

# ROBOT LEASE VS PURCHASE FINANCIAL MODEL

## ROBOT LEASE VS PURCHASE FINANCIAL M

CONFIDENTIAL AND PROPRIETARY

*Prepared by: Finance Department, Polar Dynamics Robotics, Inc.*

*Last Updated: January 11, 2024*

*Document Reference: FIN-2024-LPM-001*

### 1. OVERVIEW AND PURPOSE

1. This financial model ("Model") has been prepared by Polar Dynam

2. The Model serves as a decision support tool for potential customers.

## **2. MODEL ASSUMPTIONS**

### **1. \*\*Base Configuration\*\***

-

Standard AMR Platform: ColdMaster Pro-2000

-

BlueCore(TM) Navigation System

-

Reinforced Cold-Weather Chassis

-

Extended-Life Power System

-

Standard Warranty Package

## 2. **\*\*Financial Parameters\*\***

-

Useful Life: 7 years

-

Depreciation Method: Straight-line

-

Salvage Value: 15% of initial purchase price

-

Discount Rate: 8% per annum

-

Corporate Tax Rate: 21%

## 3. **\*\*Lease Structure\*\***

-

Term: 36 or 60 months

- - 3 -

Payment Frequency: Monthly

-

Maintenance: Full-service included

-

Insurance: Lessee responsibility

-

End-of-term Options: Purchase, renewal, or return

### **3. COST COMPONENTS**

#### **1. \*\*Purchase Option\*\***

-

Initial Purchase Price: \$175,000

-

Annual Maintenance Contract: \$12,500

-

Insurance: \$3,500 per year

-

Software License: \$5,000 per year

-

Spare Parts Allowance: \$7,500 per year

-

Training: \$2,500 (initial)

## 2. \*\*Lease Option\*\*

-

Monthly Payment: \$4,850 (36-month) or \$3,275 (60-month)

-

Security Deposit: Two months' payment

- - 5 -

Documentation Fee: \$500

-

Annual Software License: Included

-

Maintenance: Included

-

Training: Included

## **4. COMPARATIVE ANALYSIS METHODOLOGY**

### **1. \*\*Net Present Value (NPV) Calculation\*\***

-

All cash flows discounted to present value

-

Terminal value included for purchase option

-

Tax implications factored for both scenarios

-

Residual value considerations for lease returns

## 2. **\*\*Operating Cost Analysis\*\***

-

Energy consumption

-

Labor savings

-

Maintenance requirements

-

Downtime impact

- - 7 -

Infrastructure modifications

## **5. SENSITIVITY ANALYSIS**

### **1. \*\*Variable Factors\*\***

-

Utilization rates (80% - 95%)

-

Energy costs ( 20%)

-

Labor rates ( 15%)

-

Maintenance costs ( 25%)

-



Interest rate fluctuations ( 200 basis points)

## 2. **\*\*Scenario Planning\*\***

-

Base case

-

Conservative case

-

Optimistic case

-

Stress test scenarios

## **6. DISCLAIMERS AND LIMITATIONS**

1. This Model contains forward-looking projections and estimates that

2. The Company makes no representations or warranties regarding the

3. Actual results may vary materially from projections based on market

4. This Model does not constitute financial, legal, or tax advice. Custom

## **7. CONFIDENTIALITY**

1. This Model contains confidential and proprietary information of the

2. Recipients are prohibited from copying, distributing, or disclosing th

## **8. EXECUTION AND ACKNOWLEDGMENT**

The undersigned acknowledges receipt and understanding of this Model  
to be bound by its terms and conditions.

POLAR DYNAMICS ROBOTICS, INC.

**By:** \_

Name: Victoria Wells

Title: Chief Financial Officer

**Date:** \_

RECIPIENT:

**By:** \_

**Name:** \_

**Title:** \_

**Date:** \_

[END OF DOCUMENT]

