

# **AMR SUBSCRIPTION REVENUE BREAKDOWN**

**Polar Dynamics Robotics, Inc.**

**Confidential Financial Document**

**Period: FY2023 (January 1, 2023 - December 31, 2023)**

## **1. DOCUMENT PURPOSE AND SCOPE**

1. This document provides a detailed breakdown of Annual Recurring Revenue (ARR) derived from Autonomous Mobile Robot (AMR) subscription services offered by Polar Dynamics Robotics, Inc. ("Company") for the fiscal year ending December 31, 2023.

2. All financial figures presented herein have been reviewed by Katherine Wells, Chief Financial Officer, and validated against the Company's audited financial statements.

## **2. SUBSCRIPTION MODELS AND REVENUE CLASSIFICATION**

### **1. \*\*IceNav(TM) Platform Subscriptions\*\***

- Enterprise License: \$8,500/robot/year
- Professional License: \$6,200/robot/year
- Basic License: \$4,800/robot/year

### **2. \*\*Fleet Management Services\*\***

- Premium Fleet Management: \$12,000/fleet/year
- Standard Fleet Management: \$8,400/fleet/year

### **3. \*\*Maintenance & Support Packages\*\***

- Platinum Support: \$15,000/robot/year
- Gold Support: \$10,000/robot/year
- Silver Support: \$7,500/robot/year

## **3. REVENUE BREAKDOWN BY SUBSCRIPTION TYPE**

### **1. \*\*IceNav(TM) Platform Subscriptions\*\***

- Enterprise License Revenue: \$3,825,000
- Professional License Revenue: \$4,464,000

- Basic License Revenue: \$1,872,000

Total Platform Revenue: \$10,161,000

2. **\*\*Fleet Management Services\*\***

- Premium Fleet Management: \$2,160,000
- Standard Fleet Management: \$1,428,000

Total Fleet Management Revenue: \$3,588,000

3. **\*\*Maintenance & Support\*\***

- Platinum Support: \$2,700,000
- Gold Support: \$3,200,000
- Silver Support: \$1,875,000

Total Support Revenue: \$7,775,000

## **4. CUSTOMER SEGMENTATION AND RETENTION**

1. **\*\*Revenue by Industry Vertical\*\***

- Cold Chain Logistics: 45% (\$9,685,800)
- Pharmaceutical Manufacturing: 28% (\$6,026,720)
- Food Processing: 18% (\$3,874,320)
- Industrial Cold Storage: 9% (\$1,937,160)

2. **\*\*Customer Retention Metrics\*\***

- Net Revenue Retention Rate: 118%
- Logo Retention Rate: 94%
- Average Contract Term: 36 months

## **5. GEOGRAPHIC DISTRIBUTION**

1. **\*\*North America\*\***

- United States: \$15,437,500
- Canada: \$3,087,500

2. **\*\*Europe\*\***

- Nordic Countries: \$2,470,000

- Central Europe: \$1,852,500

3. **\*\*Asia-Pacific\*\***

- Japan: \$925,000
- South Korea: \$751,500

## **6. REVENUE RECOGNITION POLICIES**

1. Subscription revenue is recognized ratably over the subscription term in accordance with ASC 606.
2. Implementation fees and professional services are recognized as delivered.
3. Multi-year contracts are recognized on an annual basis with the total contract value amortized over the term.

## **7. DISCLAIMERS AND LIMITATIONS**

1. All financial information contained herein is confidential and proprietary to Polar Dynamics Robotics, Inc.
2. Historical performance does not guarantee future results.
3. Revenue figures are presented on a GAAP basis and subject to year-end audit adjustments.

## **8. CERTIFICATION**

The undersigned hereby certifies that the information contained in this document is true and accurate to the best of their knowledge as of the date below.

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/s/ Katherine Wells

Katherine Wells

Chief Financial Officer

Polar Dynamics Robotics, Inc.

Date: January 15, 2024

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## **9. CONFIDENTIALITY NOTICE**

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