

REVENUE GROWTH METRICS BY REGION - 2023

SUMMIT DIGITAL SOLUTIONS, INC.

A Delaware Corporation

1. DOCUMENT PURPOSE AND SCOPE

1. This Revenue Growth Metrics by Region report ("Report") has been prepared by the Finance Department of Summit Digital Solutions, Inc. (the "Company") in collaboration with external auditors PricewaterhouseCoopers LLP for the fiscal year ending December 31, 2023.
2. All financial data contained herein has been prepared in accordance with Generally Accepted Accounting Principles (GAAP) and validated through the Company's Oracle NetSuite ERP system.

2. REVENUE CLASSIFICATION METHODOLOGY

1. Regional revenue is categorized according to the following geographical segments:
 - North America (United States and Canada)
 - Europe, Middle East, and Africa (EMEA)
 - Asia-Pacific (APAC)
 - Latin America (LATAM)
2. Revenue recognition follows ASC 606 guidelines, with performance obligations typically satisfied over time for enterprise digital transformation engagements.

3. REGIONAL REVENUE PERFORMANCE

1. North America
 - Total Revenue: \$52,500,000
 - Year-over-Year Growth: 42.3%
 - Key Growth Drivers:
 - Manufacturing sector digital transformation initiatives
 - Enterprise IoT implementation contracts
 - AI/ML consulting services expansion
2. EMEA

- Total Revenue: \$17,500,000
- Year-over-Year Growth: 35.7%
- Key Growth Drivers:
- German manufacturing automation projects
- UK financial services digital transformation
- Middle East logistics optimization programs

3. APAC

- Total Revenue: \$12,250,000
- Year-over-Year Growth: 28.4%
- Key Growth Drivers:
- Singapore smart manufacturing initiatives
- Australian mining sector IoT deployments
- Japanese industrial automation projects

4. LATAM

- Total Revenue: \$5,250,000
- Year-over-Year Growth: 22.1%
- Key Growth Drivers:
- Brazilian logistics optimization programs
- Mexican manufacturing modernization projects
- Chilean mining technology implementations

4. REVENUE COMPOSITION ANALYSIS

1. Service Category Distribution

- Digital Transformation Consulting: 45%
- IoT Implementation Services: 25%
- AI/ML Solutions: 20%
- Process Automation: 10%

2. Client Industry Distribution

- Manufacturing: 40%

- Logistics and Supply Chain: 30%
- Professional Services: 20%
- Other Industries: 10%

5. GROWTH TRAJECTORY AND PROJECTIONS

1. The Company maintains a compound annual growth rate (CAGR) of 34.2% across all regions for the trailing three-year period.

2. Forward-looking growth targets for FY2024:

- North America: 38-42%
- EMEA: 32-36%
- APAC: 25-30%
- LATAM: 20-25%

6. RISK FACTORS AND DISCLAIMERS

1. This Report contains forward-looking statements and projections that involve risks and uncertainties. Actual results may differ materially from those projected herein.

2. Revenue recognition timing may vary based on project completion milestones and client acceptance criteria.

3. Foreign exchange fluctuations may impact reported regional revenue figures when converted to USD.

7. CERTIFICATION AND AUTHENTICATION

The undersigned hereby certify that the information contained in this Report is true and accurate to the best of their knowledge as of the date below.

SUMMIT DIGITAL SOLUTIONS, INC.

By: _

Name: Sarah Blackwell

Title: Chief Operating Officer

Date: January 15, 2024

By: _

Name: Marcus Thompson

Title: Chief Financial Officer

Date: January 15, 2024

8. CONFIDENTIALITY NOTICE

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