

# **Maritime vs Industrial Revenue Split Analysis 2023**

## **CONFIDENTIAL & PRIVILEGED**

Prepared for DeepShield Systems, Inc.

Date: December 31, 2023

### **1. Executive Summary**

This analysis examines the revenue distribution between maritime and industrial sectors for DeepShield Systems, Inc. ("DeepShield" or the "Company") for the fiscal year 2023. This document has been prepared by the Office of the Chief Financial Officer in collaboration with external counsel for internal strategic planning and compliance purposes.

### **2. Revenue Classification Methodology**

#### **1. Maritime Revenue Definition**

- Revenue derived from cybersecurity solutions specifically deployed in:
- Commercial shipping vessels
- Port facilities
- Offshore platforms
- Subsea infrastructure
- Maritime control systems
- Coastal industrial facilities

#### **2. Industrial Revenue Definition**

- Revenue derived from cybersecurity solutions deployed in:
- Manufacturing facilities
- Power generation plants
- Chemical processing facilities
- Critical infrastructure installations
- Industrial control systems (non-maritime)
- SCADA networks (land-based)

### **3. FY2023 Revenue Analysis**

## 1. Total Revenue Breakdown

- Total Annual Revenue: \$32,500,000
- Maritime Sector: \$13,975,000 (43%)
- Industrial Sector: \$18,525,000 (57%)

## 2. Revenue by Product Category

### Maritime Sector:

- DeepShield Maritime(TM) Platform Licenses: \$7,125,000
- Subsea Protection Suite: \$3,250,000
- Maritime Consulting Services: \$2,100,000
- Maintenance & Support: \$1,500,000

### Industrial Sector:

- DeepShield Industrial(TM) Platform Licenses: \$9,875,000
- OT Security Suite: \$4,650,000
- Industrial Consulting Services: \$2,500,000
- Maintenance & Support: \$1,500,000

## 4. Growth Analysis

### 1. Year-over-Year Comparison

- Maritime Sector Growth: 28.5% (from \$10,875,000 in FY2022)
- Industrial Sector Growth: 22.3% (from \$15,150,000 in FY2022)

### 2. Key Growth Drivers

#### Maritime:

- Expansion of port security initiatives
- Implementation of IMO 2021 cybersecurity guidelines
- Increased demand for subsea infrastructure protection

#### Industrial:

- Enhanced regulatory compliance requirements
- Rising cyber threats to critical infrastructure

- Manufacturing sector digital transformation

## **5. Geographic Distribution**

### **1. Maritime Revenue by Region**

- North America: 45%
- Europe: 30%
- Asia-Pacific: 20%
- Rest of World: 5%

### **2. Industrial Revenue by Region**

- North America: 55%
- Europe: 25%
- Asia-Pacific: 15%
- Rest of World: 5%

## **6. Legal Considerations**

### **1. Revenue Recognition**

All revenue has been recognized in accordance with ASC 606 and verified by Ernst & Young LLP, the Company's independent auditors.

### **2. Regulatory Compliance**

All solutions and services comply with:

- NIST Cybersecurity Framework
- IEC 62443 Standards
- Maritime Cybersecurity Framework (BIMCO)
- EU NIS Directive

## **7. Disclaimers and Limitations**

This analysis contains confidential and proprietary information of DeepShield Systems, Inc. The information contained herein has been prepared solely for internal use and may not be disclosed to any third party without written consent from the Company's legal department.

The revenue classifications and allocations contained in this document represent management's best

estimates based on available data and established methodology. Actual results may vary from these estimates.

## **8. Authentication**

PREPARED AND REVIEWED BY:

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Date: December 31, 2023

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