

NORTHGATE ROBOTICS LTD

FINANCIAL SUMMARY ? FY2025 (UNAUDITED MANAGEMENT ACCOUNTS)

Prepared by the CFO office, 30 September 2025. All figures in GBP unless stated.

1. REVENUE. Total revenue for FY2025 was £12.4 million, up 46% from £8.5 million in FY2024. Recurring software and support revenue (ARR basis) at year end was £9.6 million.

2. GROSS MARGIN. Blended gross margin was 61%, reflecting the mix of hardware (41% margin) and software subscriptions (84% margin).

3. OPERATING RESULT. Operating loss for FY2025 was £1.8 million, an improvement from a £3.1 million loss in FY2024.

4. CASH. Cash at bank on 30 September 2025 was £4.2 million. At the current net burn rate of approximately £0.35 million per month, this supports roughly 12 months of runway before the planned Series B.

5. CUSTOMERS. The company served 86 active customers at year end, up from 61. Net revenue retention for the software business was 117%.

6. CONCENTRATION. The three largest customers together represented 34% of FY2025 revenue.

This summary is unaudited and prepared for internal planning and investor discussions.