

REVENUE BY CUSTOMER SEGMENT

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Q4 2023 FINANCIAL REPORT

Polar Dynamics Robotics, Inc.

CONFIDENTIAL AND PROPRIETARY

1. DOCUMENT OVERVIEW

1. This Revenue by Customer Segment Report ("Report") has been p

2. This Report is confidential and contains proprietary business information.

2. REVENUE SEGMENTATION

1. Primary Market Segments

The Company's Q4 2023 revenue of \$8,725,000 is segmented as follows:

a) Cold Chain Logistics: \$3,927,000 (45.0%)

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Third-party logistics providers: \$2,356,200

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Direct distribution centers: \$1,570,800

b) Food & Beverage Manufacturing: \$2,617,500 (30.0%)

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Frozen food producers: \$1,832,250

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Cold storage facilities: \$785,250

c) Pharmaceutical & Healthcare: \$1,745,000 (20.0%)

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Pharmaceutical warehousing: \$1,047,000

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Medical supply chain: \$698,000

d) Other Industrial Applications: \$435,500 (5.0%)

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Research facilities: \$261,300

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Specialty applications: \$174,200

3. REVENUE ANALYSIS BY PRODUCT LINE

1. BlueCore(TM) Platform Solutions

a) Hardware Revenue: \$6,106,750

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AMR Units (Standard): \$3,663,450

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AMR Units (Enhanced): \$1,831,725

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Charging Infrastructure: \$611,575

b) Software & Services: \$2,618,250

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Navigation Licenses: \$1,309,125

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Maintenance Contracts: \$785,475

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Professional Services: \$523,650

4. CUSTOMER CONCENTRATION

1. Key Accounts (>5% of quarterly revenue)

a) FrostLine Logistics, Inc.: \$1,047,000 (12.0%)

b) Arctic Storage Solutions: \$872,500 (10.0%)

c) PharmaFreeze International: \$785,250 (9.0%)

d) Global Cold Chain Corp.: \$697,000 (8.0%)

2. Geographic Distribution

a) North America: \$5,235,000 (60.0%)

b) Europe: \$1,745,000 (20.0%)

c) Asia-Pacific: \$1,309,125 (15.0%)

d) Rest of World: \$435,875 (5.0%)

5. REVENUE QUALITY METRICS

1. Recurring Revenue

a) Annual Maintenance Contracts: \$1,745,000 (20.0%)

b) Software Subscriptions: \$872,500 (10.0%)

c) Service Level Agreements: \$436,250 (5.0%)

2. Revenue Recognition

All revenue reported herein has been recognized in accordance with the Company's revenue recognition policies.

6. QUARTER-OVER-QUARTER COMPARISON

1. Growth Analysis (Q3 2023 vs. Q4 2023)

a) Total Revenue Growth: 12.5%

b) Segment Growth:

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Cold Chain Logistics: +15.2%

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Food & Beverage: +11.8%

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Pharmaceutical: +9.5%

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Other Industrial: +5.2%

7. DISCLAIMERS AND LIMITATIONS

1. This Report contains forward-looking statements and financial projections.
2. All financial data is unaudited and subject to adjustment during year-end audit.
3. Revenue figures exclude deferred revenue and are presented on an accrual basis.

8. CERTIFICATION

The undersigned officer hereby certifies that this Report accurately reflects the Company's revenue by customer segment for Q4 2023 to the best of his knowledge and belief.

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POLAR DYNAMICS ROBOTICS, INC.

By: _

Victoria Wells

Chief Financial Officer

Date: January 15, 2024

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9. APPENDIX

1. Revenue Recognition Methodology
2. Customer Segmentation Criteria
3. Foreign Currency Translation Rates

4. Quarterly Trend Analysis

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