CONVERT MATERIAL HANDLING TO AUTONOMY

A MAJOR CHALLENGE FOR INTRALOGISTICS

More than 5 million
Material handling vehicles deployed around the world

€33 billion
Annual global expenditures on material handling

More than 80%
Of handling vehicles operating costs
related to driver costs

€200 billion
Annual global expenditures on pallet handling

$380 million
Estimated annual expenditures on material handling of a major client

But, less than 1% of pallets moved today by robots !

Company estimates

BALYO

BALYO

OUR VISION

ENABLE COMPANIES TO FOCUS ON HUMANS

OUR MISSION

DESIGN, SALE AND OPERATE SIMPLE AND AFFORDABLE ROBOTS, SYSTEMS & SERVICES GLOBALLY

BALYO

Founded 2006, **listed on EURONEXT** since 2017, 150+ FTE

Global Robotics, Software & Systems experience

HQ & Logistic Center in Paris, Subsidiaries in Boston, US & Singapore

Industrial partnerships with two OEM (KION & HYG)

Distribution with integrators (KORBER, Clevertech, ULMA,…)

Global Direct Sales

HQ, Osmose Building, Arcueil, France

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GLOBAL FOOTPRINT

1,000+ Robots operating in 30 countries over 4 continents and 300+ Sites

BALYO
Boston

BALYO
HQ, Paris

BALYO
Xiamen

BALYO
Singapore

BALYO
Melbourne

AMERICAS

EMEA

APAC

Offices & Teams

Robots in operation

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MOBILE ROBOTS FOR « MASS-MARKET »

SWITCH FROM CUSTOMIZED AGV FOR NICHE APPLICATIONS TO GLOBAL CONVERSION OF STANDARD MATERIAL HANDLING TO AUTONOMY

AUTOMATED GUIDED VEHICLES (AGV)

- Custom-built vehicles
- Navigation requiring additional infrastructure
- High costs and long-time integration
- Non-evolutive solution
- High maintenance cost with expert technicians

BALYO ROBOTS

- Standard OEM base trucks
- Infrastructureless localization & navigation
- Quick integration
- Flexible updates
- Simple & global maintenance with OEM technicians

Low volumes
Low gross margin

Scalable solution
High gross margin

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GLOBAL ROBOT RANGE: 360° WAREHOUSE

TRUCKY

CB LOWY

TUGGY

LOWY

LOWY ML/HL

CB LOWY ML/HL

REACHY

VEENY

Tugger, Pallet /Jack, Stacker & CB Stacker robots for Floor & Low-lift up to 3,5t pallets and 7t trailers

Stacker & CB Stacker robots for Middle-lift up to 4m Pick & Drop and 1,6t pallets

Reach & VNA robots for High-lift up to 17m Pick & Drop and up to 1,6t pallets

*Pallet movement as a service

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2021 Full-Year Results

ORDER INTAKE & REVENUE

Backlog & Order intakes (€m)

Revenue (€m)

1. Recovery in commercial dynamics: annual order intake increasing by +35% vs. 2020

2. Good momentum in direct sales orders: 19% of 2021 total orders

3. Order backlog at €9.5m December 31st 2021 compared to €8.2m in 2020, +16%

4. 2021 sales revenues amounted to €21.8m, driven by the EMEA region

CONSOLIDATED P & L

IFRS (€m)	FY2021	FY2020
Sales revenue	21.77	21.68
COGS	(11.76)	(17.11)
Gross margin	10.01	4.57
Margin (%)	46%	21%
R&D	(3.86)	(3.86)
Sales & Marketing	(2.11)	(2.28)
G&A	(6.28)	(5.99)
Share-based payment	(0.18)	(0.04)
Other operating income and expenses	0.94	0.06
Operating profit	(1.49)	(7.54)
Financial result	(0.44)	(0.37)
Net result	(1.93)	(7.91)

1 Significant increase of the Gross margin rate (46% vs. 21% in 2020), following the shift towards the new sales model (sale of robotics kits to LMH, no purchase anymore of base trucks)

2 Operating expenses (R&D + Sales & Marketing + G & A) remain stable in 2021 at €12.2m

3 Significant reduction in 2021 operating loss: -€1.5m (vs. -€7.5m in 2020), including other income of €0,9m from NORCAN warrants (BSA) sale

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CONSOLIDATED BALANCE SHEET

IFRS (€m)	Dec. 31, 2021	Dec. 31, 2020
Non-current assets	6.90	7.03
Inventories	3.36	3.38
Trade accounts receivables	6.36	8.04
Other receivables	2.89	3.32
Cash & cash equivalents	10.22	8.80
Total assets	29.73	30.57

Shareholders' equity	1.86	(2.37)
Non-current financial debt	13.21	14.57
Current Financial debt	2.53	1.51
Trade notes and accounts payables	4.65	8.53
Tax and employee-related payables	2.48	2.28
Other current liabilities	5.01	6.05
Total liabilities	29.73	30.57

1 Positive shareholders' equity as of 31 December 2021 (€1.86m) after a capital increase by Private Placement of €6.1m in October 2021

2 Working capital as of December 31 2021 amounts to €0.5m vs -€2.1m as of December 31, 2020

3 Cash at bank as of 31 December 2021: €10.2m

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CONSOLIDATED CASH FLOWS

IFRS (€m)	FY2021	FY2020
Cash used for operating activities	(3.06)	(4.17)
Cash used for investing activities	0.48	(0.03)
Cash provided for financing activities	3.92	8.42
Change in cash	1.42	4.24
Cash & cash equivalents	10.22	8.80

1 Strengthening of the company's cash position as at December 31 2021, following the completion of a capital increase by Private Placement of €6.1m in October 2021

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2021 Facts

DIRECT SALES RAMP-UP: 19% OF 2021 INTAKE

Partnership with Körber Supply Chain, a leading intralogistics integrator

- ✓ Integration of BALYO's robotics in Korber's offer to overcome challenges associated to meet the requirements related to pallet handling, including heavy and bulky loads

- ✓ The partnerships will benefit from a global reach and aims at providing businesses worldwide with the latest technology in autonomous material handling equipment

Appointment of Mark Stevenson as Chief Sales Officer

- ✓ More than 20 years in mobile robotics at well-known companies such as JBT and Egemin

- ✓ International (US & EMEA) experience in direct and indirect sales business

- ✓ Responsible for the Group's sales and marketing, as well as client service

- ✓ Build-up & renewal of Sales Teams globally

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APAC PARTNERSHIP

Partnership with Bolloré Logistics, one of the world's leading transport and logistics companies

✓ Partnership aimed at providing autonomous pallet handling in Bolloré Logistics warehouses in the APAC region

✓ First order of BALYO robot in Bolloré Logistics' Blue Hub in Singapore and ongoing discussions for further scale-up in APAC

✓ Relocation of BALYO Singapore into Bolloré Logistics' B.Lab innovation center, a leading global logistics hub

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TECHNOLOGICAL LEADERSHIP

Recognized "Product of the year" for the 2nd year in a row by German magazine "Materialfluss", mobile robotics category

✓ A disruptive solution (BALYO's Robotic-as-a-Service) that enables warehouses to implement robots with minimal investment and pay as per the pallets moved

✓ Further technical customer benefits: remote control software and the 5 cameras, monitor and control the robot fleet 24/7 via remote access, etc.

Strategic supplier agreement with Ouster, Inc.

✓ Mid-term migration of BALYO 's robots to Ouster's 3D lidars

✓ Improvement of existing abilities :

- localize robots in complex environments,

- detect obstacles at height or on the ground in 3D at 360°

- improve energy consumption & efficiency

Release of OS V4.12 (Operating System)

✓ Safety Soft Gen2: robots adapt their speed in real time

✓ Pallet perception: improvement of pallet drop-off perception algorithms in order to manage the combination of manual pick and automatic drop of pallets

✓ Autocalibration: extension of the autocalibration feature of the robots to allow an accelerated set-up or restart of the robots after delivery on site or following a maintenance operation.

✓ Client driven commissioning: start testing a new tool platform for client to drive their complete robotics journey

✓ ...

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2022 Facts

EXTENSION KION PARTNERSHIP

2017 partnership extended for an additional 4 years

- Established in May 2017, the cooperation between BALYO and KION has been renewed by mutual agreement for an extra 4 years, until May 2027, on the same terms as initially agreed upon

- At the end of 2021, BALYO and Linde Material Handling, a subsidiary of the KION Group, announced the signing of a 13.9M€ volume engagement to be ordered over 2022 for the third year in a row

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COMMERCIAL AGREEMENT WITH AUCHAN

- 1st client AUCHAN (Top 3 retailer in France) engaged in In/Outbound storage at Balyo's Fulfillment Center in Paris

- Storage and retrieval of more than 2,000 pallets for a first 6-month engagement based on an "as-a-service" pallet movement offer

- All pallets stored inbound autonomously over a 3-week delivery timeline in both narrow-aisles (1.9m) and reach-aisles (3.1m), with up to 200 pallets stored per day over an 8-hour shift

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OUTLOOK & PRIORITIES 2022

- ✓ Top priority exponential growth in Direct Sales vs 2021

- ✓ Acceleration of business development in the US and key global markets

- ✓ Execution of 2022 Linde order commitment of 13.9M€

- ✓ Continued technological leadership on User Journey digitalization, localization and smart safety

- ✓ Manage through supply chain disruptions in electronics and increased lead-times

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