

# **ANNUAL CASH FLOW PROJECTION 2024**

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**POLAR DYNAMICS ROBOTICS, INC.**

**CONFIDENTIAL & PROPRIETARY**

**Prepared: January 11, 2024**

### **1. EXECUTIVE SUMMARY**

This Annual Cash Flow Projection for fiscal year 2024 has been prepared by the  
Office of the Chief Financial Officer of Polar Dynamics Robotics, Inc.  
("Company") in accordance with GAAP standards and the Company's

financial modeling procedures. All projections are based on historical performance data, current order book, and market analysis.

## 2. PROJECTED CASH INFLOWS

### 2.1 Revenue Streams

-

Product Sales (AMR Units): \$28,500,000

-

BlueCore(TM) Series 3000: \$16,200,000

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BlueCore(TM) Series 4000: \$12,300,000

-

Maintenance Contracts: \$4,800,000

-

Software Licensing: \$3,200,000

-

Professional Services: \$2,100,000

## **2.2 Other Income**

-

R&D Tax Credits: \$850,000

-

Government Grants: \$600,000

-

Interest Income: \$120,000

Total Projected Cash Inflows: \$40,170,000

## **3. PROJECTED CASH OUTFLOWS**

### **3.1 Operating Expenses**

-

Direct Materials: \$8,400,000

-

Direct Labor: \$6,200,000

-

Manufacturing Overhead: \$3,100,000

-

R&D Expenses: \$4,800,000

-

Sales & Marketing: \$3,600,000

-

G&A Expenses: \$2,900,000

### **3.2 Capital Expenditures**

- - 4 -

Equipment & Machinery: \$2,100,000

-

Software Development: \$1,800,000

-

Facility Improvements: \$900,000

### **3.3 Debt Service**

-

Term Loan Payments: \$1,200,000

-

Line of Credit Interest: \$280,000

Total Projected Cash Outflows: \$35,280,000

## 4. QUARTERLY BREAKDOWN

### 4.1 Q1 2024

-

Inflows: \$8,834,000

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Outflows: \$8,120,000

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Net Cash Flow: \$714,000

### 4.2 Q2 2024

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Inflows: \$9,641,000

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Outflows: \$8,820,000

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Net Cash Flow: \$821,000

#### **4.3 Q3 2024**

-

Inflows: \$10,845,000

-

Outflows: \$9,140,000

-

Net Cash Flow: \$1,705,000

#### **4.4 Q4 2024**

-

Inflows: \$10,850,000

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Outflows: \$9,200,000

-

Net Cash Flow: \$1,650,000

## 5. KEY ASSUMPTIONS

1 This projection assumes:

-

28% year-over-year revenue growth

-

Stable raw material costs

-

No major supply chain disruptions

-



Successful launch of BlueCore(TM) Series 4000

-

Maintenance of current gross margins

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Stable foreign exchange rates

-

No material adverse regulatory changes

## **6. RISK FACTORS**

1 The following factors may impact actual results:

-

Market competition and pricing pressure

-

Component availability and costs

- - 9 -

Labor market conditions

-

Regulatory compliance costs

-

Technology development timelines

-

Customer adoption rates

-

Macroeconomic conditions

## **7. DISCLAIMERS**

<sup>1</sup> This projection is for planning purposes only and represents management's

2 This document contains forward-looking statements subject to risks

3 This document is confidential and proprietary to Polar Dynamics Ro

## 8. CERTIFICATION

The undersigned certifies that this projection has been prepared in go  
and is based on reasonable assumptions as of the date hereof.

POLAR DYNAMICS ROBOTICS, INC.

**By:** \_

Victoria Wells

Chief Financial Officer

Date: January 11, 2024

## 9. APPENDIX

- 1 Supporting schedules and detailed assumptions available upon request
- 2 Historical cash flow comparisons maintained in separate documents
- 3 Sensitivity analysis available for key variables
- 4 Monthly breakdown available in supplementary materials

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