

QUARTERLY P&L STATEMENT Q4 2023

QUARTERLY PROFIT & LOSS STATEMENT

NAVIFLOOR ROBOTICS, INC.

For the Quarter Ended December 31, 2023

(Unaudited - Expressed in US Dollars)

CONFIDENTIAL & PROPRIETARY

For Due Diligence Purposes Only

REVENUE

Product Revenue

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AMR Unit Sales: \$6,842,500

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Fleet Management Software Licenses: \$2,145,000

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Maintenance Contracts: \$875,000

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Spare Parts & Components: \$425,000

Service Revenue

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Implementation Services: \$985,000

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Technical Consulting: \$645,000

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Training & Certification: \$325,000

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Custom Integration Projects: \$458,000

Total Revenue: \$12,700,500

COST OF REVENUE

Direct Product Costs

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Raw Materials & Components: \$2,245,000

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Manufacturing Labor: \$985,000

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Production Overhead: \$645,000

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Quality Control: \$225,000

Service Delivery Costs

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Implementation Personnel: \$585,000

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Technical Support: \$425,000

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Training Resources: \$165,000

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Service Infrastructure: \$245,000

Total Cost of Revenue: \$5,520,000

Gross Profit: \$7,180,500

Gross Margin: 56.5%

OPERATING EXPENSES

Research & Development

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Engineering Personnel: \$1,245,000

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Prototype Development: \$385,000

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Testing Equipment: \$225,000

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Software Development: \$645,000

Sales & Marketing

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Sales Personnel: \$885,000

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Marketing Programs: \$425,000

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Trade Shows & Events: \$165,000

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Sales Operations: \$245,000

General & Administrative

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Executive Compensation: \$685,000

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Administrative Staff: \$425,000

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Professional Services: \$245,000

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Insurance & Benefits: \$325,000

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Facilities & Utilities: \$385,000

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IT Infrastructure: \$165,000

Total Operating Expenses: \$6,450,000

OTHER INCOME/(EXPENSE)

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Interest Income: \$45,000

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Foreign Exchange Gain/(Loss): (\$25,000)

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Other Income: \$15,000

Total Other Income/(Expense): \$35,000

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QUARTERLY PERFORMANCE SUMMARY

Operating Income: \$730,500

Net Income Before Tax: \$765,500

Estimated Tax Provision (25%): \$191,375

Net Income: \$574,125

Key Performance Metrics:

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Operating Margin: 5.75%

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Net Profit Margin: 4.52%

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R&D as % of Revenue: 19.7%

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SG&A as % of Revenue: 31.0%

NOTES AND DISCLAIMERS

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This unaudited financial statement has been prepared by management for internal use only.

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All figures are preliminary and subject to adjustment during year-end audit process.

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Revenue recognition follows ASC 606 guidelines for performance obligation satisfaction.

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R&D expenses include costs related to the development of next-generation to

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Foreign currency transactions have been converted to USD using average ex

CERTIFICATION

The undersigned, duly authorized officer of NaviFloor Robotics, Inc., hereby
certifies that this statement presents fairly, in all material respects, the
financial position of the company for the period indicated.

Date: January 15, 2024

/s/ James Wilson

James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

This document contains confidential and proprietary information of NaviFlo

