FACILITY DEPLOYMENT REVENUE BREAKDOWN Q4

FACILITY DEPLOYMENT REVENUE BREAK

Q4 2023 FINANCIAL REPORT

NaviFloor Robotics, Inc.

CONFIDENTIAL AND PROPRIETARY

Date of Report: January 15, 2024

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

Prepared By: Finance Department

Reviewed By: James Wilson, Chief Financial Officer

1. EXECUTIVE SUMMARY

This document provides a detailed breakdown of facility deployment revenue NaviFloor Robotics, Inc. ("Company") for Q4 2023, categorized by deploym type, geographic region, and revenue recognition criteria in accordance with 606.

2. REVENUE CLASSIFICATION METHODOLOGY

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1. **Primary Revenue Streams**

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Hardware Sales (AMR Units)

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Software Licensing

Installation Services

-

Maintenance Contracts

-

Professional Services

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2. **Recognition Criteria**

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Hardware: Upon successful deployment and customer acceptance

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Software: Ratably over license term

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Services: As performed, based on milestone completion

3. Q4 2023 DEPLOYMENT REVENUE BREAKDOWN

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1. **Total Revenue by Category**

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Hardware Sales:       $5,842,000

Software Licensing:   $2,176,000

Installation:         $1,654,000

Maintenance:          $  987,000

Professional Services: $  743,000

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Total Q4 Revenue:     $11,402,000
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2. **Geographic Distribution**

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North America: 68% ($7,753,360)

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Europe: 22% ($2,508,440)

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Asia-Pacific: 10% ($1,140,200)

4. DEPLOYMENT DETAILS

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1. **New Facility Deployments**

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Total New Facilities: 14

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Average Revenue Per Facility: $692,000

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Deployment Success Rate: 98.2%

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2. **Expansion Projects**

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Existing Facility Expansions: 8

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Average Expansion Revenue: $285,000

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Cross-sell Success Rate: 76%

5. REVENUE RECOGNITION TIMING

1. **Current Quarter Recognition**

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Immediate Recognition: $8,239,000

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Deferred Revenue: $3,163,000

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2. **Contract Backlog**

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Total Backlog: $15,742,000

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Expected Recognition Timeline:

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Q1 2024: $7,865,000

Q2 2024: $4,932,000

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Beyond: $2,945,000

6. KEY PERFORMANCE METRICS

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1. **Deployment Efficiency**

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Average Deployment Time: 45 days

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Installation Cost per Square Foot: $4.82

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Customer Acceptance Rate: 99.1%

2. **Revenue Quality Indicators**

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Recurring Revenue: 27.8%

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Average Contract Term: 36 months

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Customer Retention Rate: 94.3%

7. MATERIAL VARIANCES AND EXPLANATIONS

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1. **Positive Variances**

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Hardware sales exceeded forecast by 12.4%

Installation efficiency improved by 8.7%

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2. **Negative Variances**

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Professional services revenue 5.2% below target

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APAC expansion delayed due to regulatory approval timing

8. CERTIFICATION

The undersigned hereby certifies that this revenue breakdown accurately refl

the Company's facility deployment revenue for Q4 2023, prepared in accorda

with GAAP and internal revenue recognition policies.

9. DISCLAIMERS AND LIMITATIONS

This report is confidential and proprietary to NaviFloor Robotics, Inc. All figures are unaudited and subject to adjustment during year-end close procedures. This document may not be reproduced or distributed without wri consent from the Company's Chief Financial Officer.

10. SIGNATURES

REVIEWED AND APPROVED BY:

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James Wilson

Chief Financial Officer

Date: January 15, 2024

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Richard Torres

Chief Operating Officer

Date: January 15, 2024

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11. APPENDICES

A. Detailed Deployment Schedule

B. Revenue Recognition Policies

C. Customer Acceptance Criteria

D. Regional Performance Analysis

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