ROBOT LEASING REVENUE ANALYSIS Q4 2023

ROBOT LEASING REVENUE ANALYSIS Q4 2

NaviFloor Robotics, Inc.

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Generated: January 11, 2024

1. EXECUTIVE SUMMARY

This analysis examines NaviFloor Robotics, Inc.'s ("Company") robot leasing revenue streams for Q4 2023, including recurring revenue from AMR fleet deployments, maintenance contracts, and software licensing. All figures are

presented in accordance with GAAP standards and have been reviewed by Ja

Wilson, CFO.

2. LEASING PROGRAM OVERVIEW

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1. The Company maintains three distinct leasing programs:

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Enterprise Fleet Lease (EFL)

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Flexible Deployment Program (FDP)

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Pay-Per-Usage Model (PPU)

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2. Total Active Lease Contracts: 147

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Enterprise Fleet Lease: 58

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Flexible Deployment: 73

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Pay-Per-Usage: 16

3. Q4 2023 REVENUE ANALYSIS

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1. Gross Leasing Revenue: $8,725,000

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Enterprise Fleet Lease: $5,230,000

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Flexible Deployment: $2,845,000

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Pay-Per-Usage: $650,000

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2. Revenue Distribution by Robot Type:

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NaviFloor 3000 Series: 45%

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NaviFloor 4000 Series: 35%

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NaviFloor 5000 Series: 20%

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3. Recurring Revenue Components:

Base Lease Payments: $6,180,000

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Maintenance Services: $1,745,000

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Software Licensing: $800,000

4. KEY PERFORMANCE METRICS

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1. Average Revenue Per Unit (ARPU):

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Enterprise Fleet Lease: $90,172

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Flexible Deployment: $38,973

Pay-Per-Usage: $40,625

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2. Contract Renewal Rates:

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Enterprise Fleet Lease: 92%

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Flexible Deployment: 84%

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Pay-Per-Usage: 75%

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3. Customer Acquisition Costs:

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Enterprise Fleet Lease: $45,000

Flexible Deployment: $28,000

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Pay-Per-Usage: $15,000

5. GEOGRAPHIC REVENUE DISTRIBUTION

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1. Revenue by Region:

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North America: 65% ($5,671,250)

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Europe: 25% ($2,181,250)

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Asia-Pacific: 10% ($872,500)

2. Top State Concentrations:

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California: 22%

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Texas: 18%

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Michigan: 15%

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Illinois: 12%

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Other: 33%

6. CUSTOMER SEGMENTATION ANALYSIS

1. Revenue by Industry:

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Manufacturing: 45%

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Distribution Centers: 35%

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Logistics: 15%

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Other: 5%

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2. Revenue by Customer Size:

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Enterprise (>$1B): 55%

Mid-Market ($100M-$1B): 35%

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Small Business (<$100M): 10%

7. FINANCIAL METRICS AND RATIOS

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1. Gross Margin Analysis:

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Enterprise Fleet Lease: 72%

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Flexible Deployment: 68%

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Pay-Per-Usage: 65%

2. Operating Metrics:

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Average Contract Term: 36 months

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Mean Time Between Failures: 2,180 hours

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Service Response Time: 4.2 hours

8. RISK FACTORS AND CONSIDERATIONS

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1. The following factors may impact future lease revenue:

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Market competition and pricing pressure

Technology obsolescence risk

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Customer churn rates

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Maintenance cost fluctuations

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Regulatory compliance requirements

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2. Mitigation Strategies:

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Regular technology upgrades

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Preventive maintenance programs

Customer success initiatives

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Contract term optimization

9. LEGAL DISCLAIMER

This analysis contains confidential and proprietary information of NaviFloor
Robotics, Inc. The financial data presented herein has been prepared for
informational purposes only and should not be relied upon for investment
decisions. While efforts have been made to ensure accuracy, no warranty or
representation is made regarding the completeness or accuracy of the informa
contained herein. This document is subject to the terms of the applicable
Non-Disclosure Agreement.

10. CERTIFICATION

The undersigned hereby certifies that this revenue analysis accurately reflect
the Company's robot leasing operations for Q4 2023, to the best of their
knowledge and belief.

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James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: January 11, 2024

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