NovaAI Robotics — Board Investor Report
Q3 2025
Confidential

1. CEO Letter

This quarter confirmed that autonomy — not hardware — is the primary bottleneck for industrial robotics adoption. Nearly every customer expressed frustration with their existing systems' inability to adapt to dynamic environments.

Our autonomy engine is being recognized not only as a performance enhancement but as a core differentiator that determines throughput and reliability. This supports our strategic shift toward licensing and deeper integration with OEMs.

Our responsibility now is to validate across multiple pilots, convert interest into multi-year agreements, and prepare the organization to scale deployments.

2. Strategy Update

- Shift toward autonomy-as-a-service validated by customer demand.
- System integrators now requesting direct access to autonomy modules.
- Early OEM integration conversations underway with two partners.
- Mid-market GTM moving to partner-led deployment rather than direct sales.

3. Market Outlook

- Automation market remains strong driven by labor shortages.
- Mid-market adoption accelerating faster than enterprise.
- Competitors consolidating (two acquisitions).
- Customers increasingly want autonomy-first solutions vs hardware-first.

4. Commercialization Update

- Three pilots active; two showing >98% uptime.
- 14 qualified opportunities (+55% QoQ).
- OEM evaluating embedded autonomy module for 2026 product line.
- Revised commercialization timing: early revenue in 2026; scaling in 2027.

5. Product & Technology Update

- MTTR reduced 47% with new autonomy cycle.
- Continuous-duty operation validated for 72 hours.
- Root-cause analysis engine deployed across pilot sites.
- Remaining risks: thermal drift under sustained load, firmware update reliability.

6. Financial Planning

- Burn: $380K/mo
- Runway: 17 months
- Hiring planned: +4 engineers in 2026
- Capex: $215K (compute + testing rigs)
- Series A planned for late 2026

7. Revenue Expectations

Segment	Potential	Probability	Weighted
Pilots & services	$1.2M	80%	$960K
Subscriptions	$2.0M	60%	$1.2M
OEM licensing	$600K	40%	$240K
Total	$3.8M	—	**$2.4M**

8. IP / Corporate Development

- Two new patents filed for multi-agent autonomy calibration.
- Integration partnership signed with major robotics systems integrator.
- Initial OEM interest in embedding autonomy engine.