

LOCUS

## Leading the Digital Warehouse Transformation

Mobile Robots for  
Warehousing and eCommerce Fulfillment

March 2021



# Explosion in Online Ordering Has Created Massive Labor Challenges

A product is ordered online 2,500 times every second, 24 hours a day, 7 days a week. And increasing!



## E-Commerce is a Huge, Global Market

- \$3.4 trillion in 2019
- 14.5% CAGR from 2018 to 2024
- 16% of retail spend ... & expanding



The Big Problem:  
After the Click



Highly Labor-Intensive Operation

## Around the Globe, Warehouses are Predominantly Manual



## Operational Challenges

- Hiring & retaining labor
- Delivering on demanding SLAs
- Scaling for peak demand periods
- Reducing training time
- Managing effectively with data

# Locus is the Solution

From manual to automated in four weeks; target 2-3X productivity gains.

## Locus is the Solution



Flexible, Scalable Automation



## Locus Benefits

- 2-3x productivity increase
- Seasonal peak scaling
- Actionable data & analytics
- Low upfront investment
- No infrastructure changes
- 4-week deployment

# Locus Reduces Both Pick Time & Walk Time

	RF Cart Picking	Locus
Pick Time		
Walk Time		
Pick:Walk %		

Locus's hands-free operation and directed work logic substantially reduce pick time

Locus saves 55 - 60% of walk time



**2-3X**  
Increase in Productivity



# Simple as 1-2-3

Sophisticated algorithms make it easy to boost worker productivity while reducing training and errors.

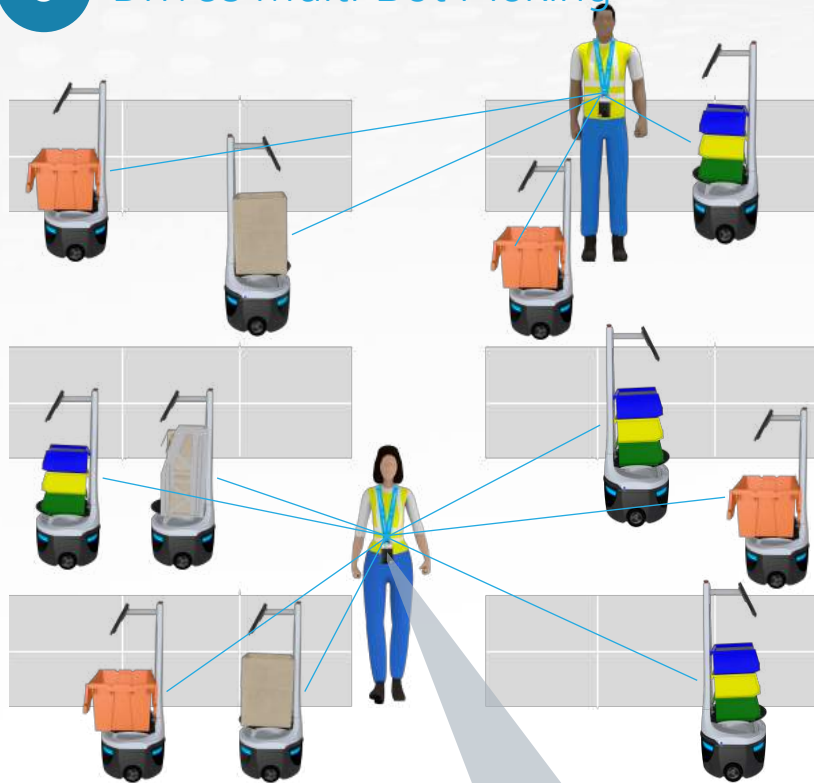
## 1 Ingests Orders



## 2 Optimizes Workflow



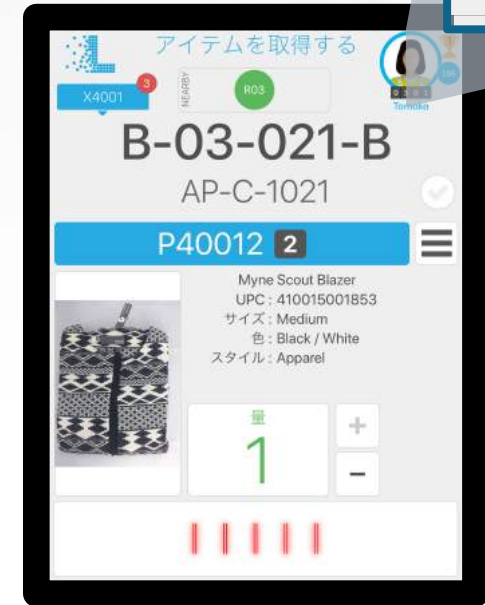
## 3 Drives Multi-Bot Picking



Patented  
Identification  
Technology



Proprietary  
Gamification



Intuitive UI

21 Languages



# The Locus Robot Management Environment

A strategic platform for managing multiple AMR enabled warehouse workflows

## Multi-WMS Connectivity



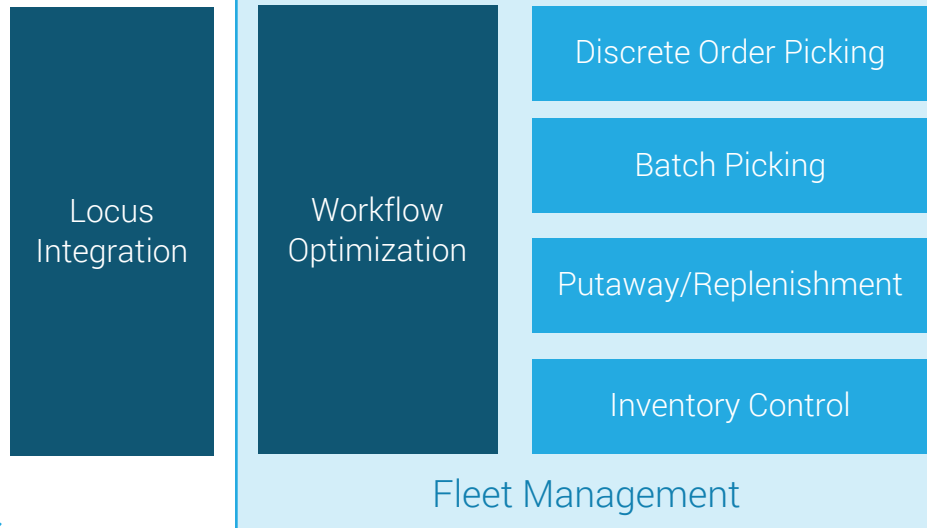
## Cartonization/Packaging



## Business Intelligence and Reporting



## Visibility & Reporting



Discrete Order Picking

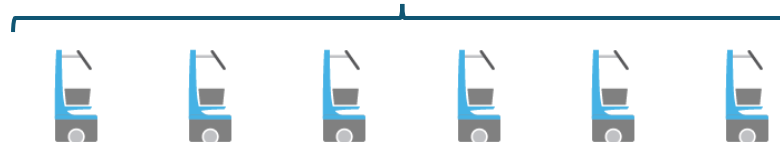
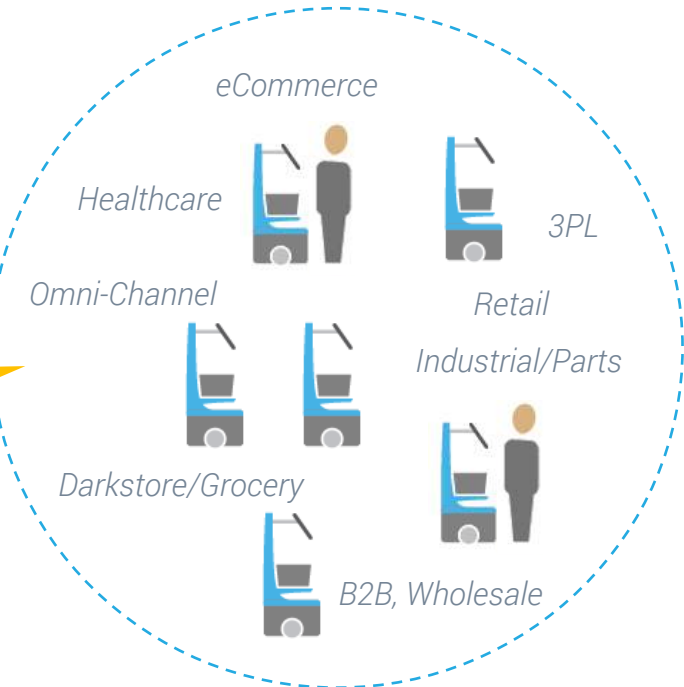
Batch Picking

Putaway/Replenishment

Inventory Control

## Fleet Management

## Multi-Threaded, Interleaved Workflows



# A successful business model

## Robots as a Service (RaaS) – A Total Solution



- A subscription that includes everything:
  - ✓ Hardware - the right to use the Bot
  - ✓ Software – all solution components including:
    - Robot Software
    - Server-based Fleet Management and Workflow Software
    - Dashboards and Reporting
  - ✓ Service - 24/7 service & support including active fleet monitoring
  - ✓ Maintenance – No additional costs for parts or consumables
  - ✓ Local Account Resources
- Includes Short Term RaaS option for scaling for peaks and aligning to fluctuations in demand
- Simple and scalable – costs are easily understood/managed as Bots are added (and short term Bots returned)
- Opportunity to upgrade to new robot at end of term to avoid hardware obsolescence

# Locus RaaS Pricing Strategy

Simple, value-based pricing approach lowers the barrier to entry

**Set-up**  
One-Time

**Core Fleet**  
Year Around

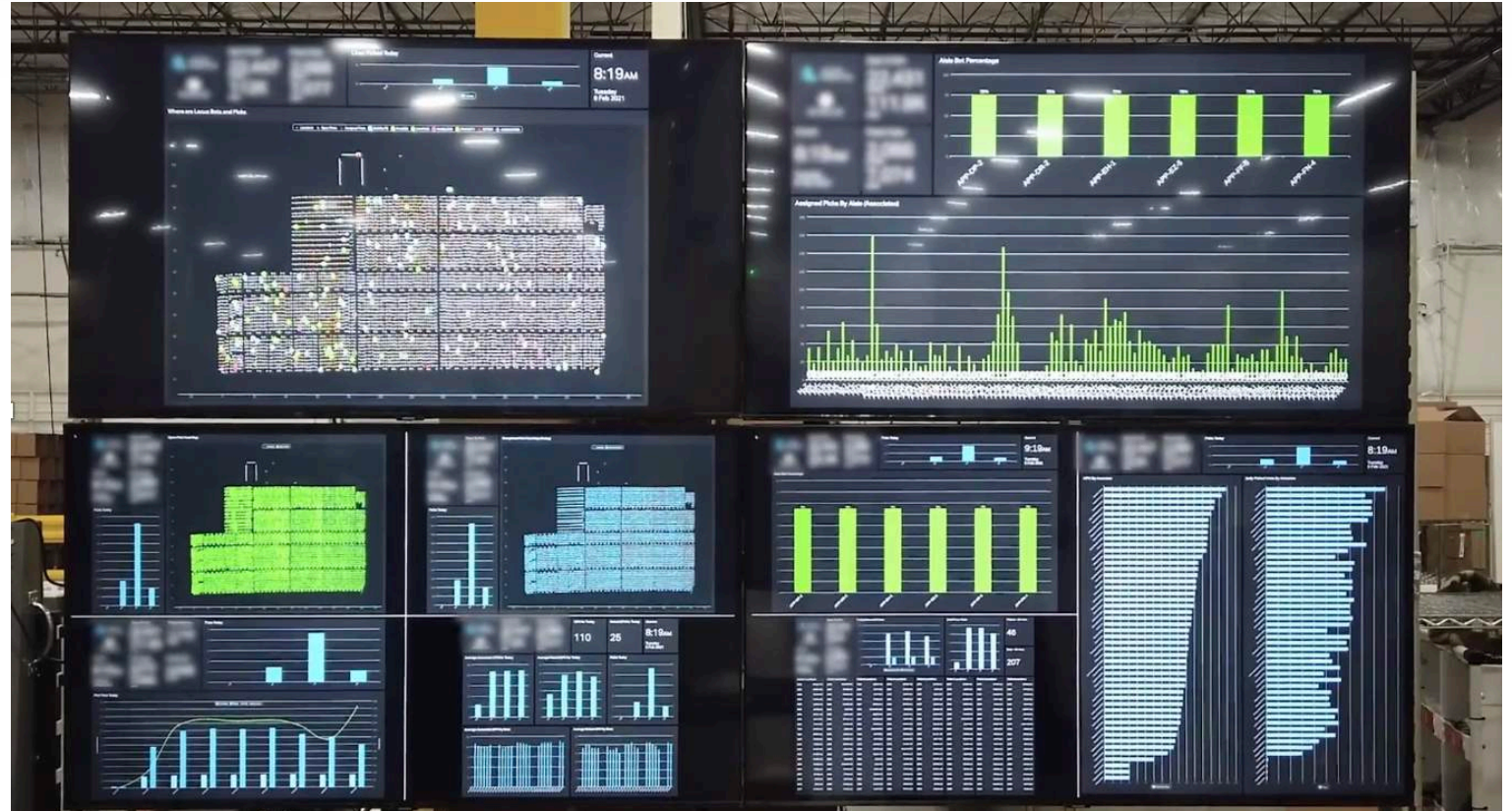
**Peak Bots**  
As Needed



# Empowering Locus Customers – Realtime Dashboards

Actionable Insights on the Big Screen and in the Palm of Your Hand

- Get powerful, insightful, and actionable information about your entire operation with Locus's fully integrated reporting tools
- Efficiently manage day-to-day operations, in real-time through data-rich reports and graphics
- Stay on top of the key metrics that make your operation flow
- Monitor a wide range of metrics



# The Locus Story & Timeline

2009



First Robot-Powered 3PL

One of Kiva's first customers with 250 robots

2013-2015

Locus Incubated in Stealth Mode

Built incredible initial team blending robotics, software & 3PL / warehousing industry experts

2018-2020

Locus Traction & Inflection

Series C (\$25M); Series D (\$46M); Series E (\$150M)  
350M units picked; European launch; IDC names Locus as Market Leader; partnerships with Blue Yonder, Körber, & Manhattan; RBR names Locus top AMR 5<sup>th</sup> year in a row; largest AMR order in industry history

2012

Amazon Acquires Kiva

After acquisition Amazon eventually removed the product from the market, prompting our founders to act

2015-2017

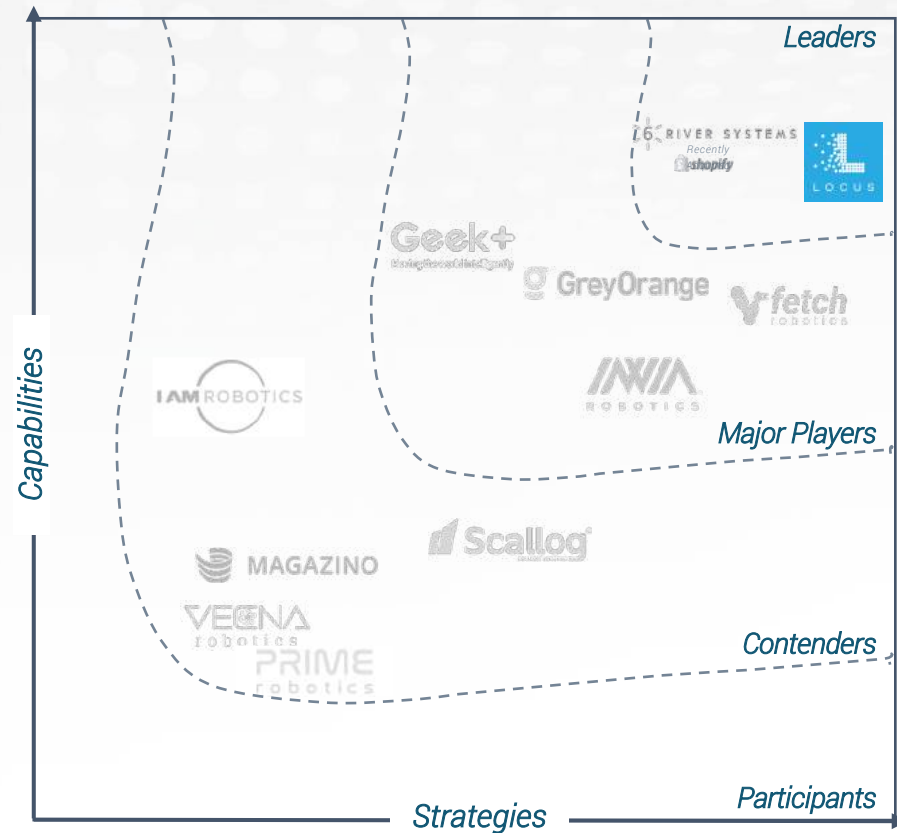
Locus Launch

Legal entity established; Series A (\$15M); Series B (\$26M); signed largest 3PLs



# IDC Recognizes Locus as Market Leader for AMR Fulfillment

Respected global analyst firm IDC positions Locus in coveted "Leaders" category



*"Locus Robotics is positioned as a Leader in the 2019 IDC MarketScape for autonomous mobile robots for order fulfillment."*







100+  
Facilities  
contracted

50+  
Customers

+350M  
Units Picked





Thank you.

Denis Niezgoda  
VP Europe

[dniezgoda@locusrobotics.com](mailto:dniezgoda@locusrobotics.com)  
mobile: +49 15734330832





# Selected Locus Videos



## [Locus Explainer Video](#)

How Locus streamlines the picking process.



## [Love Letters](#)

Management and workers discuss the value of the Locus solution.



## [Boots Black Friday](#)

Boots management discusses record breaking Black Friday.



## [DHL High Performance Picking](#)

DHL management & workers discuss performance, results & other benefits.



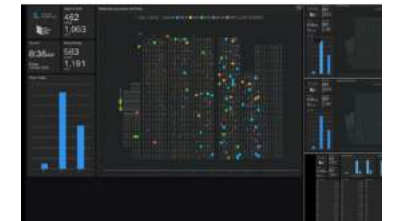
## [CEVA Logistics Go-Live](#)

CEVA management discusses the Locus go-live process.



## [Port Logistics Blog Post](#)

Port Logistics announces partnership with Locus & solution benefits.



## [Getting Ready for Peak](#)

Various customers discuss the process prepping for peak.



## [More Videos & Case Studies](#)

Link to all many other videos & case studies of Locus customers.

