

INTERNATIONAL REVENUE BREAKDOWN 2023

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NAVIFLOOR ROBOTICS, INC.

CONFIDENTIAL AND PROPRIETARY

For Due Diligence Purposes Only

Date: December 31, 2023

1. DOCUMENT PURPOSE

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1. This International Revenue Breakdown ("Revenue Report") has been prepared

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2. All financial figures are presented in United States Dollars (USD) unless otherwise

2. REVENUE CLASSIFICATION METHODOLOGY

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1. Revenue is classified by:

a) Geographic region

b) Product category

c) Revenue type (recurring vs. non-recurring)

d) Customer industry vertical

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2. Recognition Criteria: Revenue is recognized in accordance with ASC 606

a) Performance obligations are satisfied

b) Control of goods or services is transferred to customers

c) Collection is reasonably assured

3. GEOGRAPHIC REVENUE DISTRIBUTION

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1. Americas Region

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

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United States: \$16,250,000

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Canada: \$2,750,000

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Mexico: \$500,000

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South America: \$1,625,000 (5%)

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Brazil: \$975,000

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Chile: \$650,000

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2. EMEA Region: \$6,500,000 (20%)

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Germany: \$2,275,000

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United Kingdom: \$1,625,000

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France: \$975,000

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Netherlands: \$812,500

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Other EU: \$812,500

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3. Asia-Pacific Region: \$4,875,000 (15%)

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Japan: \$1,625,000

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South Korea: \$1,300,000

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Singapore: \$975,000

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Australia: \$975,000

4. PRODUCT CATEGORY BREAKDOWN

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1. Hardware Solutions: \$19,500,000 (60%)

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NaviFleet AMR Units: \$13,000,000

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Terrain Mapping Modules: \$4,875,000

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Sensor Arrays: \$1,625,000

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2. Software & Services: \$9,750,000 (30%)

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Fleet Management Platform Licenses: \$4,875,000

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Maintenance Contracts: \$3,250,000

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Professional Services: \$1,625,000

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3. Research & Custom Solutions: \$3,250,000 (10%)

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Custom Integration Projects: \$2,275,000

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Specialized Development: \$975,000

5. REVENUE TYPE ANALYSIS

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1. Recurring Revenue: \$13,000,000 (40%)

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Annual Software Subscriptions

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Maintenance Contracts

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Support Services

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2. Non-Recurring Revenue: \$19,500,000 (60%)

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Hardware Sales

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Implementation Services

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Custom Development

6. MATERIAL CUSTOMER CONCENTRATIONS

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1. No single customer represents more than 15% of total revenue.

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2. Top 5 customers by revenue:

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Customer A (Germany): \$4,875,000 (15%)

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Customer B (United States): \$3,250,000 (10%)

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Customer C (Japan): \$2,275,000 (7%)

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Customer D (United States): \$1,625,000 (5%)

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Customer E (United Kingdom): \$1,625,000 (5%)

7. CURRENCY EXPOSURE

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1. Revenue by Currency:

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USD: 65%

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EUR: 20%-

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JPY: 8%

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Other: 7%

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2. Foreign Exchange Impact:

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Net positive impact of \$975,000 for FY2023

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Hedging programs in place for EUR and JPY exposure

8. DISCLAIMERS AND LIMITATIONS

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1. This Revenue Report is provided for informational purposes only and should not be used for any other purpose.

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2. All figures are unaudited and subject to adjustment during year-end close.

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3. Forward-looking statements and projections are based on current expectations.

9. CERTIFICATION

The undersigned hereby certifies that the information contained in this Revenue Report is true and accurate to the best of their knowledge as of the date first written above.

NAVIFLOOR ROBOTICS, INC.

By: _ - 12 -

James Wilson

Chief Financial Officer

Date: December 31, 2023

[COMPANY SEAL]

