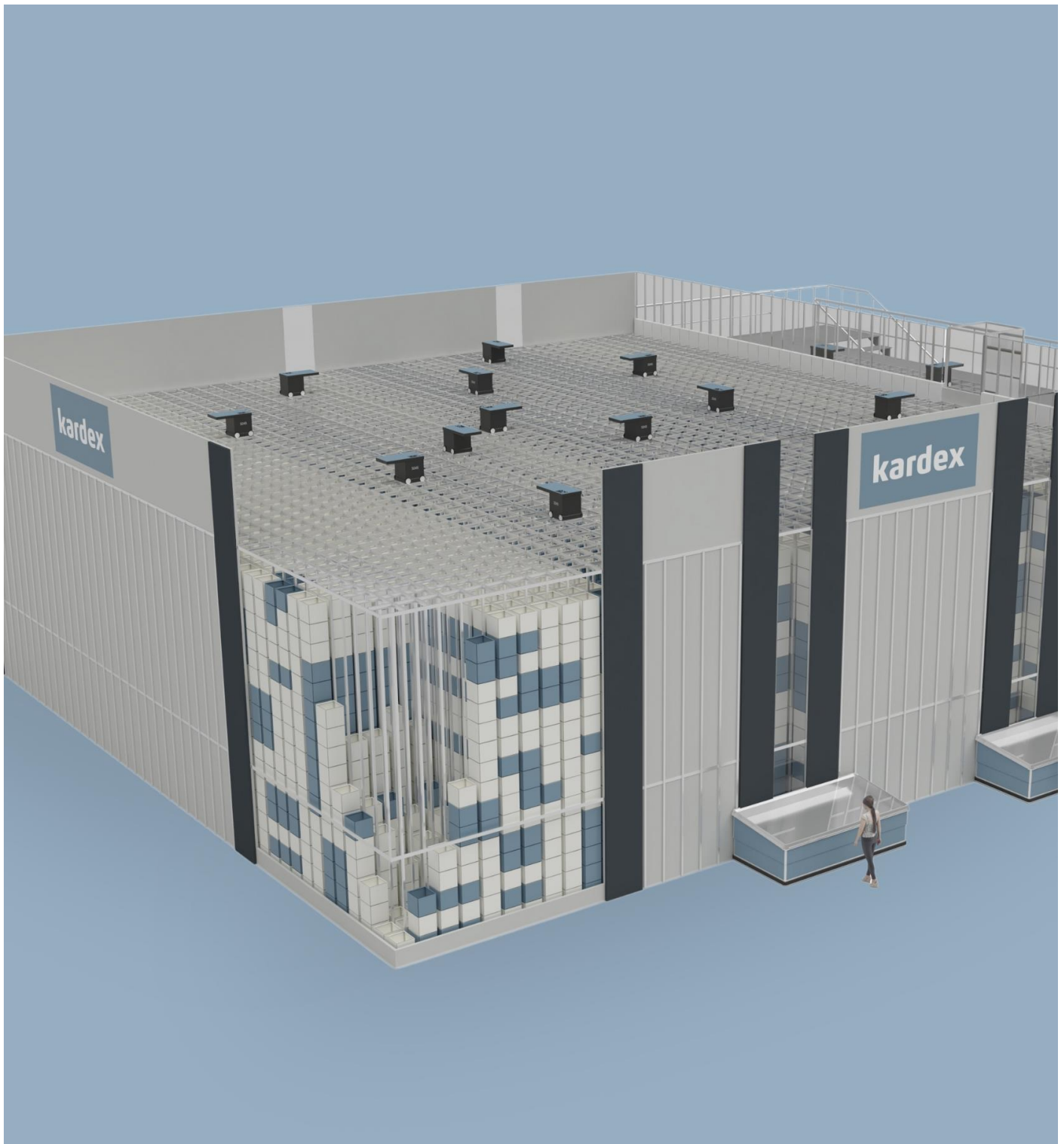


Your Business Case

AutoStore Investment & Performance Outlook



Business Case at a Glance

This summary presents the high-level business impact of implementing an AutoStore system through Kardex, based on operational data you provided. The figures below highlight the potential return on investment, labor optimization, and facility efficiency gains.

ROI Timeline	X Years	Total System Investment Delivered & Installed ¹ \$X,XXX,XXX
Labor Reduction	XX%	
Annual Cost Savings	\$XX,XXX,XXX	
Floor Space Reclaimed	XX,XXX sqft	
Implementation Speed	X Months	

In the remaining sections of the report, you will find a full analysis of your investment and return on investment (ROI) timeline, labor efficiency gains, system size, capacity, and estimated throughput.

Investment & ROI Timeline

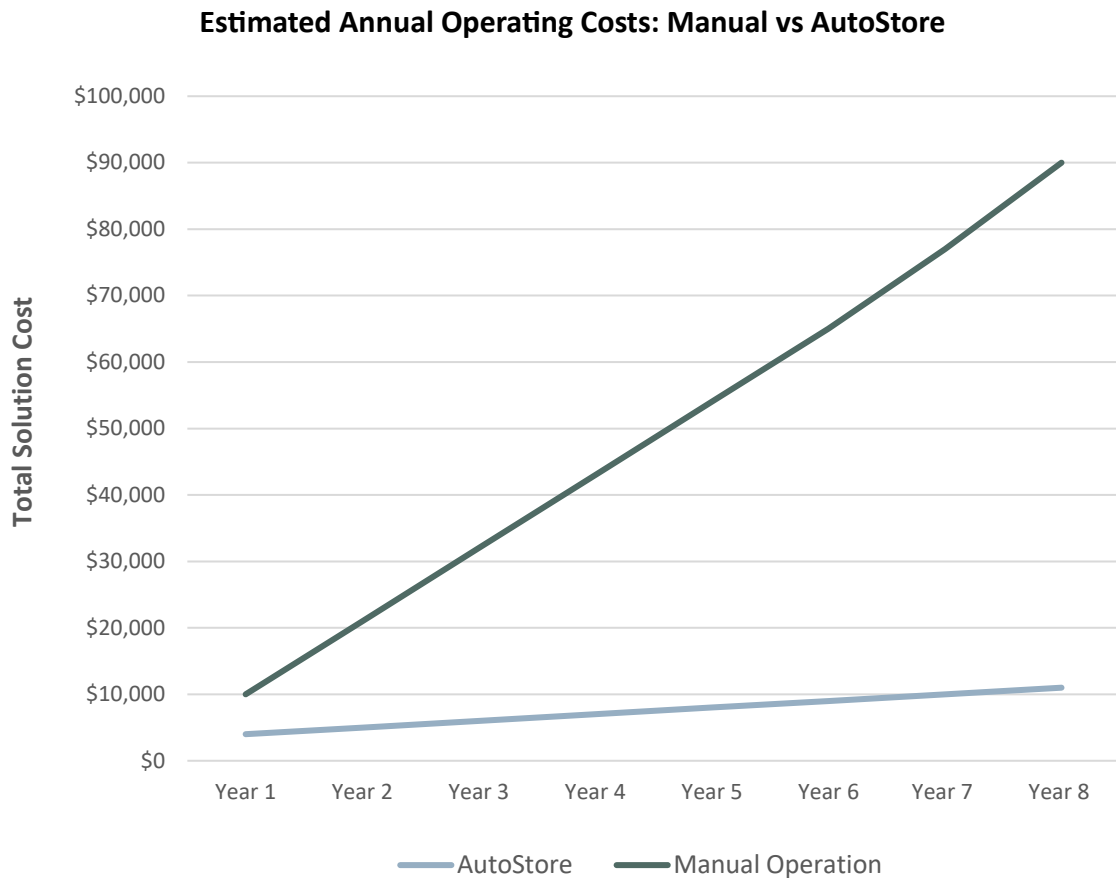
Total System Investment	\$X,XXX,XXX
ROI Timeline	X Years

The Total System Investment includes the material and installation of the AutoStore grid, robots, ports (workstations) and software. Our engineering team can typically further reduce this investment with enhanced inventory management and order grouping or batching. Kardex offers financing options to eliminate upfront capital investments. These estimates are directional and intended to help you evaluate potential ROI and scalability for your operation.

The figures in this report are based on the operational inputs you provided and are calculated using some basic assumptions from our decades of experience across hundreds of AutoStore implementations.

¹During detail design phase, the following will be further evaluated: Transportation cost, site survey, floor slab requirements, seismic considerations, server architecture, power, permits, and fire suppression.

Investment & ROI Timeline, continued



This chart illustrates the cumulative total solution cost over an eight-year period for manual operations versus AutoStore. It highlights the long-term financial implications of each approach.

Manual operation costs rise sharply due to increasing labor demands, training, turnover, inefficiencies, and the potential need for additional warehouse space. As volume grows, so do headcount and associated expenses, resulting in a steep cost curve.

In contrast, AutoStore requires a higher upfront investment in equipment, installation, and integration. However, ongoing costs remain low, driven by reduced labor needs, minimal energy use, and efficient space utilization. Because the system scales without proportional increases in workforce or footprint, its cost curve remains relatively flat.

This comparison helps quantify long-term value of automation and supports investment decisions by illustrating how AutoStore can deliver more predictable and scalable operating costs over time.

Investment & ROI Timeline, continued

The Breakdown: Annual Cost Comparison

	Manual Operation	AutoStore	Annual Cost Savings
Year 1	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 2	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 3	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 4	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 5	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 6	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 7	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX
Year 8	\$X,XXX,XXX	\$X,XXX,XXX	\$X,XXX,XXX

This chart presents a year-by-year breakdown of operating costs for manual fulfillment versus AutoStore, along with the resulting annual cost savings. While both methods incur expenses each year, the key difference lies in how those costs behave over time.

AutoStore's operating costs remain relatively flat due to its automation-driven efficiency and minimal reliance on labor as volumes grow. In contrast, manual operation costs increase significantly each year, driven by rising labor demands, staffing challenges, and space constraints.

The business case above focuses on managing and optimizing operational costs, but AutoStore delivers far more. Imagine growing inventory capacity by 70% or more without adding facilities, or fulfilling any order within 30 minutes. These capabilities unlock new revenue streams, faster service, and differentiated customer experiences. That's why AutoStore is considered a strategic enabler at thousands of sites worldwide – not just a cost optimization tool.

Labor Efficiency Gains

Manual Operation	155 FTE ¹	Estimated full-time staff for current demand
With AutoStore	14 FTE	Full-time equivalents needed for AutoStore
Labor Reduction	141 FTE	Reduction in full-time staff required
Labor Cost Savings	= [141] x (Your local annual cost per FTE)	Calculate with your avg. annual cost per FTE

AutoStore delivers massive savings in wages, benefits, and overhead while maintaining throughput, and it scales without reliance on seasonal or hard-to-hire roles. These savings extend beyond payroll. For example, in a manual operation with 100 FTEs, 20% turnover means replacing about 20 employees each year. Because AutoStore operates with a fraction of that workforce, the burden of recruiting and training drops sharply. During peak season, throughput increases come from adding technology, not headcount.

¹Full-Time Equivalent (FTE) represents on full-time employee working a standard number of hours per week (typically 40 hours). It's a standardized way to measure labor, whether fulfilled by full-time staff or a combination of part-time roles. For example, two part-time employees working 20 hours each would equal 1 FTE.

System Size & Space Savings

System Length	XXX Feet
System Width	XXX Feet
System Height	XX Feet
Total Footprint	XX,XXX sqft

Reclaim
XX,XXX sqft
 Of Floor Space

Estimated space savings are based on comparing AutoStore to traditional shelving and picking, factoring in aisle widths, rack spacing, and pick paths. Actual results will depend on your layout and processes. The reclaimed floor space represents space you no longer need to lease, heat, cool, insure, or maintain – avoided facility costs that add up year after year. To estimate potential savings, multiply your local cost per sqft or sqm by the reclaimed area.

System Size & Space Savings, continued

We've prepared a custom interactive 3D rendering of your project, showing the estimated number of robots, bins, and ports outlined in this report. Click the link below to explore your rendering—view the system from any angle and see an accurate representation of its length, width, and height.

[View your customized 3D rendering¹](#)



Sample 3D Rendering
(Use the link above to view your customized rendering)

System Capacity & Throughput

AutoStore Capacity

Number of Robots	XX
Number of Ports (Workstations)	XX
Number of Goods-In Stations	X
Bin Storage Capacity	XXX,XXX
Location Storage Capacity	XXX,XXX

Each AutoStore bin stored in the grid can be configured with up to 8 internal storage locations, allowing you to store multiple SKUs or product types within a single bin. The bin storage capacity shown above reflects the total number of physical bins in your system, while the location storage capacity represents the total number of unique storage locations available across all bins.

Throughput

Lines per Hour	XXXX
Units per Hour	XXXX
Orders per Hour	XXXX
Lines per Day	XXXX
Maximum Lines per Day¹	XXXX
Units per Day	XXXX
Order per Day	XXXX

¹Maximum Lines per Day represents the system's maximum throughput capacity if enhanced with solutions like CarouselAI and operated continuously across all 24 hours in a day.

System Capacity & Throughput, continued

Order Lines per Day per FTE

	Orders per Day	FTEs	Orders per FTE
Manual Operation	XXXX	XX	~XX
With AutoStore	XXXX	XX	~XX

Your AutoStore is designed to handle today's order and line volumes with far fewer resources than a manual operation.

Need to grow by 10,000 orders per day? AutoStore can scale by simply adding robots, ports, or robotic bin picking – not headcount. You gain flexibility to meet peak demand and long-term growth without relying on linear increases in labor or space.

Workstation (Port) Options

	Lines per Hour	Description
CarouselPort	XXXX	Rotating bin delivery for high-throughput operations
ConveyorPort	XXXX	Bins arrive to the operator via conveyor belt
VersaPort	XXXX	Flexible, multi-level bin access for split-level operations

Each operation has a unique order fulfillment workflow, product types, and throughput requirements. That's why we conduct a deeper analysis during the design phase to recommend the optimal port type (or combination) for your operation.

Your Inputs

How many customer orders do you ship per day?

XXXX

How many order lines do you ship per day?

XXXX

How many units are there per order line?

X.X

How many 8-hour shifts are spent on picking orders?

X

How do you measure your storage?

[Bin / SKU]

Required [Bin/SKU] Capacity

XXXX

What is the interior ceiling height?

XX [FT/M]

Where is your facility located?

[COUNTRY]

What currency do you use?

[USD / EUR]

Maximize Your Investment

Let's explore how to get the most value from your AutoStore solution.

We will help you:

- Accelerate ROI beyond what's shown in this report
- Benchmark your KPIs against other technologies you may be considering
- Identify hidden efficiency gains based on your unique workflows
- Recommend smart configurations to improve space, speed, and throughput

Let's take your system to the next level.

To get started, simply reply to the Kardex expert who shared this report with you, or send us an email at helloautostore@kardex.com.

