

5-YEAR FINANCIAL PROJECTIONS MODEL

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NAVIFLOOR ROBOTICS, INC.

For the Period: FY2024 - FY2028

Date: January 11, 2024

1. INTRODUCTION AND DISCLAIMERS

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1 This financial projections model (the "Model") has been prepared by Navifloor Robotics, Inc.

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2 These projections are based on certain estimates and assumptions made by

2. BASIS OF PREPARATION

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1 The Model has been prepared using the following key assumptions:

- a) Revenue growth based on current market penetration rates
- b) Historical cost structures and operational metrics
- c) Known and anticipated market conditions
- d) Existing contracts and pipeline opportunities
- e) Current technology development roadmap

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2 All figures are presented in United States Dollars (USD) and fiscal years end

3. REVENUE PROJECTIONS

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1 Core Product Lines:

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AMR Units: Projected unit sales growth from 450 units (FY2024) to 1,850 u

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Fleet Management Software: Monthly recurring revenue scaling from \$2.8M

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Maintenance & Support: 18% of hardware revenue, growing to 22%

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2 Revenue Growth Assumptions:

FY2024: \$32.5M (baseline)

FY2025: \$48.7M (50% growth)

FY2026: \$78.0M (60% growth)

FY2027: \$109.2M (40% growth)

FY2028: \$142.0M (30% growth)

4. COST STRUCTURE AND MARGINS

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1 Direct Costs:

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Hardware COGS: 42% of hardware revenue

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Software COGS: 15% of software revenue

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Support COGS: 55% of service revenue

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2 Operating Expenses:

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R&D: 18-22% of revenue

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Sales & Marketing: 25-28% of revenue

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G&A: 12-15% of revenue

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Facilities: 5-7% of revenue

5. OPERATIONAL METRICS

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1 Key Performance Indicators:

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Gross Margin: 58% (FY2024) to 63% (FY2028)

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EBITDA Margin: 15% (FY2024) to 25% (FY2028)

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Customer Retention Rate: 95%

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Software ARR Growth: 45% CAGR

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2 Headcount Projections:

FY2024: 187 employees

FY2025: 265 employees

FY2026: 340 employees

FY2027: 425 employees

FY2028 6500 employees

6. CAPITAL REQUIREMENTS

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1 Projected Capital Expenditures:

FY2024: \$4.2M

FY2025: \$6.8M

FY2026: \$9.5M

FY2027: \$11.2M

FY2028: \$13.5M

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2 Working Capital Requirements:

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Inventory: 90 days

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Accounts Receivable: 60 days

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Accounts Payable: 45 days

7. RISK FACTORS

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1 The Model incorporates the following risk considerations:

a) Market competition and pricing pressure

b) Technology obsolescence

c) Supply chain disruptions

d) Regulatory changes

e) Economic cycle impacts

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2 Sensitivity analyses have been performed on key variables with +/- 20% va

8. CERTIFICATION

The undersigned officers hereby certify that these projections represent our best estimates based on currently available information and reasonable assumptions as of the date hereof.

NAVIFLOOR ROBOTICS, INC.

By: _

James Wilson

Chief Financial Officer

Date: January 11, 2024

By: _

Dr. Sarah Chen

Chief Executive Officer

Date: January 11, 2024

9. CONFIDENTIALITY NOTICE

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