



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

 Nasdaq: **NXPL**

April 2024

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 April 11, 2024

December 31

Fiscal Year End

\$26.3 Million in Cash

as of December 31, 2023

\$28.1 Million

Market Cap as of April 11, 2024

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 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 as healthcare, consumer lifestyle and pet products



E-Commerce Development Program

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

The NextPlat Business Today

Global E-Commerce

North America



United Kingdom



50,000+
E-Commerce
Customers

190+
Countries
Served
Worldwide

10,000+
Individual
Product
Listings

27+ e-commerce platforms and websites including



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

Healthcare



PROGRESSIVE CARE



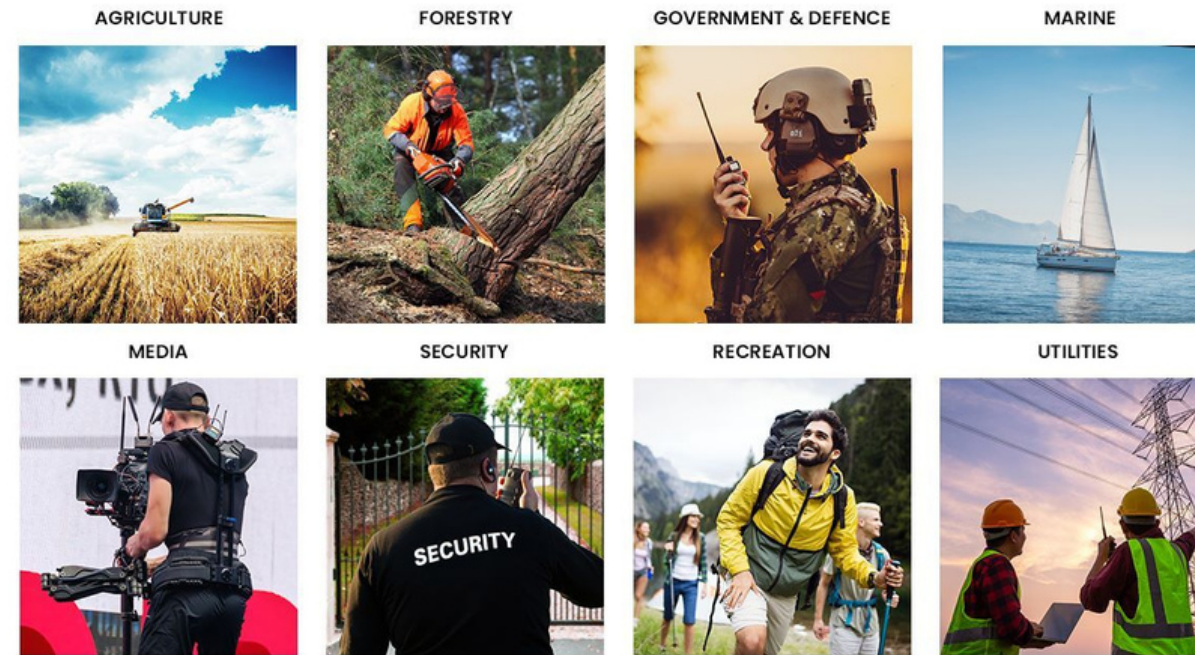
Pharmaceutical,
Consumer Healthcare
and Lifestyle Products

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





SATELLITE COMMUNICATIONS AND CONNECTIVITY SOLUTIONS

inReach

GARMIN

THURAYA
stay close

inmarsat

McMURDO

iridium

GlobalStar

COBHAM

ICOM

ocean
SIGNAL

ACR

STANDARD HORIZON

OUR MARKETS

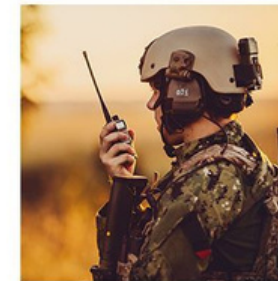
AGRICULTURE



FORESTRY



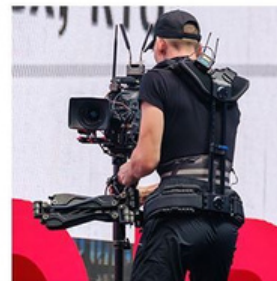
GOVERNMENT & DEFENCE



MARINE



MEDIA



SECURITY



RECREATION



UTILITIES



OUR SOLUTIONS

SATELLITE COMMUNICATIONS



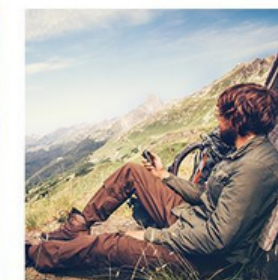
SATELLITE TRACKING



SATELLITE INTERNET



SOS LOCATOR BEACONS



GTC, OSAT and Outfitter provide 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 2023: \$49.7M
- **Strong Cash Position:**
 - Over \$6.7M as of December 31, 2023, a \$1.1M improvement from December 31, 2022
- **Increased Working Capital:**
 - \$9.0M at December 31, 2023, a \$3.5M improvement from December 31, 2022
- **Gross Profit Margin Growth:**
 - 30% for year ended December 31, 2023 (up from 24% for the same period in 2022)
- **Adjusted EBITDA Improvement:**
 - \$1.6M for the year ended December 31, 2023 vs. a loss of (\$1.6) 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



J. Michael Evans
President Alibaba Group

E-Commerce Development Program: OPKO-Branded Flagship Store

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

Florida Sunshine

PREMIUM-GRADE
VITAMINS AND
DIETARY
SUPPLEMENTS

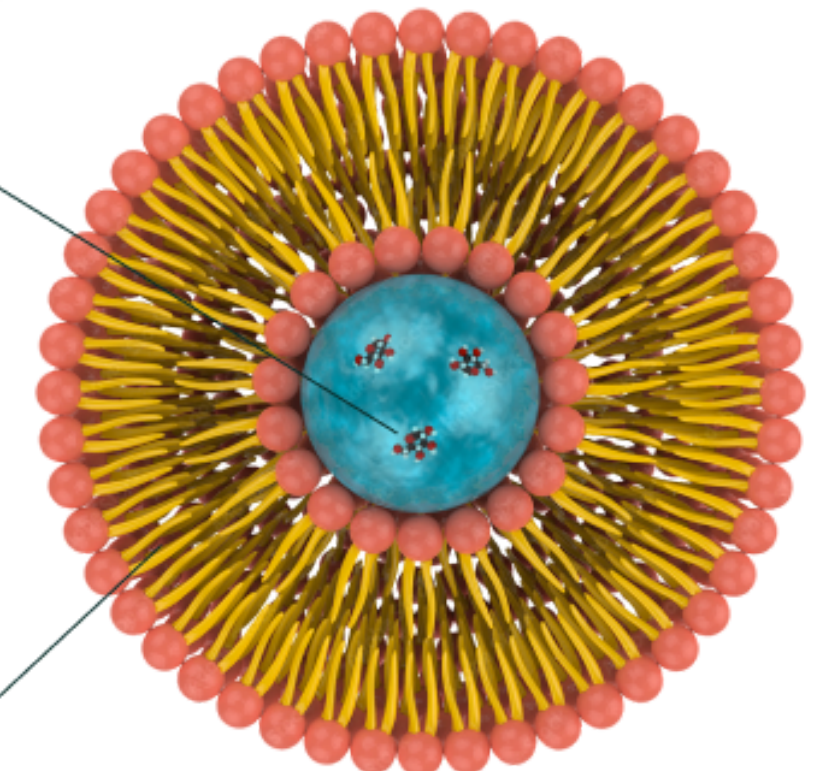


Full line of vitamins and supplements featuring high-absorption, **liposomal delivery technology** providing:

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

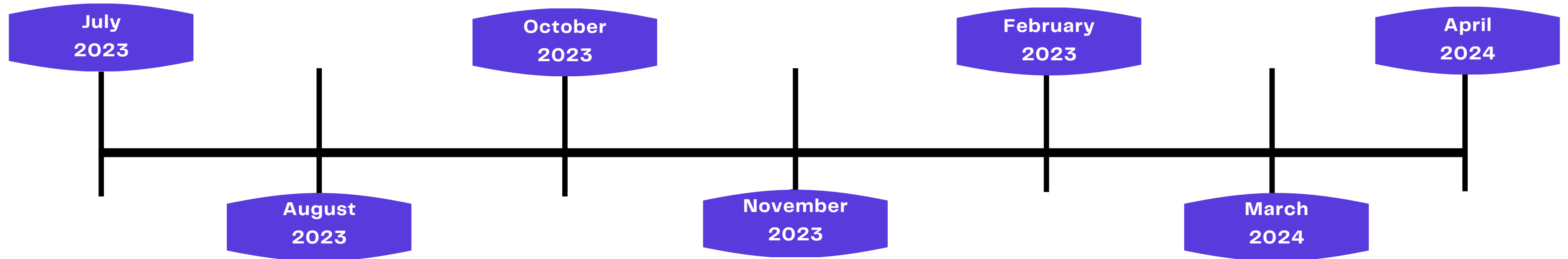
ENCAPSULATED
NUTRIENT

LIPOSOME
ENCAPSULATION



Recent Developments

- On July 1, 2023, NextPlat acquires controlling interest in Progressive Care Inc. through exercise of stock purchase warrants and execution of voting agreement with principal affiliate shareholders.
- NextPlat's Florida e-commerce development program to launch the online sales of OPKO Healthcare products in China on Alibaba's Tmall Global; Agreement enables NextPlat to offer OPKO's nutraceutical and veterinary products for sale to Chinese consumers
- NextPlat receives initial approvals to launch OPKO Health-branded storefront on Alibaba's Tmall Global platform in China
- NextPlat opens OPKO Health-branded storefront on Alibaba's Tmall Global platform in China on March 1st; New health & wellness e-commerce storefront launches after receiving all required approvals with initial selection of OPKO Health products
- NextPlat reports consolidated Year-End 2023 results with increased revenues of \$37.8M, Record Annual Margins of 30% & \$26.3M in Cash; Company expands healthcare & technology focus through the launch of its e-commerce development program with Alibaba's Tmall Global & strategic investment in Progressive Care Inc.



- NextPlat announces second quarter 2023 results; Company increases strategic ownership of Progressive Care Inc. as it expands its exposure to the rapidly growing healthcare sector
- NextPlat reports consolidated third quarter 2023 results with increased revenues of \$15.3M, margins improve to 30% & \$2.7M net income; Sees double-digit growth in its healthcare & e-commerce ops; Balance sheet features \$26.3M in cash to help accelerate growth
- NextPlat expands North American technology e-commerce business with acquisition of Outfitter Satellite Inc.; Accretive acquisition to more than double North American technology e-commerce product sales & recurring revenue

Financial Overview

NextPlat Corp

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

	Fiscal Year Ended December 31, 2023*	Fiscal Year Ended Dec. 31, 2022
Revenue, Net	\$37,756	\$11,710
Cost of Revenue	26,445	9,221
Gross Profit	11,311	2,489
Total Operating Expenses**	34,539	9,692
Gain on Remeasurement of Fair Value of Equity Interest in Affiliate Prior to Acquisition***	11,352	--
Equity in Net Loss of Affiliate****	(1,440)	(1,739)
Net Income (Loss)	(12,407)	(9,161)
Foreign Currency Gain (Loss)	(22)	(44)
Comprehensive Income (Loss)	\$(12,429)	(\$9,205)
Weighted # of Common Shares Outstanding - Basic	17,494	9,592
Weighted # of Common Shares Outstanding - Diluted	17,494	9,592
Basic Earnings (Loss) Per Share	\$(0.22)	\$(0.96)
Diluted Earnings (Loss) Per Share	\$(0.22)	\$(0.96)

* Results include the consolidated financial results of Progressive Care, Inc. (OTCQB: RXMD) and its subsidiaries as of July 1, 2023.

** Includes a Goodwill Impairment charge of approximately \$13.9 million (non-cash expense) related to the Progressive Care, Inc. (OTCQB: RXMD) acquisition.

*** One-time gain on equity method investment (non-cash) related to the change in accounting method due to the Progressive Care consolidation as of July 1, 2023.

**** Attributed to a non-recurring, non-cash loss related to the Company's investment in Progressive Care Inc. (OTCQB: RXMD)

NextPlat Corp

Condensed Consolidated Balance Sheets – USD (\$000)

	Fiscal Year Ended December 31, 2023*	Fiscal Year Ended December 31, 2022
Cash and Cash Equivalents	\$26,307	\$18,891
Inventory, Net	5,135	1,287
Total Current Assets	43,638	21,183
Total Assets	64,469	28,644
Total Current Liabilities	14,237	2,062
Total Long-Term Liabilities	2,145	606
Total Liabilities	16,382	2,868
Total Stockholder's Equity (incl. non-controlling interests)	48,087	25,776
Total Liabilities & Stockholders' Equity	\$64,469	\$28,644

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 e-commerce business model with increasing levels of recurring revenue
- Strategic investment in 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 increasing prescription transaction volumes
- Clean capital structure and balance sheet with no debt long-term debt*

* Excluding facility mortgage and lease liabilities and \$165,00 related to Coronavirus relief as of December 31, 2023



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