



Traditional "Multipurpose" logistics building



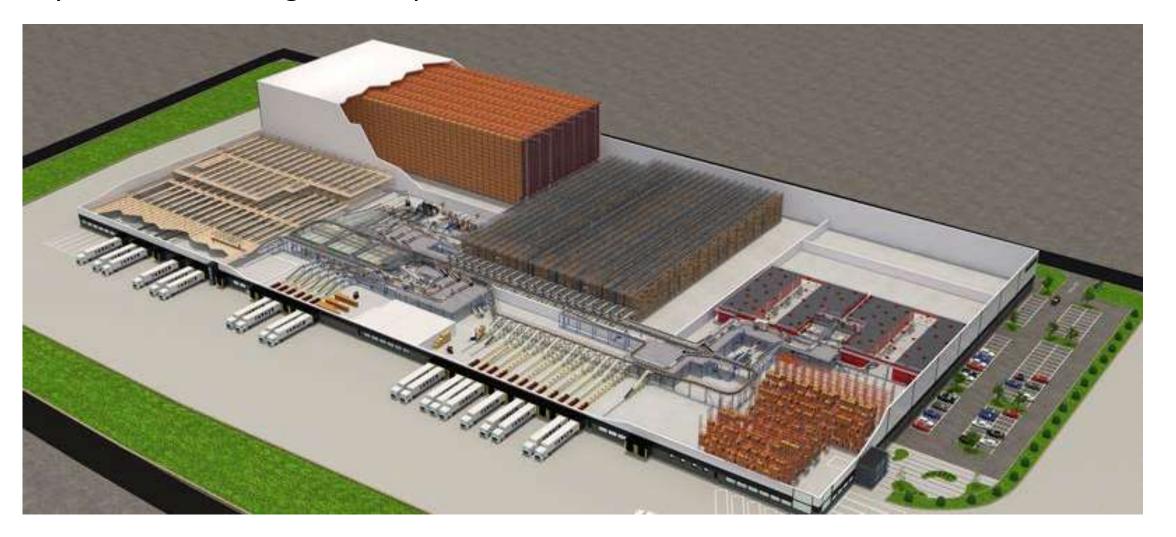


Clad-rack / Silo – The building as an integral part of the automation



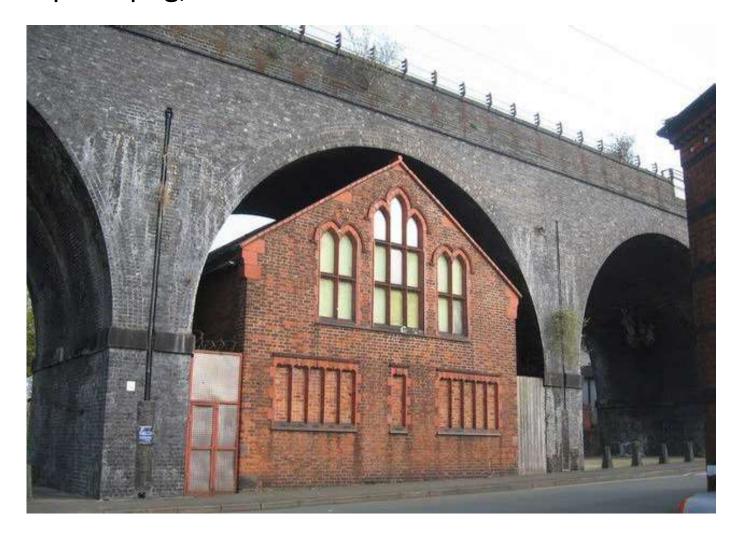


Taylormade building for complex automation solutions





Square peg, round hole

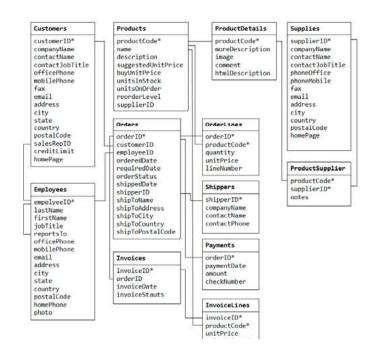




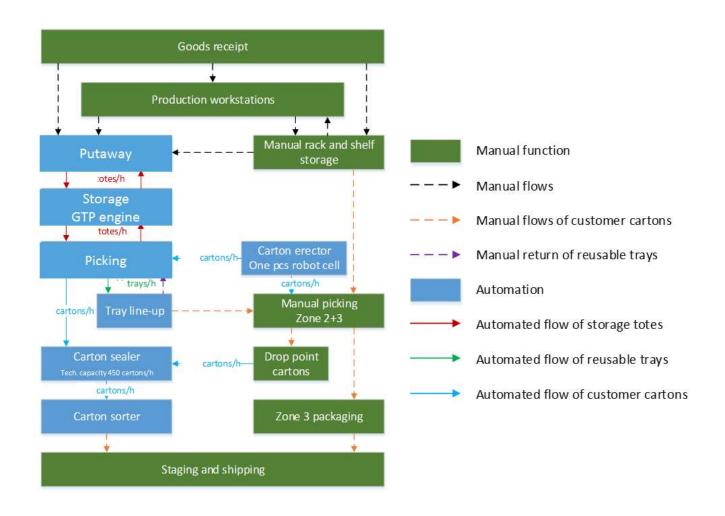




Material Flow Diagram, "Design Hour"

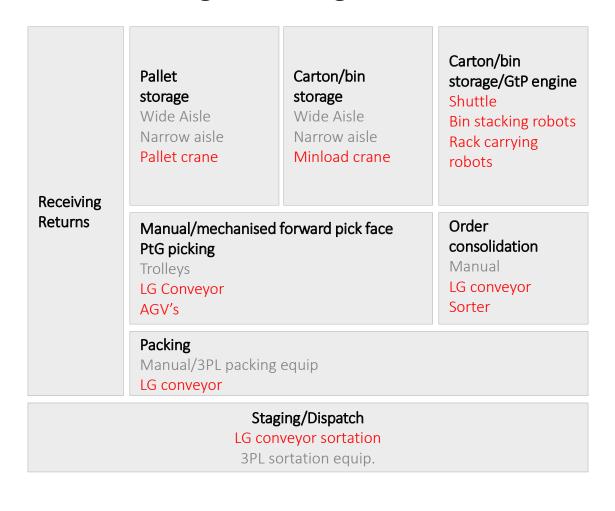


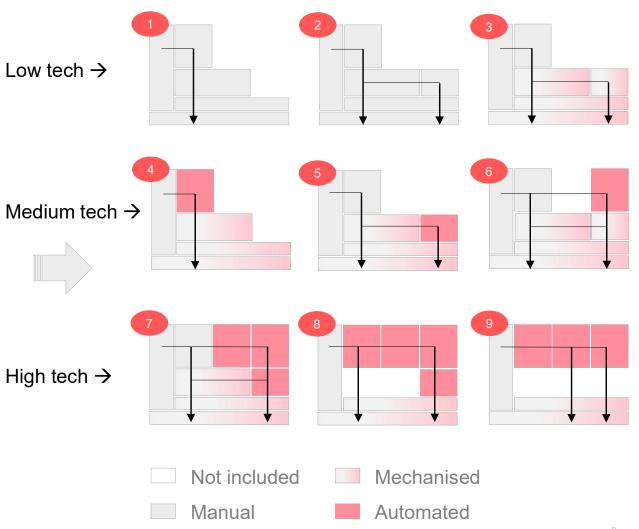






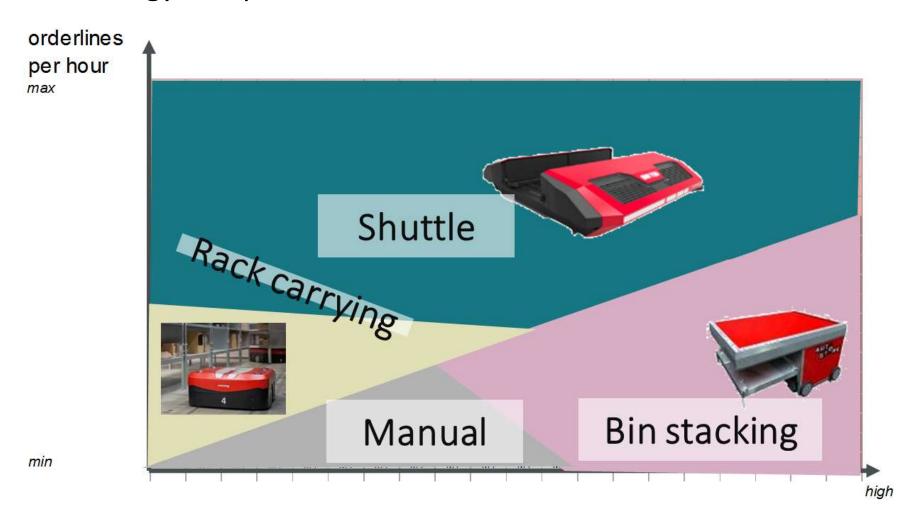
General design and degree of automation





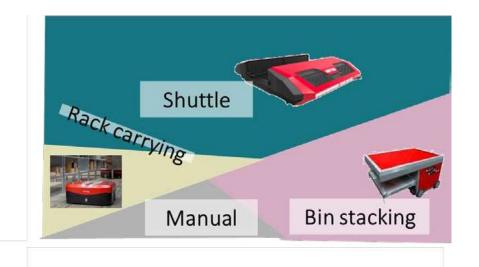


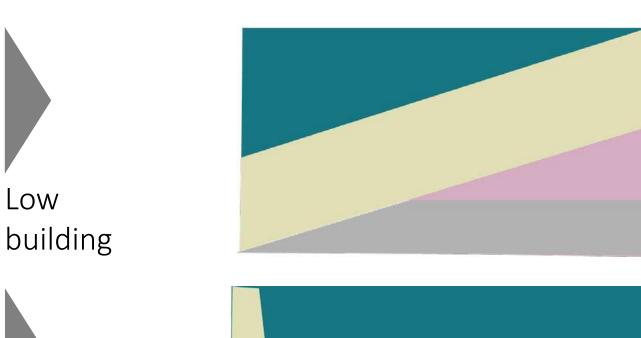
Technology comparision model





Scenario analysis



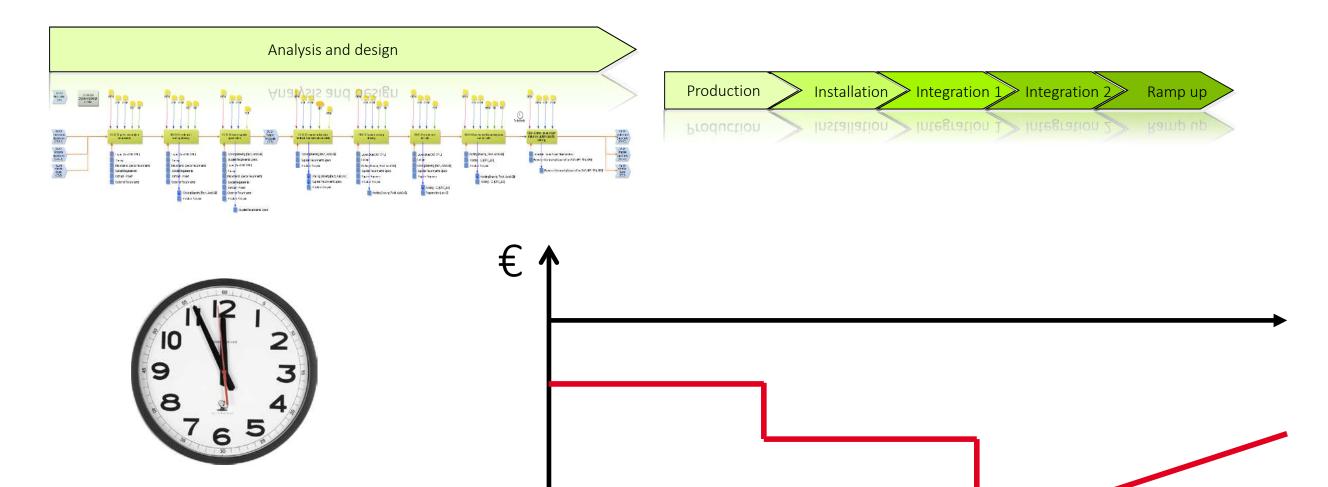








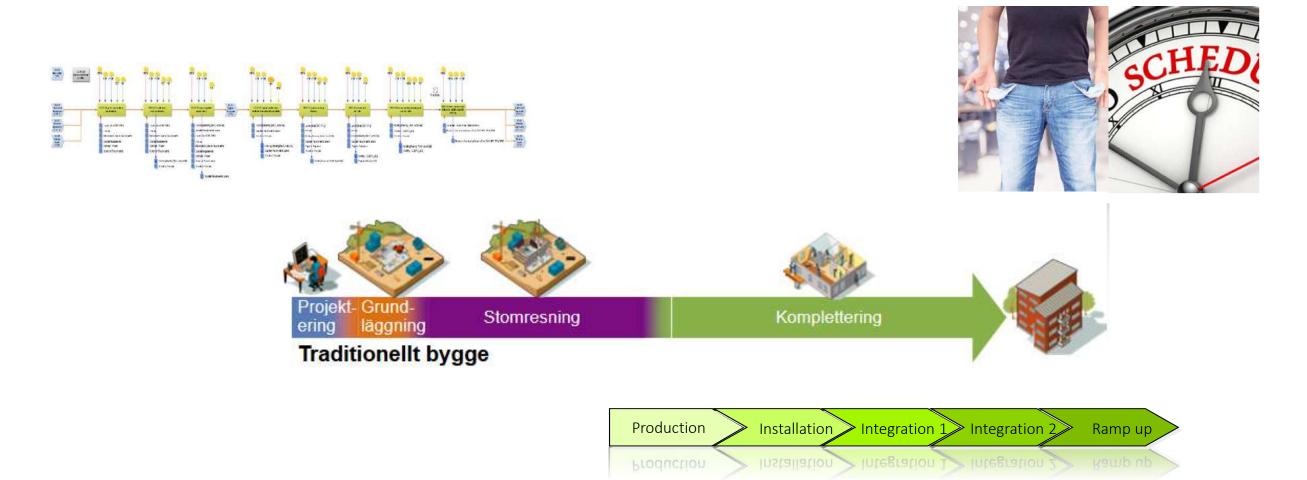
Negative cash flow is a challenge in large projects



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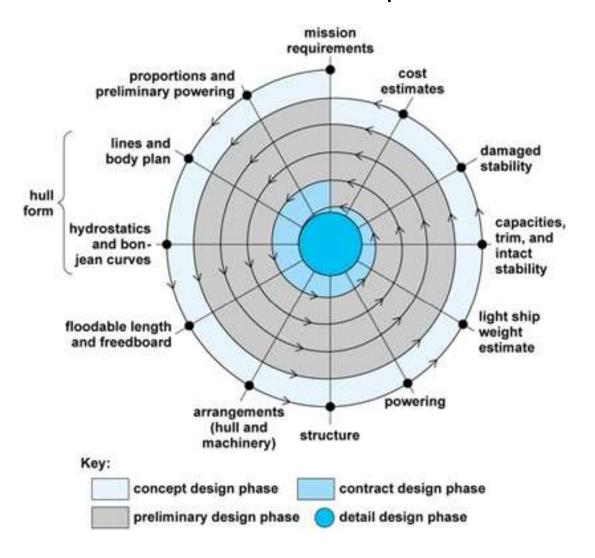


Building design and construction extend the total project lead time

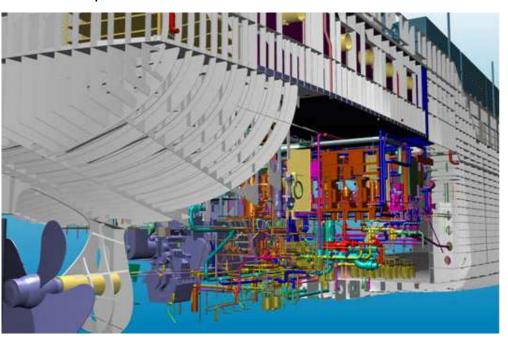




Parallel and iterative development to minimize lead-time

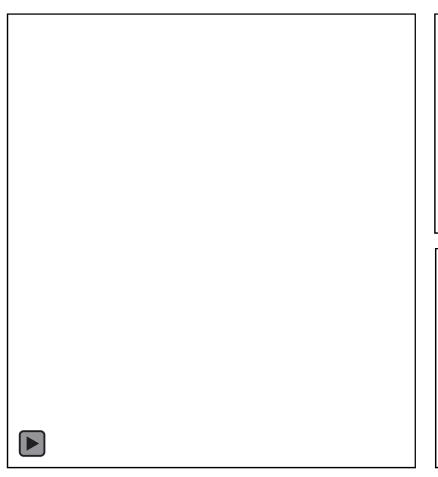


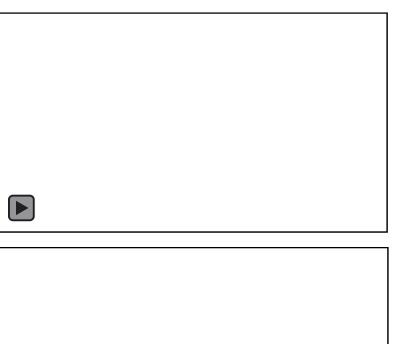
- Early cooperation between building architects and solution designers
- Joint project planning
- Parallel execution
- Transparent trade-off decisions





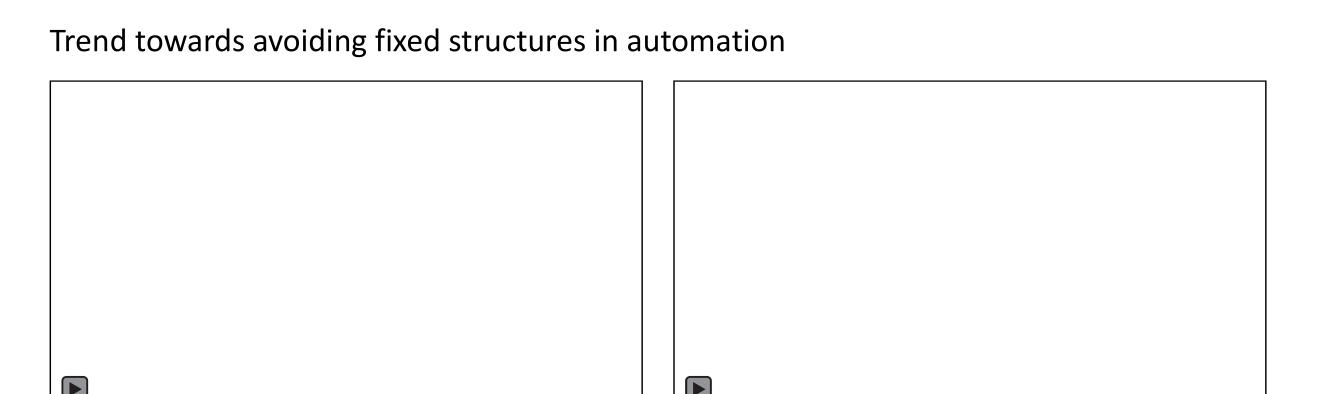
Simulation, 3D visualization and VR for planning and operations



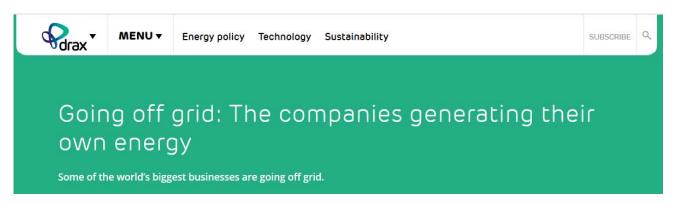


- Evaluate overall design
- Trial work in virtual picking stations
- Training
- Cooperate between warehouses
- Simulate and emulate flows
- Evaluate strategies
- Analyze performance, KPI reporting









- IKEA plans to generate more energy than it uses world-wide by 2020
- Target was the US' leading corporate solar installer with 147,5 MW of capacity
- Walmart has 145 MW capacity
- European Energy Efficiency directive





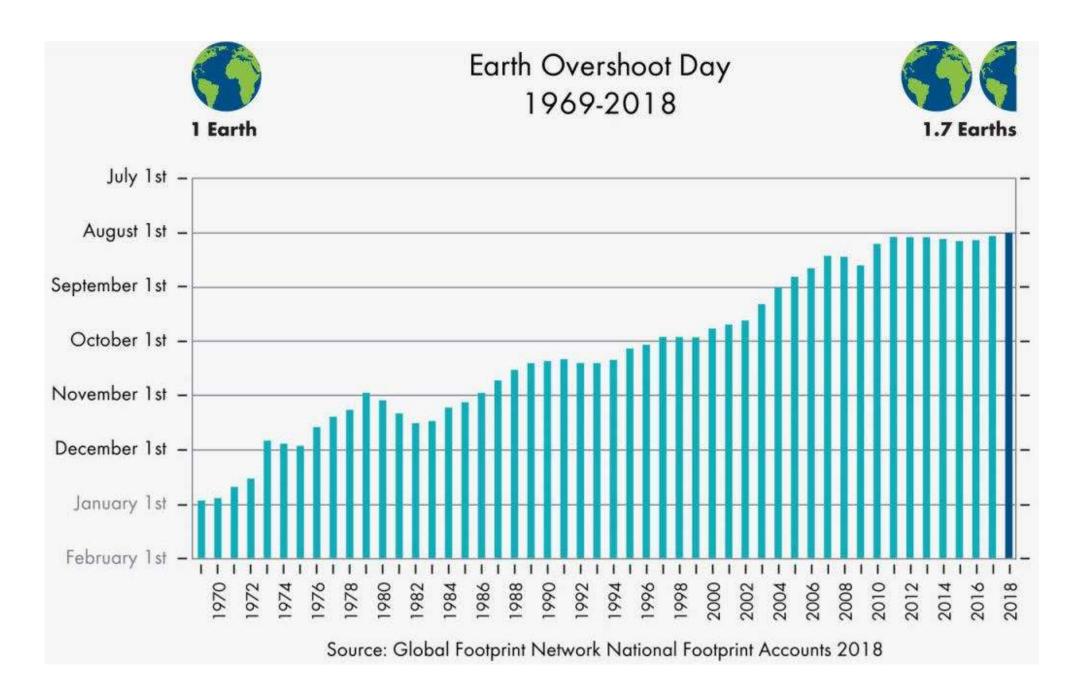




LatAm Parque Logístico Lima Sur

Peru







But, in Nordic we are good on environmental aspects?



To maintain our lifestyle we need to work harder on environmental friendly solutions.



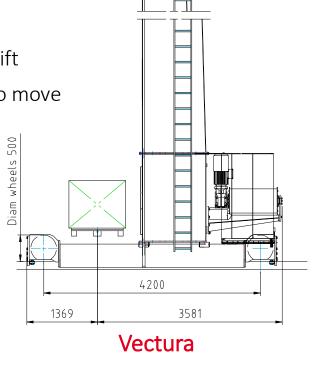
Energy efficient design

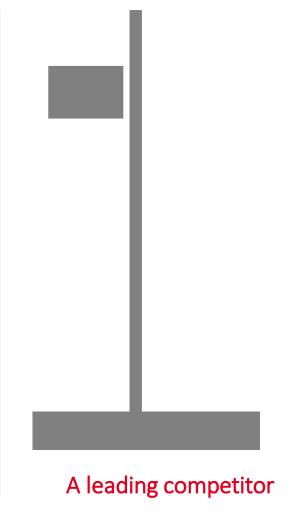
27 m high crane for 1,000 kg design load

Vectura

- Weight 11,350 kg
- Weight of lift carriage 900 kg
- 500 kg (35%) lower weight to lift
- 2,300 kg (17%) lower weight to move







Competitor

- Weight 13,650 kg
- Weight of lift carriage 1,400 kg







Financing

- Pay per use
- Software as a service
- Leasing of robots or whole integrated systems
 - Preferable cash flow
- Rent is a lever for property value
 - Lower financing cost
 - Operational costs matter
- Financing companies are showing increased interest
- Property developers are looking at offering buildings with automation
- "Jordabalken" on acquisition and integration of building accessories







We shape the future of intralogistics by introducing a new era of robotic, datadriven and flexible automated solutions that create exceptional customer value.