

REVENUE BY GEOGRAPHIC REGION - 2023

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NaviFloor Robotics, Inc.

A Delaware Corporation

1. DOCUMENT PURPOSE AND SCOPE

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1. This document presents the consolidated revenue data by geographic region.

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2. The revenue classifications contained herein have been reviewed and certified.

2. REVENUE CLASSIFICATION METHODOLOGY

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1. Geographic revenue allocation is determined based on the following criteria:

- a) Location of customer's primary installation site
- b) Billing address for recurring subscription revenue
- c) Territory designation in master service agreements
- d) Physical location where services are rendered

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2. Multi-territory contracts are allocated based on the percentage of AMR un

3. CONSOLIDATED REVENUE BY REGION

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1. North America

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United States: \$18,525,000

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Canada: \$3,250,000

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Mexico: \$1,625,000

Total North America: \$23,400,000

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2. Europe

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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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Benelux: \$812,500

Total Europe: \$5,687,500

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3. Asia-Pacific

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Japan: \$1,300,000

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South Korea: \$812,500

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Singapore: \$487,500

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Australia: \$325,000

Total Asia-Pacific: \$2,925,000

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4. Rest of World

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Brazil: \$325,000

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UAE: \$162,500

Total Rest of World: \$487,500

TOTAL GLOBAL REVENUE: \$32,500,000

4. REVENUE COMPOSITION BY PRODUCT TYPE

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1. Hardware Revenue

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AMR Unit Sales: 65%

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Replacement Parts & Components: 8%

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2. Software Revenue

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Fleet Management Platform Licenses: 15%

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Maintenance & Support: 7%

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3. Professional Services

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Installation & Configuration: 3%

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Training & Consulting: 2%

5. SIGNIFICANT REGIONAL DEVELOPMENTS

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1. North America experienced 42% year-over-year growth, driven by:

- a) Expansion of distribution center deployments
- b) New enterprise customer acquisitions in automotive sector
- c) Increased adoption of multi-robot fleet configurations

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2. European operations showed 28% growth, primarily attributed to:

- a) Market entry into France and Benelux regions
- b) Strategic partnership with leading German logistics providers
- c) CE certification completion for new AMR models

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3. Asia-Pacific expansion initiatives resulted in:

- a) Establishment of Singapore regional headquarters
- b) Japanese market penetration through distribution agreement with Yamamoto Industrial
- c) Initial deployments in South Korean automotive manufacturing facilities

6. DISCLAIMERS AND LIMITATIONS

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1. The revenue figures presented herein are preliminary and subject to final audit

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2. Currency conversions are calculated using average exchange rates for the

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3. Regional allocations may be subject to reclassification based on final custo

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4. Forward-looking statements and growth projections are not guaranteed and

7. CERTIFICATION

The undersigned hereby certifies that the information contained in this document
is true and accurate to the best of their knowledge as of the date below.

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James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: January 15, 2024

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