

Q4 2023 FINANCIAL STATEMENTS & BALANCE SHEET

NAVIFLOOR ROBOTICS, INC.

Q4 2023 FINANCIAL STATEMENTS & BALANCE SHEET

For the Quarter Ended December 31, 2023

CONFIDENTIAL FINANCIAL INFORMATION

For authorized review only - Subject to Non-Disclosure Agreement

1. CONSOLIDATED INCOME STATEMENT

For the three months ended December 31, 2023

(Amounts in USD)

Revenue

-

Product Sales (AMR Units): \$7,245,000

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Software Licensing & Subscriptions: \$2,890,000

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Maintenance & Support Services: \$1,125,000

-

Professional Services: \$865,000

Total Revenue: \$12,125,000

Cost of Revenue

- - 2 -

Hardware Manufacturing: \$(3,622,500)

-

Software Development: \$(865,000)

-

Support & Service Delivery: \$(562,500)

-

Professional Services Labor: \$(432,500)

Total Cost of Revenue: \$(5,482,500)

Gross Profit

Gross Profit: \$6,642,500

Gross Margin: 54.8%

Operating Expenses

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Research & Development: \$(2,182,500)

-

Sales & Marketing: \$(1,698,750)

-

General & Administrative: \$(1,212,500)

-

Depreciation & Amortization: \$(303,125)

Total Operating Expenses: \$(5,396,875)

Operating Income

Operating Income: \$1,245,625

Other Income/(Expense)

-

Interest Income: \$45,000

-

Interest Expense: \$(125,000)

-

Other Income: \$15,000

Total Other Income/(Expense): \$(65,000)

Income Before Taxes

Pre-tax Income: \$1,180,625

Income Tax Expense

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Federal & State Tax: \$(295,156)

Net Income: \$885,469

2. CONSOLIDATED BALANCE SHEET

As of December 31, 2023

(Amounts in USD)

Assets

Current Assets

-

Cash & Cash Equivalents: \$8,750,000

-

Short-term Investments: \$5,000,000

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Accounts Receivable: \$4,825,000

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Inventory: \$3,250,000

-

Prepaid Expenses: \$725,000

Total Current Assets: \$22,550,000

Non-Current Assets

-

Property, Plant & Equipment: \$12,500,000

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Less: Accumulated Depreciation: \$(3,750,000)

-

Intangible Assets: \$15,000,000

-

Goodwill: \$5,500,000

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Other Long-term Assets: \$1,250,000

Total Non-Current Assets: \$30,500,000

TOTAL ASSETS: \$53,050,000

Liabilities & Stockholders' Equity

Current Liabilities

-

Accounts Payable: \$2,875,000

-

Accrued Expenses: \$1,625,000

-

Deferred Revenue: \$3,250,000

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Current Portion of Long-term Debt: \$1,000,000

Total Current Liabilities: \$8,750,000

Non-Current Liabilities

-

Long-term Debt: \$12,000,000

-

Deferred Tax Liabilities: \$2,500,000

-

Other Long-term Liabilities: \$1,250,000

Total Non-Current Liabilities: \$15,750,000

Stockholders' Equity

-

Common Stock (\$0.001 par value): \$50,000

-

Additional Paid-in Capital: \$25,000,000

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Retained Earnings: \$3,500,000

Total Stockholders' Equity: \$28,550,000

TOTAL LIABILITIES & STOCKHOLDERS' EQUITY: \$53,050,000

3. KEY FINANCIAL METRICS & RATIOS

Liquidity Ratios

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Current Ratio: 2.58

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Quick Ratio: 2.21

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Cash Ratio: 1.00

Profitability Ratios

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Gross Margin: 54.8%

-

Operating Margin: 10.3%

-

Net Profit Margin: 7.3%

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Return on Assets (ROA): 1.67%

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Return on Equity (ROE): 3.10%

Efficiency Ratios

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Asset Turnover: 0.23

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Inventory Turnover: 1.69

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Receivables Turnover: 2.51

Leverage Ratios

-

Debt-to-Equity: 0.46

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Debt-to-Assets: 0.24

-

Interest Coverage: 9.96

4. NOTES TO FINANCIAL STATEMENTS

4.1 Basis of Preparation

These financial statements have been prepared in accordance with Generally Accepted Accounting Principles (GAAP) and represent the consolidated financial position of NaviFloor Robotics, Inc. and its subsidiaries.

4.2 Revenue Recognition

Revenue is recognized when performance obligations are satisfied through the

transfer of promised goods or services to customers. Software subscription revenue is recognized ratably over the subscription period.

4.3 Significant Accounting Policies

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Inventory is valued at the lower of cost or net realizable value using the FIFO

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Depreciation is calculated using the straight-line method

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Research and development costs are expensed as incurred

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Software development costs are capitalized once technological feasibility is c

4.4 Segment Information

The company operates as a single operating segment focused on autonomous

robots and related software solutions.

5. CERTIFICATION

The undersigned, duly authorized officers of NaviFloor Robotics, Inc., hereby certify that these financial statements fairly present, in all material respects, the financial position, results of operations, and cash flows of the Company as of and for the period ended December 31, 2023.

/s/ James Wilson

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James Wilson

Chief Financial Officer

Date: January 15, 2024

/s/ Dr. Sarah Chen

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Dr. Sarah Chen

Chief Executive Officer

Date: January 15, 2024

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This document contains confidential and proprietary information of NaviFlo

