

MAINTENANCE REVENUE PROJECTIONS 2024

POLAR DYNAMICS ROBOTICS, INC.

Confidential & Proprietary

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1. EXECUTIVE SUMMARY

This document outlines the projected maintenance revenue streams for Polar Dynamics Robotics, Inc.'s ("Company") autonomous mobile robot (AMR) fleet and associated service contracts for fiscal year 2024. These projections are based on historical performance data, existing service agreements, and anticipated market growth.

2. DEFINITIONS

1. "Standard Maintenance Agreement" refers to the Company's base-level service contract including quarterly preventive maintenance, software updates, and basic repairs.
2. "Premium Service Package" refers to the enhanced maintenance agreement including 24/7 support, priority response, and advanced component replacement.
3. "IceNav Support" refers to specialized maintenance services for the Company's proprietary cold-environment navigation system.

3. EXISTING MAINTENANCE BASE

1. Current Active Service Contracts:
 - Standard Maintenance Agreements: 142
 - Premium Service Packages: 87
 - IceNav Support Contracts: 229
2. Geographic Distribution:
 - North America: 65%
 - Europe: 25%
 - Asia-Pacific: 10%

4. REVENUE PROJECTIONS

1. Standard Maintenance Revenue

- Q1 2024: \$2,850,000
- Q2 2024: \$3,125,000
- Q3 2024: \$3,425,000
- Q4 2024: \$3,750,000

Total Projected Standard Maintenance Revenue: \$13,150,000

2. Premium Service Revenue

- Q1 2024: \$3,225,000
- Q2 2024: \$3,575,000
- Q3 2024: \$3,925,000
- Q4 2024: \$4,275,000

Total Projected Premium Service Revenue: \$15,000,000

3. IceNav Support Revenue

- Q1 2024: \$1,875,000
- Q2 2024: \$2,125,000
- Q3 2024: \$2,375,000
- Q4 2024: \$2,625,000

Total Projected IceNav Support Revenue: \$9,000,000

5. GROWTH ASSUMPTIONS

1. New Contract Acquisition

- Projected new Standard Maintenance Agreements: 45
- Projected new Premium Service Packages: 35
- Projected new IceNav Support Contracts: 80

2. Retention Rates

- Standard Maintenance: 92%
- Premium Service: 95%
- IceNav Support: 97%

3. Price Adjustments

- 5% increase in Standard Maintenance fees effective Q2 2024
- 7% increase in Premium Service fees effective Q3 2024
- 3% increase in IceNav Support fees effective Q1 2024

6. RISK FACTORS

1. The projections contained herein are subject to various risks and uncertainties, including but not limited to:

- Market conditions and economic factors
- Competition and pricing pressures
- Technical challenges and product performance
- Customer retention and satisfaction
- Regulatory compliance costs
- Supply chain disruptions

7. DISCLAIMERS

1. These projections represent management's current estimates and beliefs regarding future performance. Actual results may vary materially from these projections.

2. This document is provided for planning purposes only and should not be construed as a guarantee of future performance or results.

3. The information contained herein is confidential and proprietary to Polar Dynamics Robotics, Inc.

8. CERTIFICATION

The undersigned officers hereby certify that these projections have been prepared in good faith and are based on reasonable assumptions as of the date of this document.

POLAR DYNAMICS ROBOTICS, INC.

By:

Katherine Wells

Chief Financial Officer

Date:

By:

Sarah Nordstrom

Chief Operating Officer

Date:

9. APPENDIX

1. Historical Maintenance Revenue Growth (2021-2023)
2. Customer Segmentation Analysis
3. Service Level Agreement Performance Metrics
4. Cost Structure Analysis
5. Competitive Benchmark Data

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