Press release
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Retail Robotics groundbreaking solutions for e-grocery and e-commerce at the Innovation Lab at NRF 2022

Arctan and PickupHero solutions from Retail Robotics bring a business and environmental breakthrough in e-grocery and e-commerce markets by revolutionizing last mile delivery: lowering costs, decreasing time, reducing its footprint and unleashing an exponential growth for the retailers.

Retail Robotics' **Arctan** is the most efficient click-and-collect solution for e-grocery: increases e-grocery profitability and customer experience, at the same time offers the lowest footprint. With a high capacity of up to 202 logistic bins per machine – 1 Arctan is an equivalent of 14 classic e-grocery refrigerated locker solutions, provides higher profitability for retailers and up to 20x less C02 emission than in traditional home delivery. It increases effectiveness compared to human operated pick-up thanks to robotization – and thus reducing space and labor costs. The modern and digitalized Arctan interface not only provides a great consumer experience, but most of all allows clients to pick-up a double order in 1 minute and serve 2-3 customers and couriers at the same time. Currently the first Delipop network in Paris, which uses Arctan machines, plans to open 1000 click-and-collect points in France within the next 5 years. They'll enable the fulfillment of 200 000 orders per day.

Arctan Drive, the most effective robotic solution for e-grocery curbside pickup, allows retailers to optimize capacity, decrease cost and increase consumer convenience. Arctan Drive technology will fit in 8 standard parking spots, is easy to set-up and scale-up. It can serve 7 customers at the same time with the capacity of 896 logistic bins or more. It also has an option for integration with Micro Fulfillment Center and remote loading.

Another flagship solution by Retail Robotics and the machine that visitors will be able to test at the NRF 2022 is **PickupHero** – a robotic parcel locker for e-commerce that reduces last mile delivery costs by up to 90% and offers standardized customer experience without involvement of a salesperson. In crowded urban areas city authorities don't give permission to place machines outside buildings – they must be installed inside. In this case the most effective solution is a mass implementation of automated pick-up machines in large chains of convenience stores. Thanks to the smallest footprint on the market, PickupHero fits 90% of local stores, still keeping high capacity. This gives e-commerce customers a convenient access to pick-up and drop-off of parcels, and retailers – higher traffic and sales growth.

The time of increasing challenges in last-mile delivery

Retail Robotics is a major manufacturer of parcel lockers and automated machines for e-grocery in the world. The company was founded by Łukasz Nowiński, co-founder and co-creator of the success of Inpost - the biggest traditional parcel locker network in Europe. Now Nowiński, together with Ansi Arumeel, former CEO at Omniva (most dense parcel-locker network in the world), and the team of over 500 Retail Robotics' professionals, want to change the future of e-grocery and e-commerce.

For years they were a part of the last-mile delivery operations and close partners for retailers so they know very well what are the biggest challenges that the market is currently facing.

Today e-grocery and e-commerce industries see many delivery options as very inefficient in terms of costs, use of space, capacity, and consumer experience. Most classic robotic solutions have low capacity and occupy large areas where the space is limited. In the case of home delivery, it creates a higher traffic in cities, generating air pollution and negatively influencing the quality of citizens' life. Recently, many urban agglomerations are introducing a number of measures designed to reduce traffic chaos caused by trucks delivering goods purchased online. For example, new regulations to develop "micro-distribution centers" for trucks to unload items across the five boroughs were recently voted on by members of New York City Council. Also now, in the post-pandemic era, consumers look for more convenient options allowing them to collect their orders 24/7, fast, easy and for free.

Disruptive technologies to create the delivery infrastructure of the future

Retail Robotics' Arctan and PickupHero solutions enable retail to unleash its full potential through the power of automation, convenience and advanced UX. They solve the problem of the bottleneck in the supply chain that is the last-mile delivery by providing consumers and retailers with efficient click-and-collect options. Moreover, Retail Robotics multichannel solutions enable large and small retailers to boost e-commerce, e-grocery, and in-store sales. Ultimately, these innovations contribute to reducing road traffic and pollution levels. As a result – they help to create cleaner cities and more green zones in urban spaces.

At NRF we're showing PickupHero – the first in the world robotic parcel locker with a high capacity which can be easily installed in small stores, thus making it possible to quickly build an extensive network of parcel lockers in the biggest cities like NY, London or Paris. Build it – without an impact on the architecture of the city. However, the main reason for us to be at the NRF is to discuss Arctan – the best robotic solution to automatize e-grocery pick-up. Both in a 'walk-in' as well as 'drive-thru' version – we believe it has the potential to revolutionize the last-mile delivery industry all over the world – says Marek Piotrowski, Partner and CMO at Retail Robotics.

We do believe that our disruptive technologies will improve the efficiency and convenience of delivery and click-and-collect processes for e-commerce and e-grocery. But we know this is just the beginning – our mission is to create infrastructure of the future. – says Łukasz Nowiński, Founder and CEO at Retail Robotics.

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