Powerfleet Drives SaaS Flywheel in Q1 FY2026: 6% Sequential Services Growth, Margin Expansion, and Strong Progress Towards Achieving its EBITDA Expansion Targets

Quarterly services revenue jumped by 6% sequentially to \$86.5 million, increasing from \$81.8 million in Q4'25.

Total revenue grew by 38% year-over-year to \$104.1million driven by strength in services revenue, which increased to a record high of 83% of total revenue.

Adjusted EBITDA increased by 58% to \$21.6 million, with adjusted EBITDA margin expanding 260 basis points to 21%.

Gross profit increased year over year by \$16.8 million to \$56.5 million, with adjusted EBITDA gross margins expanding by 3% to 67%.

The EBITDA expansion program delivered \$11 million in annual savings exiting the first quarter of FY26, achieving 60% of the full-year target of \$18 million.

FY26 total revenue guidance raised to \$430-\$440 million from \$420-\$440 million.

WOODCLIFF LAKE, N.J., Aug. 11, 2025 /PRNewswire/ -- <u>Powerfleet, Inc.</u> (Nasdaq: AIOT) reported its financial results for the first quarter ended June 30, 2025.



MANAGEMENT COMMENTARY

"Q1 marked a strong start to FY26 as we delivered profitable growth ahead of expectations, anchored by a standout 6% sequential increase in services revenue," said Steve Towe, Chief Executive Officer of Powerfleet. "This performance underscores accelerating adoption of Unity's Al-driven SaaS solutions and validates the long-term value we're creating as we transition deeper into a recurring, high-margin business model."

"Our Al Video annual recurring revenue (ARR) bookings grew 52% quarter-over-quarter, reflecting robust market demand, particularly through our major indirect channel partners." Towe continued. "We also achieved a 14% sequential increase in new logo wins, alongside

six-figure ARR deals across 11 diverse industry sectors - clear indicators that our growth engine is scaling efficiently across verticals."

"In parallel, we're driving structural improvements across the business," he added. "This quarter, services revenue represented a record 83% of total revenue, highlighting our shift to higher-quality SaaS revenue. We accomplished this while successfully navigating tariff headwinds, accelerating supply chain efficiencies, and executing decisively on our adjusted EBITDA expansion initiatives. These results reflect our sharpened focus on scaling profitably while building long-term enterprise value."

FIRST QUARTER FY2026 OPERATIONAL AND FINANCIAL HIGHLIGHTS

Powerfleet's first quarter results underscore the strength of its bold business combination strategy, reflected in accelerated service revenue growth and rapid progress toward EBITDA expansion targets.

Go-To-Market Momentum

- 11 diverse sectors contributed to ARR wins over \$100k.
- Indirect channel partner momentum was strong, with sales success contributing significantly to ARR in Al video bookings surging 52% quarter-over-quarter.
- Major new strategic sales channel partnership signed with MTN Group, one of the world's largest network providers, to white label Powerfleet's portfolio of solutions to enterprise customers. MTN supports approximately 300 million customers across 16 markets.

Technology and Innovation

- Powerfleet ranked by ABI Research as one of the 7 most innovative global tech companies
- Launched new Al-powered automated risk application to drive top tier quantifiable enterprise safety benefits
- Announcing Powerfleet will host an Investor Innovation Session showcasing Unity AloT product and technology, in November 2025.

First Quarter Financial Highlights

Total revenue for the first quarter increased 38% year-over-year to \$104.1 million, benefiting from the Fleet Complete acquisition and organic growth in recurring services.

Services revenue was particularly strong, rising 53% year-over-year and 6% sequentially to \$86.5 million. Services revenue accounted for 83% of total revenue, up from 75% in the prior year and 79% in the prior quarter, underscoring the continued shift toward high-quality, recurring revenue streams.

The improved revenue mix, combined with strong and stable service adjusted EBITDA gross margins of 75%, contributed to meaningful margin expansion. Adjusted EBITDA gross margin increased 300 basis points year-over-year to 67%, up from 64% in the same period last year.

Total operating expenses were \$58.5 million in the guarter, which included \$4.2 million in

one-time transaction and restructuring costs. Excluding these items, adjusted operating expenses totaled \$54.3 million.

On an adjusted EBITDA basis, general and administrative expense represented 26% of revenue, a 400 basis point improvement from the prior year, reflecting continued progress from the Company's EBITDA expansion program. Sales and marketing expenses increased to 17% of revenue, up 500 basis points year-over-year, in line with planned reinvestments to drive growth. Research and development expense was 5% of total revenue up from 4% in the prior year.

Adjusted EBITDA increased 58% to \$21.6 million, up from \$13.7 million in the prior year, reflecting contributions from the Fleet Complete acquisition, organic growth, gross margin expansion and cost synergies net of planned reinvestment in sales and marketing. Net loss attributable to common stockholders was \$0.08 per share, compared to \$0.21 per share in the prior year, reflecting improved financial performance and an increase in shares outstanding. After adjusting for one-time expenses and amortization of acquisition-related intangibles, adjusted net income per share was \$0.01 compared with \$0.00 in the prior year.

Adjusted net debt to adjusted EBITDA was 2.97x, an improvement from the 3.22x at the end of fiscal year 2025. Net debt at quarter end was \$234.8 million, consisting of \$35.6 million in cash and \$270.4 million total debt.

FULL-YEAR 2026 FINANCIAL OUTLOOK

The company is increasing its financial guidance for revenue, with revenue now expected to be in the range of \$430 million to \$440million versus the prior guidance of approximately \$420 million to \$440 million.

The company is maintaining its annual guidance for:

- Annual adjusted EBITDA, with annual growth of 45% to 55%
- Adjusted net debt to adjusted EBITDA leverage ratio which is expected to improve from 3.2x as of March 31, 2025, to below 2.25x by March 31, 2026

INVESTOR CONFERENCE CALL AND BUSINESS UPDATE

Powerfleet management will hold a conference call on Monday, August 11, 2025, at 8:30 a.m. Eastern time (5:30 a.m. Pacific time) to discuss results for the first quarter fiscal 2026 ended June 30, 2025, and provide a business update.

Date: Monday, August 11, 2025

Time: 8:30 a.m. Eastern time (5:30 a.m. Pacific time)

investor section of Powerfleet's website at ir.powerfleet.com.

Toll Free: 888-506-0062 **International**: 973-528-0011

Participant Access Code: 321752

The conference call will be broadcast simultaneously and available for replay here. Additionally, both the webcast and accompanying slide presentation will be available via the

NON-GAAP FINANCIAL MEASURES

To supplement its financial statements presented in accordance with Generally Accepted Accounting Principles (GAAP), Powerfleet provides certain non-GAAP measures of financial performance. These non-GAAP measures include adjusted EBITDA, adjusted EBITDA gross margin, adjusted EBITDA gross profit, adjusted EBITDA service margin, adjusted product margin, adjusted EBITDA operating expenses, adjusted net income per share and net debt. Reference to these non-GAAP measures should be considered in addition to results prepared under current accounting standards, but are not a substitute for, or superior to, GAAP results. These non-GAAP measures are provided to enhance investors' overall understanding of Powerfleet's current financial performance. Specifically, Powerfleet believes the non-GAAP measures provide useful information to both management and investors by excluding certain expenses, gains and losses and fluctuations in currency rates that may not be indicative of its core operating results and business outlook. These non-GAAP measures are not measures of financial performance or liquidity under GAAP and, accordingly, should not be considered as an alternative to net income, gross margin, gross profit, total debt, cash flow from operating activities or earnings per share as an indicator of operating performance or liquidity. Because Powerfleet's method for calculating the non-GAAP measures may differ from other companies' methods, the non-GAAP measures may not be comparable to similarly titled measures reported by other companies. Reconciliation of all non-GAAP measures included in this press release to the most directly comparable GAAP measures can be found in the financial tables included in this press release.

ABOUT POWERFLEET

Powerfleet (Nasdaq: AIOT; JSE: PWR) is a global leader in the artificial intelligence of things (AIoT) software-as-a-service (SaaS) mobile asset industry. With more than 30 years of experience, Powerfleet unifies business operations through the ingestion, harmonization, and integration of data, irrespective of source, and delivers actionable insights to help companies save lives, time, and money. Powerfleet's ethos transcends our data ecosystem and commitment to innovation; our people-centric approach empowers our customers to realize impactful and sustained business improvement. The company is headquartered in New Jersey, United States, with offices around the globe. Explore more at www.powerfleet.com. Powerfleet has a primary listing on The Nasdaq Global Market and a secondary listing on the Main Board of the Johannesburg Stock Exchange (JSE).

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This press release contains forward-looking statements within the meaning of federal securities laws. Powerfleet's actual results may differ from its expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Forward-looking statements may be identified by words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions.

These forward-looking statements include, without limitation, our expectations with respect to our beliefs, plans, goals, objectives, expectations, anticipations, assumptions, estimates, intentions and future performance, as well as anticipated financial impacts of the business combination with MiX Telematics and the acquisition of Fleet Complete. Forward-looking statements involve significant known and unknown risks, uncertainties and other factors,

which may cause our actual results, performance or achievements to be materially different from the future results, performance or achievements expressed or implied by such forwardlooking statements. All statements other than statements of historical fact are statements that could be forward-looking statements. Most of these factors are outside our control and are difficult to predict. The risks and uncertainties referred to above include, but are not limited to, risks related to: (i) our ability to realize all of the anticipated benefits of the business combination with MiX Telematics and the acquisition of Fleet Complete, and the potential challenges associated with the ongoing integration of the businesses; (ii) global economic conditions as well as exposure to political, trade and geographic risks, including tariffs and the conflict in the Middle East; (iii) disruptions or limitations in our supply chain, particularly with respect to key components; (iv) technological changes or product developments that may be more complex, costly, or less effective than expected; (v) cybersecurity risks and our ability to protect our information technology systems from breaches; (vi) our inability to adequately protect our intellectual property; (vii) competitive pressures from a broad range of local, regional, national and other providers of wireless solutions; (viii) our ability to effectively navigate the international political, economic and geographic landscape; (ix) changes in applicable laws and regulations or changes in generally accepted accounting policies, rules and practices; and (x) such other factors as are set forth in the periodic reports filed by us with the Securities and Exchange Commission (SEC), including but not limited to those described under the heading "Risk Factors" in our annual reports on Form 10-K, quarterly reports on Form 10-Q and any other filings made with the SEC from time to time, which are available via the SEC's website at http://www.sec.gov. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove to be incorrect, actual results may vary materially from those indicated or anticipated by these forward-looking statements. Therefore, you should not rely on any of these forward-looking statements.

The forward-looking statements included in this press release are made only as of the date of this press release, and except as otherwise required by applicable securities law, we assume no obligation, nor do we intend to publicly update or revise any forward-looking statements to reflect subsequent events or circumstances.

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POWERFLEET, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (In thousands, except per share data)

	Three Months	Ended	June 30,
	 2024		2025
Revenues:			
Products	\$ 18,738	\$	17,657
Services	56,692		86,464
			_

Total revenues	75,430	104,121
Cost of revenues:		
Cost of products	12,751	13,228
Cost of services	23,031	34,412
Total cost of revenues	35,782	47,640
Gross profit	39,648	56,481
Operating expenses:		
Selling, general and administrative expenses	54,782	53,663
Research and development expenses	3,101	4,857
Total operating expenses	57,883	58,520
Loss from operations	(18,235)	(2,039)
Interest income	304	196
Interest expense, net	(2,691)	(6,786)
Other expense, net	(624)	(1,243)
Net loss before income taxes	(21,246)	(9,872)
Income tax expense	(1,053)	(362)
Net loss before non-controlling interest	(22,299)	(10,234)
Non-controlling interest	(13)	
Net loss	(22,312)	(10,234)
Preferred stock dividend	(25)	
Net loss attributable to common stockholders	\$ (22,337)	\$ (10,234)
Net loss per share attributable to common stockholders - basic and diluted	\$ (0.21)	\$ (0.08)
Weighted average common shares outstanding - basic and diluted	107,136	133,313

POWERFLEET, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands, except per share data)

	Mare	March 31, 2025		ne 30, 2025
ASSETS				
Current assets:				
Cash and cash equivalents	\$	44,392	\$	31,196
Restricted cash		4,396		4,447
Accounts receivables, net		78,623		81,482
Inventory, net		18,350		23,892
Prepaid expenses and other current assets		23,319		26,762
Total current assets		169,080		167,779
Fixed assets, net		58,011		62,712
Goodwill		383,146		394,668
Intangible assets, net		258,582		263,745
Right-of-use asset		12,339		11,935
Severance payable fund		3,796		4,097
Deferred tax asset		3,934		3,926
Other assets		21,183		21,920
Total assets	\$	910,071	\$	930,782

LIABILITIES			
Current liabilities:			
Short-term bank debt and current maturities of long-term debt	\$ 41,632	\$	37,426
Accounts payable	41,599		48,341
Accrued expenses and other current liabilities	45,327		48,755
Deferred revenue - current	17,375		17,116
Lease liability - current	5,076		4,965
Total current liabilities	151,009		156,603
Long-term debt - less current maturities	232,160		232,954
Deferred revenue - less current portion	5,197		5,133
Lease liability - less current portion	8,191		7,994
Accrued severance payable	6,039		6,754
Deferred tax liability	57,712		57,387
Other long-term liabilities	3,021		3,077
Total liabilities	463,329		469,902
STOCKHOLDERS' EQUITY			
Preferred stock	_		_
Common stock	1,343		1,343
Additional paid-in capital	671,400		673,253
Accumulated deficit	(205,783)		(216,017)
Accumulated other comprehensive loss	(8,850)		13,669
Treasury stock	(11,518)		(11,518)
Total stockholders' equity	446,592		460,730
Non-controlling interest	150		150
Total equity	446,742	-	460,880
		-	
Total liabilities and stockholders' equity	\$ 910,071	\$	930,782

POWERFLEET, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In thousands)

	Three Months Ended June 30,			June 30,
	2024			2025
Cash flows from operating activities				
Net loss	\$	(22,312)	\$	(10,234)
Adjustments to reconcile net loss to cash (used in) provided by operating activities:				
Non-controlling interest		13		_
Inventory reserve		257		193
Stock based compensation expense		5,929		1,853
Depreciation and amortization		10,335		16,031
Right-of-use assets, non-cash lease expense		760		974
Derivative mark-to-market adjustment		_		104
Bad debts expense		1,993		1,856
Deferred income taxes		1,021		(3,157)
Shares issued for transaction bonuses		889		_
Lease termination and modification losses		_		59
Other non-cash items		482		(513)
Changes in operating assets and liabilities:				
Accounts receivables		(6,973)		(2,391)
Inventories		(624)		(4,733)
Prepaid expenses and other current assets		(1,518)		(1,284)
Deferred costs		(1,789)		(2,730)
Deferred revenue		(142)		(420)

Accounts payable, accrued expenses and other current liabilities Lease liabilities		4,993 (927)			9,637 (881)
Accrued severance payable, net		(2)	-		357
Net cash (used in) provided by operating activities		(7,615)			4,721
Cash flows from investing activities:					
Acquisition, net of cash assumed		27,531			_
Proceeds from sale of fixed assets		_			16
Capitalized software development costs		(2,308)			(3,724)
Capital expenditures		(5,586)			(8,114)
Net cash provided by (used in) investing activities		19,637			(11,822)
Cash flows from financing activities:					
Repayment of long-term debt		(493)			(1,341)
Short-term bank debt, net		4,161			(5,428)
Purchase of treasury stock upon vesting of restricted stock		(2,836)			
Payment of preferred stock dividend and redemption of preferred stock		(90,298)			_
Cash paid on dividends to affiliates		(4)			
Net cash used in financing activities		(89,470)			(6,769)
Effect of foreign exchange rate changes on cash and cash equivalents		(823)			725
Net decrease in cash and cash equivalents, and restricted cash		(78,271)	-		(13,145)
Cash and cash equivalents, and restricted cash at beginning of the period		109,664			48,788
Cash and cash equivalents, and restricted cash at end of the period	\$	31,393	\$		35,643
Decree listing of each cash and include and restricted each beginning					
Reconciliation of cash, cash equivalents, and restricted cash, beginning of the period					
Cash and cash equivalents		24,354			44,392
Restricted cash		85,310			4,396
Cash, cash equivalents, and restricted cash, beginning of the period	\$	109,664	\$		48,788
Reconciliation of cash, cash equivalents, and restricted cash, end of the period					
Cash and cash equivalents		30,242			31,196
Restricted cash		1,151			4,447
Cash, cash equivalents, and restricted cash, end of the period	\$	31,393	\$		35,643
Supplemental disclosure of cash flow information:					
Cash paid (received) for:					
Taxes	\$. 41	\$	•	873
Interest	9	3,057		\$	5,994
Noncash investing and financing activities:					
Common stock issued for transaction bonus	\$	9	\$		_
Shares issued in connection with MiX Combination	\$	362,005	\$		_
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POWERFLEET, INC. AND SUBSIDIARIES RECONCILIATION OF GAAP TO ADJUSTED EBITDA FINANCIAL MEASURES (In thousands)

		June 30,		
		2024		2025
Net loss attributable to common stockholders	\$	(22,337)	\$	(10,234)
Non-controlling interest		13		_

Preferred stock dividend		25	_
Interest expense, net		2,916	6,590
Other expense, net		_	23
Income tax expense		1,053	362
Depreciation and amortization		10,335	16,031
Stock-based compensation		5,929	1,853
Foreign currency losses		109	1,161
Restructuring-related expenses		1,198	2,442
Derivative mark-to-market adjustment			104
Recognition of pre-October 1, 2024 contract assets (Fleet Complete)	1		1,503
Acquisition-related expenses		14,494	1,130
Integration-related expenses		_	675
Adjusted EBITDA	\$	13,735	\$ 21,640

POWERFLEET, INC. AND SUBSIDIARIES RECONCILIATION OF GAAP TO NON-GAAP NET INCOME FINANCIAL MEASURES (In thousands)

	Three Months Ended June 30,			
	2024			2025
Net loss	\$	(22,312)	\$	(10,234)
Incremental intangible assets amortization expense as a result of business combinations		2,995		5,830
Stock-based compensation (non-recurring/accelerated cost)		4,693		_
Foreign currency losses		109		1,161
Income tax effect of net foreign exchange losses		(747)		(496)
Restructuring-related expenses		1,198		2,442
Income tax effect of restructuring costs		(103)		(66)
Derivative mark-to-market adjustment		_		104
Acquisition-related expenses		14,494		1,130
Integration-related expenses		_		675
Inventory rationalization and other		_		415
Non-GAAP net income	\$	327	\$	961
Weighted average shares outstanding		107,136		133,313
Non-GAAP net income per share - basic	\$	0.00	\$	0.01

POWERFLEET, INC. AND SUBSIDIARIES ADJUSTED GROSS PROFIT MARGINS (In thousands)

18,738 12,751 5,987	\$	\$	17,657 13,228 4,429
12,751	\$	\$	13,228
12,751	\$	\$	13,228
		\$	
5,987		\$	4,429
5,987			4,429
32.0 %			25.1 %
_	\$		_
5.097		\$	4.429
	32.0 % — 5,987	_ \$	_

Adjusted products gross profit man	Adjusted products gross profit margin 32.0 %		25.1 %
Services:			
Services revenues	\$	56,692	\$ 86,464
Cost of services		23,031	34,412
Services gross profit	\$	33,661	\$ 52,052
Services gross profit margin		59.4 %	60.2 %
Depreciation and amortization	\$	8,729	\$ 13,241
Adjusted services gross profit	\$	42,390	\$ 65,293
Adjusted services gross profit mar	gin	74.8 %	75.5 %
Total:			
Total revenues	\$	75,430	\$ 104,121
Total cost of revenues		35,782	47,640
Total gross profit	\$	39,648	\$ 56,481
Total gross profit margin		52.6 %	54.2 %
Depreciation and amortization	\$	8,729	\$ 13,241
Adjusted total gross profit	\$	48,377	\$ 69,722
Adjusted total gross profit margin		64.1 %	67.0 %

POWERFLEET, INC. AND SUBSIDIARIES NON-GAAP EXPENSE RATIOS (In thousands)

		Three Months I	Ended Jur	ne 30,
		2024	2	2025
Total revenues	\$	75,430	\$	104,121
Selling, general and administrative expenses				
Selling, general and administrative expenses		54,782		53,663
Restructuring-related expenses		(1,198)		(2,442)
Acquisition-related expenses		(14,494)		(1,130)
Integration-related costs		_		(675)
Depreciation and amortization		(1,606)		(2,790)
Stock-based compensation		(5,929)		(1,853)
Non-GAAP selling, general and administrative expenses		31,555		44,773
Non-GAAP sales and marketing expenses		9,052		17,958
Non-GAAP general and administrative expenses		22,503		26,815
Non-GAAP selling, general and administrative expenses	\$	31,555	\$	44,773
Non-GAAP sales and marketing expenses as a percentage of total revenue Non-GAAP general and administrative expenses as a percentage of total		12.0 %		17.2 %
revenue		29.8 %		25.8 %
Research and development expenses				
			\$	
Research and development incurred	\$	5,213		8,559
Research and development capitalized		(2,112)		(3,702)
	Φ.	0.464	\$	4.055
Research and development expenses	\$	3,101		4,857

Research and development incurred as a percentage of total revenues	6.9 %	8.2 %
Research and development expenses as a percentage of total revenues	4.1 %	4.7 %

POWERFLEET, INC. AND SUBSIDIARIES ADJUSTED OPERATING EXPENSES (In thousands)

	Three Months Ended June 30,			
		2024	20)25
Total operating expenses	\$	57,883	\$	58,520
Adjusted for once-off costs				
Acquisition-related expenses		14,494		1,130
Integration-related costs		_		675
Stock-based compensation (non-recurring/accelerated cost)		4,693		_
Restructuring-related expenses		1,198		2,442
		20,385		4,247
Adjusted operating expenses	\$	37,498	\$	54,273

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