

AMR-250 UNIT ECONOMICS BREAKDOWN Q3 2023

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NaviFloor Robotics, Inc.

Confidential & Proprietary Information

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1. EXECUTIVE SUMMARY

This document provides a detailed analysis of the unit economics for the AMR-250 autonomous mobile robot platform for Q3 2023 (July 1 - September 30, 2023). The calculations and projections contained herein have been prepared in accordance with the company's internal accounting policies and assumptions.

with GAAP standards and reviewed by NaviFloor Robotics' Finance D

2. PRODUCT CONFIGURATION SPECIFICATIONS

1. Base Unit Configuration

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Model: AMR-250-Standard

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Payload Capacity: 250kg

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Navigation System: NaviCore(TM) 3.5

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Battery System: 48V Lithium-Ion (12-hour runtime)

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Sensor Package: Advanced LiDAR Array (4-point)

2. Optional Modules

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Extended Battery Pack (+4 hours)

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Heavy-Duty Suspension Package

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Enhanced Safety Scanner Package

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Multi-Surface Traction System

3. DIRECT MANUFACTURING COSTS

1. Bill of Materials (BOM)

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Chassis and Frame: \$2,850

- - 3 -

Drive System: \$3,425

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Battery System: \$4,200

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Electronics and Controls: \$5,875

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Sensor Package: \$6,350

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Navigation Hardware: \$3,900

Total BOM: \$26,600

2. Labor Costs

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Assembly Labor: \$1,850

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Quality Control: \$750

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Software Configuration: \$925

Total Labor: \$3,525

4. INDIRECT COSTS

1. Manufacturing Overhead

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Facility Allocation: \$875

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Equipment Depreciation: \$625

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Supervision: \$450

- - 5 -

Quality Systems: \$325

Total Manufacturing Overhead: \$2,275

2. R&D Attribution

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Software Development: \$1,850

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Hardware Engineering: \$1,225

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Testing and Validation: \$975

Total R&D Attribution: \$4,050

5. GROSS MARGIN ANALYSIS

1. Standard Configuration

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Manufacturing Cost: \$36,450

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List Price: \$58,500

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Standard Gross Margin: 37.7%

2. Fully Loaded Configuration

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Manufacturing Cost: \$42,875

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List Price: \$72,500

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Premium Gross Margin: 40.9%

6. OPERATING METRICS

1. Production Efficiency

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Average Build Time: 22.5 hours

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First Pass Yield: 94.3%

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Rework Cost per Unit: \$875

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Average Lead Time: 45 days

2. Supply Chain Metrics

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Component Lead Time: 35 days

- - 8 -

Inventory Turns: 6.2x

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Supplier Quality Rating: 98.2%

7. MARKET PERFORMANCE

1. Q3 2023 Sales Data

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Units Sold: 127

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Average Selling Price: \$63,750

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Revenue Recognition Rate: 98.5%

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Customer Acceptance Rate: 99.1%

2. Geographic Distribution

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North America: 65%

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Europe: 22%

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Asia-Pacific: 13%

8. WARRANTY AND SERVICE ECONOMICS

1. Warranty Provisions

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Standard Warranty Cost: \$2,850/unit

- - 10 -

Extended Warranty Revenue: \$4,500/unit

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Average Claim Rate: 2.3%

2. Service Revenue

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Annual Service Contract: \$7,500

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Attachment Rate: 78%

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Service Margin: 62%

9. LEGAL DISCLAIMERS

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Cost allocations and margin calculations conform to internal accounting policies and have been reviewed by James Wilson, CFO, as of October 15, 2023. All figures are in USD unless otherwise noted.

10. DOCUMENT CONTROL

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