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Our Mission

Help Customers Succeed
Help customers by providing intelligent automation that improves efficiency, raises quality, lowers prices, and gets goods to new places more rapidly.

Our Values
Integrity | Honesty | Hard Work | Service
Pure Play Robotic Automation Company

eCommerce & Retail Transformation

Proven Robotics Solutions Deployed at Scale

Strong Commercial Momentum
Macro Drivers of Automation

**CONSUMER EXPECTATIONS**

93%
Consumers make buy now, get now/get later purchases

**COMPETITIVE PRESSURE**

41%
Amazon dominates U.S. eCommerce market

**LABOR SCARCITY**

10.9 million
current U.S. job openings
We Automate the Most Difficult Manual Processes of Commerce Fulfillment... which can only be achieved with powerful AI.
We Enable Transformative Change for Our Customers
Berkshire Grey and FedEx Expand their Strategic Relationship

1. An order to develop a new AI robotic automation solution to improve the efficiency of FedEx package handling operations.

2. A warrant to purchase BGRY common stock which vests incrementally, subject to certain terms including the ordering of and payment for, at least $200 million of any Berkshire Grey AI-enabled robotic automation good or service at any time prior to December 31, 2025.

3. A master system purchase agreement expected in 2022, which will streamline and expedite the procurement process for Berkshire Grey solutions.

"Earlier this week, FedEx announced it is extending its strategic partnership with Berkshire Gray to develop extensive AI robotic automation solutions throughout all stages of the global supply chain. I’m especially excited to continue the work that initially began at FedEx Ground integrating robotics into our operations to safely and effectively sort the increasing number of small packages entering our network through e-commerce."

John Smith
President & Chief Executive Officer at FedEx Ground
As highlighted on our customer’s earnings call . . .
The importance of Berkshire Grey automation to support their growth
Disruptive growth company
Transforming a $280B market

Strong commercial momentum
$224M Orders to Date
$100M Backlog

Proprietary, AI robotics platform
148 Patents Granted
314 Patents Pending

Scalable business model
Asset-light strategy enables rapid growth and drives long-term profitability

Trusted by Fortune 100 & Global Brands
Retail, eCommerce, Logistics

Global Brand Apparel Retailer

(1) As of July 31, 2022
BG Technology Advantage: Proprietary AI Software + Patented Hardware

Proprietary AI Software Platform
- Vision and scene understanding
- Robotic perception
- Motion planning
- Intelligent Placement
- Holistic sensing, haptics and inference
- Grasp planning and gripping
- Intelligent robotic mobility
- System-wide orchestration

Patented and Differentiated Hardware

Standard Product Modules

... Configured into Solutions
Berkshire Grey’s Product Modules: Delivering Customer Solutions

**ROBOTIC PICK & SORT**

Automated picking and sortation of items with multiple use cases

- Robotic Put Wall
- Robotic Product Sortation
- Robotic Product Sortation with Identification

**ROBOTIC PICK & PACK**

Robotic Pick Cell

- Automated Picking

Robotic Pick & Pack Cell

- Precise handling and packing for eCommerce

**ROBOTIC INDUCTION**

Robotic Induction System

- Combines robotic picking with conventional material handling equipment

**MOBILE ROBOTIC AUTOMATION**

Mobile Robotic Fulfillment

- Intelligent movement, buffering and sequencing of containers and units
Berkshire Grey Solutions: Transforming Distribution Center Operations

- Areas Berkshire Grey offers solutions
- Every warehouse is unique – represents summation of typical activities. Illustration is not to scale
BG’s Go-To-Market Strategy: A growing pipeline across five verticals

### Direct Sales

#### Strategic Accounts
- Fortune 100 Retailer
- Walmart
- FedEx
- Target

#### Enterprise Accounts
- Global cosmetics retailer
- Brand-leading apparel retailer
- Meijer

#### Strategic Partners
- Swisslog
- ABB
- AHS
- Tessiant
- Daifuku

### Thousands of distribution centers

#### BG pipeline:
- Follow on orders received from each major account
- Expansion potential in $ billions long-term

#### 1000+ Target Accounts
- BG pipeline:
  - Doubled the number of new accounts in 2021
  - Currently engaging in hundreds of project opportunities

#### 14 Strategic BG Partners
- BG pipeline:
  - Partners have established relationships with industry leaders
  - Active joint engagements with large accounts

### Verticals
- eCommerce
- Retail
- Grocery
- Package Handling
- 3PL
Our Team:

- 75% technical degrees
- 60% advanced degrees
- 30 PhDs
- Thousands of years of AI & robotics experience

Leaders with a Proven Track Record of Commercial Success in Technology and Robotics Previously Created Billions In Revenue
Berkshire Grey
Summary

Well Positioned In $280B Market
Which Exists & Is Addressable Today

Disruptive AI Robotics Technology
Powered By Proprietary Hard-To-Replicate Software & 146 Patents

Deployed At Fortune 100 Customers
Including Two Of The World’s Largest Retailers

Deeply Embedded With Customers
Integrated Part of Their Automation Strategies

Scalable Asset Lite Business Model
Enables Rapid Growth and Drives Long-Term Profitability

Strong Executive Leadership Team
Broad Robotics and Automation Industry Experience
Financial Update
BG Q2 2022 Summary

Financial Highlights:
- Revenue of $23.4 million
  - Increase of $18.9 million or 421% year-over-year
- Backlog of $100 million\(^1\)
- Orders since inception of $224 million\(^1\)

Operational Highlights:
- Strategic agreements with FedEx\(^1\):
  - Order to develop an AI robotic automation solution aimed at helping to improve the safety and efficiency FedEx package handling operations globally. Berkshire Grey will offer the systems to FedEx and other customers, addressing an estimated multi billion-dollar market.
  - Warrant to purchase Berkshire Grey common stock which vests incrementally as FedEx orders and pays for at least $200 million of Berkshire Grey solutions by end of 2025.
  - Intent to sign a master system purchase agreement in 2022, which will streamline and expedite the procurement process for BG orders across all FedEx operating companies.
- Secured $20 million in orders\(^1\) - primarily follow-on orders with strategic customers.
- Expanded the Berkshire Grey Partner Alliance (BGPA) program to 14 partners – now includes Swisslog and ABB.

\(^1\) As of July 31, 2022
Our Long-Term Operating Model

Revenue

- 2020: $35
- 2021: $51
- 2022e: $70-$80
- Long-Term Goal: $1B

Profitability Drivers

- Asset-lite business model
- Increased scale
- Product cost reductions
- OPEX leverage

GM ~50%
Adj. EBITDA margin ~25%