



AutoStore

- Our Company and Our technology

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Partner manager







How it **started**

In the 90's, we were a very successful electronics component distributor.

As the largest distributor in Northern Europe, we build ourself a new big warehouse to secure our future growth. But after few months it was already full of inventory, and instead of building another expensive warehouse – we were forced to think differently.

Our Technical Director Ingvar Hognaland came up with the genius idea of removing the most wasteful and expensive component of our warehouse – the areas only filled with air.

That inventive idea resulted in the game-changing Cube Storage Automation system - **AutoStore™**

For over 20 years we have continued to innovate and improve our system to help our customers all over the world



Too much air

Why store everything like dominos if we could store it like a Rubik's cube? The air between each shelf is expensive and wasteful.



Warehousing made easy

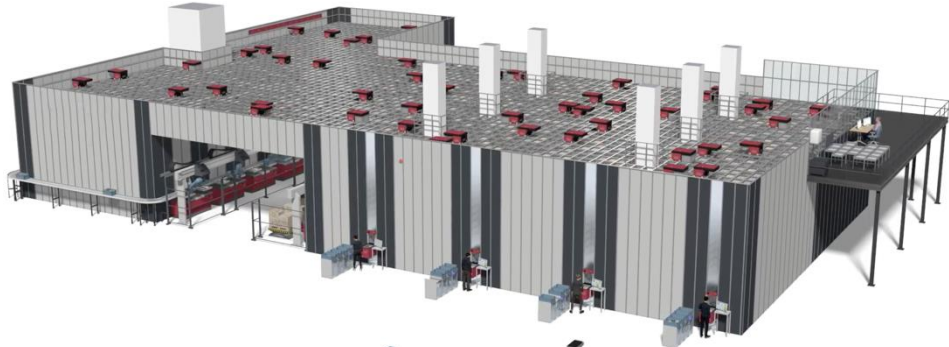
Warehouse management is unnecessarily complex with continuously tedious and inefficient movements. Replenishment should be easy and controlled by the system itself instead of humans finding space on the shelf.



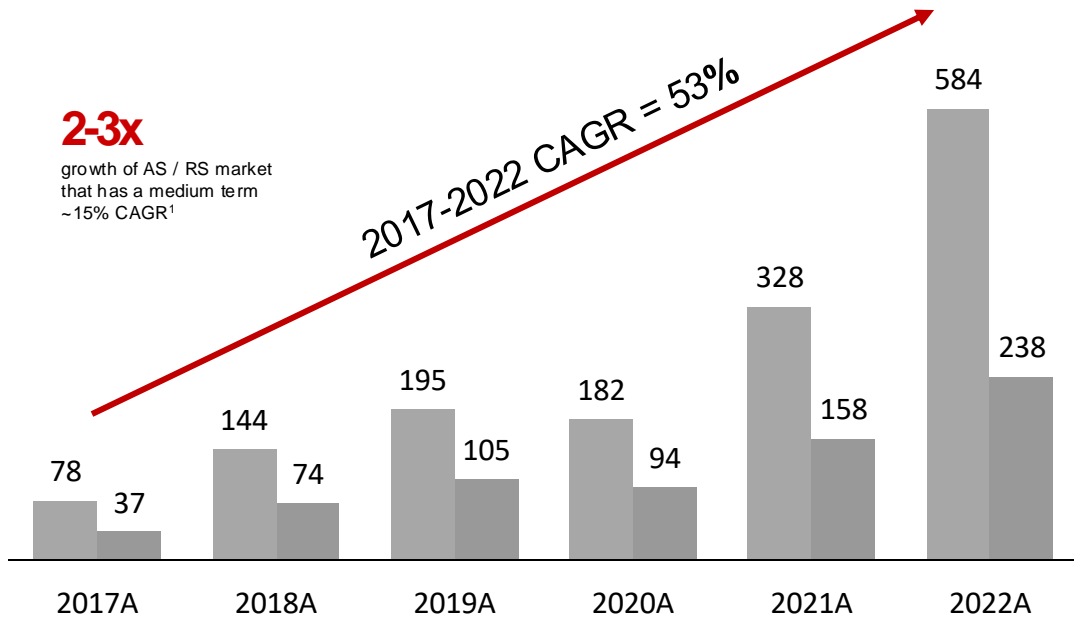
Goods-to-Person

The material handling could have a huge productivity gain if the warehouse workers were given better tools, and if the goods came to the pickers instead of the pickers getting the goods.





■ Revenue (USD million)
 ■ Adj. EBITDA (USD million)



Hatteland



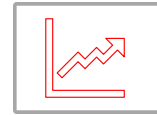
EQT



THL



SoftBank



IPO (AUTO)

8



>1300

5



>65000

2

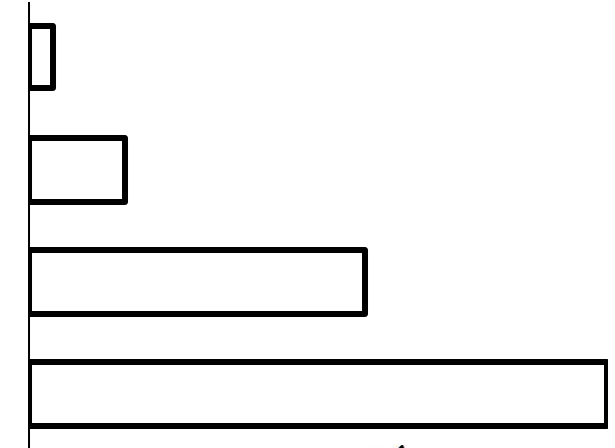


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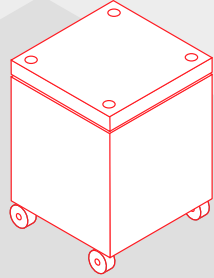
Our business

Operational overview

In 2023, AutoStore reached a new milestone of

~1,400

systems sold in total¹



to

~1,000

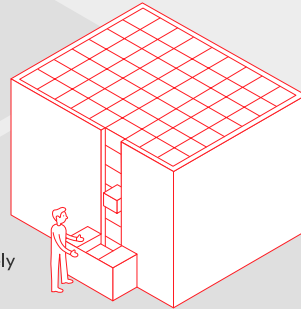
unique customers



across

54

countries



with

~64,500

Robots

presenting approximately










5.3

billion Bins

¹ As per end of Q4 2023



Market sectors

End-market	# of systems ¹	Selected blue chip customers
 Apparel / Sports accessories	~ 200	Puma, Decathlon, XXL, Lids, Boozt, CFG, Crocs
 Industrials ²	~ 370	Fanuc, ABB, Siemens, Bosch, 3M, John Deere, Cat
 3PL	~ 140	UPS, DB Schenker, DHL, Swiss post, Kuehne+Nagel, CJ Logistics
 Other Retail ³	~ 120	Kid, RoyalDesign, Kitchentime, Chewy
 Grocery	~ 90	SSG, HEB, H Mart, Weiling, Peapod, ASDA, Weee!
 Automotive	~ 70	Federal Mogul Motorparts, Continental, GS Bildeler, AGCO
 Healthcare	~ 90	Medline, Johnson & Johnson, Pfizer, CVS Pharmacy, Osaki, Apotea
 Consumer electronics	~ 40	Best Buy, Dustin, Komplet.no, Olympus
 Luxury & Personal Care	~ 30	Gucci, Longines, Eton, Manor, Shiseido



¹ Number of cumulative systems, including contracted not yet shipped systems as of Q4-2022.

² End markets include aviation, aerospace and defense, building and construction, machinery and other industrials.

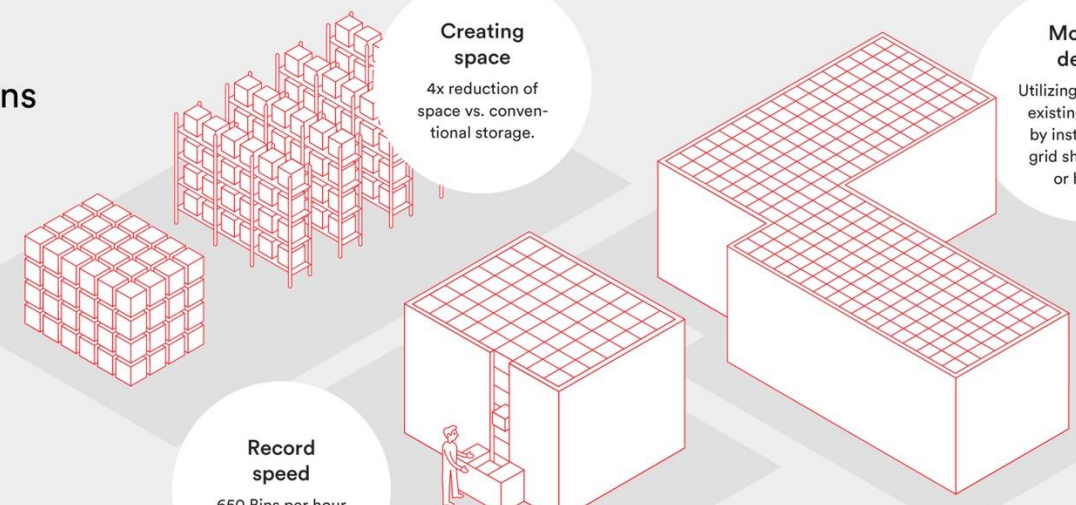
³ End markets include toys and games, office supplies, home supplies, generalist retailer, books & media.

System Introduction and Value Proposition

Value proposition

Value propositions


AutoStore is the go-to technology for warehouse automation.



Creating space
4x reduction of space vs. conventional storage.

Modular design
Utilizing all parts of existing facilities by installing any grid shape, form or height.

Record speed
650 Bins per hour x number of Ports.



Sustainable impact
An AutoStore system consumes little energy. With the elimination of "airhousing", wasteful air purification, heating and cooling operations is reduced.

24/7 operation
Worldwide uptime of 99.7%.

Reliable delivery
99.9% picking accuracy.

Easy connections
Integration with any third-party technology.



Sustainable solution

Lights

Turn off the lights and save energy.



Urbanisation

Localised distribution to reduce vehicle miles.



Power

Ultra low power modules.



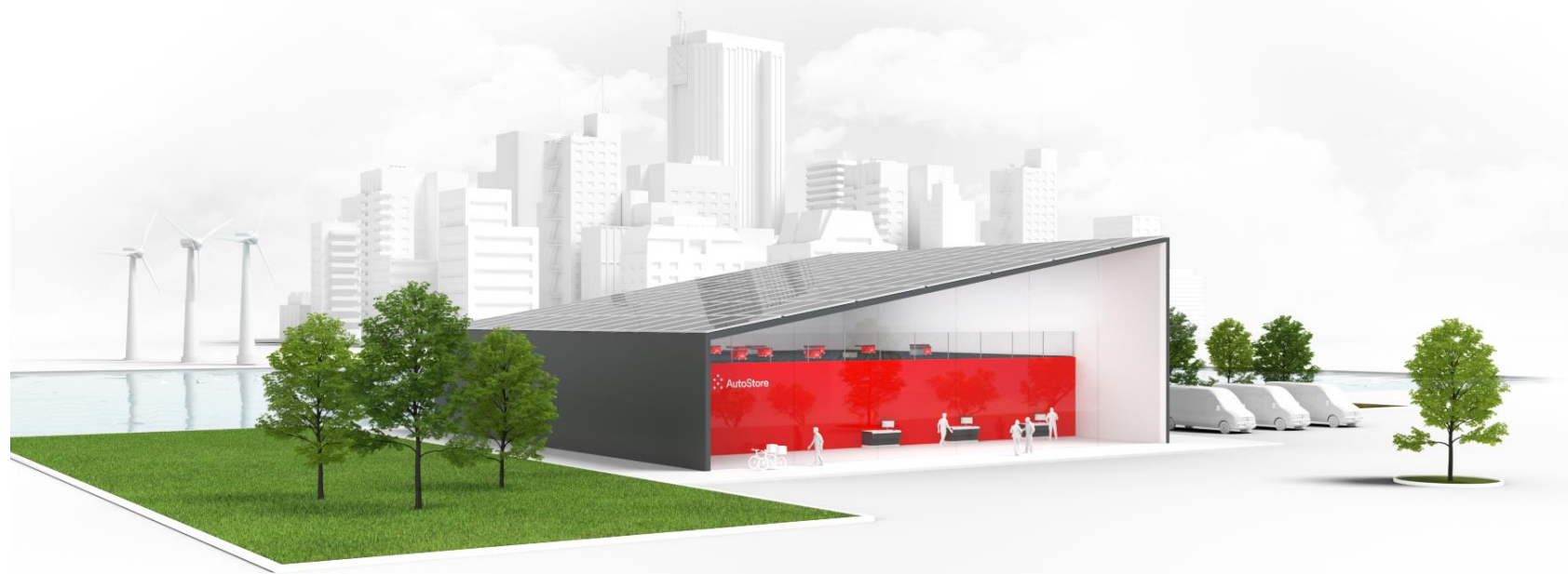
Environmental

High quality components reduce replacements and waste.



Storage

Cube storage maximises existing warehouse.



Latest Innovations

R5Pro™

Ultimate High Throughput Solution

The latest evolution of robot enables greater throughput from less robots, using less chargers, providing even greater storage density.





Multi-Temperature Solution

Innovative Solution for Grocers

- Designed for frozen and chilled environments
- Temperature range of -25°C to +6°C

Successful Implementation

- Operational at Norwegian food distribution company, DLVRY
- Won 'Kings of the Supply Chain 2024' award in France

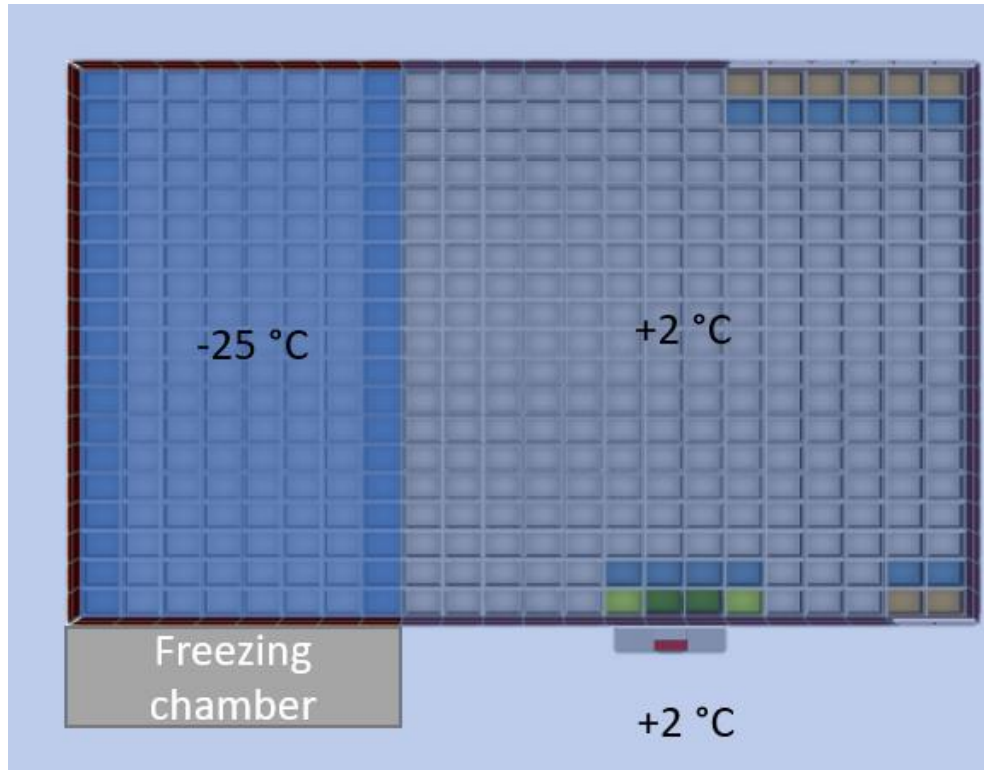
Efficient Storage and Picking

- Multiple temperature storage zones within one AutoStore cube
- Picking of frozen products occurs in chilled area
- Increases speed and efficiency of picking frozen inventory

Availability

- Available in select markets starting January 2025

Frozen Module



Frozen Module Specifications

- Fixed Module size : 8 x 19 cells
- Bin Storage : 6 x 18 cells
- Grid Height : 16 x 330 Bins
- Number of Bins in Frozen : 11/12 Bins per cell
- Bins Per module : 1311 (330 bins)
- Freezing chamber size : 2.5m x 5.6m

- Minimum number of chilled bins per Frozen Module to prevent overcooling the Robots (assumed 80/20 bin distribution):
 - 220 mm: 3450 Bins
 - 330 mm: 2300 Bins
 - 425 mm: 2000 Bins

Note:

Frozen module requires Chilled grid connected.

PickUpPort™

Ultimate Omnichannel Solution

For retailers to remain on top, they must capture what the consumers want and ensure shopping experiences are convenient.

The PickUpPort delivers a seamless BOPIS (Buy Online Pickup In-Store) experience for customers at the brick-and-mortar stores, giving retailers a boost in in-store foot traffic and sales. This allows retailers the opportunity to diversify their revenue stream and keep their omnichannel business healthy.



Improve Customer Experience



Stay Ahead in an Ever-changing Retail Industry



Thank you