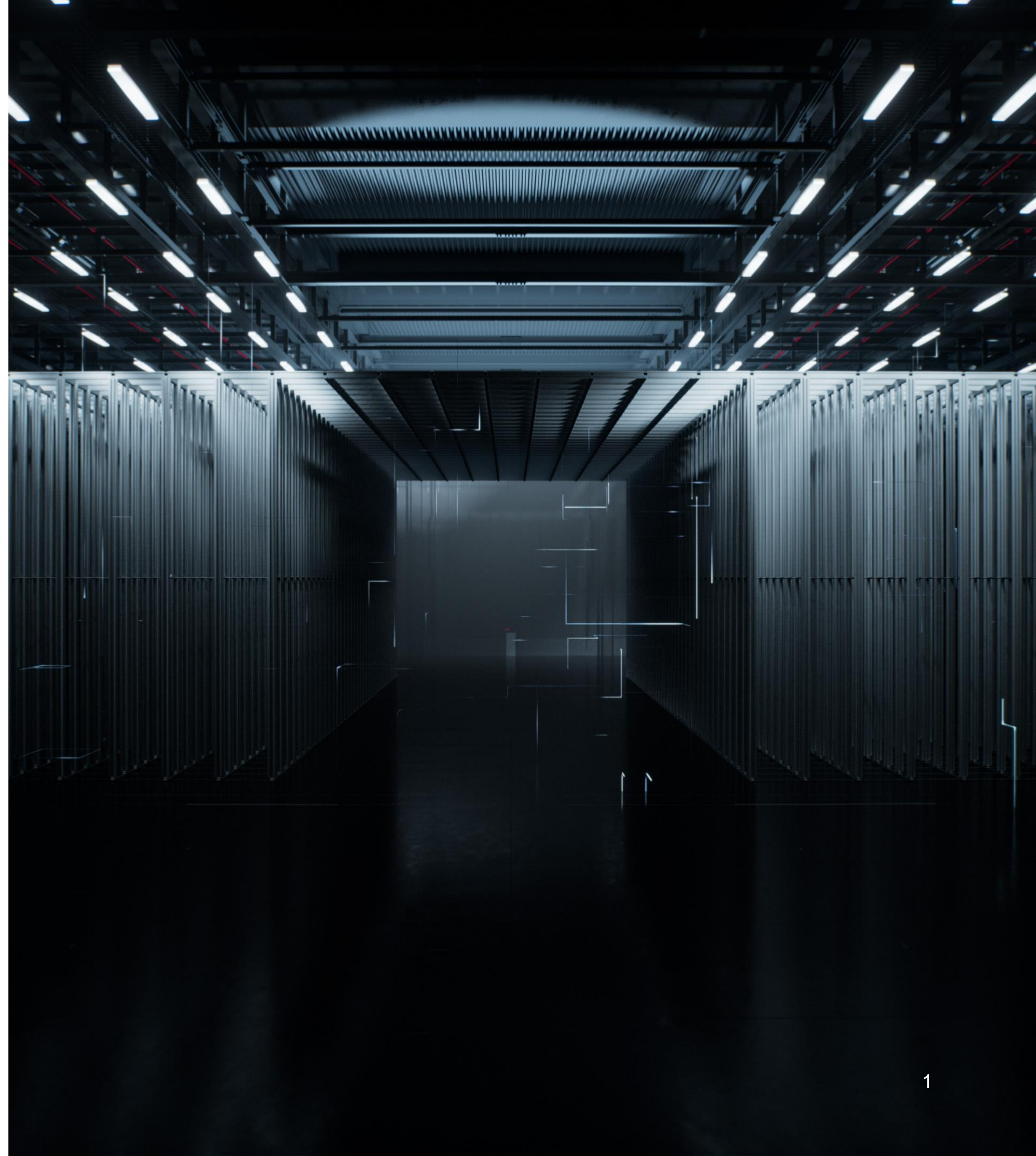




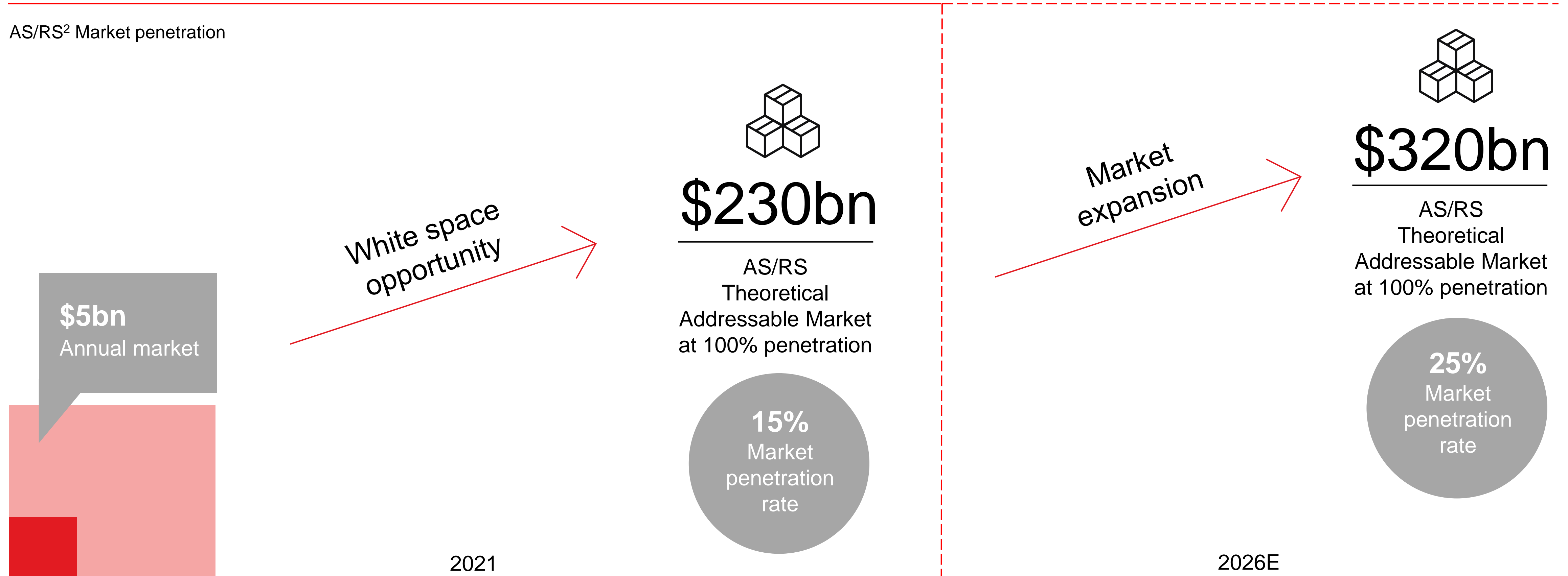
Targeting an
untapped USD
230bn market –
disrupting traditional
warehousing



Massive \$230bn underpenetrated and growing warehouse automation TAM¹

Warehouse automation TAM still untapped

AS/RS² Market penetration



Source: Premium management consulting company

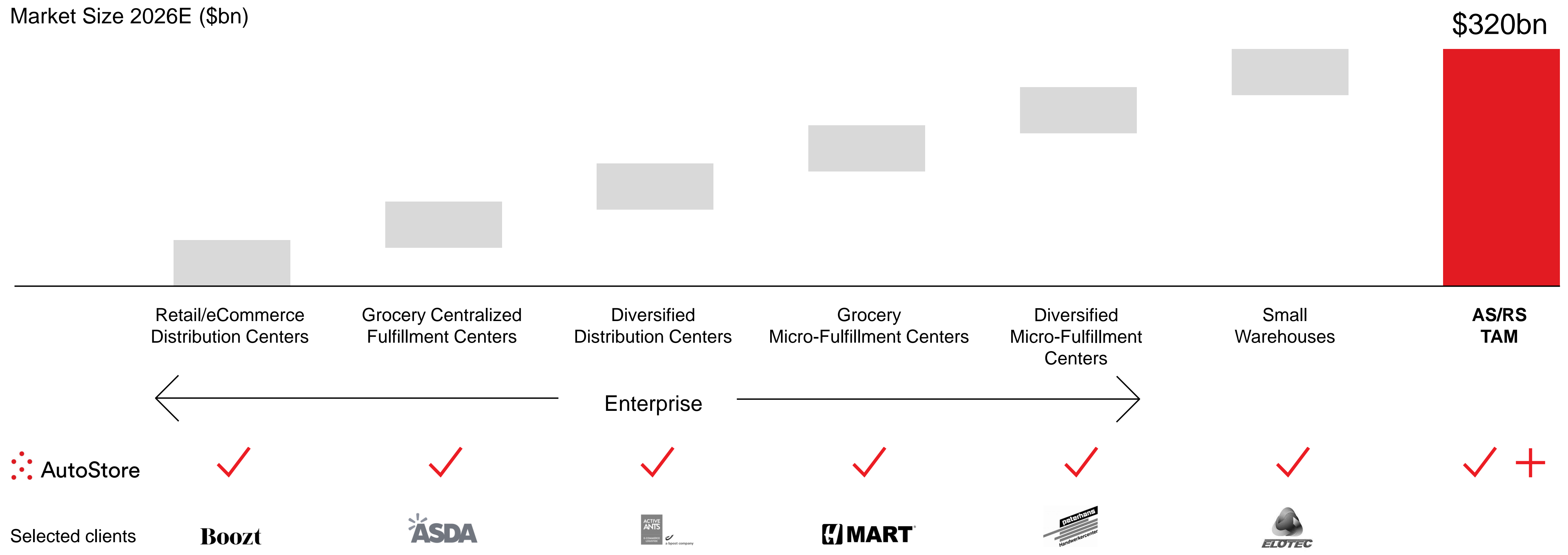
Note:

1. Total global market for AS/RS at full penetration based on 2021 warehouse stock and market prices (i.e. at the cost for the consumer)
2. Automated Storage & Retrieval System

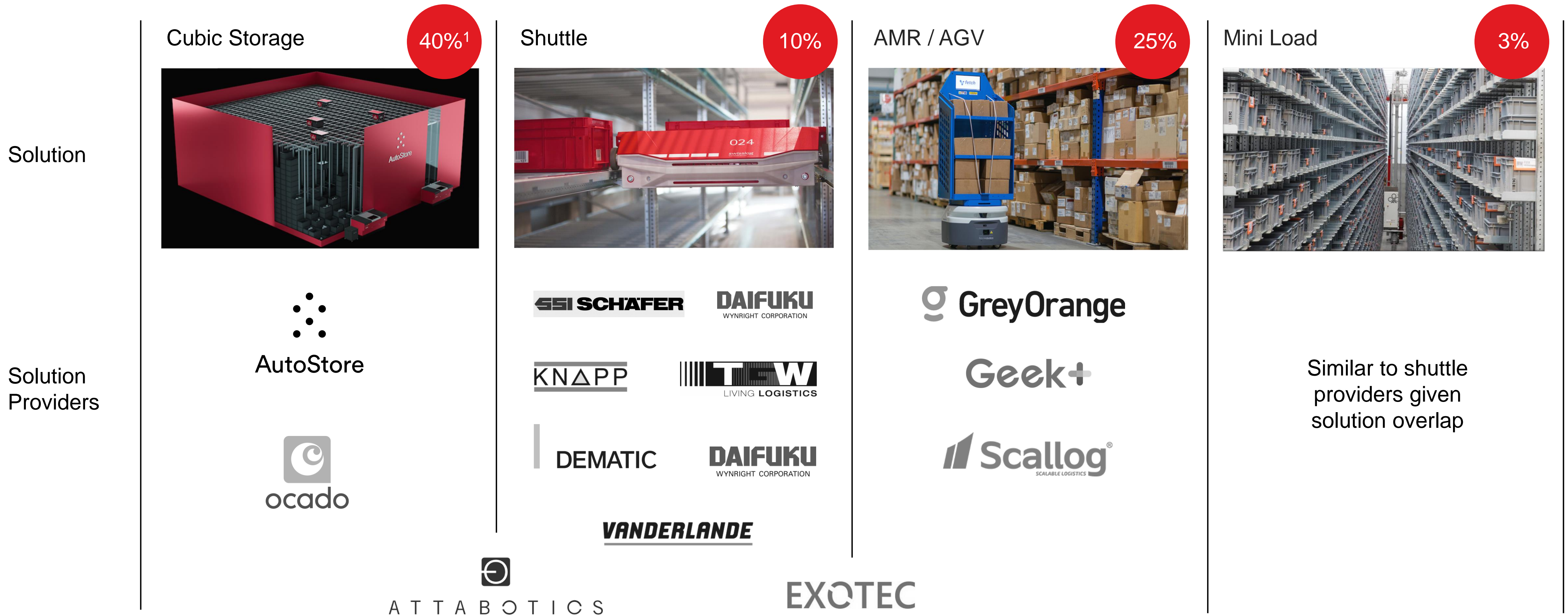
AutoStore is going to market with a superior solution that addresses all end-markets and all types of warehouses

AutoStore's massive AS/RS¹ theoretical addressable market

Market Size 2026E (\$bn)



AS/RS market served by four solutions, of which cubic is the fastest growing

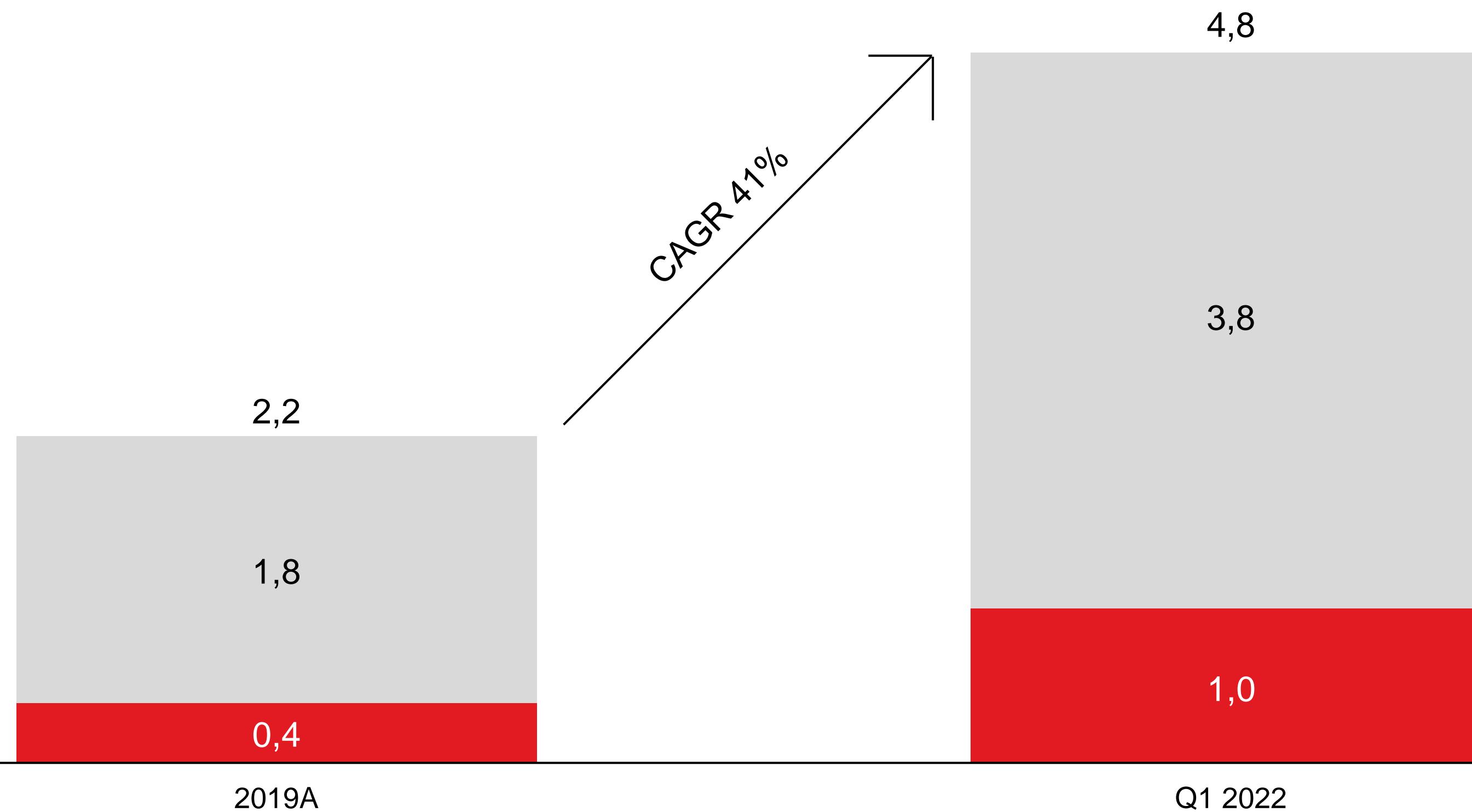


Massive pipeline growth underscores the attractiveness of cubic storage solution and future growth

Massive and growing \$4.8bn tangible pipeline

Total Pipeline Value (\$bn)

- New customer
- Existing customer



~22%

YoY Pipeline Growth from Existing Customer Base

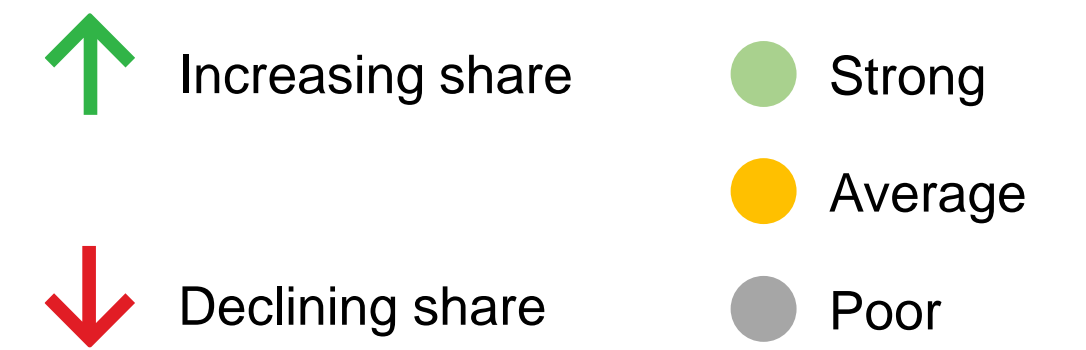
~2,900+

Projects in Pipeline

~2,400+

Unique Customers in Pipeline

Powering competitive advantage delivering superior customer ROI...



AS/RS Solutions¹

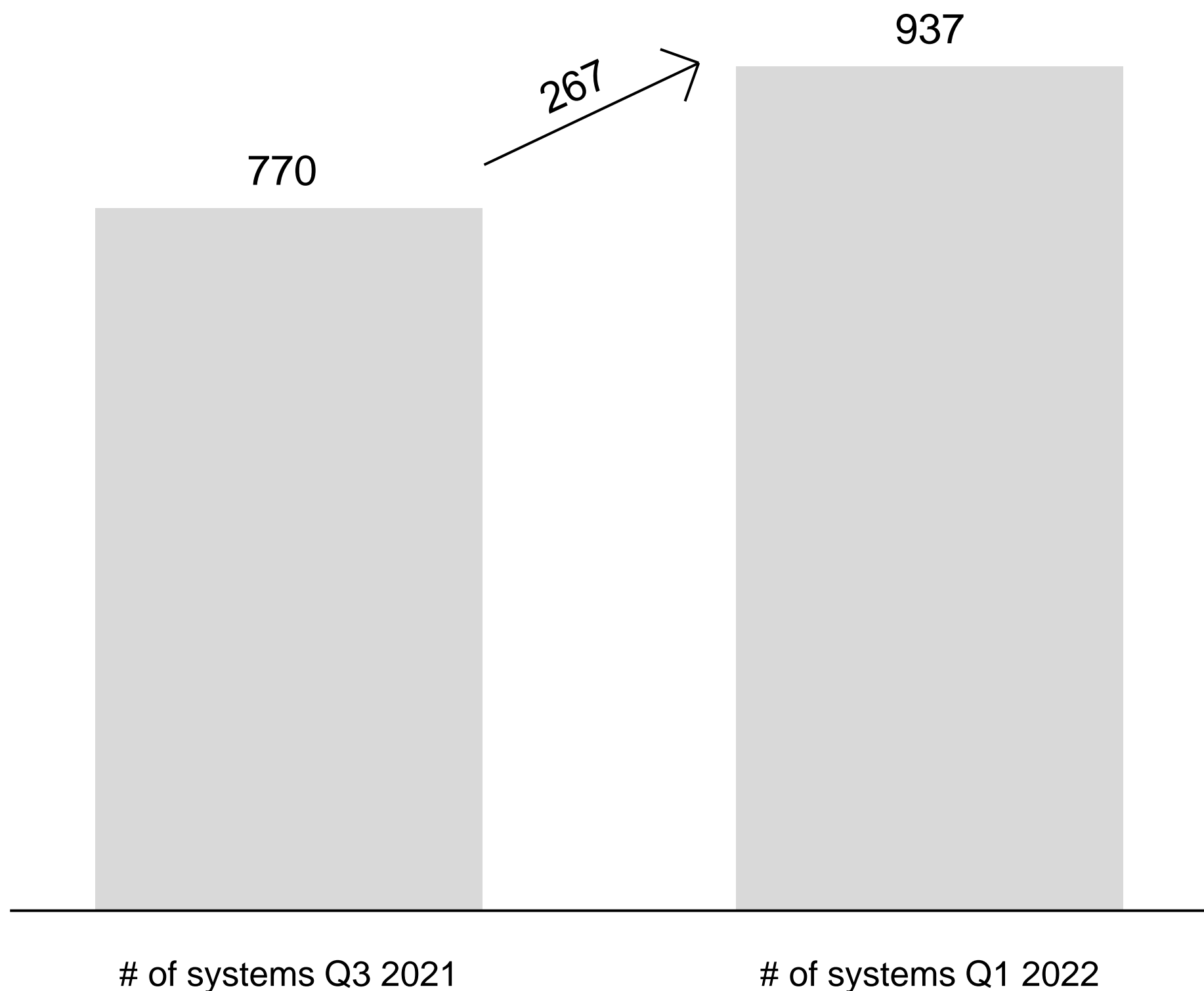


Superior ROI compared to competing solutions

AutoStore customer payback of **1-3 years** vs. shuttle solutions typically between **4-5 years**

Powering competitive advantage delivering superior customer ROI...

Significant number of new systems since IPO...



... across all applications

New systems since IPO

Selection of Customers

Retail/eCommerce Distribution Centres	✓	
Grocery Centralized Fulfilment Centres	✓	
Diversified distribution Centres	✓	
Grocery Micro-Fulfilment Centres	✓	
Diversified Micro-Fulfilment Centres	✓	
Small Warehouses	✓	