

5-YEAR FINANCIAL STRATEGIC PLAN

FIVE-YEAR FINANCIAL STRATEGIC PLAN (

NaviFloor Robotics, Inc.

Confidential & Proprietary

Effective Date: January 15, 2024

1. EXECUTIVE SUMMARY

This Five-Year Financial Strategic Plan (the "Plan") outlines NaviFloor Robotics, Inc.'s ("Company") financial objectives, growth targets, and strategic initiatives for fiscal years 2024 through 2028. This Plan has been approved b

the Board of Directors on January 10, 2024.

2. FINANCIAL OBJECTIVES

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1. Revenue Growth Targets

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FY2024: \$45.5M (40% YoY growth)

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FY2025: \$68.3M (50% YoY growth)

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FY2026: \$102.4M (50% YoY growth)

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FY2027: \$143.4M (40% YoY growth)

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FY2028: \$186.4M (30% YoY growth)

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2. Profitability Metrics

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Gross Margin: Increase from current 62% to 68% by FY2028

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EBITDA Margin: Achieve 25% by FY2028

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Operating Cash Flow: Maintain positive OCF starting Q3 2024

3. STRATEGIC INITIATIVES

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1. Product Development Investment

- - 3 -

Allocate 18% of annual revenue to R&D through FY2026

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Focus on next-generation terrain-mapping technology

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Development of cloud-based fleet management platform

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Annual capital expenditure of \$8.5M-\$12M for research facilities

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2. Market Expansion

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Geographic expansion into EMEA markets (FY2024-2025)

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APAC market entry (FY2026-2027)

- - 4 -

Development of channel partner network

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Target 40% international revenue by FY2028

4. OPERATIONAL EFFICIENCY

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1. Cost Structure Optimization

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Reduce COGS through supply chain optimization

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Implement automated quality control systems

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Consolidate manufacturing facilities

- - 5 -

Target 15% reduction in operational overhead by FY2026

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2. Working Capital Management

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Maintain inventory turnover ratio above 6.0x

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Reduce DSO to 45 days by FY2025

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Optimize vendor payment terms

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Target working capital ratio of 2.0x

5. FUNDING REQUIREMENTS

- - 6 -

1. Capital Structure

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Maintain debt-to-equity ratio below 0.4x

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Secure revolving credit facility of \$25M by Q3 2024

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Evaluate potential Series D funding round in FY2025

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Reserve \$15M for strategic acquisitions

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2. Investment Allocation

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Manufacturing capacity expansion: 35%

- - 7 -

R&D initiatives: 25%

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Sales & marketing infrastructure: 20%

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Working capital: 15%

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Strategic acquisitions: 5%

6. RISK MANAGEMENT

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1. Financial Risk Mitigation

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Maintain minimum cash reserves of \$20M

- - 8 -

Implement hedge strategies for foreign currency exposure

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Quarterly review of customer concentration risk

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Annual review of insurance coverage adequacy

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2. Operational Risk Management

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Develop secondary supplier relationships

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Implement disaster recovery protocols

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Regular audit of cybersecurity measures

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Quarterly compliance review

7. PERFORMANCE MONITORING

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1. Key Performance Indicators

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Monthly review of revenue growth metrics

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Quarterly assessment of profitability targets

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Semi-annual review of market share data

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Annual strategic plan adjustment

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2. Reporting Requirements

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Monthly financial statements to management

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Quarterly board presentations

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Semi-annual stakeholder updates

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Annual comprehensive plan review

8. LEGAL DISCLAIMER

This Financial Strategic Plan contains forward-looking statements and projections that involve risks and uncertainties. Actual results may differ

materially from those projected herein. This document is confidential and proprietary to NaviFloor Robotics, Inc. and may not be reproduced or distributed without written consent.

9. APPROVAL AND EXECUTION

APPROVED AND ADOPTED by the Board of Directors of NaviFloor Robotics, Inc.
January 10, 2024.

By: _

Dr. Sarah Chen

Chief Executive Officer

By: _

James Wilson

Chief Financial Officer

By: _

Richard Torres

Chief Operating Officer

WITNESSED:

By: _

Corporate Secretary

NaviFloor Robotics, Inc.

