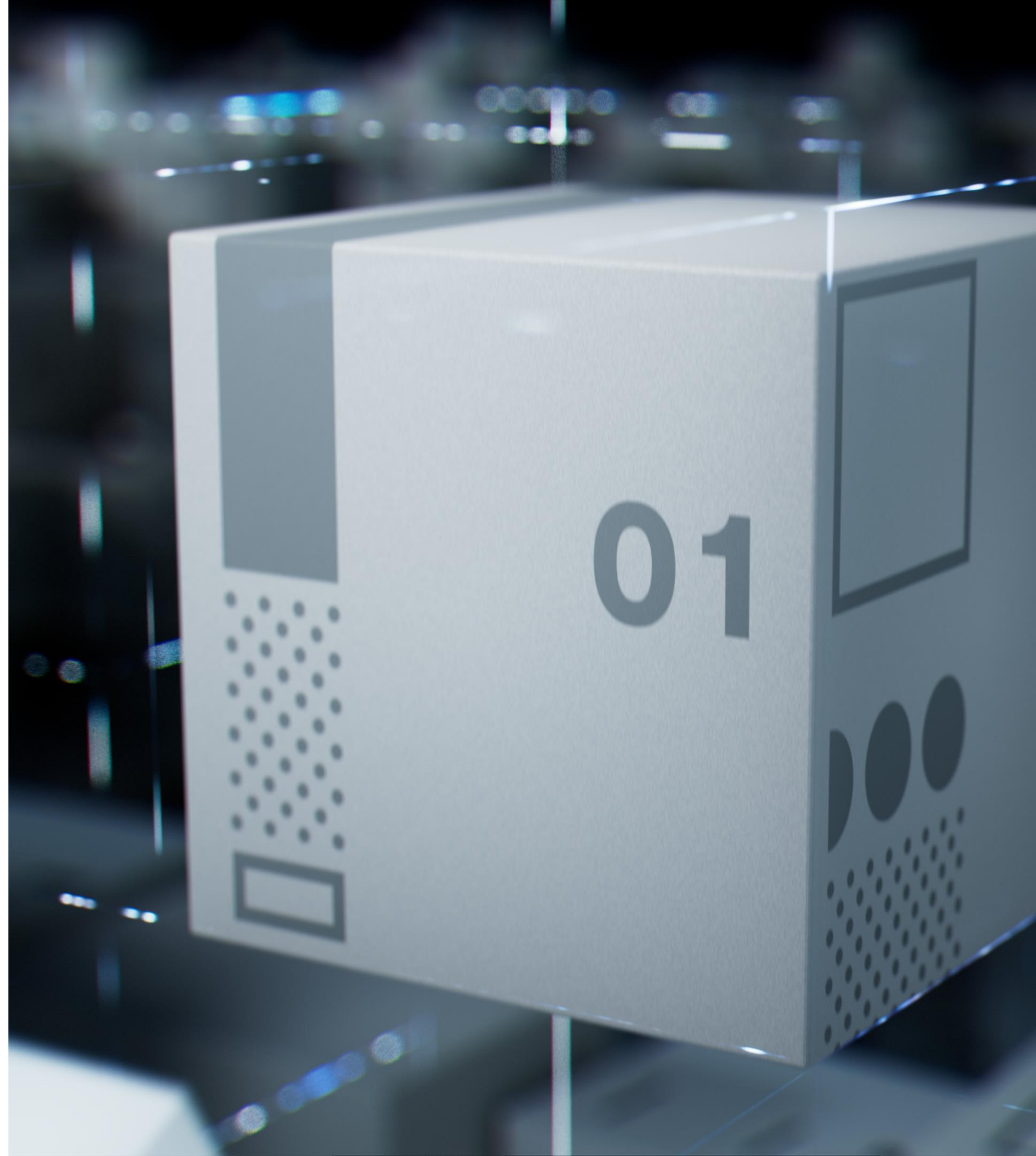


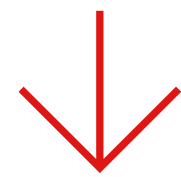


Enabling the Micro-Fulfillment Center revolution



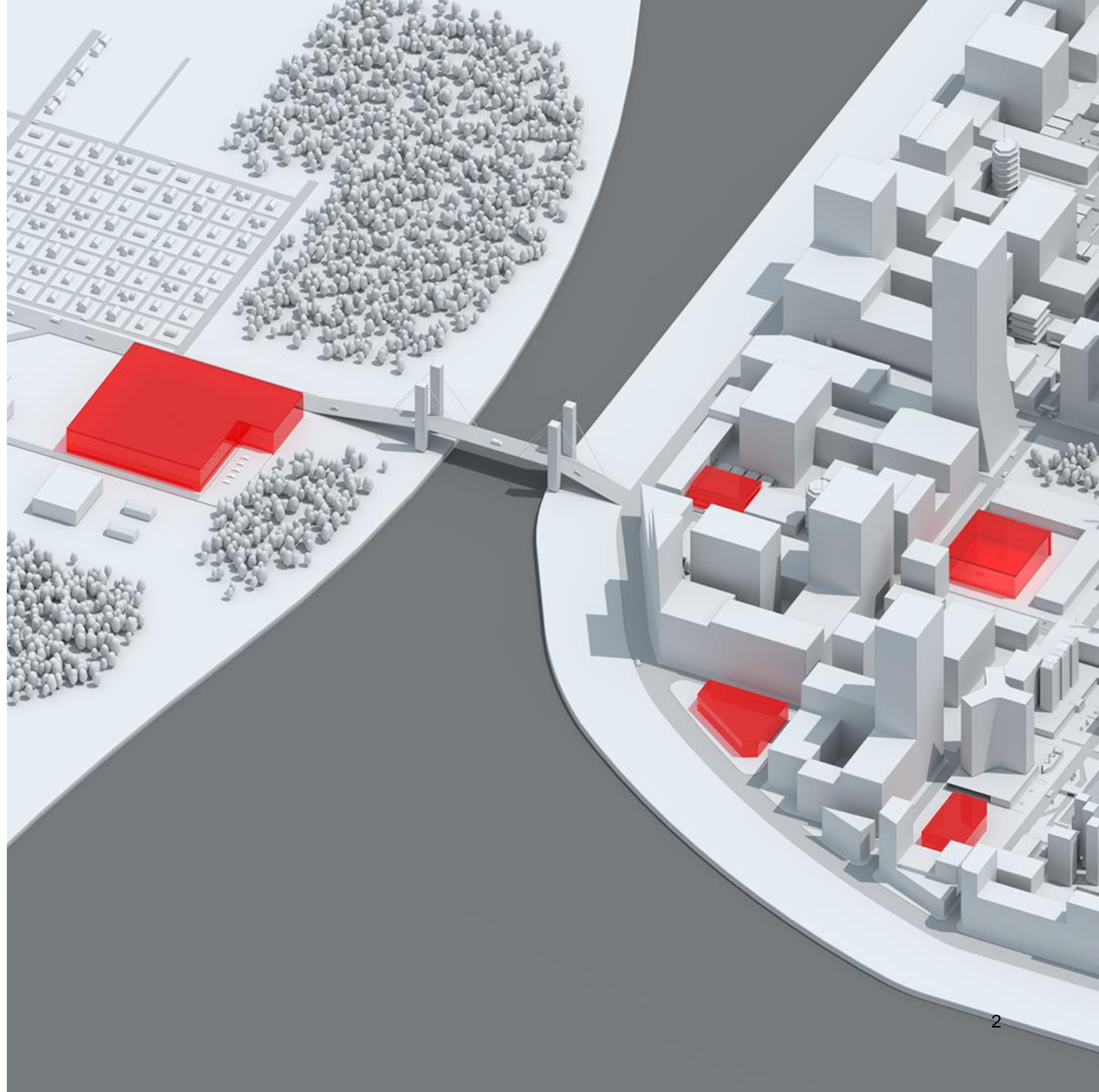
Trends in consumer demand

- eCommerce revenues are predicted to continue to grow at double digit rates and represent 23.6% of total retail sales by 2025
- 91% of global consumption growth generated in cities from 2015-2030
- Consumers are continuously demanding faster delivery times and convenient pick up at any time



The future of distribution must be in city centers, closer to consumers with the same inventory as today

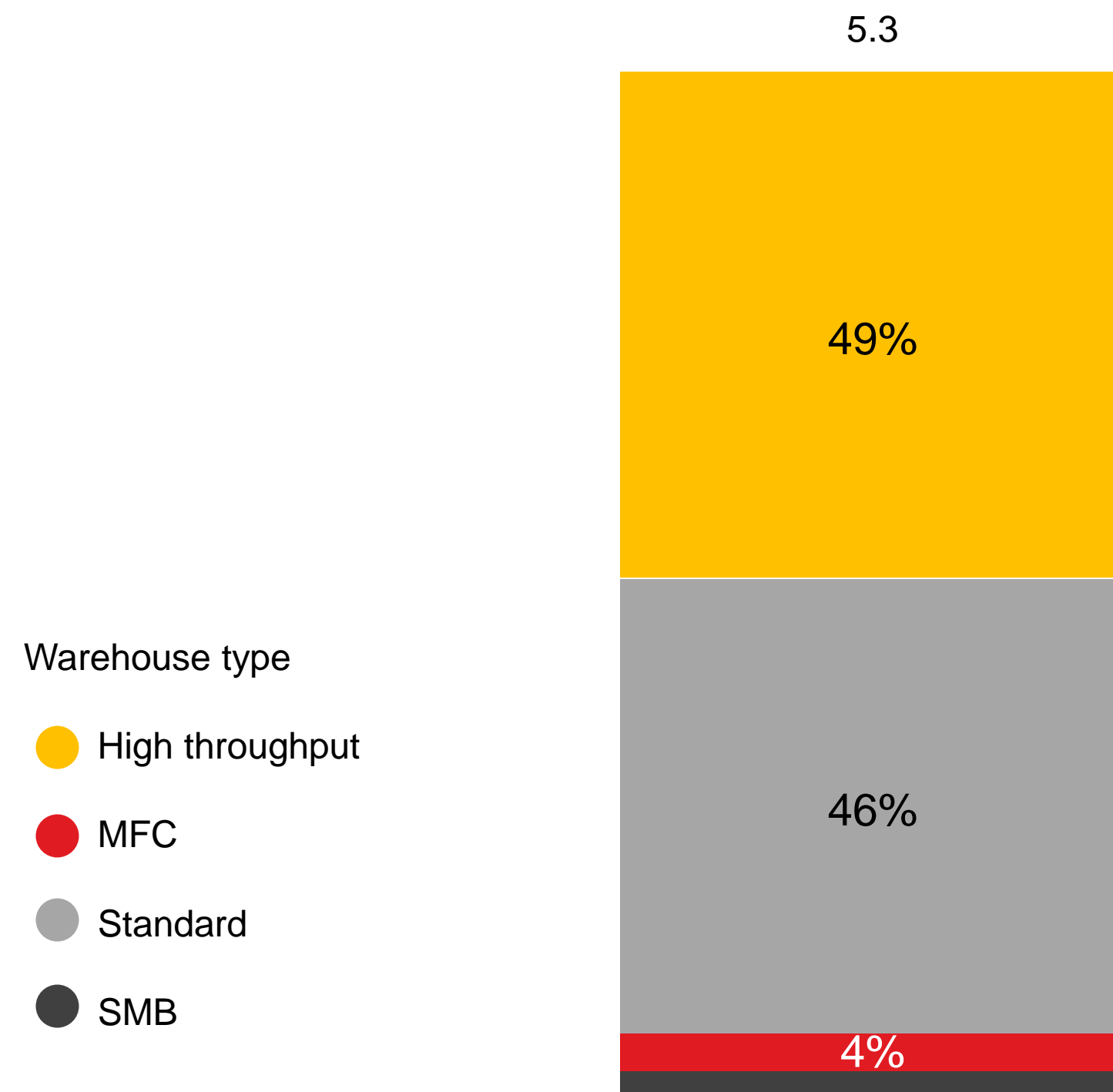
eCommerce orders can easily be fulfilled from micro-fulfillment centers and delivered same day with less people involved



Deep-dive: MFC¹ market expected to grow at +50% annually

High Throughput and Standard Are the Largest Segments Today

Warehouse AS/RS Market by Warehouse Type (\$bn)

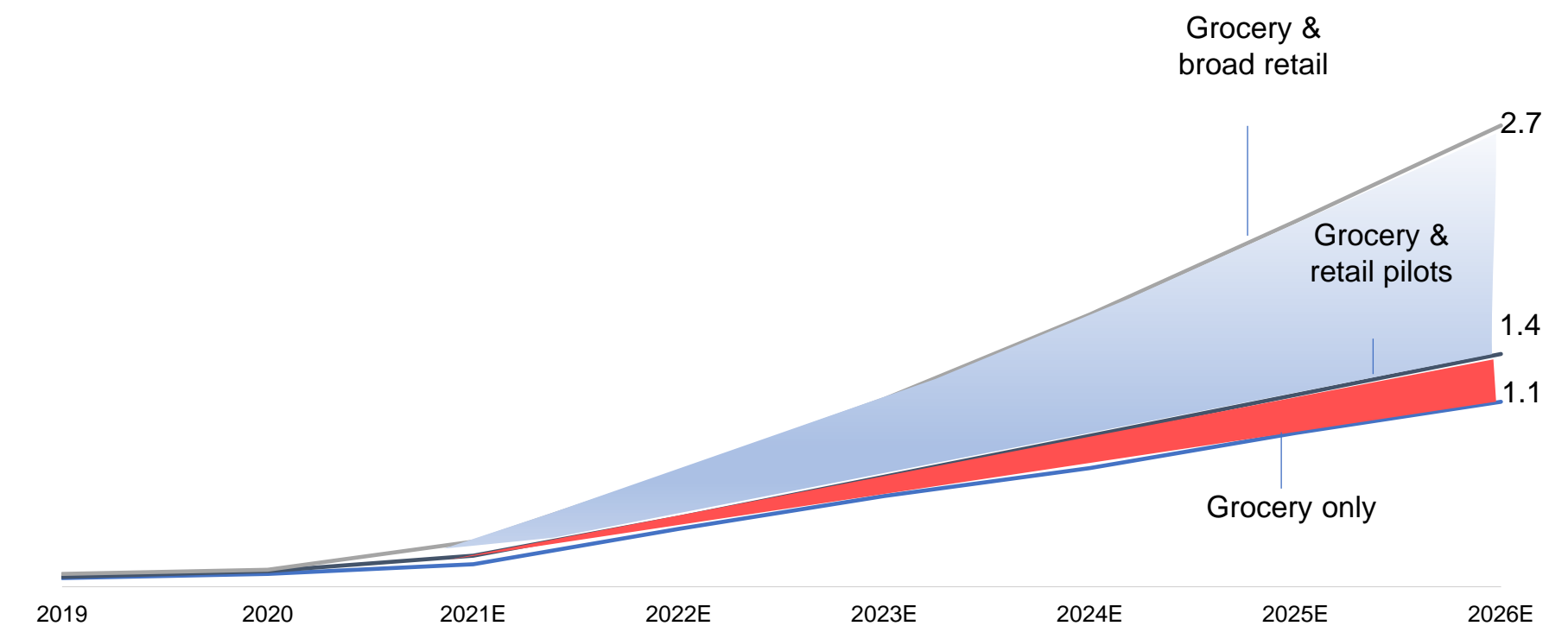


Note:
1. Micro-fulfillment centers

Global MFC SAM is ~\$0.2Bn Today, but
Expected to Grow to ~\$1.1–2.7Bn by 2026E

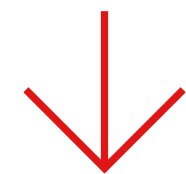
MFC SAM (\$bn)

MCF	SAM '20	SAM '26E	CAGR ('20-'26E)
Grocery & broad retail	~\$0.1bn	~€2.7bn	~85%
Grocery & retail pilots	~\$0.1bn	~\$1.4bn	~65%
Grocery only	~€0.1bn	~€1.1bn	~55%

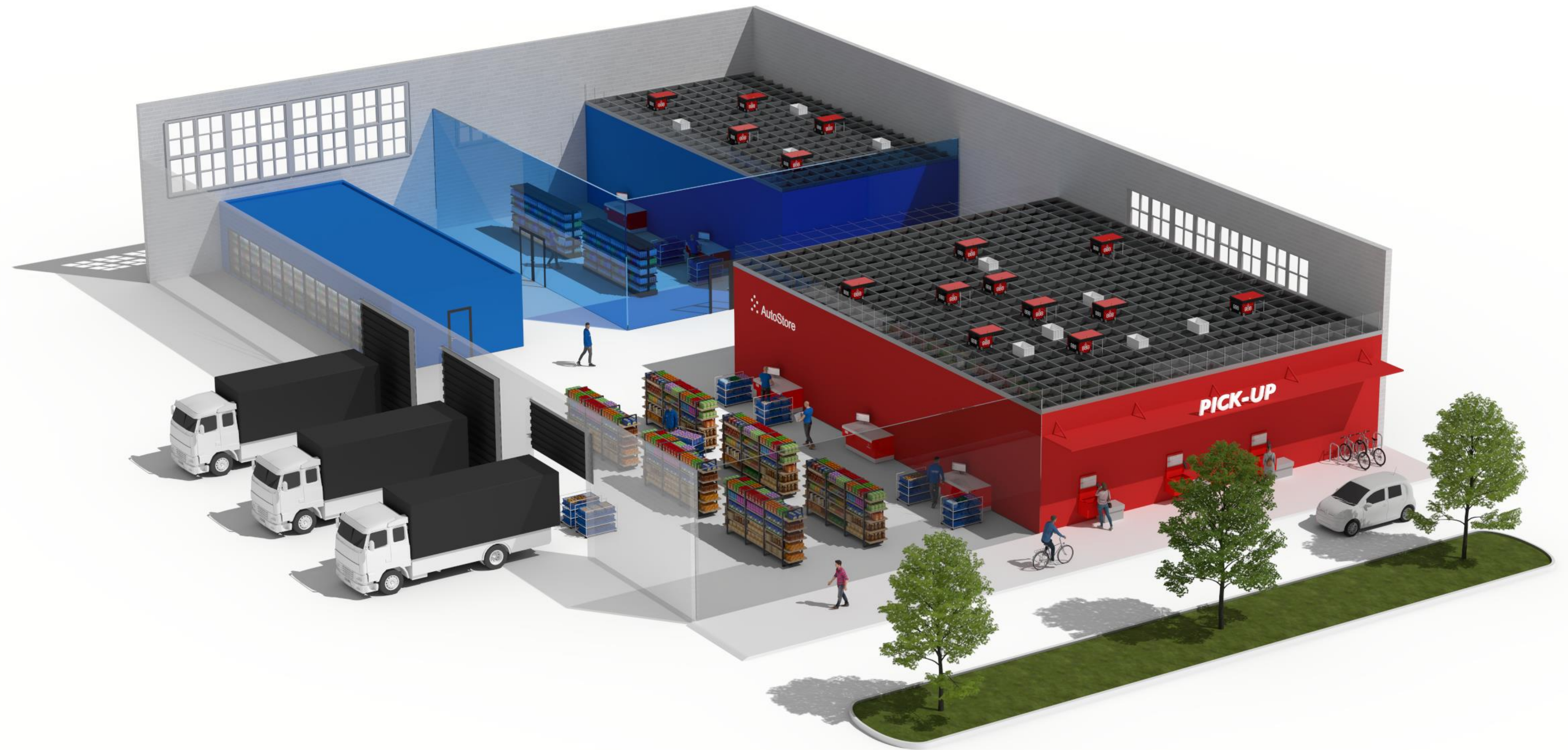


Micro-fulfillment automation must be flexible, scalable and standard technology

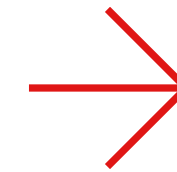
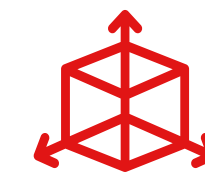
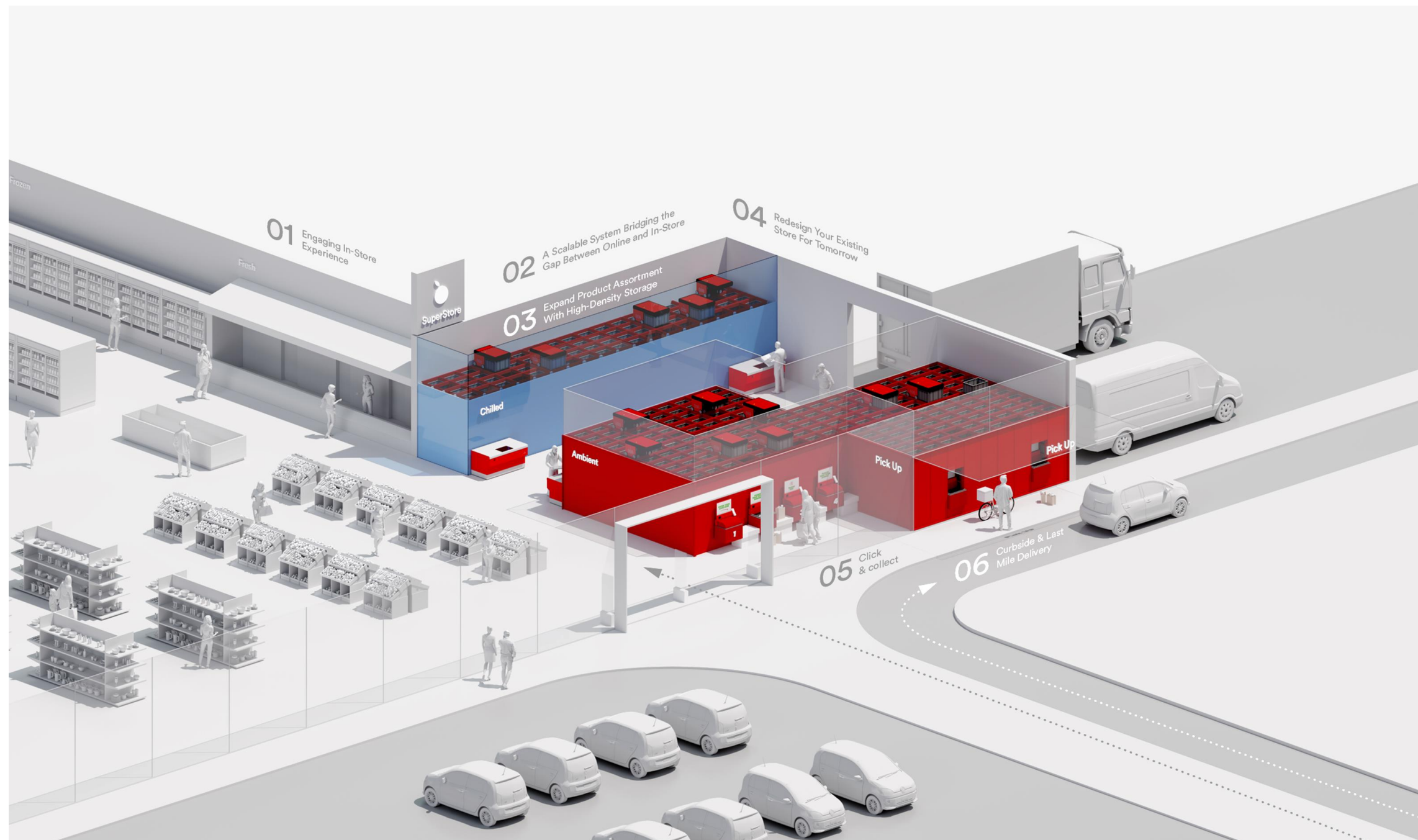
- Micro-fulfillment centers (“MFCs”) expected to be fastest growing segment in AS/RS within the next 5-10 years
- MFCs are close to the consumer, often in existing stores in city centers
- Require flexible, scalable and standardized technology to succeed



AutoStore



Penetrating the MFC market requires a complete end-to-end solution



Enabled by a Retail each pick WMS¹ that delivers a best-in-class customer experience with economies of scale via multi-warehouse management and integration of MFCs with centralised fulfilment operations

Intelligent waving and batching logic for quick and efficient automated picking

Software for efficient in-store and "big" item picks

Consolidation orchestration for completed orders both internal and external to the AS/RS²

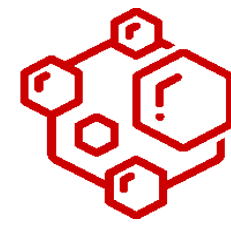
Consumer facing ports and digital user experience to redefine click & collect

Robust & scalable integration framework supports multiple last-mile delivery platforms

Note:

1. Warehouse Management System
2. Automated Storage & Retrieval System

Next generation WMS architecture



Standardized, modular, cloud native micro-services product framework. Configurable product features vs customizations for each client.



Open API driven architecture. Focus on ease of integrations via our network of integration partners. Implementations typically in 12 – 16 weeks compared with 9+ months on legacy WMS¹ platforms.



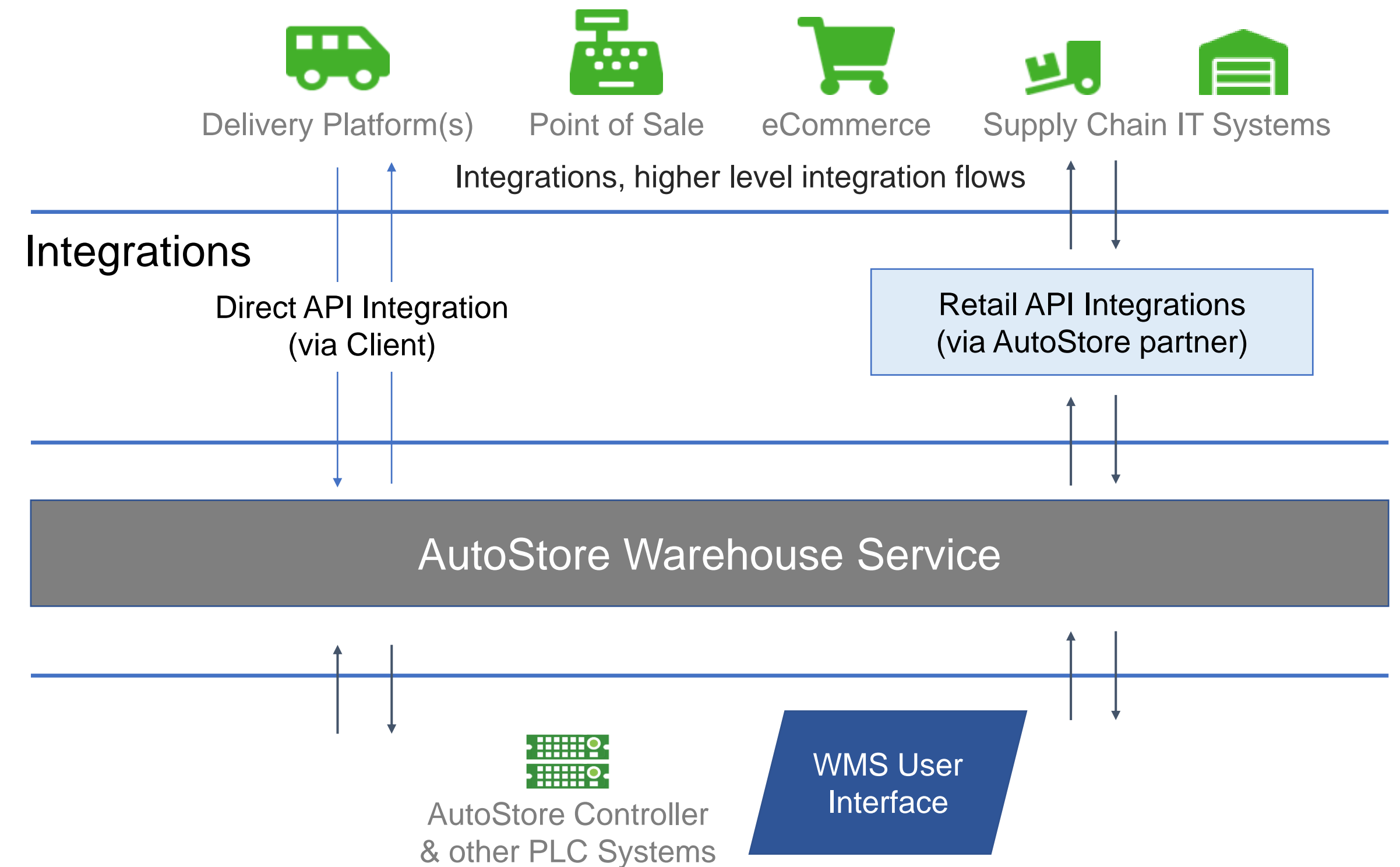
Agile/Data Driven product development for faster time to market on new product features and performance optimizations.



Strong Continuous Integration/Continuous Deployment (CI/CD) pipeline resulting in frequent releases with high reliability, >99.7%

Note:
1. Warehouse Management System

Client Systems



Innovation and AutoStore WMS investment will enable the AutoStore MFCs offering

Our Sophisticated Technology
 “Ticks off” all the Right Boxes for MFC

Key to Retail Success

AutoStore System Capability

Reliability and ease of maintenance

✓ Worldwide measured up time of 99.6% across installed base – one of the lowest TCO¹ in the industry

No single point of failure

✓ AutoStore modularity provides redundancy. Any bot can deliver any bin to any port

Consolidation of complete order

✓ Multi-temperature Grid solution to enable consolidation across temperature zones (powered by proprietary WMS)

Space efficient staging of pre-picked orders

✓ Pre-picked orders to be stored directly inside of AutoStore, always available for last minute sortation prior to filling delivery vans

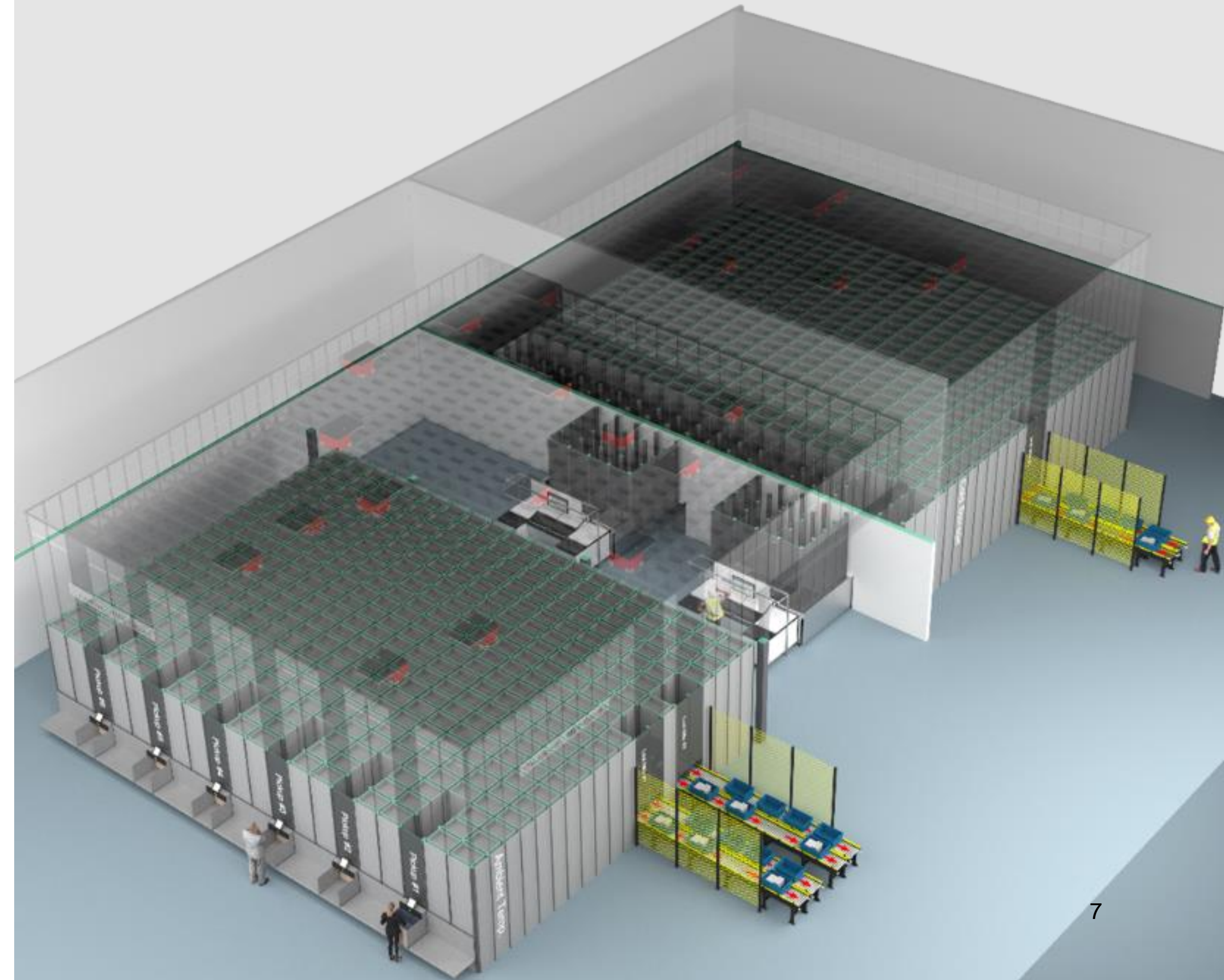
Put the customer in charge

✓ Support multiple delivery models including pick-up at the store as well as home delivery (powered by proprietary WMS)

Multi-store and Hub-and-Spoke to reduce last mile delivery

✓ Modern and scalable WMS platform supporting multiple fulfillment strategies (powered by proprietary WMS)

Note:
 1. Total Cost of Ownership

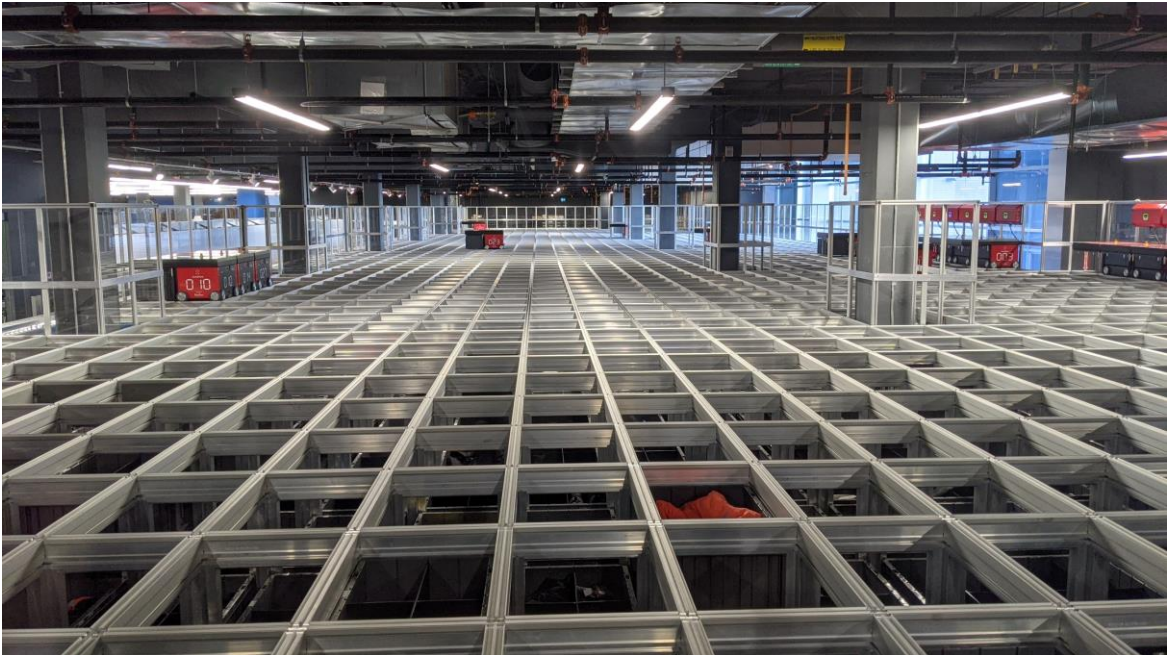


MFC applications beyond grocery enabling broad retail transformation today

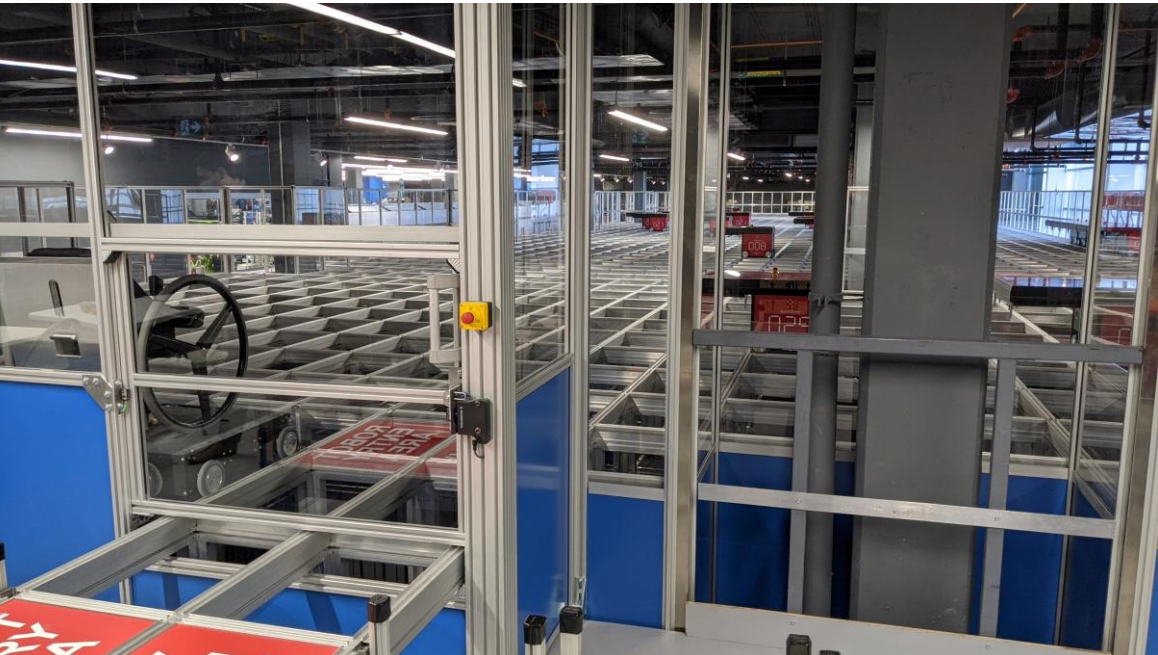
Decathlon Sports Case Study



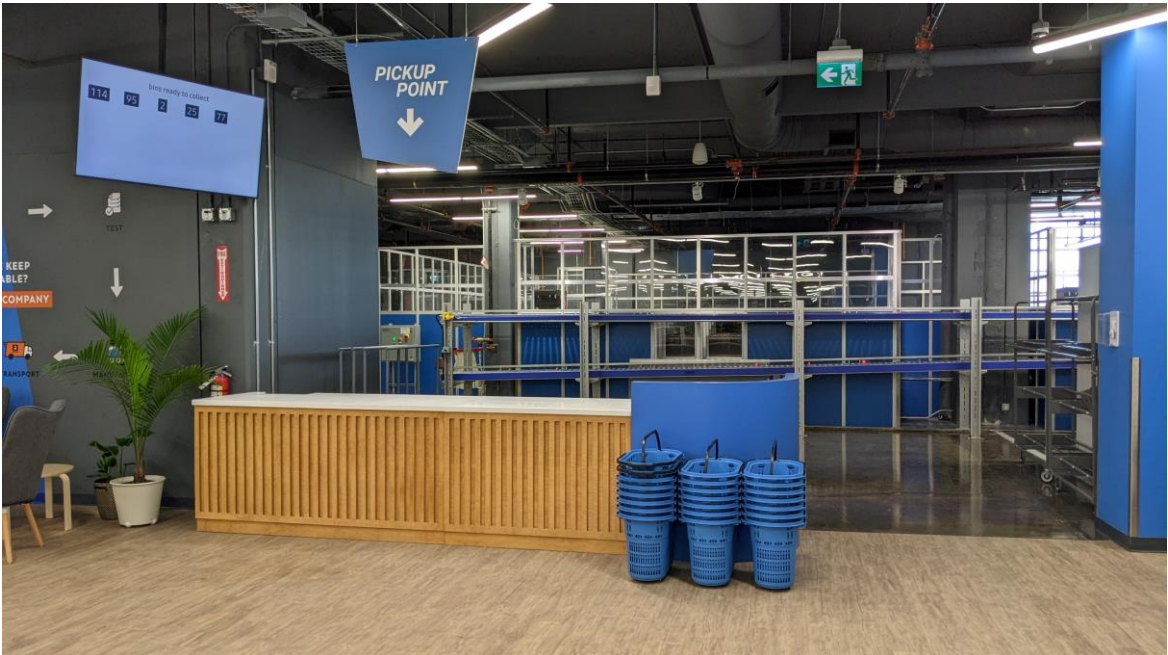
Decathlon re-formatted its 63,000 sq-ft (5,853 sq-m) store in Southcentre Mall in Calgary in November 2021



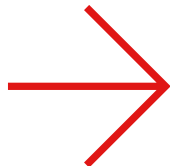
A first in Western Canada for a store to serve as both a brick-and-mortar experience and e-Comm distribution center



Fully visible, customers can watch AutoStore fulfilling orders and show Decathlon as a leader in innovation, sustainability, and technology



In store, customers make their selection from an in-store app and pick up their goods near the fitting rooms



AutoStore has enabled Decathlon to re-format an existing store into one that offers an innovated and unique in-store shopping experience inclusive of a gymnasium, café, workshop area, and multi-sport area