

Financial Highlights

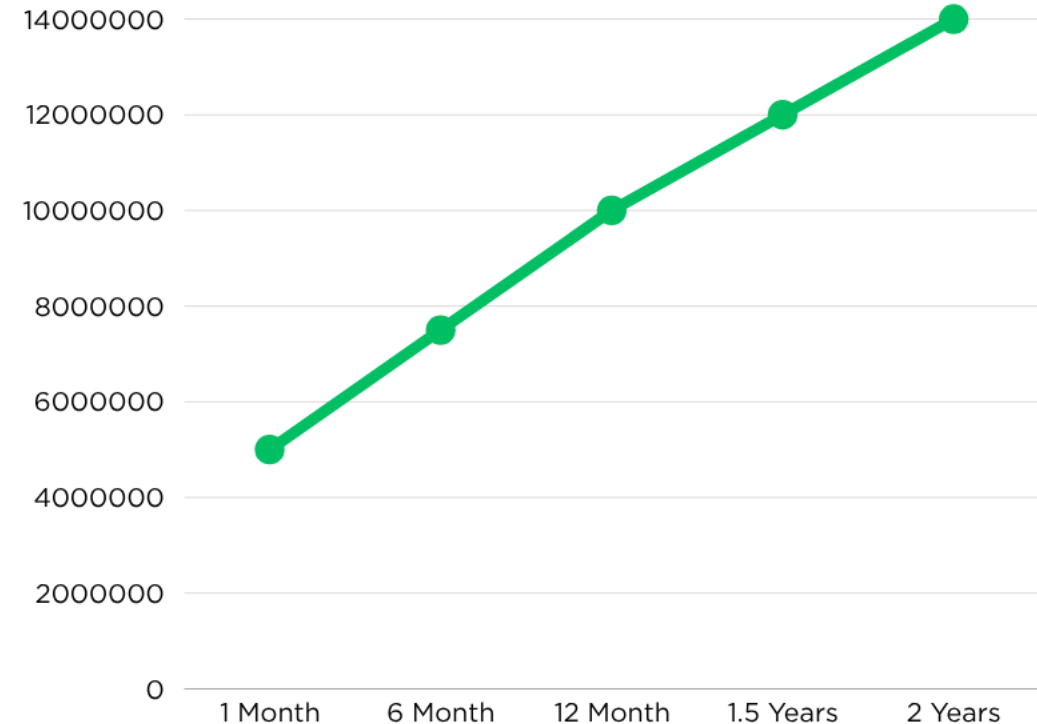
“High

Margin Growth and Quick Break Even”

Path to Profitability

Metric: Value

- **Target Sales (24 mths):** 900 Systems
- **Revenue (Hardware + Services):** \$14.4M
- **Cost of Goods Sold (COGS):** \$8.05M
- **Gross Profit:** \$6.35M
- **Gross Margin:** ~35%
- **Breakeven Units:** ~550 systems



Why Plug Zen?

- **Lean capital model:** Modular hardware avoids costly installations and demand charges.
- **Faster path to profitability:** Lower fixed costs and recurring revenues.
- **High utilization focus:** Targeted B2B deployments with strong ROI.
- **Sustainability upside:** Carbon credits and emissions reduction add value.