

COMPANY SNAPSHOT

- Founded in 2013
- On July 22, 2021, became a publicly traded company on Nasdaq under ticker symbol: BGRY
- Multiple global 100 customers
- 300+ patents filed
- Unequaled robotics & AI experience
- Robotic automation solutions for retail, eCommerce, and 3PL fulfillment
- Tens of millions of robotic picks in production at customer sites

BUSINESS IMPACT

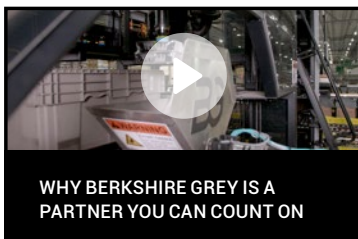
- Reduce operations expense by up to 70%
- Solve labor availability challenges
- Improve facility throughput by up to 25% to 50%
- Achieve social distancing within pick modules, pack areas & induction zones
- Reduce CapEx via Robotics-as-a-Service (RaaS) solutions

INVESTORS

khosla ventures 

Canaan  **SoftBank**

HIGHLIGHTS VIDEO



THE BERKSHIRE GREY DIFFERENCE

Berkshire Grey delivers transformative change for competitive advantage. Our AI-powered robotic solutions are changing the face of modern fulfillment for global retailers, eCommerce companies, parcel carriers, and logistics providers by getting tens of millions of products to consumers more efficiently, cost-effectively, and safely than ever before.

The Berkshire Grey team is unequalled in the industry with 80% of our technical experts holding advanced degrees in robotics, AI, and engineering disciplines. Our ranks include expertise from Uber, Tesla, Amazon, Carnegie Robotics, iRobot, Kiva Systems, Rethink Robotics, Honeywell, BAE Systems, Hand Held Products, Markforged, Cognex, Microsoft, DARPA, Carnegie Mellon, MIT, Cornell, Stanford, and the University of Pennsylvania just to name a few.

We are a full solution partner. We invest in people, systems, and processes to ensure customer success and facility uplift by providing design, deployment, installation, training, operation, and maintenance services.

THE TECHNOLOGY

Berkshire Grey's robotic solutions handle **tens of millions of items** in production facilities for Global 100 retailers and logistics service providers. Our robotic picking handles the broadest assortment of general merchandise from apparel to electronics to food to housewares to pet care and beyond. Our mobile robotic solutions reinvent distribution operations for store restocking and eCommerce order fulfillment.

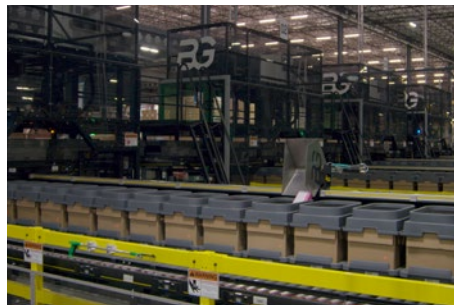


INDUSTRIES SERVED

- Specialty Retail
- General Retail
- eCommerce
- Grocery Retail
- Convenience Stores
- Food Service Logistics
- Third Party Logistics (3PL)
- Parcel & Package Logistics
- Consumer Packaged Goods

Berkshire Grey's
Robotics and AI deliver
transformative change for
competitive advantage.

Our solutions are engineered for maximum value and built to perform 24/7 at enterprise scale. Complete solutions require robotic picking, packing, and sorting of individual items, inner packs, cases, and parcels. The infinite variation of package sizes, materials, and types made it impossible to do this at the speed and accuracy needed for modern fulfillment — until Berkshire Grey. By inventing and integrating multiple technologies in artificial intelligence, computer vision, machine learning, sensing, gripping, and industrial and mobile robotics, Berkshire Grey's holistic solutions efficiently process the broadest assortment of products, packages, and parcels — all while continuously improving speed and quality through autonomous learning.



SOLUTION PORTFOLIO

- **Robotic Pick Cells (RPC)** directly interface with existing ASRS, micro-fulfillment, and conveyor-based solutions to convert goods-to-person operations into goods-to-robot operations improving accuracy and optimizing labor.
- **Robotic Pick & Pack (RPP)** stations decouple picking from ASRS and micro-fulfillment solutions to pick and pack eCommerce items directly into shipping packages reducing process touches, allowing for optimal package sizes, and lowering shipping costs.
- **Robotic Induct Stations (RIS)** improve traditional sorter utilization and order throughput by between 25% and 50% without increasing labor.
- **Robotic Product Sortation (RPS)** systems currently pick tens of millions of items round-the-clock for major retailers, automating break pack store replenishment and large eCommerce order selection.
- **Robotic Product Sortation with Identification (RPSi)** systems sort and consolidate small packages into bags and containers enabling efficient network handling and zone skipping.
- **Mobile Robotic Fulfillment (MRF)** systems use orchestrated fleets of mobile robots to sort and sequence orders and cases to strategically load shipments for aisle-friendly put away at stores and optimal delivery van routing.

ABOUT BERKSHIRE GREY

Berkshire Grey helps customers radically change the essential way they do business by delivering game-changing technology that combines AI and robotics to automate fulfillment, supply chain, and logistics operations. Berkshire Grey solutions are a fundamental engine of change that transform pick, pack, move, store, organize, and sort operations to deliver competitive advantage for enterprises serving today's connected consumers. Berkshire Grey customers include Global 100 retailers and logistics service providers.

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