

2024 FINANCIAL PROJECTIONS & FORECAST

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NaviFloor Robotics, Inc.

Confidential & Proprietary

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1. DISCLAIMER AND FORWARD-LOOKING STATEMENTS

The financial projections and forecasts contained herein have been prepared by the management of NaviFloor Robotics, Inc. ("Company") management based on current expectations, estimates, projections, assumptions, and other factors. These projections constitute forward-looking statements and are subject to the risks and uncertainties described in the Company's

involve known and unknown risks, uncertainties, and other factors that may cause actual results to differ materially from those expressed or implied. The Company does not undertake any obligation to update or revise any forward-looking statements to reflect events or circumstances after the date of this document.

2. EXECUTIVE SUMMARY

NaviFloor Robotics projects significant growth in FY2024, driven by:

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Expansion of AMR fleet deployment across North American markets

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Launch of NaviFleet 3.0 software platform

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Entry into European markets (Q3 2024)

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Introduction of new subscription-based pricing model

3. REVENUE PROJECTIONS

3.1 Core Revenue Streams

(USD millions)

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Hardware Sales: \$28.5M

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Software Licensing: \$12.3M

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Maintenance & Support: \$8.4M

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Professional Services: \$5.8M

Total Projected Revenue: \$55.0M

3.2 Revenue Growth Analysis

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Q1 2024: \$11.2M

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Q2 2024: \$13.5M

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Q3 2024: \$14.8M

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Q4 2024: \$15.5M

Year-over-Year Growth: 69.2%

4. COST PROJECTIONS

4.1 Direct Costs

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Manufacturing & Assembly: \$12.4M

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Component Procurement: \$8.2M

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Software Development: \$4.5M

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Quality Assurance: \$2.1M

Total Direct Costs: \$27.2M

4.2 Operating Expenses

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R&D: \$8.5M

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Sales & Marketing: \$6.2M

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G&A: \$4.8M

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Facilities: \$2.1M

Total OpEx: \$21.6M

5. PROFITABILITY METRICS

5.1 Margins

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Gross Margin: 50.5%

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Operating Margin: 11.3%

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EBITDA Margin: 13.8%

5.2 Key Performance Indicators

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Customer Acquisition Cost (CAC): \$85,000

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Lifetime Value (LTV): \$425,000

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LTV/CAC Ratio: 5.0

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Net Revenue Retention: 128%

6. CASH FLOW PROJECTIONS

6.1 Operating Cash Flow

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Net Income: \$4.2M

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Depreciation & Amortization: \$2.8M

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Working Capital Changes: (\$1.5M)

Projected Operating Cash Flow: \$5.5M

6.2 Investment Activities

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CapEx: (\$3.2M)

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R&D Capitalization: (\$2.8M)

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Patent Development: (\$0.8M)

Net Investment Cash Flow: (\$6.8M)

7. GROWTH INITIATIVES

7.1 Market Expansion

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European Market Entry: \$2.5M investment

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Asia-Pacific Market Research: \$0.8M

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Channel Partner Development: \$1.2M

7.2 Product Development

- - 9 -

NaviFleet 3.0 Development: \$3.2M

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New Hardware Platform: \$4.5M

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AI/ML Capabilities: \$2.1M

8. RISK FACTORS

8.1 Market Risks

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Supply chain disruptions

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Component cost volatility

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Market competition

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Regulatory changes

8.2 Operational Risks

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Technical talent acquisition

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Product development delays

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Cybersecurity threats

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IP protection

9. ASSUMPTIONS

9.1 Market Conditions

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Global industrial automation market growth: 8.5%

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AMR market CAGR: 15.2%

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Supply chain stabilization by Q2 2024

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Interest rates stabilizing at current levels

9.2 Operational Assumptions

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R&D efficiency improvements: 12%

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Manufacturing capacity utilization: 75%

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Employee headcount growth: 25%

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Customer churn rate: <5%

10. CERTIFICATION

The undersigned officers hereby certify that these projections have been prepared in good faith and represent our best estimates based on currently available information.

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James Wilson

Chief Financial Officer

Date: January 11, 2024

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Dr. Sarah Chen

Chief Executive Officer

Date: January 11, 2024

This document contains confidential and proprietary information of NaviFlo

