2023 ANNUAL REVENUE ANALYSIS BY ROBOT MODEL

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NaviFloor Robotics, Inc.

For the Period: January 1, 2023 - December 31, 2023

Document Reference: FIN-REV-2023-001

1. EXECUTIVE SUMMARY

This revenue analysis report details the financial performance of NaviFloor

Robotics, Inc.'s ("Company") autonomous mobile robot (AMR) product lines

fiscal year 2023. This document has been prepared by the Office of the Chief

Financial Officer in accordance with Generally Accepted Accounting Principles (GAAP) and reviewed by Ernst & Young LLP, our external auditors.

2. REVENUE CLASSIFICATION METHODOLOGY

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1. Revenue recognition follows ASC 606 guidelines, with income recorded u

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2. Revenue categories are segmented by:

a) Hardware sales (AMR units)

b) Software licensing and subscriptions

c) Maintenance and support services

d) Professional services

3. PRODUCT LINE REVENUE ANALYSIS

3.1. NF-1000 Series (Standard Warehouse AMR)

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Unit Sales: 142 units

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Average Sale Price: $78,500

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Total Hardware Revenue: $11,147,000

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Associated Software Revenue: $2,840,000

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Maintenance Revenue: $1,420,000

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Total Revenue Contribution: $15,407,000

3.2. NF-2000 Series (Heavy-Duty Manufacturing AMR)

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Unit Sales: 86 units

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Average Sale Price: $125,000

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Total Hardware Revenue: $10,750,000

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Associated Software Revenue: $1,720,000

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Maintenance Revenue: $860,000

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Total Revenue Contribution: $13,330,000

3.3. NF4X Series (Experimental/Custom Solutions)

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Unit Sales: 12 units

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Average Sale Price: $185,000

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Total Hardware Revenue: $2,220,000

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Associated Software Revenue: $240,000

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Maintenance Revenue: $120,000

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Total Revenue Contribution: $2,580,000

4. GEOGRAPHIC REVENUE DISTRIBUTION

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1. North America: $19,500,000 (60%)

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2. Europe: $8,125,000 (25%)

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3. Asia-Pacific: $3,250,000 (10%)

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4. Rest of World: $1,625,000 (5%)

5. REVENUE GROWTH ANALYSIS

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1. Year-over-Year Growth by Product Line:

NF-1000 Series: 45% increase from 2022

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NF-2000 Series: 28% increase from 2022

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NF-X Series: 115% increase from 2022

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2. Quarter-over-Quarter Performance:

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Q1 2023: $7,150,000

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Q2 2023: $8,125,000

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Q3 2023: $8,450,000

Q4 2023: $8,775,000

6. KEY PERFORMANCE INDICATORS

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1. Average Revenue per Customer: $542,000

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2. Customer Retention Rate: 94%

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3. Software License Renewal Rate: 98%

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4. Service Contract Attachment Rate: 85%

7. REVENUE RISK FACTORS

1. Customer Concentration:

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No single customer represents more than 8% of total revenue

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Top 10 customers collectively represent 42% of total revenue

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2. Contract Terms:

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Average contract length: 36 months

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Average payment terms: Net 45

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Standard warranty period: 12 months

8. CERTIFICATION

The undersigned hereby certifies that this revenue analysis accurately reflect

the financial performance of NaviFloor Robotics, Inc. for the stated period, t

the best of our knowledge and belief.

/s/ James Wilson

James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: January 15, 2024

9. DISCLAIMER

This document contains confidential and proprietary information of NaviFloc

Robotics, Inc. The financial data presented herein has been prepared for

informational purposes only and may not be relied upon for any other purpose

This analysis has not been audited and is subject to adjustment during year-e

audit procedures. All figures are presented in USD unless otherwise noted.

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