

# MONTHLY RECURRING REVENUE REPORT

**DeepShield Systems, Inc.**

**December 2023**

## CONFIDENTIAL AND PROPRIETARY

For Internal Use Only - Subject to NDA

### 1. EXECUTIVE SUMMARY

This Monthly Recurring Revenue (MRR) Report presents the recurring revenue metrics for DeepShield Systems, Inc. ("Company") for the period ending December 31, 2023. All figures are presented in USD unless otherwise noted.

Total MRR: \$2,958,333

Net MRR Growth (MoM): +4.2%

Annual Run Rate (ARR): \$35,500,000

### 2. MRR BREAKDOWN BY PRODUCT LINE

#### 2.1 Core Platform Subscriptions

- Enterprise ICS Protection Suite: \$1,425,000
- Maritime Security Module: \$625,000
- SCADA Defense Platform: \$458,333
- OT Network Monitoring: \$225,000

#### 2.2 Add-on Modules

- AI Threat Detection Engine: \$108,333
- Incident Response Automation: \$75,000
- Custom Integration Services: \$41,667

### 3. CUSTOMER METRICS

#### 3.1 Customer Count

- Total Active Customers: 127
- Enterprise Customers (>\$100k ARR): 42

- Mid-Market Customers (\$50k-\$100k ARR): 53
- SMB Customers (<\$50k ARR): 32

### **3.2 Customer Movement**

- New Logos Added: 4
- Expansions: 7
- Contractions: 1
- Churned Customers: 0
- Net Customer Addition: +3

## **4. KEY PERFORMANCE INDICATORS**

### **4.1 Revenue Metrics**

- Average Revenue Per Customer (ARPC): \$23,293
- Net Revenue Retention (NRR): 118%
- Gross Revenue Retention (GRR): 98%
- Logo Retention Rate: 100%

### **4.2 Contract Metrics**

- Average Contract Length: 36 months
- Weighted Average Remaining Term: 28.4 months
- Average Upsell Amount: \$47,500
- Multi-Product Adoption Rate: 73%

## **5. SEGMENT ANALYSIS**

### **5.1 Industry Vertical Distribution**

- Energy & Utilities: 35%
- Manufacturing: 28%
- Maritime & Offshore: 22%
- Critical Infrastructure: 12%
- Other Industries: 3%

### **5.2 Geographic Distribution**

- North America: 58%
- Europe: 24%
- Asia Pacific: 12%
- Rest of World: 6%

## **6. REVENUE QUALITY METRICS**

### **6.1 Payment Terms**

- Annual Upfront: 65%
- Semi-Annual: 22%
- Quarterly: 13%
- Monthly: 0%

### **6.2 Contract Structure**

- Fixed Term Contracts: 92%
- Usage-Based Components: 8%
- Average Discount Rate: 12.5%

## **7. GROWTH DRIVERS**

### **7.1 Expansion Revenue**

- Product Upgrades: \$85,000
- User Count Increases: \$45,000
- Module Addition: \$62,500
- Professional Services: \$28,000

### **7.2 New Customer Revenue**

- Enterprise Deals: \$175,000
- Mid-Market Deals: \$82,500
- Channel Partner Sourced: \$45,000

## **8. FORWARD-LOOKING METRICS**

### **8.1 Sales Pipeline**

- Committed Renewals (Next 90 Days): \$4,250,000

- Late-Stage Opportunities: \$2,750,000
- Expansion Opportunities: \$1,500,000

## **8.2 Projected Growth**

- Q1 2024 Forecasted MRR: \$3,125,000
- Expected Net MRR Growth: +5.6%
- Renewal Risk Assessment: Low

## **9. DISCLAIMERS AND NOTES**

This report contains forward-looking statements and financial projections that are subject to various risks and uncertainties. Actual results may differ materially from those projected. All figures are preliminary and subject to adjustment during regular financial closing procedures.

The information contained herein is confidential and proprietary to DeepShield Systems, Inc. and may not be reproduced, distributed, or disclosed without prior written consent.

## **10. 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 below.

Prepared by:

/s/ Robert Kessler

Robert Kessler

Chief Financial Officer

DeepShield Systems, Inc.

Date: January 10, 2024

[END OF REPORT]