

FACILITY TYPE REVENUE DISTRIBUTION ANALYSIS

FISCAL YEAR 2023

POLAR DYNAMICS ROBOTICS, INC.

CONFIDENTIAL AND PROPRIETARY

Effective Date: December 31, 2023

Document Reference: FIN-REV-2023-001

Classification: Confidential - Level 2

Distribution: Authorized Personnel Only

1. EXECUTIVE SUMMARY

This document presents the detailed analysis and distribution of revenue across facility types for Polar Dynamics Robotics, Inc. ("Company") for Fiscal Year 2023 (January 1, 2023 - December 31, 2023). All figures are presented in United States Dollars (USD) and have been reviewed by Katherine Wells, Chief Financial Officer.

2. REVENUE CLASSIFICATION METHODOLOGY

1. **Primary Facility Categories**

- Cold Storage Warehouses
- Pharmaceutical Manufacturing Facilities
- Food Processing Plants
- Industrial Freezer Environments
- Temperature-Controlled Distribution Centers

2. **Revenue Recognition Criteria**

Revenue is recognized in accordance with ASC 606 guidelines when:

- Performance obligations are satisfied
- Transfer of control occurs
- Collection is reasonably assured

3. FACILITY TYPE DISTRIBUTION

1. ****Cold Storage Warehouses****

- Total Revenue: \$13,325,000
- Percentage of Total: 41%
- Primary Products: IceNav-enabled AMR Series 3000
- Service Contracts: \$2,665,000
- Equipment Sales: \$10,660,000

2. ****Pharmaceutical Manufacturing****

- Total Revenue: \$6,825,000
- Percentage of Total: 21%
- Primary Products: PharmaBot AMR Series 2500
- Service Contracts: \$1,365,000
- Equipment Sales: \$5,460,000

3. ****Food Processing****

- Total Revenue: \$5,525,000
- Percentage of Total: 17%
- Primary Products: FoodSafe AMR Series 2000
- Service Contracts: \$1,105,000
- Equipment Sales: \$4,420,000

4. ****Industrial Freezer Environments****

- Total Revenue: \$4,225,000
- Percentage of Total: 13%
- Primary Products: CryoBot AMR Series 3500
- Service Contracts: \$845,000
- Equipment Sales: \$3,380,000

5. ****Temperature-Controlled Distribution****

- Total Revenue: \$2,600,000
- Percentage of Total: 8%
- Primary Products: TempControl AMR Series 1500
- Service Contracts: \$520,000

- Equipment Sales: \$2,080,000

4. REVENUE ANALYSIS NOTES

1. **Growth Trends**

- Year-over-year growth in Cold Storage segment: 42%
- Strongest performing product line: IceNav-enabled AMR Series 3000
- Highest margin facility type: Pharmaceutical Manufacturing

2. **Geographic Distribution**

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

5. MATERIAL CONTRACTS

1. **Key Revenue Agreements**

- Arctic Storage Solutions (Contract #ASS-2023-156)
- PharmaFreeze Industries (Contract #PFI-2023-089)
- Global Cold Chain Solutions (Contract #GCC-2023-234)

6. CERTIFICATIONS AND REPRESENTATIONS

The undersigned hereby certifies that:

1. All revenue figures presented herein are accurate and complete to the best of the Company's knowledge.
2. Revenue recognition policies comply with GAAP standards and applicable regulations.
3. No material changes in revenue distribution patterns have occurred since the date of this analysis.

7. DISCLAIMERS AND LIMITATIONS

1. This document contains confidential and proprietary information of Polar Dynamics Robotics, Inc.
2. Forward-looking statements and projections are subject to various risks and uncertainties.

3. Historical performance may not be indicative of future results.

8. AUTHORIZATION

APPROVED AND CERTIFIED BY:

—

Katherine Wells

Chief Financial Officer

Date: December 31, 2023

—

Dr. Elena Frost

Chief Executive Officer

Date: December 31, 2023

9. DOCUMENT CONTROL

Version: 1.0

Last Updated: December 31, 2023

Prepared By: Finance Department

Reviewed By: Legal Department

Document Owner: Office of the CFO

[END OF DOCUMENT]