# **BUDGET VS ACTUAL VARIANCE REPORT Q4**

# **BUDGET VS ACTUAL VARIANCE REPORT -**

NAVIFLOOR ROBOTICS, INC.

Financial Period: October 1, 2023 - December 31, 2023

**Prepared by: Finance Department** 

**Date: January 10, 2024** 

## 1. EXECUTIVE SUMMARY

This report analyzes NaviFloor Robotics, Inc.'s Q4 2023 financial performant

compared to budgeted projections. Overall revenue exceeded budget by 12.3 while operating expenses remained 3.2% below budget, resulting in favorable EBITDA variance of 18.7%.

#### 2. REVENUE ANALYSIS

#### 2.1 Revenue by Product Line (in thousands USD)

2.2 Key <sup>2</sup> Revenue Variances
-
AMR unit sales exceeded projections due to accelerated adoption in automot
-
Software licensing revenue benefited from three enterprise-level deployment
-
Professional services growth driven by increased implementation complexity
3. COST OF GOODS SOLD
3.1 COGS Breakdown (in thousands USD)

| Category | Actual | Budget | Variance | Var % |

|-----|

| Raw Materials | 2,850 | 2,650 | -200 | -7.5% |

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| Direct Babor | 1,380 | 1,420 | +40 | +2.8% |
| Manufacturing Overhead | 890 | 920 | +30 | +3.3% |
| Total COGS | 5,120 | 4,990 | -130 | -2.6% |
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## **3.2 COGS Variance Analysis**

Raw material costs increased due to semiconductor component pricing

Labor efficiency gains offset increased material costs

Manufacturing overhead savings from improved capacity utilization

## 4. OPERATING EXPENSES

#### 4.1 OpEx Summary (in thousands USD)

#### **4.2 Notable Operating Expense Variances**

-

R&D savings from accelerated development timeline

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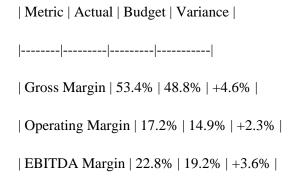
Marketing expense reduction through digital channel optimization

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G&A efficiencies from automated process implementation

## 5. PROFITABILITY METRICS

#### **5.1 Margin Analysis**



## **5.2 EBITDA Bridge (in thousands USD)**

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Budgeted EBITDA: 1,870

- - 6 Revenue Impact: +1,230
COGS Impact: -130
OpEx Impact: +140
Actual EBITDA: 2,220

# 6. CASH FLOW AND WORKING CAPITAL

# **6.1 Working Capital Metrics**

Metric   Actual   Budget   Variance

| DSO | 48 days | 52 days | +4 days |

| DPO | 42 days | 45 days | +3 days |

| Inventory Turns | 5.8x | 5.2x | +0.6x |

#### **6.2 Cash Flow Variances**

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Operating cash flow exceeded budget by \$780K

-

Capital expenditures under budget by \$220K

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Free cash flow positive variance of \$1.0M

## 7. FORWARD-LOOKING CONSIDERATIONS

# 7.1 Budget Adjustments Q1 2024 revenue targets increased by 8% COGS assumptions adjusted for component pricing trends OpEx budget maintained with internal reallocation 7.2 Risk Factors Ongoing semiconductor supply chain constraints Labor market pressure in key technical roles Foreign exchange exposure in European markets

# 8. ATTESTATION

This variance report has been prepared in accordance with NaviFloor Roboti financial reporting policies and procedures. All figures are preliminary and subject to audit adjustments.

Prepared by:

James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: January 10, 2024

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