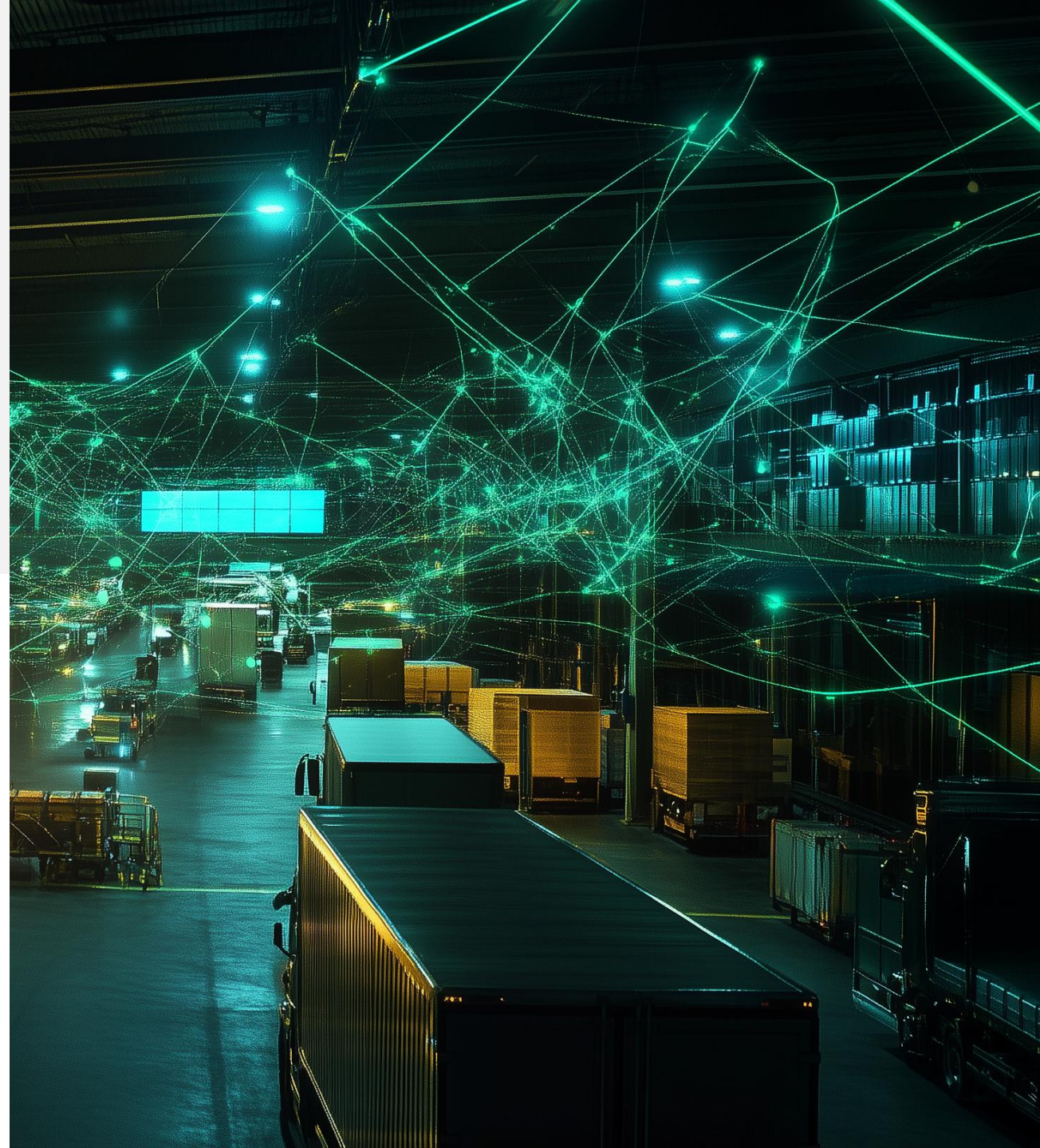


**POWERQFLEET®**

People Powered AIoT

# Q1 FY26 Results & Operational Highlights

August 2025



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# Q1FY26

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## QUARTER HIGHLIGHTS

# SOLID Q1 FINANCIAL RESULTS

Expanding SaaS revenue, enhanced gross margin & AEBITDA, and improved net debt performance

Total revenue increased YoY

**38%**  
to \$104.1M

Sequential services revenue growth

**6%**  
now 83% of total revenue

AEBITDA increased YoY

**+58%**  
to \$21.6M

AEBITDA gross margins,

**67%,**  
increased from 64% YoY

AEBITDA Service gross margins

**76%**

Net debt to EBITDA ratio improved to

**2.97x**  
vs. 3.17x in prior quarter

# GO TO MARKET MOMENTUM Q1FY26

Cross-sell and new logo momentum driving wins, high value solution growth, and continued pipeline momentum



## 11 Diverse Sectors Contributed Marquee Wins >\$100K ARR

Logistics  
Passenger Transport  
Insurance  
Agriculture  
Food & Beverage  
Rental & Leasing  
Automotive  
Field Services  
Mining  
Manufacturing  
Finance

14%

Increase in new logo wins  
sequentially QoQ:  
175+ B2B customers

52%

Increase in AI video ARR bookings vs.  
previous quarter, driven by indirect  
channel partners

24%

Increase of in-warehouse  
recurring revenue YoY

19%

Increase in ARR pipe build  
vs. prior quarter

28%

Sequential increase in  
pipeline with major channel  
partners in North America



# KEY Q1 ENTERPRISE WINS

Strategic deals driven by differentiated Unity solutions and increasingly effective sales muscle



**US Fortune 500  
Manufacturing Leader**

**\$750K+**  
TCV



**International  
Agriculture Company**

**\$700K+**  
TCV



**US National  
Logistics Company**

**\$500K+**  
TCV



**US Fortune 500  
Rental & Leasing Leader**

**\$500K+**  
TCV



**US Fortune 500  
Food & Beverage Leader**

**\$400K+**  
TCV

“By working with Powerfleet, we are now entering a new space, providing an end-to-end value proposition for enterprises who rely on mobile assets at the core of their businesses.

We can now offer leading edge solutions for operational efficiency, safety, help organizations to continuously improve the management of their entire business processes.”

*Sudipto Moitra, GM of ICT Enterprise Business, MTN*

MTN Business is a highly trusted partner for enterprise digital transformation, providing world class IoT, cloud, and connectivity solutions.

## POWERFLEET AND ONE OF THE WORLD'S LARGEST MOBILE NETWORK OPERATORS, MTN BUSINESS, PARTNER TO ACCELERATE ENTERPRISE IOT ADOPTION

One of the world's largest network operators

Market-wide AI Video enterprise adoption drive

#1 Most admired African brand

\$7.4B annual revenue

297 M customers

16 markets



## SIXT Rental

- Digital transformation of rental operations through leveraging operational data intelligence at scale
- Automated security and control data workflows
- Fuel, energy, and cost efficiency AI-powered insights
- Automated operational accountability across non-rented vehicles

**Large Scale Operation-Wide  
Deployment**

**AI-Powered Control Over Costs,  
Productivity, and Accountability**

**Empowering SIXT Mexico to shift from reactive oversight to proactive, AI-powered control - unlocking immediate gains in efficiency, productivity, and accountability.**



## Unity-Led Digital Transformation

By deploying Unity's advanced SaaS-based data capabilities, SIXT Mexico will gain unmatched predictable control over asset usage, streamline operations, and drive measurable cost reductions.

The agreement originated from a customer referral, underscoring Powerfleet's growing reputation for delivering real-world outcomes through AIoT innovation. As Powerfleet scales across the Americas, this deployment exemplifies Unity's ability to deliver enterprise-grade visibility and control to forward-thinking operators.

## Foley Equipment – US

- Agnostic ingestion of multiple OEM brands
- Consolidated, harmonized data for consumption
- Single pane of glass view across entire operation
- Preventative maintenance efficiency use case

**17 Locations Across US**

**30% Decrease in Maintenance Costs**



**Powerfleet has exceeded all our expectations.**

**Unity has significantly enhanced our ability to maintain and manage our mixed-brand assets. Powerfleet's responsiveness and industry knowledge has provided us with the support we expect from a top-tier strategic IoT partner, resulting in decreased maintenance costs and more efficient operations.**

**We're excited to continue our work with them and to collaborate on future solutions that will help solve our toughest challenges."**

*Mark Schulke, Equipment Solutions Manager at Foley Equipment*

Foley had been using a solution that was not OEM-agnostic. As a result of the data from these devices not being connected, they were missing critical preventative maintenance procedures including oil changes, which typically need to be performed every 250 hours.

This led Foley to Unity: a solution capable of ingesting, harmonizing, and simplifying data from various sources, irrespective of OEM, to drive performance improvement for its assets and customers.



## HOLCIM GLOBAL UNITY SAFETY SUCCESS STORY

**~9,000**

Vehicles Under Management

**18**  
Countries

**83%**

Reduction in  
Critical Safety Events

**1.25BN+**

Miles Driven  
per Annum

Holcim is a global leader in sustainable building solutions, enabling the development of greener cities, smarter infrastructure and improved living standards. Sustainability is at the core of Holcim's business strategy. The company aims to become net-zero, utilizing recycling to build more with less and driving a circular economy that uses industrial processes and economic activities that are restorative or regenerative by design.

As a forward-thinking organisation, Holcim has achieved remarkable results in reaching and exceeding its safety targets, which also have a beneficial impact on its sustainability performance. Holcim's Road Safety Programme has been singled out as one of the world's best examples and received international recognition, acknowledging its contribution to making roads across the world safer and cleaner.

**POWERFLEET®**  
People Powered AIoT



**Part of our road safety strategy is giving our drivers the knowledge to make the right decisions behind the wheel.**

**Trustworthy data is essential to providing constructive feedback to them so that they can make the necessary changes while driving.**

**Powerfleet has helped us with a harmonized approach to data consolidation which has enabled us to improve our road safety performance globally."**

*Astrid van der Burgt,  
Head of Road Safety,  
Holcim*



# UNIFIED OPERATIONS DRIVING DIGITAL TRANSFORMATION

## Unifying & Digitally Transforming Mission-Critical Shipment Processes For a Global Transport Leader

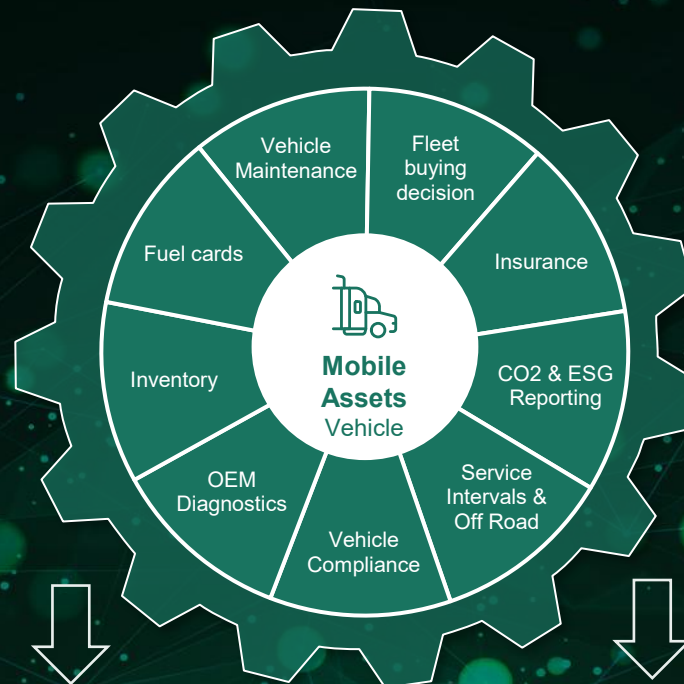
### Mission-Critical Automated Shipment Execution \$4 ARPU Uplift

This international transportation leader needed to automate & orchestrate their fundamental transportation process between planning (ERP), execution (TMS), and driver safety application.

Unity acts as the middleware brain between the ERP, TMS, and visibility systems - orchestrating workflows, unifying shipment data, & contextualizing driver performance on a per-order basis.

#### CUSTOMER IMPACT

- Real-time shipment execution
- Fully auditable shipment flows
- Operational automation



## Unifying Training & Certification Processes to Ensure Safe Equipment Use For US Automotive Leader

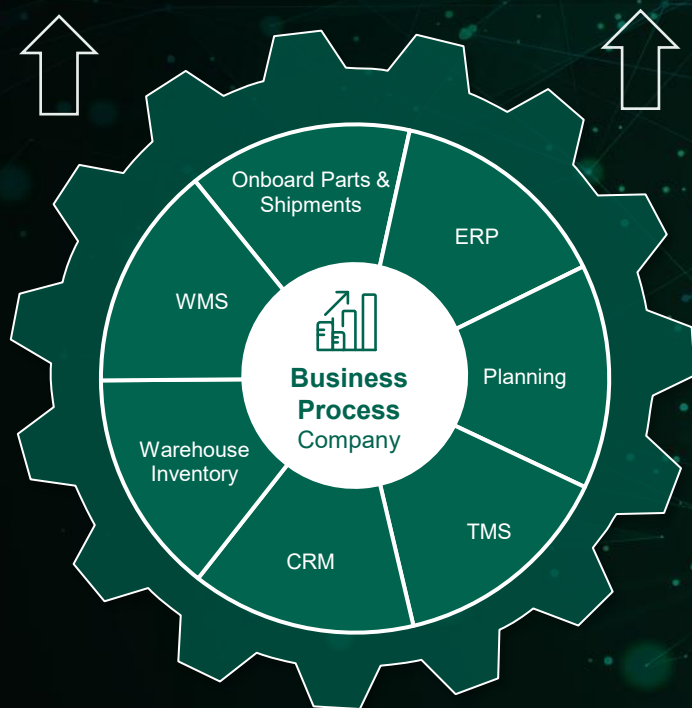
### 100% Automated Compliance \$8 ARPU Uplift

This automotive leader was struggling with unauthorized use of forklifts & wasted time on the warehouse floor waiting for manual credential authorization. They needed to link training, certification, and authorization records digitally with use of equipment.

Unity automated data flows from the customer's HRIS, LMS, and IoT devices to automate every access credential decision in real time.

#### CUSTOMER IMPACT

- 100% credential compliance
- Real-time automated decisioning
- Full audit visibility



## Unifying State Miles Audit Process for Leading US Logistics Company

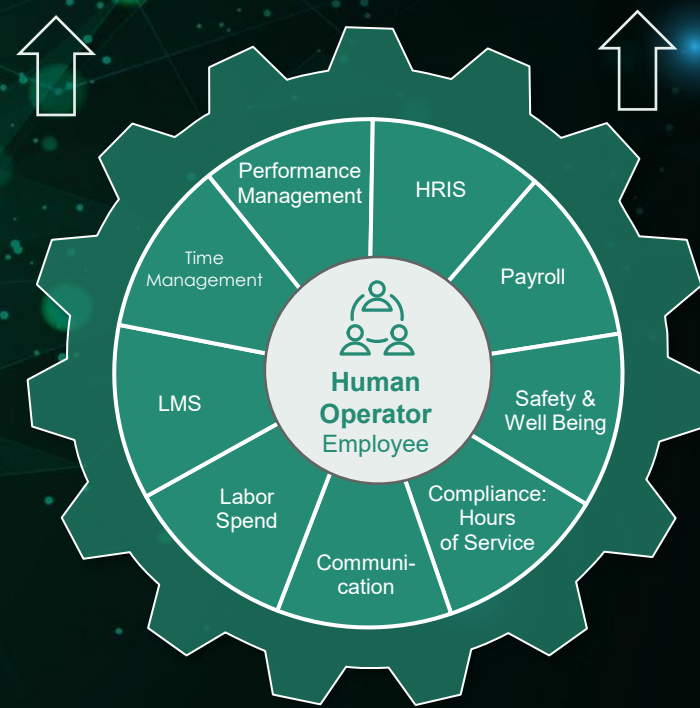
### Fully Automated Audit Trail \$3 ARPU Uplift

This logistics leader needed to transform its error-prone process for complying with mileage reporting, considering complex regulations.

Unity automates State Mileage compliance by unifying transaction data and mileage into a single, harmonized data pipeline, then delivering that into enterprise applications ready for filing, auditing, and system-based recordkeeping.

#### CUSTOMER IMPACT

- Removes manual entry, fraud risk, and driver error
- Improves confidence, lowers regulatory exposure
- Full audit trail for compliance





# Q1 FINANCIAL RESULTS

**POWERFLEET®**

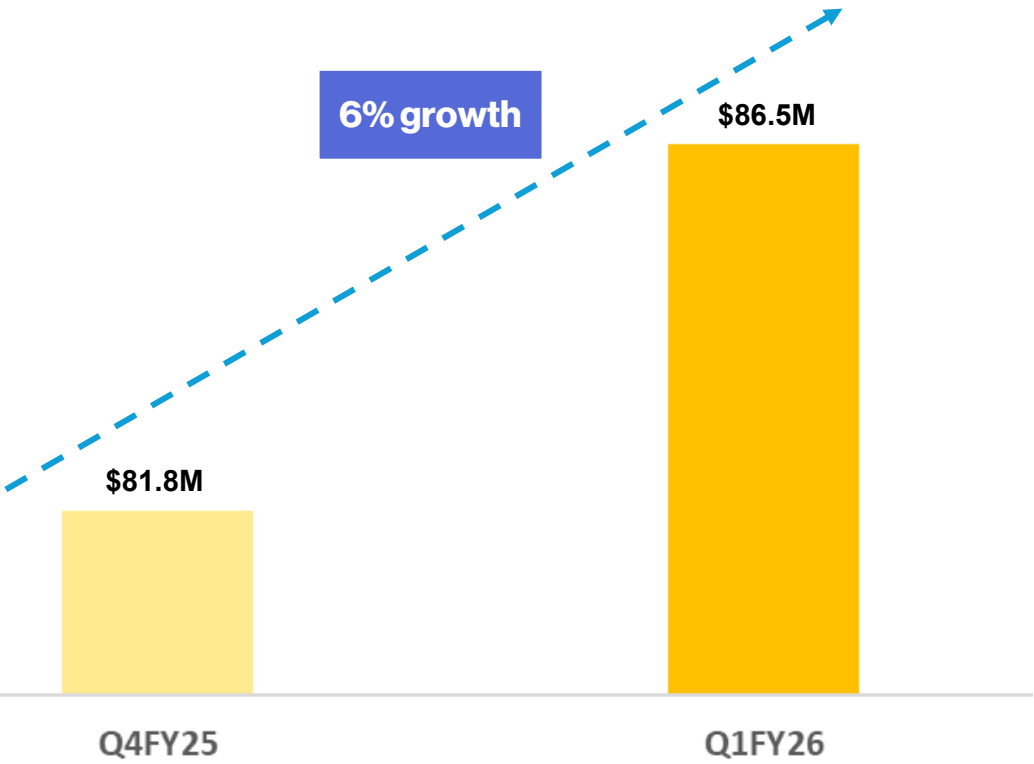
People-Powered AIoT



# STRONG SAAS RECURRING REVENUE GROWTH

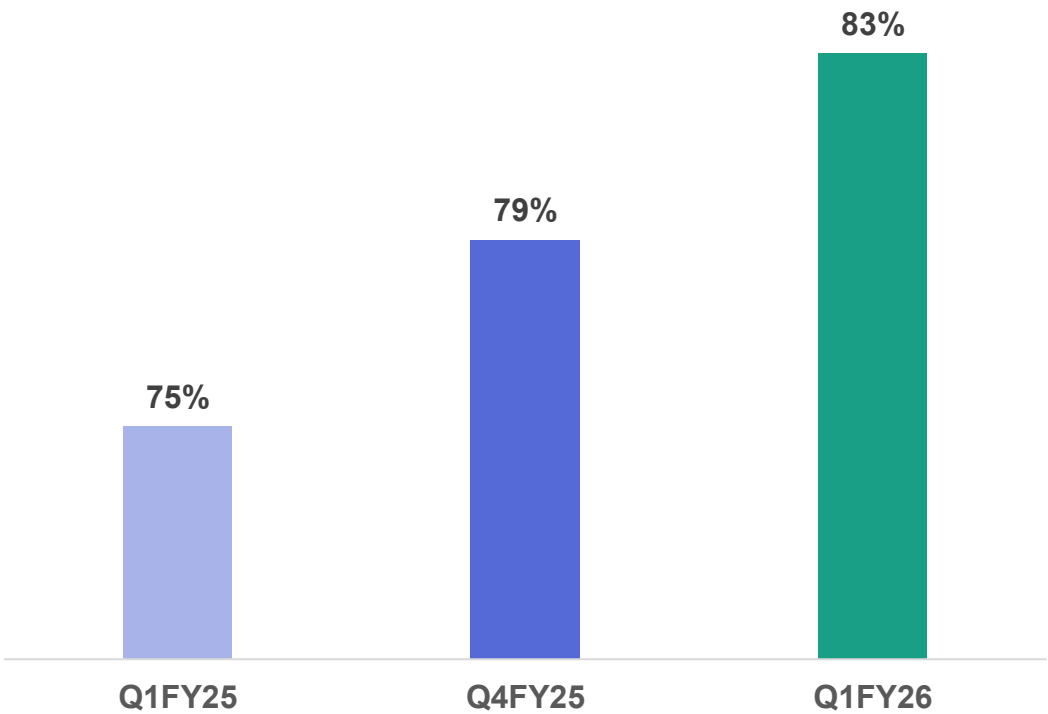
## Service Revenue

6% sequential revenue growth



## Service Revenue as % of Total Revenue

83% service revenue record in Q1FY26



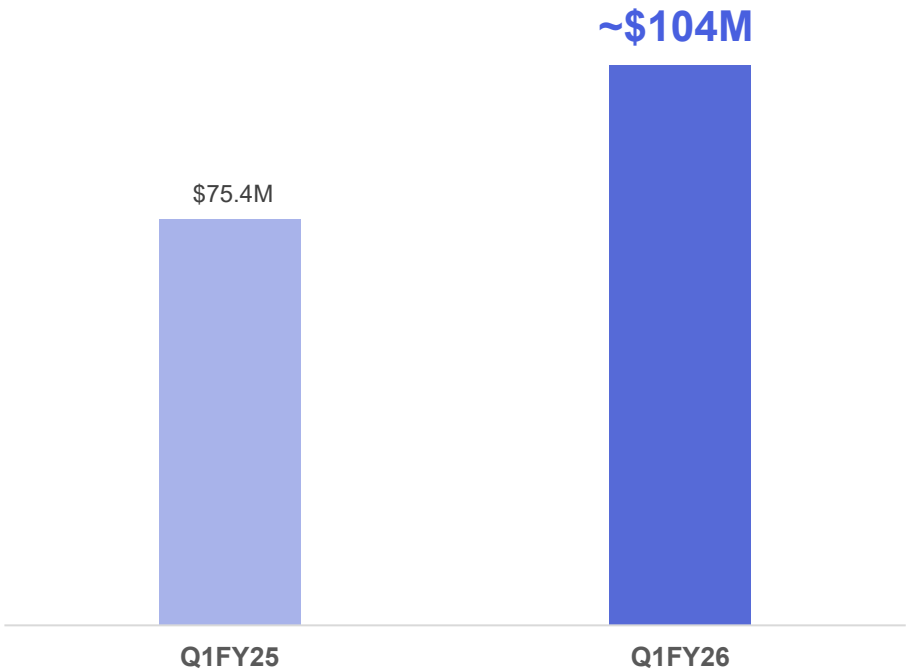


# EXPANDING AND PROFITABLE GROWTH



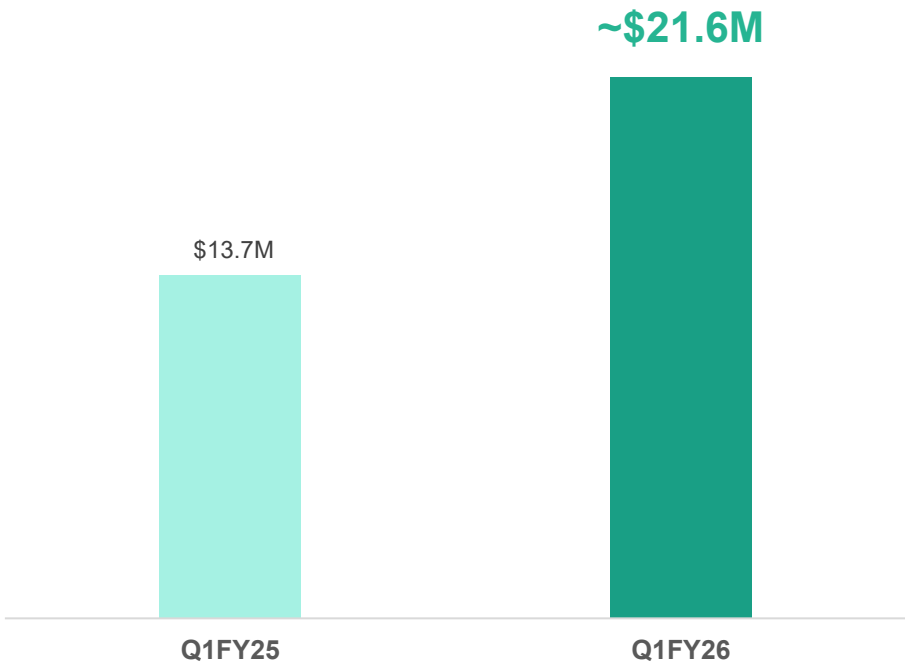
## Revenue

38% total revenue growth year-on-year



## EBITDA

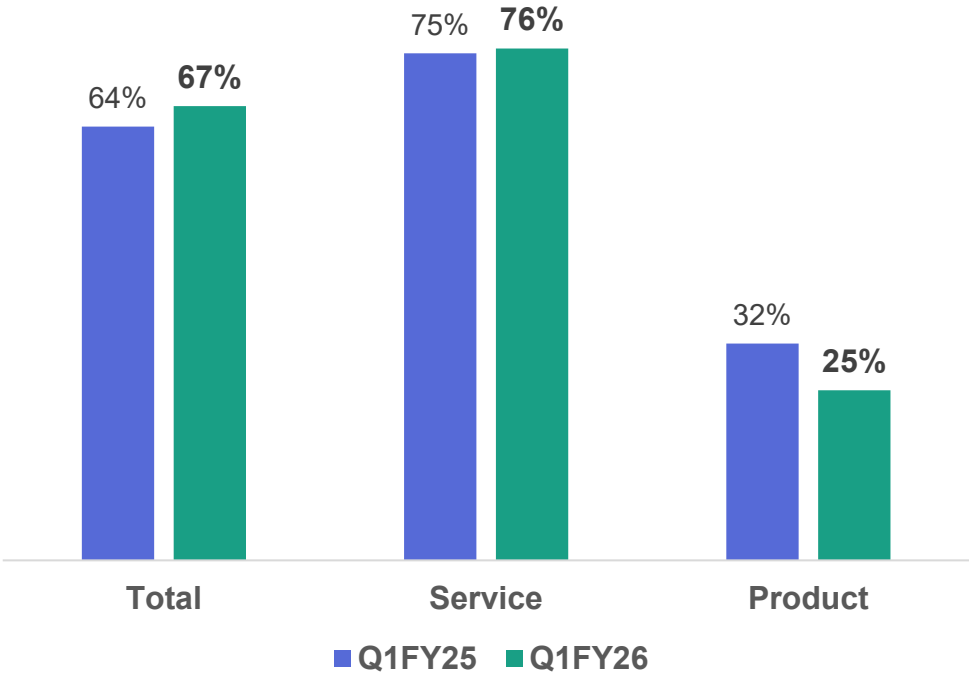
58% increase in adjusted EBITDA year-on-year



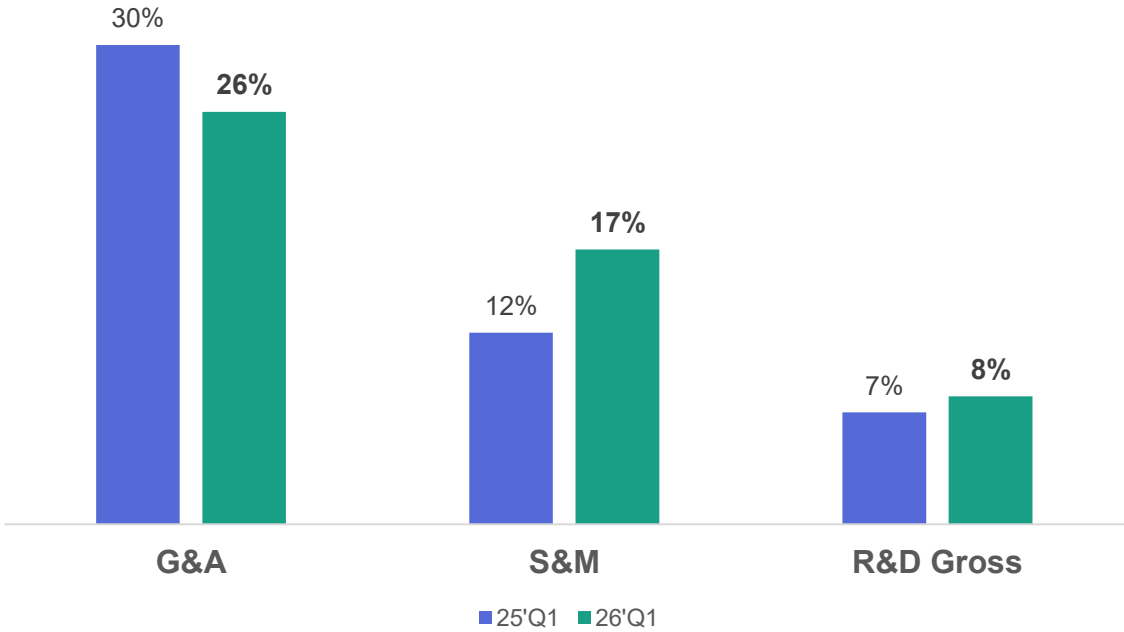
# KEY PRO FORMA AEBTIDA EXPENSE TO REVENUE RATIOS

Presented E:Rs exclude depreciation, amortization, stock-based compensation and one time transaction, restructuring and integration costs

## AEBITDA Gross Margin



## AEBITDA Opex E:Rs



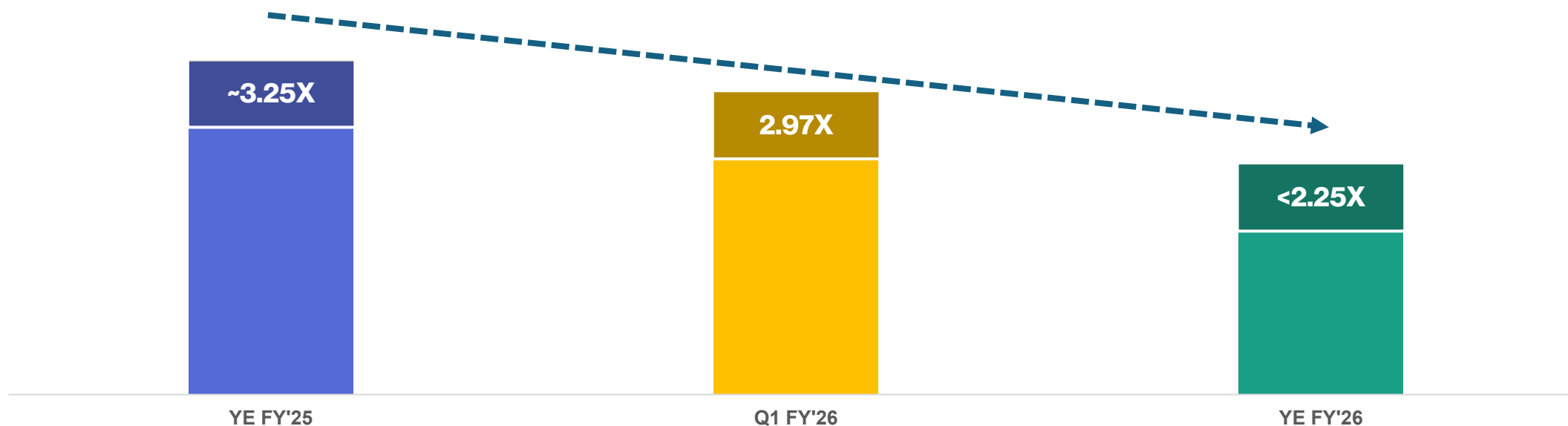
Note: Reported EBITDA margin benefits from “Recognition of Pre October 1, 2024, Contract Assets (Fleet Complete)”. Contributes ~2% to EBITDA margin

# NET DEBT TO EBITDA RATIO: Q1 TRACKING TO A FULL TURN IMPROVEMENT IN FY26

**Guiding Net Debt to EBITDA to improve**  
from ~3.25 times at year end FY25 to  
less than 2.25 times at year end FY26

Adjusted Net Debt will increase by  
~\$20M in 1H'26 with up front investments  
in synergy realization costs; back-office  
system investments; and the settlement of  
FY25 incentive comp

**Net debt is forecast to improve by**  
~\$30M in 2H'26 with a sharp decline in  
upfront investments and working capital  
recovery, coupled with EBITDA growth



Note\*: Adjusted net debt of \$229M captures final payment of transaction fees settled in Q1'26. Unadjusted net debt is \$225M



# KEY TRANSFORMATION INITIATIVES

## Q1FY26 UPDATE



# STRONG PROGRESS IN TRANSFORMATION INITIATIVES IN Q1

**ACTIONED EBITDA SAVINGS**

**\$11M**

Annualized savings actioned in Q1 FY26 of \$18M committed for FY26

**COMPLETED WAVE 1**

**Transformation to One Platform**

Business systems harmonization, focused on unified sales enablement & visibility across the sales org

**ENHANCED DEMAND GENERATION**

**Expanded Business Development**

Program with Fortune 500 demand generation expert

**SUCCESSFULLY NAVIGATED**

**Tariff Mitigation**

Through supply chain evolution

**SUBSTANTIALLY RAMPED UP**

**Partner Management**

To manage demand from 3<sup>rd</sup> party partnerships

# EBITDA IN Q1FY26 ACTIONED \$11M IN ANNUALIZED SAVINGS OF \$18M COMMITTED FOR FY26

## GLOBAL ORGANIZATION STRUCTURE

Implement lean global org structure focused on high performance execution  
Streamlined decision-making and simplification of operating model  
**\$7M actioned in Q1**

## VENDOR SPEND REDUCTION

Rationalize vendor base through strategic provider consolidation  
Simplify product architecture and minimize hardware variants  
**\$4M actioned in Q1**

## FIELD SERVICES MARGIN

Standardize field service model to reduce cost to serve  
Optimize tooling and staffing models across in-house & third-party coverage  
**\$1.5M to be actioned in FY26**

## ORGANIZATION RATIONALIZATION

Continue to drive organization efficiency and centralization of key functions in affordable geographies  
Strategic outsourcing to support flexible scale and growth  
**\$5.5M to be actioned in FY26**

## EBITDA SAVINGS

**\$7M  
Remaining  
To Be Actioned  
In Rest of FY26**

**Actioned \$11M  
of Annualized  
Savings  
in Q1**



# UNITY IS THE MARKET'S KEY TO DIGITAL TRANSFORMATION

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# Introducing **Mike Powell**

— Chief Innovation Officer, Powerfleet



## 2025 Award

### POWERFLEET RANKED BY ABI RESEARCH AS ONE OF THE 7 MOST INNOVATIVE GLOBAL TECH COMPANIES

"Our 2025 Competitive Rankings highlight those top seven future-ready firms that blend technical excellence with visionary execution."

— ABI Research

The evaluation confirms the Unity platform's ability to deliver **rapid ROI**, enterprise-grade modularity, AI-driven value, including Aura – **Unity's generative AI assistant**, and device-agnostic connectivity - **true digital transformation at scale**.



### TOP 7 INNOVATIVE GLOBAL TECH COMPANIES

POWERFLEET

ERICSSON

VERTIV

KEMPOWER

SCHNEIDER  
ELECTRIC

FUTUREX

LITMUS

*"Only a select few technology companies can truly claim that innovation is embedded in their corporate DNA. Many others follow the trail blazed by industry giants, striving to replicate their success." – ABI Research*

Q1 FY26

# NEW AUTOMATED AI RISK INTERVENTION SAAS MODULE FOR ADVANCED DRIVER SAFETY LAUNCHED

Companies are overwhelmed by video data but starved for actionable insight. Our automated AI risk intervention module delivers the breakthrough the market has been asking for: automated real-time risk assessment targeted at preventing incidents before they happen, not just after the fact.”

*Mike Powell, Chief Innovation Officer*

This new application **combines machine vision AI and agentic AI to automate the risk analysis**, scoring and predictive incident prevention process, with elite accuracy and eliminates unnecessary manual video review.

## AI-Powered Enterprise Application Driving:

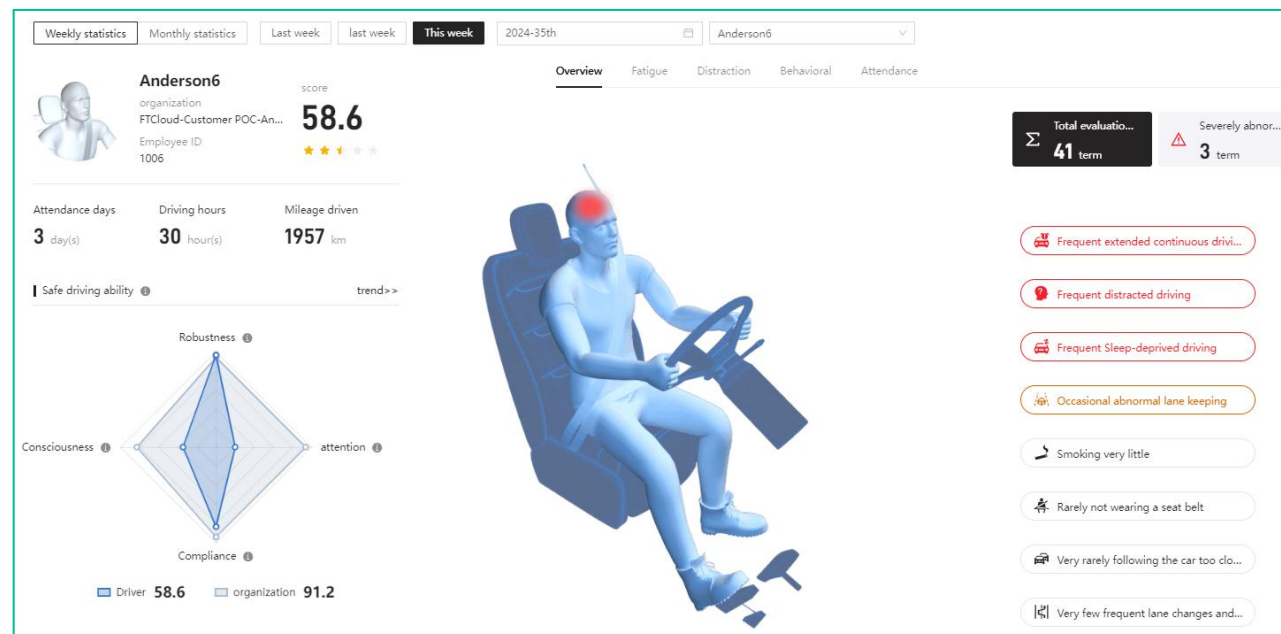
95% Reduction in Fatigue and Distraction Alerts

80% Reduction in Manual Video Review

Top Tier Quantifiable Safety Gains

Lower Insurance Costs & Faster Claims Resolution

Automation & Digitization of Risk Reduction in Real-Time





# Announcing Powerfleet Investor 2025 Unity AIoT Innovation Showcase

November 2025 - Details Coming Soon



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# Final Comments and Q&A

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