

ACCOUNTS RECEIVABLE AGING REPORT - Q4 2023

ACCOUNTS RECEIVABLE AGING REPORT

NAVIFLOOR ROBOTICS, INC.

Q4 2023 (October 1 - December 31, 2023)

Generated: January 10, 2024

CONFIDENTIAL & PROPRIETARY

For Due Diligence Purposes Only

1. EXECUTIVE SUMMARY

Total Accounts Receivable as of December 31, 2023: \$8,427,500

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Current (0-30 days): \$4,215,300 (50.0%)

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31-60 days: \$2,526,900 (30.0%)

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61-90 days: \$842,750 (10.0%)

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91-120 days: \$505,650 (6.0%)

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Over 120 days: \$337,100 (4.0%)

Collection Efficiency Ratio: 96%

Days Sales Outstanding (DSO): 42 days

2. DETAILED AGING ANALYSIS

2.1 Current (0-30 Days): \$4,215,300

Customer	Invoice Date	Amount	Product/Service
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AutoFlex Manufacturing	12/15/2023	\$875,000	AMR Fleet (5 units)
Global Logistics Co.	12/22/2023	\$720,000	Navigation System Upgrade
Precision Warehousing	12/28/2023	\$650,300	Annual Maintenance Contract
Other Customers (12)	Various	\$1,970,000	Various Services

2.2 31-60 Days: \$2,526,900

Customer	Invoice Date	Amount	Product/Service
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TechStore Distribution	11/12/2023	\$625,000	AMR Fleet (3 units)
Midwest Fulfillment	11/18/2023	\$485,900	System Integration
Other Customers (8)	Various	\$1,416,000	Various Services

2.3 61-90 Days: \$842,750

| Customer | Invoice Date | Amount | Product/Service |

|-----|-----|-----|-----|

Pacific Storage Solutions	10/05/2023	\$342,750	Software License
Eastern Distribution Corp	10/15/2023	\$325,000	AMR Unit (2 units)
Other Customers (3)	Various	\$175,000	Various Services

2.4 91-120 Days: \$505,650

| Customer | Invoice Date | Amount | Status |

|-----4-----|-----|-----|

| Alliance Warehouse | 09/22/2023 | \$285,650 | Payment Plan Established |
| Metro Distribution | 09/28/2023 | \$220,000 | In Collections |

2.5 Over 120 Days: \$337,100

| Customer | Invoice Date | Amount | Status |

|-----|-----|-----|-----|

| Industrial Solutions Corp | 08/15/2023 | \$187,100 | Legal Review |
| Rapid Logistics | 08/02/2023 | \$150,000 | Bankruptcy Filing |

3. COLLECTION METRICS

3.1 Collection Performance

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Q4 2023 Collections: \$7,850,000

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Q4 2023 New Invoices: \$8,427,500

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Collection Ratio: 93.15%

3.2 Payment Terms Analysis

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Standard Terms: Net 30

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Average Payment Time: 42 days

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Early Payment Discounts Utilized: \$125,000

4. RISK ASSESSMENT

4.1 High-Risk Accounts (\$337,100)

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Industrial Solutions Corp: \$187,100

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Status: Legal proceedings initiated

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Expected Recovery: 60%

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Rapid Logistics: \$150,000

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Status: Chapter 11 filing

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Expected Recovery: 25%

4.2 Allowance for Doubtful Accounts

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Current Reserve: \$275,000

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Q4 Adjustments: +\$50,000

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Expected Write-offs: \$112,500

5. TRENDING ANALYSIS

5.1 Quarter-over-Quarter Comparison

Metric	Q3 2023	Q4 2023	Change
Total AR	\$7,925,000	\$8,427,500	+6.3%
Current	48%	50%	+2.0%

31-60 Days	32%	30%	-2.0%
61+ Days	20%	20%	0.0%
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5.2 Key Performance Indicators

- DSO Improvement: 2 days (from 44 to 42)
- Bad Debt Ratio: 0.85%
- Customer Payment Score: 92/100

6. NOTES AND DISCLAIMERS

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1 This report has been prepared by the Finance Department of NaviFloor Ro

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2 All figures are stated in USD and are current as of December 31, 2023.

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3 This report includes forward-looking assessments of collectibility and reco

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4 The information contained herein is confidential and proprietary to NaviFlo

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Date: January 10, 2024

