FATPIPE (NASDAQ:FATN) Q1 FY27 FINANCIAL RESULTS

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Non-GAAP Financial Measures

In addition to our financial results determined in accordance with the generally accepted accounting principles in the United States (“GAAP”), our management uses earnings before interest, taxes, depreciation, and amortization (“EBITDA”), adjusted EBITDA, Non-GAAP Net Income, and Non-GAAP Earnings Per Share, non-GAAP measures, as key measures in operating our business. We use these measures to make strategic decisions, establish business plans and forecasts, identify trends affecting our business, and evaluate performance. EBITDA, adjusted EBITDA, Non-GAAP Net Income, and Non-GAAP Earnings Per Share are presented for supplemental informational purposes only, should not be considered a substitute for, or a more meaningful measure than, financial information presented in accordance with GAAP, and may be different from similarly titled non-GAAP measures used by other companies. A reconciliation is provided below for adjusted EBITDA, Non-GAAP Net Income, and Non-GAAP Net Income Per Share to the most directly comparable financial measure presented in accordance with GAAP.

Q1 FY27 at a Glance

Three months ended June 30, 2026 vs. June 30, 2025

Revenue

$5.03M

+27.8% YoY

Net Income

$1.23M

+65.5% YoY

Adjusted EBITDA

$1.29M

+17.6% YoY

Gross Margin

92.2%

-2.0 pts YoY

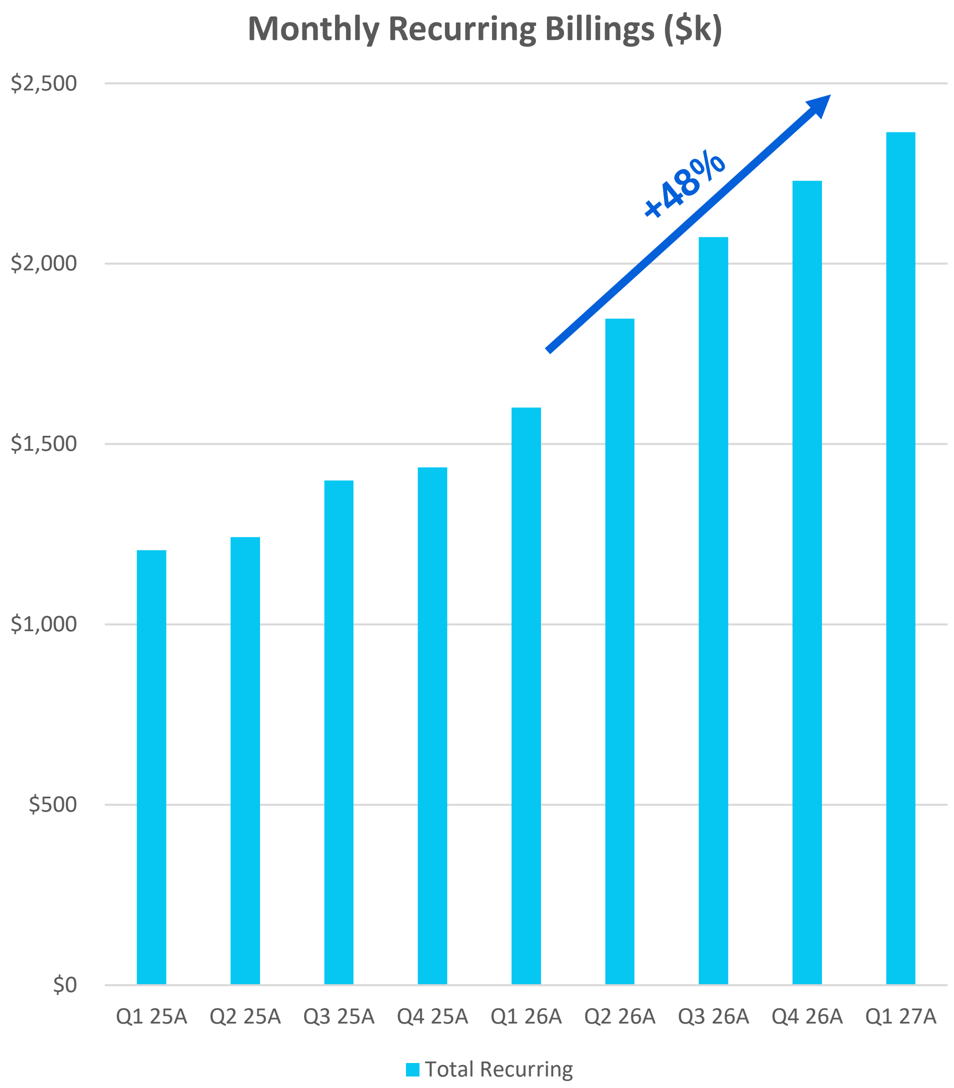
EPS

$0.09 / Share

+80% YoY

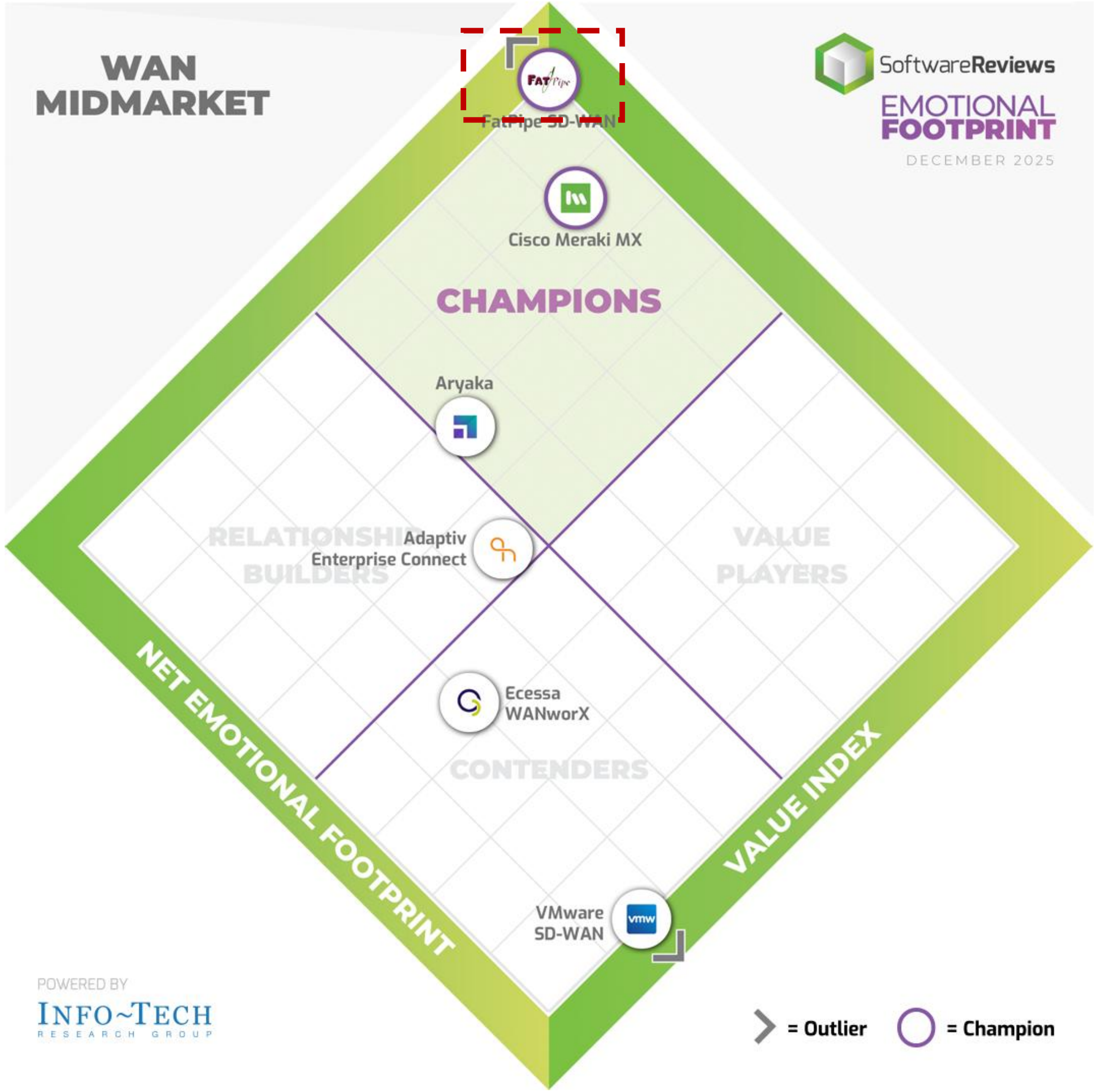
Adjusted EBITDA is a non-GAAP measure; see reconciliation in the Form 10-Q MD&A.

Financial Results – Billings



ChannelVision 2026 Visionary

FatPipe InfoTech Software Reviews Mid Market Champion



Gartner: FatPipe Beats Cisco in End User Reviews

FatPipe Networks OVERALL RATING 4.8 out of 5 ★★★★★ in SD-WAN

Customer Ratings for SD-WAN out of 5.0

	FatPipe	Cisco
Product Capabilities	4.8 ↑	4.6 ↓
Evaluation & Contracting	4.8 ↑	4.6 ↓
Integration & Deployment	4.7 ↑	4.6 ↓
Service & Support	4.7 ↑	4.6 ↓

97% of reviewers would recommend FatPipe Networks

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