

# **ASSET UTILIZATION ANALYSIS Q4 2023**

## **ASSET UTILIZATION ANALYSIS REPORT**

**Q4 2023 - NAVIFLOOR ROBOTICS, INC.**

**CONFIDENTIAL & PRIVILEGED**

Prepared: January 10, 2024

Reference: AUA-2023Q4-NFR

### **1. EXECUTIVE SUMMARY**

This Asset Utilization Analysis Report ("Report") has been prepared by the

Office of the Chief Financial Officer of NaviFloor Robotics, Inc. ("Company") document the efficiency and deployment status of the Company's material assets for Q4 2023. This Report is subject to the confidentiality provisions outlined in Section 7 herein.

## **2. SCOPE OF ANALYSIS**

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1. This Report covers all material assets of the Company, including:

- (a) Research & Development Equipment
- (b) Manufacturing Assets
- (c) Demonstration Units
- (d) Testing Facilities
- (e) Intellectual Property Assets
- (f) Software Infrastructure

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2. Period of Analysis: October 1, 2023 through December 31, 2023

### **3. MANUFACTURING ASSET UTILIZATION**

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1. Primary Manufacturing Facility (Delaware)

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Capacity Utilization: 78.3%

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Operating Hours: 2,184 (91 days × 24 hours)

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Actual Production Hours: 1,710

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Planned Maintenance Hours: 216

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Unplanned Downtime: 258 hours

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## 2. Secondary Assembly Facility (Nevada)

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Capacity Utilization: 82.1%

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Operating Hours: 1,872 (78 days  $\times$  24 hours)

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Actual Production Hours: 1,537

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Planned Maintenance Hours: 180

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Unplanned Downtime: 155 hours

#### **4. R&D EQUIPMENT UTILIZATION**

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1. LiDAR Testing Laboratory

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Equipment Utilization Rate: 91.2%

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Active Research Projects: 7

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Testing Hours Logged: 1,842

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Calibration Time: 164 hours

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2. Navigation Systems Development Lab

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Equipment Utilization Rate: 87.4%

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Active Development Projects: 5

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Testing Hours Logged: 1,568

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Maintenance Hours: 192

## **5. INTELLECTUAL PROPERTY DEPLOYMENT**

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1. Patent Portfolio Utilization

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Active Patents in Use: 18/22 (81.8%)

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Patents Under Commercial Deployment: 14

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Patents in R&D Phase: 4

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Unused Patents: 4

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## 2. Software Licensing

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Active Commercial Licenses: 187

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Average Usage Rate: 92.4%

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API Implementation Rate: 84.7%

## 6. FINANCIAL METRICS

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### 1. Asset Efficiency Ratios

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Return on Assets (ROA): 18.4%

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Fixed Asset Turnover: 2.3x

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Equipment Productivity Index: 1.42

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### 2. Cost Analysis

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Maintenance Cost per Operating Hour: \$127.84



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Average Downtime Cost: \$2,845/hour

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R&D Equipment Operating Cost: \$892/day

## **7. CONFIDENTIALITY AND USE RESTRICTIONS**

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1. This Report contains confidential and proprietary information of NaviFlo

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2. Distribution of this Report is restricted to:

(a) Company officers and directors

(b) Authorized financial advisors

(c) Legal counsel

(d) Other parties subject to executed NDAs

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3. No part of this Report may be reproduced, distributed, or transmitted in any

## **8. CERTIFICATION**

The undersigned hereby certifies that the information contained in this Report is true and accurate to the best of their knowledge as of the date of this Report.

Prepared by:

/s/ James Wilson

James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Reviewed by:

/s/ Richard Torres

Richard Torres

Chief Operating Officer

NaviFloor Robotics, Inc.

Date: January 10, 2024

## **9. DISCLAIMER**

This Report is provided for informational purposes only and should not be relied upon as the sole basis for any business decision. The Company makes no representations or warranties regarding the accuracy or completeness of the

information contained herein. All analyses are based on information available to the Company as of the date of this Report.

