2024 SALES PIPELINE REVENUE FORECAST

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POLAR DYNAMICS ROBOTICS, INC.

Confidential & Proprietary Information

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1. DOCUMENT PURPOSE AND SCOPE

1. This Sales Pipeline Revenue Forecast ("Forecast") has been prepa

2. This Forecast incorporates historical sales data, current pipeline op

2. METHODOLOGY AND ASSUMPTIONS

1. Revenue projections are based on:

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Historical close rates by product category

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Current sales pipeline weighted by probability

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Contracted recurring revenue

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Market growth projections for cold chain automation

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Known customer expansion plans

-

Average sales cycle duration of 180 days

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Current pricing structure for BlueCore(TM) product line

2. Pipeline qualification criteria:

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Opportunities must have completed technical validation

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Budget verification required for opportunities >$500,000

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Executive sponsor identified for enterprise deals

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Minimum 30% probability rating for inclusion

3. REVENUE PROJECTIONS BY PRODUCT LINE

1. BlueCore(TM) AMR Platform

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Base Units: $18.5M

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Extended Warranty: $2.8M

-

Professional Services: $3.2M

-

Total: $24.5M

2. ColdNav(TM) Navigation System

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Software Licenses: $4.2M

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Maintenance: $1.8M

Total: $6.0M

3. Arctic Shield(TM) Chassis Components

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OEM Sales: $3.8M

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Spare Parts: $1.2M

-

Total: $5.0M

4. MARKET SEGMENT BREAKDOWN

1. Cold Storage & Distribution

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New Deployments: $16.5M

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Expansions: $8.2M

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Total: $24.7M

2. Pharmaceutical

-

New Deployments: $5.8M

-

Expansions: $2.2M

-

Total: $8.0M

3. Food Manufacturing

New Deployments: $2.1M

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Expansions: $0.7M

-

Total: $2.8M

5. QUARTERLY DISTRIBUTION

1. Q1 2024: $8.2M

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New Business: $5.4M

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Recurring Revenue: $2.8M

2. Q2 2024: $9.5M

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New Business: $6.3M

-

Recurring Revenue: $3.2M

3. Q3 2024: $8.8M

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New Business: $5.7M

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Recurring Revenue: $3.1M

4. Q4 2024: $9.0M

-

New Business: $5.8M

Recurring Revenue: $3.2M

6. RISK FACTORS AND ADJUSTMENTS

1. Market-Related Risks

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Economic slowdown impact on capital expenditure

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Supply chain constraints

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Competitive pricing pressure

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Regulatory changes in target markets

2. Company-Specific Factors

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Production capacity limitations

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Engineering resource allocation

-

Sales team ramp-up timeline

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New product release schedule

7. CONFIDENCE LEVELS AND PROBABILITY

1. Revenue Classification

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Committed Revenue: $12.5M (35%)

High Probability: $15.8M (44%)

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Medium Probability: $7.2M (21%)

2. Risk-Adjusted Total: $35.5M

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Base Case: $35.5M

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Upside Case: $38.2M

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Conservative Case: $32.8M

8. DISCLAIMERS AND LIMITATIONS

1. This Forecast contains forward-looking projections that involve risks

2. This document is confidential and proprietary to Polar Dynamics Ro

3. All figures are in USD and rounded to nearest $100,000.

9. APPROVAL AND VALIDATION

REVIEWED AND APPROVED BY:

Victoria Wells

Chief Financial Officer

Date: January 11, 2024

Elena Frost, Ph.D.

Chief Executive Officer

Date: January 11, 2024

Sarah Nordstrom

Chief Operating Officer

Date: January 11, 2024

This document is maintained by the Finance Department and updated