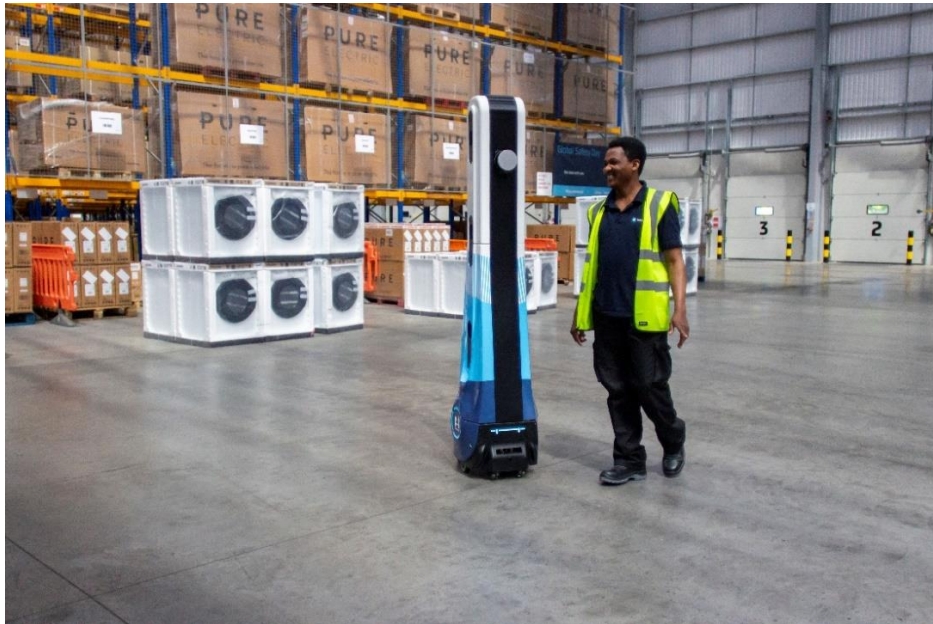




PRESS PACK



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Background

The Founders

British robotics company BotsAndUs was founded in 2015 by Andrei Danescu (ex. Formula 1, Jaguar Land Rover), Oana Jinga (ex. Google, Telefonica) and Adrian Negoita (ex. IBM), who have known each other for over 13 years.



Left to right: Andrei Danescu, Adrian Negoita and Oana Jinga.

Beginnings

Bootstrapping with minimal resources, the founders designed, developed and brought to market Europe's first autonomous customer service robot (Bo) for retail, events, hospitality etc. In 2020, they expanded their portfolio with a second service robot (Mim) to meet retail and warehousing demand for a store data collection platform.

2020, saw commercial success allowing them to raise €2.5M in Venture Capital funding and gain over €3M across awards from the UK, EU and the US.

About BotsandUs

In June 2022, BotsAndUs secures a further \$13M in seed financing led by Lakestar.

BotsAndUs provides the only platform powered by autonomous robots that delivers data and insights in real-time for inventory management and storage processes. By offering companies unprecedented real-time access to their operations, BotsAndUs innovative technology is revolutionising warehouse and extensive storage area management everywhere.

Without adding unnecessary stress or expense, warehouses and storage areas can be transformed into collaborative, holistic environments with people working alongside robots and artificial intelligence. BotsAndUs solution for gathering data insights is comprehensive and integrated from the receiving and storing processes in warehouses and large business

storage areas. In essence, the company automates and provides real-time data for the inventory management and storage processes in warehousing and logistics operations.

With a real-time 360-degree inventory, companies immediately gain greater visibility to increase efficiency, reduce over/under-stocking and improve planning and purchasing. BotsAndUs provide automated daily stock checks that companies often don't have the resources to complete manually, reducing the time and cost of collecting reliable real-time inventory data.

The data supports managers to drive better business decisions and ensure financial compliance, by identifying gaps and inconsistencies as they occur. Additionally, the technology reduces revenue leakage associated with lost, misplaced or non-compliant assets.

Our robots are fully autonomous and can quickly and accurately detect labels (RFID, QR/barcodes) without any special requirements or needs. With no human effort required for a continuous data stream, the data collection process is more efficient than the expensive and time-consuming manual data gathering, which can lead to inaccurate insights.

The images and videos captured by the robots are processed and instantly transferred to the Warehouse Management System (WMS) for immediate review, increasing productivity whilst reducing processing and tracking time.

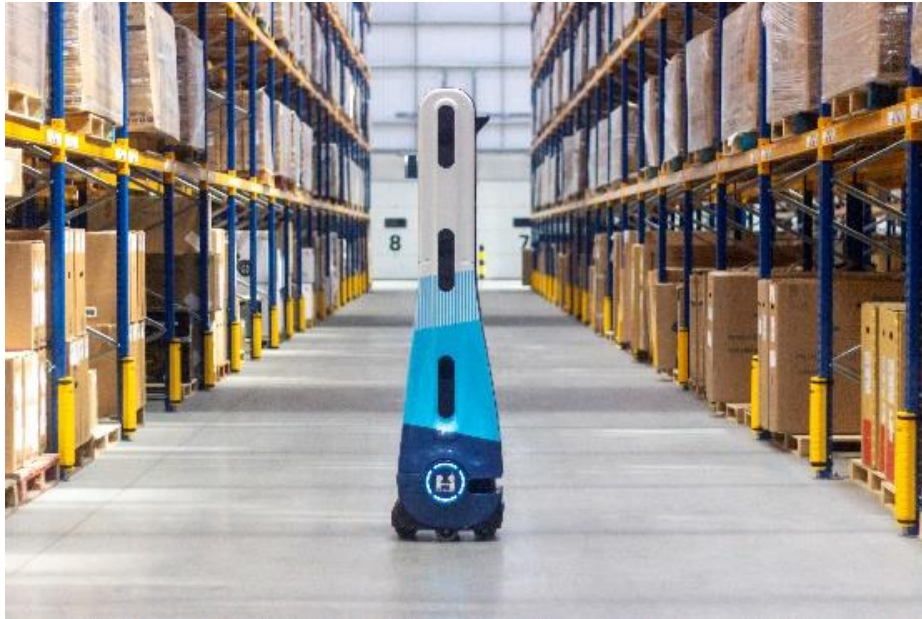
BotsAndUs can offer full flexibility with our RaaS (Robot-as-a-Service) business model allowing companies to dip their toes in without major investment. This model provides customers with a full-stack solution that includes hardware units, software updates, maintenance and support, data and analytics for a monthly subscription fee per robot unit deployed, enabling scalability of their fleet to match peak and low season requirements.

BotsAndUs Platform and Mim

The BotsAndUs platform is powered by the company's proprietary state-of-the-art machine vision technology, capable of measuring and scanning parcels, pallets and products as they pass through warehouse or retail facilities. The tech stack uses advanced machine learning vision techniques to identify and scan barcodes and custom application-specific markers where required.

BotsAndUs robots navigate dynamic environments quickly and efficiently by leveraging predictive algorithms and control models as well as machine learning techniques like image segmentation and classification. They understand the intentions of humans and high-speed vehicles like forklifts, inferring predictions of their paths in real-time. This allows them to cover every single area of the warehouse without obstructing normal operations.

Seamless backend integration with warehouse management systems is essential for providing timely and useful data. BotsAndUs offers a system that collects real-time information from the robot fleet and dispatches it directly to the client's IT systems. This allows collected data to be used downstream within seconds of being collected by the platform.



A SELECTION OF PRESS RELEASES

BotsAndUs secures \$13M in Seed financing led by Lakestar for its warehouse data intelligence platform with autonomous robots

- \$13M seed funding led by Lakestar, with participation from Maersk Growth, Kindred Capital, and Capnamic
- BotsAndUs' captures real-time insights of warehouse operations using fully autonomous robots and Artificial Intelligence
- The data platform helps to drive zero error warehousing operations and allows for a quick response to operational challenges

23 June 2022, London, UK – BotsAndUs, a cutting-edge intelligence and robotics company has secured \$13M in seed funding to expand its logistics-disrupting solution globally. Lakestar leads the round, with participation from Maersk Growth, Kindred Capital and Capnamic.

Efficient warehousing is a crucial part of global supply chains. The rapid increase in demand for near-instantaneous storage, dispatch, and delivery of goods is placing enormous time and cost pressures on companies, who now need to rethink and enhance their logistics and storage operations. 69% of companies are currently looking to improve their inventory control and lower costs.

BotsAndUs collects real-time insights using fully autonomous, mobile robots to quickly process pallets at every stage in their journey throughout a warehouse. Triggered by the arrival of goods, their robots capture the volume and condition as they enter and leave the warehouse. The same robots scan goods on shelves and record their location and quantity. Robots operate without human intervention and do not require additional investments in infrastructure. These robots will save time by eliminating manual dimensioning and stock

checking; ultimately allowing managers to have full and real-time visibility of their operations from the comfort of their desks.

“BotsAndUs is already paving the way for artificial intelligence and robotics to completely transform logistics. Our integrated AI and robotics platform is helping companies boost their performance and unlock their full potential. We’re confident we can make our vision a reality: transforming logistics on a global scale with real time data to eliminate errors and enhance performance across all steps” says **Co-founder and CEO, Andrei Danescu**.

BotsAndUs already won key customers across various industries. In addition to Maersk and Huboo, BotsAndUs works with Menzies Aviation, the air cargo company that services more than 200 airport locations, – including at Europe’s largest airport, London Heathrow. The company recently entered into a partnership with Maersk – the global integrator of container logistics, to collaborate with Maersk’s warehousing and contract logistics division, initially in one of their warehouses, exploring automating inventory management and acceptance processes, and with time to improve customers’ visibility and access to inventory across facilities. With the fresh capital, BotsAndUs is targeting markets including Germany, France, Nordics, USA, and Canada and driving product development.

“More than 80% of warehouses have no automation at all. With warehouses expected to grow by 50% by 2025 and labour shortages of over 30%, automation clearly holds the key to ensuring logistics operations are as optimised as possible. Logistics is an industry that always faced margin pressures and little means to invest into a digital infrastructure. BotsAndUs real-time data capture abilities create this infrastructure and the basis for long term automation of warehousing operations. We’re delighted to join the stellar team on their journey to transform logistics and enable companies to perform at their best,” says **Lakestar Partner Christoph Schuh**.

“Maersk Growth’s investment in BotsAndUs is a great reflection of how we in Maersk are working towards improving end-to-end customer visibility and access to inventory across our warehouses, ultimately offering our customers fulfilment tailored in real time and in response to changing demands,” says Ingrid Ebner, Global Head of Contract Logistics, Maersk

“We are delighted to back such a talented and inspiring team. BotsAndUs are tackling big opportunities in global logistics. Most warehouses have limited or no automation, and could benefit significantly from exploring this space. Many firms currently stretch the capacity of people and process in response to business challenges. BotsAndUs provides an easy on-ramp for warehouses to explore automation, enrich data and enable intelligent optimisation to utilise untapped capabilities from existing assets and teams,” says **Oliver Finch, Investment Partner, Maersk Growth**.

Rajesh Agrawal, Deputy Mayor of London for Business, says: “It’s an exciting time for tech in London, and robotics and AI is one of our most innovative growth sectors. This welcome investment in BotsAndUs further cements our position as a global hub for innovation and venture capital.”

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BotsAndUs autonomous robotics platform, Mim, to optimise operations at Huboo

2 February 2022, London, UK – British robotics and AI company – BotsAndUs - has been

brought in by Huboo to deploy its fully autonomous state-of-the-art robotic system across its UK-based warehouse and fulfilment centres.

By engaging BotsAndUs, Huboo will use UK-manufactured robotics and AI technology to further enhance the day-to-day life of its warehouse employees, optimising operations, realising maximised efficiency and reducing costs. The robots will use state of the art technology to scan the entire warehouse, building up a digital model for real time analysis and insights on storage of goods in their space, which will feed into the optimisation programme.

Launched in 2017, Bristol-based Huboo - a fast-growing and multi award-winning fulfilment technology provider with operations in the UK and mainland Europe - has revolutionised the world of eCommerce fulfilment. It utilises sustainable and human-centric methods to support a wide range of online retailers, including largescale, medium and small businesses in electronics, food and drink and cosmetics.

Huboo's unique hub model uses micro-warehouses, managed by teams of operatives who act as an extension of the brands that they're fulfilling orders for. By combining best-in-class technology with talented people, Huboo creates the optimum customer experience for its clients.

Paul Dodd, CTO and Co-Founder of Huboo outlined: "During the pandemic, we have clearly demonstrated the strength of our full-stack fulfilment solution at a time when the industry was facing severe challenges. Our unique hub model system has certainly made us stand out in our competitive industry. We're proud of our fulfilment service that puts people at the heart of everything we do, and we're always looking at ways to make life easier and better for our brilliant people. Our engagement with BotsAndUs and use of its robotics and AI will optimise Huboo's warehouse space, allowing us to reduce costs and improve performance, while delivering a better working environment for our everyone at our fulfilment centres.

Oana Jinga, BotsAndUs Co-Founder declared: "There is great synergy between us and Huboo. We share a vision for the use of technology - we develop robotics and AI logistics solutions to drive better business decisions. Importantly, it's about making life easier for humans rather than replacing them from operations. Huboo has created an amazing environment and culture, where people can be authentic. They make bold decisions with a focus on growing the business and being leaders in their field. We are both committed to supporting the industry and our clients on that journey. Our autonomous robotics platforms and computer vision will revolutionise acceptance and tracking processes in warehouses."

Nick Robson, Huboo's Head of Robotics said: "As a technology company, data collection is critical to our efficiency and growth. We are excited to work with BotsAndUs on this application; the opportunity to capture live data can help drive real change to the industry."

BotsAndUs is a London-based data-driven technology company using artificial intelligence, autonomous systems and robotics that is transforming the logistics industry through automation and real time digitisation of assets. Founded in 2015, its state-of-the-art robotics and AI products combine social sciences with human-centred design and cutting-edge

engineering. Mim, their fully autonomous mobile and modular robot measures, tracks and finds goods across warehouses without workflow disruption and provides real time data at every stage of the process.

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Menzies Aviation welcomes robot recruit ahead of first air cargo technology showcase at Heathrow Airport

24 February 2022, Edinburgh, Scotland – Menzies Aviation, the global aviation logistics specialist, is holding a technology showcase with tech powerhouses and next generation logistic startups to find new solutions to enhance its cargo operations – from efficiency to sustainability.

Microsoft, Ricoh and Vodafone are among 14 suppliers set to pitch and demonstrate their systems to Menzies executives including Mervyn Walker, Chief Operating Officer and Mark Reid, Chief Information Officer. A full spectrum of solutions will be presented for different aspects of operations, from truck management and security scanning to employee wellbeing and training.

Also presenting at the one-day event on the 1st March are Speedcargo, Descartes Systems Group, Forward Momentum, i6 Group, KCL, Meraki, OnAssett Intelligence Inc, WePlan, HIK Vision and BotsAndUs.

The technology showcase, co-ordinated by Rory Fidler, Menzies' Vice President – Cargo Technology, is the first initiative of its kind for Menzies as it looks to invest in innovative solutions to improve operational efficiencies, enhance workplaces for employees and support Menzies' goal of becoming carbon neutral by 2022, its 200th anniversary. Menzies cargo facility at Heathrow Airport serves as an innovation space, which aims to foster a creative environment for the development of new technology to be rolled out across its global network. There are already a number of new solutions being put in place, such as Menzies' new robot Mim. Developed by BotsAndUs, the autonomous robot tracks goods at every stage of the warehouse process, enhancing inventory management and slot utilisation. The showcase forms part of Menzies' overarching strategy for digitalising its operations to improve efficiency, effectiveness, and sustainability. Demonstrating its commitment to developing its digital capabilities, Menzies has made a number of strategic hires, most recently Filip Nekvinda, Senior Vice President – Digital & Innovation.

Robert Fordree, Executive Vice President – World Cargo Services, Menzies Aviation said: "We are very excited to be hosting this showcase at our innovation space at Heathrow Airport, which will shine a spotlight on the latest cargo technologies. This initiative is designed to ensure Menzies remains at the forefront of the cargo industry. Digital capabilities are becoming increasingly critical for an industry with a need for speed as cargo volumes continue to rise. The showcase is the perfect opportunity to identify solutions that have the potential to transform our global network of cargo handling operations. We're looking forward to the presentations and thank all of the participants for their involvement."

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BotsAndUs - Data gathering while navigating the warehouse:

<https://www.youtube.com/watch?v=Db7Glo3hKWl>

BotsAndUs optimise Huboo's UK warehouses:

<https://www.youtube.com/watch?v=YclmGgPKm1c>

BotsAndUs - Discover the power of real-time data in logistics with Mim:

<https://www.youtube.com/watch?v=Yvajoj63yDI>

Website - <https://www.botsandus.com/>

Facebook - <https://www.facebook.com/botsandus>

Twitter - <https://twitter.com/botsandus>

LinkedIn - <https://www.linkedin.com/company/bots-and-us/>