

2024 OPERATING BUDGET FORECAST

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NaviFloor Robotics, Inc.

For the Fiscal Year Ending December 31, 2024

Confidential & Proprietary

1. EXECUTIVE SUMMARY

This Operating Budget Forecast (the "Forecast") has been prepared by the management of NaviFloor Robotics, Inc. (the "Company") for the fiscal year ending December 31, 2024. This document represents management's best estimate

and projections based on current market conditions, historical performance, and anticipated business developments.

2. REVENUE PROJECTIONS

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1. ****Core Product Revenue****

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AMR Unit Sales: \$28,500,000

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Fleet Management Software Licenses: \$12,800,000

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Maintenance & Support Contracts: \$8,400,000

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Professional Services: \$4,200,000

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2. ****Total Projected Revenue****: \$53,900,000

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Representing 65.8% growth over FY2023

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Q1: \$11,800,000

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Q2: \$13,200,000

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Q3: \$14,100,000

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Q4: \$14,800,000

3. OPERATING EXPENSES

- - 3 -

1. ****Research & Development****

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Core Engineering: \$8,200,000

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LiDAR Technology Development: \$3,400,000

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Software Development: \$4,100,000

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Testing & Validation: \$1,800,000

Total R&D: \$17,500,000

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2. ****Sales & Marketing****

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Direct Sales Team: \$4,200,000

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Marketing Programs: \$2,800,000

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Trade Shows & Events: \$1,200,000

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Channel Partner Programs: \$800,000

Total S&M: \$9,000,000

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3. ****General & Administrative****

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Executive Compensation: \$2,800,000

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Administrative Staff: \$1,900,000

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Professional Services: \$1,200,000

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Insurance & Benefits: \$2,400,000

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Facilities & Operations: \$1,800,000

Total G&A: \$10,100,000

4. CAPITAL EXPENDITURE

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1. ****Facilities & Equipment****

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Manufacturing Equipment: \$2,200,000

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Testing Facilities: \$1,400,000

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Office Infrastructure: \$600,000

Total CapEx: \$4,200,000

5. HEADCOUNT PLAN

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1. ****Projected Headcount by Department****

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Engineering & R&D: 89

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Sales & Marketing: 42

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Operations & Manufacturing: 58

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G&A: 28

Total Headcount: 217

6. KEY ASSUMPTIONS

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1. The Forecast assumes:

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Stable supply chain conditions

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No material adverse changes in market conditions

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Successful launch of NaviFloor OS 4.0 in Q2 2024

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Maintenance of current gross margins at 62%

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Average customer acquisition cost of \$85,000

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Customer retention rate of 92%

7. RISK FACTORS

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1. This Forecast is subject to various risks including:

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Market competition and pricing pressure

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Component supply constraints

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Regulatory changes affecting autonomous systems

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Labor market conditions

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Technology development delays

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Macroeconomic factors

8. DISCLAIMERS

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1. This Forecast contains forward-looking statements and projections that involve

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2. This document is confidential and proprietary to NaviFloor Robotics, Inc.

9. APPROVAL AND AUTHORIZATION

APPROVED BY THE BOARD OF DIRECTORS on January 15, 2024

/s/ James Wilson

James Wilson

Chief Financial Officer

/s/ Dr. Sarah Chen

Dr. Sarah Chen

Chief Executive Officer

10. ~~VERSION~~ CONTROL

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