

PUDO, Inc.

FY2025 Earnings Call

June 2, 2025

Participants



Elliott Etheredge

CEO, Board Member



Karen Speight

Director of Administration

Forward-Looking Statements and Disclaimer

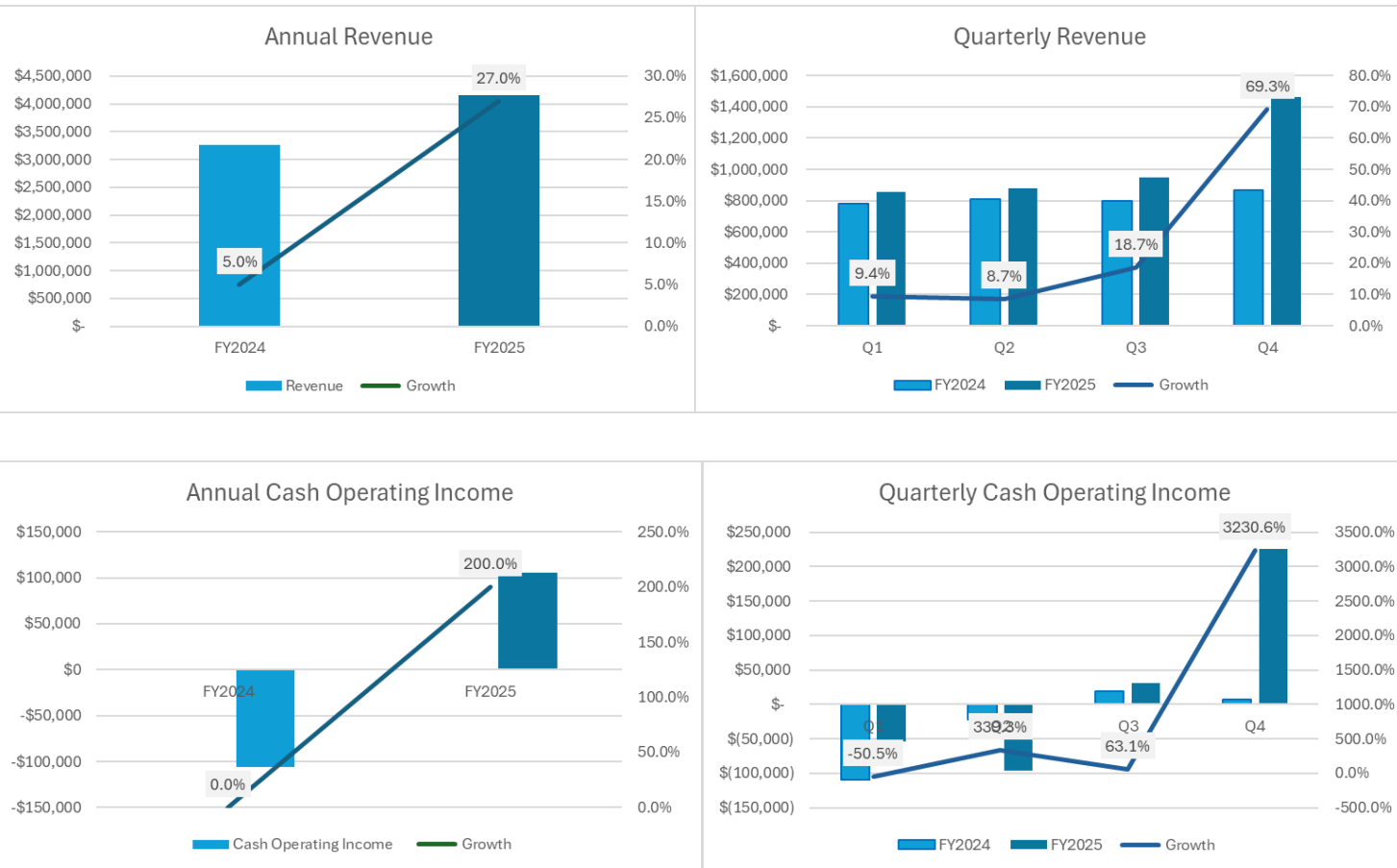
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FY2025 Financial Highlights

Revenue growth drivers:

- Significant new customer
- Increased share of wallet
- Addition of new PUDOPoints in the United States.
- The benefit of most of these effects was in Q4

Cash operating income increased as the result of operating leverage of increased revenue and cost reduction initiatives.



Note: PUDO fiscal year-end is February

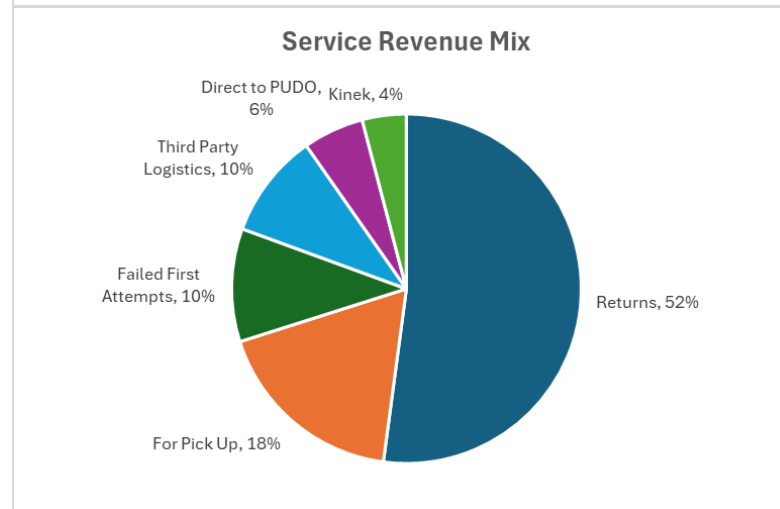
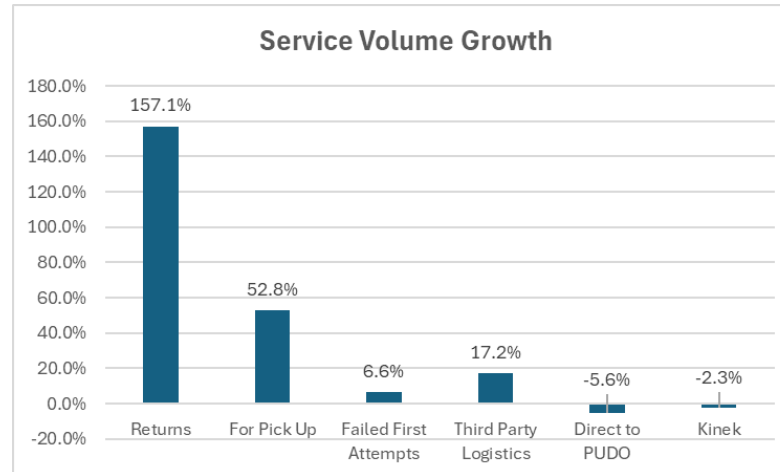
All \$ in CAD

Cash operating income excludes the impact of foreign exchange, share based compensation and depreciation & amortization expense. 4

Service Offerings

PUDO provides a cost-effective alternative to the large traditional courier companies.

- **Returns:** Shoppers drop packages at PUDOPoints for PUDO pick-up and subsequent return to the retailer.
- **For Pick-Up (FPU):** Shoppers drop packages at PUDOPoints for courier shipment.
- **Failed First Attempt (FFA):** Couriers drop undeliverable packages at PUDOpoints for shopper pick-up.
- **Third Party Logistics (3PL):** PUDO provides rate management and logistics consulting services to third parties.
- **Direct to PUDO (D2P):** Shoppers use PUDOPoints as their delivery address to pick-up online orders.
- **Kinek:** Canadian shoppers pick-up packages from U.S. purchases at PUDOPoints along the U.S./Canadian border.



FY2025 Customer Mix

Our **direct** customers are retailers, e-commerce companies, SaaS (software as a service) providers and 3PLs.

Our **indirect** customers are SAAS providers and 3PL partners that sell PUDO's services either branded or white labeled to their customers.

PUDO's returns saves retailers up to 30% versus the typical return solution.

PUDO's return solution can be customized to accommodate the retailer's business requirements.

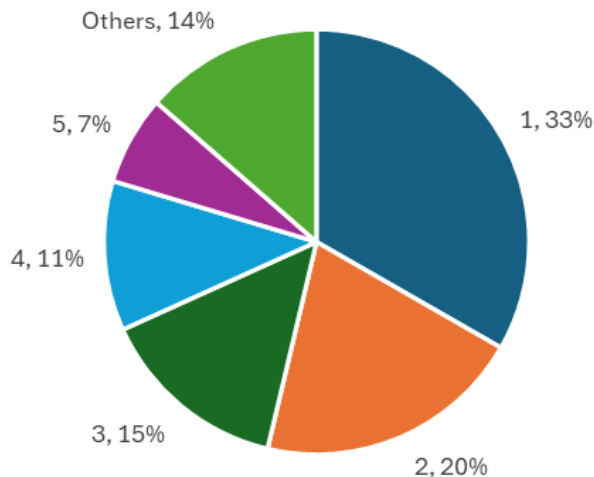
Direct Customers/Partners



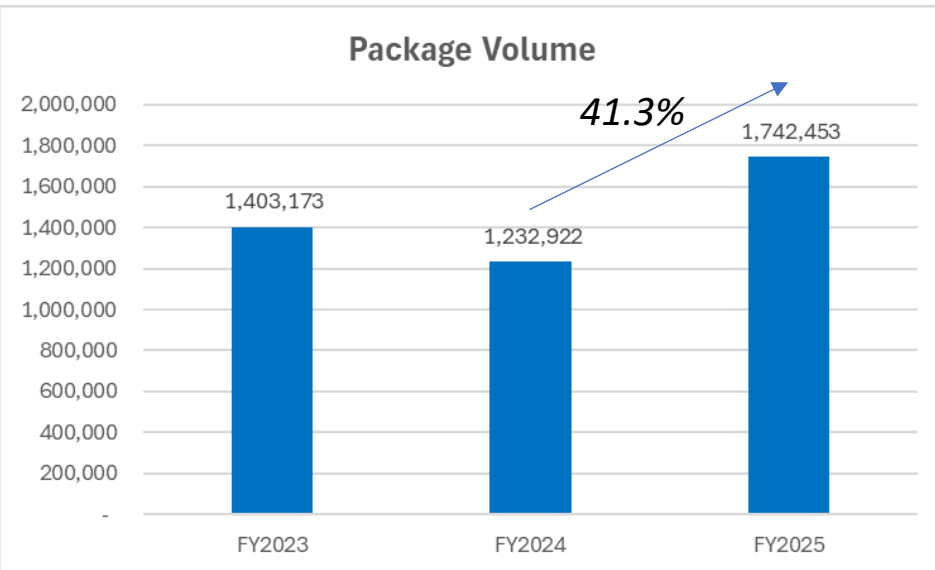
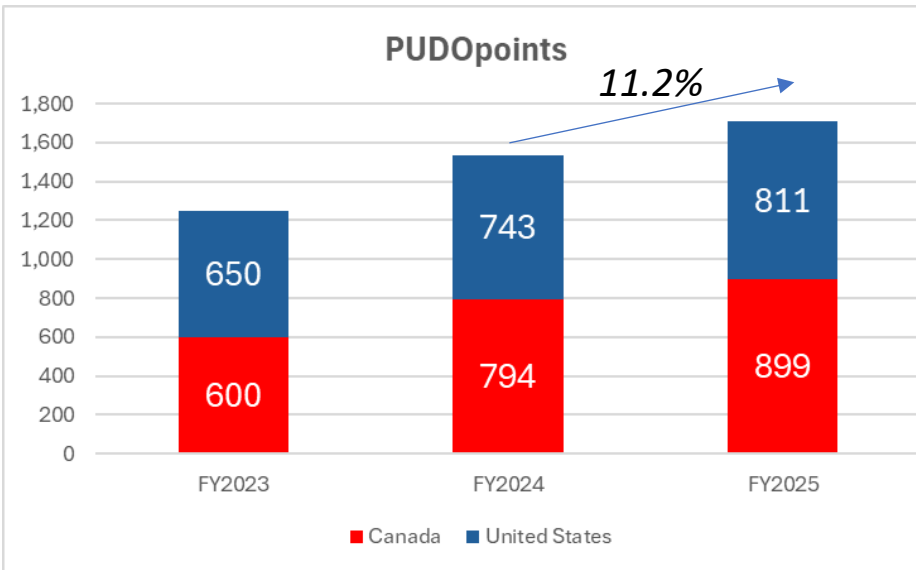
Indirect Customers/Partners



Customer Revenue Mix



PUDOpoint Network



- The number of PUDOpoints grew more than 10% during CY2025
- There are currently 1,710 PUDOpoints – 899 in Canada and 811 In the U.S.

- In FY2025, package volume grew by approximately 41%
- More than 1.7 million packages were handled by the network

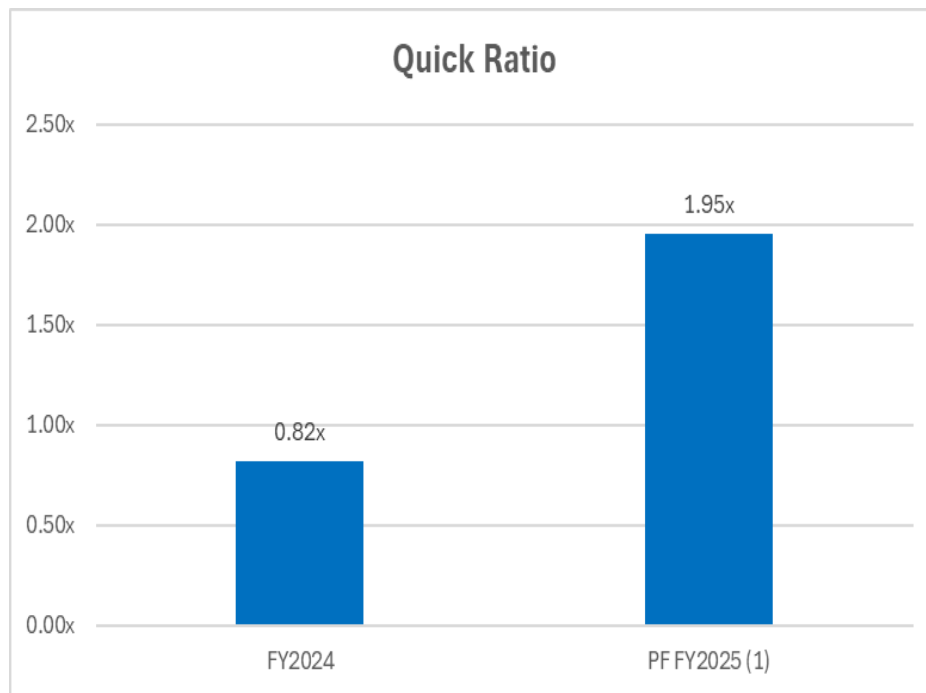
FY2025 Balance Sheet

The March 2025 offering significantly enhanced balance sheet strength and available capital to support future growth.

Participation in the offering by vendors, existing investors and a significant customer support PUDO's team and business model.

	FY2024	PF FY2025 ⁽¹⁾
Current Assets		
Cash	155,725	749,997
Accounts Receivable	370,999	633,737
Prepaid, Short-Term & Deposits	122,969	120,722
	649,693	1,504,456
Current Liabilities		
Trade Payables	796,271	770,028
Working Capital	(146,578)	734,428
Quick Ratio	0.82x	1.95x
Long-Term Debt	-	-
Shareholder's Equity	(100,052)	790,103

(1) PF FY2025 is adjusted to reflect the proceeds and debt settlement of \$810,173 which closed on March 10, 2025.



FY2026 Growth Initiatives

Network Expansion

- Launch service in five major U.S. markets
- Partner with additional large retailer
- Expand Canadian footprint opportunistically

Increase Share of Wallet

- Increase geographic service footprint
- Add additional services to existing customer base
- Increase volume percentage with current customers

New Customers

- Add new retail customers to provide services in the U.S. and Canada
- Develop relationships with 3PLs that have mutually beneficial growth objectives
- Partner with SaaS providers to add PUDO as part of their solution

PUDO, Inc.

Question & Answer