

MARITIME DIVISION REVENUE BREAKDOWN Q1-Q4 2023

DeepShield Systems, Inc.

Confidential and Proprietary Information

Generated: January 11, 2024

1. DOCUMENT PURPOSE AND SCOPE

1. This revenue breakdown report ("Report") provides a detailed analysis of DeepShield Systems, Inc.'s ("Company") Maritime Division financial performance for the fiscal year 2023, covering the period from January 1, 2023, through December 31, 2023.

2. All figures presented are in United States Dollars (USD) unless otherwise specified and have been prepared in accordance with Generally Accepted Accounting Principles (GAAP).

2. REVENUE CATEGORIZATION

1. **Primary Revenue Streams**

- Maritime Cybersecurity Platform Licenses
- Subsea Infrastructure Protection Systems
- Professional Services and Implementation
- Maintenance and Support Contracts
- Custom Solutions Development

2. **Geographic Distribution**

- North America
- Europe, Middle East, and Africa (EMEA)
- Asia-Pacific (APAC)
- Latin America

3. QUARTERLY REVENUE BREAKDOWN

1. **Q1 2023 (January - March)**

- Total Revenue: \$4,875,000
- Platform Licenses: \$2,145,000
- Infrastructure Protection: \$1,325,000

- Professional Services: \$875,000
 - Maintenance & Support: \$530,000
 - Custom Solutions: \$0
2. ****Q2 2023 (April - June)****
- Total Revenue: \$5,250,000
 - Platform Licenses: \$2,310,000
 - Infrastructure Protection: \$1,450,000
 - Professional Services: \$920,000
 - Maintenance & Support: \$570,000
 - Custom Solutions: \$0
3. ****Q3 2023 (July - September)****
- Total Revenue: \$6,125,000
 - Platform Licenses: \$2,680,000
 - Infrastructure Protection: \$1,725,000
 - Professional Services: \$1,050,000
 - Maintenance & Support: \$670,000
 - Custom Solutions: \$0
4. ****Q4 2023 (October - December)****
- Total Revenue: \$7,250,000
 - Platform Licenses: \$3,175,000
 - Infrastructure Protection: \$2,050,000
 - Professional Services: \$1,225,000
 - Maintenance & Support: \$800,000
 - Custom Solutions: \$0

4. ANNUAL PERFORMANCE METRICS

1. ****Total Annual Revenue****: \$23,500,000
2. ****Revenue Distribution by Category****
 - Platform Licenses: \$10,310,000 (43.9%)

- Infrastructure Protection: \$6,550,000 (27.9%)
- Professional Services: \$4,070,000 (17.3%)
- Maintenance & Support: \$2,570,000 (10.9%)
- Custom Solutions: \$0 (0%)

3. ****Geographic Revenue Distribution****

- North America: \$11,750,000 (50%)
- EMEA: \$7,050,000 (30%)
- APAC: \$3,525,000 (15%)
- Latin America: \$1,175,000 (5%)

5. KEY PERFORMANCE INDICATORS

1. ****Year-over-Year Growth****

- Overall Division Growth: 48.7%
- Platform License Growth: 52.3%
- Infrastructure Protection Growth: 45.8%
- Professional Services Growth: 41.2%
- Maintenance & Support Growth: 38.9%

2. ****Customer Metrics****

- New Enterprise Customers: 27
- Customer Retention Rate: 94.8%
- Average Contract Value: \$875,000

6. NOTES AND DISCLAIMERS

1. This Report contains confidential and proprietary information of DeepShield Systems, Inc. and is subject to the terms of the applicable Non-Disclosure Agreement.

2. All financial figures presented are unaudited and subject to adjustment during the annual audit process.

3. Revenue recognition follows ASC 606 guidelines for performance obligations and contract considerations.

4. Currency conversion rates for international revenues are calculated using the average exchange rates for each respective quarter.

7. CERTIFICATION

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

DEEPSHIELD SYSTEMS, INC.

By: _

Robert Kessler

Chief Financial Officer

Date: January 11, 2024

8. DOCUMENT CONTROL

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