5-YEAR FINANCIAL PROJECTIONS MODEL

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NAVIFLOOR ROBOTICS, INC.

For the Period: FY2024 - FY2028

Date: January 11, 2024

1. INTRODUCTION AND DISCLAIMERS

1 This financial projections model (the "Model") has been prepared by Navil

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2 These projections are based on certain estimates and assumptions made by

2. BASIS OF PREPARATION

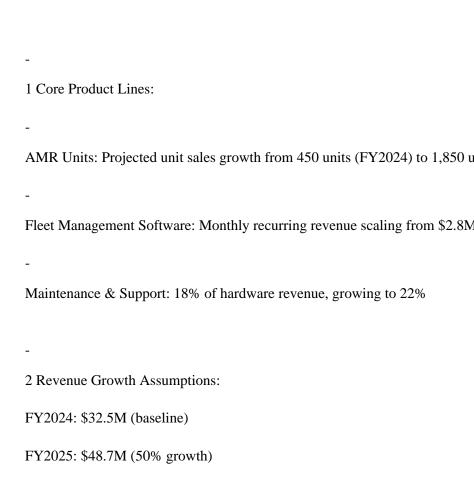
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- 1 The Model has been prepared using the following key assumptions:
- a) Revenue growth based on current market penetration rates
- b) Historical cost structures and operational metrics
- c) Known and anticipated market conditions
- d) Existing contracts and pipeline opportunities
- e) Current technology development roadmap

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2 All figures are presented in United States Dollars (USD) and fiscal years en

3. REVENUE PROJECTIONS



FY20263\$78.0M (60% growth)

FY2027: \$109.2M (40% growth)

FY2028: \$142.0M (30% growth)

4. COST STRUCTURE AND MARGINS

1 Direct Costs:

Hardware COGS: 42% of hardware revenue

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Software COGS: 15% of software revenue

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Support COGS: 55% of service revenue

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2 Operating Expenses:

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R&D: 18-22% of revenue

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Sales & Marketing: 25-28% of revenue

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G&A: 12-15% of revenue

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Facilities: 5-7% of revenue

5. OPERATIONAL METRICS

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1 Key Performance Indicators:

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Gross Margin: 58% (FY2024) to 63% (FY2028)

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EBITDA Margin: 15% (FY2024) to 25% (FY2028)

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Customer Retention Rate: 95%

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Software ARR Growth: 45% CAGR

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2 Headcount Projections:

FY2024: 187 employees

FY2025: 265 employees

FY2026: 340 employees

FY2027: 425 employees

FY20286500 employees

6. CAPITAL REQUIREMENTS

1 Projected Capital Expenditures:

FY2024: \$4.2M

FY2025: \$6.8M

FY2026: \$9.5M

FY2027: \$11.2M

FY2028: \$13.5M

2 Working Capital Requirements:

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Inventory: 90 days

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Accounts Receivable: 60 days

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Accounts Payable: 45 days

7. RISK FACTORS

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1 The Model incorporates the following risk considerations:

- a) Market competition and pricing pressure
- b) Technology obsolescence
- c) Supply chain disruptions
- d) Regulatory changes

e) Economic cycle impacts
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2 Sensitivity analyses have been performed on key variables with +/- 20% variables
8. CERTIFICATION
The undersigned officers hereby certify that these projections represent our
best estimates based on currently available information and reasonable
assumptions as of the date hereof.
NAVIFLOOR ROBOTICS, INC.
By: _
James Wilson
Chief Financial Officer

Date: January 11, 2024

By: _

Dr. Sarah Chen

Chief Executive Officer

Date: January 11, 2024

9. CONFIDENTIALITY NOTICE

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