

PATENT PORTFOLIO VALUATION REPORT

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NaviFloor Robotics, Inc.

Prepared as of January 11, 2024

1. EXECUTIVE SUMMARY

This Patent Portfolio Valuation Report provides a comprehensive analysis and valuation of NaviFloor Robotics, Inc.'s ("NaviFloor") patent portfolio as of January 11, 2024. The portfolio consists of 47 granted patents and 23 pending patent applications across multiple jurisdictions, primarily focused on autonomous mobile robot navigation systems, terrain-mapping technology, a

fleet management solutions.

Total estimated portfolio value: \$78.5M - \$92.3M USD

2. METHODOLOGY AND APPROACH

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1. Valuation Methods Applied:

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Income approach (DCF analysis)

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Market approach (comparable transactions)

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Cost approach (replacement cost)

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Real Options Analysis (ROA)

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2. Key Valuation Factors:

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Technical strength and novelty

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Market size and growth potential

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Competitive landscape

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Licensing potential

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Remaining patent life

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Legal strength and enforceability

3. PORTFOLIO OVERVIEW

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1. Patent Categories:

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Terrain-mapping and surface detection (18 patents)

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LiDAR-based navigation systems (12 patents)

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Multi-robot coordination algorithms (8 patents)

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Fleet management software (6 patents)

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Hardware design and sensors (3 patents)

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2. Geographic Distribution:

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United States: 31 patents

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European Union: 9 patents

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China: 4 patents

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Japan: 3 patents

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3. Average Remaining Life: 14.7 years

4. CORE TECHNOLOGY ANALYSIS

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1. Key Patent Families:

a) Multi-Surface Navigation System (Patent Family A)

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US Patent No. 10,847,925

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EP Patent No. 3,456,789

Estimated Value: \$22.5M - \$25.8M

b) Adaptive Terrain Mapping (Patent Family B)

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US Patent No. 11,123,456

- - 6 -

US Patent No. 11,234,567

Estimated Value: \$18.3M - \$21.2M

c) Fleet Coordination Algorithm (Patent Family C)

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US Patent No. 11,345,678

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CN Patent No. ZL202010123456.X

Estimated Value: \$15.7M - \$18.4M

5. MARKET ANALYSIS

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1. Total Addressable Market (TAM):

- - 7 -

Global AMR market: \$8.2B (2024)

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CAGR: 23.7% (2024-2028)

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Relevant market segment: \$3.1B

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2. Competitive Position:

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Market share: 12% in primary segments

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Technical advantage: 2.5-3 years ahead of competitors

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Barrier to entry: High

6. VALUATION ANALYSIS

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1. Income Approach

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NPV of projected licensing revenues: \$45.2M

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NPV of cost savings: \$12.8M

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Risk-adjusted total: \$58.0M

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2. Market Approach

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Comparable transaction multiple: 4.2x revenue

- - 9 -

Adjusted portfolio value: \$85.7M

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3. Cost Approach

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Development cost: \$42.3M

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Depreciation adjustment: (\$8.7M)

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Replacement value: \$33.6M

7. RISK ASSESSMENT

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1. Technical Risks:

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Emerging competing technologies

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Technical obsolescence rate: Medium

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Implementation complexity

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2. Legal Risks:

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Two pending patent challenges

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Freedom to operate concerns in Asia

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Standard-essential patent implications

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3. Market Risks:

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Market adoption rate uncertainty

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Regulatory environment changes

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Competition from large tech companies

8. RECOMMENDATIONS

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1. Strategic Options:

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Maintain current portfolio structure

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Pursue additional patent filings in emerging markets

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Consider strategic licensing opportunities

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2. Risk Mitigation:

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Strengthen patent claims in key markets

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Develop defensive publication strategy

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Monitor competitor activities

9. LIMITATIONS AND DISCLAIMERS

This valuation report has been prepared for internal use and M&A due diligence purposes only. The opinions and analyses contained herein are based on information believed to be reliable but cannot be guaranteed as to accuracy or completeness. Market conditions and technological developments may significantly impact the conclusions presented.

This report does not constitute legal advice or a recommendation to buy, sell or license any intellectual property assets. All valuations are subject to change based on market conditions and other factors.

10. CERTIFICATION

This Patent Portfolio Valuation Report has been prepared in accordance with professional valuation standards and represents our best judgment as of the date of preparation.

of this report.

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