

FINANCIAL METRICS DASHBOARD

Polar Dynamics Robotics, Inc.

Confidential and Proprietary Information

Last Updated: January 11, 2024

1. OVERVIEW AND PURPOSE

1. This Financial Metrics Dashboard ("Dashboard") has been prepared by the Finance Department of Polar Dynamics Robotics, Inc. ("Company") to provide a comprehensive overview of key financial performance indicators and metrics for internal management, board members, and authorized third parties conducting due diligence.

2. All financial data contained herein has been reviewed and certified by Katherine Wells, Chief Financial Officer, in accordance with GAAP standards and the Company's internal financial controls.

2. KEY PERFORMANCE METRICS

1. Revenue Metrics

- Annual Recurring Revenue (ARR): \$32.5M
- Quarter-over-Quarter Growth Rate: 18.7%
- Year-over-Year Growth Rate: 142%
- Revenue by Product Line:
 - IceNav-enabled AMRs: 65%
 - Service & Maintenance: 22%
 - Software Licensing: 13%

2. Profitability Metrics

- Gross Margin: 68%
- EBITDA Margin: 24%
- Operating Margin: 19%
- Net Profit Margin: 15%

3. Customer Metrics

- Total Enterprise Customers: 47

- Average Contract Value: \$691,489
- Customer Acquisition Cost (CAC): \$185,000
- Customer Lifetime Value (LTV): \$2,765,000
- LTV/CAC Ratio: 14.9x

3. OPERATIONAL EFFICIENCY INDICATORS

1. Manufacturing Metrics

- Production Capacity Utilization: 78%
- Unit Production Cost: \$127,500
- Average Production Cycle Time: 45 days
- Quality Control Pass Rate: 99.2%

2. R&D Investment

- R&D as % of Revenue: 18%
- Patent Portfolio: 27 issued, 14 pending
- Average Development Cycle: 8.5 months

3. Working Capital Management

- Days Sales Outstanding (DSO): 45 days
- Days Inventory Outstanding (DIO): 62 days
- Days Payable Outstanding (DPO): 38 days
- Cash Conversion Cycle: 69 days

4. BALANCE SHEET HIGHLIGHTS

1. Asset Overview

- Total Assets: \$78.5M
- Cash and Equivalents: \$22.3M
- Accounts Receivable: \$8.7M
- Inventory: \$12.4M
- Fixed Assets: \$28.9M

2. Liability Structure

- Total Liabilities: \$31.2M
- Current Liabilities: \$15.8M
- Long-term Debt: \$15.4M
- Debt-to-Equity Ratio: 0.66

5. GROWTH AND SCALABILITY METRICS

1. Market Penetration

- Total Addressable Market: \$12.8B
- Current Market Share: 0.25%
- Year-over-Year Market Share Growth: 85%

2. Geographic Distribution

- North America: 65%
- Europe: 22%
- Asia-Pacific: 13%

6. DISCLAIMERS AND LIMITATIONS

1. The financial information contained in this Dashboard is confidential and proprietary to Polar Dynamics Robotics, Inc. This information is provided for due diligence purposes only and may not be disclosed to unauthorized parties.
2. Historical performance metrics are not guarantees of future results. All forward-looking projections are based on current management estimates and subject to various risks and uncertainties.
3. This Dashboard should be reviewed in conjunction with the Company's audited financial statements and other due diligence materials for a complete understanding of the Company's financial position.

7. CERTIFICATION

The undersigned hereby certifies that the information contained in this Financial Metrics Dashboard is true and accurate to the best of their knowledge as of the date first written above.

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Katherine Wells

Chief Financial Officer

Polar Dynamics Robotics, Inc.

Date: January 11, 2024

8. DOCUMENT CONTROL

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