



# LEADING THE **DIGITAL WAREHOUSE TRANSFORMATION**



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# MARKET DEVELOPMENT



# 2020 Changed Everything

Exploding global volumes that aren't stopping



Big shift from in-store shopping to online

New pop-up, urban, and fast-fulfillment warehouses

New Challenges: Lockdowns, Labor risks, Product availability, Worker health safety



# The Need for Strategic Changes in the New Warehouse

## IMPROVE LABOR MANAGEMENT

- Labor shortage & turnover
- Growth & peaks
- Labor optimization
- Training time
- Data visibility & insights



## INCREASE SPEED & ACCURACY

- Amazon effect
- Rapid delivery expectations
- Faster cycle times
- Greater accuracy

## CONTROL COSTS

- Increasing labor costs
- Move from CapEx to RevEx
- Increasing facility costs
- Margin squeeze



## MANAGE GROWTH & CHANGE

- Double digit growth
- Omni-channel needs
- Flexibility to adapt
- Need for real-time and actionable business intelligence



# DIGITAL TRANSFORMATION WITH AMRS



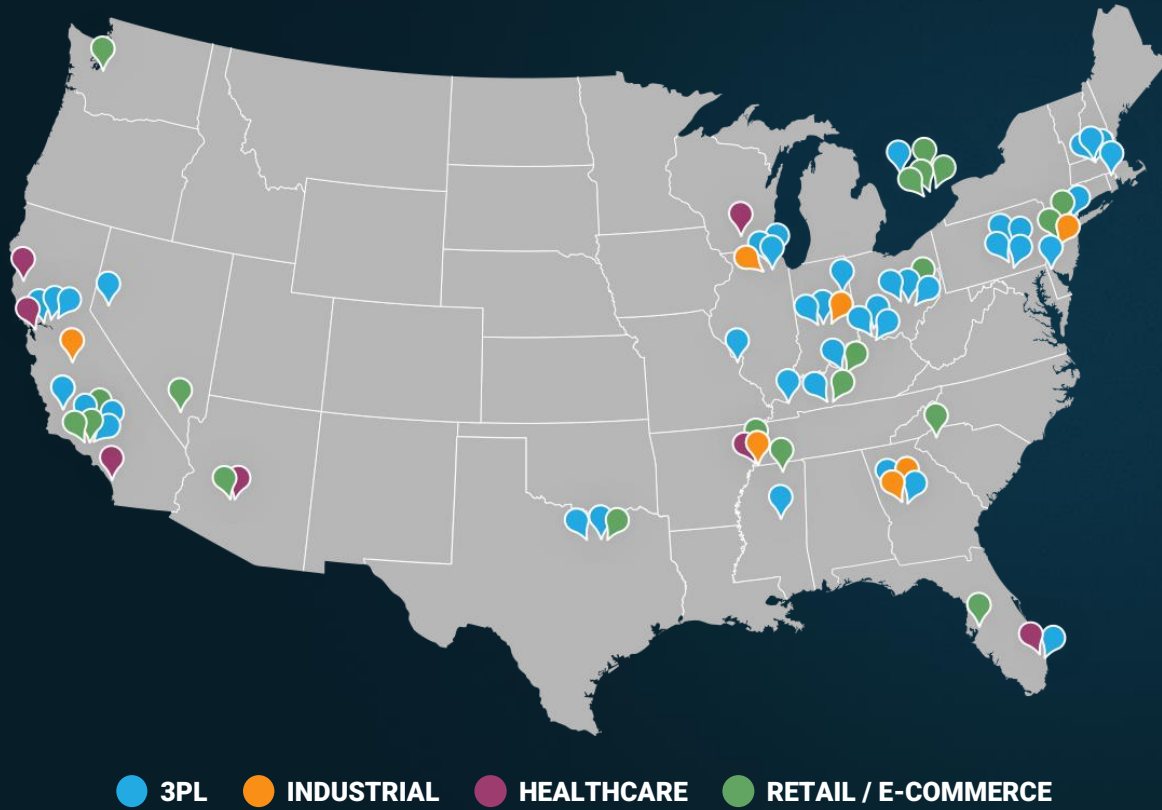


Locus is the leader in digital transformation in the warehouse delivering flexible operational scalability and unparalleled time to value



# #1 CHOICE OF GLOBAL BRANDS






















64 customers & 162 sites under contract  
– land & expand strategy and high retention drive growth.



- Locus in Europe
- >1300 Bots
  - 19 Sites contracted
  - 7 Countries
  - HQ in Amsterdam



# LOCUS DELIVERS A DIFFERENTIATED, INTELLIGENT AUTOMATION SOLUTION

| AMRs for Order Fulfillment                 | <br>LOCUS |   |   |   |
|--|--|---|---|---|
| <b>Description</b>                         | Collaborative Multi-Bot  | Follow Bot  | Automated Storage & Retrieval Systems   | Goods-to-Person   |
| <b>Business Model</b><br>(RaaS / CapEx)    | RaaS   | CapEx & RaaS  | CapEx   | CapEx   |
| <b>Consumer Capital Efficiency</b>         |           |    |    |    |
| <b>Ease &amp; Speed of Deployment</b>      |           |    |    |    |
| <b>Brownfield or Greenfield Deployment</b> |           |    |    |    |
| <b>Flexibility &amp; Scalability</b>       |          |   |   |   |
| <b>Productivity Impact</b>                 |         |  |  |  |
| <b>Market Systems</b>                      | E-Comm, Retail, 3PL, Industrial, Healthcare  | E-Comm, Retail, 3PL, Industrial, Healthcare   | E-Comm, 3PL   | E-Comm, 3PL, Healthcare   |



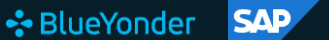


# THE MULTI-BOT-SOLUTION BY LOCUS



# COMPREHENSIVE ROBOTICS-ENABLED WAREHOUSE EXECUTION PLATFORM

## ANY WMS



[YOUR CUSTOM WMS]

## LOCUS WORKFLOW OPTIMIZATION



## PUTAWAY

- Interleaved workflows
- Avoid stockouts
- Replenishment
- Returns

## ACTIONABLE INTELLIGENCE

- Real-time dashboards
- Historical reporting
- Warehouse command center

## INDUCTION

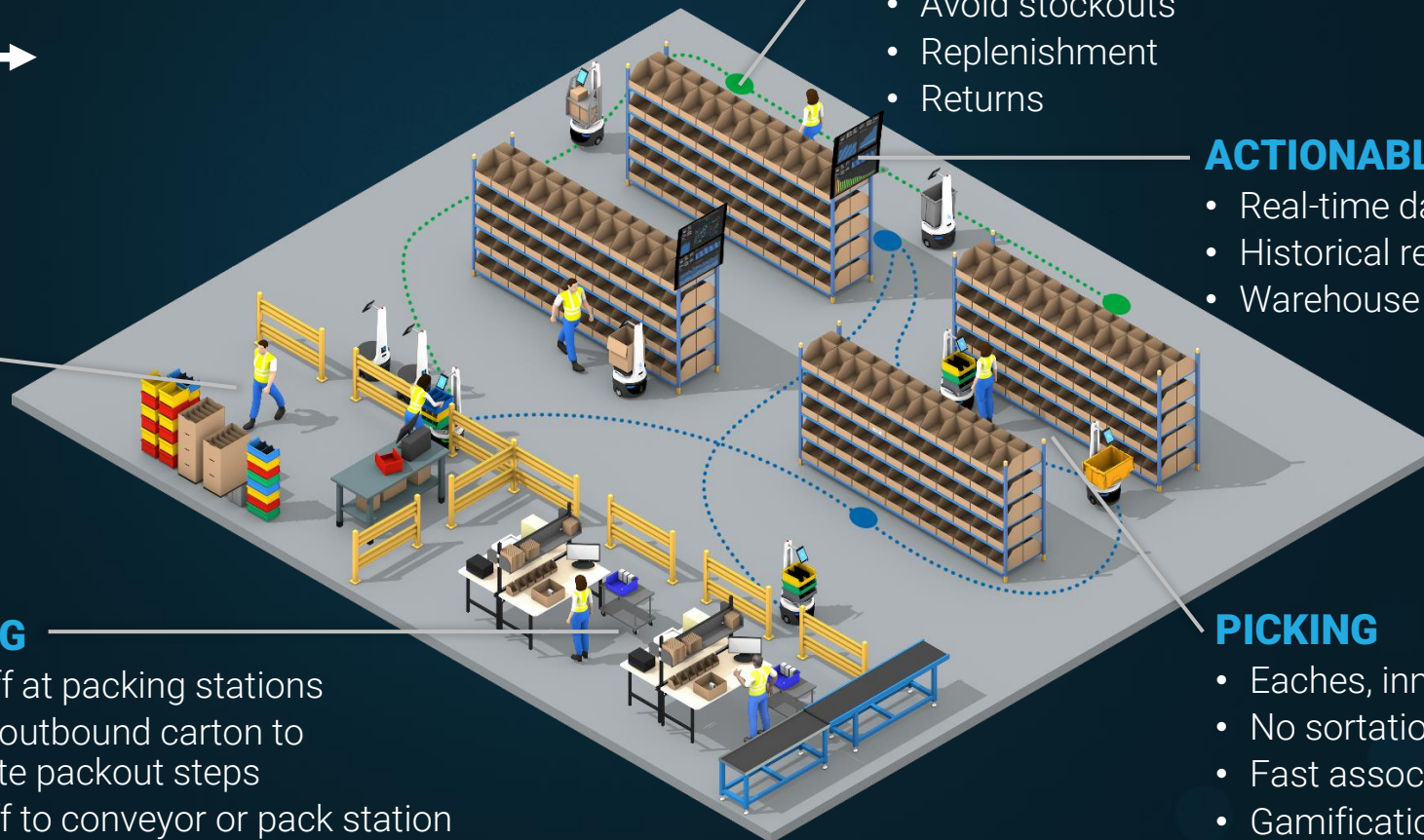
- Order optimization
- Picking / Putaway
- Dynamic container assignment
- Label printing
- Flexible locations

## PACKING

- Drop-off at packing stations
- Pick to outbound carton to eliminate packout steps
- Handoff to conveyor or pack station

## PICKING

- Eashes, innerpacks and cases
- No sortation required
- Fast associate training
- Gamification



### STEP 1

Locus optimizes orders from the WMS



### STEP 2

Locus directs induction of containers



### STEP 3

LocusBot optimizes path to next task



### STEP 4

Associates select item and place into totes

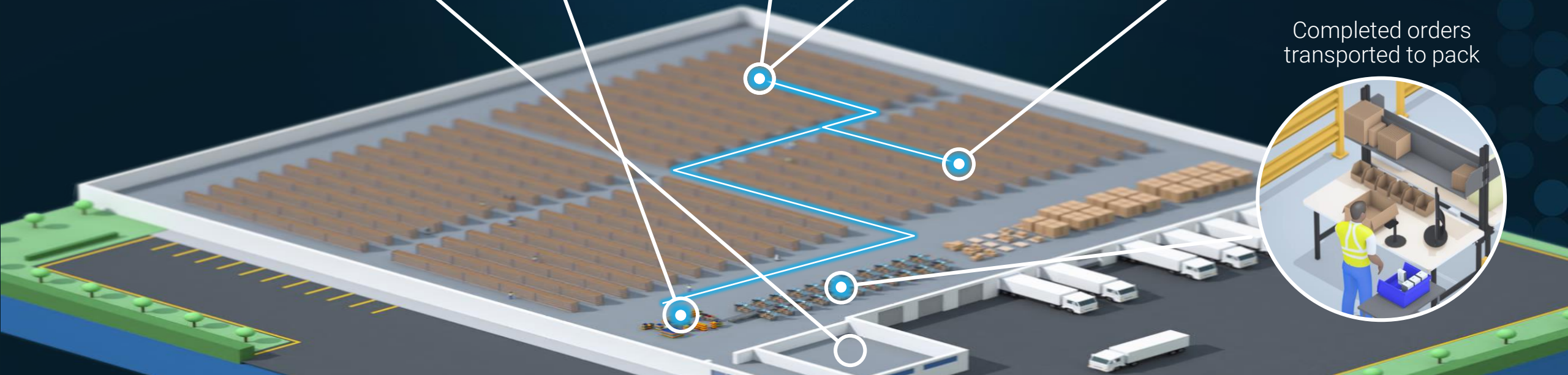
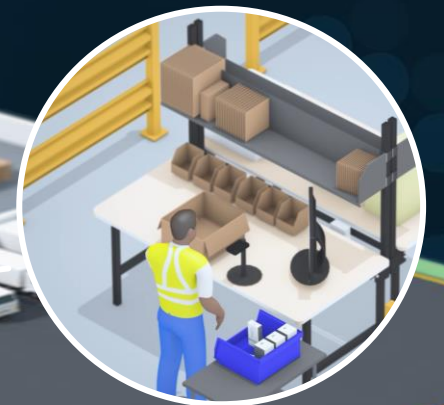


### STEP 5

Robots travel to next pick location with new associates



Completed orders transported to pack



### MULTI-LANGUAGE

Robot automatically adjusts to worker's native language

### NEAREST ROBOT INDICATOR

Directs associate to the next task

### PROPRIETARY GAMIFICATION

Motivating worker performance with clear goals as they work

### PICK LOCATION & PRODUCT ID

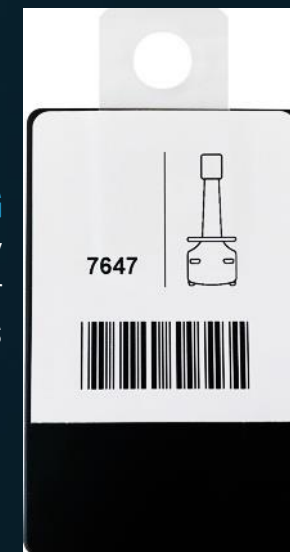
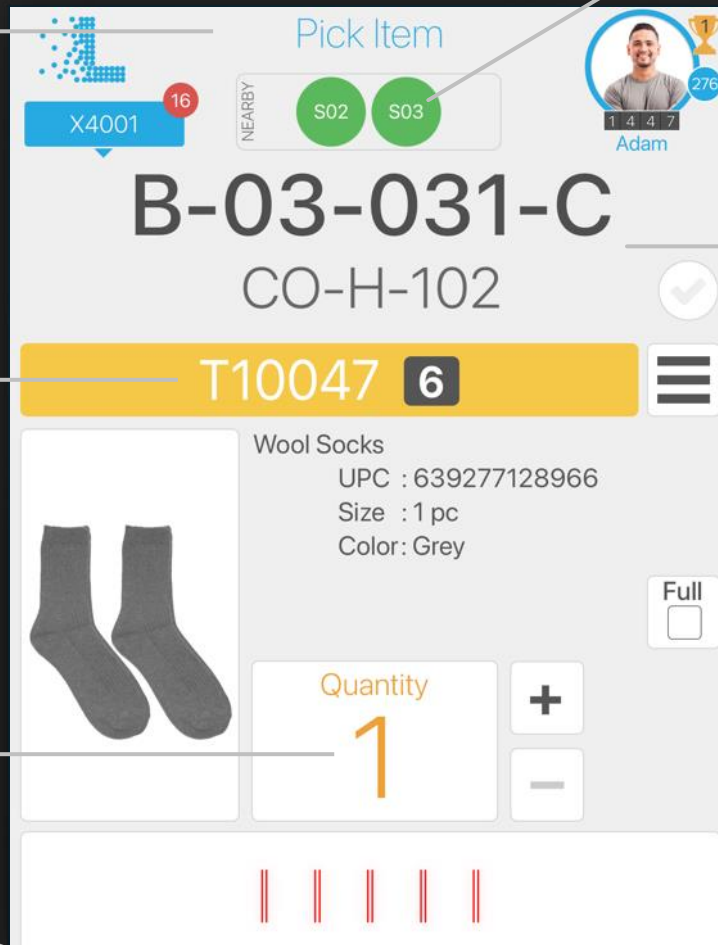
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### TOTE ID & POSITION

Shows worker which tote on the robot to place item

### QUANTITY

### INTEGRATED SCANNER



### LOCUS TAG

Patented technology identifies worker to robots

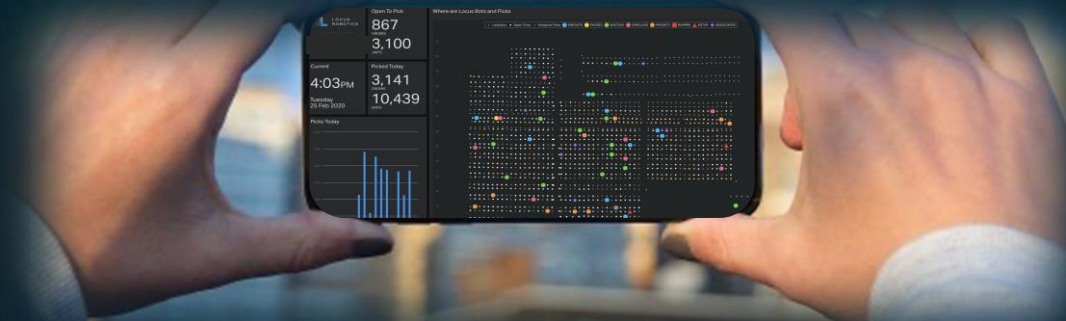
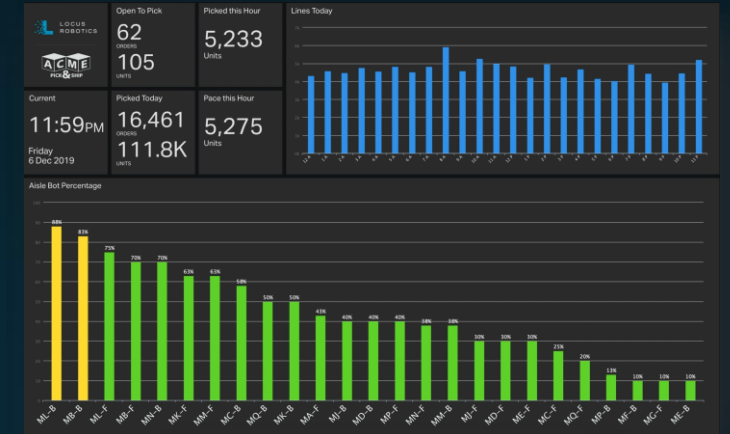


# ACTIONABLE INTELLIGENCE



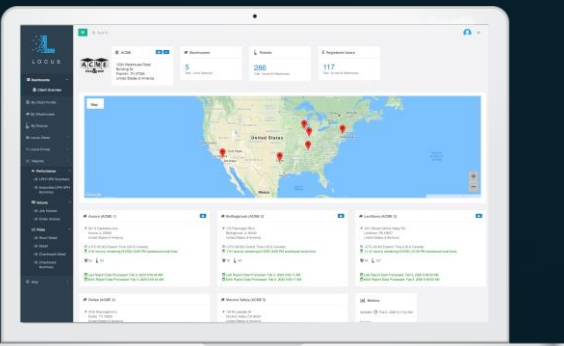
# REAL-TIME INSIGHTS

Dynamic operating conditions, predictive labor planning, fleet and workforce monitoring on any device.



# REAL-TIME DASHBOARDS & INSIGHTS

ANYWHERE ON ANY DEVICE





**160+**

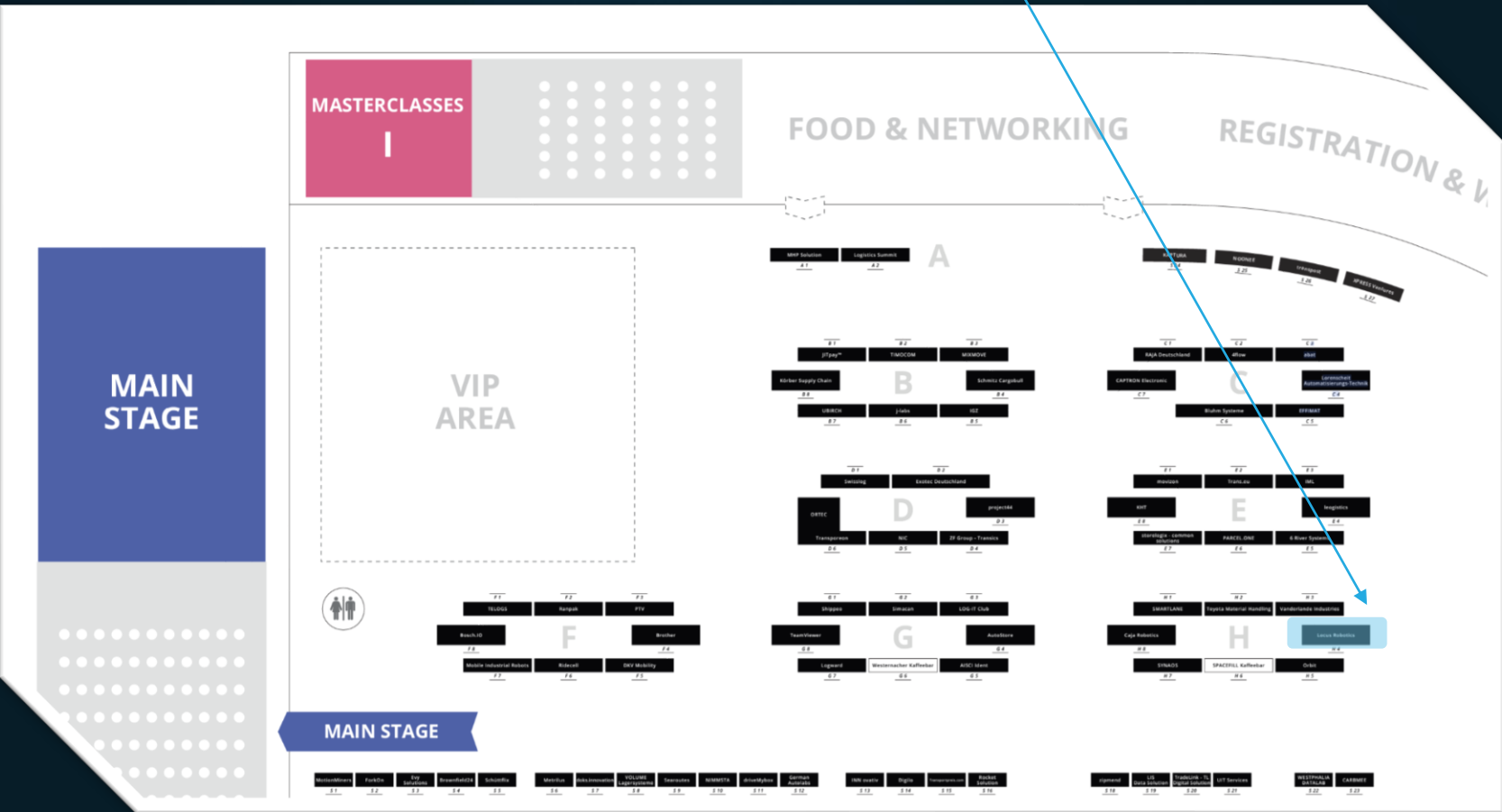
Facilities  
contracted

**60+**

Customers



# MEET US AT BOOTH H4



# THANK YOU

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