

# 5-YEAR FINANCIAL FORECAST (2024-2028)

**POLAR DYNAMICS ROBOTICS, INC.**

**Confidential & Proprietary**

**Generated: January 11, 2024**

## 1. DISCLAIMER AND FORWARD-LOOKING STATEMENTS

This financial forecast contains forward-looking statements and projections based on current expectations, estimates, and assumptions. These projections are inherently subject to significant business, economic, and competitive uncertainties and contingencies, many of which are beyond the control of Polar Dynamics Robotics, Inc. ("Company"). No representation or warranty is made as to the achievability of these projections.

## 2. REVENUE PROJECTIONS

### 2.1 Core Product Revenue

(USD Millions)

- 2024: \$45.8M
- 2025: \$64.2M
- 2026: \$89.7M
- 2027: \$125.6M
- 2028: \$175.8M

### 2.2 Revenue Breakdown by Product Line

#### 2.2.1 IceNav-enabled AMR Units

- 2024: \$32.1M (70%)
- 2025: \$44.9M (70%)
- 2026: \$62.8M (70%)
- 2027: \$87.9M (70%)
- 2028: \$123.1M (70%)

#### 2.2.2 Maintenance & Support Services

- 2024: \$9.2M (20%)
- 2025: \$12.8M (20%)

- 2026: \$17.9M (20%)
- 2027: \$25.1M (20%)
- 2028: \$35.2M (20%)

### **2.2.3 Software Licensing & Updates**

- 2024: \$4.5M (10%)
- 2025: \$6.5M (10%)
- 2026: \$9.0M (10%)
- 2027: \$12.6M (10%)
- 2028: \$17.5M (10%)

## **3. COST PROJECTIONS**

### **3.1 Cost of Goods Sold (COGS)**

(USD Millions)

- 2024: \$22.9M (50% of revenue)
- 2025: \$30.8M (48% of revenue)
- 2026: \$41.3M (46% of revenue)
- 2027: \$55.3M (44% of revenue)
- 2028: \$75.6M (43% of revenue)

### **3.2 Operating Expenses**

#### **3.2.1 Research & Development**

- 2024: \$9.2M (20%)
- 2025: \$12.8M (20%)
- 2026: \$16.1M (18%)
- 2027: \$21.4M (17%)
- 2028: \$28.1M (16%)

#### **3.2.2 Sales & Marketing**

- 2024: \$6.9M (15%)
- 2025: \$9.6M (15%)
- 2026: \$13.5M (15%)

- 2027: \$18.8M (15%)
- 2028: \$26.4M (15%)

### **3.2.3 General & Administrative**

- 2024: \$4.6M (10%)
- 2025: \$6.4M (10%)
- 2026: \$8.1M (9%)
- 2027: \$11.3M (9%)
- 2028: \$15.8M (9%)

## **4. PROFITABILITY METRICS**

### **4.1 Gross Profit**

- 2024: \$22.9M (50% margin)
- 2025: \$33.4M (52% margin)
- 2026: \$48.4M (54% margin)
- 2027: \$70.3M (56% margin)
- 2028: \$100.2M (57% margin)

### **4.2 EBITDA**

- 2024: \$2.2M (5% margin)
- 2025: \$4.6M (7% margin)
- 2026: \$10.7M (12% margin)
- 2027: \$18.8M (15% margin)
- 2028: \$29.9M (17% margin)

## **5. KEY ASSUMPTIONS**

### **5.1 Market Conditions**

- Cold chain logistics market CAGR of 15% through 2028
- Continued expansion of pharmaceutical cold storage requirements
- Stable raw material and component costs
- No significant regulatory changes affecting autonomous robotics

## **5.2 Operational Assumptions**

- Manufacturing capacity expansion in Q3 2024
- R&D investment maintaining 18-month product cycle
- Strategic partnerships with 3 major cold storage facility operators
- Successful launch of next-generation IceNav platform in 2025

## **6. CAPITAL REQUIREMENTS**

### **6.1 Projected Capital Expenditure**

- 2024: \$8.5M
- 2025: \$11.2M
- 2026: \$15.8M
- 2027: \$20.4M
- 2028: \$26.7M

### **6.2 Working Capital Requirements**

- 2024: \$6.8M
- 2025: \$9.5M
- 2026: \$13.3M
- 2027: \$18.6M
- 2028: \$26.0M

## **7. CERTIFICATION**

This forecast has been prepared by the Finance Department of Polar Dynamics Robotics, Inc. and reviewed by the Executive Team. While based on reasonable assumptions and methodologies, these projections should not be relied upon as guarantees of future performance.

Certified by:

Katherine Wells

Chief Financial Officer

Polar Dynamics Robotics, Inc.

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