered software for healthcare data analytics & reporting as well as prescription management and fulfillment services
- Global e-commerce enablement creating online brands and driving revenue
  - Comprehensive sales & distribution solutions for accessing Asia's massive consumer marketplace via online/offline channels supported by a full array of marketing & digital promotion
  - Now expanding in North and South America

# The NextPlat Turnaround Plan

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## A Comprehensive Business Refocusing Effort to Drive Growth and Profitability

- New and expanded leadership team
- Implemented company-wide efficiency and process improvement programs
- Refocused commitment to turning around the healthcare segment
  - Added dedicated business development teams targeting high-margin contracted 340B and long-term care entities
  - Expanded customer service and support including 24x7 pharmacy services
- Moving to capitalize on attractive growth opportunities
  - Shifting away from retail pharmacy towards high margin contracted offerings
  - Pursuing nationwide healthcare expansion beyond Florida
  - Expanding e-commerce domestically and internationally

# The NextPlat Turnaround Results

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## Turnaround Driving Sequential Improvements Supporting Profitability in 2026

- Reduced annualized overhead expenses by \$2+ million including 25+% reduction in staff
- Consolidated gross margin growth estimated at 20+% in Q1 '26
  - New 340B additions and growth within current customer base driving 90% increase in volumes
  - New high-margin, profitable contracted customer prescription volumes exceeding 8,000 per month, significantly surpassing expectations
- Expanding domestic and international business
  - Growing healthcare revenue from a single state (Florida) to all 50 states
  - New online prescription and product fulfillment offerings for brands
  - Expanding communications product sales in North and South America

# Worldwide Customer Base

## Diverse E-Commerce User Base:

- Serving 60,000+ businesses, governments, military, humanitarian, healthcare and individual customers in 150+ countries

## Comprehensive Solutions:

- Pharmacy dispensing, risk management for healthcare institutions and long-term care contract management including 374,000+ prescriptions fulfilled annually
- Connectivity/communication, internet access, remote asset tracking, lone worker monitoring, and SOS assistance via satellite globally

## Future Offerings:

- Expanding geographic reach to include healthcare services in all 50 states
- Leveraging existing relationships and acquisitions to introduce new products and services on behalf of customers



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

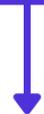
# The NextPlat Business Today

## Healthcare

North America



Pharmaceutical, Consumer Healthcare and Lifestyle Products



Pharmacy Services

- Pharmacy Fulfillment/Dispensing (374,000+ Rx filled in 2025)
- Risk Management for healthcare institutions
- 340B & long-term care contract management
- Enhanced data reporting for healthcare practices and organizations
- Expanding services nationally

## Global E-Commerce

North/South America

UK & International



60,000+ E-Commerce Customers

150+ 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, Europe & China/Asia



Health and Wellness Products



Online/offline e-commerce



# 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



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**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
- Expanding nationwide beyond Florida through new partnership with Healthwarehouse.com
- 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
- Launched initial product sales in U.S. and Europe with plans for China via popular social media platforms Weibo, WeChat, and Xiaohongshu with a total potential audience of 1+ billion consumers following successful resolution of tariffs

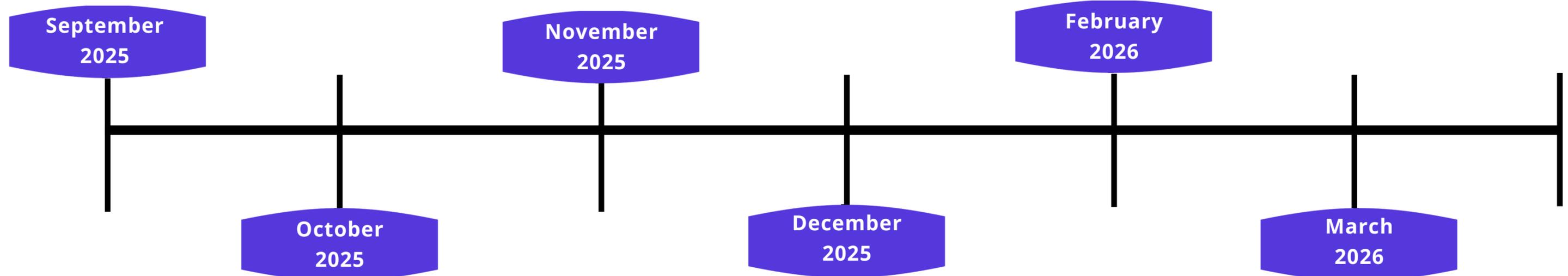


# Recent Developments

- NextPlat's ClearMetrx subsidiary to launch AI-powered ClearMetrX 4.0 software for modernized healthcare analytics & reporting
- NextPlat launches its Florida Sunshine brand of premium vitamins in Europe & North America and receives initial approval for sale in China
- NextPlat appoints Rodney Barreto as Chairman of the Board & David Phipps as CEO to lead ongoing business refocusing efforts

- NextPlat Reports Third Quarter 2025 Results; Company reports \$13.8M in Q3 revenue as refocusing & cost cutting initiatives drive improved late quarter performance with accelerated sequential improvements expected in Q4 and into 2026
- NextPlat's healthcare division awarded multi-state prescription fulfillment contract by virtual healthcare provider DevotedDOc; New contract supports medication fulfillment to initial customers in Florida and Georgia

- NextPlat's Orbital Satcom launches strategic South American e-commerce expansion into five countries on Mercado Libre
- NextPlat expects approximately \$55 million in 2025 revenue and reports strong sequential momentum with cost reductions and margin expansion expected into 2026



- NextPlat granted 180-day extension by Nasdaq to regain compliance with minimum bid price requirement
- NextPlat names Amanda L. Ferrio, Vice President of Accounting & Finance, as its new Chief Financial Officer
- NextPlat Issues CEO shareholder update letter; Company secures new healthcare contracts, implements additional cost reductions & launches new AI-powered proprietary healthcare management software & consumer health products

- NextPlat's Global Telesat expands 5G & AI-powered Internet of Things (IoT) offerings through new distribution agreement with Telit Cinterion
- NextPlat expects significant sequential quarterly growth in 340B revenue in the fourth quarter of 2025 as it further expands its business development efforts

- NextPlat reports \$54 million in revenue for full year 2025 as business turnaround initiatives support operational profitability goals in 2026
- NextPlat launches 50 state nationwide medication fulfillment capabilities, supporting healthcare revenue growth in 2026 & beyond
- NextPlat's Global Telesat awarded \$820,000 satellite-enabled connectivity hardware and services contract from U.K. government prime supplier

# Financial Overview

## NextPlat Corp

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

	Year Ended December 31, 2025	Year Ended December 31, 2024
<b>Revenues, Net</b>	<b>\$54,322</b>	<b>\$66,082</b>
Cost of Revenue	43,416	49,074
Gross Profit	10,906	17,008
<b>Total Operating Expenses</b>	<b>19,906</b>	<b>40,033</b>
Impairment Loss	-	13,653
<b>Net Income (Loss)</b>	<b>(10,463)</b>	<b>(22,526)</b>
Foreign Currency Gain (Loss)	(52)	(3)
Net (loss) Income Attributed to Common Stockholders	\$(11,712)	\$(13,426)
Weighted # of Common Shares Outstanding - Basic & Diluted	26,535	20,614
<b>Diluted Earnings (Loss) Per Share</b>	<b>\$(0.44)</b>	<b>\$(0.65)</b>

## NextPlat Corp

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

	Fiscal Year Ended Dec. 31, 2025	Fiscal Year Ended Dec. 31, 2024
Cash and Cash Equivalents	\$13,709	\$19,960
Inventory, Net	3,396	4,881
Total Current Assets	24,156	32,079
<b>Total Assets</b>	<b>27,465</b>	<b>37,077</b>
Total Current Liabilities	9,126	8,210
Total Long-Term Liabilities	917	1,470
<b>Total Liabilities</b>	<b>10,043</b>	<b>9,680</b>
Total Stockholder's Equity (incl. non-controlling interests)	17,422	27,397
<b>Total Liabilities &amp; Stockholders' Equity</b>	<b>\$27,465</b>	<b>\$37,077</b>

# Experienced Leadership

## **Rodney Barreto** 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.

## **Amanda L. Ferrio** Chief Financial Officer

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Ms. Ferrio has 15+ years of accounting & finance experience at both Nasdaq-listed and private companies, most recently serving as Vice President of Accounting & Finance at Progressive Care LLC where she oversaw aspects of the accounting department including financial reporting/analysis, budgeting/forecasting, and managed its SEC filings. Earlier, she held multiple accounting and finance roles including serving as Controller at BBC International, LLC; Senior Manager, Financial Reporting & Compliance at Willis-Lease Finance Corporation (NASDAQ: WLFC); Senior Accountant, BioMatrix Specialty Pharmacy, and Senior Accountant at FedNat (NASDAQ: FNHC). Ms. Ferrio holds a Master of Science and a Bachelor of Science in Accounting.

## **David Phipps** 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 previously served as the Company's CEO and Chairman leading the company from start-up through its 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.

## SUMMARY:

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

- Management implementing successful turnaround effort designed to deliver profitable growth in 2026
  - \$2+ million in annualized overhead, staff and other operational cost reductions
  - 20+% gross margin expansion expected in 1Q '26
  - Improved cash flows and operational profitability expected throughout FY '26
- A globally diversified, 24x7x365 revenue-generating business model in healthcare and e-commerce now positioned for expanded national geographic reach and new revenue
  - Ability to support multi-state contracted customers through expanded healthcare services into an additional 49 states in 2026
  - New revenue streams to include e-commerce / digital / online healthcare offerings for providers, patients and consumers
- Clean capital structure and balance sheet with no long-term debt
- High insider ownership (approx. 40%) + 20% owned by 5% shareholders = low public float of approx. 8.7 million shares



**400 Ansin Blvd., Suite A  
Hallandale Beach  
Florida, 33009  
U.S.A.**

**305.560.5381  
info@nextplat.com  
www.nextplat.com**