

# **WAREHOUSE ROBOT REVENUE DISTRIBUTION ANALYSIS**

## **WAREHOUSE ROBOT REVENUE DISTRIBUTION ANALYSIS**

### **FISCAL YEAR 2023**

**NaviFloor Robotics, Inc.**

**Confidential & Proprietary**

**Date: December 31, 2023**

### **1. EXECUTIVE SUMMARY**

This document sets forth the revenue distribution analysis for NaviFloor Robotics, Inc.

Robotics, Inc.'s ("Company") warehouse robot product lines and associated services for Fiscal Year 2023 (January 1, 2023 - December 31, 2023). This analysis has been prepared by the Company's Finance Department in consultation with Legal Affairs and has been reviewed by James Wilson, Chief Financial Officer.

## 2. REVENUE CATEGORIZATION

### 1. \*\*Hardware Revenue\*\*

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NaviFloor A2000 Series AMRs: \$12,875,000

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NaviFloor X500 Compact Units: \$8,125,000

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Specialized Attachments and Peripherals: \$2,275,000

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Spare Parts and Components: \$1,625,000

2. **\*\*Software and Licensing Revenue\*\***

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FleetControl(TM) Platform Licenses: \$3,900,000

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TerrainMap(TM) Software Subscriptions: \$1,950,000

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API Integration Services: \$650,000

3. **\*\*Service Revenue\*\***

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Implementation Services: \$425,000

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Maintenance Contracts: \$375,000

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Technical Support: \$300,000

### **3. GEOGRAPHICAL DISTRIBUTION**

#### **1. \*\*North America\*\***

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United States: 65% (\$21,125,000)

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Canada: 12% (\$3,900,000)

#### **2. \*\*Europe\*\***

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Germany: 8% (\$2,600,000)

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United Kingdom: 6% (\$1,950,000)

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France: 4% (\$1,300,000)

### 3. **\*\*Asia Pacific\*\***

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Japan: 3% (\$975,000)

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South Korea: 2% (\$650,000)

## **4. REVENUE RECOGNITION POLICIES**

### 1. **\*\*Hardware Revenue Recognition\*\***

Revenue from hardware sales is recognized upon transfer of control to

customer, which typically occurs upon delivery and installation of the product at the customer's facility, in accordance with ASC 606.

## 2. **Software Revenue Recognition**

Software license revenue is recognized over the subscription period, typically 12-36 months, on a straight-line basis. Implementation fees are recognized when the services are performed.

## 3. **Service Revenue Recognition**

Maintenance and support revenue is recognized ratably over the term of the agreement, typically 12 months.

# 5. MATERIAL CONTRACTS AND COMMITMENTS

## 1. **Major Customer Agreements**

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Contract #NFR-2023-001: GlobalDist Logistics (\$4,875,000)

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Contract #NFR-2023-015: AmeriWare Solutions (\$3,250,000)

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Contract #NFR-2023-027: EuroTech Manufacturing (\$2,275,000)

## 2. \*\*Revenue Commitments\*\*

Total contracted revenue for FY2024: \$18,525,000

Deferred revenue as of December 31, 2023: \$4,225,000

## 6. RISK FACTORS AND CONTINGENCIES

### 1. \*\*Revenue Concentration\*\*

No single customer represents more than 15% of total revenue for FY

2. **Contract Terms**

Standard payment terms are net 30 days, with certain strategic customers receiving net 45 days.

3. **Warranty Obligations**

Standard warranty period is 12 months for hardware components, with warranties available for purchase.

## 7. CERTIFICATION

The undersigned hereby certifies that this revenue distribution analysis accurately reflects the Company's financial records and has been prepared in accordance with generally accepted accounting principles.

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/s/ James Wilson



James Wilson

Chief Financial Officer

NaviFloor Robotics, Inc.

Date: December 31, 2023

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## 8. DISCLAIMERS AND LIMITATIONS

This document is confidential and proprietary to NaviFloor Robotics, Inc. The information contained herein has been prepared solely for information purposes and does not constitute a representation or warranty of any kind. Any projections or forecasts represent the Company's best estimates as of the date of this document but should not be relied upon as guarantees of future performance.

## **9. DOCUMENT CONTROL**

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