

INVESTOR UPDATE DECK - SERIES C FINANCING ROUND

CONFIDENTIAL AND PROPRIETARY

Polar Dynamics Robotics, Inc.

January 11, 2024

1. EXECUTIVE SUMMARY

Polar Dynamics Robotics, Inc. ("Company") presents this investor update in connection with its Series C financing round targeting \$75,000,000 in new capital investment. This document contains confidential information and is subject to the terms of applicable non-disclosure agreements.

2. FINANCIAL PERFORMANCE

2.1 Revenue Growth

- FY2023 Revenue: \$32.5M (142% YoY growth)
- Q4 2023 Revenue: \$9.8M (156% QoQ growth)
- Current ARR: \$38.2M
- Gross Margin: 68%

2.2 Key Financial Metrics

- Cash Position: \$18.4M (as of December 31, 2023)
- Monthly Burn Rate: \$1.2M
- Customer Acquisition Cost (CAC): \$185,000
- Lifetime Value (LTV): \$2.8M
- LTV/CAC Ratio: 15.1x

3. OPERATIONAL HIGHLIGHTS

3.1 Product Development

- Successfully launched IceNav 3.0 with enhanced thermal management
- Achieved ISO 27001 certification for cybersecurity protocols
- Completed integration with major WMS platforms
- Filed 12 new patents for cold-resistant actuator technology

3.2 Market Expansion

- Entered pharmaceutical cold chain vertical
- Expanded operations to European market (Germany, Netherlands)
- Secured distribution partnerships with 3 major systems integrators
- Achieved 94% customer retention rate

4. USE OF PROCEEDS

4.1 Allocation of Series C Funds

- R&D and Product Development: 35% (\$26.25M)
- Sales and Marketing Expansion: 25% (\$18.75M)
- International Market Entry: 20% (\$15M)
- Working Capital: 15% (\$11.25M)
- Strategic Acquisitions: 5% (\$3.75M)

5. GROWTH PROJECTIONS

5.1 Financial Forecasts

- FY2024 Projected Revenue: \$65M
- FY2025 Projected Revenue: \$120M
- Expected Gross Margin Improvement: 72% by Q4 2024
- Projected Break-even: Q2 2025

5.2 Operational Targets

- Headcount Growth: 187 to 300 by EOY 2024
- New Market Entry: APAC Region (Q3 2024)
- Product Launch Schedule: 4 major releases planned

6. CAPITALIZATION TABLE

6.1 Pre-Money Valuation: \$450,000,000

6.2 Current Ownership Structure

- Founders & Management: 28%
- Series A Investors: 22%

- Series B Investors: 25%
- Employee Stock Pool: 15%
- Reserved for Series C: 10%

7. RISK FACTORS

7.1 Market Risks

- Competitive landscape evolution
- Global supply chain disruptions
- Regulatory changes in target markets

7.2 Operational Risks

- Technical talent acquisition
- Component sourcing challenges
- IP protection in new markets

8. LEGAL DISCLAIMER

This presentation contains forward-looking statements and projections based on current expectations and assumptions. Actual results may differ materially from those projected. This document does not constitute an offer to sell or solicitation of an offer to buy securities. Investment involves significant risk of loss.

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10. CONTACT INFORMATION

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