

2023 ANNUAL REVENUE BY ROBOT MODEL BREAKDOWN

2023 ANNUAL REVENUE BY ROBOT MODEL

NaviFloor Robotics, Inc.

For the Period: January 1, 2023 - December 31, 2023

Document Reference: FIN-REV-2023-001

1. DOCUMENT PURPOSE AND SCOPE

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1. This document provides a comprehensive breakdown of revenue by robot

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2. All figures are presented in United States Dollars (USD) and have been re

2. REVENUE CLASSIFICATION METHODOLOGY

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1. Revenue is recognized in accordance with ASC 606 guidelines when:

(a) Performance obligations are satisfied

(b) Control of goods is transferred to customers

(c) Service delivery is completed and accepted

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2. Revenue categories include:

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Hardware sales (robot units)

- - 2 -

Software licensing

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Maintenance services

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Professional services

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Spare parts and accessories

3. ROBOT MODEL REVENUE BREAKDOWN

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1. NF-1000 Series (Standard Warehouse AMR)

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Unit Sales Revenue: \$12,875,000

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Units Sold: 85

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Average Revenue Per Unit: \$151,470

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Associated Service Revenue: \$1,287,500

Total NF-1000 Series Revenue: \$14,162,500

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2. NF-2000 Series (Heavy-Duty Manufacturing AMR)

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Unit Sales Revenue: \$8,450,000

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Units Sold: 42

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Average Revenue Per Unit: \$201,190

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Associated Service Revenue: \$845,000

Total NF-2000 Series Revenue: \$9,295,000

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3. NF-3000 Series (Multi-Terrain Specialist AMR)

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Unit Sales Revenue: \$6,375,000

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Units Sold: 25

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Average Revenue Per Unit: \$255,000

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Associated Service Revenue: \$637,500

Total NF-3000 Series Revenue: \$7,012,500

4. SUPPLEMENTARY REVENUE STREAMS

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1. Software Licensing

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Fleet Management Platform: \$1,125,000

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Navigation Software Updates: \$375,000

Total Software Revenue: \$1,500,000

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2. Professional Services

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Implementation Services: \$225,000

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Training Programs: \$125,000

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Consulting Services: \$180,000

Total Professional Services Revenue: \$530,000

5. GEOGRAPHIC REVENUE DISTRIBUTION

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1. North America: \$19,500,000 (60%)

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2. Europe: \$8,125,000 (25%)

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3. Asia-Pacific: \$3,250,000 (10%)

- - 7 -

4. Rest of World: \$1,625,000 (5%)

6. REVENUE RECOGNITION POLICIES

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1. Hardware Revenue

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Recognized upon delivery and customer acceptance

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Warranty obligations accounted for separately

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Returns provision of 2% included in revenue calculations

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2. Service Revenue

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Recognized ratably over service period

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Deferred revenue recorded for prepaid service contracts

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Professional services recognized upon completion

7. CERTIFICATIONS AND DISCLAIMERS

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1. The undersigned officers hereby certify that:

(a) All revenue figures are accurate and complete

(b) Recognition policies comply with GAAP standards

(c) Internal controls were maintained throughout the period

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2. Disclaimers:

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All figures subject to year-end audit adjustments

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Historical results not indicative of future performance

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Certain rounding adjustments applied

8. EXECUTION

IN WITNESS WHEREOF, this revenue breakdown has been executed by the
authorized officers of the Company as of January 15, 2024.

NAVIFLOOR ROBOTICS, INC.

By: _ - 10 -

James Wilson

Chief Financial Officer

By: _

Dr. Sarah Chen

Chief Executive Officer

9. APPENDIX

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1. Revenue Recognition Criteria Details

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2. Audit Trail Reference Numbers

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3. Related Party Transaction Details (None for current period)

End of Document

