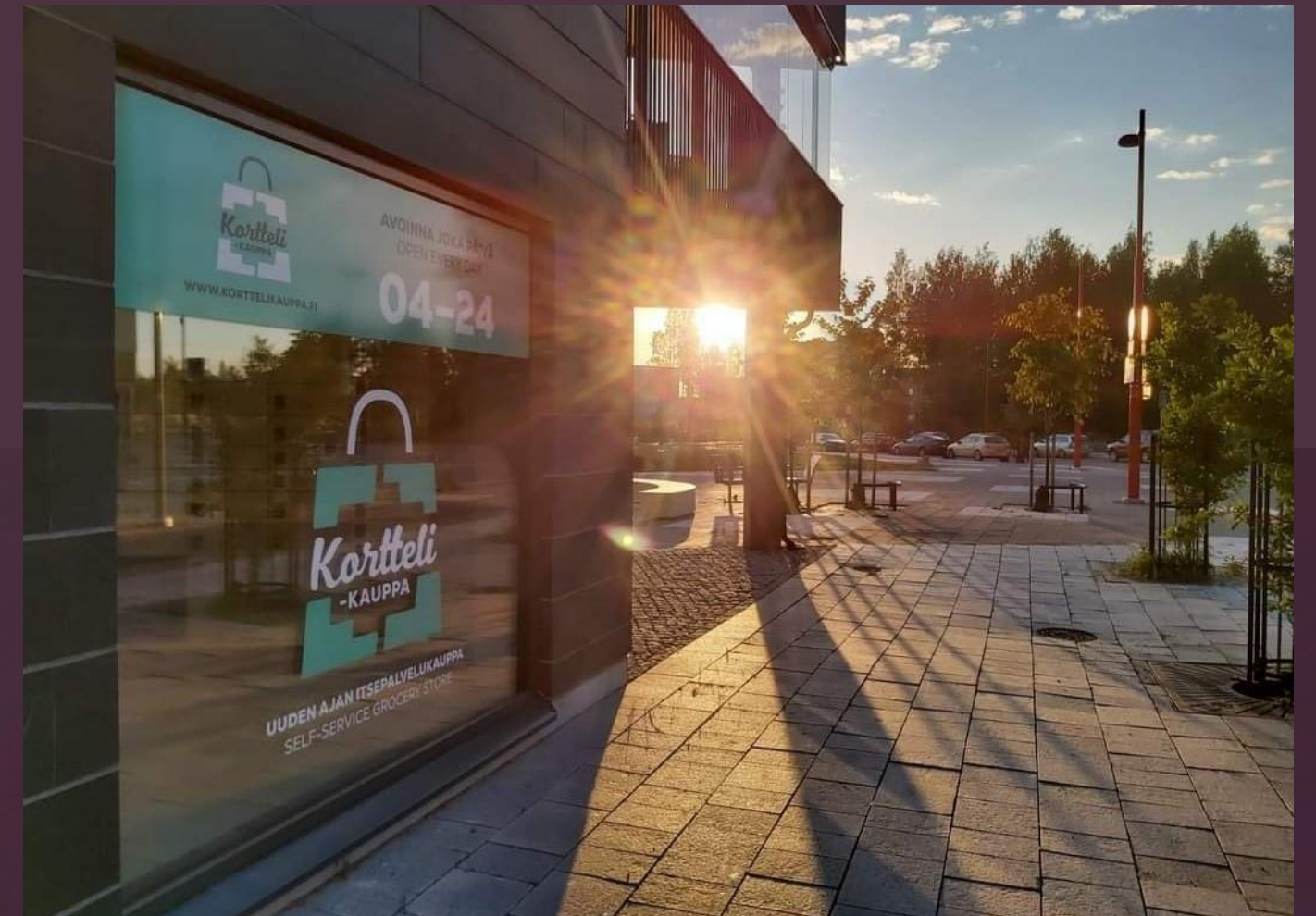




Blockstore Group

Company Presentation

Revolutionizing the way, we buy & sell groceries





OUR COMPANY'S MAIN MISSION:

To provide groceries where the need exists.



WHY?

Because grocery shopping should be made easily accessible for all anywhere at any time.



OUR VISION

Our vision is to become the most **efficient** brick-and-mortar store concept provider, enabling **exceptional** consumer experience **locally** and sustainably - able to decrease greenhouse gases within grocery retail.

OUR PURPOSE

We believe we can increase the wellbeing of people by providing **fast, convenient** and **seamless** grocery shopping close to home and become the **trusted partner**.

HOW DO WE GET THERE?

By focusing on understanding the needs of today's consumers and ensuring all retailers can innovate and transform their brick-and-mortar retail stores to digital self-service at the high velocity to thrive in the twenty-first century.





OUR COMPANY

B2C

7 STORES IN OPERATION

B2B

ENTIRE CONCEPT AS A SERVICE

12

team members

1,5

years in business

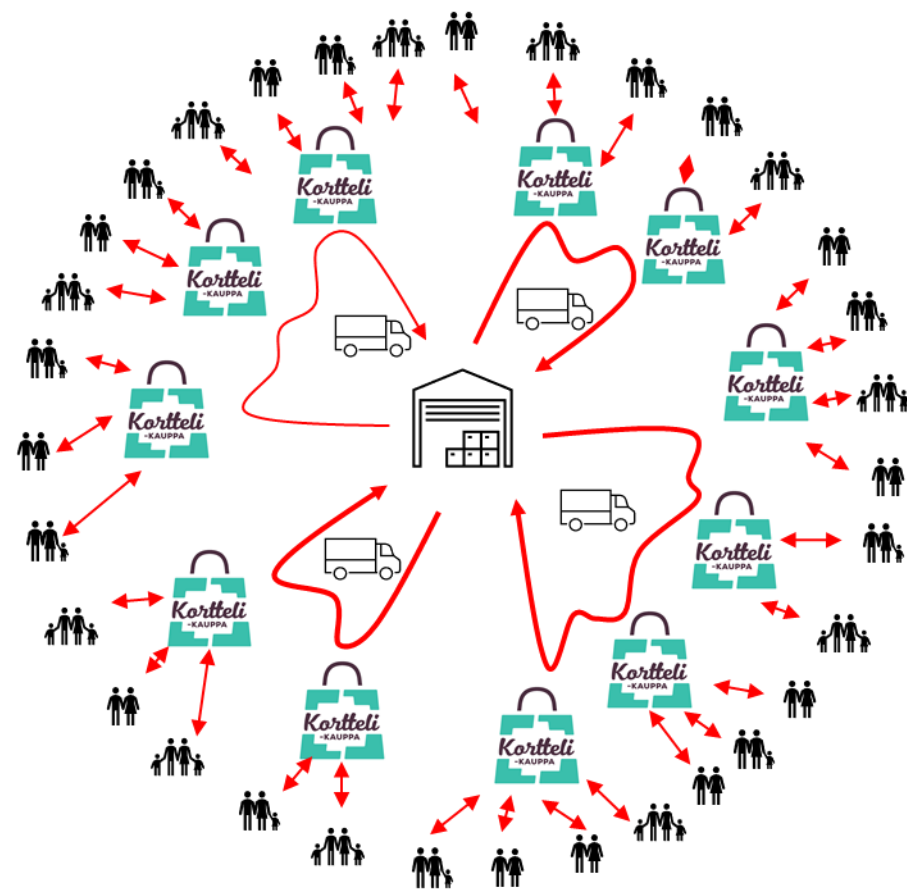
EU

Based in Finland



Business to Consumers

Saving your day- everyday



Crocery shopping close where the need exists

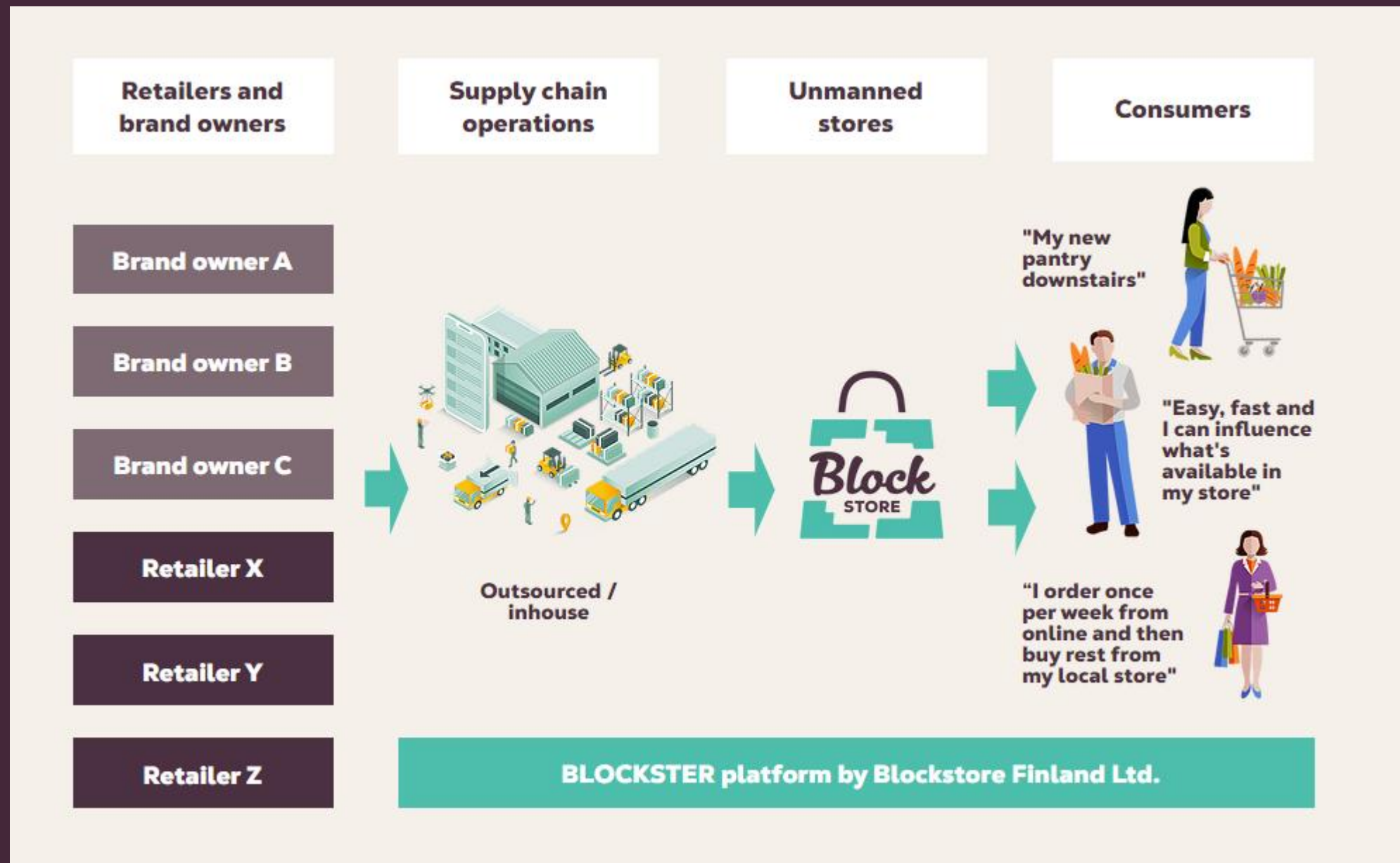
- Improving the quality of life
- Sustainable shopping with our stores
- Match online with local residential store

Customized service 24/7

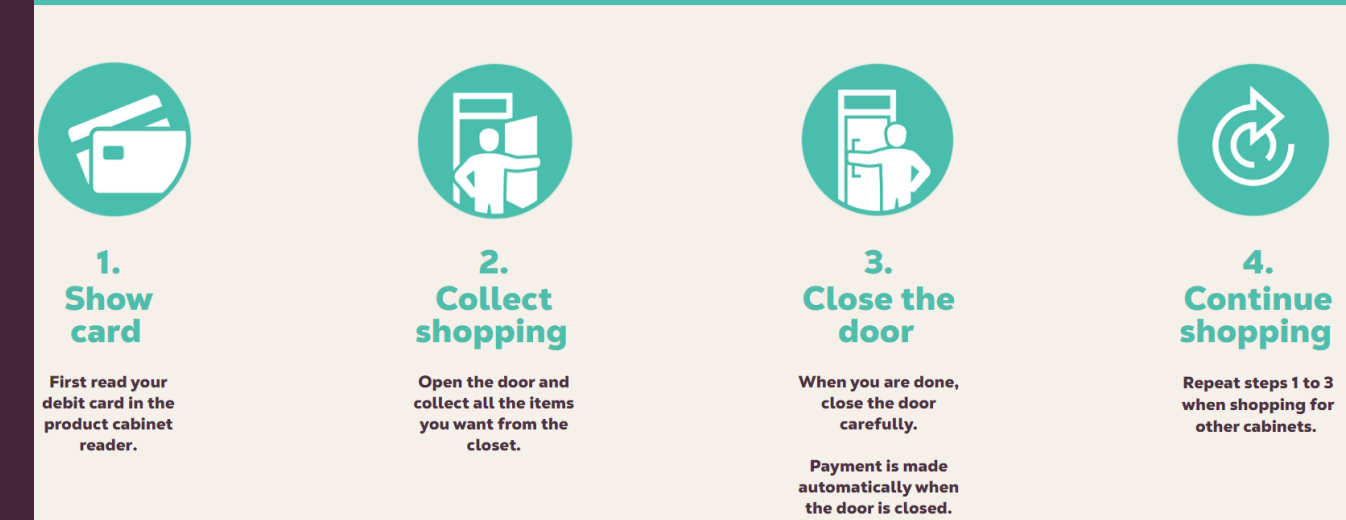
- Meeting the needs of individuals and communities
- Synergies with other services

Easy-to-use

- Launch of our new walk-in & walk-out Magic store in November 2021 in Finland
- Exceptional consumer experience



This is how you shop



Unique

Full offering from warehouse to stores, efficient meeting the business needs of retailers, running the stores as a service and not just a technology provider

Revolution

New "Magic Store" with fastest unmanned walk-in & walk-out store with credit/debit cards and Apps enabling largest consumer reach

Accelerating from current model to new model in November 2021



Business to Business

Blockstore concept – *everything but ordinary*

Unmanned self-service grocery store with best consumer experience

- Seamless, engaging & personalized shopping experience.

Proven end-to-end concept for unmanned grocery shops

– from suppliers to warehouse –from warehouse to customers

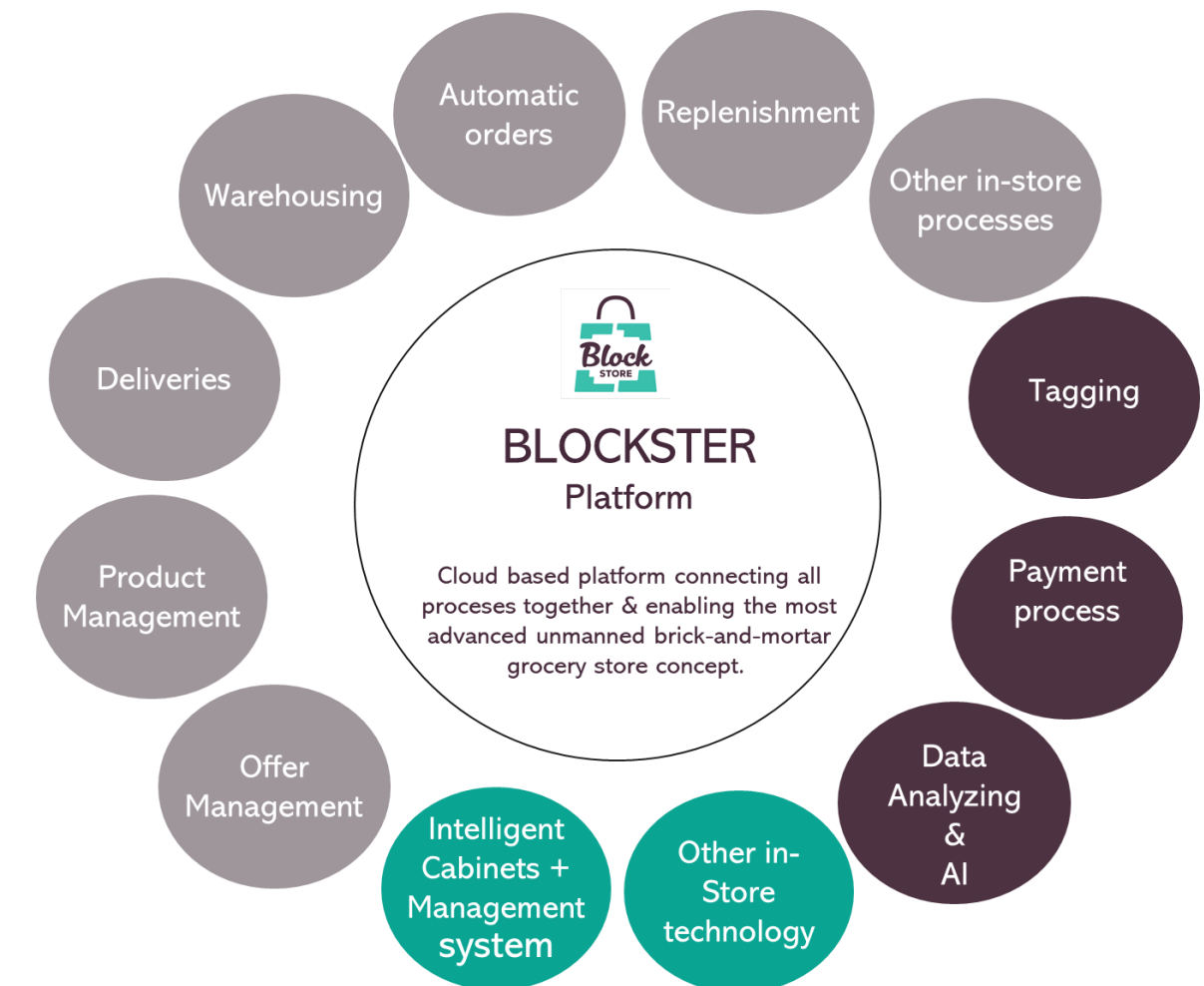
- State-of-art technology
- Optimized and proven processes
- designed and developed for scaling
- Complemented with own and protected IPR

Entire concept as a service -uGaaS

- Unmanned Grocery as a Service

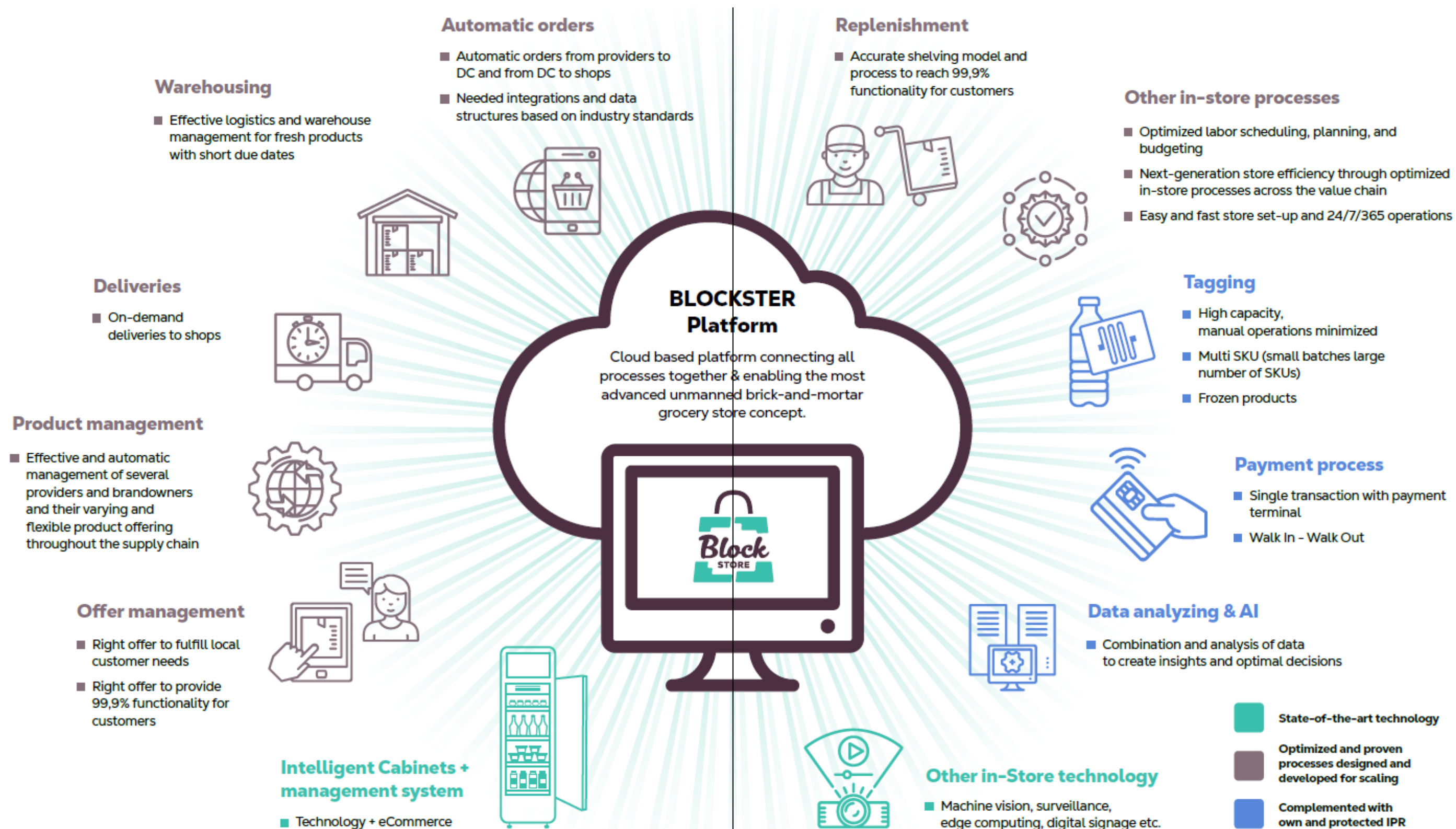
Concept in a nutshell

To deliver operational accuracy > 99.9%

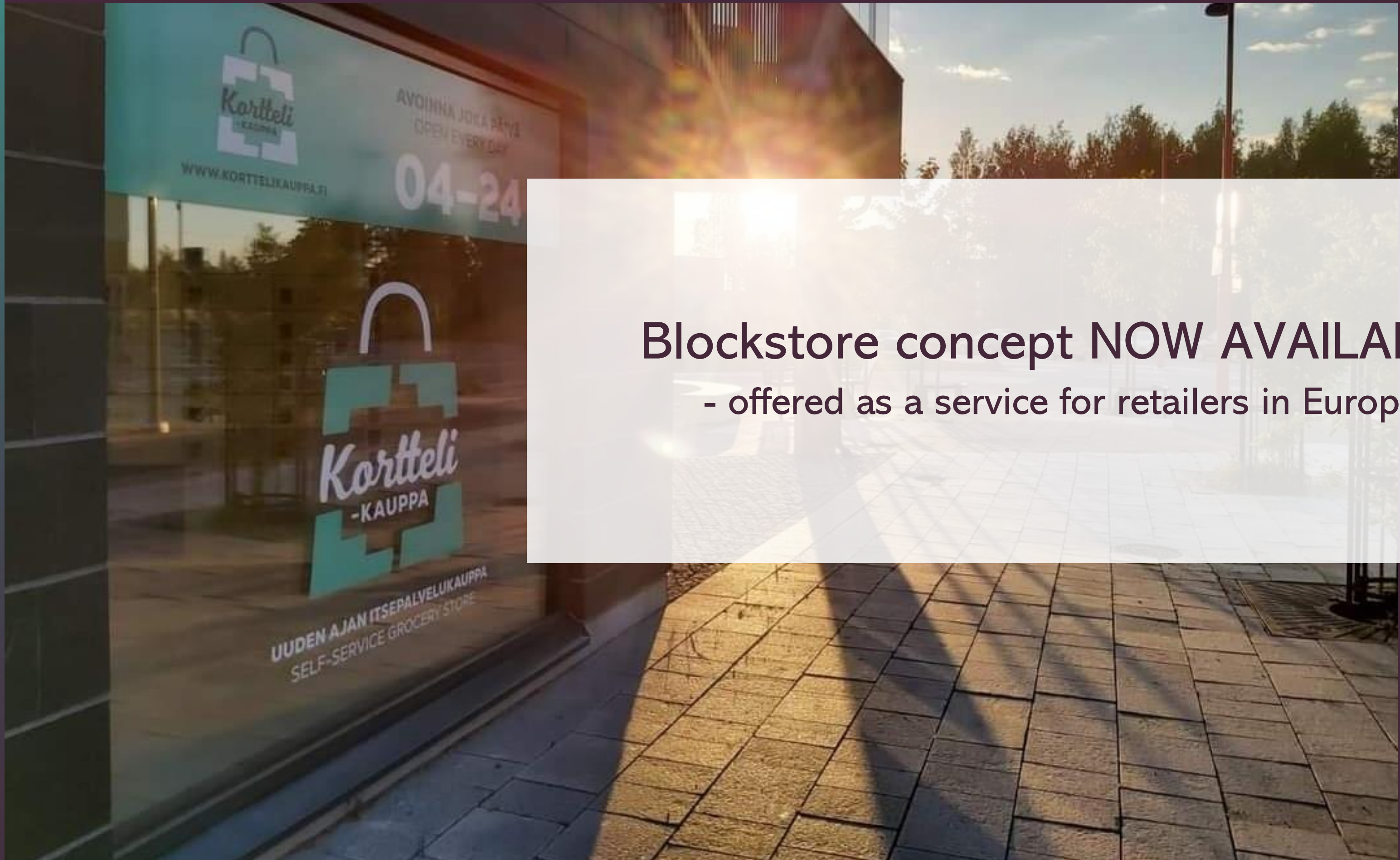


Blockstore Concept Explained

World's most advanced unmanned brick-and-mortar grocery store concept



- State-of-the-art technology
- Optimized and proven processes designed and developed for scaling
- Complemented with own and protected IPR



Blockstore concept NOW AVAILABLE

- offered as a service for retailers in Europe.



What makes our service so unique?

Automatic tagging process (also robotics) with groundbreaking innovation on multi-SKU tagging in challenging circumstances

Blockstore IPR

Blockster platform (automated warehouse, product management, and order and replenishment system tailored for itemization)

Blockstore IPR

The concept “Magic Store”: 10-30 cabinets connected with AI and sensor network for ultimate consumer experience: walk-in & walk-out

Blockstore IPR, launch
November 2021

Value offered for Retailers

Value proposition	OPPORTUNITIES	Gains
Enter locations that are not covered yet. Market growth.	More stores in more locations. Stores can serve as micro-fulfillment centers for e-commerce – enables stronger omni-channel experience	Additional revenue streams Offering satisfying entirely new net of needs.
Better performance -proven end-to-end concept to fit existing warehouse and supply chain models.	Improved service performance for higher consumer & employee engagement. Increased transparency for the end-to –end value chain.	Stronger capabilities for personalized service. Real-time inventory and advanced consumer insight. Lower store operating expenses (easy restocking etc.)
Customization	Tailor products and services to the specific needs.	Increase sales & cut waste. Increased customer loyalty. Fast, convenient and seamless shopping

Service Development Timeline



OUR KEY COMPANY STRATEGIES TOWARDS 2022



Improve consumer
experience



Accelerate technology
platform development
activities in conjunction
with new store processes

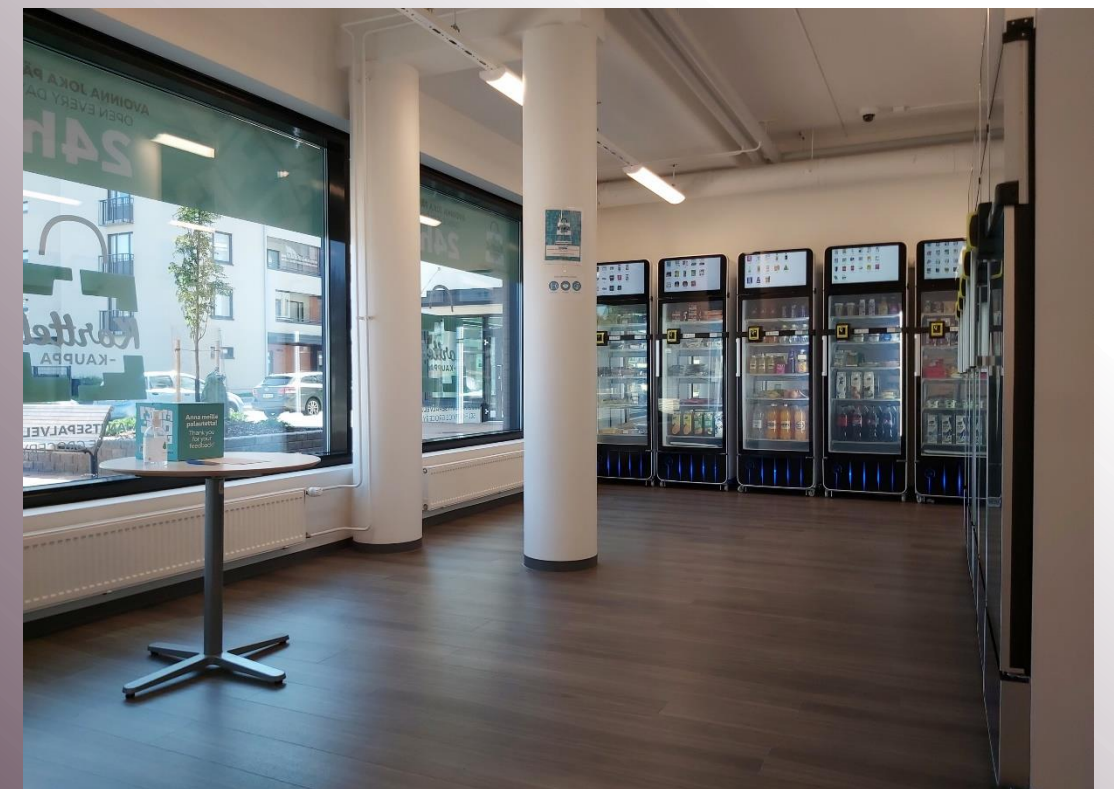
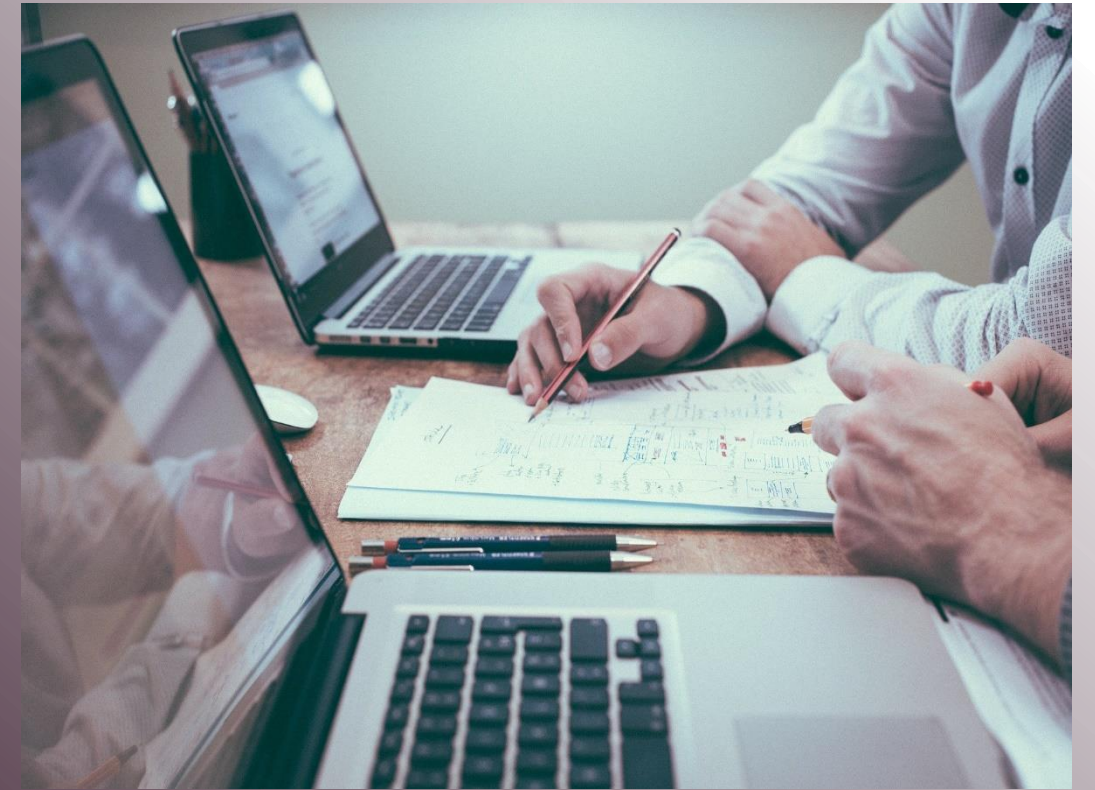


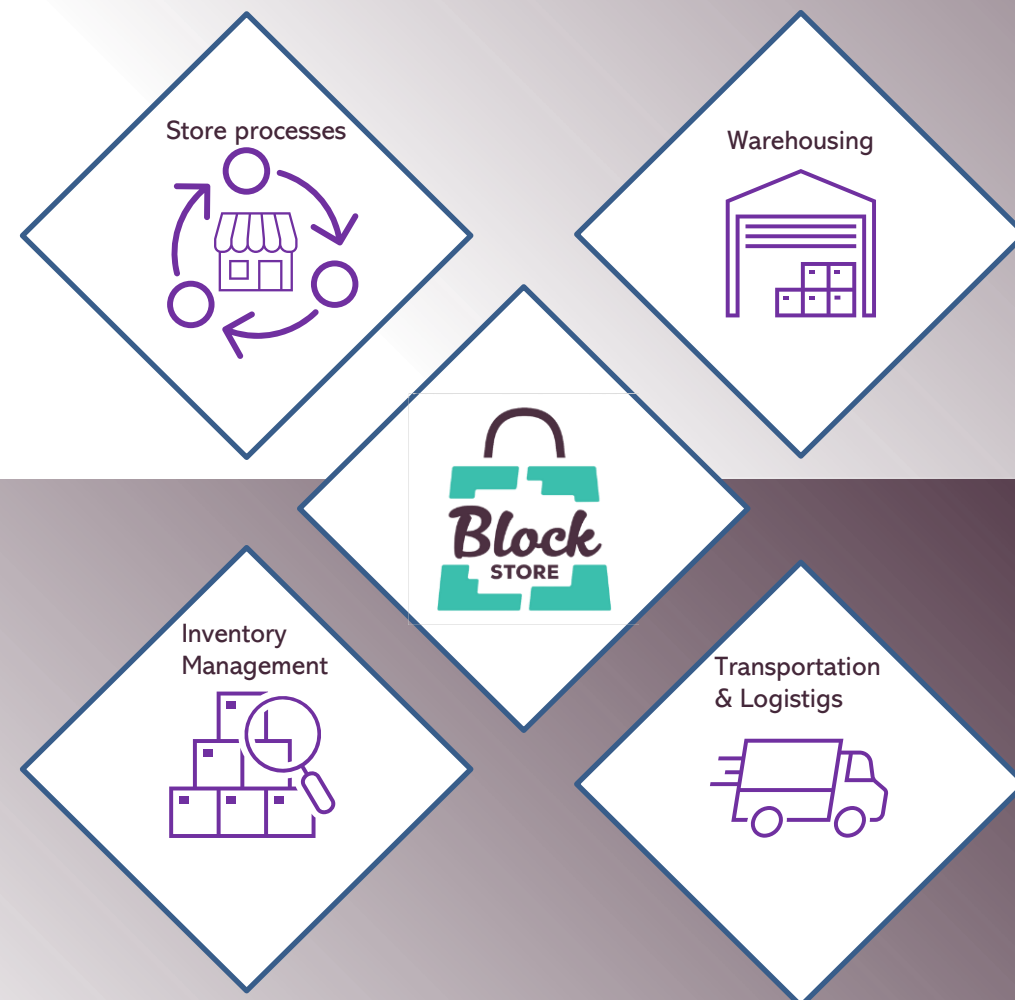
Scalability and entering
new markets



Improve consumer experience

Times may have changed, but the need to buy groceries hasn't. However elevated consumer needs are changing the way we buy groceries and the ability to buy groceries close to home at any time, anywhere, is essential for today's consumers.





Accelerate the technology platform development activities in conjunction with new store processes

“The make-or-break” technology that gathers and connects data for a seamless consumer experience and automates store processes.



Problems we are solving and opportunities we are going after

Accelerate technology platform development activities and new store processes

PROBLEMS WE ARE SOLVING

- Automated order generation
- Product Management
- Multiwarehouse capabilities
- Multitenant & multination
- Delivery capabilities
- Growth capabilities (e.g HR)
- Fastest and most efficient walk-in & walk-out store

Just imagine the ease of buying and selling groceries in digital self-service stores. A goal this massive requires robust backend support

OPPORTUNITIES WE ARE GOING AFTER

- Always products available (eliminate human errors).
- Respond to changing needs is fast & flexible
- Economies of scale & scope
- Company is prepared for growth

Scalability and entering new markets

Our success depends on scalability & our desire is to support all retailers to up their game significantly in brick-and-mortar retailing.





Problems we are solving and opportunities we are going after

Scale and enter new markets

PROBLEMS WE ARE SOLVING

- Market Studies & GTM plans
- uGaaS – business model creation
- Sustainability
- Growth capabilities (e.g HR)

OPPORTUNITIES WE ARE GOING AFTER

- Engagement from retailers for piloting
- Entering new markets in a right order and offering based on the needs.
- Sustainable business model creating a win-win situation for all –People, companies, society, environment

Prioritizing the quality of life of each consumer
– GLOBALLY

Thank you!

