

# **MONTHLY RECURRING REVENUE DASHBOARD - COLD CHAIN**

## **CONFIDENTIAL AND PROPRIETARY**

Polar Dynamics Robotics, Inc.

For Period Ending: December 31, 2023

Generated: January 11, 2024

## **1. EXECUTIVE SUMMARY**

This Monthly Recurring Revenue ("MRR") Dashboard presents the recurring revenue metrics for Polar Dynamics Robotics, Inc.'s ("Company") cold chain automation solutions. This document is confidential and contains material non-public information subject to the terms of the applicable Non-Disclosure Agreement.

## **2. REVENUE CLASSIFICATIONS**

### **1 \*\*Robot-as-a-Service (RaaS) Subscriptions\*\***

- IceNav-enabled AMR Fleet Leasing
- Predictive Maintenance Services
- Fleet Management Software Licensing
- Remote Monitoring Services

### **2 \*\*Support Service Contracts\*\***

- Technical Support
- Emergency Response Services
- Software Updates
- Performance Optimization

### **3 \*\*Value-Added Services\*\***

- Environmental Monitoring
- Compliance Reporting
- Custom Integration Services
- Training Programs

## **3. MRR BREAKDOWN BY PRODUCT LINE**

#### 1 **\*\*PolarBot Series\*\***

- Base Subscription: \$875,000
- Premium Support: \$225,000
- Enterprise Features: \$156,000

Total MRR: \$1,256,000

#### 2 **\*\*CryoNav Platform\*\***

- Software Licenses: \$425,000
- API Access: \$178,000
- Custom Modules: \$92,000

Total MRR: \$695,000

#### 3 **\*\*ThermalGuard Solutions\*\***

- Monitoring Services: \$315,000
- Compliance Tools: \$167,000
- Analytics Package: \$89,000

Total MRR: \$571,000

### **4. CUSTOMER METRICS**

#### 1 **\*\*Customer Segmentation\*\***

- Enterprise (>\$250k MRR): 12 accounts
- Mid-Market (\$50k-\$250k MRR): 45 accounts
- SMB (<\$50k MRR): 128 accounts

#### 2 **\*\*Retention Metrics\*\***

- Gross Revenue Retention: 94.8%
- Net Revenue Retention: 118.5%
- Average Contract Term: 36 months
- Logo Retention: 96.2%

### **5. GROWTH INDICATORS**

#### 1 **\*\*New Business\*\***

- Q4 2023 New Logos: 18
- Expansion Revenue: \$425,000
- Pipeline Conversion Rate: 32%

## 2 \*\*Churn Analysis\*\*

- Revenue Churn: 5.2%
- Logo Churn: 3.8%
- Downgrade Rate: 2.1%

## 6. FINANCIAL METRICS

### 1 \*\*Revenue Quality\*\*

- Average Revenue Per Account (ARPA): \$87,500
- Customer Acquisition Cost (CAC): \$65,000
- Lifetime Value (LTV): \$875,000
- LTV/CAC Ratio: 13.5

### 2 \*\*Payment Terms\*\*

- Annual Prepayment Rate: 65%
- Average Payment Terms: Net 30
- Collection Period: 38 days

## 7. DISCLAIMERS AND LIMITATIONS

1 This MRR Dashboard is provided for informational purposes only and should not be relied upon as a guarantee of future performance.

2 All figures are unaudited and subject to adjustment based on final accounting reconciliation.

3 Forward-looking statements and projections are based on current expectations and subject to various risks and uncertainties.

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## 8. CERTIFICATION

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

POLAR DYNAMICS ROBOTICS, INC.

**By: \_**

Name: Katherine Wells

Title: Chief Financial Officer

Date: January 11, 2024

## **9. CONFIDENTIALITY NOTICE**

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