

Action Summary – 24 June 2026

Analyst Theodore R. O'Neill – Initiating coverage of NextPlat Corp, with a Buy rating and \$11 PT

NextPlat Corp is a global consumer products and services company providing healthcare and technology solutions through e-commerce and retail channels worldwide.

Favorable demographics support growth. In the healthcare segment, an aging population offers a double benefit for NXPL: older people generally require more medication, and the number of large retail pharmacy chains is shrinking.

Nationwide expansion grows TAM. In March 2026, NextPlat announced it is expanding beyond Florida through a nationwide online fulfillment partnership, which is expected to significantly expand the Company's addressable market.

Focused on higher margin healthcare opportunities. The company is moving from an all-around provider of retail healthcare services to include a greater focus on higher margin, contracted healthcare services opportunities for 340B entities and long-term care facilities, where it is gaining market share.

Increased awareness and availability of satellite communications driving demand. In the e-Commerce segment, a growing number of people and many public and private institutions are increasingly aware that they need reliable secure communications that don't have to depend on an available cell tower.

Measurable financial improvements underway. The company just reported 1Q26 where its strategy showed measurable improvements in margins, operating efficiency and overall financial performance. This follows a change in CEO in early 2025 and a subsequent restructuring.

Attractive valuation. The shares sell at a discount to our discounted earnings driven price target and to their peers. On the healthcare side, the shares sell at a 79% discount to peer averages for Pharmacy/Pharmacy Benefit Managers. On the communication side, the shares are at a >95% discount to peer averages.

6/23 price: \$6.35	Market cap: \$17MM	2027 Market Cap/Sales: 0.26x	2027 EV / Sales: 0.12x
Shares outstanding: 2.71MM	Insider ownership: 44%	3-mo. avg. trading volume: >50,000	Dividend/Yield: NA/NA

GAAP estimates (EPS in \$ – Revenue in \$millions)

Period	EPS	Revenue	Op. Margin
FY24A	(\$6.51)	\$66.1	(34.8%)
FY25A	(\$4.41)	\$54.3	(17.0%)
1Q26A	(\$0.42)	\$9.86	(11.2%)
2Q26E	(\$0.21)	\$11.0	(4.9%)
3Q26E	\$0.00	\$13.0	0.2%
4Q26E	\$0.07	\$15.0	1.3%
FY26E	(\$0.55)	\$48.86	(2.9%)
FY27E	\$0.57	\$72.0	2.3%

Note: Numbers may not add due to rounding. See our full model at the back of this report. EPS data has been updated to include the 4/13/26 1-for-10 reverse split.

Cash balance (in \$millions)

• 2024A	• \$19.96
• 2025A	• \$13.71
• 2026E	• \$11.90
• 2027E	• \$13.31

Short and long-term debt (in \$millions)

• 2024A	• \$1.46
• 2025E	• \$1.37
• 2026E	• \$1.35
• 2027E	• \$0.5

Risks/Valuation

- Risks include competition, state and federal government regulations and trade policies, healthcare expansion outside of Florida.
- Our \$11 target is derived using a discounted future earnings model.

Company description: NextPlat Corp is a global consumer products and services company providing healthcare and technology solutions through e-commerce and retail channels worldwide. It operates through two reportable segments: Healthcare Operations and e-Commerce Operations. Through these segments, the Company provides pharmacy services, healthcare technology solutions, and data analytics services and satellite-enabled communication products and services with global online distribution capabilities. Its platforms serve consumers, enterprises, healthcare providers, government organizations, and other institutions across multiple geographic markets.

Figure 1 – NextPlat Corp. – One-Year Trading snapshot



Source: FactSet

Investment Thesis

We are initiating coverage of NXPL with a Buy rating and \$11 PT.

Favorable demographics support both organic and inorganic growth. In the healthcare segment, the aging population offers a double benefit for NXPL. First, older people generally require increasing numbers of medication and second, the number of traditional retail pharmacies is shrinking, driven primarily by closures at larger national chain operators such as CVS and Walgreens, creating opportunities to scale its business through the acquisition of smaller regional or community pharmacies. Through enhanced services and efficiencies, the Company believes it can improve these community pharmacies by making them more profitable than the typical chain stores.

Nationwide expansion. In March 2026, NextPlat announced it is expanding beyond Florida through a nationwide fulfillment partnership, which is expected to significantly expand the Company's addressable market. In addition to supporting NextPlat's current healthcare clients with multi-state operations, the new nationwide fulfillment capabilities will support the launch of the Company's new healthcare e-commerce site. The new site will feature an array of popular prescription medications such as GLP-1s and over-the-counter products including its Florida Sunshine brand of premium vitamins and supplements and is expected to go live before the end of the second quarter of 2026.

Increased awareness and availability of satellite communications driving demand. In the e-Commerce segment, a growing number of people and many public and private institutions are increasingly aware that they need reliable secure communications that don't have to depend on an available cell tower. Customer's needs range from those requiring high speed and/or reliable connectivity in remote areas lacking critical infrastructure or wireless coverage to those who need reliable backup solutions to existing wireless or fixed connectivity. The proliferation of products, pricing and utility all drive business.

Focused on higher margin healthcare opportunities with a clear ramp in 2H26. The strategic shift away from lower-margin retail prescriptions toward contracted services is paying off. In 1Q26, pharmacy contract revenue increased to \$1.9 million (up from \$1.4 million YOY). The company secured a single-quarter record of 5 new 340B pharmacy service agreements. With a ~90-day onboarding process, these new entities are expected to begin contributing to revenue in 3Q26. Additionally, the company is filling an average of 7,500 prescriptions per month under new contracted medication fulfillment services for Florida state facilities, driving bottom-line improvement.

Growing e-Commerce sales. Increased demand for satellite enabled voice, data and tracking will lead to increased product and service sales with a focus on large North and South American markets contributing to growth in airtime revenue. Expanded strategic relationships with major manufacturers including Globalstar (GSAT-NR), Iridium (IRDM-NR), Viasat (VSAT-NR) and Starlink (SPCX-NR) are increasing their product portfolio. In addition to these traditional markets, through its new national distribution partnership, it intends to extend its e-commerce offerings into healthcare for prescription fulfillment and over-the-counter products such as its Florida Sunshine brand vitamins and supplements expertise. This e-commerce healthcare offering in the U.S. adds to its early international e-Commerce efforts in China where it is marketing products for health/beauty and personal care.

Measurable financial improvements underway. The company just reported 1Q26, where its strategy showed measurable improvements in margins, operating efficiency and overall financial performance. The consolidated gross margin expanded to 35% (up from 21% in 1Q25) and Healthcare segment gross margin reached 39% (up from ~20%). Healthcare Operations generated positive segment operating income of approximately \$24,000 in 1Q26, versus segment operating losses of approximately \$1.2 million in 4Q25 and approximately \$0.9 million in 1Q25, a key milestone validating the progress made by the company. Management expects to reach operational profitability in the latter half of 2026. This follows a change in CEO in early 2025 and a subsequent restructuring.

Attractive valuation. The shares sell at a discount to our discounted earnings driven price target and to their peers. On the healthcare side, the shares sell at a 79% discount to peer averages for Pharmacy/Pharmacy Benefit Managers. On the communication side, the shares are at a >95% discount to peer averages.

Business and Company Background

NextPlat Corp is a healthcare services and global e-commerce company that operates through two reportable segments: Healthcare Operations and e-Commerce Operations. Through these segments, the Company provides pharmacy services, healthcare technology solutions, data analytics services, satellite-enabled communication products and services, global online distribution capabilities. Its platforms serve consumers, enterprises, healthcare providers, government organizations, and other institutions across multiple geographic markets. In 2025,

approximately 73% of revenue was generated by the healthcare segment and 27% of revenue was generated by its e-Commerce segment.

Its customers represent a wide range of public and private businesses and entities, a sample of which we show in Figure 2.

Figure 2 – NextPlat Corp – Sample Clients



Source: Company presentation

Healthcare Operations

Personalized Healthcare Services & Technology

The Healthcare segment operates through a wholly owned subsidiary, Progressive Care LLC, a Nevada Limited Liability Company, which includes wholly owned subsidiaries, PharmcoRx, LLC operating four specialty pharmacies and ClearMetrX Inc. (“ClearMetrX”). ClearMetrX is a personalized healthcare services and technology company that provides prescription pharmaceuticals and risk and data management services to healthcare organizations and providers.

The core elements of the Company’s healthcare offerings range from traditional pharmacy services for patients to higher margin contracted services of healthcare providers and institutions:

- **Traditional Retail Pharmacy**

PharmcoRx provides full-service prescription fulfilment, medication management, delivery, patient support and coordination with healthcare providers. These services form the foundation of the business while creating recurring patient relationships and opportunities to deliver additional clinical and specialized pharmacy services.

- **340B Pharmacy Services**

PharmcoRx partners with eligible healthcare organizations to support their 340B programs through prescription fulfilment, inventory management, claims administration, compliance support and reporting. 340B healthcare program was created by the federal government to

meet the prescription needs of poor or underserved populations such as children's and sole community hospitals, hemophilia diagnostic treatment centers, HIV/sexually transmitted disease and family planning clinics, etc. These long-term institutional relationships help expand patient access to medications while creating a differentiated and scalable source of prescription volume.

- **Long-Term Care Pharmacy Services**

PharmcoRx supports assisted living facilities, senior-care communities and other institutional providers with customized medication packaging, scheduled delivery, pharmacist oversight and medication-administration support. By becoming integrated into a facility's daily care operations, these services can produce durable customer relationships and recurring prescription demand.

- **Government Healthcare Contracts**

PharmcoRx provides pharmacy fulfillment and medication-support services to government agencies and other public-sector healthcare programs. These contracts demonstrate the Company's ability to meet demanding service, compliance and reporting requirements while providing opportunities for recurring institutional revenue and expansion into additional government programs.

- **Specialty Pharmacy Services**

PharmcoRx supports patients receiving complex or high-cost therapies through specialized dispensing, patient education, adherence monitoring and coordination with prescribers and insurers. These capabilities strengthen the Company's clinical credentials and position it to pursue higher-value relationships with providers, payers and pharmaceutical manufacturers.

- **Medication Delivery and Patient Support**

PharmcoRx combines reliable medication delivery with refill coordination, patient outreach and pharmacist support to help patients remain on therapy. This higher-touch service model differentiates the business from commodity pharmacy chains and can improve patient retention, adherence and provider satisfaction.

- **Integrated Pharmacy Solutions**

By combining retail, specialty, institutional, 340B and government services, PharmcoRx can serve multiple patient populations and healthcare partners through a single pharmacy operation. This diversified model reduces reliance on any one customer channel and creates several avenues for sustainable, long-term growth.

PharmcoRx's revenue is primarily driven by the prescription fulfillment services - providing pharmaceuticals, compounded medications, anti-retroviral and other specialty medications, medication therapy management, the supply of prescription medications to long-term care facilities, contracted pharmacy services for 340B covered entities under the 340B Drug Discount Pricing Program, medication fulfillment services for contracted government facilities, and health practice risk management (see Figure 3).

Its services are designed to provide satisfaction across all medication stakeholders and enhance loyalty and key performance metrics such as patient adherence. Unlike many retail pharmacies, the Company offers value-added services at no additional charge including prior authorization assistance, same-day home-medication delivery, on-site provider consultation services, primary care reporting and analytics, and customized packaging solutions. The pharmacies accept most major insurance plans and provide access to co-pay assistance programs to income qualified patients, discount and manufacturer coupons, and competitive cash payment options.

The company provides 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.

Figure 3 – NextPlat Corp. – Healthcare Services



Source: Company presentation

NextPlat's entry into the pharmacy business

Progressive Care was acquired by NXPL in 2024. At the time, Progressive Care, through its wholly owned subsidiaries, offered personalized healthcare services including prescription pharmaceuticals and risk and data management services to healthcare organizations and providers. Progressive Care provided prescription pharmaceuticals, compounded medications, tele-pharmacy services, anti-retroviral medications, medication therapy management, the supply of prescription medications to long-term care facilities, contracted pharmacy services for 340B covered entities under the 340B Drug Discount Pricing Program, and health practice risk management. It also offered certain disease testing and vaccinations. It also offered data management and reporting services to support health care organizations. The ClearMetrX offerings include data management and Third-Party Administration ("TPA") services for 340B covered entities, pharmacy data analytics, and programs to manage HEDIS Quality Measures including Medication Adherence.

After a strategic review of Progressive Care's offerings in 2025, NXPL management determined that it would focus more resources on contracted services such as the 340B program because of the higher margin profile.

340B Programs Purpose and History

The 340B Program enables covered entities to stretch scarce federal resources as far as possible, reaching more eligible patients and providing more comprehensive services, especially for at risk communities.

Manufacturers participating in Medicaid agree to provide outpatient drugs to covered entities at significantly reduced prices.

Eligible health care organizations/covered entities are defined in statute and include HRSA-supported health centers and look-alikes, Ryan White clinics and State AIDS Drug Assistance programs, Medicare/Medicaid Disproportionate Share Hospitals, children's hospitals, and other safety net providers.

In 1990, Congress created the Medicaid drug rebate program (MDRP) to lower the cost of pharmaceuticals reimbursed by state Medicaid agencies. The MDRP requires drug companies to enter into a rebate agreement with the Secretary of the Department of Health and Human Services (HHS) as a precondition for coverage of their drugs by Medicaid and Medicare Part B. Under the program, a manufacturer must pay rebates to state Medicaid programs for "covered outpatient drugs," as defined in the Medicaid rebate statute. The rebate amount for a brand name covered outpatient drug is based in part on the manufacturer's "best price" for that drug.

In 1992, Congress extended to safety-net providers the same kind of relief from high drug costs that Congress provided to the Medicaid program with the Medicaid rebate law. Congress enacted Section 340B of the Public Health Service Act, created under Section 602 of the Veterans Health Care Act of 1992. Section 340B requires pharmaceutical manufacturers to enter into an agreement, called a pharmaceutical pricing agreement (PPA), with the HHS Secretary in exchange for having their drugs covered by Medicaid and Medicare Part B. Under the PPA, the manufacturer agrees to provide front-end discounts on covered outpatient drugs purchased by specified providers, called "covered entities," that serve the nation's most vulnerable patient populations. According to congressional report language, the purpose of the 340B program is to enable covered

entities “to stretch scarce federal resources as far as possible, reaching more eligible patients and providing more comprehensive services.”

Global e-Commerce Operations

Satellite Communications Products and Services

Wireless and Satellite-based Connectivity Products & Services provide solutions to fulfill the growing global demand for satellite-enabled voice, data, tracking, and IoT connectivity generating revenues 24x7x365 through the sale of communications, IoT hardware and associated high-margin, recurring revenue airtime plans (see Figure 4).

Figure 4 – NextPlat Corp – Global e-Commerce



Source: Company presentation

Through its subsidiaries Global Telesat Communications Ltd (GTC), Orbital Satcom Corp (OSAT), and Outfitter Satellite, Inc. (Outfitter), it provides Mobile Satellite Services (MSS) solutions to fulfill the growing global demand for satellite-enabled voice, data, personnel and asset tracking, Machine-to-Machine (M2M) and Internet of Things (IoT) connectivity services. NXPL provides

these solutions for businesses, governments, military, humanitarian organizations, and individual users, enabling them to communicate, connect to the internet, track and monitor remote assets and lone workers, or request SOS assistance via satellite from almost anywhere in the world, even in the most remote and hostile environments (see Figure 5)

Figure 5 – NextPlat Corp – Representative Industries



Source: Company presentation

NXPL generates revenue from both the provision of services and the sale of equipment. Higher margin recurring service revenue from the sale of monthly, annual, and prepaid airtime or messaging plans has historically represented an increasing proportion of this segment's revenue, and we expect that trend to continue as it introduces new products requiring associated airtime or messaging plans.

NXPL provides its products and services directly to end users and reseller networks located both in the United States and internationally through its subsidiaries: U.K.-based GTC; U.S.-based Orbital Satcom and Outfitter Satellite. GTC also acts as an exclusive distributor in certain European markets for satellite network operators such as Globalstar. Its units have branded presences in the United States, throughout Europe and Asia, as well operates e-Commerce storefronts in across five continents. It has a diverse geographical customer base having provided solutions for more than 60,000 customers located in more than 165 countries across almost every continent in the world.

Mobile Satellite Services

- **Voice communications in areas not serviced by cell phones**

MSS products rely on satellite networks for voice, data and tracking connectivity and thus are not reliant on cell towers or other local infrastructure. As a result, the MSS solutions are suitable for recreational travelers and adventurers, government and military users, and corporations and individuals wishing to communicate or connect to the internet from remote locations, or in the event of an emergency such as a power outage, following a hurricane or other natural disaster during which regular cell phone, telephone and internet service may not be available.

- **GPS emergency location beacons**

NXPL is a provider of GPS enabled emergency locator distress beacons that can save lives on land and at sea. Distress beacons enable essential communication between its users and search and rescue organizations during emergency situations and pinpoint locational information to Search and Rescue services, essential during an emergency.

- **Satellite tracking services**

It provides a wide range of satellite tracking devices used to monitor the location, movements, and history of almost anything that moves. It specializes in offering satellite tracking services through the Globalstar satellite network and has supplied tens of thousands of tracking devices which are used around the world to locate lone workers, track shipping containers, livestock, vehicles, and vessels along with many other types of assets.

- **Mapping and Tracking Products**

Its advanced subscription-based mapping and tracking portal, GTCTrack, is available for use by registered customers who pay a monthly fee to access it. This mapping portal provides a universal and hardware-agnostic, cloud-based data visualization and management platform that allows managers to track, command, and control assets in near-real-time. Asset location reports including position, speed, altitude, heading and past location and movement history reports for a wide range of tracking devices and other products sold by us are available through GTCTrack.

Other Online Storefronts and e-Commerce Platforms

Its Amazon online marketplaces represented approximately 31% of e-Commerce revenue in 2025. In addition, it has opened a OPKO Healthcare (Nasdaq: OPK) (OPKO)-branded “store” on Alibaba’s Tmall Global and other major Chinese platforms and is targeting physical distribution into major retail chains, pharmacies and grocery stores and has secured an agreement to expand the program into Japan.

- **Florida Sunshine Brands, LLC**

Florida Sunshine Brands, LLC (Florida Sunshine) is a Florida limited liability company and operates under an operating agreement between NextPlat, with a 51% ownership, and Outer Brands FS, LLC, with a 49% ownership. Florida Sunshine’s main objective is to source and

sell vitamins and nutritional supplements. It is currently selling products online in select markets in the U.S. and Europe.

Growth Strategy

Cost cutting. Under the company's recently completed refocusing and turnaround program, the Company successfully cut \$2+ million in annualized costs across the organization, streamlining operations, eliminating unused office space, and reducing staff headcount by more than 25%.

Focus on higher margin business in healthcare. During the second half of 2025, the Company prioritized higher margin healthcare business development over traditional retail pharmacy business, recruited new, dedicated sales teams targeting the large 340B and long-term care facility markets, and secured new high volume contracted medication fulfillment services supporting two state facilities in Florida.

More products and services for the e-commerce platform. The Company continued to grow its e-commerce sales and distribution platforms for satellite connectivity and communications products with new and expanded relationships with leading providers including Globalstar and Iridium in Europe, and more recently, launched sales in Latin America. In healthcare, the company intends to leverage its new nationwide prescription fulfillment partnership to launch a domestic e-commerce website for consumers and healthcare customers with multi-state operations.

Increase government sourced revenue. It intends to target US government/GSA sales which have not historically represented a significant part of revenue. It will also recruit experienced government sales professionals to assist with this plan. The company plans to become an approved seller on the US Government's GSA Schedule, which gives federal and, in some cases, state and local buyers access to a great number of its commercial products and services.

Data Management Services. We believe that data management for frontline and independent providers, 340B covered entities, and pharmacies will have increasing importance as health systems evolve to become virtual and digitized. Increasing focus on performance, margins, and quality. This means that its models and platforms will have strategic value through their roots in day-to-day care management. Data management services will become an increasing driver of growth and development for NXPL with its higher margins and diverse monetization pathways.

Invest in Sales and Marketing. The pharmacies are based in Florida and will continue to grow its dispensing operations throughout the state, and there are opportunities to expand geographically throughout the rest of the country via e-commerce channels. The data management services and health IT services can be used by customers across the U.S., and we expect the company to continue to invest in sales and marketing efforts for these services.

Selectively Pursue Growth Through Strategic Acquisitions. We believe the specialty pharmacy industry is highly fragmented and provides numerous opportunities to expand through acquisitions. We believe NXPL can opportunistically enhance its competitive position through

complementary acquisitions in both existing and new markets where it can not only improve the operational efficiencies and offerings of a pharmacy but also use them as a platform supporting the marketing of its contracted services to local providers.

Management Team

David Phipps, Chief Executive Officer, President and 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 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.

Amanda L. Ferrio, Chief Financial Officer

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.

Birute Norkute, Vice President of Healthcare Operations

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.

Rodney Barreto, Chairman

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 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.

Valuation Methodology

We believe NXPL is undervalued, and we support that belief with an absolute and relative valuation. To determine our price target, we use a discounted future earnings model. The following valuation techniques are being used:

- 1) The discounted value of all future earnings was used for our price target (see Figure 6)
- 2) Valuation relative to peers (see Figure 7)

Discounted Future Earnings – Basis for Price Target

Our 12-month price target of \$11.00 is based on a discounted earnings model. For valuation purposes, we sum up all future earnings discounted at 10%, which we feel adequately addresses the risk. Our valuation model is shown in Figure 6 below. Note, this model understates future new products and growth through acquisitions and probably understates the tax benefits, but offsetting that, the earnings never have a down year. The implied share price is \$11.49, which we round to \$11.00.

Figure 6 – NextPlat Corp. – Price Target Calculation

Value of discounted future earnings		\$11.49
Year	EPS	Discounted EPS
2026	(0.55)	(0.55)
2027	0.57	0.51
2028	0.72	0.57
2029	0.84	0.60
2030	1.02	0.65
2031	1.17	0.66
2032	1.30	0.66
2033	1.45	0.66
2034	1.55	0.63
2035	1.60	0.58
Terminal Value:		6.53

Source: Litchfield Hills Research LLC

Valuation Relative to Peers

Figure 7 is a summary of our NXPL peer comparison. The shares sell at a discount to our discounted earnings driven price target and to their peers. On the healthcare side, the shares sell at a 79% discount to peer averages for Pharmacy/Pharmacy Benefit Managers. On the communication side, the shares are at a >95% discount to peer averages. There are no direct public comparables. Of the healthcare comparables, they are all much larger and, in most cases, have lower margins. CVS, for example, is also a convenience store and typically serves broader, more diverse markets, while NXPL focuses on niche, higher margin markets. On the communication side, obviously, Globalstar is a supplier, not a competitor, but as the satellite communication business grows, it increases demand for NXPL.

Figure 7 – NextPlat Corp. – Comp Tables

Pharmacy/Benefit Management					2027 Consensus
FactSet Ticker	Company Name	Closing Price	Market Cap \$MM	EV \$MM	Price / Book
UNH-US	Unitedhealth Group Inc.	\$406.68	369,324	427,433	3.17
CVS-US	CVS Health Corporation	\$101.30	129,251	196,273	1.47
ELV-US	Elevance Health, Inc.	\$394.82	85,740	109,343	1.73
CI-US	Cigna Group	\$282.08	74,619	98,566	1.48
HUM-US	Humana Inc	\$360.72	43,309	52,630	2.04
CNC-US	Centene	\$63.68	31,445	26,766	1.16
OSCR-US	Oscar Health, Inc.	\$28.54	8,605	5,040	3.50
AVERAGE					2.33
NXPL-US	NextPlat Corp	\$6.54	18	8	0.48
NXPL-US Premium/(Discount) to peers:					-79%

Satellite Communication					2027 Consensus	
FactSet Ticker	Company Name	Closing Price	Market Cap \$MM	EV \$MM	Market Cap / Sales	EV /Sales
SPCX-US	Space Exploration Technologies Corp.	\$154.60	2,038,214	2,142,849	29.49	29.44
GSAT-US	Globalstar, Inc.	\$79.81	10,279	10,939	30.39	30.81
VSAT-US	ViaSat, Inc.	\$64.23	8,772	13,916	1.70	2.72
IRDM-US	Iridium Communications Inc.	\$43.30	4,578	6,263	5.15	7.02
PACE42-AE	Space42 PLC	\$0.48	2,308	5,901	<u>3.00</u>	<u>2.08</u>
AVERAGE					10.06	10.66
NXPL-US	NextPlat Corp	\$6.54	18	8	0.26	0.12
NXPL-US Premium/(Discount) to peers:					-97%	-99%

Source: Litchfield Hills Research LLC and FactSet

Financial Estimates and Guidance

The company does not provide numerical financial guidance. Management has said that it expects “operational profitability in the latter half of 2026.” Our model achieves breakeven in 3Q26 and is profitable in 2H26.

Figure 8 – NextPlat Corp. – Income Statement (\$'000)

December ending year	2025A					2026E					2027E				
	Q1A	Q2A	Q3A	Q4A	Year	Q1A	Q2E	Q3E	Q4E	Year	Q1E	Q2E	Q3E	Q4E	Year
Total Revenue	\$14,525	\$13,240	\$13,752	\$12,805	\$54,322	\$9,855	\$11,000	\$13,000	\$15,000	\$48,855	\$16,000	\$17,500	\$18,500	\$20,000	\$72,000
YoY growth	-17%	-22%	-11%	-21%	-18%	-32%	-17%	-5%	17%	-10%	62%	59%	42%	33%	47%
Total cost of revenue	<u>11,062</u>	<u>10,357</u>	<u>11,022</u>	<u>10,975</u>	<u>43,416</u>	<u>6,443</u>	<u>7,150</u>	<u>8,320</u>	<u>9,450</u>	<u>31,363</u>	<u>10,000</u>	<u>10,850</u>	<u>11,470</u>	<u>12,400</u>	<u>44,720</u>
Gross profit	3,463	2,883	2,730	1,830	10,906	3,412	3,850	4,680	5,550	17,492	6,000	6,650	7,030	7,600	27,280
Gross profit %	24%	22%	20%	14%	20%	35%	35%	36%	37%	36%	38%	38%	38%	38%	38%
Operating expenses:															
Selling, general and administrative	1,432	1,473	1,510	1,628	6,043	2,006	1,980	2,210	2,550	8,746	2,720	2,975	3,145	3,400	12,240
Salaries, wages and payroll taxes	2,715	2,549	2,665	2,778	10,707	2,419	2,310	2,340	2,700	9,769	2,880	3,150	3,330	3,600	12,960
Professional fees	605	515	389	755	2,264	0	0	0	0	0	0	0	0	0	0
Depreciation and amortization	196	175	155	116	642	90	100	100	100	390	110	110	110	110	440
Impairment loss	0	0	0	250	250	0	0	0	0	0	0	0	0	0	0
Settlement loss	0	0	0	250	250	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	<u>4,948</u>	<u>4,712</u>	<u>4,719</u>	<u>5,777</u>	<u>20,156</u>	<u>4,515</u>	<u>4,390</u>	<u>4,650</u>	<u>5,350</u>	<u>18,905</u>	<u>5,710</u>	<u>6,235</u>	<u>6,585</u>	<u>7,110</u>	<u>25,640</u>
Operating income	(1,485)	(1,829)	(1,989)	(3,947)	(9,250)	(1,103)	(540)	30	200	(1,413)	290	415	445	490	1,640
Operating income %	-10%	-14%	-14%	-31%	-17%	-11%	-5%	0%	1%	-3%	2%	2%	2%	2%	2%
Total other income/(expense)	151	71	(222)	(1,463)	(1,463)	(15)	(20)	(20)	(20)	(75)	(20)	(20)	(20)	(20)	(80)
Earnings before taxes	(1,334)	(1,758)	(2,211)	(5,410)	(10,713)	(1,118)	(560)	10	180	(1,488)	270	395	425	470	1,560
Tax expense/(benefit)	9	31	(26)	(14)	0	0	0	0	0	0	0	0	0	0	0
Net income incl. non-controlling interest	(\$1,343)	(\$1,789)	(\$2,185)	(\$5,396)	(\$10,713)	(\$1,118)	(\$560)	\$10	\$180	(\$1,488)	\$270	\$395	\$425	\$470	\$1,560
Net income att. to common stockholders	(\$1,354)	(\$1,789)	(\$2,185)	(\$6,384)	(\$11,712)	(\$1,118)	(\$560)	\$10	\$180	(\$1,488)	\$270	\$395	\$425	\$470	\$1,560
GAAP EPS	(\$0.52)	(\$0.69)	(\$0.84)	(\$2.39)	(\$4.41)	(\$0.42)	(\$0.21)	\$0.00	\$0.07	(\$0.55)	\$0.10	\$0.14	\$0.16	\$0.17	\$0.57
Diluted Shares Outstanding	2,596	2,596	2,599	2,675	2,654	2,693	2,703	2,713	2,723	2,708	2,728	2,733	2,738	2,743	2,736

Source: Company reports and Litchfield Hills Research LLC

Figure 9 – NextPlat Corp. – Balance Sheet (\$'000)

December ending year	FY2027E	FY2026E	FY2025A	FY2024A
Balance sheet				
Current Assets				
Cash and S.T.I.	\$13,312	\$11,902	\$13,709	\$19,960
Accounts receivable	9,000	7,000	5,944	6,226
Inventories	5,000	4,000	3,396	4,881
Other assets	<u>1,200</u>	<u>1,100</u>	<u>1,107</u>	<u>1,012</u>
Total Current Assets	28,512	24,002	24,156	32,079
Net PP&E	2,300	2,400	2,505	3,407
Right-to-use asset	500	650	189	817
Other non-current	<u>200</u>	<u>600</u>	<u>615</u>	<u>774</u>
Total Assets	<u>\$31,512</u>	<u>\$27,652</u>	<u>\$27,465</u>	<u>\$37,077</u>
Current Liabilities				
Accounts payable and accrued	\$12,000	\$9,200	\$8,265	\$7,230
Notes payable and due related party	500	500	498	428
Lease obligations and other	200	200	158	409
Other current liabilities	<u>200</u>	<u>200</u>	<u>205</u>	<u>143</u>
Total current liabilities	12,900	10,100	9,126	8,210
Note payable	0	850	876	1,032
Lease liability - non-current	<u>200</u>	<u>400</u>	<u>41</u>	<u>438</u>
Total Liabilities	13,100	11,350	10,043	9,680
Stockholders' Equity				
Preferred stock	0	0	0	0
Common stock	3	3	3	3
Additional paid-in-capital	79,000	78,000	77,586	75,697
Retained earnings	(59,991)	(61,551)	(60,063)	(48,351)
Cum. trans. adj. and treasury stock	<u>(600)</u>	<u>(150)</u>	<u>(104)</u>	<u>48</u>
Total stockholders' equity	<u>18,412</u>	<u>16,302</u>	<u>17,422</u>	<u>27,397</u>
Total Liabilities and equity	<u>\$31,512</u>	<u>\$27,652</u>	<u>\$27,465</u>	<u>\$37,077</u>

Source: Company reports and Litchfield Hills Research LLC

Figure 10 – NextPlat Corp. – Cash Flow (\$'000)

	<u>FY27E</u>	<u>FY26E</u>	<u>FY25A</u>	<u>FY24A</u>
Net Income	\$1,560	(\$1,488)	(\$10,463)	(\$22,526)
Receivables	(\$2,000)	(\$1,056)	\$282	(\$6,063)
Inventories	(\$1,000)	(\$604)	\$1,485	(\$4,522)
Other assets	(\$100)	\$7	(\$95)	(\$964)
Net PP&E	\$100	\$105	\$902	(\$3,086)
Right-to-use asset	\$150	(\$461)	\$628	(\$664)
Other non-current	\$400	\$15	\$159	\$908
Accounts payable and accrued	\$2,800	\$935	\$1,035	\$7,061
Notes payable and due related party	\$0	\$2	\$70	\$83
Lease obligations and other	\$0	\$42	(\$251)	\$3
Lease and finance obligations	\$0	(\$5)	\$62	(\$354)
Note payable	(\$850)	(\$26)	(\$156)	\$886
Lease liability - non-current	(\$200)	\$359	(\$397)	\$347
Preferred stock	\$0	\$0	\$0	(\$1)
Common stock	\$0	\$0	\$0	\$2
Additional paid-in-capital	\$1,000	\$414	\$1,889	\$67,100
Accumulated other comp. loss & other	(\$450)	(\$46)	(\$152)	\$48
Dividends and transition adjustments			(\$1,249)	
Total Cash Flow	\$1,410	(\$1,807)	(\$6,251)	\$38,259

Source: Litchfield Hills Research LLC

Disclosures:

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