



# Contactless retail

## Intelligent cabinet

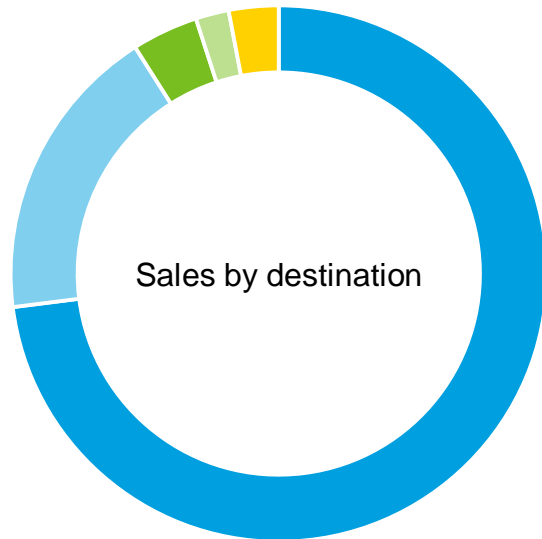
Stora Enso

Date: 22.4.2020

# Stora Enso in brief



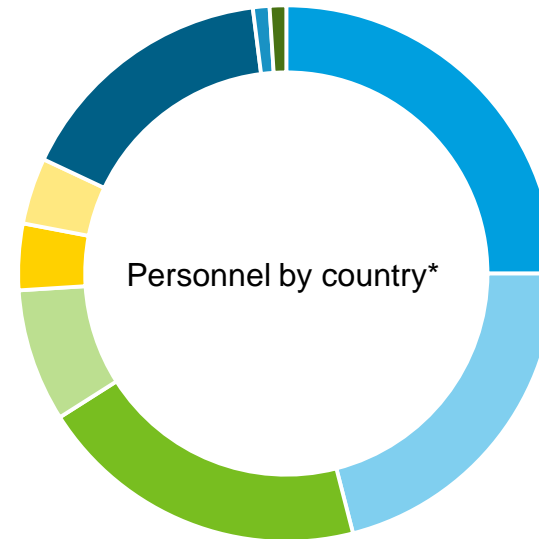
Sales in 2019  
**EUR 10.1 billion**



- Europe 73%
- Asia Pacific 18%
- North America 4%
- South America 2%
- Other 3%

Employees  
**26 000**

Countries  
**30**



- Finland 25%
- China 21%
- Sweden 20%
- Poland 8%
- Germany 4%
- Russia 4%
- Other Europe 16%
- Americas 1%
- Other countries 1%

Shares listed on Nasdaq  
in Helsinki and Stockholm

\*Excluding employees of our 50%-owned joint operations Veracel and Montes del Plata

# Stora Enso

## Intelligent Packaging



**Stora Enso** - leading global renewable materials and packaging company

**Stora Enso Intelligent Packaging** digitalization of product and packaging flows with RFID technology

### Key benefits and uses of RFID

- Automated item level identification
- Inventory management
- Unmanned services
- Track and trace

**Leading thought** - customer centric development

## Intelligent Packaging Verticals

ECO RFID  
tag products



New Retail  
solutions



Industrial  
solutions



# Contactless shopping with intelligent cabinets

The New Retail Solution by Stora Enso provides an *Unmanned and Always Open Retail Experience*, allowing consumers to independently buy items from Intelligent Cabinets using contactless payment.

**Looks good,  
compact size**

**Easy and fast  
purchasing**

**Centralized  
management**

**Item level  
identification  
with RFID**

**Accurate  
refilling**

**Minimize  
shrinkage**



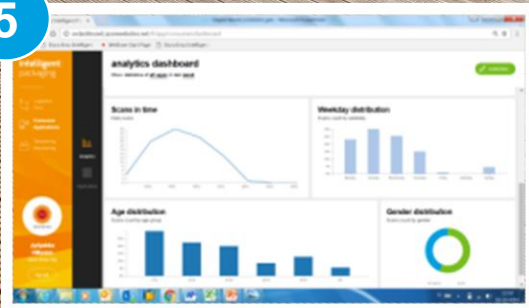


# Intelligent Cabinet

## Consumer Purchase Process



1. Consumer opens the cabinet using their credit card
2. Door unlocks
3. Customer selects items. All items are uniquely identified using sustainable, paper based anti-tamper RFID tags
4. Fridge re-locks, performs inventory reading and displays purchases on screen. Customer receives purchase receipt to phone.
5. Retailer or brand owner receives real-time information about stock, purchases and use-by dates



# Intelligent Cabinet Management

## Software driving efficient operations



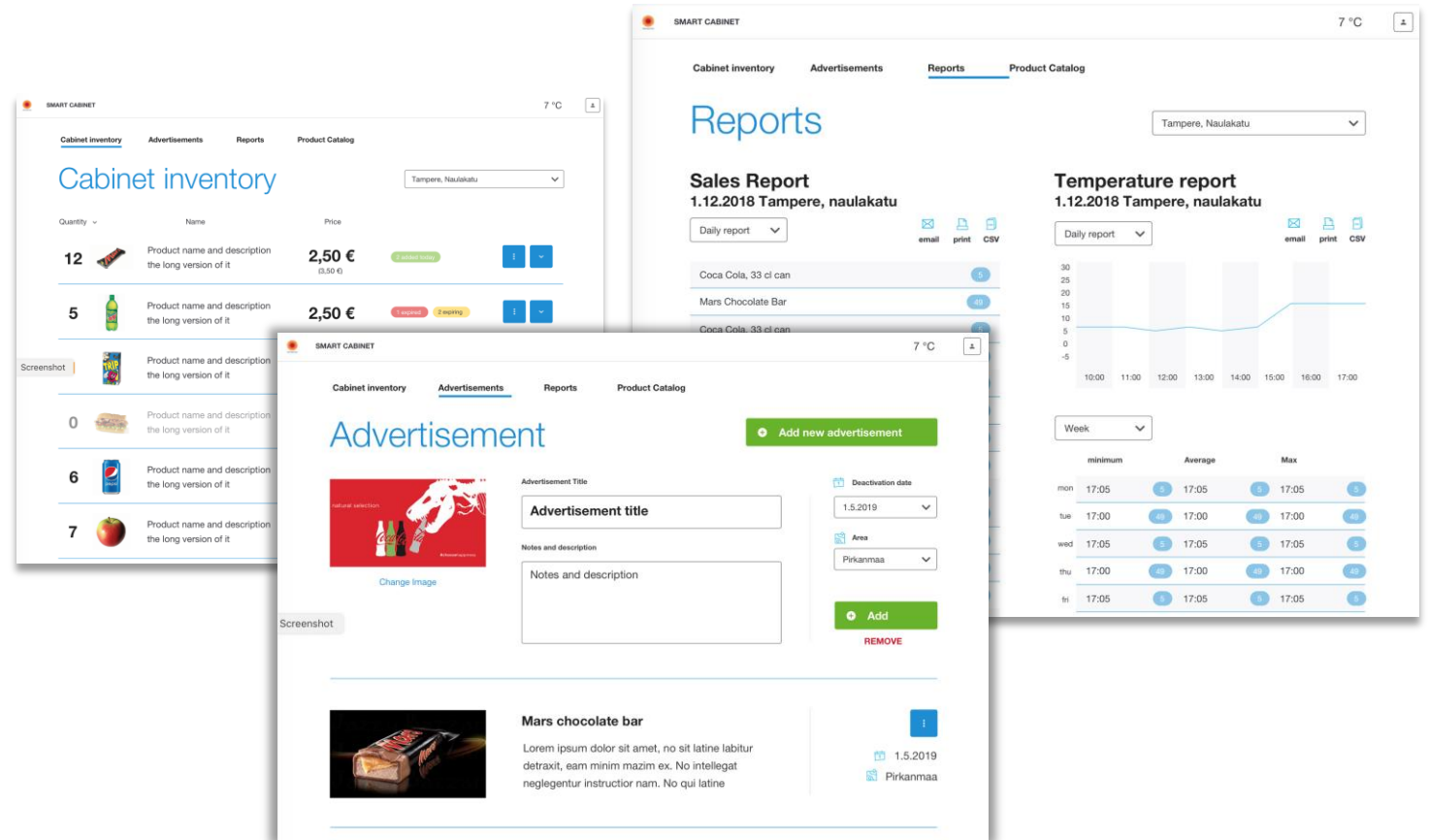
Cabinet is managed through web-based software solution:

### Management service

- Inventory management
- Promotions broadcasted in screens
- Sales reporting
- Ability to connect through API with common PoS infrastructure

### ReFill app

- Made for replenishment automation
- Allows operator to open the cabinet and perform replenishment

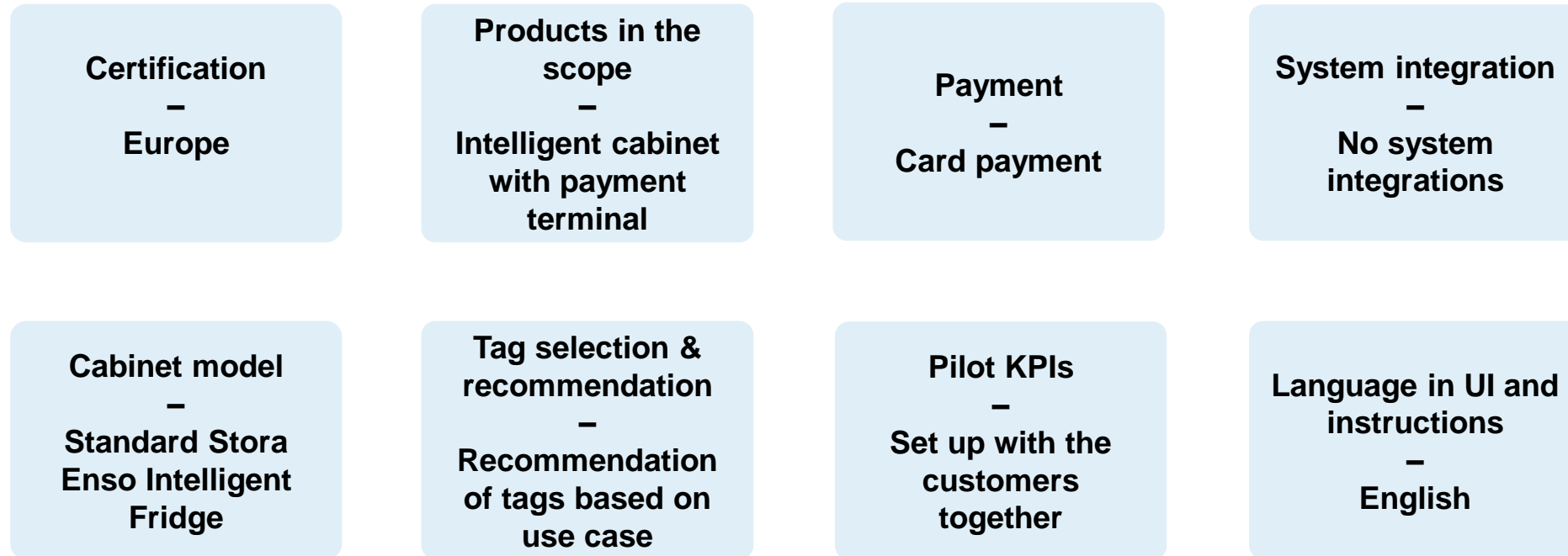


# Applications of Intelligent cabinets to businesses in Covid-19



- Use case: Contactless shopping with **self-checkin, self-checkout and self-payment** via intelligent cabinets
- Covid-19 relevance:
  - **Minimizing the spread of virus:**
    - Cashierless check in and check out remove unnecessary interactions
    - Fast and efficient purchasing journey: Multiple items can be purchased at once, thus reducing queuing time
  - **Real time inventory status:**
    - Sales performance of individual items can be reviewed in real time
    - Know when cabinet runs out of inventory and when replenishment should happen
  - **Efficient update to your customers with latest information**
    - Update your customers with latest news from your business using the LCD screen on top of the cabinet

# Overview of Intelligent cabinet components





# Covid-19 offer – 4 Indoor Cabinets for retailers

Applies for standard intelligent cabinet, no customization work is provided within this package

Leasing time: 12 months

Lead time: 8-10 weeks

This package does not include 3rd party payment service (Nayax service)



Solution components			
Hardware & RFID Tags	Software	Delivery & Support	Payment System
Indoor Fridge x 4*	Inventory management software license including <ul style="list-style-type: none"> <li>- e-commerce platform</li> <li>- Data analytics</li> <li>- Performance report: temperature and security</li> <li>- Sales Report</li> <li>- Software updates</li> </ul>	Cabinet and encoding table shipment and installation	Nayax payment terminal
RFID encoding table		Cloud service setup with product data and sales reports	
ECO RFID Tags		Stora Enso support and training	
COVID-19 Offer			Third-Party Service (not included in offer)
Leasing fee: 2500 EUR/month for all hardware (excl.tax)			Contract & Payment directly between customer and Nayax
Eco RFID Tags: 4 months * 4 cabinets* 1000 tags = <b>16,000 tags (free of charge)</b>			
Inventory management software licensing: <b>Free (4 months)</b>			

9 \* We offer 4 cabinets as a standard volume to make sure that we can enable the best customer support and delivery

# After Covid-19 – 4 Indoor Cabinets for retailers



After 4 months leasing period, further continuation agreement need to be made.

Inventory software licensing fee (after 4 months): 60 EUR/month/cabinet

This package does not include 3rd party payment service (Nayax service)

Solution components			
Hardware & RFID Tags	Software	Delivery & Support	Payment System
Indoor Fridge x 4*	Inventory management software license including <ul style="list-style-type: none"> <li>- e-commerce platform</li> <li>- Data analytics</li> <li>- Performance report: temperature and security</li> <li>- Sales Report</li> <li>- Software updates</li> </ul>	Cabinet and encoding table shipment and installation	Nayax payment terminal
RFID encoding table		Cloud service setup with product data and sales reports	
ECO RFID Tags		Stora Enso support and training	
After Offer period			Third-Party Service
Monthly maintenance & service support: to be discussed on level of service needed			Contract & Payment directly between customer and Nayax
Eco RFID Tags: Charge applies depending on actual volume and type of tags			
Inventory management software licensing: : 60 EUR/ month/ cabinet			

# Contact information

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## Learn more:

- Watch the film: [New Retail by Stora Enso Video](#)
- Watch the film: [The World's Greenest tag – ECO RFID by Stora Enso](#)
- Learn more about Stora Enso Intelligent Packaging: [www.taggedvalue.com](http://www.taggedvalue.com)



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**Thank you!**