

# **MONTHLY BILLING AND COLLECTIONS REPORT**

## **MONTHLY BILLING AND COLLECTIONS REPORT**

NaviFloor Robotics, Inc.

For the Period Ending December 31, 2023

Prepared January 10, 2024

### **1. EXECUTIVE SUMMARY**

This Monthly Billing and Collections Report provides a comprehensive analysis of NaviFloor Robotics, Inc.'s billing activities, collections performance, and accounts receivable status for December 2023. All figures are presented in U.S. dollars.

unless otherwise noted.

## **1.1 Key Performance Indicators**

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Total Billings: \$3,245,000

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Total Collections: \$2,987,500

-

Days Sales Outstanding (DSO): 42 days

-

Collection Effectiveness Index: 92.1%

## **2. BILLING ACTIVITY**

### **2.1 New Contracts**

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Enterprise AMR Deployments: \$1,875,000

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Fleet Management Platform Licenses: \$850,000

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Professional Services: \$320,000

-

Maintenance Contracts: \$200,000

## **2.2 Recurring Revenue**

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SaaS Subscriptions: \$425,000

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Support Services: \$175,000

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Total Regurring Revenue: \$600,000

### **2.3 Geographic Distribution**

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North America: 65% (\$2,109,250)

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Europe: 25% (\$811,250)

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Asia-Pacific: 10% (\$324,500)

## **3. COLLECTIONS ANALYSIS**

### **3.1 Collection by Payment Type**

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Wire Transfer: \$1,642,125 (55%)

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ACH: \$896,250 (30%)

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Credit Card: \$298,750 (10%)

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Other Methods: \$150,375 (5%)

### **3.2 Aging Analysis**

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Current: \$2,185,000 (67.3%)

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1-30 Days: \$715,000 (22.0%)

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31-60 Days: \$227,150 (7.0%)

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61-90 Days: \$97,350 (3.0%)

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Over 90 Days: \$20,500 (0.7%)

## **4. ACCOUNTS RECEIVABLE STATUS**

### **4.1 Customer Segment Analysis**

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Enterprise Customers: \$1,947,000

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Mid-Market Customers: \$972,000

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Small Business Customers: \$326,000

### **4.2 Risk Assessment**

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Low Risk (AAA-A): \$2,596,000 (80%)

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Medium Risk (BBB-B): \$552,650 (17%)

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High Risk (CCC-C): \$96,350 (3%)

#### **4.3 Notable Account Status**

-

Manufacturing Solutions Corp.

-

Outstanding Balance: \$425,000

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Payment Status: Current

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Credit Terms: Net 45

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Global Logistics Partners

-

Outstanding Balance: \$385,000

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Payment Status: Current

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Credit Terms: Net 30

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AutoWare Technologies

-

Outstanding Balance: \$275,000



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Payment Status: 15 Days Past Due

-

Credit Terms: Net 30

## **5. COLLECTION INITIATIVES**

### **5.1 Current Actions**

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Implementation of automated payment reminders

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Enhanced credit review process for new customers

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Revised early payment discount structure

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Dedicated collections team expansion

## **5.2 Results of Recent Initiatives**

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15% reduction in DSO from previous quarter

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8% improvement in collection effectiveness

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3% decrease in past-due accounts

## **6. PROJECTIONS AND RECOMMENDATIONS**

### **6.1 January 2024 Projections**

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Expected Billings: \$3,500,000

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Projected Collections: \$3,250,000

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Anticipated DSO: 40 days

## **6.2 Strategic Recommendations**

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Implement enhanced credit monitoring for accounts >\$250,000

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Expand electronic payment options

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Review credit terms for high-risk accounts

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Strengthen early-stage collection procedures

## **7. CERTIFICATION**

The undersigned hereby certifies that this report accurately reflects the billing and collection activities of NaviFloor Robotics, Inc. for the period stated above, and all material information has been included to the best of our knowledge.

Prepared by:

/s/ James Wilson

James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: January 10, 2024

## 8. DISC<sup>12</sup>LAIMERS

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