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FarEye Group turns profitable in Q4 FY26 as Americas revenue grows 13.25% to $7.97 million

US, 2*l* November*l* 2026: *Total Income reached **US$30.03 Mn**; loss after tax narrowed to **US$1.07 Mn**; Gross margin (subscription) expands to 79.42%; Four Fortune Global 500 companies added as customers during FY26*

FarEye Technologies Private Limited ("FarEye"), a provider of a software-as-a-service ("SaaS") Delivery Management System (DMS), achieved positive Profit after Tax (PAT) in Q4 FY26, the company said today in announcing results for the year ended March 31, 2026.

Total Income reached **US$30.03 Mn** in FY26, with Revenue from operations rising to **US$27.90 Mn**, from **US$22.40 Mn** in FY25, representing about 24.58% increase from FY25 to FY26. Total expenses increased approximately 3.12% between the fiscal periods while Adjusted EBITDA improved by 65.58% year-on-year, and net loss narrowed to **US$1.07 Mn** in FY26 from **US$5.90 Mn** in FY25, an improvement of approximately 81.94% between the fiscal periods. Cash reserves at the close of FY26 stood at **US$30.63 Mn**.

Subscription revenue, generated under committed, multi-year recurring contracts, accounted for about 83.25% of revenue from operations. Further, 91.88% of revenue from operations in FY26 came from international markets, spanning North America, Europe Middle East & Africa (EMEA) and Asia Pacific while 70.86% came from customers with annual consolidated revenue of US$500 million or more.

As of the end of FY26, FarEye served 13 customers that are either Fortune Global 500 companies or group entities of Fortune Global 500 companies (3 and 10 respectively, out of which 4 companies were added during the year). The company serves delivery operations across courier, express and parcel providers, post and postal operators, third-party logistics companies, retailers, food and beverage businesses, consumer-goods and pharmaceutical companies, furniture and home-furnishing businesses, electronics and appliance companies, and manufacturers with a direct-to-consumer channel.

"Our FY26 performance was driven by a combination of continued enterprise customer growth, improving efficiency in how we operate and deliver our technology, and disciplined cost management," said Kushal Nahata, Co-founder and CEO, FarEye. "We continued to invest in our product and AI capabilities while maintaining focus on the underlying economics of the business. More broadly, we believe with the evolving omnichannel commerce landscape, deliveries are moving closer to the core of how enterprises think about customer experience and resilience. What matters to us is seeing technology positively enabling those decisions in the real world."

Scaling economically with operational leverage, product market fit and improved efficiency

In FY26, revenue from operations increased by **US$5.51 Mn**, while total expenses increased by **US$0.96 Mn** compared with FY25.

Subscription gross margin improved from 73.44% in FY25 to 79.42% in FY26, roughly 600 basis points in a single year. Compared with 67.38% in FY24, this trend shows the improving efficiency which resulted from increasing product-market-fit and continued operating leverage as the business expands. Further the company stated that the adoption of Artificial Intelligence tools in their operations and product development significantly improved productivity enabling growth with employee costs remaining virtually the same year-on-year.

Over the same two-year period, revenue from operations increased from **US$17.78 Mn** in FY24 to **US$27.90 Mn** in FY26, representing a compound annual growth rate of approximately 25.26%.

Enterprise adoption expanded alongside the business

In FY26, FarEye continued its growth in focussed industries adding customers across consumer courier, express and parcel providers, post and postal operators, third-party logistics companies, retailers, food and beverage businesses, consumer-goods and pharmaceutical companies, furniture and home-furnishing businesses, electronics and appliance companies, and manufacturers with a direct-to-consumer channel.

Approximately 70.86% of FarEye's FY26 revenue came from customers with annual consolidated revenue of US$500 million or more. Some of the publicly announced customers included JB Hi-Fi Group in Australia and New Zealand, Miele across Europe and Australia, AUTODOC and Pošta Slovenije across European markets, and FAST Logistics and 2GO in the Philippines.

Expanding technology investments and AI capabilities across delivery operations

FY26 also saw continued proactive investments into FarEye’s DMS product offering with enhancements to its core execution products complemented by the enhancement of FarEye's AI capabilities.

Alongside its core execution platform, FarEye’s AI agents and SMART applications apply optimisation, machine learning and computer vision to defined operational tasks. These include strategic network planning, operational routing, service-time estimation, address intelligence and driver-compliance checks, with outputs incorporated into planning and execution workflows.

Further, following the close of FY26, FarEye publicly launched PILOT in April 2026. The Agentic AI layer is designed to assist dispatch teams with activities including scheduling, routing, driver assignment and exception management, with human approval and override controls.

“Over the years, our partnership has helped advance capabilities such as real-time Chain of Custody, AI-led POD audits, and Smart Sorting, enabling greater precision, visibility, and control across the network. As the industry evolves towards more intelligent and agentic operations, we see technology as a critical enabler in reinforcing the reliability, trust, and operational discipline that set us apart.”

— Balfour Manuel, Managing Director, Blue Dart (part of DHL Group’s DHL eCommerce division)

“As we scale to over 2,400 stores, our supply chain must do more than just move goods — it must think and adapt in real-time. By leveraging FarEye’s AI Agents, we can now seamlessly orchestrate between our own fleet and third-party networks, maximizing asset utilization across our entire footprint.”

— Colin Yankee, EVP of Supply Chain, Tractor Supply Company

“Our vision is to transform the flow of goods so logistics works better for businesses and the planet. In practice, this requires a relentless focus on asset and capacity utilization to drive meaningful margin improvements across our Ground Freight network. Partnering with FarEye’s AI agents brings the operational intelligence needed to turn underutilized capacity into a competitive advantage. It is the difference between simply moving freight and intelligently orchestrating a high-performance network.”

— Sanjith Sebastian, Global Head of Business Analytics, Network Design & Strategic Planning, Maersk

Recognition during FY26

During FY26, FarEye was recognised as a Representative Vendor in the 2025 Gartner® Market Guide for Last-Mile Delivery Technology Solutions, ranked #1 in Last Mile Delivery in G2's 2026 Best Software Awards in the Supply Chain and Logistics category, and was named AI Startup of the Year in Supply Chain and Logistics at the inaugural Economic Times AI Awards 2025.

The company was also certified as a Great Place to Work® for the seventh year.

Disclaimer:

- *FarEye’s financial reporting currency is INR as it’s headquartered in India and exchange rate used for converting INR into USD for all financial years is 88.37*
- *Financial year refers to the period from April to March.*
- *Financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) which is a replica of International Financial Reporting Standards (IFRS) with specified carve-ins/outs.*
- *Financials in INR have been audited by KPMG (BSR & Co. LLP - Audit arm of KPMG in India)*

About FarEye:

FarEye provides a Software-as-a-Service (SaaS) Delivery Management System ("DMS") comprising a suite of software solutions that enables large enterprises globally and across industries to orchestrate the movement of goods from the time an order is received until it reaches the intended recipient. The platform integrates with a customer's existing technology systems and physical delivery network and brings order checkout, delivery planning, carrier and driver allocation, routing, execution, tracking, recipient communications and experience, returns and selected post-delivery workflows onto a common platform. By bringing together delivery data, operating rules and real-time events into industry specific algorithms, the platform helps customers leverage digitalisation and AI agents to optimize, execute and automate delivery decisions intelligently, with the objective of reducing cost to serve, improving delivery efficiency and enhancing the end-consumer experience.

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