
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED): October 12, 2023

NEXTPLAT CORP

(Exact Name of Registrant as Specified in its Charter)

NEVADA
(State or Other Jurisdiction
of Incorporation or Organization)

001-40447
(Commission
File No.)

65-0783722
(I.R.S. Employer
Identification No.)

3250 Mary St., Suite 410
Coconut Grove, FL 33133
(Address of principal executive offices and zip code)

(305) 560-5355
(Registrant's telephone number, including area code)

(Former name or former address, if changed from last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)).

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol (s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, par value \$0.0001	NXPL	The Nasdaq Stock Market, Inc.
Warrants	NXPLW	The Nasdaq Stock Market, Inc.

Item 7.01 Regulation FD Disclosure.

NextPlat Corp (the “*Company*”) is furnishing a copy of an investor presentation (the “*Presentation*”) that the Company used, in whole or in part, during the Company’s presentation at the Small Cap Growth Conference, presented and hosted by Dawson James Securities Inc., on October 12, 2023. A copy of the Presentation is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

The information contained in the Presentation is summary information that is intended to be considered in the context of the Company’s Securities and Exchange Commission filings and other public announcements that the Company may make, by press release or otherwise, from time to time. The Company undertakes no duty or obligation to publicly update or revise the information contained in the Presentation, although it may do so from time to time as its management believes is warranted.

The information in this Current Report on Form 8-K is being furnished pursuant to Item 7.01 (including Exhibit 99.1) and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “*Exchange Act*”), or otherwise be subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof and regardless of any general incorporation language in such filing.

Item 8.01 Other Events.

On October 12, 2023, the Company issued a press release announcing the Company’s entry into an e-commerce distribution agreement with OPKO Health Europe, a subsidiary of OPKO Health, Inc. (NASDAQ: OPK) products in China. A copy of the press release is attached to this Current Report on Form 8-K as Exhibit 99.2 and is incorporated by reference herein.

Item 9.01. Financial Statements and Exhibits.

Exhibits.

<u>Exhibit No.</u>	<u>Description</u>
99.1	Investor Presentation (furnished pursuant to Item 7.01)
99.2	Press Release
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURE

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NEXTPLAT CORP

By: /s/ Charles M. Fernandez
Name: Charles M. Fernandez
Title: Chairman and Chief Executive Officer

Dated: October 12, 2023



The **Next** Generation of E-Commerce **Plat**forms

 Nasdaq: **NXPL**

Dawson James Small Cap Growth Conference
October 12, 2023

Forward-Looking Statement

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 e-commerce platform company created to capitalize on multiple high-growth sectors and markets. The Company intends to collaborate with organizations, optimizing their ability to sell their goods and services online, and enabling them to maximize their e-commerce presence and revenue.

NextPlat operates multiple storefronts currently serving customers in more than 190 countries.



NASDAQ: NXPL

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

18.7 Million Common Shares Outstanding
as of October 2, 2023

December 31
Fiscal Year End

\$20.6 Million in Cash
as of June 30, 2023

\$35.3 Million
Market Cap as of October 2, 2023

Our Strategy

Global Online Storefronts:

- Serving consumers, enterprises, and governments worldwide
- Next-gen platform for expansion into multiple high-growth sectors & large international markets

Rapid Entry to China's Market:

- Turn-key solution for immediate access to China's booming online consumer market

Focusing on High-Growth Sectors:

- Targeting technology, healthcare & consumer products
 - Utilizing AI, Web3 & Data Analytics for launching new e-commerce channels
-

Worldwide Customer Base

Diverse User Base:

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

Comprehensive Solutions:

- Enable 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

Expanding Our E-Commerce Platform

NextPlat has built a premier e-commerce platform:

- We sell thousands of products and services to consumers, governments and corporations across a broad range of industries
- We have created a state-of-the-art system integrating e-commerce, CRM, accounting, and marketing, and have evolved our platform to support the our global vision for the future of e-commerce - new markets and sectors

Our Growth Pillars



Expanding Our Offerings

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

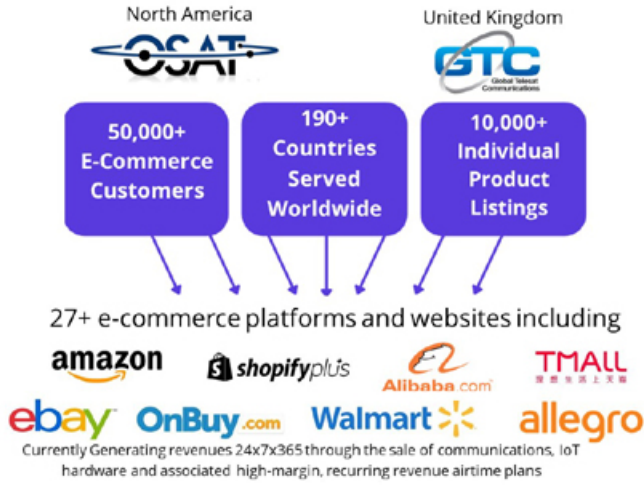


E-Commerce Development Program

Developed strategic relationship with Alibaba's Tmall Global enabling businesses to rapid access the multi-billion dollar online consumer market in China

The NextPlat Business Today

Global E-Commerce



Healthcare



**Pharmaceutical,
 Consumer Healthcare
 and Lifestyle Products**

- Pharmacy Fulfillment / Dispensing
- Risk Management for healthcare institutions
- Long-term care contract management
- 340B care contract management
- Contracted with most health plans
- Automated dispensing systems
- Enhanced data reporting for healthcare practices and organizations



SATELLITE COMMUNICATIONS AND CONNECTIVITY SOLUTIONS



OUR MARKETS



OUR SOLUTIONS



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



pharmco•rx ClearMetrX

CONCIERGE SPECIALTY PHARMACY SERVICES & DATA MANAGEMENT SOLUTIONS



- Revenues:
 - FY 2022: \$40.6M
 - Projected Year-End 2023: \$43M (based on annualized 6-month financials)
- Income Improvement:
 - 6-months ended June 30, 2023: \$638K income from operations, a \$970K improvement from the prior 6-month period
- Strong Cash Position:
 - Over \$7.3M as of June 30, 2023, a \$610K improvement from December 31, 2022
- Increased Working Capital:
 - \$7.1M at June 30, 2023, a \$1.6M improvement from December 31, 2022
- Gross Profit Margin Growth:
 - 29.2% for 6-months ended June 30, 2023 (up from 22.0% for the same period in 2022)
- Adjusted EBITDA Improvement:
 - \$790K for 6-months ended June 30, 2023, a \$1.2M improvement from the same period in 2022



E-Commerce Development Program: Alibaba's Tmall Global

Opening the Multi-billion Dollar Chinese Online Consumer Market to Florida-Based Businesses

- China's Consumer Market:
 - World's 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
- Alibaba's Tmall Global:
 - Leading platform for retail import e-commerce
 - Top mention rate for "imported goods" shopping
 - Hosts 5,000+ overseas brands, including 3M, Coach, Gerber, Mead Johnson Nutrition and The North Face
- Our Program:
 - Engaging potential customers interested in selling a wide variety of consumer products including pharmaceuticals, nutraceuticals, and veterinary products
 - Opportunity to partner with brands and develop their presence in the Chinese market

*Sources: National Bureau of Statistics of China and China Customs and Tmall Global



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

天猫国际

OPKO

PREMIUM GRADE
SUPPLEMENTS
FOR HUMANS
AND PETS



The development of products with formulas that have been studied appropriately, ingredients of a natural origin and/or protected by patents and clinical studies that meet the highest scientific standards, completes the circle, and provides a wide range of products based on scientific evidence



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

天猫国际

**Florida
Sunshine**

**PREMIUM-GRADE
VITAMINS AND
DIETARY
SUPPLEMENTS**



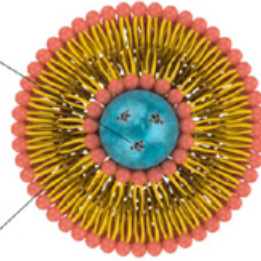


Full line of vitamins and supplements featuring high-absorption, **liposomal delivery technology** providing:

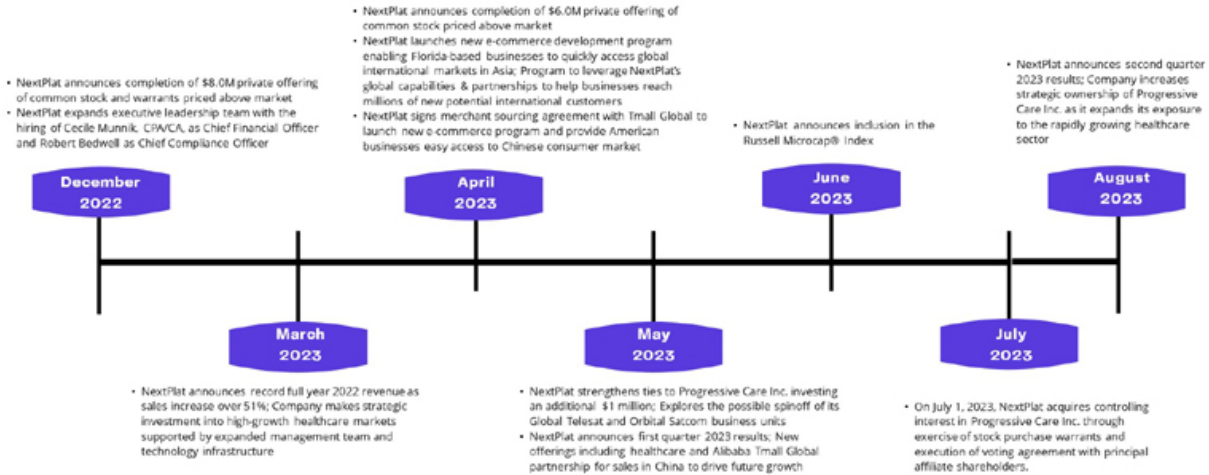
- Enhanced Bioavailability Rates
- Lower Dosage Requirements
- Gentle On The Stomach

ENCAPSULATED NUTRIENT

LIPOSOME ENCAPSULATION



Recent Developments



Financial Overview

NextPlat Corp
Condensed Consolidated Income Statement – USD (\$)

	Quarter Ended June 30, 2023	Fiscal Year Ended Dec. 31, 2022
Net Sales	\$2,957,362	\$11,710,142
Cost of Sales	2,113,491	9,221,294
Gross Profit	843,871	2,488,848
Total Operating Expenses	4,199,278	9,690,631
Equity in Net Loss of Affiliate*	(1,407,473)	(1,739,475)
Net Loss	(4,340,741)	(9,160,589)
Foreign Currency Translation Adjustments	(11,968)	(43,953)
Comprehensive Loss	(\$4,352,709)	(\$9,204,542)
Weighted # of Common Shares Outstanding - Basic & Diluted	18,071,802	9,629,589
Basic and Diluted Net (Loss) Per Share	(\$0.24)	(\$0.95)

* Attributed to a non-recurring, non-cash loss related to [the Company's investment in Progressive Care, Inc. \(OTCQB: 50MD\)](#)

NextPlat Corp
Condensed Consolidated Balance Sheets – USD (\$)

	Quarter Ended June 30, 2023	Fiscal Year Ended Dec. 31, 2022
Cash and Cash Equivalents	\$20,605,670	\$18,891,232
Inventory	2,066,214	1,286,612
Total Current Assets	24,216,531	21,181,780
Total Assets	30,913,117	28,642,048
Total Current Liabilities	1,791,953	2,058,768
Total Long-Term Liabilities	698,678	806,161
Total Liabilities	2,490,631	2,864,929
Total Stockholder's Equity	28,422,486	25,777,119
Total Liabilities and Stockholders' Equity	\$30,913,117	\$28,642,048

Experienced Leadership

Charles M. Fernandez **Executive Chairman & CEO**

Mr. Fernandez has over 30 years' experience in identifying profitable start-up and dislocation opportunities, building significant value, and executing exit strategies as an entrepreneur and global investor. In 2008, Charles M. Fernandez joined Fairholme Capital Management. As President, he co-managed all three Fairholme funds, and was commended for bringing in a \$2 billion gain for shareholders. Throughout his impressive career in Media, Pharmaceuticals, Healthcare, Finance and Technology, he has participated in more than 100 significant mergers, acquisitions, and product development projects. Mr. Fernandez was the founder, Chairman & CEO of eApeiron Solutions, LLC, a brand protection and e-commerce company in partnership with Alibaba ([NYSE:BABA](#)) and Eastman Kodak (NYSE: KODK) which was successfully sold to Smartrac, leading developer, manufacturer, and supplier of RFID and Internet of Things ("IoT") solutions, a unit of Avery Dennison Corporation (NYSE: AVY).

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

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.

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

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).

The E-Commerce Platform of the Future

- Highly experienced management team, Board of Directors and advisors with proven expertise in M&A, finance, e-commerce, media, technology and healthcare
- 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 and consumer lifestyle
- A globally diversified, 24x7x365 revenue-generating business model with increasing levels of recurring revenue
- Clean capital structure and balance sheet with no debt long-term debt*

*Excluding operating leases and \$131,607 related to Coronavirus relief as of June 30, 2023



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

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



NextPlat's Florida E-Commerce Development Program to Launch the Online Sales of OPKO Healthcare Products in China on Alibaba's Tmall Global

New E-Commerce Agreement Enables NextPlat to Offer OPKO's Nutraceutical and Veterinary Products for Sale to Chinese Consumers

COCONUT GROVE and MIAMI, FL – October 12, 2023– NextPlat Corp (NASDAQ: NXPL, NXPLW) (“NextPlat” or the “Company”), a global e-commerce provider, today announced that through a new e-commerce distribution agreement, it will enable the online sales of OPKO Health Europe, a subsidiary of OPKO Health, Inc. (NASDAQ: OPK) products in China. Under the terms of the agreement, NextPlat will launch a OPKO Health-branded online storefront on Alibaba Group Holding Limited's (NYSE: BABA) (“Alibaba”) Tmall Global e-commerce platform in China featuring an assortment of nutraceutical and veterinary products sold and distributed by OPKO Europe.

OPKO is a global diversified diagnostic and pharmaceutical healthcare company with over 5,500 employees spanning nine countries. The distribution agreement with OPKO's European division represents the first relationship resulting from the Company's Florida E-commerce Development program which includes a merchant sourcing agreement with Alibaba's Tmall Global designed to provide American businesses with easy access to the Chinese consumer market.

“NextPlat's focus is to enable companies across an array of high-growth sectors such as healthcare and consumer products, to capitalize on the vast opportunities of global e-commerce. Having already successfully built a sizable portfolio of products for human and animal health, we believe OPKO Europe is an ideal customer for our new e-commerce development program. By leveraging our online expertise, capabilities, and our expanded relationship with Alibaba, we can uniquely provide OPKO Europe with a reliable and efficient way to quickly begin selling its products online to potentially millions of new consumers in China,” said Charles M. Fernandez, Executive Chairman and CEO of NextPlat.

The sales of OPKO products in China will be managed through NextPlat and will be made available to purchase for Chinese consumers through Tmall Global. Tmall Global is China's leading import e-commerce platform where consumers can access over 46,000 international brands. Subject to obtaining all necessary certifications and approvals, initial sales are expected to commence late in the fourth quarter of 2023.

NextPlat's e-commerce development program, held in coordination with local Florida chambers of commerce, initially aims to help Florida-based businesses and manufacturers market and sell their products to potentially millions of new customers. The development program features NextPlat's turnkey global e-commerce solution and leverages the capabilities and reach of key partners including Alibaba and its Tmall Global platform, a premier B2C cross-border solution for global brands to reach Chinese consumers. NextPlat intends to expand this unique e-commerce development opportunity to businesses throughout the United States, North America as well as in Central and South America.

About NextPlat Corp

NextPlat is a global e-commerce platform company created to capitalize on multiple high-growth sectors and markets including technology and healthcare. Through acquisitions, joint ventures and collaborations, the Company intends 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 and pharmacy and healthcare data management services in the United States.

About Tmall Global

Launched in 2014, Tmall Global is Taobao and Tmall Group's dedicated channel for import e-commerce. Addressing the increasing Chinese consumer demand for international products and brands, Tmall Global is China's leading import e-commerce platform. It is the premier platform through which international brands and retailers reach Chinese consumers, build brand awareness, and gain valuable consumer insights without the need for physical operations in China. Today, there are more than 46,000 brands from over 90 countries and regions on Tmall Global.

Forward-Looking Statements

Certain statements in this release constitute forward-looking statements. These statements include the capabilities and success of the Company's business and any of its products, services, or solutions. The words “believe,” “forecast,” “project,” “intend,” “expect,” “plan,” “should,” “would,” and similar expressions and all statements, which are not historical facts, are intended to identify forward-looking statements. These forward-looking statements involve and are subject to known and unknown risks, uncertainties and other factors, including the Company's ability to launch new data-driven tools and services and its ability to grow and expand as intended, any of which could cause the Company to not achieve some or all of its goals or the Company's previously reported actual results, performance (finance or operating), including those expressed or implied by such forward-looking statements. More detailed information about the Company and the risk factors that may affect the realization of forward-looking statements is set forth in the Company's filings with the Securities and Exchange Commission (the “SEC”), copies of which may be obtained from the SEC's website at www.sec.gov. The Company assumes no, and hereby disclaims any, obligation to update the forward-looking statements contained in this press release.

Media and Investor Contact for NextPlat Corp:

Michael Glickman
MWGCO, Inc.
917-397-2272
mike@mwgco.net