

COLD STORAGE CUSTOMER ROI ANALYSIS 2023

CONFIDENTIAL AND PROPRIETARY

Prepared by: Financial Planning & Analysis Department

Polar Dynamics Robotics, Inc.

Date: December 31, 2023

1. EXECUTIVE SUMMARY

This analysis examines the return on investment (ROI) metrics for customers implementing Polar Dynamics Robotics' IceNav-enabled autonomous mobile robots (AMRs) in cold storage environments during the 2023 fiscal year. The data presented herein is based on actual customer deployment results, normalized across facility sizes and operating conditions.

2. METHODOLOGY AND ASSUMPTIONS

1. Data Collection Parameters

- Analysis period: January 1, 2023 - December 31, 2023
- Sample size: 47 customer facilities
- Geographic distribution: North America (32), Europe (11), Asia-Pacific (4)
- Facility types: Pharmaceutical cold storage (18), Food & beverage (21), Industrial (8)

2. Cost Basis Calculations

- Equipment acquisition costs (CAPEX)
- Installation and integration expenses
- Training and onboarding
- Maintenance and support services
- Energy consumption differentials
- Labor cost adjustments

3. CUSTOMER SEGMENT ANALYSIS

1. Pharmaceutical Cold Storage

- Average facility size: 125,000 sq ft
- Mean temperature range: -20 C to +4 C

- Average annual savings: \$847,000
- ROI timeline: 14.7 months
- Primary cost reduction drivers:
- Labor efficiency: 42%
- Energy optimization: 28%
- Inventory accuracy: 18%
- Maintenance reduction: 12%

2. Food & Beverage

- Average facility size: 180,000 sq ft
- Mean temperature range: -30 C to +2 C
- Average annual savings: \$1,124,000
- ROI timeline: 12.3 months
- Primary cost reduction drivers:
- Labor efficiency: 38%
- Energy optimization: 31%
- Product loss reduction: 22%
- Maintenance reduction: 9%

3. Industrial

- Average facility size: 95,000 sq ft
- Mean temperature range: -40 C to -5 C
- Average annual savings: \$692,000
- ROI timeline: 16.8 months
- Primary cost reduction drivers:
- Labor efficiency: 45%
- Energy optimization: 25%
- Equipment longevity: 20%
- Maintenance reduction: 10%

4. OPERATIONAL EFFICIENCY METRICS

1. Labor Optimization

- Average reduction in manual labor hours: 62%
- Workplace injury reduction: 84%
- Training time reduction: 45%
- Staff retention improvement: 38%

2. Energy Efficiency

- Average reduction in energy consumption: 23%
- Optimization of cold-chain integrity: 96%
- Temperature deviation incidents: -78%
- Door opening cycle reduction: 42%

5. RISK FACTORS AND DISCLAIMERS

1. This analysis contains forward-looking statements and projections based on historical data. Actual results may vary based on facility-specific conditions, implementation quality, and operational parameters.

2. ROI calculations assume proper implementation of Polar Dynamics Robotics' recommended deployment protocols and maintenance schedules.

3. Energy savings calculations are based on standard utility rates and may vary by region and provider.

4. Labor cost savings are calculated using average industry wages and do not account for regional variations or union agreements.

6. CERTIFICATION

The undersigned hereby certifies that this analysis has been prepared in accordance with generally accepted financial analysis principles and represents a true and accurate assessment of customer ROI metrics for the period specified.

/s/ Katherine Wells

Katherine Wells

Chief Financial Officer

Polar Dynamics Robotics, Inc.

Date: December 31, 2023

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