



FY 2025 Earnings Call



Workspport Ltd. Full Year 2025 Earnings Call [March 26, 2026 4:30 PM ET]

 **NasdaqWKSP**



Introduction

Good afternoon, everyone, and thank you for joining Workspoint's fiscal year 2025 and Q4 2025 earnings call. I'm **Steven Rossi**, Chief Executive Officer of Workspoint Ltd. With me is our Chief Financial Officer, **Michael Johnston**.

We will be reviewing the financial results for the quarterly period ending **December 31st, 2025**, and our full fiscal 2025. These results were filed today at 4:01 PM ET in our Form 10-K.

On today's call, alongside our financial performance we'll review our operating execution across the flagship hard tonneau cover offerings, progress on the commercial launch of our **SOLIS and COR** offerings, our capital position, and the key strategic priorities we are focused on as we move into 2026.

2025 Headline Results

Net sales nearly doubled to \$16.1 million

Gross margin improved 2,800 basis points — from 11% in 2024 to 28% in 2025

Dealer network expanded sixfold to 550+ locations

ISO 9001 certification achieved April 2025

- ❑ 2025 was a year of **real top-line growth and significant margin improvement**. Our time and investments through the end of fiscal 2025 have set the right foundation for fiscal 2026 and beyond. We successfully transformed from product conceptualization to market delivery.



Safe Harbor Statement

Forward-Looking Statements

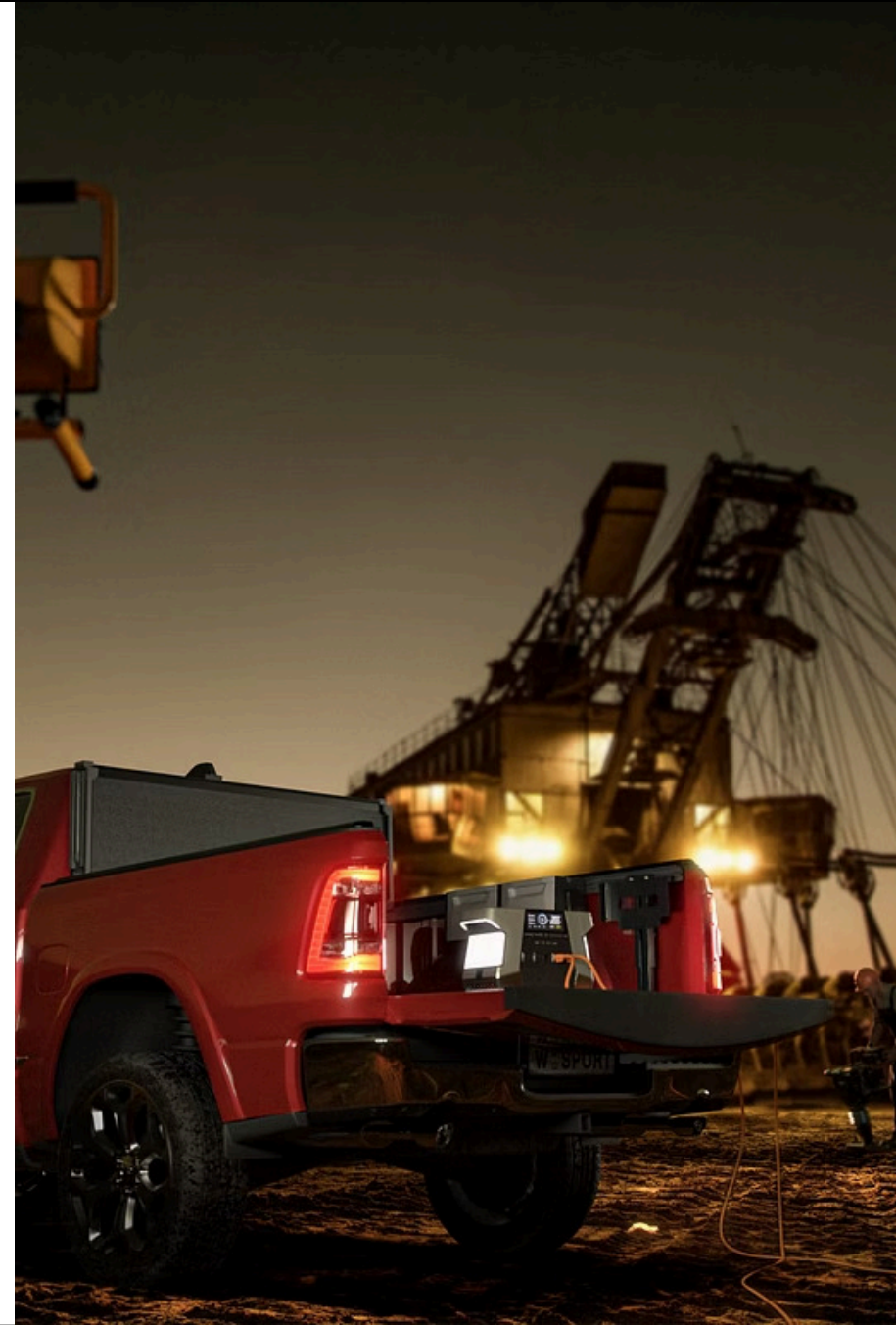
This presentation contains forward-looking statements based on management's current expectations and projections about future financial performance, market developments, and strategic initiatives.

Inherent Uncertainties

Actual results may materially differ from projected outcomes due to market volatility, competitive pressures, regulatory changes, and other factors beyond our reasonable control.

No Obligation to Update

The statements made today reflect our views as of this date only. Workspoint expressly disclaims any obligation or undertaking to release publicly any updates or revisions to these forward-looking statements.



Agenda



Key Takeaways — Fiscal 2025

Net sales growth, margin expansion, and transition from development to early commercialization across multiple product lines.



Operational Execution

Manufacturing scale-up, distribution expansion, and key product milestones across tonneau product offerings.



Fiscal 2026 Outlook

Key milestones, path to cash flow positivity, and strategic priorities driving the next phase of growth.



Risk Profile & Capital Strategy

Liquidity position and capital strategy to provide clear context on our financial profile.



SOLIS, COR & Terravis Energy

Commercial launch and positioning of SOLIS and COR, plus AetherLux platform progress.



Detailed Financial Review

Full-year and sequential performance, margin expansion, net sales quality, and operating leverage.



Supply Chain, Tariffs & IP Strategy

Supply chain dynamics, tariff impacts, and our intellectual property strategy.

Key Takeaways — Fiscal 2025

1

Strong Net Sales Expansion

Net sales increased **89.8% year over year to \$16.1 million**, following fiscal 2024 net sales of \$8.5 million. Recent and forthcoming product launches provide fresh offerings to market participants.

2

Material Gross Margin Improvement

Full-year gross margin moved to **28% in fiscal 2025 from 11% in fiscal 2024**. Q4 2025 gross margin was approximately 30%, compared with roughly 11% in Q4 2024.

3

Development Programs → Commercial Activity

HD3 cover transitioned into production in late Q4 2025. **SOLIS and COR launched commercially in December 2025**. Liquidity conversion from these efforts expected to enhance financial production into 2026.

4

Recognized Player in \$4B+ Market

Dealer network expanded **sixfold to 550+ locations** across the U.S. and Canada. ISO 9001 certified April 2025. **Only company offering a fully integrated solar-and-energy storage ecosystem** for the light-duty truck market.

Risk Management — Liquidity & Going Concern

Our fiscal 2025 Form 10-K includes an explanatory paragraph outlining management's assessment of the Company's ability to continue as a going concern. This is a **standard reporting requirement** given our history of operating losses as a growth-stage entity.

Importantly, **our growth has been outpacing our cost structure**, reflecting improving operating leverage as we scale.

With the foundational investments of 2025 now largely in place, our focus in 2026 shifts toward **disciplined execution, monetization, and efficient capital deployment**.

Despite continued increases to one of our key raw components, aluminum, our margins continue to expand, and we expect our operating cash burn to normalize as production overhead is further absorbed by growing sales volumes in fiscal 2026.

2026 Focus Areas

- Disciplined execution & monetization
- Efficient capital deployment
- Margin expansion despite aluminum cost pressure
- Targeting initial operating cash flow positivity in 2026

Capital Strategy — Dilution & ATM Usage

ATM Program Overview

We remain transparent regarding our use of the **At-the-Market (ATM) offering program**.

- In 2025, raised approximately **\$0.5 million** in net proceeds via the ATM
- In November 2025, amended agreement to permit sales of up to an additional **\$4.0 million** for tactical flexibility
- ATM used only as a **secondary tool**

We evaluate and select the capital tools that are most advantageous to operating while being mindful of our shareholder responsibilities.

High-Impact Capital Event

We have historically prioritized the use of certain capital events, such as the **high-impact warrant inducement completed in December 2025**, which brought in **\$6.4 million at a fixed price**.

- Every dollar of capital raised in fiscal 2025 **has been tied directly to current and future operational ROI** — specifically, doubling our overall production capacity and strategically controlled R&D investments.

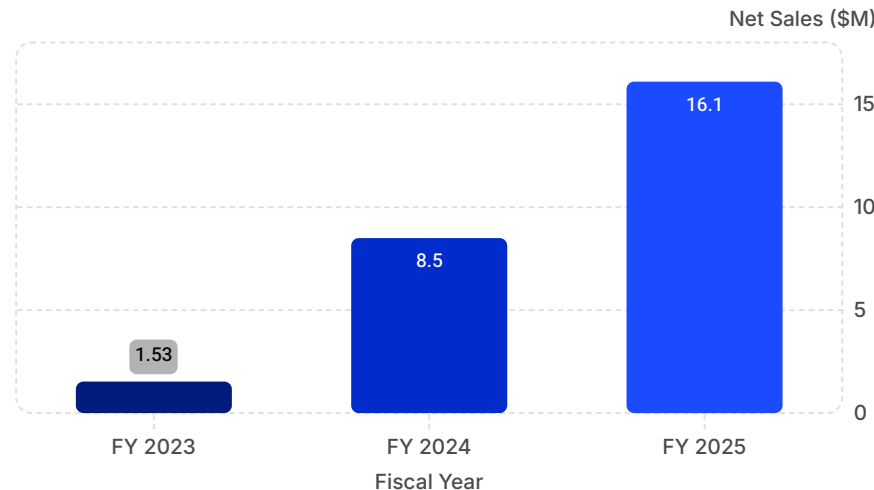
Financial Review — Revenue & Margin Deep Dive

In fiscal 2025, our hard tonneau covers segment generated **\$15.7 million** in net sales, while our soft cover segment contributed **\$0.5 million**.

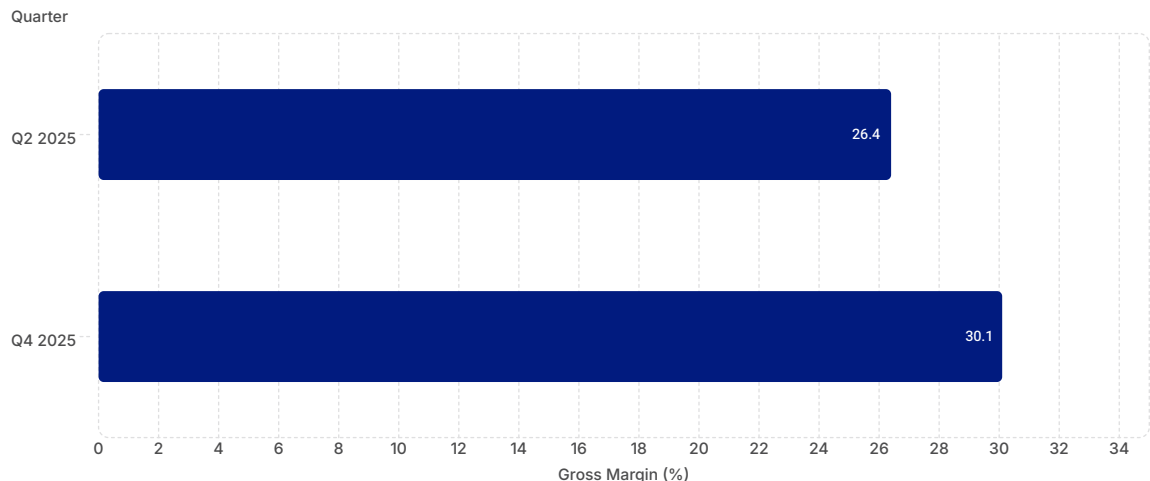
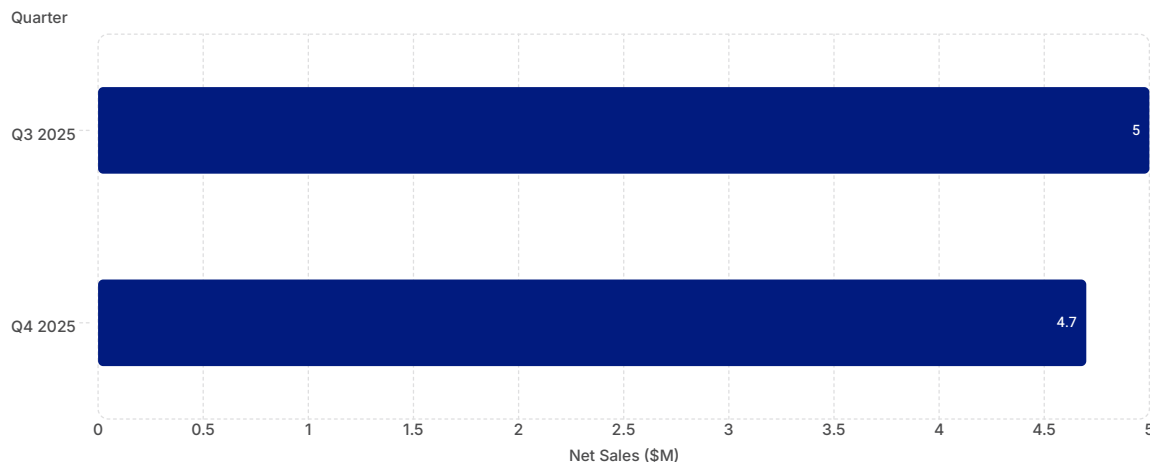
The shift toward hard cover product offerings is intentional — reinforcing our commitment to quality production while supporting **higher market price points and better margin profiles**.

The net sales growth is driven by the rapid scale-up of our **Made in America hard tonneau covers**.

- FY 2025 vs. FY 2024: **+89.8%**
- FY 2024 vs. FY 2023: **+455%**



Sequential Comparison — Q4 2025 vs. Q3 2025



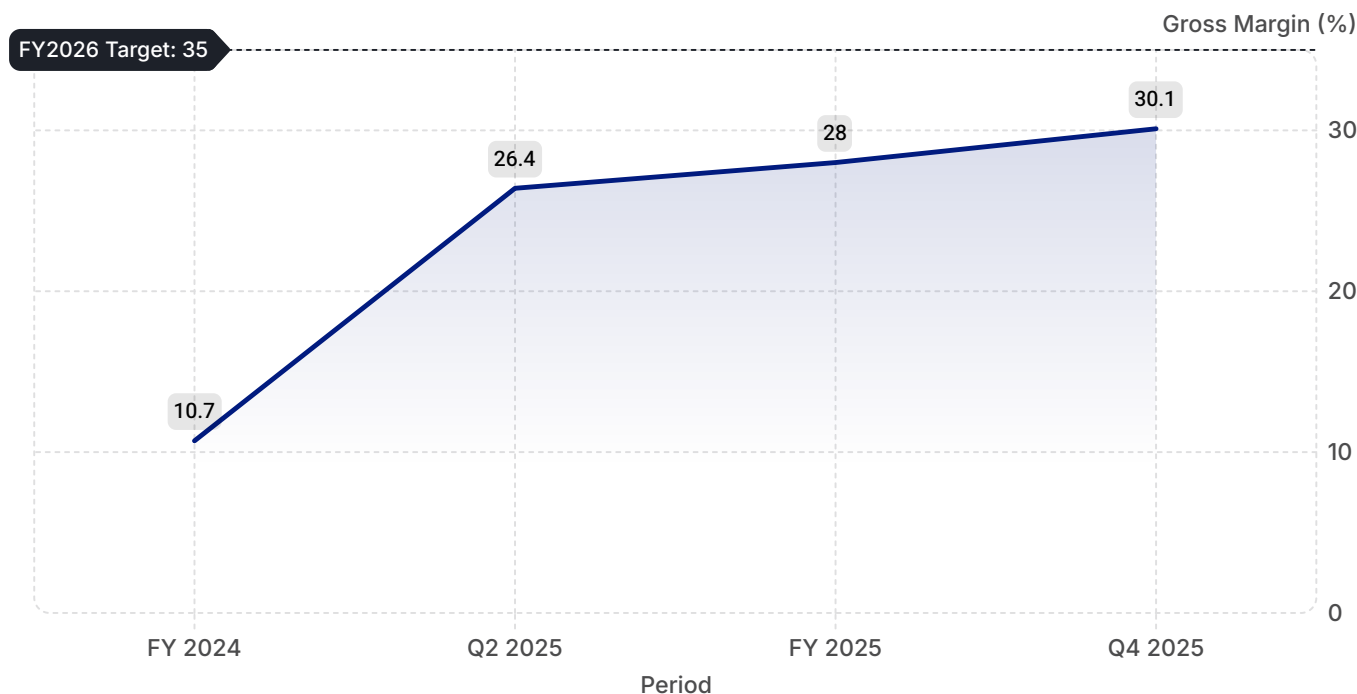
What Drove the Sequential Decline?

Q4 2025 net sales were **\$4.7 million**, compared to **\$5.0 million** in Q3 2025. In late Q3 2025, management responded to continued pricing pressure of our raw material components by implementing a **product price increase** to both direct-to-consumer and business-to-business customers.

The **5.4% sequential decline** is attributed to the product price increase indirectly impacting our promotional marketing efforts which, in turn, both increased our marketing spend and decreased our sales volume. The impact is further amplified by the large contribution of the direct-to-consumer sales channel to net sales.

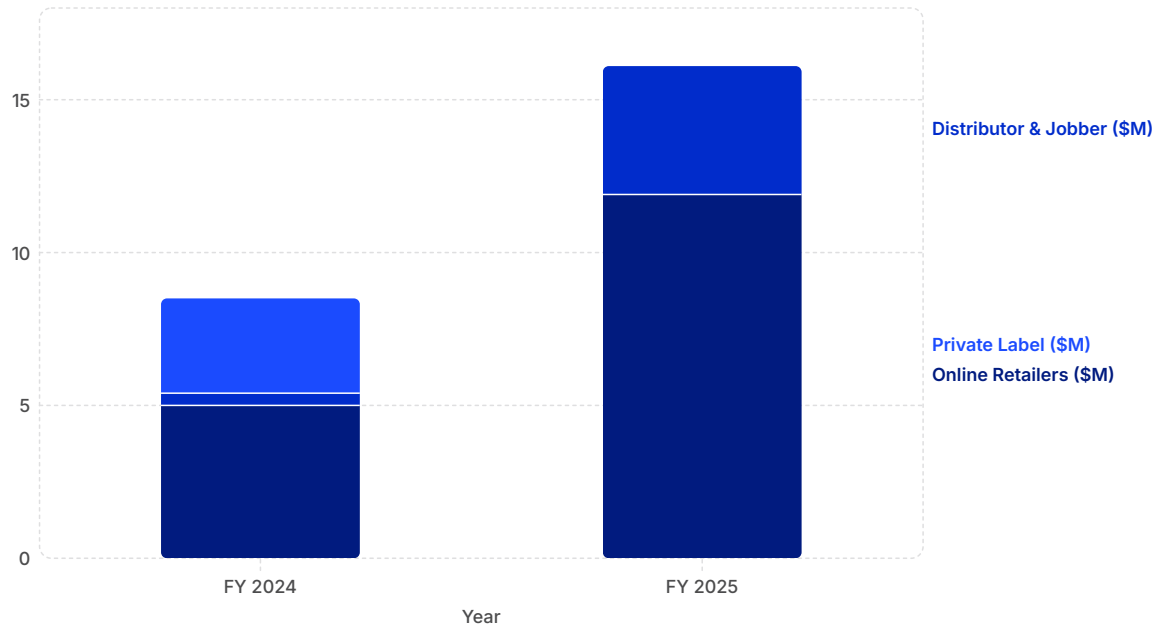
Despite the price increase, our sales channels are stable and are on track to continue growth in fiscal 2026. Our Q4 gross margin of 30.1% proves that our manufacturing processes are mature and can handle product mix shifts without significant margin erosion.

Gross Margin Expansion & Targets



Gross margin expansion is the **most critical metric for our fiscal 2026 outlook**. The expansion to nearly 30% in the latter half of fiscal 2025 was driven by two factors: **higher capacity utilization** at our NY factory and **becoming more efficient with our production efforts**. We plan to continue our focus on margin expansion and have set a stable target of **35% gross margin for fiscal 2026**. We will continue to employ lean manufacturing principles while adding to our product portfolio and maximizing our production capabilities.

Revenue Quality & Channel Mix



Key Channel Shifts

- Online retailer net sales **+142%** to \$11.9M (74% of total vs. 58% in 2024)
- Distributor & Jobber net sales grew from **\$0.4M → \$4.2M**
- **Zero private-label sales** in FY 2025 (vs. \$3.1M / 37% of net sales in FY 2024)
- U.S. net sales **\$16M, up 91%** from fiscal 2024

□ The strategic shift away from private-label toward proprietary production directly complements our resulting margin expansion.

Unit Economics & Throughput

125+

Units Per Shift

Primary production facility in West Seneca, NY capable of producing over 125 units within a single 8-hour shift.

\$9–11M

Quarterly Breakeven

Quarterly revenue needed to reach company-wide cash-flow breakeven at a 35% gross margin.

\$9M

2026 Target Quarter

Anticipates achieving \$9M net sales per quarter within fiscal 2026 at current growth rate.

Our unit economics have improved dramatically. In early 2024, our overhead absorption was a headwind due to low volumes. Today, as we approach phase-one output levels, **fixed costs are being allocated across a much larger base**. In August 2025, we announced our strongest 4-week production run since domestic operations began. The quarterly revenue target is highly influenced by the underlying sales mix between direct-to-consumer and indirect distribution, as well as our product mix.

OpEx Discipline & Scalability

Our strategic focus as we enter fiscal 2026 includes **diligent monitoring of our cash operating expenses**.

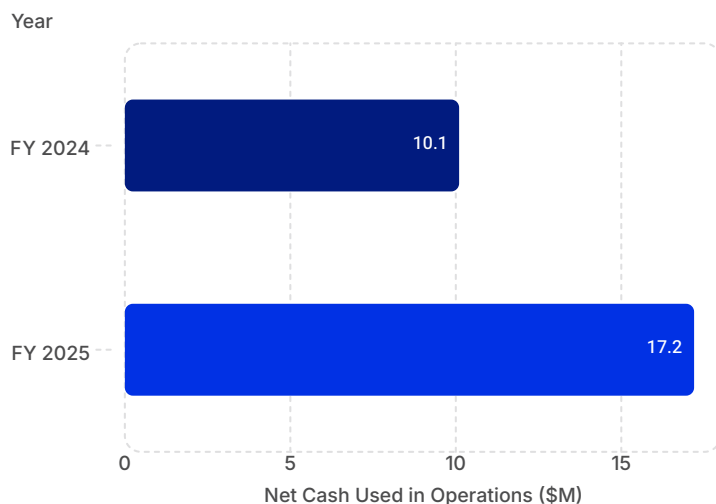
In fiscal 2025, our general and administrative (G&A) expenses were **\$14.8 million**. The \$3.1 million (26%) increase was related to increased employment as we expanded our operations and further developed our product offerings.

Excluding non-cash items, our growth in operational expenses is **trending below our revenue growth**.

Operating Leverage in Action

- Successfully **insourced** several business processes previously handled by high-cost third-party consultants
- Reduced professional fees as a **percentage of net sales**
- Infrastructure is strong — every additional dollar of margin contribution has an even **greater potential to impact the bottom line**

Cash Burn & Runway Analysis



Liquidity Position (Dec 31, 2025)

\$5.95M

Cash on hand

\$3.4M

Revolving line of credit
available

\$9.3M+

Total liquidity position

At December 31, 2025, we had approximately **\$9.5 million of inventory**, of which 56% were raw materials. Given our projected margin expansion and the expected revenue contribution from SOLIS and COR in 2026, we believe this provides **sufficient runway to reach initial operational cash-flow positivity** within the second half of 2026.



Operational & Manufacturing Milestones

The financial results are the output; the input is our **operational execution on the factory floor** and throughout our distribution networks. Fiscal 2025 was about proving that Workspport can manufacture at scale, in the United States, with rigorous quality control.



ISO 9001 Certified

Achieved April 2025. Evidences our commitment to a quality product and demonstrates our ability to scale reliably even with our abbreviated active production history.



Manufacturing at Scale

Made in America. Rigorous quality control. Strongest 4-week production run since domestic operations began, announced August 2025.

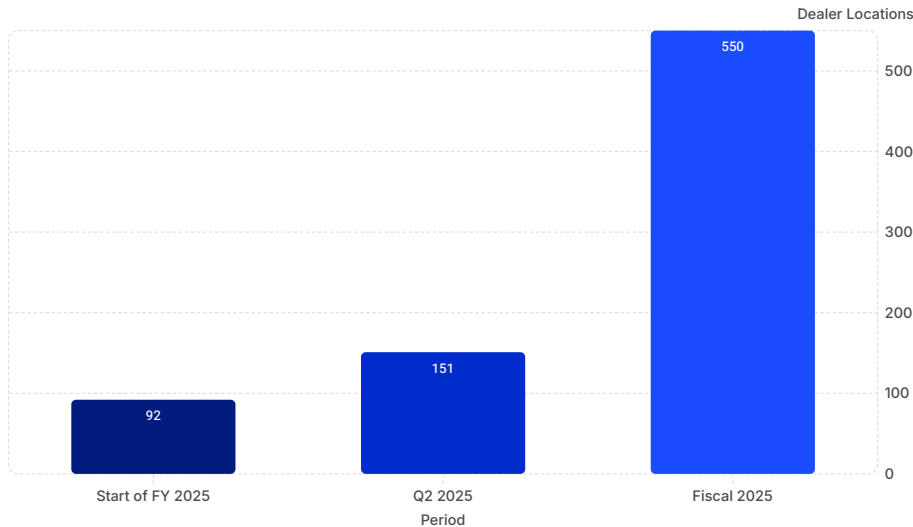


OEM-Ready

ISO 9001 certification is a prerequisite for the Tier-1 OEM relationships we are actively pursuing with Ford, GM, RAM, and Slate.



Distribution Expansion & Product Moat



Building a Competitive Moat

Our business-to-business sales channel is still in its infancy. During fiscal 2025, we rapidly expanded our footprint. In the third quarter alone, we grew our national dealer partnerships by **42%**.

- 550+ dealer locations across the U.S. and Canada — a **nearly sixfold increase** from the start of the year
- Strategic partnership with **Patriot Automotive Technologies** to accelerate nationwide penetration
- Strict **Minimum Advertised Price (MAP)** policies to **protect dealer margins**
- Aggressive marketing support for B2B channel partners
- Over **17,000 dealers nationwide** — we have only just begun



New Upgraded Facility — Ozark, Missouri

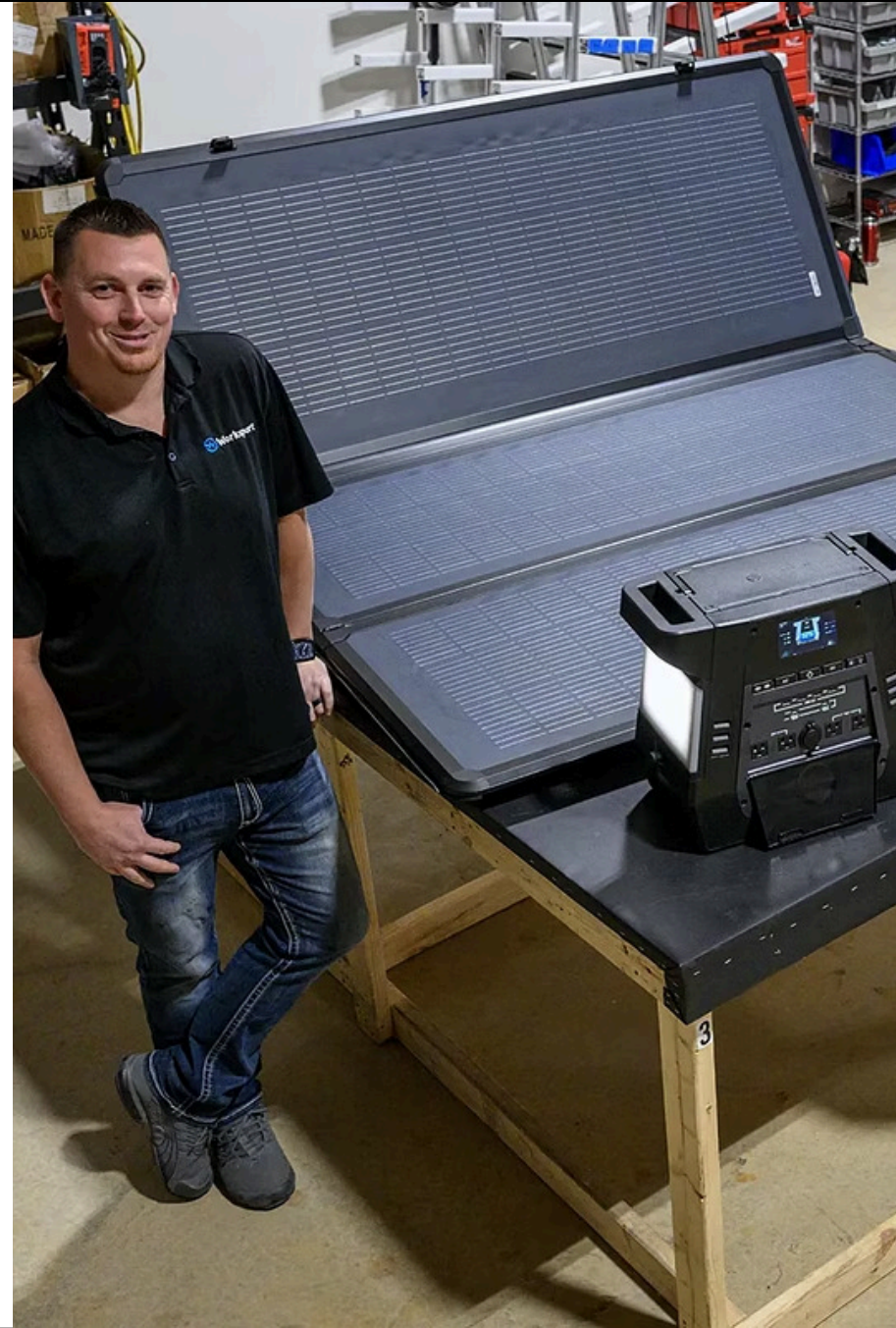
In November 2025, we announced the an **expansion at our Ozark, Missouri R&D Facility**. This facility serves two vital roles.

Role 1: SOLIS & COR Hub

Primary assembly, testing, and distribution hub for our **SOLIS solar-integrated covers** and **COR energy storage products** (no assembly). By separating high-volume tonneau production in New York from complex clean-tech assembly in Missouri, we have de-risked the commercial launch of SOLIS and COR.

Role 2: Expanded R&D Footprint

Effectively **doubles our R&D footprint**. This geographical diversification also improves our logistics network, allowing for **faster shipping to the critical Midwest and Southern markets**.



Product Milestone — AL4 & HD3 Performance

Our tonneau cover portfolio has never been stronger. By mid-2025, the premium **AL4 achieved an 80% rollout**, covering 20 of the 25 targeted vehicle models. In late October, we began production of the **HD3 heavy-duty cover**, which entered commercial sales in November.

The HD3 is strategically priced for our business-to-business dealer network, protecting dealer margins while strengthening relationships within the jobber community.

- ❏ As we move into 2026, our focus shifts toward monetization and expansion — prioritizing national distribution, deeper dealer network penetration, and initial expansion into international markets such as Europe and Australia. We will also seek to advance OEM-level relationships with Ford, GM, RAM, and Slate.

Tiered Product Lineup

SC3 — Entry-level

AL4 — Premium

HD3 — Professional / Heavy-Duty

Positioned to capture demand across the **full \$4B+ tonneau cover market**

ISO-certified manufacturing + strengthened branding =
operationally ready to scale



— Bonus Note

Coming in 2026: The "Game Changer"

"Many labelling this new cover as a 'Game Changer'."

In 2026, we plan to launch a **next-generation cover** that we believe will help shape the future of Workspoint's hard cover product lineup. Featuring **patented capabilities not currently offered by competitors**, early feedback from select partners and prospective customers has been highly encouraging.

We expect this product to see **strong adoption within our sales channels** and contribute meaningfully to net sales as we scale. Additional details, including product specifications and **pre-order campaign** outcomes, are expected in **early Q2 2026**.





SOLIS & COR — From Development to Revenue

SOLIS

A **solar-integrated folding tonneau cover** aimed at power generation on-vehicle.

- Starting at **\$1,999**, up to **\$2,499** depending on fitment
- Limited initial release
- Commercially launched **December 2025**

COR

A **portable energy storage system** for mobile, off-grid, backup, and vocational use. Designed to function as a standalone and to integrate with SOLIS.

- COR starter kit at **\$949**
- Initial rollout: **1,000 COR units** + 900 additional battery packs
- Near-term initial revenue opportunity: **~\$2.5 million**

- ❑ The key 2026 question is not whether these products launched. It is how fast they scale with acceptable margin and working-capital discipline.





Terravis Energy — AetherLux Progress

Breakthrough Cold-Weather Performance

In February 2025, we announced that **AetherLux can operate in temperatures as low as -57°F** — without energy-intensive defrost cycles — the **only heat pump in the entire world** that has been tested to achieve this feat.

ZeroFrost™ Technology

AetherLux is not limited to extreme climates. Our proprietary **ZeroFrost™ technology** has been tested to **eliminate defrost cycling altogether** — a common source of energy loss, system strain, and inconsistent performance in everyday winter conditions, including major markets like Toronto and New York.

This enables more consistent efficiency, improved comfort, and reduced mechanical wear across a broad range of environments.



AetherLux Commercialization & Strategic Value

AetherLux Pro has undergone due diligence and some site visits from multi-billion-dollar corporations and U.S. government entities, including the Department of Energy's NREL Alaska laboratory.

While tonneau covers drive current revenue, Terravis' intellectual property represents a **compelling opportunity tied to the global shift toward clean energy products**, including high-efficiency HVAC.

In late Q1 2026, we selected an **established manufacturing partner**. The product is expected to achieve **certification in 2026** and is currently being evaluated by multiple government entities.

Strategic Value Drivers

- Due diligence from multi-billion-dollar corporations
- Evaluated by U.S. DOE NREL Alaska laboratory
- Manufacturing partner selected Q1 2026
- Certification expected in 2026
- Multiple government entities evaluating
- Compelling addition to Workspoint's overall value proposition

Section 21 Supply Chain & Geopolitical Mitigation

Soft Tonneau Covers & Raw Materials

Our soft tonneau covers, along with a **small percentage** of raw materials used in our hard covers, are sourced from China. While we experienced overall increased input costs during fiscal 2025 as a result of tariffs on imported goods, these cost increases **did not impact our soft tonneau covers**, as no additional components were sourced during the time period.

Hard Covers — Made in the U.S.A.

In fiscal 2025, domestic aluminum prices increased by more than **35%**, and are up over **50% since the start of fiscal 2024**, driven by supply constraints and tariff-related pricing pressure. In response, we implemented pricing adjustments across our tonneau cover portfolio. Demand has started to stabilize and we are **regaining momentum heading into Q2 2026**.

Portable Energy Products (SOLIS + COR)

Our portable energy products are currently manufactured using foreign lithium-ion supply chains. The current tariff environment has required adjustments to our pricing and go-to-market strategy. We are actively evaluating opportunities to **transition toward a more domestic supply chain for the COR system over time**.

We believe the unique SOLIS + COR system will be well received once proper commercialization is achieved across all sales channels.

Intellectual Property Strategy

24

Issued Utility Patents

As of December 31, 2025

50

Design Patents &
Registrations

Issued globally

95

Pending Applications

Utility and design applications
currently pending

43

Trademark Registrations

Plus 15 pending trademark
applications in various
jurisdictions worldwide

We take a **clinical approach to intellectual property enforcement**, ensuring that our "first-mover" status in the solar tonneau space is defended against both domestic and international imitators. We are really excited about our recently submitted patent applications for the **AetherLux ZeroFrost™ system**.

□ Our intellectual property portfolio continues to serve as our defensible competitive advantage.

Scalability — Revenue Growth vs. OpEx

To reiterate the scalability of our product offerings: in fiscal 2025, our **net sales grew by nearly 90%**. During that same period, our core manufacturing and distribution infrastructure matured and expanded to complement our customer demand across all sales channels.

In fiscal 2026, we do not anticipate the need for major step-ups in each channel. **We have the floor space, we have the machinery, and we have the ISO certification.** Our focus is now exclusively on increasing throughput and optimizing our sales funnel.

The S-Curve of Growth

This is the classic "S-curve" of growth:

- The **heavy lifting of building the platform is done**
- We are now entering the phase of **accelerated margin capture**
- Every incremental revenue dollar now carries **greater margin contribution**

2026 Outlook — H1 & H2 Milestones

First Half of Fiscal 2026

1 SOLIS & COR Ramp-Up

Initial SOLIS and COR ramp up and margin contribution.

2 Full HD3, AL4 & AL3 Rollout

Full rollout to all 550+ dealer locations.

3 "Game Changer" Launch

Launch of next-generation hard tonneau cover — expected to be a best-seller.

Second Half of Fiscal 2026

1 Dealer Network Expansion

Aggressive expansion to **1,500+ locations** through new distribution partnerships expected later this year.

2 Operational Cash-Flow Positivity

Targeting initial operating cash-flow positivity in H2 2026.

3 B2B & OEM Partnerships

SOLIS and COR expansion via synergistic partnerships with other businesses.

Path to Cash-Flow Positivity

Our path to cash-flow positivity is driven by **three pillars**:

Pillar 1: Net Sales Volume

Reaching the **\$9M net sales quarterly threshold** that meaningfully produces contributions in excess of operational needs depends on a combination of sales volume mix and product mix.

Pillar 2: Margin Mix

Increasing overall production provides **margin lift** as we use our resources more efficiently to support our sales growth. We have diversified our product offerings, some of which provide more meaningful margin lift. Both product mix and sales channel mix will directly impact our ability to maximize margin efficiencies.

Pillar 3: Capital Efficiency

We plan to concentrate our efforts on **performance marketing** that reinforces our brand rather than solely focusing on brand impression to drive sales volumes. We also plan to monitor our need to incur additional costs to increase our visibility and impression given our size and stage of operations.

- ❏ We enter fiscal 2026 with a stronger cash position and double the availability on our line of credit facility compared with the start of fiscal 2025, providing us the stability to execute this plan.

Section 26

2026 Financial Projections

FY 2026 Guidance

\$35–42M

Revenue Guidance

~35%

Gross Margin Target

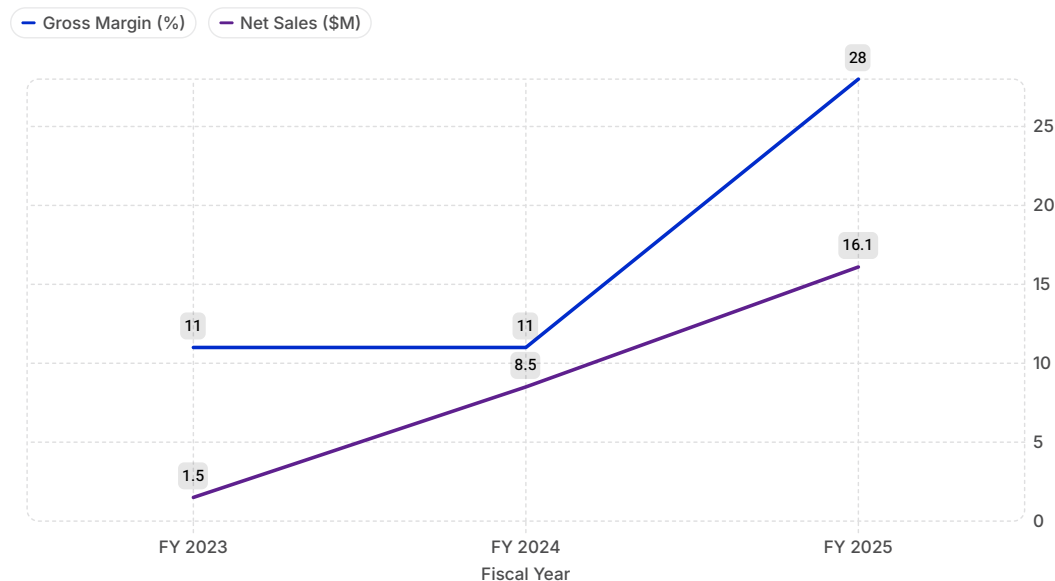
Key Guidance Highlights

- Full year impact of **three product offerings** launched in late fiscal 2025
- Introduction of "**Game Changer**" product offering in early Q2 2026
- Reflects commitment to driving efficiencies as company and product offerings mature
- Assumes continued growth in B2B sales channel (**26% of net sales mix in 2025**)

Important Notes

- Guidance **excludes contributions from AetherLux** (commercial readiness expected H2 2026)
- Guidance **does not assume upside** from faster-than-expected SOLIS and COR ramp
- Guidance **excludes potential geopolitical impacts**; assumes aluminum prices stable at current levels
- Focused on EBITDA and positive operating cash flows with responsible liquidity management

"Why Workspoint, Why Now?"



Two years ago, Workspoint was a pre-revenue development-stage company. Today, we have demonstrated our ability to scale — growing net sales from approximately **\$1.5 million in 2023 to \$8.5 million in 2024, and to \$16.1 million in 2025**. Over that same period, gross margins improved from 11% to 28%, **exceeding 30% in late 2025**.

At the same time, we have significantly strengthened the foundation of our operations. We expanded our sales channel positioning, reduced our indebtedness, and brought multiple products to market, including **HD3, SOLIS, and COR**. We also continued to invest our efforts to develop our AetherLux product which may serve as a long-term value driver. Our efforts with our intellectual property provide a comfortable competitive advantage.

With these milestones achieved, we can now focus on execution, scaling throughput, and driving toward sustained profitability.



Question & Answer Session

Workspport is now opening the floor for Q&A. We welcome live questions from the analysts attending the call.

Live Q&A

Investors attending the call can write their questions within the **Q&A section of the Zoom Call.**

Email Questions

Investors are also able to email investors@workspport.com

Presentation Download

Prepared remarks and presentation deck available for download at www.investors.workspport.com/#reports

