



Fox Robotics Company Overview

In 2017, a group of engineers set out to create a company that will set a new stride and standard for the fast-paced world of automation by designing and building safe and intelligent robotic forklifts at scale. They narrowed their focus on an unmet warehouse need for a safer, more efficient, and cost-effective way to autonomously unload pallets from trailers onto loading docks. The founders' vision for autonomous pallet workflows with robots that provide automated peace of mind was quickly funded by Eniac Ventures and Signalfire. Additional investors, including Menlo Ventures, BMW iVentures, and others, swiftly followed suit, enabling rapid commercialization and deployment.

Fox Robotics combines the latest in robotics, machine learning, optimization, and planning to build autonomous forklifts that are smart, safe, and effective. The company's flagship product, the FoxBot autonomous trailer loader/unloader, is the world's first Class 1 electric, stand-up autonomous forklift that automates pallet unloading and transport on warehouse loading docks.








Fox Robotics currently has 100+ FoxBot autonomous forklifts installed at 54 customer sites across the U.S. and Canada. They are the only company in the autonomous pallet loading and unloading market founded, developed, and operating in the U.S.

Leadership Team

The executive team at Fox Robotics are seasoned leaders in automation, artificial intelligence (AI), machine learning, and supply chain optimization. They partner with customers to improve supply chain operations and safety outcomes.

- Marin Tchakarov, Chief Executive Officer and President
- Manny Guerrero, Chief Financial Officer
- Peter Anderson-Sprecher, Co-Founder
- Meghan Kennedy, Vice President of Sales
- Andrew Graham, Vice President of Engineering

An impressive board of directors supports the Fox Robotics executive leadership team:

 Till Reuter	BOARD DIRECTOR: Former CEO at KUKA	 Kasper Sage	BOARD DIRECTOR Managing Partner at BMW i Ventures
 David Fuller	BOARD DIRECTOR: CEO at Artificial and Former CTO at KUKA	 Tony Paichek	BOARD OBSERVER Vice President at Zebra Technologies
 Mark Siegel	BOARD DIRECTOR: Managing Partner at Menlo Ventures	 Kaz Kikuchi	BOARD OBSERVER Partner at Translink Capital (Japan Airlines)
 Scott Walbrun	BOARD OBSERVER Principal at BMW i Ventures		

Company Timeline & Investor Milestones

2017	Fox Robotics realizes a vision for an intelligent, automated solution to address an unmet warehouse need for a safer, more efficient, and more productive way to unload pallets from trailers.
2018	Fox Robotics secures \$850,000 from angel investors. A prototype for a robot that unloads pallets from a trailer is developed with \$3 million in Seed round funding from Eniac Ventures and Signalfire.
2019	Fox Robotics obtains its first paid proof-of-concept (POC) pilot - a Fox Robotics technician brings a robot onsite to pull 8 trailers daily for three weeks.
2020	Menlo Ventures infuses \$9 million into Fox Robotics via a Series A investment. Commercialization begins, and the first four FoxBot autonomous forklifts sell to a major warehouse customer.
2021	DHL purchases its first FoxBot autonomous forklift.
2022	Fox Robotics announces \$20 million in oversubscribed funding led by BMW iVentures to support the company's next growth phase. New investors include Zebra Technologies, Japan Airlines,

	Translink Innovation Fund, and Foothill Ventures. The final round closes with a total of \$24 million.
2023	Fox Robotics nearly triples its annual recurring revenue (ARR). January 2024 The installation base of Fox Bot autonomous forklifts surpasses 2.5 million lifetime pallet pulls onto warehouse loading docks across customer locations.
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April 2024	Fox Robotics and Walmart enter into a multi-year program agreement. The program begins with rolling out 19 FoxBot autonomous forklifts across four high-tech Walmart distribution centers. Walmart also invests growth capital for a minority stake in Fox Robotics.
May 2024	To scale and expand its supply chain, Fox Robotics pens a non-exclusive partnership with KION North America wherein KION NA will manufacture and assemble FoxBot autonomous ATLs at its facilities in Summerville, South Carolina.
October 2024	The installation based of Fox Bot autonomous forklift surpasses 5 million lifetime pallet pulls onto warehouse loading docks across customer locations.

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