PUDO POINT

FY2026 Annual Review

June 9, 2026

Participants

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Ticker Symbols:

PDO: CSE PDPTF: OTCQB

PUDO, Inc.

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PUDO, acronym for Pick-Up, Drop-Off, is providing e-commerce retailers with a low cost, convenient delivery and return solution.

PUDO began in Canada in 2015 with a focus on solving e-commerce last mile delivery challenges.

It did this by establishing a network of independent stores (convenience, dry cleaners, pharmacies, etc.) to serve as PUDOpoint counters (PUDOpoints) and a courier network to deliver packages.

PUDO is now expanding aggressively in the United States

Today PUDO offers three primary services:

- A returns drop-off network for to process e-commerce returns from shoppers and to receive packages for courier shipment
- A pick-up location shoppers to safely and securely pick-up online orders
- A drop-off point for couriers Failed-First-Attempt (FFA) packages for subsequent shopper pick-up

PUDOpoint Network

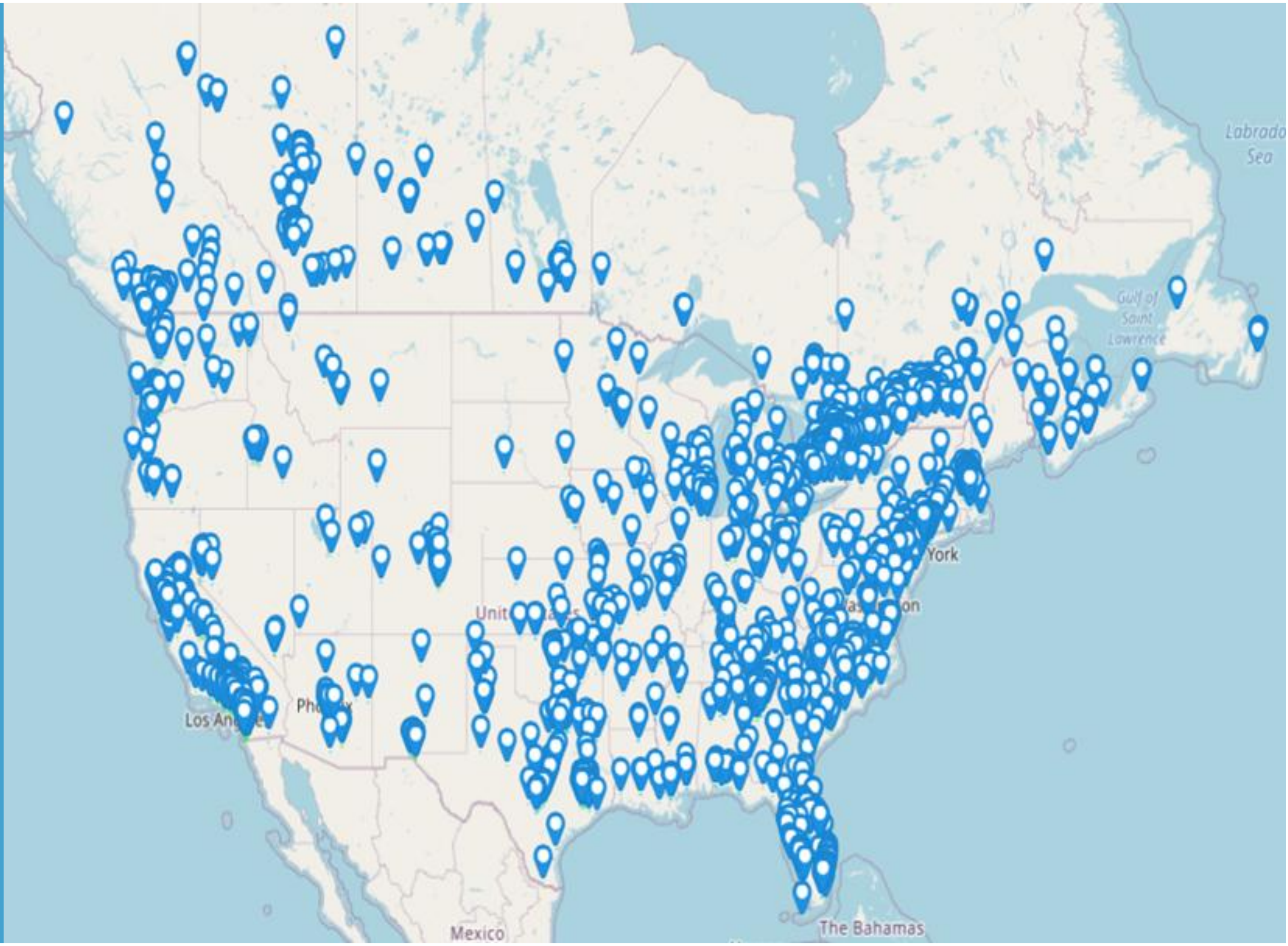
There are currently more than 1,925 PUDOpoints with ~1,000 in Canada and ~925 in the United States.

PUDOpoints are largely independent stores that signup to participate.

- Convenience stores
- Parcel stores
- Drug stores
- Grocery Stores

PUDO also partners with larger retailers to serve as PUDOpoints as in our recent partnership with Staples in Canada

They find the increased foot traffic and parcel handling fees attractive.



FY2026 Financial Highlights

Revenue increased ~35% in FY2026 to $5.6 million. Up ~$1.5 million from FY2025.

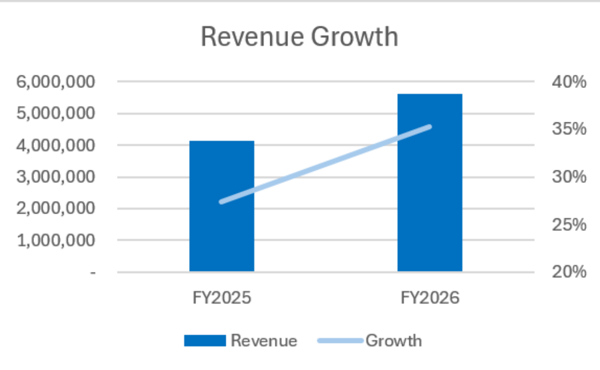
- Primarily driven by the full year effect of a significant new customer
- Increased share of wallet with existing customers

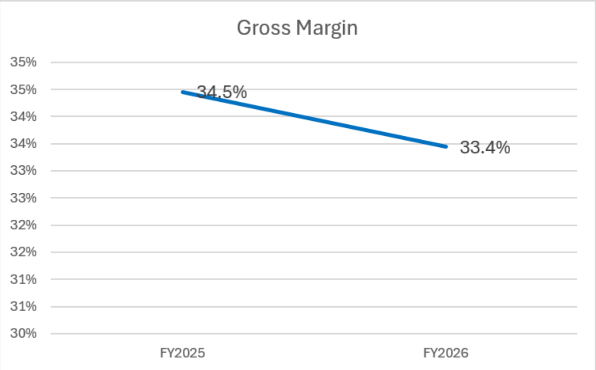
Gross margins declined slightly to ~33%

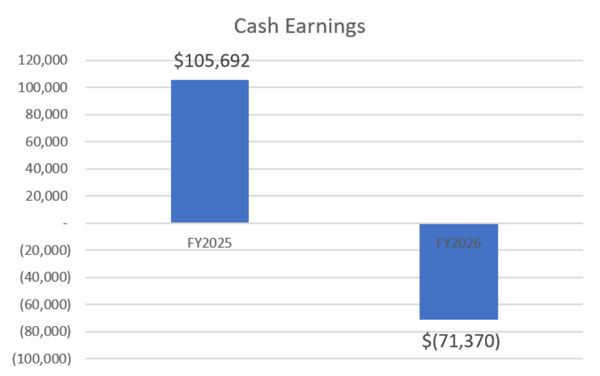
- Impacted by the addition of a large lower margin customer

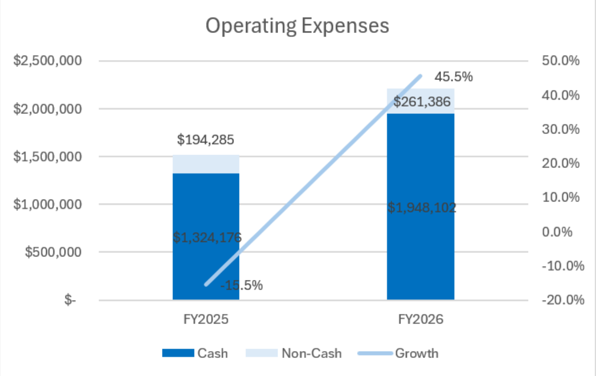
Cash Operating Income was negative ~$71k

- Reflective of investment in new staff, IT development and travel related to new customer development and market expansion









1Q2027 Outlook

- Results for 1Q are going to be negatively impacted as compared to the prior year as the result of the following factors:
  - Increased expenses in preparation for Los Angeles market expansion and the integration of two large enterprise customers
  - Reduced volume related to Canadian courier
  - Termination of 3PL business in Canada

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.

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

Retailers

INDITEX, ZARA, amazon, staples, wish

SAAS Providers

zigzag, ReBound, techdinamics

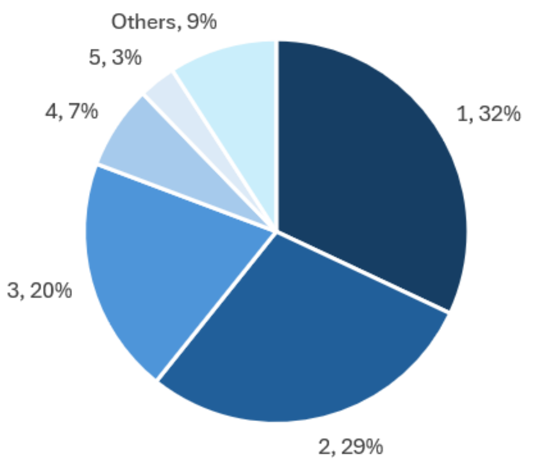
Courier/3PLs

Purolator, Greatvision, uniuni, Canpar, TForce, Bleckmann, landmark, Loomis Express

Indirect Customers/Partners

TEMU, SHEIN, NASTY GAL, HOODRICH, SmartBuyGlasses, LAZY OAF, speedo, boa., SWAROVSKI, UPPERCLASS FASHION, EVERLANE, P&B PULL&BEAR, Massimo Dutti, Agent Provocateur, HOUSE OF FRASER, AYBL, BERSHKA, boohoo, STRADIVARIUS, DFYNE

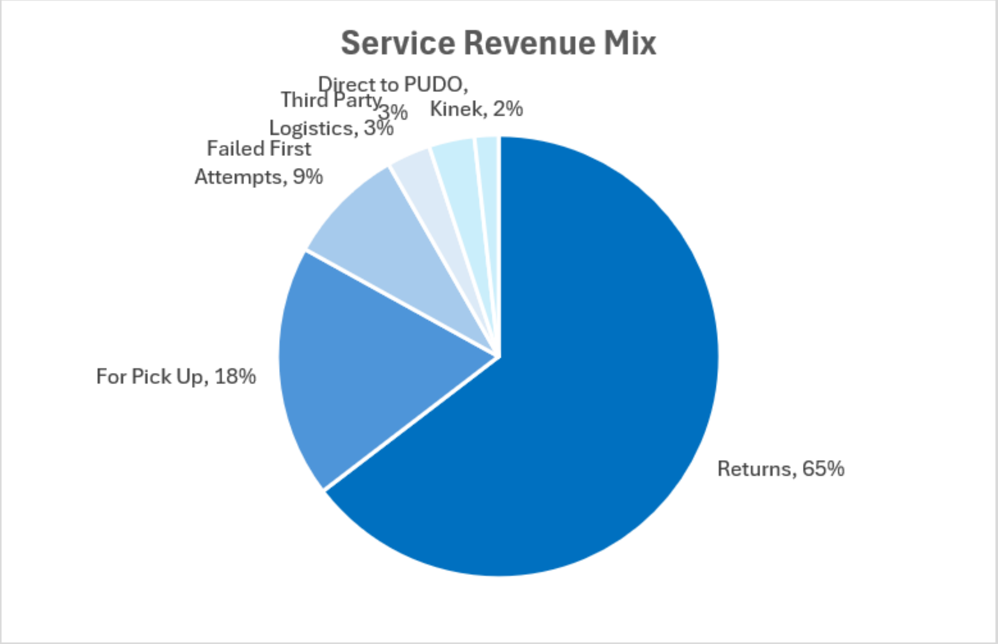
Customer Revenue Mix



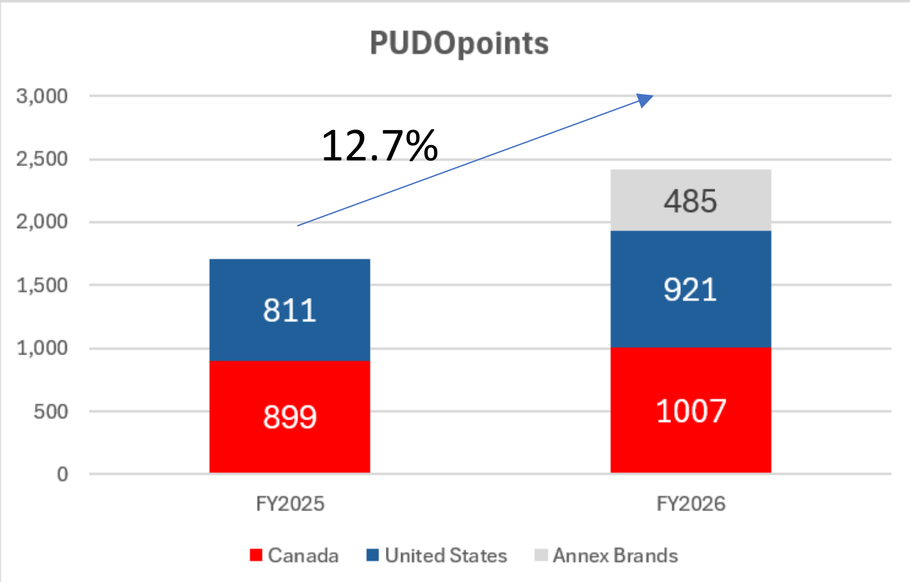
Service Offerings

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

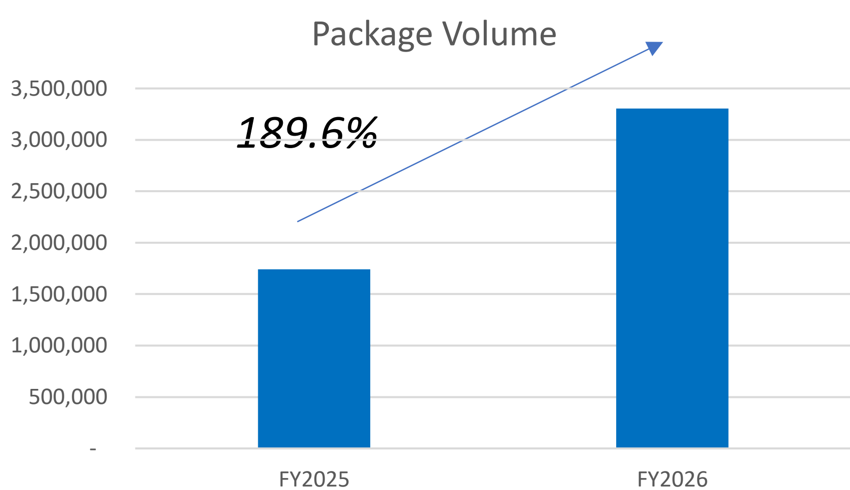
- **Returns:** Shoppers drop packages at PUDOPoints for PUDO pick-up and subsequent return to the retailer.
- **For Pick-Up (FPU)/Drop-Ship:** Shoppers drop packages at PUDOPoints for courier shipment.
- **Failed First Attempt (FFA):** Couriers drop undeliverable packages at PUDOpoints for shopper pick-up.
- **Third Party Logistics (3PL):** PUDO provides rate management and logistics consulting services to third parties - discontinued
- **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.



PUDOpoint Network



- The number of PUDOpoints grew approximately 13% YoY
- There are more than 1,925 PUDOpoints – 1,007 in Canada and 921 in the U.S.
- Partnerships with Annex and GoLocker are expected to add another approximately 485 and 200 locations



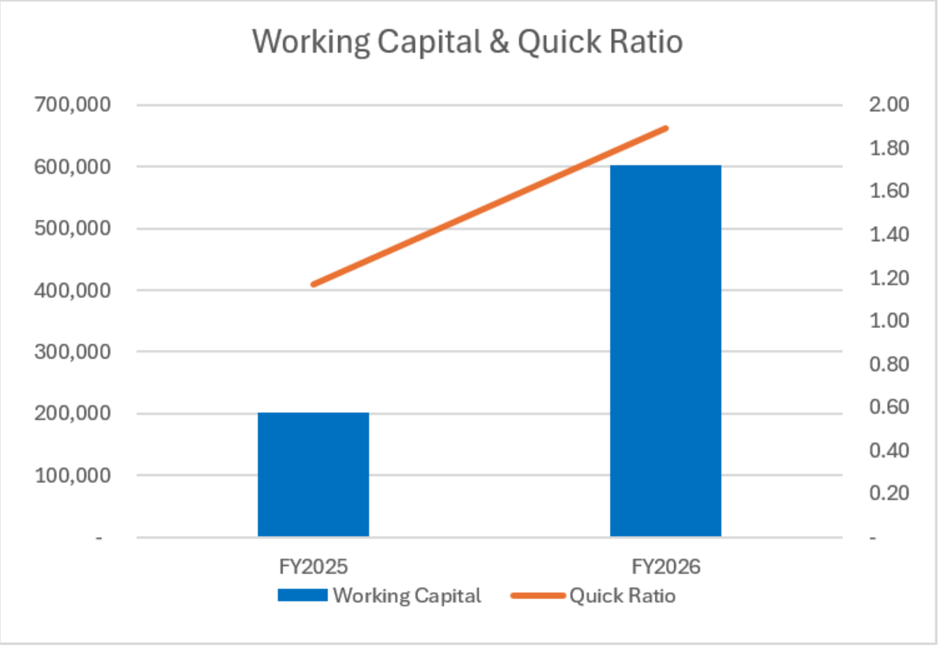
- In FY2026, package volume grew by approximately 186% YoY
- More than 3.3 million packages were handled by the network

FY2026 Balance Sheet

Balance sheet strength has improved significantly as a result the stock offering in March of 2025.

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

	FY2025	FY2026
Current Assets		
Cash	649,997	242,575
Accounts Receivable	633,737	905,921
Prepaid, Short-Term & Deposits	102,947	129,520
	1,386,681	1,278,016
Current Liabilities		
Trade Payables	1,184,924	675,792
Working Capital	201,757	602,224
Quick Ratio	1.17x	1.89x
Long-Term Debt	-	-
Shareholder's Equity	271,742	681,924



FY 2027 Growth Initiatives

New Customers

- Initial launch with an enterprise level customer is underway
- Advanced discussions with a second enterprise customers focused on U.S. services

Network Expansion

- Los Angeles market open for returns
- Evaluating other major metro areas for expansion
- Continued development with partners such as GoLocker and Annex Brands

Increase Share of Wallet

- Expanding geographic coverage in Canada with a significant current customer
- Adding additional services for existing customers

Improve Operational Efficiency

- Additional staff expertise to develop more operational efficiency
- Increased use of automation to enhance logistics consistency

Strategic Direction

- PUDO is focused on developing the existing service portfolio in the Canadian and U.S. markets
  - Expanding geographically with three major companies to develop geographically in the U.S.
- Manage operational efficiencies to improve margins
  - Tight data control and network monitoring
  - Offset general cost increases in the market
- The most viable strategic alternatives
  - Sale of the business
    - UPS purchased Happy Returns for an estimated 8-9x revenue
  - Strategic Partnership
    - The PUDO network footprint provides immediate geographic coverage for logistics providers
  - Continued Growth
    - PUDO is currently only active in three major U.S. markets and contributes approximately 15% of total revenue

PUDO, Inc.

Question & Answer