

# Fourth Quarter 2023

Financial Results | 14 February 2024



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Certain statements included in this presentation includes forward-looking statements that reflect the Company's current views with respect to future events and financial and operational performance. These forward-looking statements may be identified by the use of forward-looking terminology, such as the terms "anticipates", "assumes", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "should", "projects", "will", "would" or, in each case, their negative, or other variations or comparable terminology. These forward-looking statements as a general matter are all statements other than statements as to historic facts or present facts and circumstances.

The forward-looking statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Group's financial strength and position, backlog, pipeline, operating results, liquidity, prospects, growth, the implementation of strategic initiatives, as well as other statements relating to the Group's future business development and financial performance, and the industry in which the Group operates, such as but not limited to the Group's expansion in existing and entry into new markets in the future.

Forward-looking statements are not guarantees of future performance and that the Group's actual financial position, operating results and liquidity, and the development of the industry and potential market in which the Group may operate in the future, may differ materially from those made in, or suggested by, the forward-looking statements. The Company cannot guarantee that the intentions, beliefs or current expectations upon which its forward-looking statements are based will occur. By their nature, forward-looking Statements involve, and are subject to, known and unknown risks, uncertainties and assumptions as they relate to events and depend on circumstances that may or may not occur in the future. Because of these known and unknown risks, uncertainties and assumptions, the outcome may differ materially from those set out in the forward-looking statements.

# Agenda

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- 01 Highlights of the quarter & business update
  - 02 Financials
  - 03 Q&A
- 



# Q4 2023 highlights

Accelerated growth in revenues and order intake, stable high margins



## Financial Highlights

- **Full year revenue growth of 11%**, significantly outpacing a declining market<sup>2</sup>
- **Q4 revenue +20% Y/Y** to record high \$176.3m
- **Gross margin of 69%** up 7.6pp compared to Q4 2022
- Adjusted EBITDA<sup>1</sup> of **\$84.4m**, representing growth of **43%** compared to Q4 2022
- **Adjusted EBITDA margin of 48%** compared to 40% in Q4 2022
- **Order intake of \$163.9m, sequentially up 8%** from \$152m in Q3, bringing backlog to **\$446.7 million**



## Operational Highlights

- General price increase of 9% and removed grid surcharge, yielding **net price increase of 3%**, effective December 1, 2023, well received in the market
- Successful ramp-up of production capacity in Poland. Thailand facility to be fully operational in Q2 2024

### Notes:

1. Adjusted EBITDA and other alternative performance measures (APMs) throughout the presentation are defined and reconciled to the IFRS financial statements as part of the APM section of the fourth quarter 2023 report from page 24.

2. Top-tier management consulting firm

# The cubic storage pioneer: Global scale and leading position in an underpenetrated warehouse automation market



## Scaled and Global Platform

Countries 54

Robots ~64,500

Systems<sup>1</sup> ~1,400

R&D FTE<sup>2</sup>  
(~70% Software) 288



## Customers and Partners

23 ~2,500  
Partners Certified sales representatives<sup>3</sup>

Unique customers ~1,000

Customer payback period 1-3 years

Broad exposure to all end markets ~45%  
Sales to existing customers<sup>4</sup>



## Superior Financial Profile

2023 revenue \$646m (+11%Y/Y)

Revenue CAGR 2017-2023 ~42%

Adj. EBITDA Margin FY 2023 48%

FCF conversion<sup>5</sup> FY 2023 83%

### Notes:

1. As per end of Q4 2023, includes installed base and backlog

2. As per end of Q4 2023

3. Includes people trained/active licenses to partner portal



















































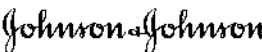


















4. Historical average (2020 – Q4'23)

5. Defined as (Adjusted EBITDA less Adjusted Capex) divided by Adjusted EBITDA



# Opportunities for expansion across a wide range of end markets

~1000 Unique customers integrating AutoStore into their mission-critical supply chain

End market		# of systems <sup>1</sup>	2023 share of revenue <sup>2</sup>	Selected blue chip customers	
	Apparel & Sports Accessories	~220	34%	       	
	Industrials <sup>3</sup>	~460	17%	        	
	3PL	~180	10%	     	
	Other Retail <sup>4</sup>	~160	9%	     	
	Grocery and Food	~120	11%	        	
	Automotive	~100	9%	    	
	Healthcare	~120	6%	      	
	Luxury & Personal Care	~40	3%	    	
	Consumer Electronics	~40	1%	    	

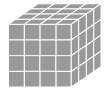
**Notes:**

1. As per end of Q4 2023, includes installed base and backlog
2. As per YTD Q4 2023
3. End markets include aviation, aerospace and defense, building and construction, machinery and other industrials
4. End markets include toys & games, office supplies, home supplies, generalist retailer, books & media

# Customer case: Doubling capacity for industrial equipment distributor SMC

The industrial segment increasingly important for AutoStore, and has proven resilient in uncertain macro

AutoStore system helped the company transform the efficiency of its warehouse, facilitating the achievement of its sales goal.



1

Installation (US industrial distributor)



162,580

Bins



81

R5 robots



16

8

Carousel Ports Conveyor Ports

End-customer realizes greater efficiencies, added capacity and superior operating leverage scaling volumes through automation

Throughput doubled to 10-12k orders per day compared to previous solution

Enabled SMC's goal of doubling revenue to \$2 billion

Similar systems to be incorporated into SMC's operations







# Q4: Financials

# Key financial highlights

Continued growth in order intake in Q4. Strong revenue development, and continued high margins

**\$176m**

Q4 revenue, +20% YoY

**68.5%**

Q4'23 gross margin,  
+7.6 pp. YoY

**48%**

Q4'23 adjusted EBITDA  
margin, +7.9 pp. YoY

**84%**

Q4'23  
Cash conversion<sup>1</sup>,  
+7.4 pp YoY

**\$164m**

order intake and \$447m in  
backlog

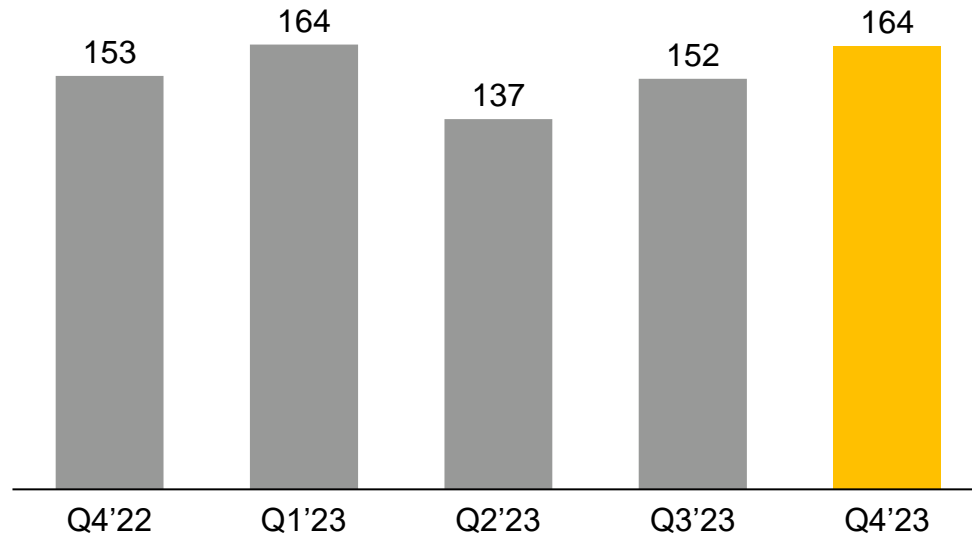
**\$646m**

FY 2023 revenue, +11%  
YoY

# Continued growth in order intake in Q4

## Order intake

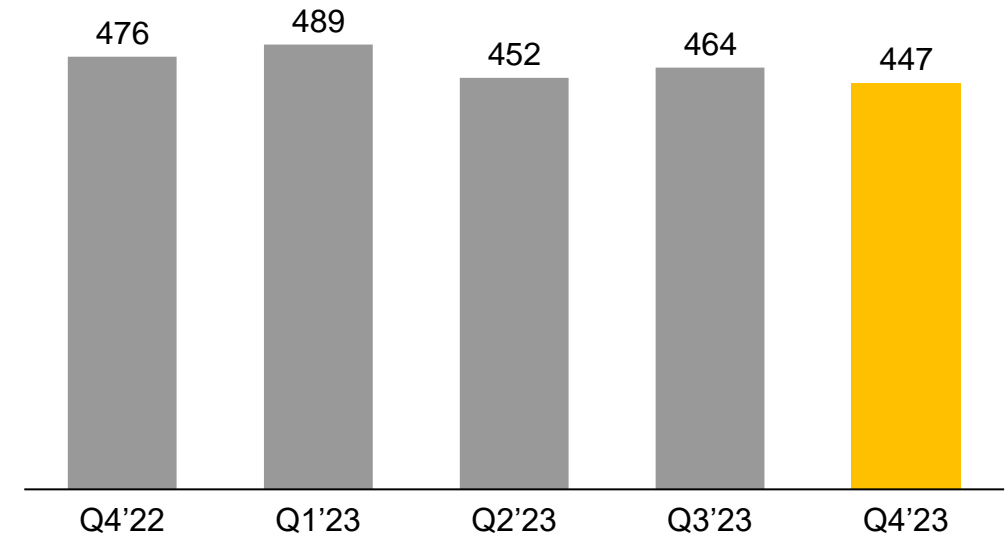
(\$ million)



- Growth partly driven by acceleration in Apparel & Sports
- Strong growth in EMEA, with maintained strength in North America
- Standard segment most important, with positive sequential development for high throughput

## Order backlog

(\$ million)



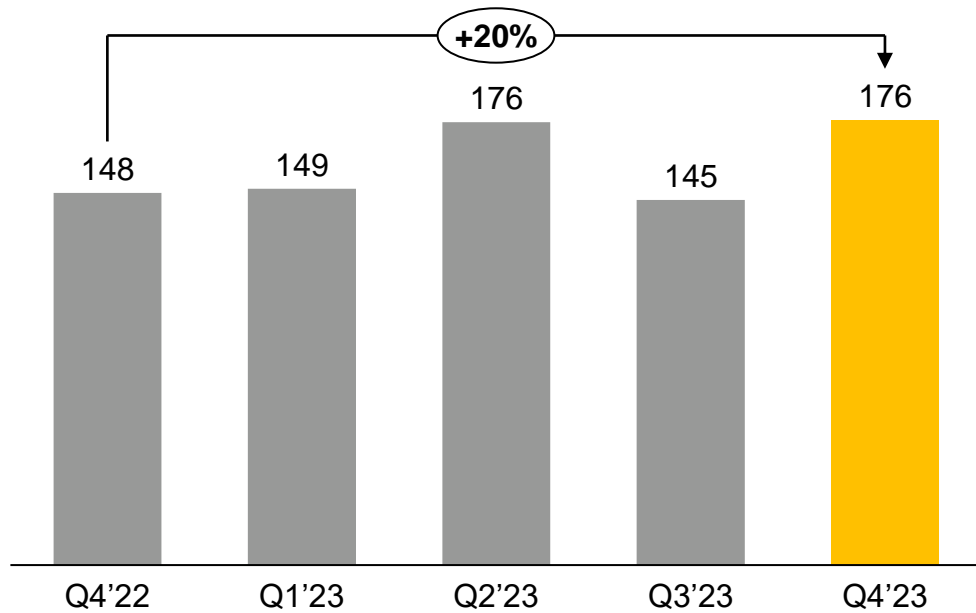
- Solid backlog with good coverage for 2024
- Apparel & retail and Industrial are the key backlog verticals
- Sales pipeline \$6.5 billion, a Y/Y growth of 10 percent



# Accelerated revenue growth in Q4

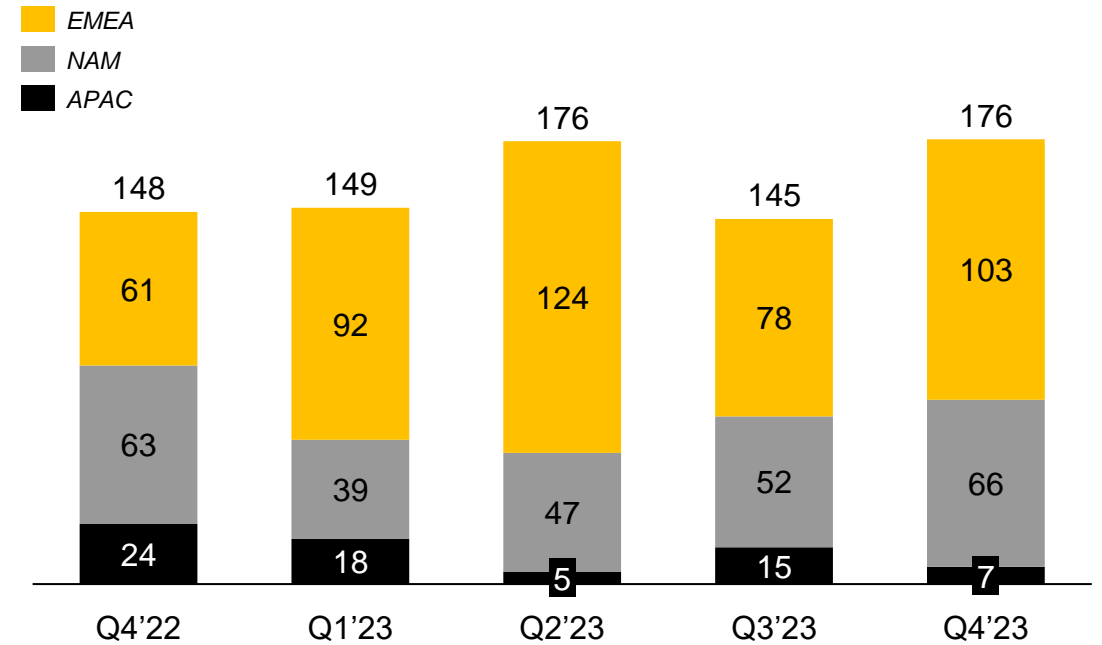
## Revenue

(\$ million)



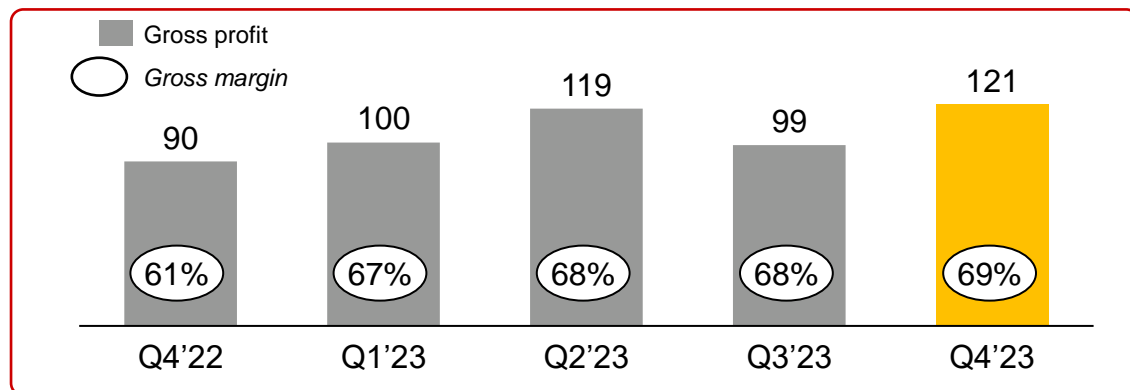
## Revenue by region

(\$ million)

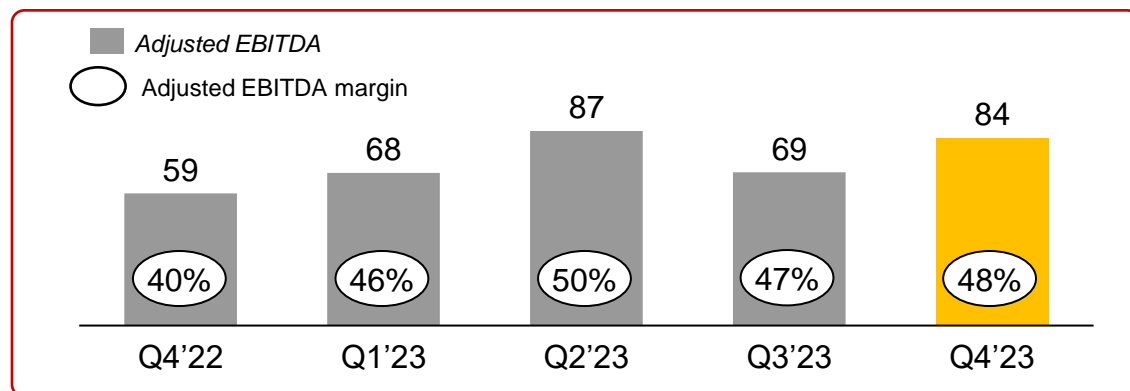


# High and sustainable gross margins and adjusted EBITDA margins

## High and sustainable gross margins



## Adjusted EBITDA<sup>1</sup> margin back at industry leading and historical levels



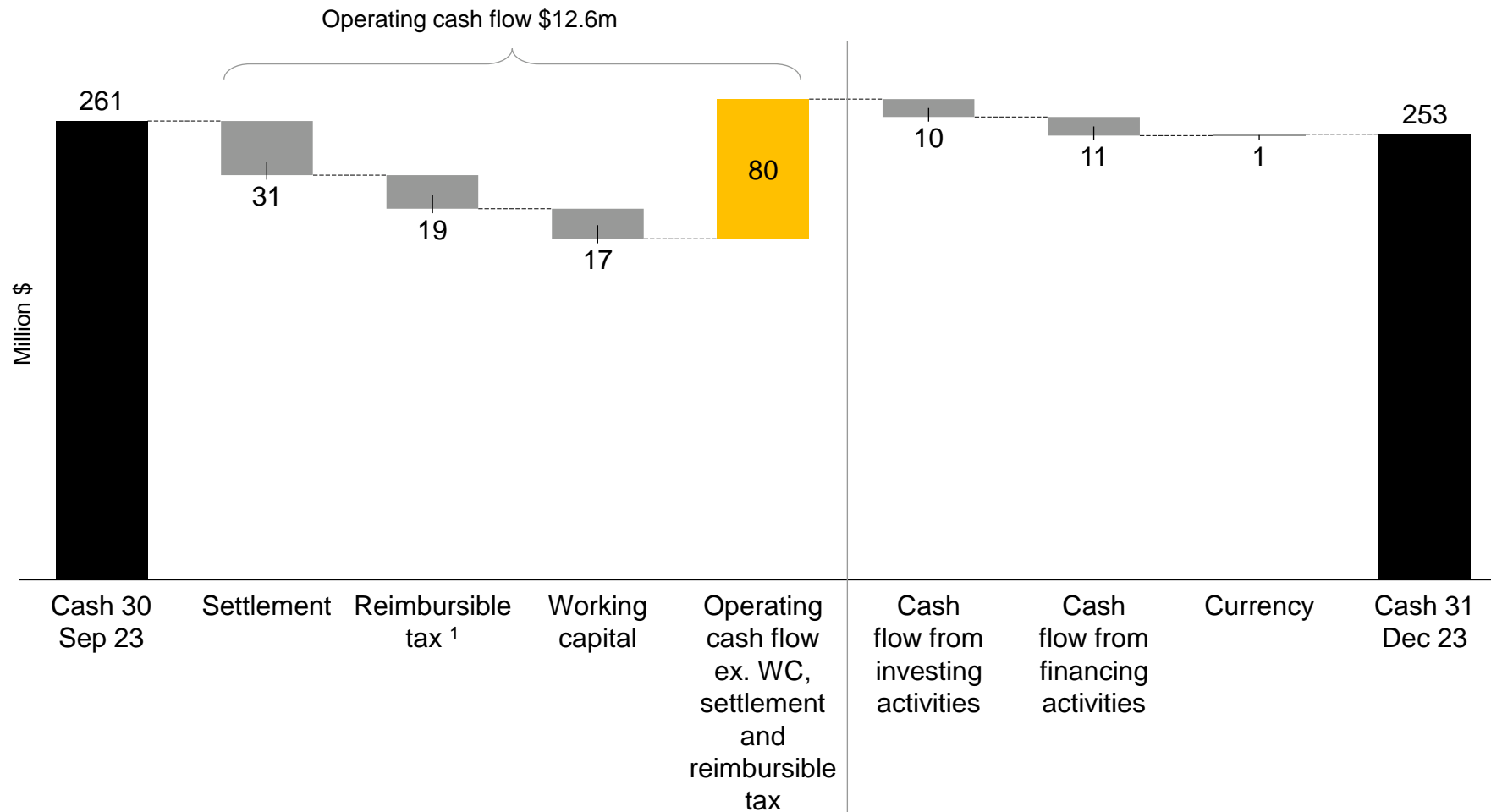
## Business model supporting sustainability of margins

- 1) Industry-leading technology delivers high customer ROI
- 2) Standardized, modular solutions provide access to all types of use cases with market-leading delivery times
- 3) Ability to address broad market and adapt to changing demand trends through our global partner network supplemented by our own business development
- 4) Well-developed procurement process with broad supply and assembly base
- 5) Operating leverage and cost discipline

**Notes:**

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# Strong underlying cash flow conversion



- Free cash flow conversion<sup>2</sup> of 84%, up 7.4 pp Y/Y and up from 79.3% in Q3 23
- Solid net operating cash flow of USD 12.6 million despite negative effect from Settlement and tax payment (which will be reimbursed in 2024)
- Working capital reflecting high volume of shipments and invoicing late in the quarter

1) USD 19.1 million of taxes paid relates to prepaid taxes for liquidated subsidiaries which is offset against negative tax expenses related to these entities in 2023, resulting in a tax receivable of USD 19.1 million being recognized as of 31 December 2023.

2) Defined as adjusted EBITDA less cash CAPEX divided by adjusted EBITDA.



# Solid progress continuing into 2024

Delivering growth through focus on innovation, market outreach, and efficiency

	2023 Achievements	2024 Objectives
<b>Executing on R&amp;D Roadmap</b>	<ul style="list-style-type: none"><li>✓ R5 Pro robot significantly increases HTP efficiency</li><li>✓ FusionPort improves operator speed and efficiency</li><li>✓ AS Router updates increase efficiency for HTP systems</li><li>✓ Increased stability</li></ul>	<ul style="list-style-type: none"><li>• Further Improve density and cost per unit of throughput</li><li>• Reduce installation and integration costs</li><li>• Introduce enhanced safety features</li></ul>
<b>Investing in Sales and Partner Network</b>	<ul style="list-style-type: none"><li>✓ Increased sales originated through Business Development Managers (BDMs)</li></ul>	<ul style="list-style-type: none"><li>• Build out network of BDMs and Global account managers (GAMs) to support and complement partner network</li></ul>
<b>Driving Operational Efficiency</b>	<ul style="list-style-type: none"><li>✓ Price increase implemented in December</li><li>✓ Re-attained industry-leading gross and operating margins through price and cost discipline</li><li>✓ Corporate platform able to support significant growth</li></ul>	<ul style="list-style-type: none"><li>• Further reduce component and raw material costs</li><li>• Increase production capacity in Poland</li><li>• Launch production in Thailand</li></ul>



# Q&A

# Key takeaways – Investing with AutoStore



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**01 Global leader in cubic storage** with massive underpenetrated and growing warehouse automation market

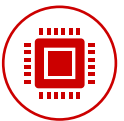
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**02 High growth strategy** accelerated by proven and scalable go-to-market model

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**03 Differentiated technology** with innovative robotics powered by world class intelligent software providing high customer ROI

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**04 Long-term track record** of delivering a high growth, high margin business model

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AutoStore

# Appendix

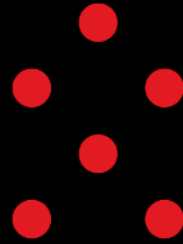
# Presentation of adjusted EBITDA<sup>1</sup> breakdown

<i>USD million</i>
<b>Profit/loss for the period</b>
Income tax
Net financial items
<b>EBIT</b>
Depreciation
Amortization of intangible assets
<b>EBITDA</b>
Ocado litigation costs
Transaction costs
Option costs
<b>Total adjustments</b>
<b>Adjusted EBITDA<sup>1</sup></b>
Total revenue and other operating income
<b>EBITDA margin</b>
<b>Adjusted EBITDA margin<sup>1</sup></b>

Fourth quarter		Full year	
2023	2022	2023	2022
39.3	26.8	-34.0	99.7
11.2	6.7	-12.4	27.5
12.5	-2.3	32.7	39.8
63.1	31.2	-13.6	167.0
2.9	1.6	10.6	6.6
13.2	12.7	51.5	51.1
79.2	45.5	48.5	224.7
0.0	5.3	252.6	28.8
-	-	0.0	1.4
5.2	8.1	7.4	- 17.3
5.2	13.4	260.0	12.8
84.4	59.0	308.5	237.5
176.3	147.5	645.7	583.5
44.9 %	30.9 %	7.5 %	38.5 %
47.9 %	40.0 %	47.8 %	40.7 %

**Notes:**

1. Adjusted EBITDA and other alternative performance measures (APMs) throughout the presentation are defined and reconciled to the IFRS financial statements as part of the APM section of the fourth quarter 2023 report from page 24. AutoStore has presented these APMs because the company considers these measures to be an important supplemental measure for prospective investors to understand the overall picture of profit generation in the AutoStore's operating activities.



AutoStore