Rezolve Ai CEO: “The Long-Term Winners in AI Will Be the Vertical Market Specialists”

November 19, 2026 1:00 PM EST

Rezolve Ai’s new investor presentation explains why multi-year brand agreements and the opportunity to add payments and rewards underpin Rezolve Ai’s strategy for recurring revenue growth

NEW YORK, Nov. 19, 2026 (GLOBE NEWSWIRE) -- Rezolve Ai (NASDAQ: RZLV), today published its November investor presentation setting out why the company believes specialist AI businesses can build lasting customer relationships. Rezolve Ai typically signs multi-year agreements with brands. A retailer can start with product discovery and add checkout, payments and rewards through the same integration.

“Anthropic’s IPO filing raises a question for investors. Where will AI companies build lasting customer relationships? I believe the long-term winners in AI will be the vertical specialists,” said **Daniel M Wagner, Founder, Chairman and CEO of Rezolve Ai**. “You can ask ChatGPT one question and turn to Claude, Grok or Gemini for the next. Commerce deployments are much stickier. Once a retailer relies on Rezolve Ai to help shoppers find products, pay for them and redeem rewards, replacing us means rebuilding and testing those connections across its business.”

At fashion retailer AJIO, shoppers can use Rezolve Ai’s visual search to upload a photograph and find similar items in AJIO’s catalogue. Rezolve Ai also built brainpowa, its proprietary family of commerce AI models, to ground answers in the merchant’s own product data and reduce the risk of invented details. With TraceWare, merchants can check an AI agent’s actions against the transaction record.

“We’ve spent ten years turning our commerce technology into software we can deploy across brands,” Wagner added. “That means we can bring a new retailer live faster. When an existing customer adds payments or rewards, the retailer gets more from the integration it already has and we can earn more revenue from that relationship.”

The financial case starts with the software. At its October Investor Day, management put **core software margin at 90% or above**. Across the broader group, including services and loyalty activities, Rezolve Ai reported **$63.9 million of gross profit on $130.8 million of revenue in the first half of 2026**, a **48.9% gross margin**. Growing recurring software and licensing revenue is central to Rezolve Ai’s plan to translate those software economics into group profitability.

Rezolve Ai reported a net loss in the first half. Its previously announced operating program targets approximately **$60 million in annualized cost savings** once fully implemented and **positive Adjusted EBITDA for the month ending June 30, 2027**. Adjusted EBITDA is a non-GAAP measure.

The November presentation is available on Rezolve Ai’s investor relations website here https://rezolve.com/reports/current-investor-presentation/

About Rezolve Ai
Rezolve Ai is a global leader in AI-powered commerce and engagement. Its technology helps retailers, brands, financial institutions and commerce platforms create intelligent, personalized customer experiences across search, discovery, engagement and transaction journeys.

Rezolve Ai’s platform is designed to connect consumers, merchants, banks and payment providers through intelligent commerce infrastructure that makes customer interactions more relevant, measurable and valuable. Through its AI-powered commerce capabilities and Reward’s financial engagement platform, Rezolve Ai is building the infrastructure for the next generation of personalized and agentic commerce.

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Forward-Looking Statements
This press release contains forward-looking statements, including statements about demand for specialist AI, customer retention and expansion, recurring software and licensing revenue, margins, profitability, expected cost savings and the timing of positive Adjusted EBITDA.

These statements reflect management’s current expectations. Actual results may differ materially due to customer adoption and renewal decisions, demand for additional services, revenue mix, competition, the timing and execution of the operating program and other risks described in Rezolve Ai’s filings with the Securities and Exchange Commission.

Forward-looking statements speak only as of the date of this release. Rezolve Ai undertakes no obligation to update them, except as required by law.

Use of Non-GAAP Financial Measures
The Company uses certain non-GAAP financial measures, which include Adjusted EBITDA, as we believe these measures can provide meaningful information regarding our operating performance. These non-GAAP measures should be evaluated in addition to and not as a substitute for our financial results presented in accordance with U.S. GAAP. Adjusted EBITDA is a non-GAAP measure that Rezolve uses to assess underlying operating performance. It represents EBITDA adjusted for certain non-cash, non-recurring and other items, including share-based compensation, foreign exchange effects, certain fair-value and financing-related items, and specified acquisition, restructuring and other one-time costs. Net income (loss) is the most directly comparable GAAP financial measure to forward-looking Adjusted EBITDA. The Company is unable to provide a quantitative reconciliation of forward-looking Adjusted EBITDA to net income (loss) without unreasonable efforts because it cannot predict with sufficient certainty the type and extent of specific reconciling items that would be needed to provide such a reconciliation.