## **ROBOT FLEET UTILIZATION ECONOMICS**

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#### **CONFIDENTIAL AND PROPRIETARY**

Polar Dynamics Robotics, Inc.

Last Updated: January 11, 2024

Document Reference: PDR-FIN-2024-011

## 1. OVERVIEW AND PURPOSE

1. This Robot Fleet Utilization Economics document ("Economics Doc

2. All financial projections and operational metrics contained herein a
2. DEFINITIONS
1. "Active Operating Hours" means the time during which an AMR uni
2. "BlueCore(TM) System" refers to the Company's proprietary cold-e
3. "Fleet Utilization Rate" means the percentage of Active Operating H
4. "Unit Economics" means the direct revenue, costs, and margins as
3. FLEET DEPLOYMENT METRICS
Standard Fleet Configuration     -

Minimum.deployment: 4 AMR units per customer site

Recommended deployment: 8-12 AMR units per customer site

Maximum supported deployment: 24 AMR units per customer site

2. Operating Parameters

Temperature range: -30 C to +45 C

Maximum continuous operation: 18 hours per 24-hour period

Charging time: 4 hours for full charge

Average daily utilization: 85% of available hours

# 4. UNPT ECONOMICS

1. Revenue Components		
-		
Base subscription fee: \$2,500 per unit per month		
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Variable usage fees: \$12.50 per operating hour		
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Maintenance service fees: \$450 per unit per month		
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Software licensing fees: \$350 per unit per month		
2. Direct Costs		
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Hardware depreciation: \$833 per unit per month		

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Maintenance labor: \$275 per unit per month

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Software hosting: \$125 per unit per month

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Remote monitoring: \$175 per unit per month

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Insurance: \$150 per unit per month

## **5. PERFORMANCE METRICS**

1. Operational Efficiency

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Average picks per hour: 85

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Error rate: <0.1%

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System availability: 99.7%

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Mean time between failures: 2,200 hours

2. Financial Performance

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Gross margin per unit: 68%

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Average monthly revenue per unit: \$4,125

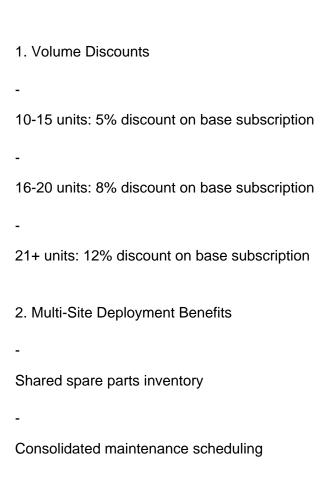
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Payback period: 14 months

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Internal rate of return (IRR): 127%

## 6. SCÅLING ECONOMICS



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Cross-training efficiencies
-
Bulk consumables purchasing
7. RISK FACTORS
The economics presented herein are subject to various risks and u
<u>.</u>
Changes in labor costs
Onanges in labor costs
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Energy price fluctuations
-
Component availability
-

Regulatory changes

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Technology obsolescence

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Market competition

## 8. DISCLAIMERS

- 1. This Economics Document contains forward-looking statements an
- 2. Actual results may vary materially from the projections contained he
- 3. This document is confidential and proprietary to the Company and

## 9. EXECUTION

IN WITNESS WHEREOF, this Economics Document has been review the undersigned authorized representatives of the Company.

POLAR DYNAMICS ROBOTICS, INC.

#### By:

Name: Victoria Wells

Title: Chief Financial Officer

Date: January 11, 2024

#### By:

Name: Dr. Elena Frost

Title: Chief Executive Officer

Date: January 11, 2024

