HYDREIGHT TECHNOLOGIES

Q1 2026 Earnings Call

June 2026

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Hydreight At A Glance

Hydreight powers digital health brands with comprehensive, compliant, and turnkey infrastructure. Our platform manages the complex legal, clinical, and operational backend – from 50-state compliance to pharmacy fulfillment – enabling brands to scale rapidly in the U.S. market

~450%
Revenue Growth
Q1 year-over-year

Q1 Growth Acceleration
VSDHOne launch has marked a step-change in growth

Highly Scalable & Recurring
Recurring prescription sales & SaaS platform fees

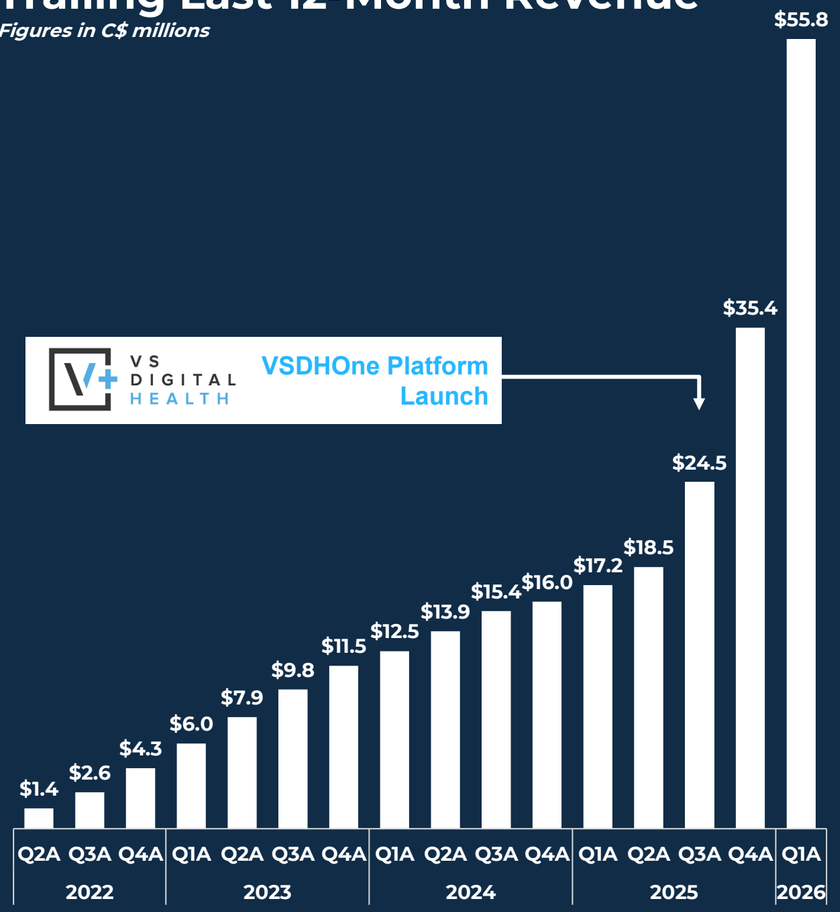
+13% Q1 Adj. EBITDA Margins

$24M
Cash On Hand as of Q1 2026

50%
Insider Ownership
Strong alignment between shareholders and management

Trailing Last 12-Month Revenue

Figures in C$ millions



Operation Review

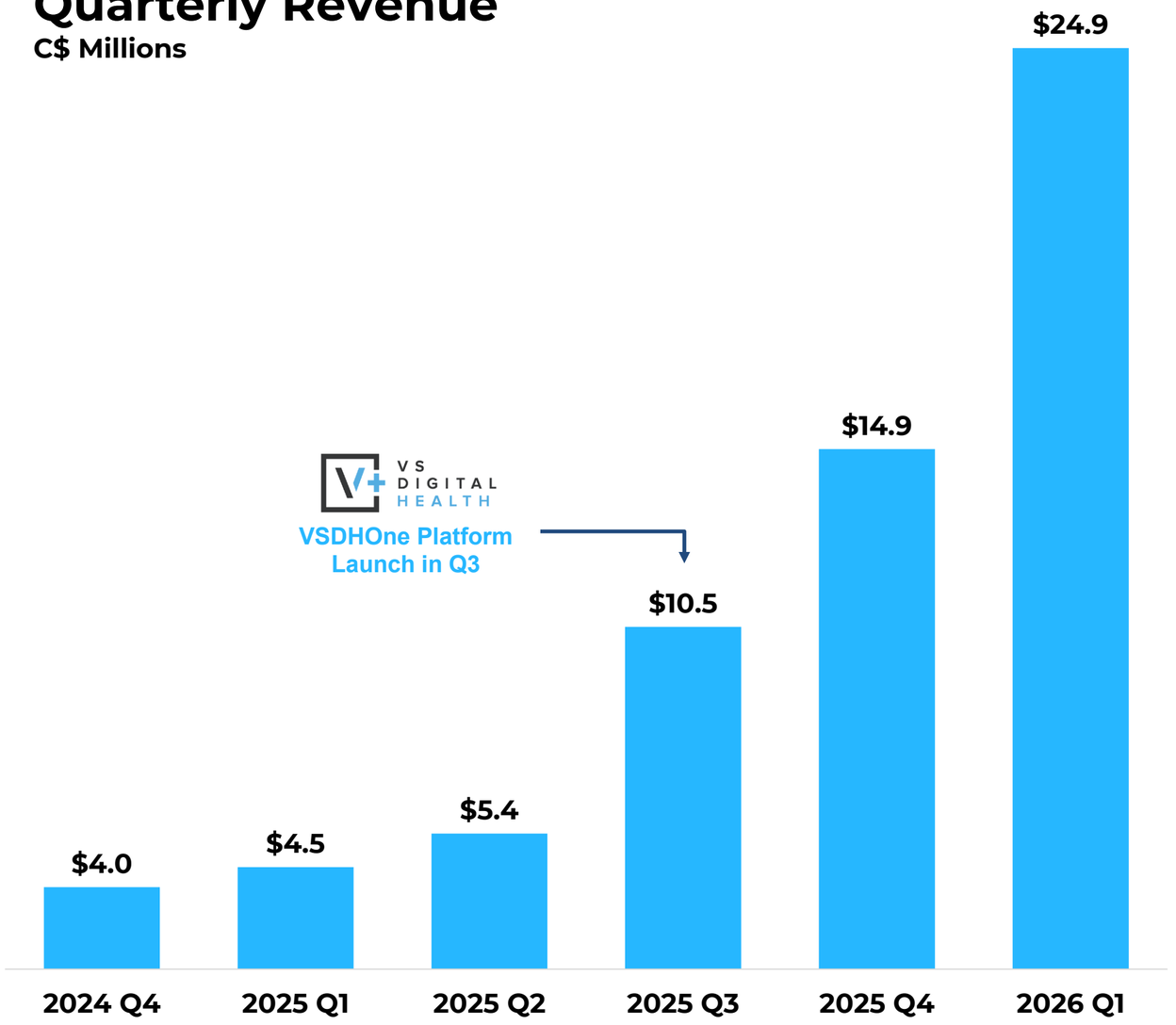
What Drove Record Quarter	→	**No Single Outlier, Everything Working Together**
Increasing Regulation	→	**A Tailwind, Not a Threat**
Market Continuing to Accelerate	→	**Early Innings of Patient-Led Therapies**
Platform Performance	→	**Growth Accelerating, Operating Leverage Evident**
Financial Strength	→	**Strongest Financial Position To Date**

Q1 Marked A Record Quarter

- **Record revenue** with **expanding profit margins** for the **3rd consecutive quarter**
- **Q1 revenue of ~$25m was roughly 70% of our full year fiscal 2025**
- **67% quarter-over-quarter revenue growth** in Q1
- **450% year-over-year revenue growth** in Q1
- **Scaling is accelerating** across multiple facets of the business

Quarterly Revenue

C$ Millions

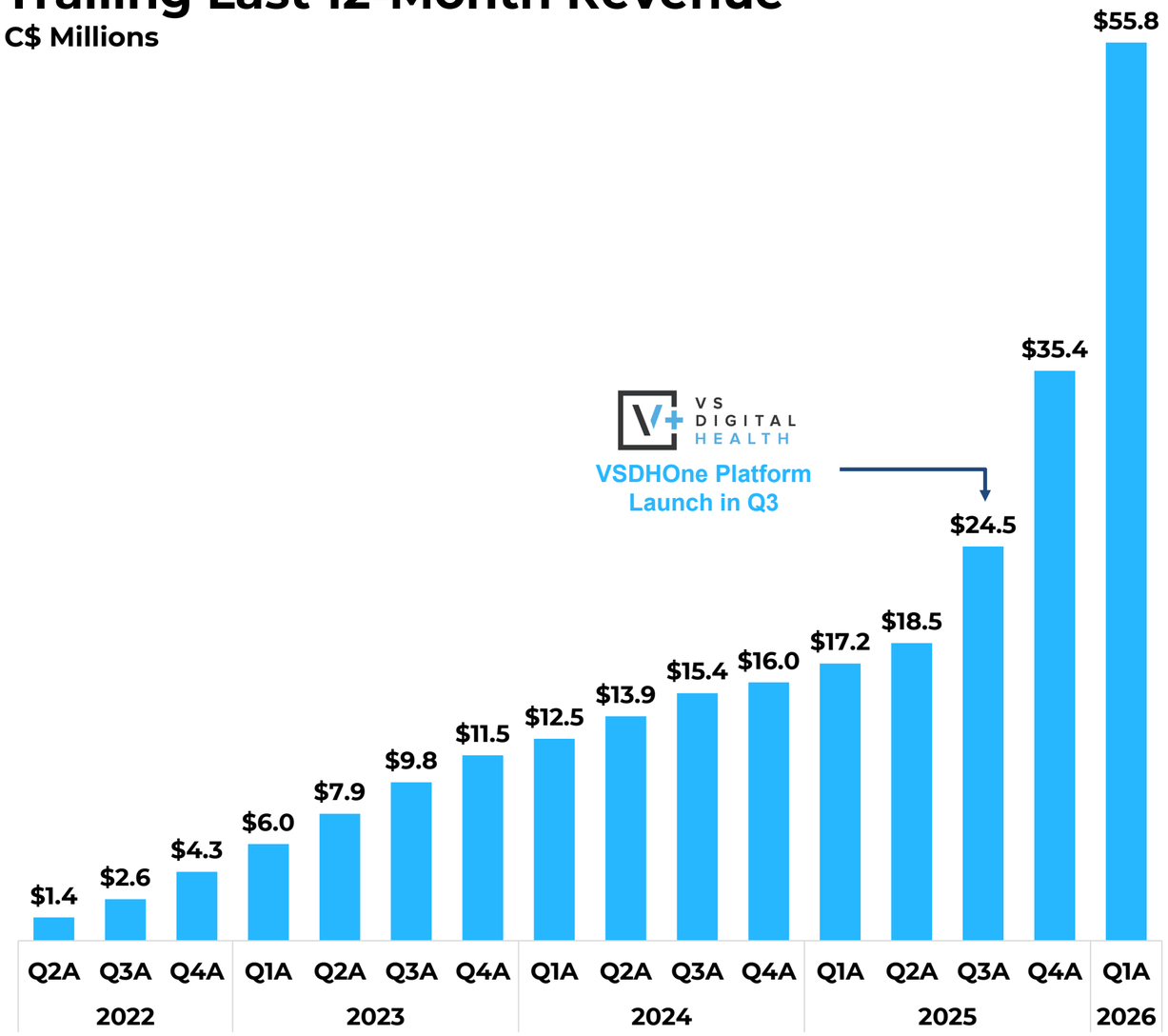


Sustained Growth, Now Inflecting

- **Trailing 12-month revenue of $55.8M** - nearly tripling in the three quarters since VSDHOne launched (up from $18.5M)
- **15+ consecutive quarters of growth** - an unbroken four-year climb through every market cycle
- **A clear inflection post-VSDHOne launch –** with growth accelerating after Q3 2025
- **Largest step-up on record:** the most recent quarter added $20M+ to trailing revenue ($35.4M → $55.8M)

Trailing Last 12-Month Revenue

C$ Millions

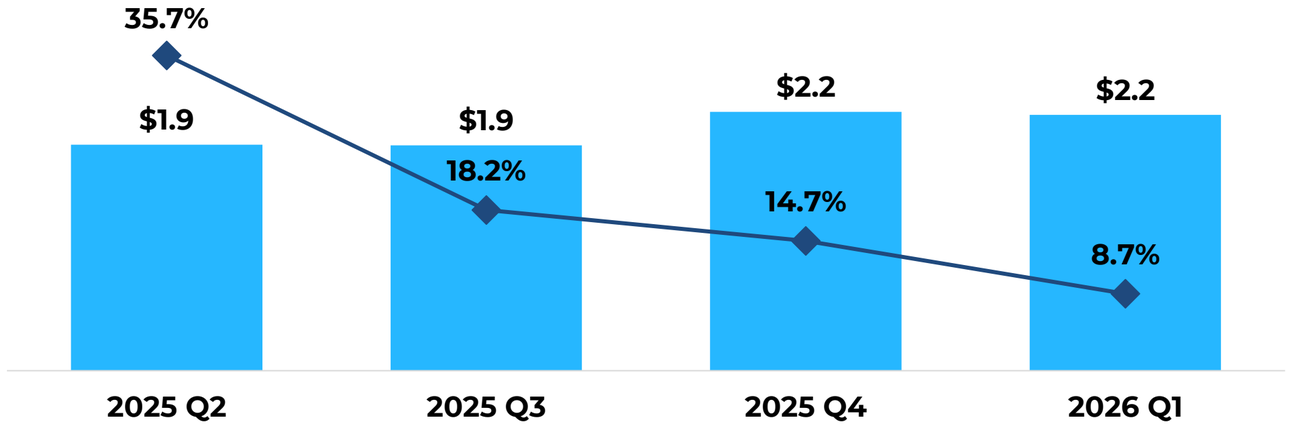


Operating Leverage & Profitability Continuing to Accelerate

- Q1 saw **operating leverage continuing to accelerate,** despite still being sub-scale
- **Operating expenses have remained flat over past 4 quarters** while revenue grew ~450% over that same period
- **40% drop in OPEX as % of revenue** in Q1 versus the prior quarter
- Rising profitability with **EBITDA margins rising to +13% in Q1 2026**
- Highlights the strength of our platform and our **ability to scale efficiently**

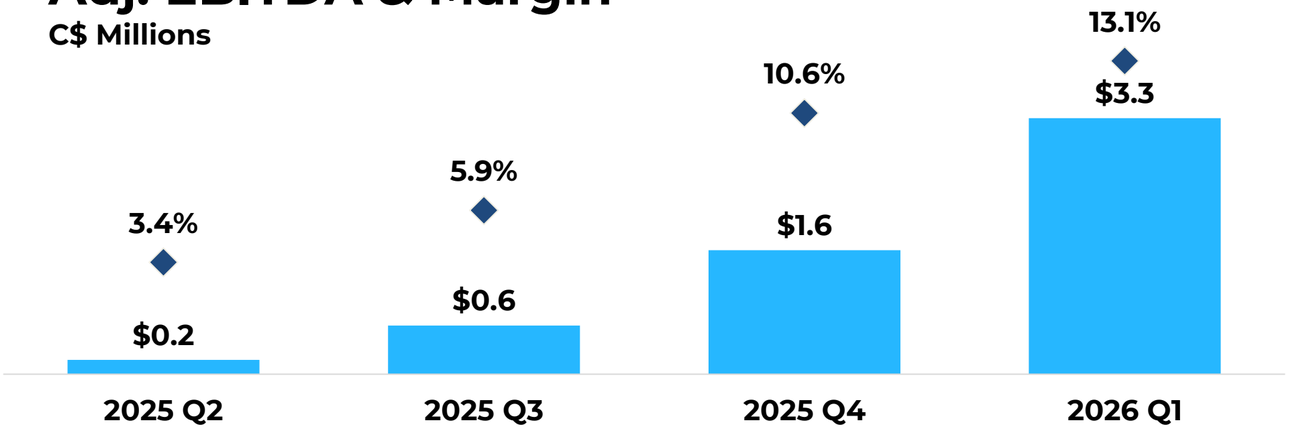
OPEX & OPEX as a % of Revenue

C$ Millions



Adj. EBITDA & Margin

C$ Millions



Firmly on Track for 2026

- Platform use-case, scalability and operating leverage now established
- Clear pathway for 2026 → scaling volumes from existing & new customers
- Strong Q1 momentum carrying into Q2 as growth continues to accelerate
- Expanding product lines (Peptides, GLP-1 + Longevity)
- Strong pipeline of new customers currently onboarding
- Remain firmly on track to delivery against our full-year 2026 guidance

HYDREIGHT TECHNOLOGIES

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