



Global Smart Lockers Industry Market Research Report



Summary:

Based on the Smart Lockers chain, this report mainly elaborates the definition, types, applications and major players of Smart Lockers market in details. Deep analysis about market status (2017-2022), enterprise competition pattern, advantages and disadvantages of enterprise products, industry development trends (2022-2027), regional industrial layout characteristics and macroeconomic policies, industrial policy has also been included. From raw materials to downstream buyers of this industry will be analyzed scientifically, the feature of product circulation and sales channel will be presented as well. In a word, this report will help you to establish a panorama of industrial development and characteristics of the Smart Lockers market.

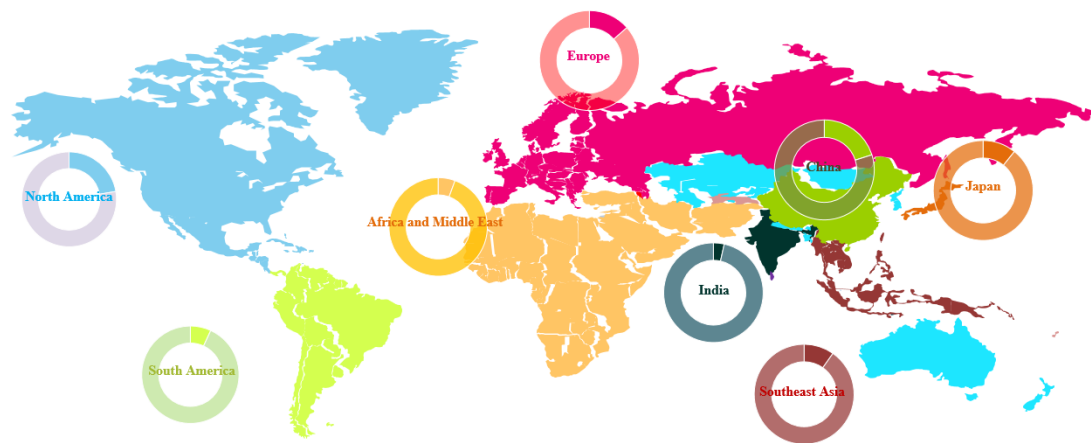
Highlight-Key Points

Item	2021	2027
Global Revenue (M USD)	807.88	1376.65
Regional Share (% revenue basis)	North America: 34.23% Europe: 25.71% China: 19.20% Japan: 5.99% Middle East and Africa: 3.45% India: 2.06% South America: 2.95% Others: 6.40%	North America: 32.67% Europe: 24.03% China: 21.71% Japan: 5.51% Middle East and Africa: 3.79% India: 2.36% South America: 3.03% Others: 6.90%
Major Types of Smart Lockers Market Share (% revenue basis)	Hardware Systems: 75.77% Services: 24.23%	Hardware Systems: 72.61% Services: 27.39%
Major Application Share (% revenue basis)	Retail/Commercial: 22.69% Express and Logistics: 38.39% Education/Libraries: 9.19% Corporate Use: 15.46% Others: 14.26%	Retail/Commercial: 22.39% Express and Logistics: 36.43% Education/Libraries: 8.96% Corporate Use: 16.96% Others: 15.26%
Major Vendors Share in 2019 (% revenue basis)	Top 3: 13.96% Top 5: 19.89% Apex Supply Chain Technologies: 5.18% Hangzhou Dongcheng Electronic Co.,Ltd: 4.77% Shenzhen ZHILAI: 4.01%	
CAGR (%) 2022-2027	Value: 9.19%	

Highlights-Regions

The Smart Lockers market can be split based on product types, major applications, and important regions as follows:

- North America
- Europe
- China
- Japan
- Middle East and Africa
- India
- South America
- Rest of the World



Highlights-Players

Major Players in Smart Lockers market are:

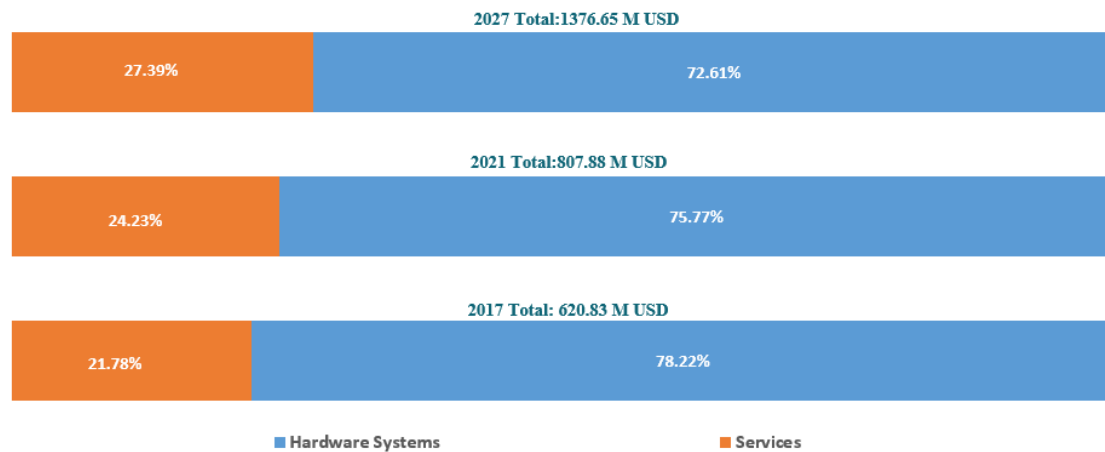
- Apex Supply Chain Technologies
- Hangzhou Dongcheng Electronic Co.,Ltd
- Shenzhen ZHILAI
- HP
- Cleveron
- Ricoh
- Traka
- deister electronic
- LockTec
- TZ SMARt Locker Solutions
- AirLocker
- Signifi Solutions Inc.
- Datrose
- LocknCharge
- IVM, Inc.

- Meridian Kiosks
- Florence Corporation
- Smiota
- Velocity Smart Technology

Highlights-Types

Most important types of Smart Lockers products covered in this report are:

- Hardware Systems
- Services



Highlights-Applications

Most widely used downstream fields of Smart Lockers market covered in this report are:

- Retail/Commercial
- Express and Logistics
- Education/Libraries
- Corporate Use
- Others

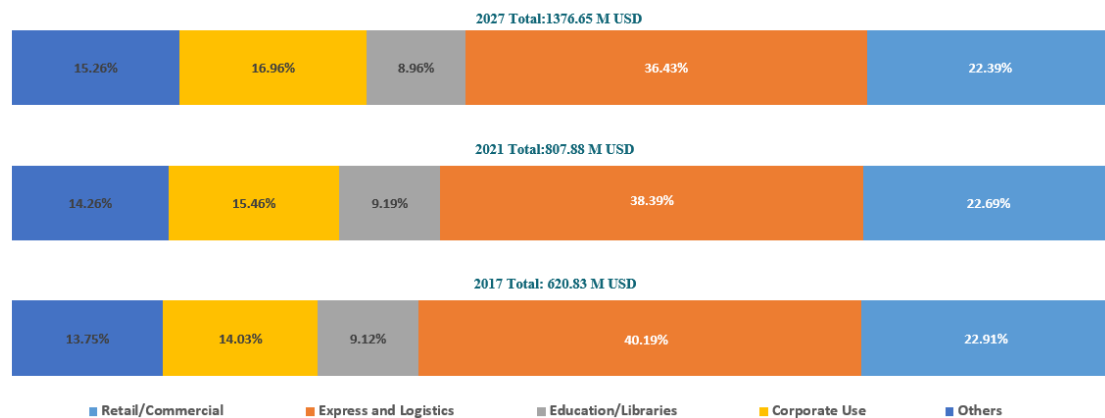


Table of Content

1 Smart Lockers Introduction and Market Overview	1
1.1 Objectives of the Study	1
1.2 Overview of Smart Lockers.....	1
1.3 Smart Lockers Market Scope and Market Size Estimation	2
1.3.1 Market Concentration Ratio and Market Maturity Analysis	2
1.3.2 Global Smart Lockers Value and Growth Rate from 2017-2027.....	3
1.4 Market Segmentation.....	3
1.4.1 Types of Smart Lockers.....	3
1.4.2 Applications of Smart Lockers	5
1.4.3 Research Regions.....	6
1.5 Market Dynamics	13
1.5.1 Drivers	13
1.5.2 Limitations.....	15
1.5.3 Opportunities	16
1.6 Industry News and Policies.....	17
1.6.1 Industry News.....	17
1.6.2 Industry Policies	18
1.7 Smart Lockers Industry Development Trends under COVID-19 Outbreak	20
1.7.1 Global COVID-19 Status Overview.....	20
1.7.2 Influence of COVID-19 Outbreak on Smart Lockers Industry Development	20
2 Industry Chain Analysis.....	22
2.1 Major Players of Smart Lockers	22
2.1.1 Major Players Business Distribution Regions	22
2.2 Smart Lockers Business Cost Structure Analysis	24
2.2.1 Business Cost Structure of Smart Lockers	24
2.2.2 Labor Cost of Smart Lockers	24
2.3 Market Channel Analysis of Smart Lockers	39
2.4 Major Downstream Customers of Smart Lockers Analysis.....	40
3 Global Smart Lockers Market, by Type.....	41
3.1 Global Smart Lockers Value and Market Share by Type (2017-2022)	41
3.2 Global Smart Lockers Value and Growth Rate by Type (2017-2022).....	42
3.2.1 Global Smart Lockers Value and Growth Rate of Hardware Systems.....	42
3.2.2 Global Smart Lockers Value and Growth Rate of Services	43
4 Smart Lockers Market, by Application	44
4.1 Downstream Market Overview	44
4.2 Global Smart Lockers Consumption Value and Market Share by Application (2017-2022)	44

4.3 Global Smart Lockers Consumption and Growth Rate by Application (2017-2022)	46
4.3.1 Global Smart Lockers Value and Growth Rate of Retail/Commercial (2017-2022)	46
4.3.2 Global Smart Lockers Value and Growth Rate of Express and Logistics (2017-2022)	47
4.3.3 Global Smart Lockers Value and Growth Rate of Education/Libraries (2017-2022)	48
4.3.4 Global Smart Lockers Value and Growth Rate of Corporate Use (2017-2022)	49
5 Global Smart Lockers Value by Region (2017-2022)	52
5.1 Global Smart Lockers Value and Market Share by Region (2017-2022)	52
5.2 Global Smart Lockers Value and Gross Margin (2017-2022)	52
5.3 North America Smart Lockers Value and Gross Margin (2017-2022)	53
5.3.1 North America Smart Lockers Market Under COVID-19	53
5.4 Europe Smart Lockers Value and Gross Margin (2017-2022)	53
5.4.1 Europe Smart Lockers Market Under COVID-19	54
5.5 China Smart Lockers Value and Gross Margin (2017-2022)	54
5.5.1 China Smart Lockers Market Under COVID-19	54
5.6 Japan Smart Lockers Value and Gross Margin (2017-2022)	55
5.6.1 Japan Smart Lockers Market Under COVID-19	55
5.7 Middle East and Africa Smart Lockers Value and Gross Margin (2017-2022)	55
5.7.1 Middle East and Africa Smart Lockers Market Under COVID-19	55
5.8 India Smart Lockers Value and Gross Margin (2017-2022)	56
5.8.1 India Smart Lockers Market Under COVID-19	56
5.9 South America Smart Lockers Value and Gross Margin (2017-2022)	57
5.9.1 South America Smart Lockers Market Under COVID-19	57
6 Competitive Landscape.....	58
6.1 Competitive Profile.....	58
6.2 Apex Supply Chain Technologies	59
6.2.1 Company Profiles	59
6.2.2 Smart Lockers Service Introduction.....	60
6.2.3 Apex Supply Chain Technologies Value, Gross and Gross Margin 2017-2022	60
6.3 Hangzhou Dongcheng Electronic Co.,Ltd	61
6.3.1 Company Profiles	61
6.3.2 Smart Lockers Service Introduction.....	62
6.3.3 Hangzhou Dongcheng Electronic Co.,Ltd Value, Gross and Gross Margin 2017-2022	62
6.4 Shenzhen ZHILAI.....	63
6.4.1 Company Profiles	63
6.4.2 Smart Lockers Service Introduction.....	64
6.4.3 Shenzhen ZHILAI Value, Gross and Gross Margin 2017-2022	64
6.5 HP	65

6.5.1 Company Profiles	65
6.5.2 Smart Lockers Service Introduction.....	66
6.5.3 HP Value, Gross and Gross Margin 2017-2022.....	66
6.6 Cleveron	67
6.6.1 Company Profiles	67
6.6.2 Smart Lockers Service Introduction.....	68
6.6.3 Cleveron Value, Gross and Gross Margin 2017-2022	68
6.7 Ricoh.....	69
6.7.1 Company Profiles	69
6.7.2 Smart Lockers Service Introduction.....	70
6.7.3 Ricoh Value, Gross and Gross Margin 2017-2022	70
6.8 Traka	71
6.8.1 Company Profiles	71
6.8.2 Smart Lockers Service Introduction.....	72
6.8.3 Traka Value, Gross and Gross Margin 2017-2022.....	72
6.9 deister electronic.....	73
6.9.1 Company Profiles	73
6.9.2 Smart Lockers Service Introduction.....	74
6.9.3 deister electronic Value, Gross and Gross Margin 2017-2022	74
6.10 LockTec	75
6.10.1 Company Profiles	75
6.10.2 Smart Lockers Service Introduction.....	76
6.10.3 LockTec Value, Gross and Gross Margin 2017-2022.....	76
6.11 TZ SMART Locker Solutions	77
6.11.1 Company Profiles	77
6.11.2 Smart Lockers Service Introduction.....	78
6.11.3 TZ SMART Locker Solutions Value, Gross and Gross Margin 2017-2022	78
6.12 AirLocker	79
6.12.1 Company Profiles	79
6.12.2 Smart Lockers Service Introduction.....	80
6.12.3 AirLocker Value, Gross and Gross Margin 2017-2022	80
6.13 Signifi Solutions Inc.	81
6.13.1 Company Profiles	81
6.13.2 Smart Lockers Service Introduction.....	82
6.13.3 Signifi Solutions Inc. Value, Gross and Gross Margin 2017-2022	83
6.14 Datrose	83
6.14.1 Company Profiles	83
6.14.2 Smart Lockers Service Introduction.....	84
6.14.3 Datrose Value, Gross and Gross Margin 2017-2022.....	84

6.15 LocknCharge	85
6.15.1 Company Profiles	85
6.15.2 Smart Lockers Service Introduction.....	86
6.15.3 LocknCharge Value, Gross and Gross Margin 2017-2022.....	86
6.16 IVM, Inc.	87
6.16.1 Company Profiles	87
6.16.2 Smart Lockers Service Introduction.....	88
6.16.3 IVM, Inc. Value, Gross and Gross Margin 2017-2022	88
6.17 Meridian Kiosks	89
6.17.1 Company Profiles	89
6.17.2 Smart Lockers Service Introduction.....	90
6.17.3 Meridian Kiosks Value, Gross and Gross Margin 2017-2022.....	90
6.18 Florence Corporation	91
6.18.1 Company Profiles	91
6.18.2 Smart Lockers Service Introduction.....	92
6.18.3 Florence Corporation Value, Gross and Gross Margin 2017-2022	93
6.19 Smiota	93
6.19.1 Company Profiles	93
6.19.2 Smart Lockers Service Introduction.....	94
6.19.3 Smiota Value, Gross and Gross Margin 2017-2022	95
6.20 Velocity Smart Technology	95
6.20.1 Company Profiles	95
6.20.2 Smart Lockers Service Introduction.....	96
6.20.3 Velocity Smart Technology Value, Gross and Gross Margin	97
7 Global Smart Lockers Market Analysis and Forecast by Type and Application.....	98
7.1 Global Smart Lockers Market Value Forecast, by Type (2022-2027)	98
7.1.1 Hardware Systems Market Value Forecast (2022-2027)	98
7.1.2 Services Market Value Forecast (2022-2027).....	99
7.2 Global Smart Lockers Market Value Forecast, by Application (2022-2027)	99
7.2.1 Retail/Commercial Market Value Forecast (2022-2027)	100
7.2.2 Express and Logistics Market Value Forecast (2022-2027)	100
7.2.3 Education/Libraries Market Value Forecast (2022-2027).....	101
7.2.4 Corporate Use Market Value Forecast (2022-2027)	101
8 Smart Lockers Market Analysis and Forecast by Region.....	103
8.1 North America Market Value Forecast (2022-2027)	103
8.2 Europe Market Value Forecast (2022-2027).....	104
8.3 China Market Value Forecast (2022-2027)	104
8.4 Japan Market Value Forecast (2022-2027).....	105
8.5 Middle East and Africa Market Value Forecast (2022-2027)	105
8.6 India Market Value Forecast (2022-2027)	106

8.7 South America Market Value Forecast (2022-2027)	106
8.8 Smart Lockers Market Forecast Under COVID-19.....	107
9 New Project Feasibility Analysis	108
9.1 Industry Barriers and New Entrants SWOT Analysis.....	108
10 Research Finding and Conclusion	110
11 Appendix	111
11.1 Methodology	111
11.2 Research Data Source.....	111
11.2.1 Secondary Data	111
11.2.2 Primary Data.....	112
11.2.3 Market Size Estimation.....	113
11.2.4 Legal Disclaimer.....	114

List of Tables and Figures

Figure Introduction of Smart Lockers	1
Figure Market Concentration Ratio and Market Maturity Analysis of Smart Lockers.....	2
Figure Global Smart Lockers Value (M USD) and Growth Rate from 2017-2027	3
Table Different Types of Smart Lockers	3
Figure Global Smart Lockers Value (M USD) Segment by Type from 2017-2022	4
Figure Global Smart Lockers Market Share by Types in 2021	4
Table Different Applications of Smart Lockers	5
Figure Global Smart Lockers Value (M USD) Segment by Applications from 2017-2022	5
Figure Global Smart Lockers Market Share by Applications in 2021	6
Table Research Regions of Smart Lockers	6
Figure Global Smart Lockers Market Share by Regions in 2021	9
Figure North America Smart Lockers Value (M USD) and Growth Rate (2017-2022)	9
Figure Europe Smart Lockers Value (M USD) and Growth Rate (2017-2022)	10
Figure China Smart Lockers Value (M USD) and Growth Rate (2017-2022)	10
Figure Japan Smart Lockers Value (M USD) and Growth Rate (2017-2022)	11
Figure Middle East and Africa Smart Lockers Value (M USD) and Growth Rate (2017-2022) ..	11
Figure India Smart Lockers Value (M USD) and Growth Rate (2017-2022)	12
Figure South America Smart Lockers Value (M USD) and Growth Rate (2017-2022)	12
Table Drivers of Smart Lockers	13
Table Limitations of Smart Lockers.....	15
Table Opportunities of Smart Lockers	16
Table Industry News	17
Table Industry Policies	18
Figure Global COVID-19 Status Overview.....	20
Table Major Players Business Distribution Regions.....	22
Figure Major Players Value Market Share of Smart Lockers in 2021.....	23
Figure Business Cost Structure of Smart Lockers	24
Table Unemployment Rate, Latest Available Period in 2019 And Same Period in 2020	33
Figure Labor Cost of China in 2020	33
Table Labor Cost of China.....	34
Figure Labor Cost of Japan in 2010-2020	34
Figure Labor Cost of Brazil in 2020.....	35
Table Labor Cost of Brazil in 2018	35

Figure Labor Cost of Chile in 2020.....	36
Figure Labor Cost of Argentina in 2020.....	36
Figure Labor Cost of Meddle East in 2017.....	37
Figure Labor Cost of South Africa in 2018-2020.....	37
Figure Labor Cost of Mauritius in 2010-2020.....	38
Figure Labor Cost of Egypt in 2012-2020	38
Figure Channel Status of Smart Lockers.....	39
Table Major Distributors of Smart Lockers with Contact Information	39
Table Major Downstream Customers of Smart Lockers with Contact Information.....	40
Table Global Smart Lockers Value (M USD) by Type (2017-2022)	41
Table Global Smart Lockers Value Share by Type (2017-2022)	41
Figure Global Smart Lockers Value Share by Type (2017-2022)	41
Figure Global Smart Lockers Value (M USD) and Growth Rate of Hardware Systems	42
Figure Global Smart Lockers Value (M USD) and Growth Rate of Services	43
Figure Downstream Market Status	44
Table Global Smart Lockers Consumption Value (M USD) by Application (2017-2022)	44
Table Global Smart Lockers Consumption Value Market Share by Application (2017-2022) ..	44
Figure Global Smart Lockers Consumption Value Market Share by Application (2017-2022)	45
Figure Global Smart Lockers Value (M USD) and Growth Rate of Retail/Commercial (2017-2022)	46
Figure Global Smart Lockers Value (M USD) and Growth Rate of Express and Logistics (2017-2022)	47
Figure Global Smart Lockers Value (M USD) and Growth Rate of Education/Libraries (2017-2022)	48
Figure Global Smart Lockers Value (M USD) and Growth Rate of Corporate Use (2017-2022)	49
Table Global Smart Lockers Revenue (M USD) of Major Player for Corporate Use 2019-2027	49
Table Global Smart Lockers Revenue Share of Major Player for Corporate Use 2019-2027 ...	50
Table Global Smart Lockers Value (M USD) by Region (2017-2022).....	52
Table Global Smart Lockers Value Market Share by Region (2017-2022).....	52
Table Global Smart Lockers Value (M USD) and Gross Margin (2017-2022)	52
Table North America Smart Lockers Value (M USD) and Gross Margin (2017-2022).....	53
Table Europe Smart Lockers Value (M USD) and Gross Margin (2017-2022)	53
Table China Smart Lockers Value (M USD) and Gross Margin (2017-2022)	54

Table Japan Smart Lockers Value (M USD) and Gross Margin (2017-2022)	55
Table Middle East and Africa Smart Lockers Value (M USD) and Gross Margin (2017-2022)	55
Table India Smart Lockers Value (M USD) and Gross Margin (2017-2022)	56
Table South America Smart Lockers Value (M USD) and Gross Margin (2017-2022)	57
Figure Top 3 Market Share of Smart Lockers Companies 2021	58
Figure Top 6 Market Share of Smart Lockers Companies 2021	58
Table Major Players Value Share (2017-2022)	58
Table Company Profiles	59
Table Service Introduction	60
Table Apex Supply Chain Technologies Value, Gross and Gross Margin 2017-2022	60
Figure Apex Supply Chain Technologies Value Market Share 2017-2022	61
Table Company Profiles	61
Table Service Introduction	62
Table Hangzhou Dongcheng Electronic Co.,Ltd Value, Gross and Gross Margin 2017-2022	62
Figure Hangzhou Dongcheng Electronic Co.,Ltd Value Market Share 2017-2022	63
Table Company Profiles	63
Table Service Introduction	64
Table Shenzhen ZHILAI Value, Gross and Gross Margin 2017-2022	64
Figure Shenzhen ZHILAI Value Market Share 2017-2022	65
Table Company Profiles	65
Table Service Introduction	66
Table HP Value, Gross and Gross Margin 2017-2022	66
Figure HP Value Market Share 2017-2022	67
Table Company Profiles	67
Table Service Introduction	68
Table Cleveron Value, Gross and Gross Margin 2017-2022	68
Figure Cleveron Value Market Share 2017-2022	69
Table Company Profiles	69
Table Service Introduction	70
Table Ricoh Value, Gross and Gross Margin 2017-2022	70
Figure Ricoh Value Market Share 2017-2022	71
Table Company Profiles	71
Table Service Introduction	72
Table Traka Value, Gross and Gross Margin 2017-2022	72
Figure Traka Value Market Share 2017-2022	73

Table Company Profiles	73
Table Service Introduction.....	74
Table deister electronic Value, Gross and Gross Margin 2017-2022.....	74
Figure deister electronic Value Market Share 2017-2022	75
Table Company Profiles	75
Table Service Introduction.....	76
Table LockTec Value, Gross and Gross Margin 2017-2022	76
Figure LockTec Value Market Share 2017-2022	77
Table Company Profiles	77
Table Service Introduction.....	78
Table TZ SMART Locker Solutions Value, Gross and Gross Margin 2017-2022.....	78
Figure TZ SMART Locker Solutions Value Market Share 2017-2022.....	79
Table Company Profiles	79
Table Service Introduction.....	80
Table AirLocker Value, Gross and Gross Margin 2017-2022.....	80
Figure AirLocker Value Market Share 2017-2022.....	81
Table Company Profiles	81
Table Service Introduction.....	82
Table Signifi Solutions Inc. Value, Gross and Gross Margin 2017-2022.....	83
Figure Signifi Solutions Inc. Value Market Share 2017-2022.....	83
Table Company Profiles	83
Table Service Introduction.....	84
Table Datrose Value, Gross and Gross Margin 2017-2022	84
Figure Datrose Value Market Share 2017-2022	85
Table Company Profiles	85
Table Service Introduction.....	86
Table LocknCharge Value, Gross and Gross Margin 2017-2022	86
Figure LocknCharge Value Market Share 2017-2022	87
Table Company Profiles	87
Table Service Introduction.....	88
Table IVM, Inc. Value, Gross and Gross Margin 2017-2022	88
Figure IVM, Inc. Value Market Share 2017-2022.....	89
Table Company Profiles	89
Table Service Introduction.....	90
Table Meridian Kiosks Value, Gross and Gross Margin 2017-2022	90

Figure Meridian Kiosks Value Market Share 2017-2022	91
Table Company Profiles	91
Table Service Introduction.....	92
Table Florence Corporation Value, Gross and Gross Margin 2017-2022.....	93
Figure Florence Corporation Value Market Share 2017-2022.....	93
Table Company Profiles	93
Table Service Introduction.....	94
Table Smiota Value, Gross and Gross Margin 2017-2022.....	95
Figure Smiota Value Market Share 2017-2022.....	95
Table Company Profiles	95
Table Service Introduction.....	96
Table Velocity Smart Technology Value, Gross and Gross Margin 2017-2022	97
Figure Velocity Smart Technology Value Market Share 2017-2022.....	97
Table Global Smart Lockers Market Value (M USD) Forecast, by Type.....	98
Figure Global Smart Lockers Market Value (M USD) and Growth Rate Forecast of Hardware Systems (2022-2027)	98
Figure Global Smart Lockers Market Value (M USD) and Growth Rate Forecast of Services (2022-2027)	99
Table Global Market Value (M USD) Forecast by Application (2022-2027)	99
Figure Market Value (M USD) and Growth Rate Forecast of Retail/Commercial (2022-2027)	100
Figure Market Value (M USD) and Growth Rate Forecast of Express and Logistics (2022-2027)	100
Figure Market Value (M USD) and Growth Rate Forecast of Education/Libraries (2022-2027)	101
Figure Market Value (M USD) and Growth Rate Forecast of Corporate Use (2022-2027)	101
Figure North America Market Value (M USD) and Growth Rate Forecast (2022-2027).....	103
Figure Europe Market Value (M USD) and Growth Rate Forecast (2022-2027).....	104
Figure China Market Value (M USD) and Growth Rate Forecast (2022-2027)	104
Figure Japan Market Value (M USD) and Growth Rate Forecast (2022-2027)	105
Figure Middle East and Africa Market Value (M USD) and Growth Rate Forecast (2022-2027)	105
Figure India Market Value (M USD) and Growth Rate Forecast (2022-2027)	106
Figure South America Market Value (M USD) and Growth Rate Forecast (2022-2027).....	106
Figure Industry Resource/Technology/Labor Importance Analysis.....	108

Table New Entrants SWOT Analysis.....	109
Key Data from Secondary	112
Key Data from Primary	112
Figure Market Size Estimation: Top-down and Bottom-up Approach.....	113

1 Smart Lockers Introduction and Market Overview

1.1 Objectives of the Study

In the increasingly competitive market situation, through analyzing of the history of the industry, the process of evolution; industry business model, industry chain, value chain; legal policies and technological development; global and regional market capacity, market structure, market segmentation, competitive situation, market trends and other detailed analysis, in-depth to understand the stage and characteristics of the industry, identify the main factors that affect the development of the industry, predict the future development trend of the industry, determine the industry's investment value, reveal industry investment risk, so as to give reference and guidance to the industry participants, industry entrants, investment agencies, consulting agencies, government and related institutions.

1.2 Overview of Smart Lockers

Figure Introduction of Smart Lockers



Source: Maia Research Analysis

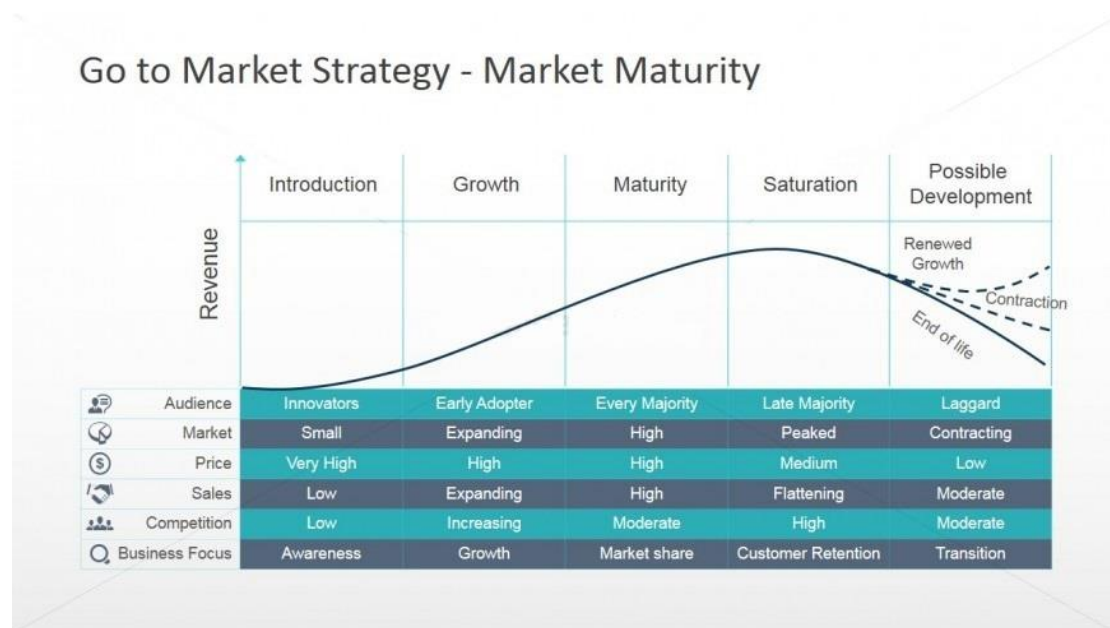
Smart Lockers also known as lectronic Lockers, Seli-service Lockers, is applicable in the places of the large passage flow, such as supermarket. Smart Locker solutions incorporate state-of-the-art proprietary Internet of Things (IoT) Smart locking devices that enable real-time monitoring and

granular transactional, environmental and time-stamped data capture. Smart lockers can be considered portion of a smart home.

1.3 Smart Lockers Market Scope and Market Size Estimation

1.3.1 Market Concentration Ratio and Market Maturity Analysis

Figure Market Concentration Ratio and Market Maturity Analysis of Smart Lockers

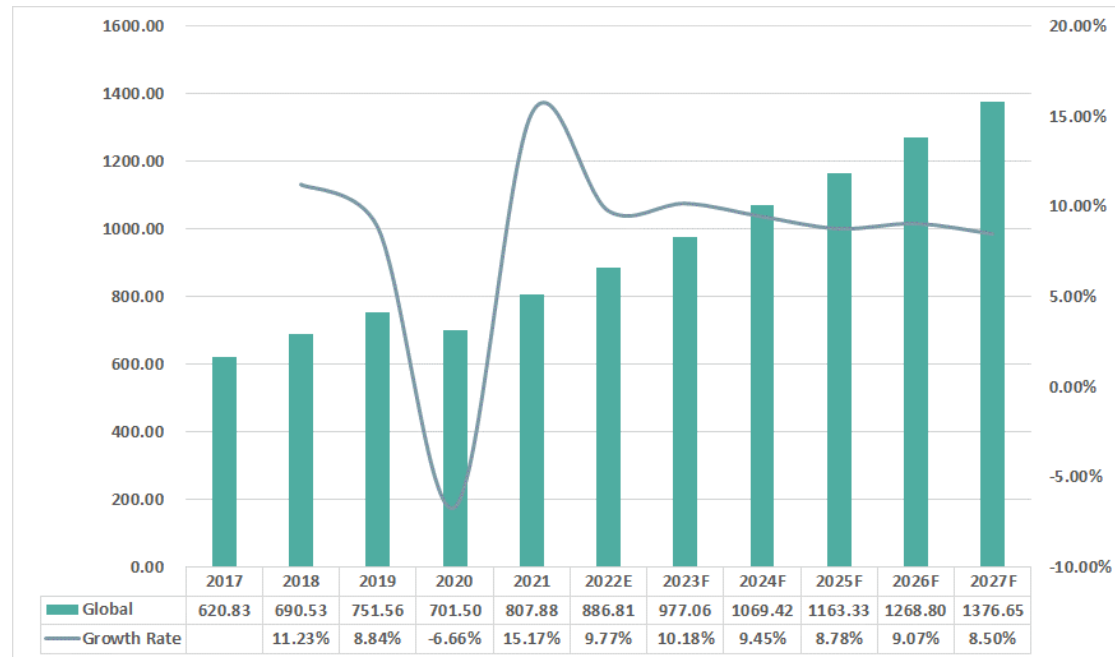


Source: Maia Research Analysis

After a period of development, the Smart Lockers industry is in a growth period. The Rise in Adoption of IoT Based System has become one of the trending and fast-growing drivers in recent times. Top 3 companies are covering 13.96% market share in 2021. The market concentration Ratio of Smart Lockers is low.

1.3.2 Global Smart Lockers Value and Growth Rate from 2017-2027

Figure Global Smart Lockers Value (M USD) and Growth Rate from 2017-2027



Source: Maia Research Analysis

1.4 Market Segmentation

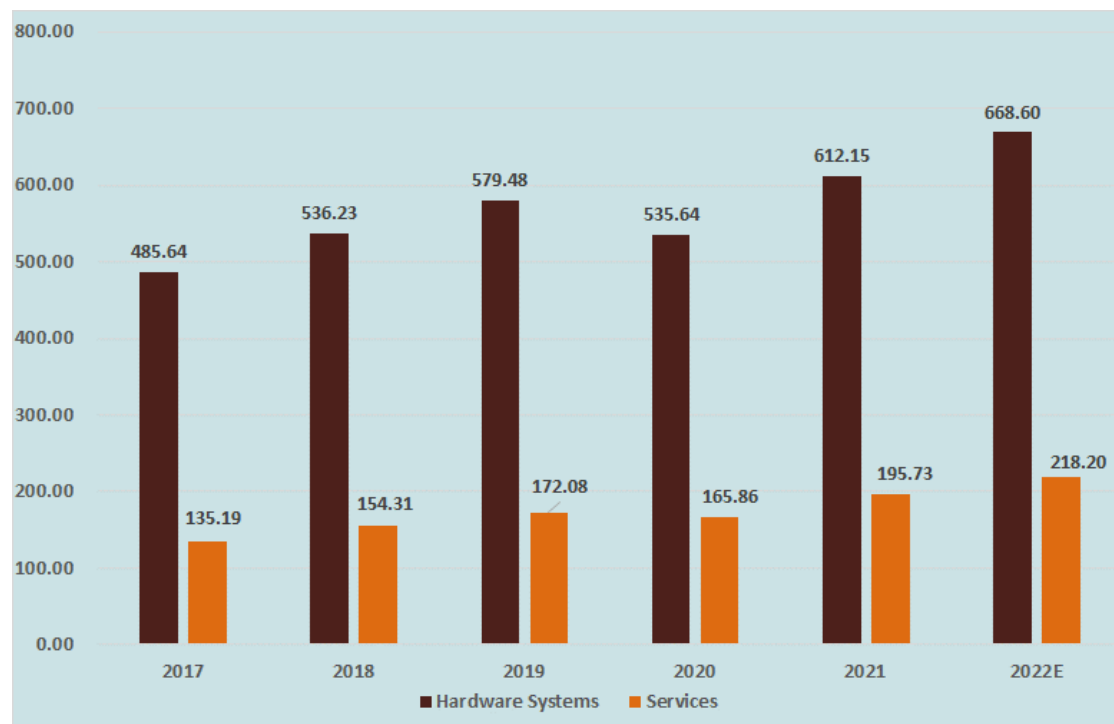
1.4.1 Types of Smart Lockers

Table Different Types of Smart Lockers

Types	Description
Hardware Systems	Hardware systems include the base that holds the kiosk, the digital screen, the controls and the actual computer itself, along with the components.
Services	The smart locker services include: Consumables management service; Asset control service; Retail fulfillment service; Parcel delivery locker service; Day locker service

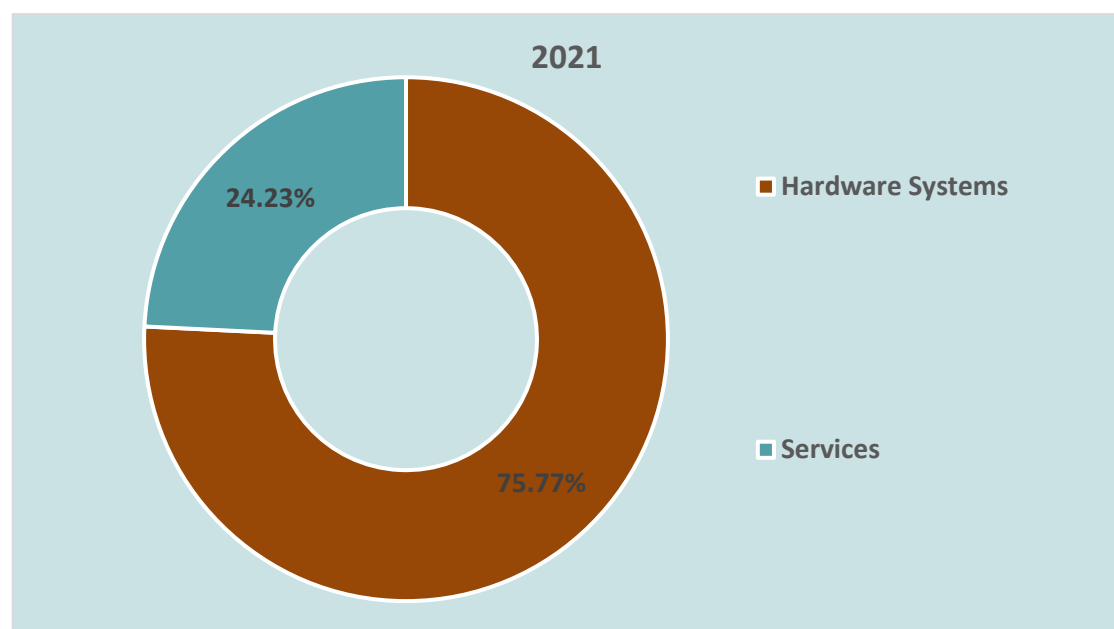
Source: Maia Research Analysis

Figure Global Smart Lockers Value (M USD) Segment by Type from 2017-2022



Source: Maia Research Analysis

Figure Global Smart Lockers Market Share by Types in 2021



Source: Maia Research Analysis

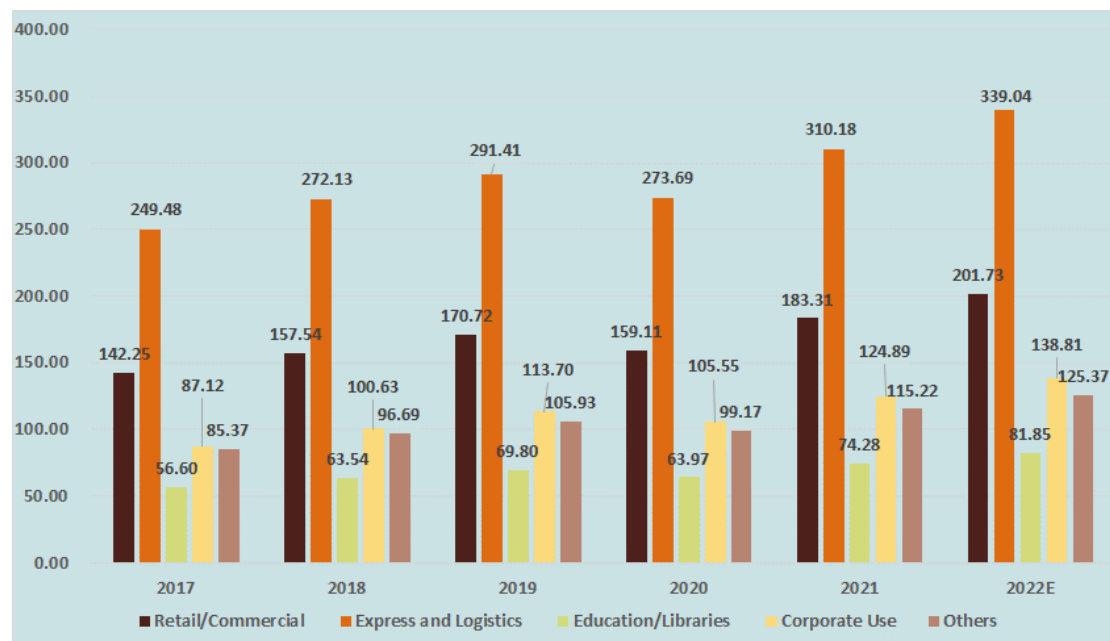
1.4.2 Applications of Smart Lockers

Table Different Applications of Smart Lockers

Applications	Description
Retail/Commercial	Retailers can increase foot traffic in their stores that they would otherwise lose with online orders. Online shopping has drastically reduced the amount of impulse purchases by customers. Smart Lockers bring customers into the store, making it much easier to achieve additional sales via well placed advertisements and/or upselling.
Express and Logistics	Internet + circulation, e-commerce express vying for the last mile, facing the bottleneck of the last mile, or even the last one hundred meters, brought about by the development of e-commerce express, various companies have entered the community terminal in different ways to grab the market.
Education/Libraries	Smart lockers can be implemented in schools to ensure the safety and security of students, staff and their belongings.
Corporate Use	In corporate, the product keeps employees happy by giving them the option to have their online orders delivered securely to the office. Employees will feel comfortable knowing their packages are safe and waiting for them at home. Impress interviewees through smart lockers as an employee benefit. Smart lockers differentiate company from others in space and enhance company brand.

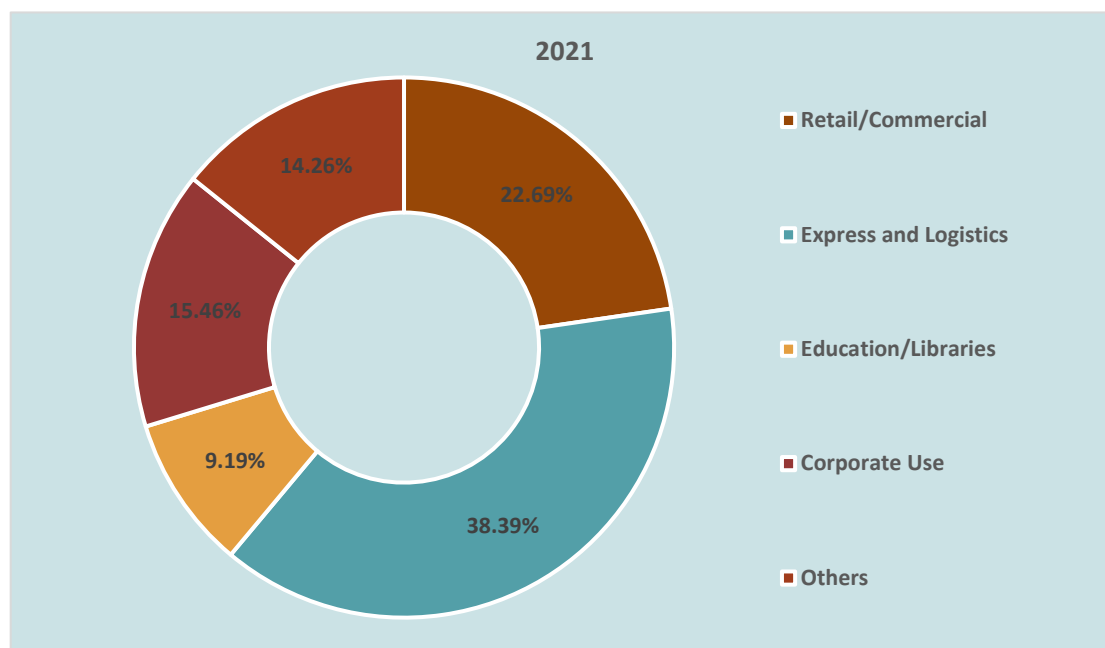
Source: Maia Research Analysis

Figure Global Smart Lockers Value (M USD) Segment by Applications from 2017-2022



Source: Maia Research Analysis

Figure Global Smart Lockers Market Share by Applications in 2021



Source: Maia Research Analysis

1.4.3 Research Regions

Table Research Regions of Smart Lockers

	Regional Status	Regional Economic
North America	Strong technical foundation, well developed industry chain	Economic activities in North America are extremely diverse. The United States and Canada have developed modern economies. Mexico's modernization is uneven, and major developments in electricity, transportation and manufacturing have been dragged down by long-term inflation and debt burdens. The gap between English-speaking countries such as Canada and the United States and the former Central American and Caribbean countries in Latin America is very wide. Americans make up only 5% of the world's population, but their income accounts for more than 20% of the world's total income. The United States has always pursued a policy of encouraging consumption, with low savings rates and large credit consumption. Private consumption has occupied the most important position in GDP, remaining at around 70%. Canada is one of the major developed industrial countries and a member of the G7 and the OECD. Its attractiveness to foreign investment includes: social and political stability; sound legal system; open and transparent policies; high degree of marketization; sustained and stable economic growth; Highly educated labor force; abundant natural resources; developed manufacturing and service industries; complete infrastructure, etc.
Europe	Major market	Europe is the first major region in the world to develop a modern economy based on commercial agriculture, industrial development and

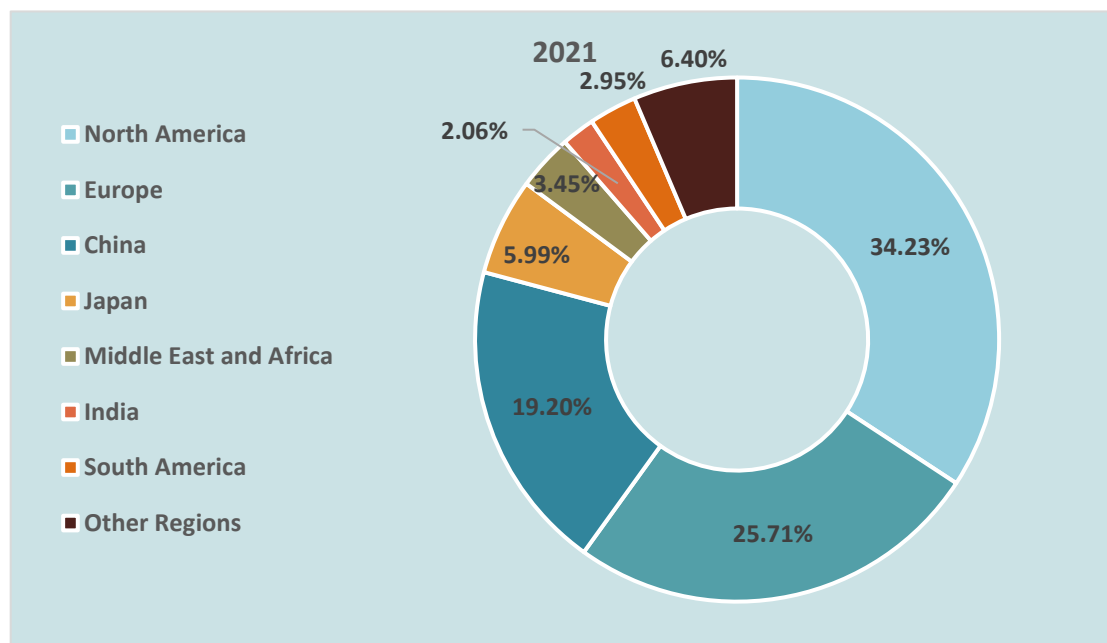
the provision of specialized services. The European Union consists of 27 member countries. At present, the EU has established relations with most countries and regions in the world, and concluded various political and economic cooperation agreements.

China	Major market	China has become a middle- and upper-income country and the world's second largest economy. However, China's per capita income is still only a quarter of that of high-income countries. China's labor productivity and human capital also lag behind. Income inequality has improved over the past decade, but it remains relatively high. Increasing tensions in US-China economic relations have increased corporate uncertainty. In recent years, the government has published a series of the policies to control the domestic housing market, while still concentrate on developing the infrastructures. Considering the population and consumption power of China's middle class, China is still a significant market.
Japan	Big market	Japan relies heavily on imports of raw materials, resources, energy, and food, and exports high-performance products and intermediate materials to the world. Japan is a highly developed free market economy. It is the third largest in the world in terms of nominal GDP. Japan has great spending power and demand. Japan's labor force is relatively high. However, as the female fertility rate declines, the population aging trend is increasing. The COVID-19 pandemic has hit the economy severely and caused a clear downturn. Due to health restrictions restricting consumption and investment, economic activity has declined. Workers and families with weaker attachment to employment are often the most affected. However, strong government support and economic reopening led to a partial rebound. With the support of macroeconomic policies and vaccination progress, growth is expected to resume momentum. By 2022, GDP growth will accelerate from this year's forecast level. Driven by the increase in capital expenditures and strong government consumption, the release of suppressed consumer demand will promote economic recovery and household spending will improve. However, the ongoing pandemic and its impact on the supply chain are still key determinants of the outlook.
Middle East and Africa	Potential market	<p>The Middle East is the world's largest oil reserve and the region with the most oil production and exports. Middle East oil is mainly distributed in the Persian Gulf and coastal areas. Due to the small oil consumption, more than 90% of the oil produced in the Middle East is shipped to Western Europe, the United States, Japan, China and other countries and regions by tankers along the Persian Gulf ports. It is the region with the most oil exports in the world.</p> <p>As far as Africa is concerned, South Africa is one of the most important countries. South Africa is the second largest economy in Africa, and its political and economic environment is relatively stable. Abundant mineral resources, relatively developed infrastructure, labor resources with certain scientific research and innovation capabilities, and a growing</p>

		<p>middle class provide strong consumer demand for economic development, making South Africa one of the most developed countries in Africa.</p> <p>However, South Africa's labor laws are very strict, labor unions are strong, labor-management relations are tight, and strikes are frequent; the exchange rate is highly market-oriented, South Africa lacks high-quality labor, wages grow much faster than economic growth, and increase business operating costs. These issues also make South Africa's future development full of uncertainty.</p>
India	<p>The market is under developing</p> <p>Large population, the DLP Projector market has great potential</p>	<p>India's politics is relatively stable; its economic growth prospects are good; its population exceeds 1.3 billion, and its market potential is huge. India has a large labor base. According to the estimates of the Ministry of Human Resources of India, the total population of India is about 1.21 billion people, it is a typical country with a young population. In terms of employment, India's working population aged 16-59 exceeds 800 million, of which agriculture accounts for 60%, industry accounts for 17%, and service industry accounts for 23%. Although the uncertainties of global economic growth have increased, India's economic development has a better foundation, and the macroeconomic fundamentals are good. The Indian economy is expected to maintain stable and rapid growth for a long time.</p>
South America	Potential market	<p>Compared with Asia, Europe and other continents, the total economic output of South America is relatively small. Among the 12 countries in South America, Brazil has the highest total GDP, reaching 11.445 trillion U.S. dollars (2020). Brazil is a member of the BRIC countries. However, Brazil's economic development has slowed in recent years. Argentina is the second largest economy in South America, with a GDP of 383.1 billion U.S. dollars (2020).</p>

Source: Maia Research Analysis

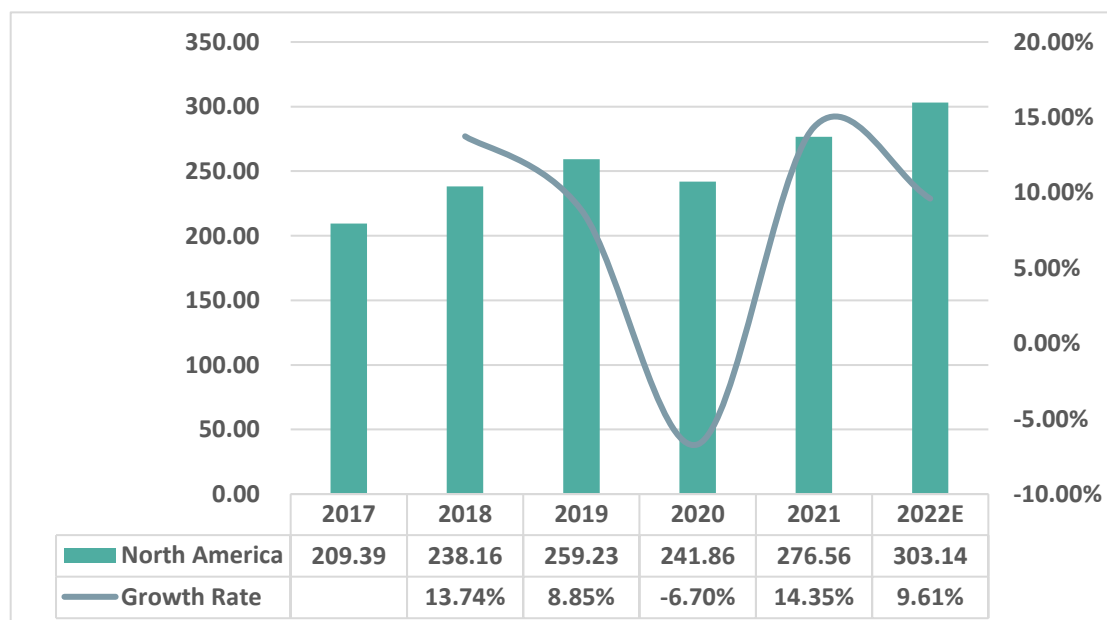
Figure Global Smart Lockers Market Share by Regions in 2021



Source: Maia Research Analysis

1.4.3.1 North America Smart Lockers Value and Growth Rate (2017-2022)

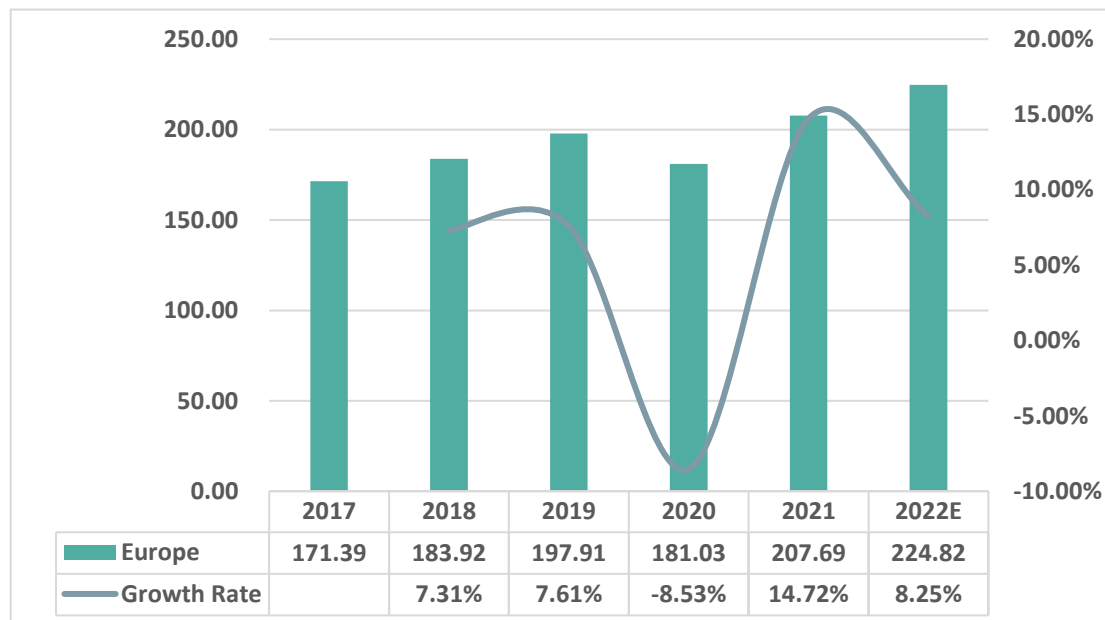
Figure North America Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.2 Europe Smart Lockers Value and Growth Rate (2017-2022)

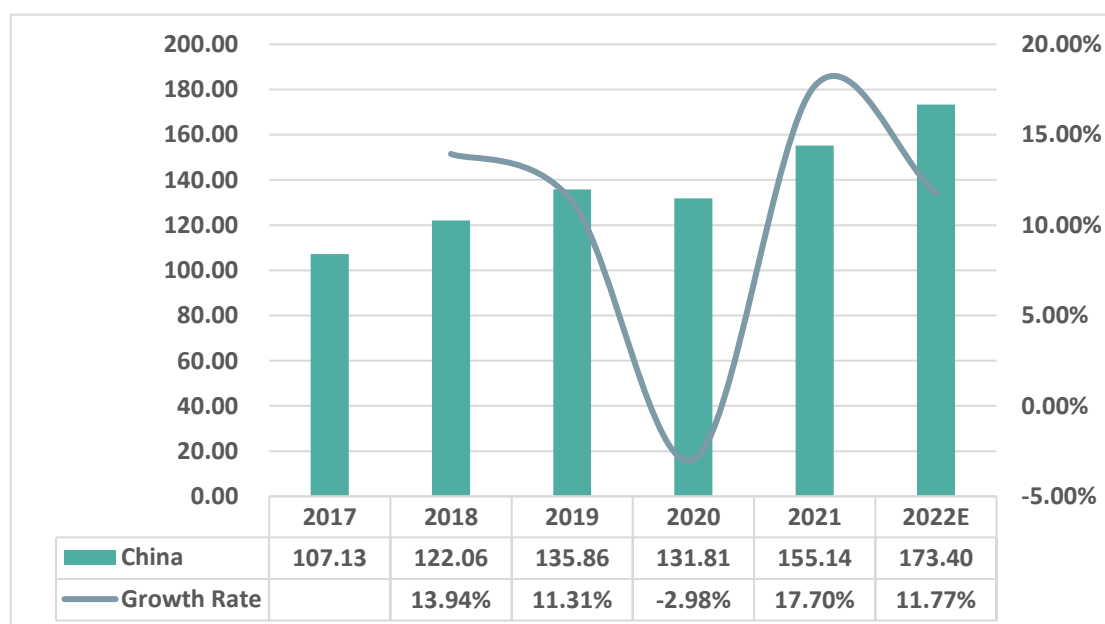
Figure Europe Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.3 China Smart Lockers Value and Growth Rate (2017-2022)

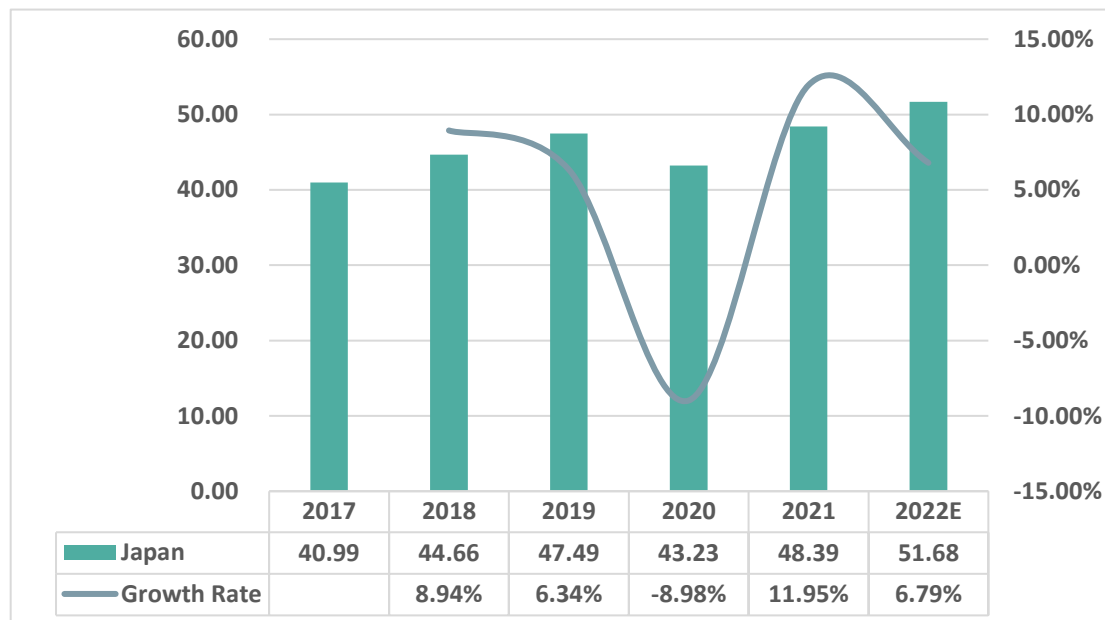
Figure China Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.4 Japan Smart Lockers Value and Growth Rate (2017-2022)

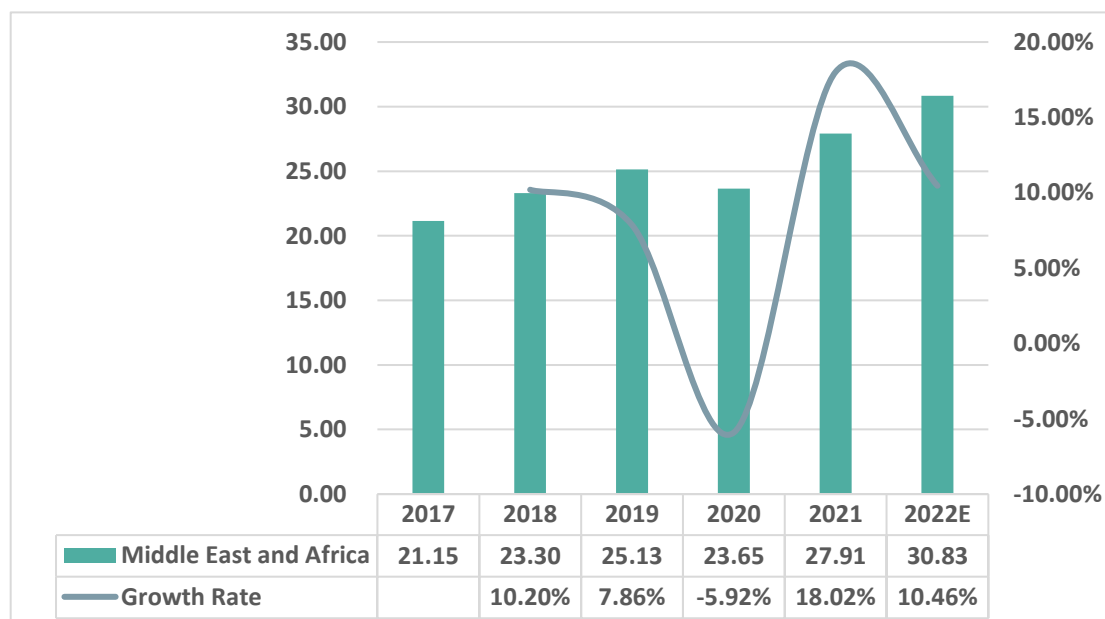
Figure Japan Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.5 Middle East and Africa Smart Lockers Value and Growth Rate (2017-2022)

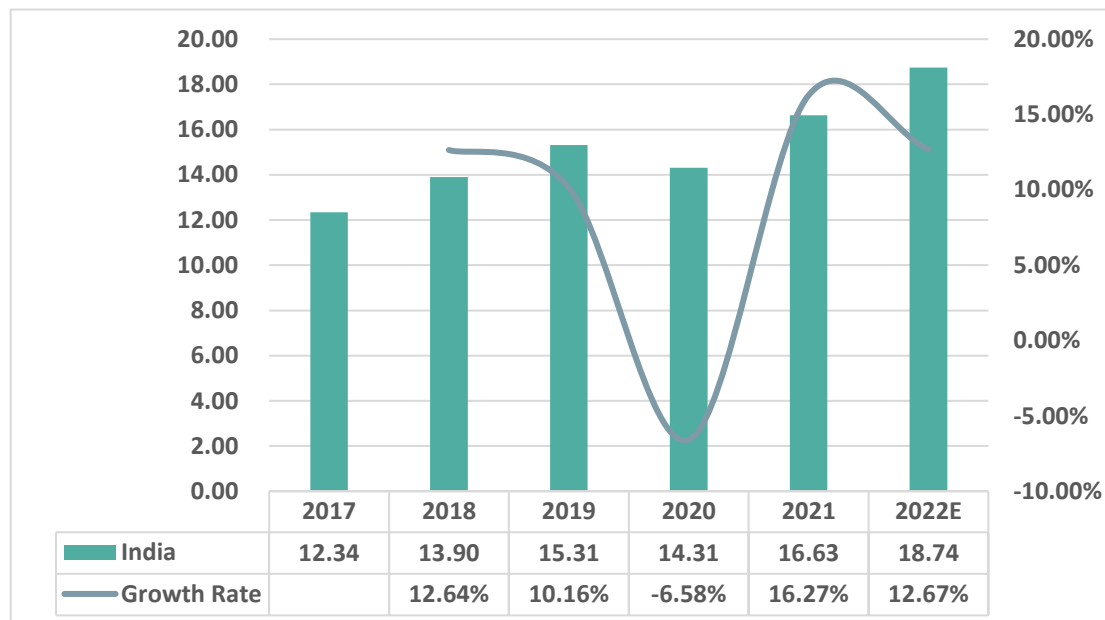
Figure Middle East and Africa Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.6 India Smart Lockers Value and Growth Rate (2017-2022)

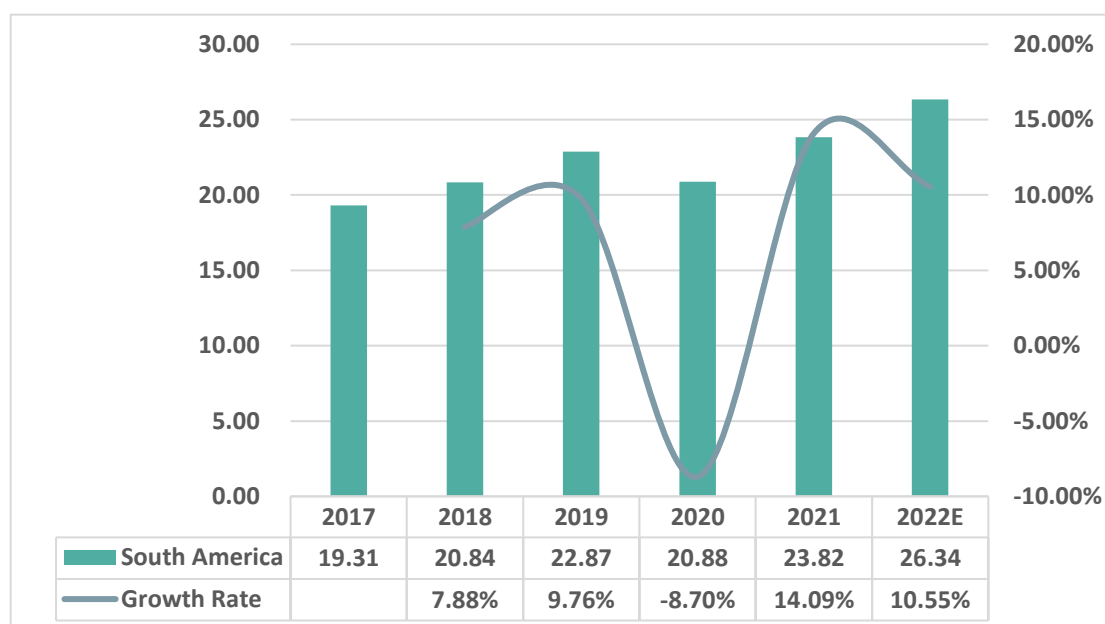
Figure India Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.4.3.7 South America Smart Lockers Value and Growth Rate (2017-2022)

Figure South America Smart Lockers Value (M USD) and Growth Rate (2017-2022)



Source: Maia Research Analysis

1.5 Market Dynamics

1.5.1 Drivers

Table Drivers of Smart Lockers

Drivers	Description
The Good Performance of Smart Lockers	Today, with the continuous development of the intelligent field, in order to meet the needs of people's daily activities for self-service storage, intelligent lockers have emerged. In the whole process of using the smart locker, users do not need to pay a deposit, scan the QR code of the cabinet body, enter the system, choose the cabinet that can be used, and the system automatically opens the cabinet door, allowing users to enjoy smart services with one click, without queuing wait. Scan the QR code again when picking up the item, open the corresponding cabinet door to easily take out the item, and complete the quickest access in the shortest time. And some large-scale enterprises and factories still use traditional metal storage cabinets, lockers or shoe cabinets, and adopt the management mode of assigning mechanical keys to employees. However, traditional metal storage cabinets have some inherent defects. The safety of mechanical key locks is low, and the wild-matching rate is high. Several sets of lockers will open the door to each other. Incidents of items loss also occur frequently, and companies must afford the labor cost and the cost of accessories caused by the loss of the key and the replacement of the small core are borne, and the management cost and negative impact caused by this are also particularly serious. Smart lockers effectively solve the problem of difficult item storage management. For business managers, through the light sensor in the locker, the usage of the locker can be seen on the client side in real time, so as to understand the usage rate of the locker, and provide a reference for the company to formulate relevant regulations. In terms of user experience, compared with the traditional key opening, the smart locker's face recognition, scan code non-sensing and other opening methods are safer, more convenient and sanitary, and it also saves management costs for enterprises and improves Management efficiency. Therefore, the convenience and efficiency of smart lockers compared to traditional lockers is one of the factors driving market development.
Smart lockers driven by ecommerce	The number one driver for businesses to adopt smart lockers for their business is e-commerce. The combination of a booming e-commerce industry and consumer incentives such as free shipping has driven continued growth in package shipments, and this trend

is set to continue.

A recent study found that one in five respondents would prefer to receive packages at the workplace rather than at home. For millennials, that number rises to a third. In the case of high-value orders, the percentages for these two groups are even higher.

But it also created problems, with overwhelmed mail centers, lost and misplaced packages, and disgruntled employees. Whether it's a 500-person corporate office or a facility management company, the answer to these challenges is the same: There needs to be a secure way to manage and track packages throughout the workplace. The Business Intelligence Package Locker is a secure, modern solution that helps businesses automate the package delivery process, establish a complete chain of custody, and provide employees with convenient contactless package pickup.

The Extensive Downstream Applications

With the development of social economy, all walks of life need smart lockers; the combination of Internet of Things technology and lockers has also technically realized the application of lockers in all walks of life. Smart lockers can not only solve the storage and storage of daily items in public places such as large supermarket chains, theme parks, water parks, scenic spots, corporate factories, shopping malls, stations, libraries, etc., but also realize special items in public places.

First, commercial supermarket chains, enterprise factories, etc. The common characteristics of supermarkets and shopping malls are the large flow of customers and the high mobility of personnel. It is difficult to manage personal belongings carried by customers entering and exiting the mall. Customers need to store items safely at one time. A large number of customers continue to enter and exit public places and require timely and efficient storage of items. Therefore, only convenient and efficient storage solutions can effectively solve the problem of item storage faced by the supermarket system. Or the water parks, theme parks and other highly mobile entertainment and sports venues; items carried by customers need to be properly stored, so businesses usually provide customers with various forms of item storage services; traditional storage services include manual bag storage and mechanical lock storage Lockers, etc., but there are defects such as low efficiency, insufficient manpower, and easy loss of keys. In addition, as water parks, swimming pools and other places with concentrated passenger flow, the application and demand for lockers have increased sharply. Smart lockers can not only meet the needs of users for changing clothes and storage, but also serves an important part of improving service facilities in various application scenarios. It can also be applied in enterprise introduction travel scenario occasions. It is built based on the luggage storage needs

faced by users during travel and business trips. Luggage storage points are often set up in hotels, stations, airports and other scenes. Simple operations can free users' hands and realize safe luggage storage. It can also be used by enterprises and institutions or secrecy agency. Today, with the development of the Internet, mobile phones, computers, wallets, tools and other items have become people's key protection objects. However, in some special scenes, such valuables are strictly controlled. By constructing a valuables storage scene, it can effectively solve the problems of valuables storage and safety protection.

Source: Maia Research Analysis

1.5.2 Limitations

Table Limitations of Smart Lockers

Limitations	Description
Lack of Awareness	In low economy and lower middle economy countries the adoption rate of automated smart locker system is very low. Individuals within these economies still prefer conventional lock and key for their locker systems. This is due to lack of awareness regarding the smart locker system. The individuals are not aware about features and advantages of such technology and solution which could help them and the organizations optimize their cost and bring the flexibility in their business.
locker's storage size	Another challenge is the locker's storage size. Although most companies offer various sizes of smart lockers, the most common ones are medium-sized. This becomes a problem when a customer wants to use a smart locker for a large order. In fact, the customer will have trouble finding lockers large enough. An additional problem emerges if the customer wants to pay only at delivery to check the parcel in front of the courier. In these cases, smart lockers cannot be used. Furthermore, there is no way to guarantee that the parcel delivered is legal, thus creating problems with prohibited goods. To enable advanced authentication and opening methods on a smart locker, a stable Internet connection is necessary, which can be a problem in some places. Therefore, if the location where the customer wants the smart locker does not satisfy this requirement, then it cannot be installed.
High Costs	There are many factors when determining the overall cost of a locker system. But simply put, it depends on the size and complexity of the system the customer needs. These can be divided into two categories: hardware and software. Smart lockers are available in a variety of materials, each costing a different amount. Given the high volume of workplace storage and parcel lockers, investing in steel

lockers makes the most sense due to a combination of strength, maintenance, flexibility and longevity. Customized smart locker systems can take longer to manufacture and deliver, which affects their upfront expenditures. However, the scalability they provide can make up for the extra time and cost. Automation is both a business requirement and a defining characteristic of smart locker solutions. It is an operation management software that turns ordinary lockers into smart lockers. Smart locker solutions integrated with third-party software can create smart locker services based on the specific needs of businesses and their employees. This additional software functionality affects the overall cost. Depending on the developer, this software may require a license or subscription fee.

Source: Maia Research Analysis

1.5.3 Opportunities

Table Opportunities of Smart Lockers

Opportunities	Description
Increase in Penetration of Smartphones and Connected Devices	Demand for automated smart locker system can be attributed to the increased usage of smartphones, smart devices, and tablets. Individuals as well as businesses are shifting toward wireless era from the conventional system. Minimizing the usage of key to remove the complexity and to enhance the flexibility of storage of the item is driving the demand for the automated smart locker system. Digitization has made data transfer from one place to another quite easy which makes the automated locker more convenient. Therefore, expanding usage of smartphones is additionally boosting the request for smart lockers over the forecast period. Besides, smart lockers can be considered portion of a smart home, the increasing implementation of smart home arrangements and increasing requirement to build up network over all electronic devices in users' houses as a result of developing entrance of smart homes are also among the key factors heightening market development.
Individual smart locker	At the beginning of the Covid-19 pandemic, when countries were starting to fully lockdown, An Italian governmental agency, initiated a study about smart lockers for secure parcel delivery. Their goal was to minimize face-to-face contact between couriers and customers, promoting contactless deliveries. Based on this study, it was possible to conclude the clear advantages in terms of health and safety precautions. Thus, there is a need to motivate the widespread adoption of smart lockers. The existing smart lockers are developed with the main goal of reducing the costs of last-mile delivery. This delivery is a lot more expensive than deliveries to a single public location. However, people still must travel to pick up the package. Yet,

all people have a mailbox at home, so an idea to explore is an individual smart locker that could be placed at people's addresses.

Source: Maia Research Analysis

1.6 Industry News and Policies

1.6.1 Industry News

Table Industry News

Title	Content
Apex Brings Focus to Order Pickup Solutions	<p>Jan 6, 2021</p> <p>Apex Supply Chain Technologies unveiled a new company – Apex Order Pickup Solutions, which will focus on the offering of contactless order pickup solutions for the foodservice and retail industries, giving consumers the fast, efficient options they prefer.</p> <p>Apex Order Pickup Solutions' products include a variety of food and retail pickup lockers that can be configured to meet any operator's needs. The lockers can be integrated into a brand's existing digital ecosystem, providing deeper data and analytics to improve planning.</p> <p>Apex has built strong connections across the industry to prepare for this launch. In late 2020, the company licensed leading restaurant equipment powerhouse Welbilt, Inc. (NYSE: WBT) to manufacture and globally distribute Flow-Thru 10,000 Series lockers. Apex also recently acquired technology from Brightloom, (formerly Eatsa) for future development opportunities. Apex's APIs provide easy integrations with leading POS, KDS, kiosk, loyalty order aggregators, and third-party delivery services.</p>
TZ secures deal to upgrade smart locker bank technology for DSV South Africa	<p>May 26, 2021</p> <p>Electronic locking device developer TZ Limited (ASX: TZL) has finalised terms for a \$1 million hosting and services agreement with global transport and logistics firm DSV South Africa.</p> <p>The three-year agreement will see TZ carry out a complete upgrade of the technology</p>

infrastructure which underpins its smart parcel locker bank technology first supplied to DSV three years ago.

It will provide system monitoring, network management, software subscription and maintenance for DSV's network of 450 banks throughout the country, valued at over \$3 million.

DSV's smart locker banks (or collection points) have become a popular choice for businesses and individuals to send and receive parcels safely, at a place and time convenient to them.

It eliminates the need for a courier driver and recipient to be available at the same time and place in order for a parcel to be delivered.

The system circumvents the problems linked to traditional supply chain logistics, while reducing courier company costs and improving service level metrics.

According to TZ, parcel collection flexibility is a "huge and under-serviced" market opportunity, with a growing number of consumers opting to have their products delivered to after-hours collection hubs.

Source: Maia Research Analysis

1.6.2 Industry Policies

Table Industry Policies

Title	News
Shanghai Action Plan for Promoting the Development of Online New Economy (2020-2022)	On April 8, 2020, the Shanghai Municipal Government issued the "Shanghai Action Plan for Promoting the Development of Online New Economy (2020-2022)", which focused on accelerating the development of "contactless" distribution and promoting unmanned distribution in retail, medical, The application of catering, hotel, manufacturing and other industries, accelerate the layout of smart lockers, heat smart food self-service locker, terminal

Shanghai Action Plan for Promoting New Infrastructure Construction (2020-2022)

distribution service stations and distribution self-pickup points in communities, parks, buildings and other areas to ensure the "last mile" delivery.

On May 7, 2020, the Shanghai Municipal Government issued the "Shanghai Action Plan for Promoting New Infrastructure Construction (2020-2022)", which also proposed in the "New Terminal" construction action to expand intelligent terminal distribution facilities, adding 15,000 new ones. It can be seen that "contactless distribution" was originally an expedient measure in the post-pandemic period, and it is expected to be widely promoted in the future.

Management Specifications for Smart Takeaway Cabinets (T/CCA 021-2021)

On August 5, 2021, China's first group standard "Management Specifications for Smart Takeaway Cabinets (T/CCA 021-2021)" was officially released. The function, quality, location, service process and operation of the smart food pickup cabinets put forward clear requirements to comprehensively guarantee the epidemic prevention and control and safety and hygiene of the takeaway industry.

The "Management Specifications for Smart Takeout Cabinets for Takeaways (T/CCA 021-2021)" issued this time clarifies the requirements for food storage and retrieval of smart food cabinets. For example, if the consumer has not picked up the meal for more than 30 minutes, the Internet platform, merchant or operator should prompt the consumer to pick up the meal as soon as possible through system notifications, text messages, phone calls, and delivery staff reminders. In terms of daily management and cleaning and disinfection, the "Management Specifications for Smart Takeaway Cabinets (T/CCA 021-2021)" clearly stipulates that merchants and operators should establish an operation management system and a cleaning and disinfection system for smart food cabinets, and assign corresponding personnel to be responsible for Daily management of the dining cabinet, regular cleaning and disinfection, and regular inspection of the operation and sanitation of the dining cabinet to ensure the normal operation and cleanliness of the dining

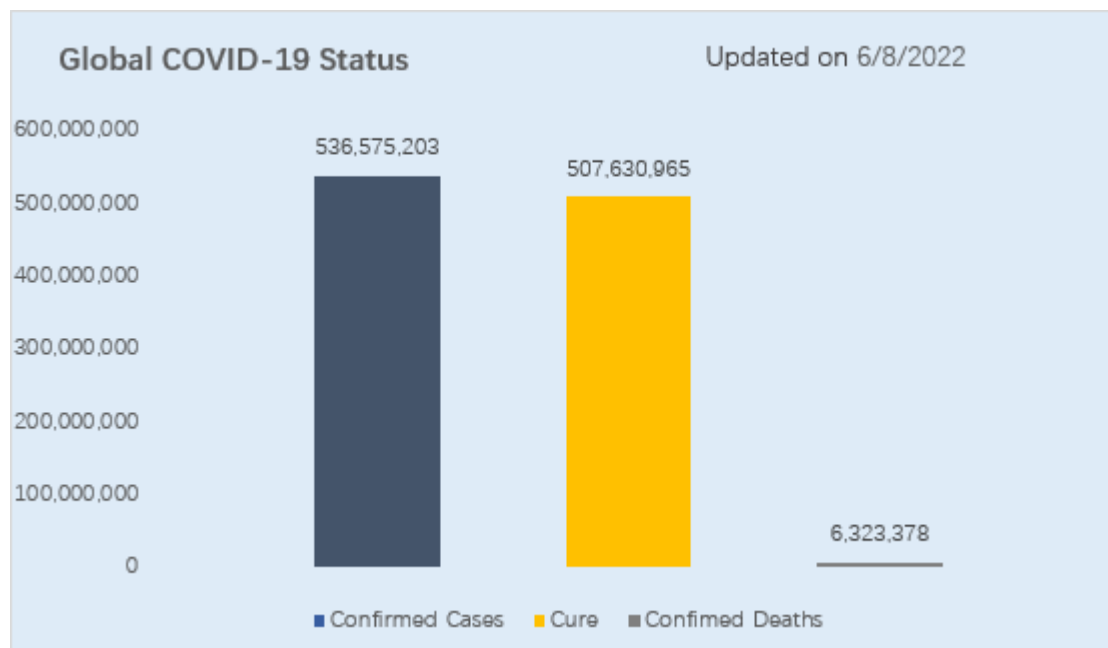
cabinet. In terms of equipment requirements, it is clarified that the intelligent take-out cabinet should be equipped with thermal insulation and refrigeration functions according to the actual use scenario, so as to further improve the level of food safety.

Source: Maia Research Analysis

1.7 Smart Lockers Industry Development Trends under COVID-19 Outbreak

1.7.1 Global COVID-19 Status Overview

Figure Global COVID-19 Status Overview



Source: Maia Research Analysis

1.7.2 Influence of COVID-19 Outbreak on Smart Lockers Industry Development

The number of people infected by the COVID-19 epidemic is large, and different industries are affected differently by the epidemic. The COVID-19 outbreak has hit the global economy hard.

The impact of the epidemic on the smart locker industry will involve all major links and entities in the industrial chain. Epidemics keep coming back and forth, and new variants of viruses bring greater uncertainty. Affected by the epidemic, factories may suspend production and stop

production. Due to the prevention and control of the epidemic in various countries, logistics and transportation have been affected, hindering the transportation of smart locker components and causing problems in the delivery of finished products. Components of a locker include fasteners, latches, brackets, locks, hinges, handles, and more.

In addition, smart lockers are widely used in workshops, factories, large public buildings, retail infrastructure such as hotels, (indoor and outdoor) restaurants, health and fitness centers, (indoor and outdoor) markets, showrooms, garages; transportation infrastructure such as Subway, bus and train stations, airports, hangars, large covered car parks, tunnels; sports infrastructure such as swimming pools, sports fields, cinema, music and entertainment theatres and other entertainment infrastructure. In conclusion, people's travel patterns and activities have been affected due to COVID-19, and due to the susceptibility to COVID-19, going out, gatherings, etc. are high-risk events during the epidemic. Therefore, during the epidemic, many places have issued stop-work or stay-at-home orders. In addition to daily food purchases, there are certain restrictions on access to other facilities. The downstream demand market will be limited to a certain extent, which will also affect the demand in the smart locker market.

During the epidemic, people are more cautious, have doubts about contact with strangers, and will try to avoid some unnecessary contact, such as face-to-face pickup or delivery of packages, which will have a certain positive impact on the development of the smart locker industry.

Smart lockers can be used for express and logistics. The smart express cabinets deployed in various places are actually a form of "contactless distribution". Although the smart express cabinet was not fully utilized during the epidemic, it really shined during the epidemic. Through the further cultivation of "contactless delivery" consumption habits during the epidemic, smart lockers may usher in a certain degree of turnaround.

2 Industry Chain Analysis

2.1 Major Players of Smart Lockers

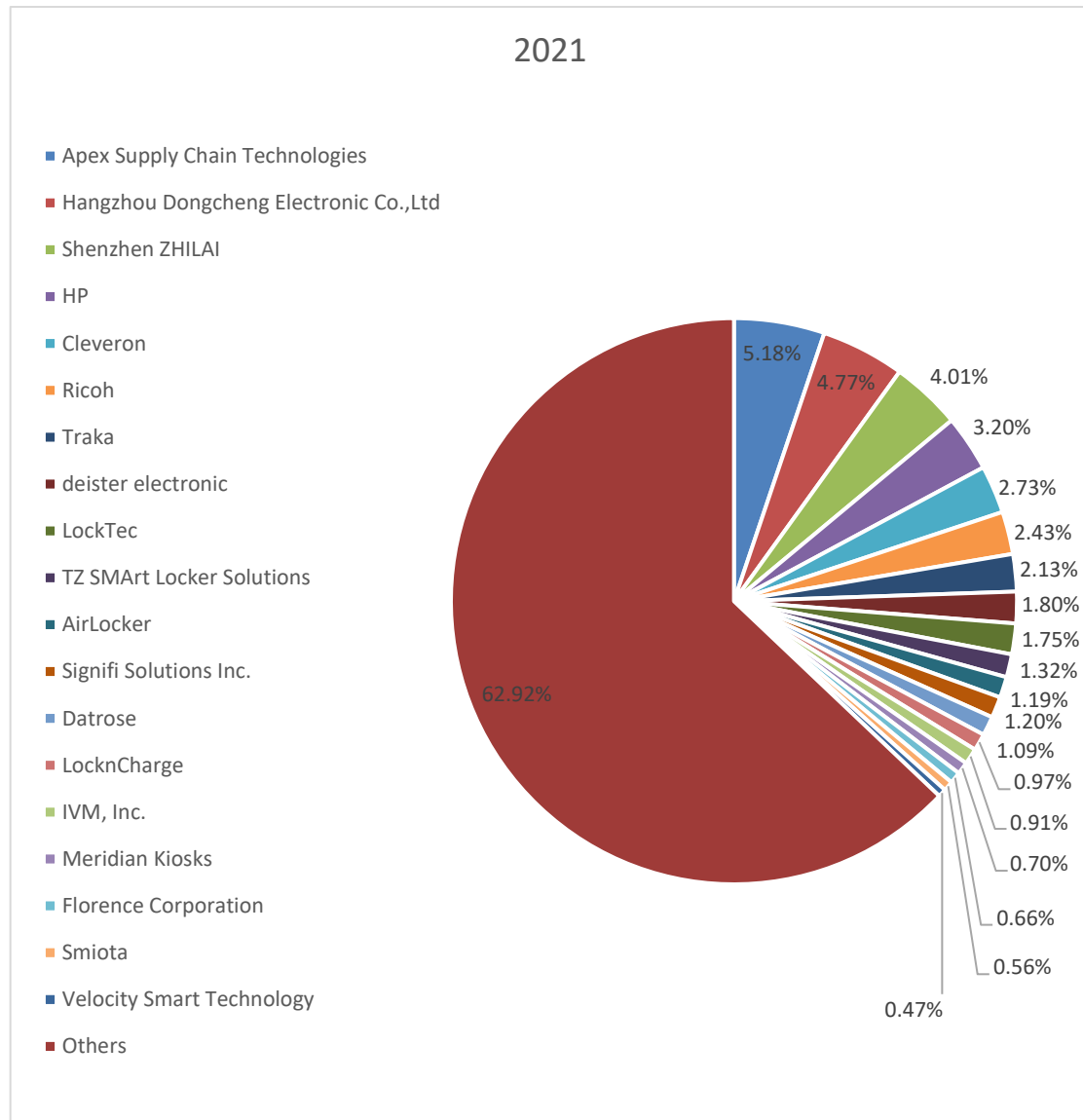
2.1.1 Major Players Business Distribution Regions

Table Major Players Business Distribution Regions

Players	Business Distribution Regions
Apex Supply Chain Technologies	Mainly in Americas, Europe and Australia
Hangzhou Dongcheng Electronic	Mainly in Asia
Shenzhen ZHILAI	Mainly in Asia
HP	Mainly in US, Europe and Singapore
Cleveron	Mainly in Europe, America
Ricoh	Mainly in Asia, North America, Europe
Traka	Mainly in Europe, Singapore, Australia
deister electronic	Mainly in Europe
LockTec	Mainly in Europe
TZ SMART Locker Solutions	Mainly in North America, Singapore and Australia
AirLocker	Mainly in North America
Signifi Solutions Inc.	Mainly in Europe and North America
Datrose	Mainly in North America
LocknCharge	Mainly in North America and Europe
IVM, Inc.	Mainly in North America
Meridian Kiosks	Mainly in North America
Florence Corporation	Mainly in the USA
Smiota	Mainly in North America
Velocity Smart Technology	Worldwide

Source: Maia Research Analysis

Figure Major Players Value Market Share of Smart Lockers in 2021

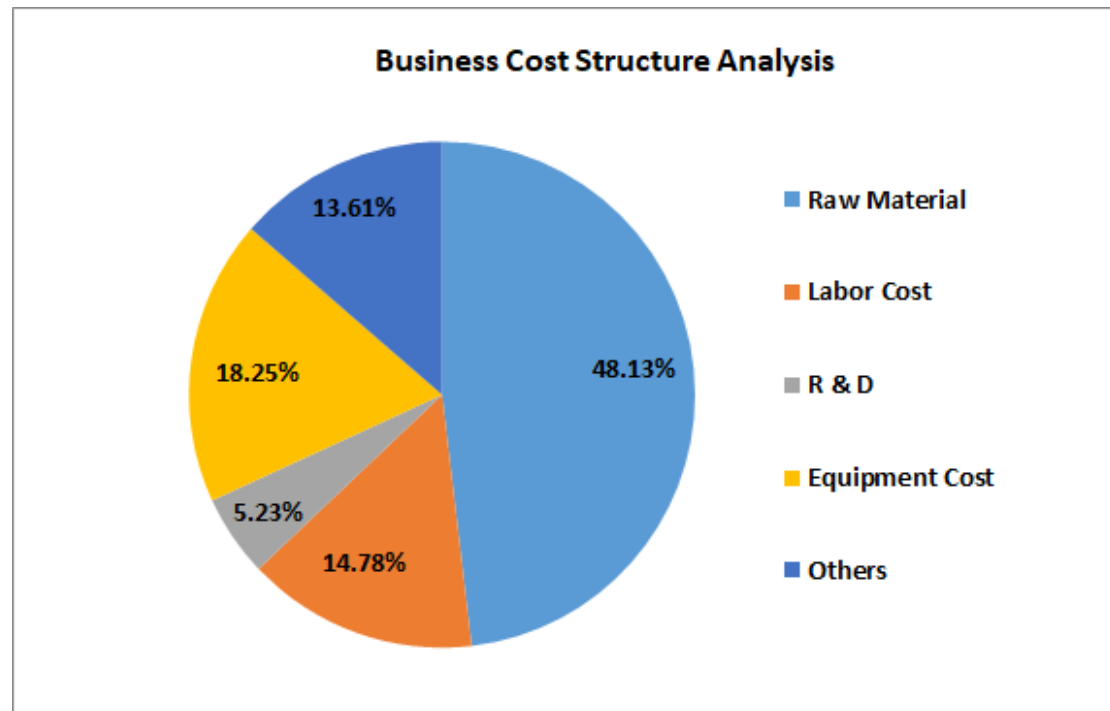


Source: Maia Research Analysis

2.2 Smart Lockers Business Cost Structure Analysis

2.2.1 Business Cost Structure of Smart Lockers

Figure Business Cost Structure of Smart Lockers



Source: Maia Research Analysis

2.2.2 Labor Cost of Smart Lockers

2.2.2.1 Definition of Labor Cost

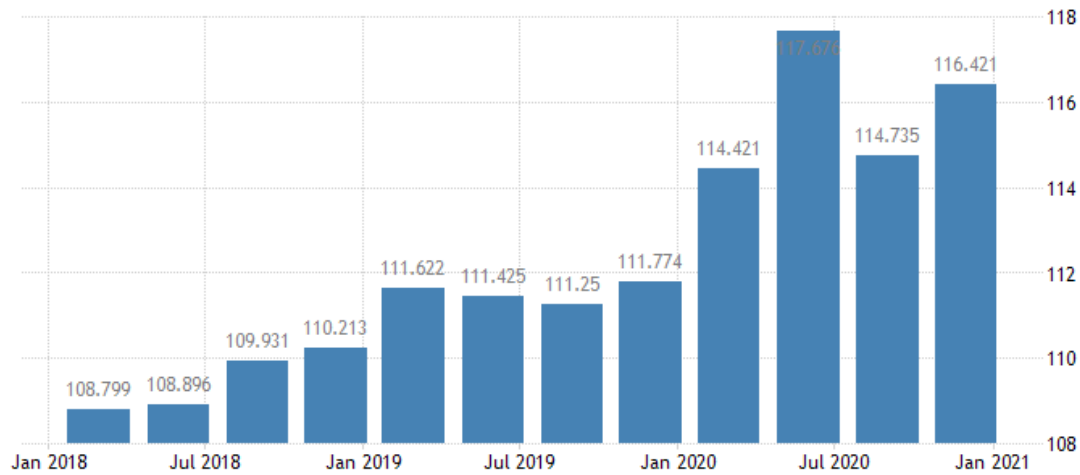
The cost of labor is the sum of all wages paid to employees, as well as the cost of employee benefits and payroll taxes paid by an employer. The cost of labor is broken into direct and indirect (overhead) costs. Direct costs include wages for the employees that produce a product, including workers on an assembly line, while indirect costs are associated with support labor, such as employees who maintain factory equipment.

2.2.2.2 Labor Cost of North America

Unit labor costs in the US nonfarm business sector rose an annualized 6 percent in the fourth quarter of 2020, rebounding from an upwardly revised 9.6 percent drop in the previous period but less than a preliminary estimate of a 6.8 percent jump and below market expectations of a 6.6 percent rise. Hourly compensation climbed 1.5 percent (vs 1.7 percent previously reported) and

productivity fell 4.2 percent (vs -4.8 percent previously reported). Year-on-year, unit labor costs in the nonfarm business sector rose 4.2 percent.

Figure Labor Cost of US in 2018-2020



Source: Maia Research Analysis

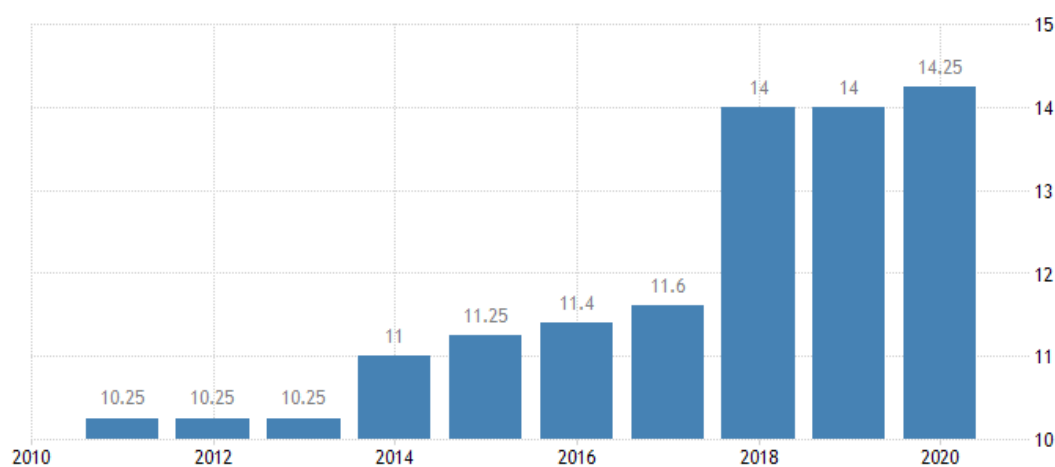
Table Labor Cost of US

United States Labor	Last	Previous	Highest	Lowest	Unit
Unemployment Rate	6	6.2	14.8	2.5	percent
Non-Farm Payrolls	916	468	4846	-20679	Thousand
Nonfarm Payrolls Private	780	558	4807	-19731	Thousand
Government Payrolls	136	-90	517	-948	Thousand
Manufacturing Payrolls	53	18	655	-1715	Thousand
Initial Jobless Claims	553	566	6149	162	Thousand
Continuing Jobless Claims	3660	3651	23128	988	Thousand
ADP Employment Change	517	176	4350	-19392	Thousand
Employed Persons	150848	150239	158735	57172	Thousand
Unemployed Persons	9710	9972	23109	1596	Thousand
Average Hourly Earnings	-0.1	0.3	4.6	-1.3	percent
Average Weekly Hours	34.9	34.6	34.9	33.7	Hours
Labor Force Participation Rate	61.5	61.4	67.3	58.1	percent
Long Term Unemployment Rate	2.59	2.51	4.4	0.08	percent
Youth Unemployment Rate	11.1	10.9	27.4	4.8	percent
Labor Costs	116.42	114.74	117.68	17	points
Productivity	111.09	112.29	112.29	25.99	points
Job Vacancies	7151	7080	7784	2157	Thousand
Job Offers	7367	7099	7574	2232	Thousand
Challenger Job Cuts	30603	34531	671129	15100	Persons
Wages	25.21	25.19	25.21	2.5	USD/Hour
Wages in Manufacturing	23.29	23.2	23.29	1.27	USD/Hour
Wage Growth	-0.01	1.02	13.78	-6.64	percent

Minimum Wages	7.25	7.25	7.25	0.25	USD/Hour
Employment Cost Index	0.7	0.5	2	0.2	percent
Population	329.48	328.33	329.48	76.09	Million
Retirement Age Women	66	66	66	66	
Retirement Age Men	66	66	66	66	
Employment Rate	57.8	57.6	64.7	51.3	percent
Full Time Employment	125803	124868	131755	64640	Thousand
Part Time Employment	25078	25109	28134	10086	Thousand
Jobless Claims 4-week Average	611.75	655.75	5301.25	179	Thousand

Source: Maia Research Analysis

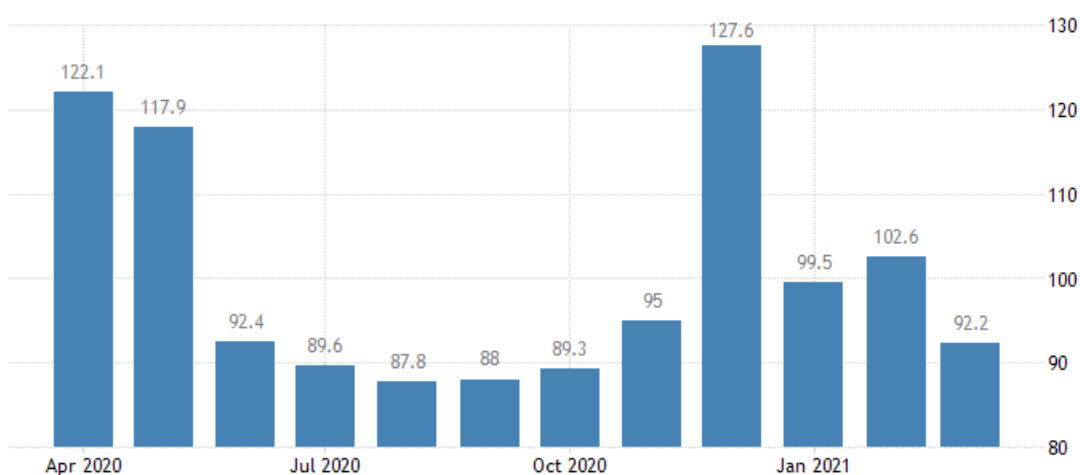
Figure Labor Cost of Canada in 2010-2020



Source: Maia Research Analysis

Minimum Wages in Canada increased to 14.25 CAD/Hour in 2020 from 14 CAD/Hour in 2019.

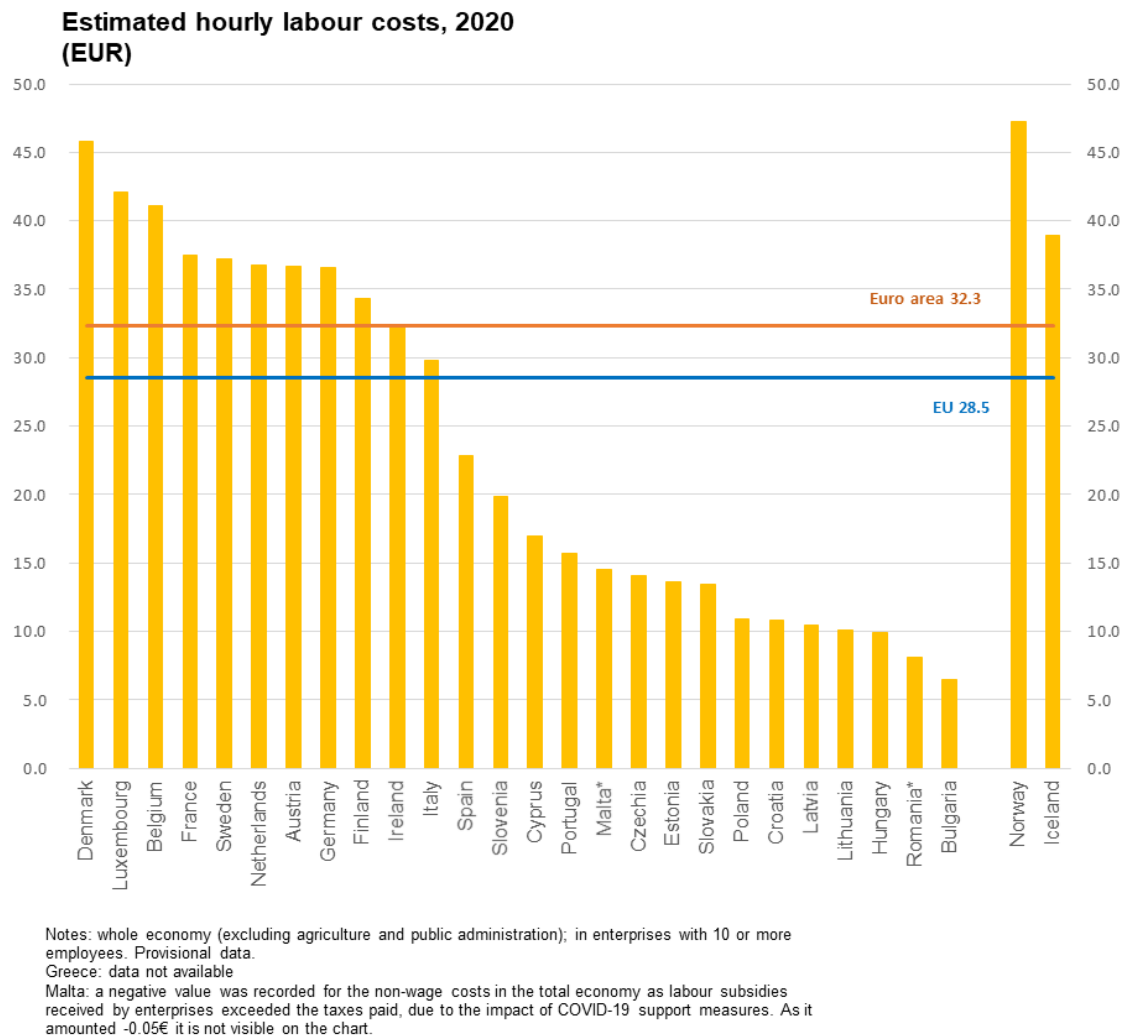
Figure Labor Cost of Mexico in 2020



Labor Costs in Mexico decreased to 92.20 points in March from 102.60 points in February of 2021.

2.2.2.3 Labor Cost of Europe

Figure Labor Cost of Europe

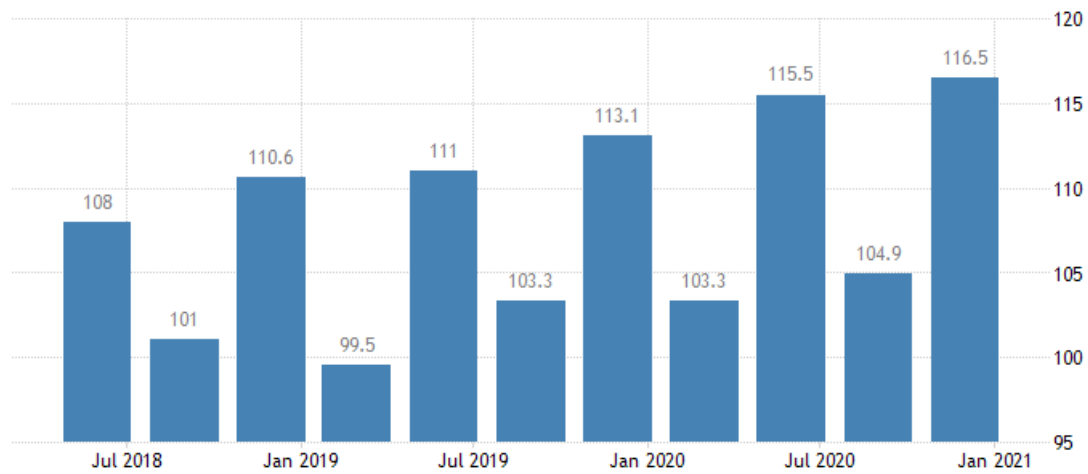


Source: Maia Research Analysis

In 2020, average hourly labor costs were estimated at EUR 28.5 in the EU and at EUR 32.3 in the euro area (EA-19). However, this average masks sizeable gaps between EU Member States, with hourly labor costs ranging between EUR 6.5 and EUR 45.8.

When comparing labor cost estimates in euro over time, it should be noted that data for the Member States outside the euro area are influenced by exchange rate movements.

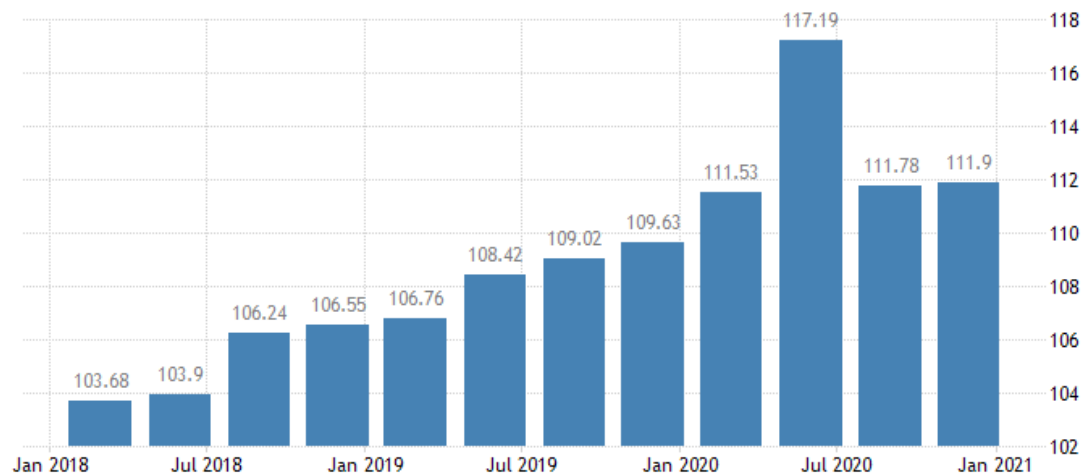
Figure Labor Cost of Europe Union in 2018-2020



Source: Maia Research Analysis

Hourly labor costs in the Euro Area advanced 3.0 percent year-on-year in the fourth quarter of 2020, following an increase of 1.6 percent in the previous three-month period. Wages and salaries per hour worked grew by 3.5 percent and the non-wage component rose by 1.5 percent.

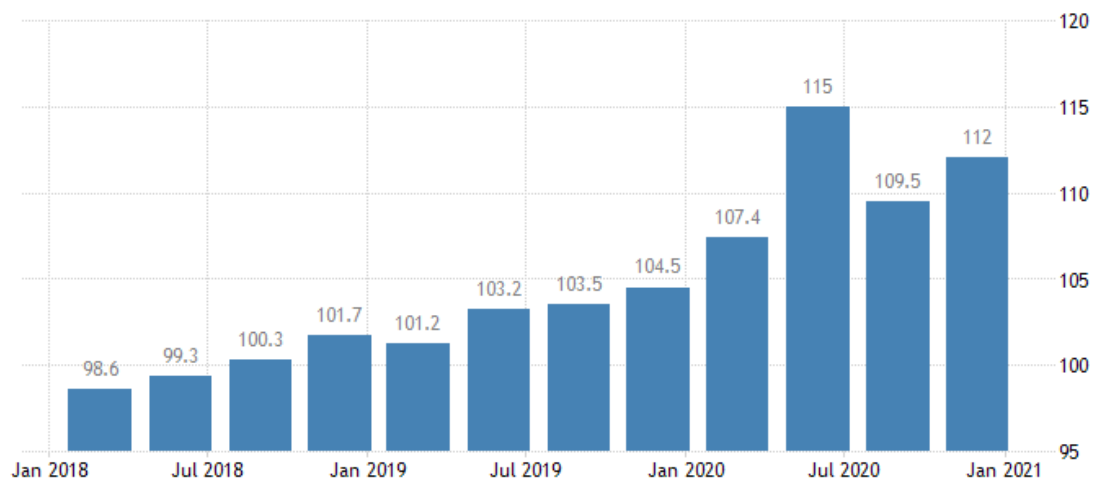
Figure Labor Cost of Germany in 2018-2020



Source: Maia Research Analysis

Labor Costs in Germany increased to 111.90 points in the fourth quarter of 2020 from 111.78 points in the third quarter of 2020.

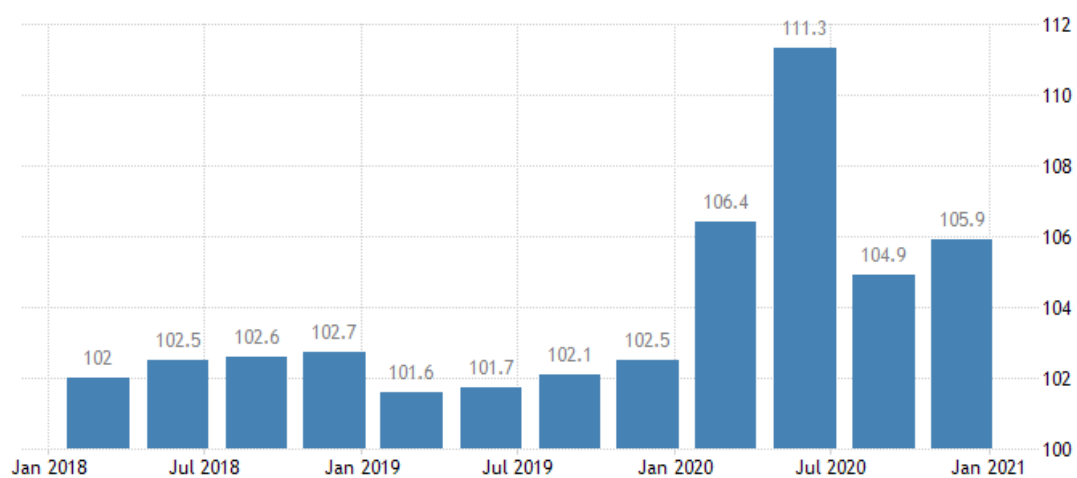
Figure Labor Cost of UK in 2018-2020



Source: Maia Research Analysis

Unit labor costs in the UK rose by 7.2 percent from a year earlier in the fourth quarter of 2020, driven almost entirely by a 6.4 percent increase in labor costs per hour, and to a much lesser extent by a 0.7 percent decline in output per hour.

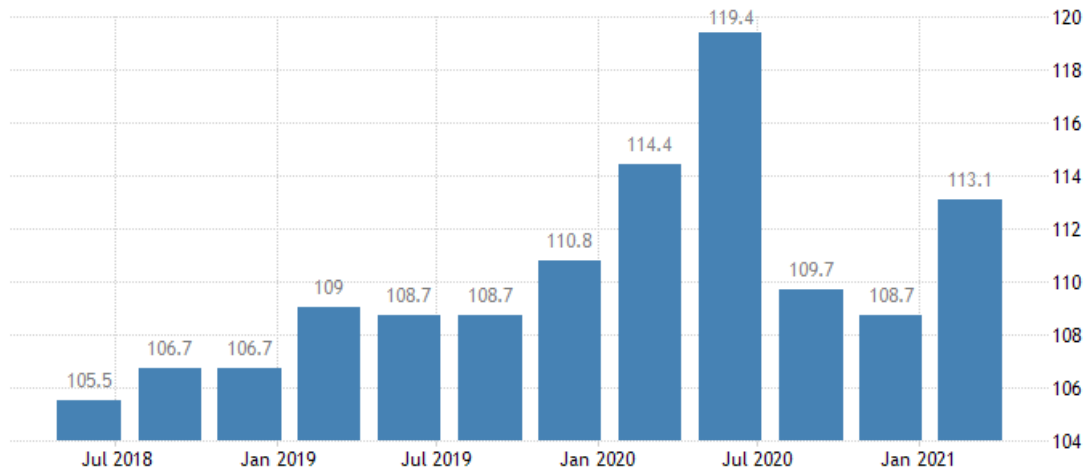
Figure Labor Cost of France in 2018-2020



Source: Maia Research Analysis

Labor Costs in France increased to 105.90 points in the fourth quarter of 2020 from 104.90 points in the third quarter of 2020.

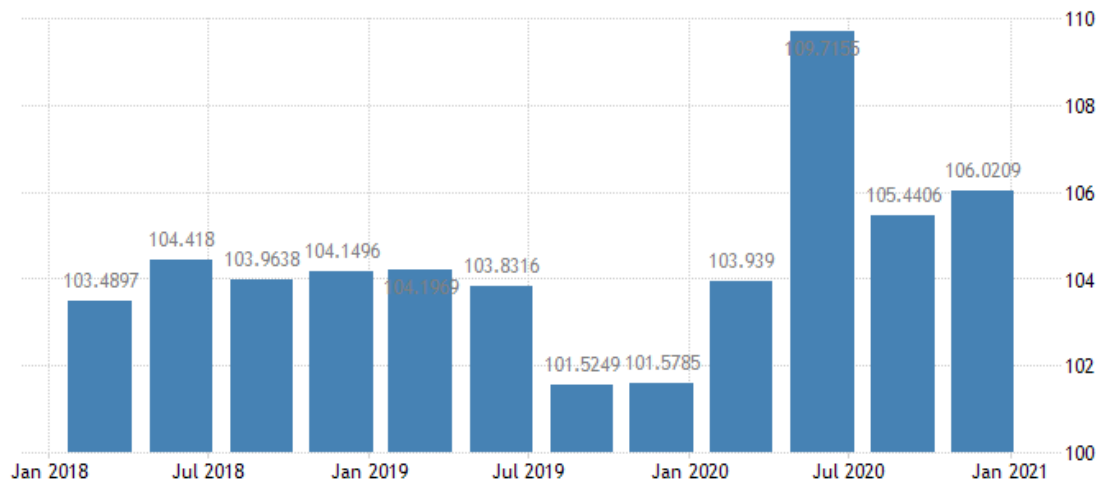
Figure Labor Cost of Italy in 2018-2020



Source: Maia Research Analysis

Labor Costs in Italy increased to 113.10 points in the first quarter of 2021 from 108.70 points in the fourth quarter of 2020.

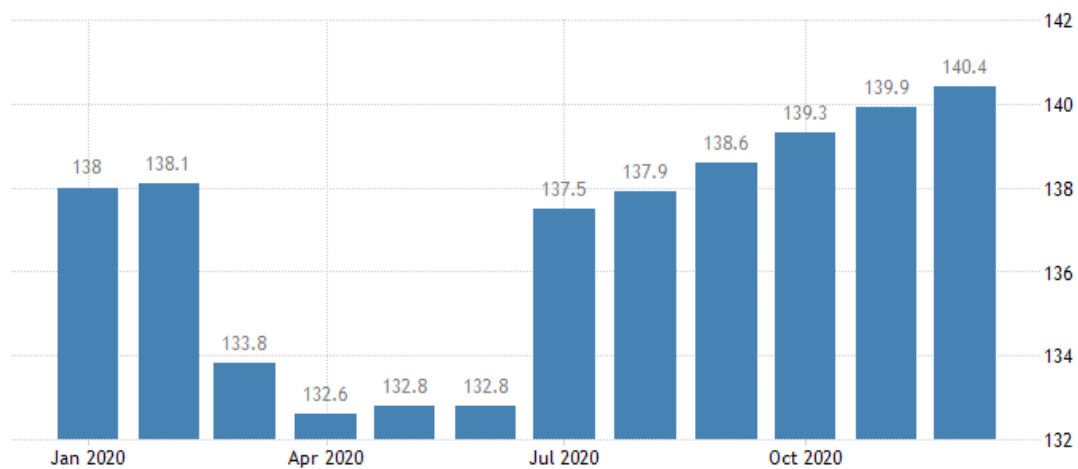
Figure Labor Cost of Denmark in 2018-2020



Source: Maia Research Analysis

Labor Costs in Denmark increased to 106.02 points in the fourth quarter of 2020 from 105.44 points in the third quarter of 2020.

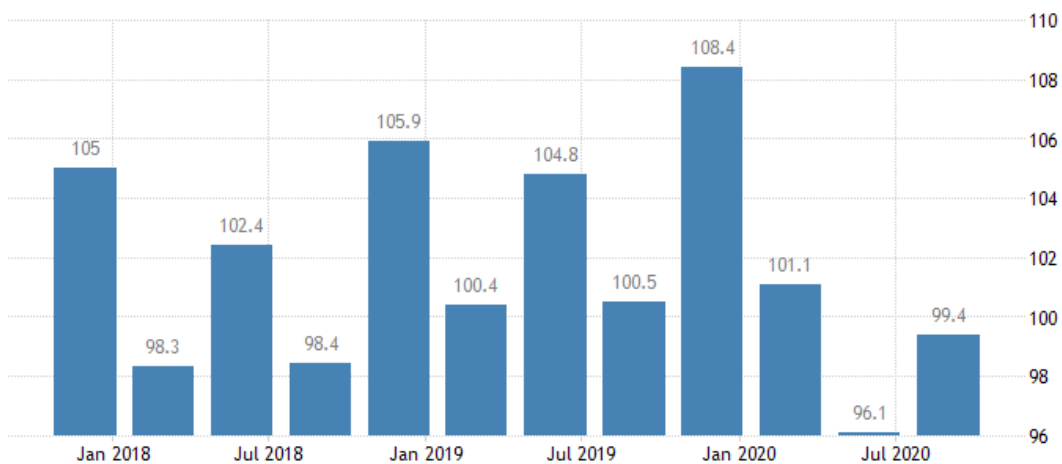
Figure Labor Cost of Sweden in 2020



Source: Maia Research Analysis

Labor Costs in Sweden increased to 140.40 points in December from 139.90 points in November of 2020.

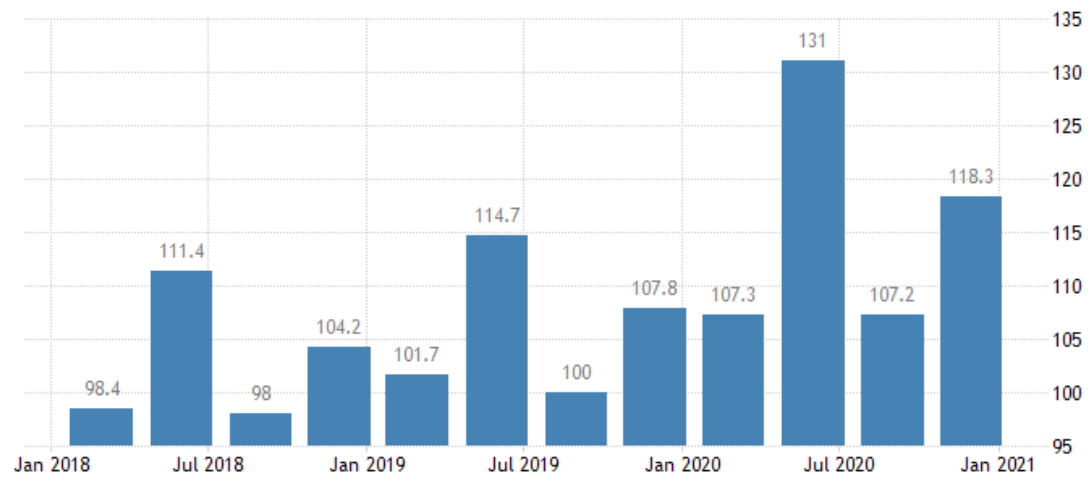
Figure Labor Cost of Spain in 2018-2020



Source: Maia Research Analysis

Labor Costs in Spain increased to 99.40 points in the third quarter of 2020 from 96.10 points in the second quarter of 2020.

Figure Labor Cost of Netherland in 2018-2020



Source: Maia Research Analysis

Labor Costs in Netherlands increased to 118.30 points in the fourth quarter of 2020 from 107.20 points in the third quarter of 2020.

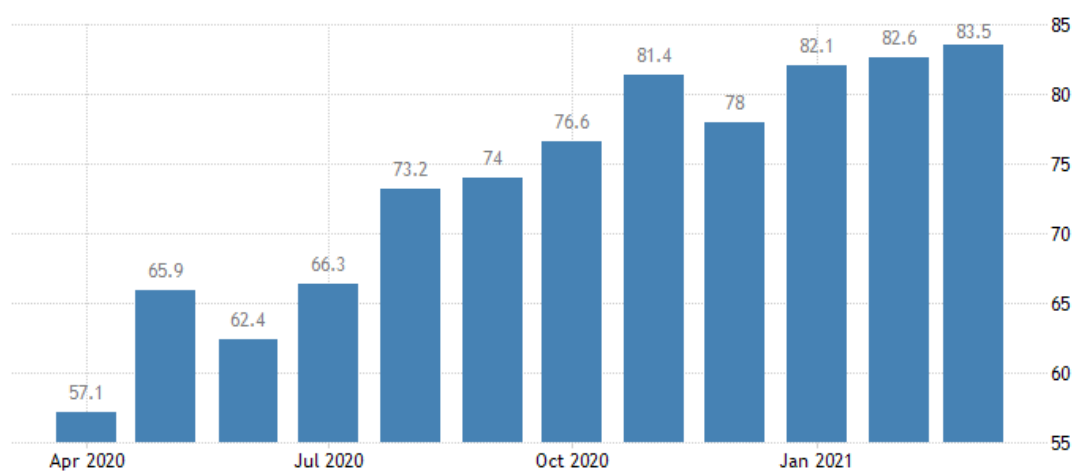
2.2.2.4 Labor Cost of Asia-Pacific

Table Unemployment Rate, Latest Available Period in 2019 And Same Period in 2020

Economies	Unemployment rate (%)								Change (YOY, percentage point)	
	2019 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q2	2020 Q3	
Australia	5.4	5.2	5.2	4.9	5.6	6.9	7.0	1.7	1.8	
China	5.2	5.0	5.2	5.1	5.8	5.9	5.6	0.9	0.4	
Hong Kong, China	2.7	2.9	3.1	3.1	4.2	6.2	6.7	3.3	3.6	
Indonesia	3.4	n.a.	3.9	n.a.	3.1	n.a.	n.a.	n.a.	n.a.	
Indonesia (open)	5.3	n.a.	5.0	n.a.	5.0	n.a.	7.1	n.a.	2.1	
Islamic Rep. of Iran	12.1	10.9	10.5	10.9	11.9	9.8	n.a.	-1.1	n.a.	
Japan	2.4	2.4	2.3	2.2	2.4	2.8	3.0	0.4	0.7	
Macau, China	1.7	1.7	1.9	1.7	2.0	2.5	n.a.	0.8	n.a.	
Malaysia	3.3	3.3	3.3	3.3	3.5	5.0	4.7	1.7	1.4	
Mongolia	11.8	10.1	9.9	8.1	6.6	6.6	n.a.	-3.6	n.a.	
Myanmar	0.3	n.a.	0.7	n.a.	1.6	n.a.	n.a.	n.a.	n.a.	
New Zealand	4.4	3.9	4.0	4.0	4.4	3.9	n.a.	0.0	n.a.	
Philippines	2.0	2.2	2.6	2.1	2.6	n.a.	n.a.	n.a.	n.a.	
Philippines (open)	n.a.	5.1	5.4	n.a.	n.a.	17.7	10.0	12.6	4.6	
Rep. of Korea	4.5	4.1	3.3	3.1	4.1	4.3	3.6	0.2	0.2	
Singapore	3.1	3.1	3.2	3.2	3.3	3.8	4.7	0.7	1.5	
Sri Lanka	4.7	4.9	5.1	4.5	5.7	5.4	n.a.	0.5	n.a.	
Taiwan, China	3.7	3.7	3.8	3.7	3.7	4.0	n.a.	0.3	n.a.	
Thailand	0.7	0.7	0.8	0.7	0.8	1.0	1.3	0.3	0.5	
Viet Nam	2.1	2.0	2.0	2.0	2.1	2.6	2.5	0.5	0.5	

Source: Maia Research Analysis

Figure Labor Cost of China in 2020



Source: Maia Research Analysis

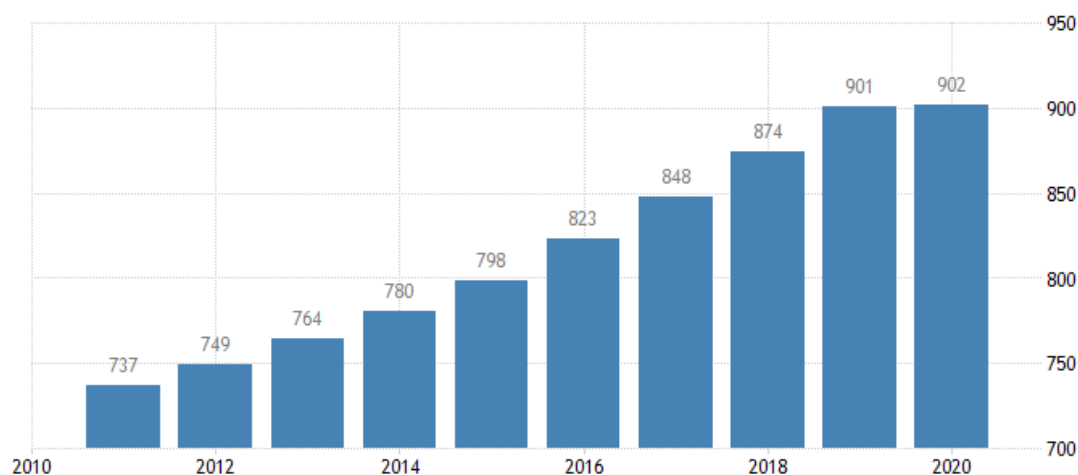
Labor Costs in China increased to 83.50 points in March from 82.60 points in February of 2021.

Table Labor Cost of China

China Labor	Last	Previous	Highest	Lowest	Unit
Unemployment Rate (%)	5.3	Mar/21	5.5	3.9: 6.2	Monthly
Employed Persons (Tens of Thousands)	78657	Dec/20	77471	20729: 78657	Yearly
Unemployed Persons (Tens of Thousands)	1186	Dec/20	1126	810: 1186	Quarterly
Labor Costs (points)	83.5	Mar/21	82.6	57.1: 97.4	Monthly
Wages (CNY/Year)	93383	Dec/19	84744	445: 93383	Yearly
Minimum Wages (CNY/Month)	2480	Apr/21	2480	690: 2480	Yearly
Wages in Manufacturing (CNY/Year)	78147	Dec/19	72088	597: 78147	Yearly
Population (Million)	1400	Dec/19	1395	552: 1400	Yearly
Retirement Age Women	55	Dec/20	50	50: 55	Yearly
Retirement Age Men	60	Dec/20	60	60: 60	Yearly

Source: Maia Research Analysis

Figure Labor Cost of Japan in 2010-2020

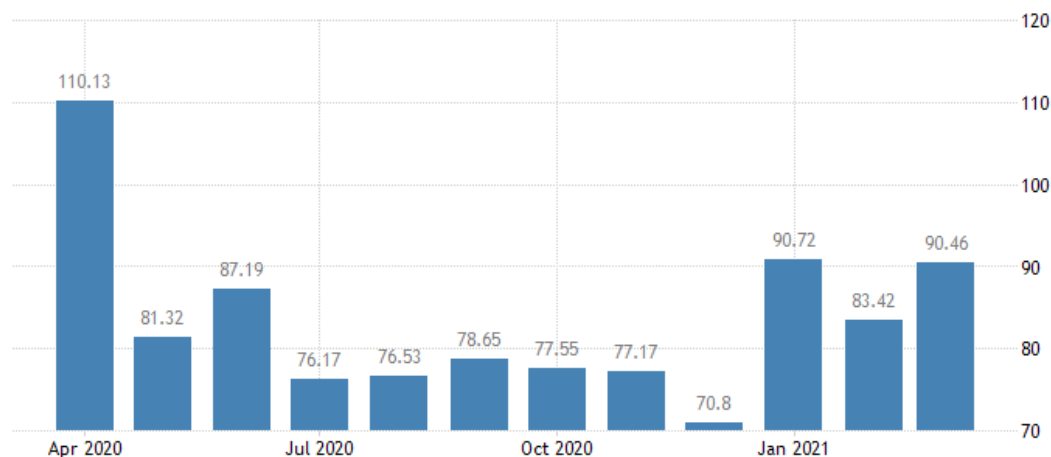


Source: Maia Research Analysis

Minimum Wages in Japan increased to 902 JPY/Hour in 2020 from 901 JPY/Hour in 2019. Minimum Wages in Japan increased to 848 JPY/Hour in 2018 from 823 JPY/Hour in 2017. Minimum Wages in Japan averaged 771.33 JPY/Hour from 2010 until 2018, reaching an all-time high of 848 JPY/Hour in 2018 and a record low of 713 JPY/Hour in 2010.

2.2.2.5 Labor Cost of South America

Figure Labor Cost of Brazil in 2020



Source: Maia Research Analysis

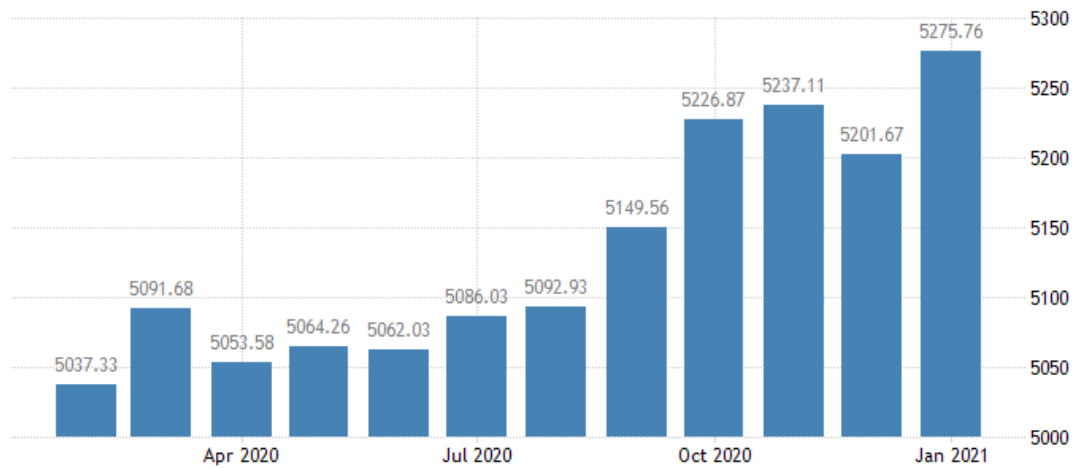
Labor Costs in Brazil increased to 90.46 points in March from 83.42 points in February of 2021.

Table Labor Cost of Brazil in 2018

Brazil Labor	Last	Previous	Highest	Lowest	Unit
Unemployment Rate	14.40	14.20	14.60	6.20	percent
Employed Persons	85.90	86.03	94.55	81.67	Million
Unemployed Persons	14.42	14.27	14.42	6.01	Million
Labor Force Participation Rate	56.80	56.80	62.10	54.70	percent
Labor Costs	90.46	83.42	181.87	39.60	points
Wages	2520.00	2521.00	2589.00	2265.00	BRL/Month
Minimum Wages	1100.00	1100.00	1100.00	64.79	BRL/Month
Population	211.82	210.15	211.82	72.74	Million
Retirement Age Women	62.00	62.00	62.00	60.00	
Retirement Age Men	65.00	65.00	65.00	65.00	
Productivity	90.46	83.42	181.87	39.60	points
Non-Farm Payrolls	184.14	401.60	415.00	-860.50	Thousand
Employment Rate	48.60	48.70	57.30	46.80	percent
Wages in Manufacturing	2486.00	2444.00	2561.00	2236.00	BRL/Month
Unemployment Rate	14.40	14.20	14.60	6.20	percent
Employed Persons	85.90	86.03	94.55	81.67	Million
Unemployed Persons	14.42	14.27	14.42	6.01	Million
Labor Force Participation Rate	56.80	56.80	62.10	54.70	percent

Source: Maia Research Analysis

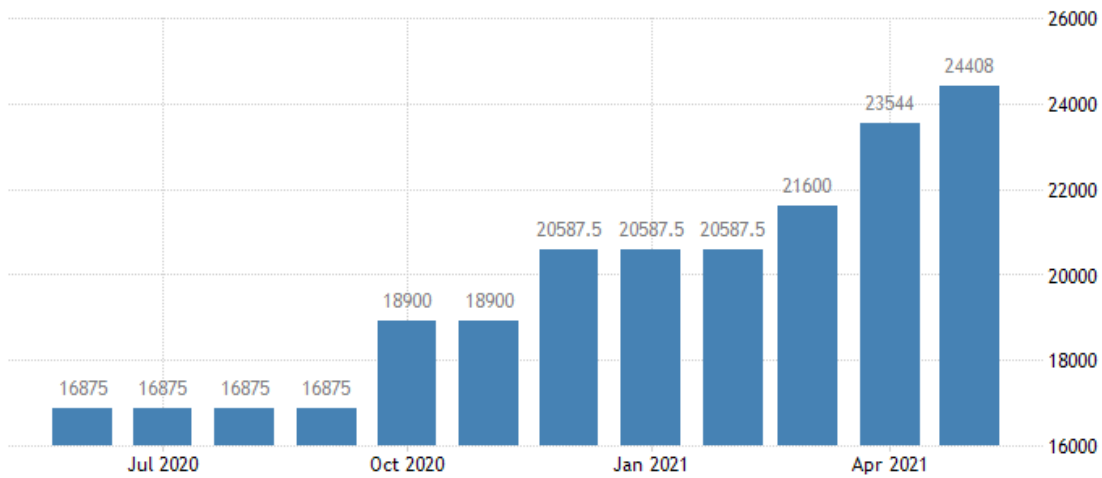
Figure Labor Cost of Chile in 2020



Source: Maia Research Analysis

Wages in Chile increased to 5275.76 CLP/Hour in January from 5201.67 CLP/Hour in December of 2020.

Figure Labor Cost of Argentina in 2020

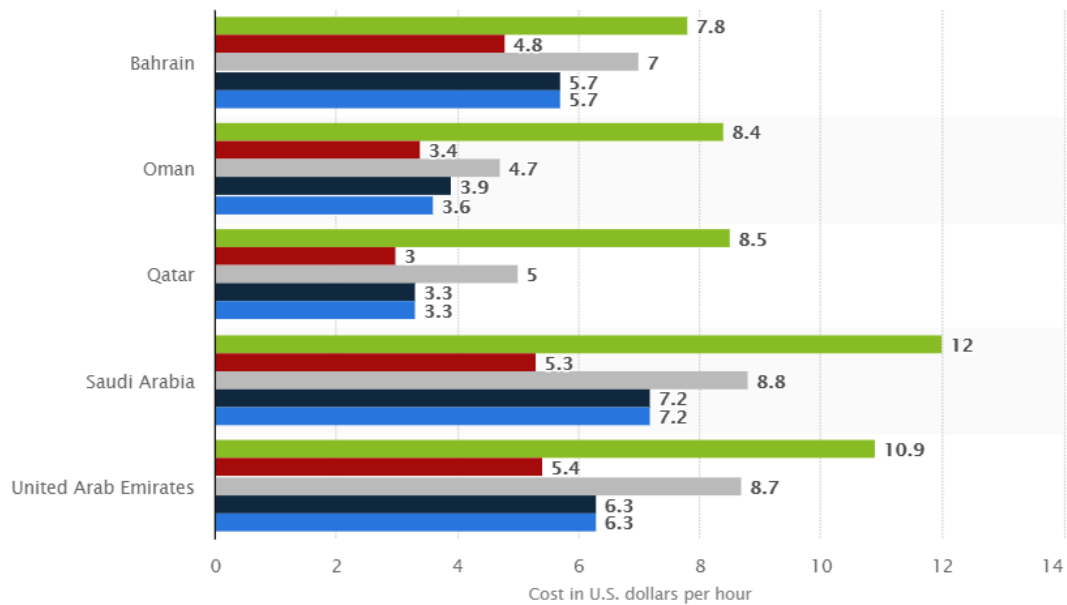


Source: Maia Research Analysis

Minimum Wages in Argentina increased to 24408 ARS/Month in May from 23544 ARS/Month in April of 2021.

2.2.2.6 Labor Cost of Middle East

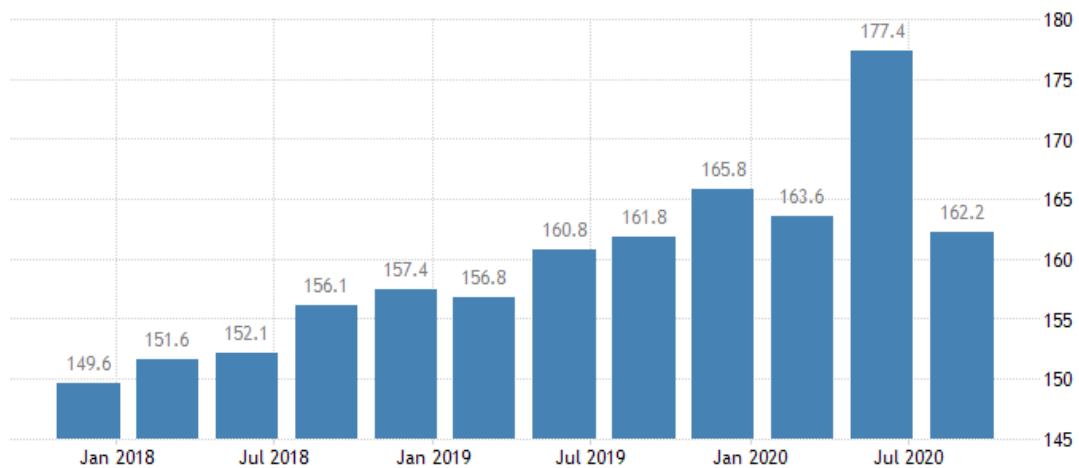
Figure Labor Cost of Meddle East in 2017



Source: Maia Research Analysis

2.2.2.7 Labor Cost of Africa

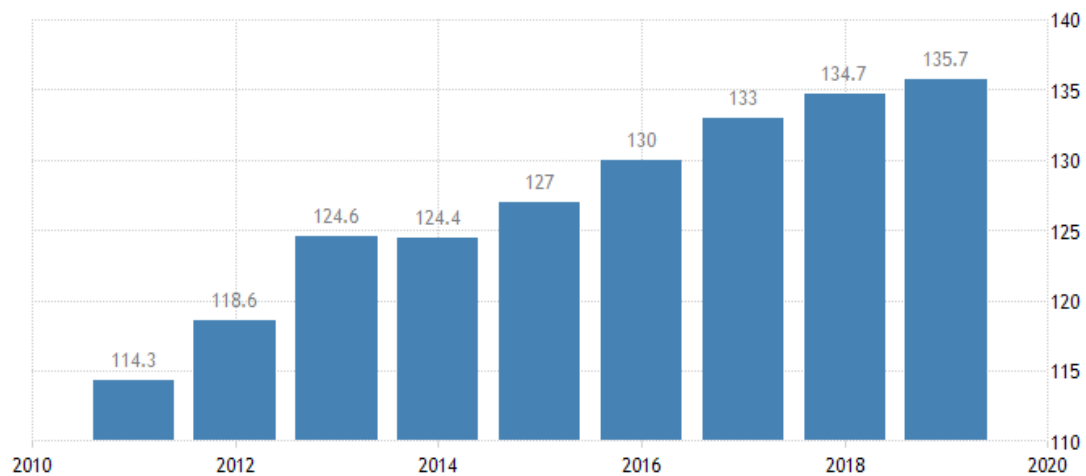
Figure Labor Cost of South Africa in 2018-2020



Source: Maia Research Analysis

Labor Costs in South Africa decreased to 162.20 points in the third quarter of 2020 from 177.40 points in the second quarter of 2020.

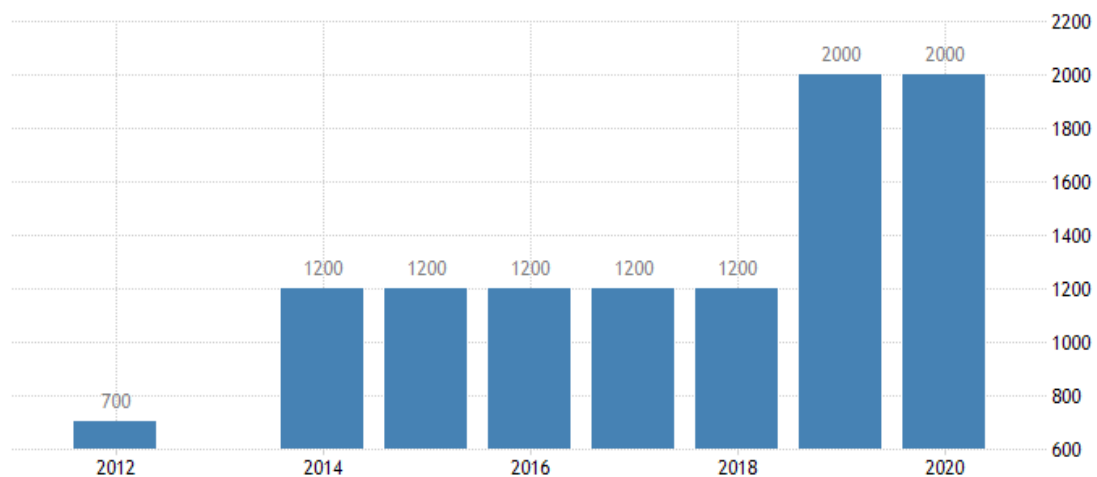
Figure Labor Cost of Mauritius in 2010-2020



Source: Maia Research Analysis

Labor Costs in Mauritius increased to 132.30 Index Points in 2017 from 130 Index Points in 2016. Labor Costs in Mauritius averaged 75.87 Index Points from 1982 until 2017, reaching an all-time high of 132.30 Index Points in 2017 and a record low of 22.54 Index Points in 1982. Labor Costs in Mauritius increased to 135.70 points in 2019 from 134.70 points in 2018.

Figure Labor Cost of Egypt in 2012-2020

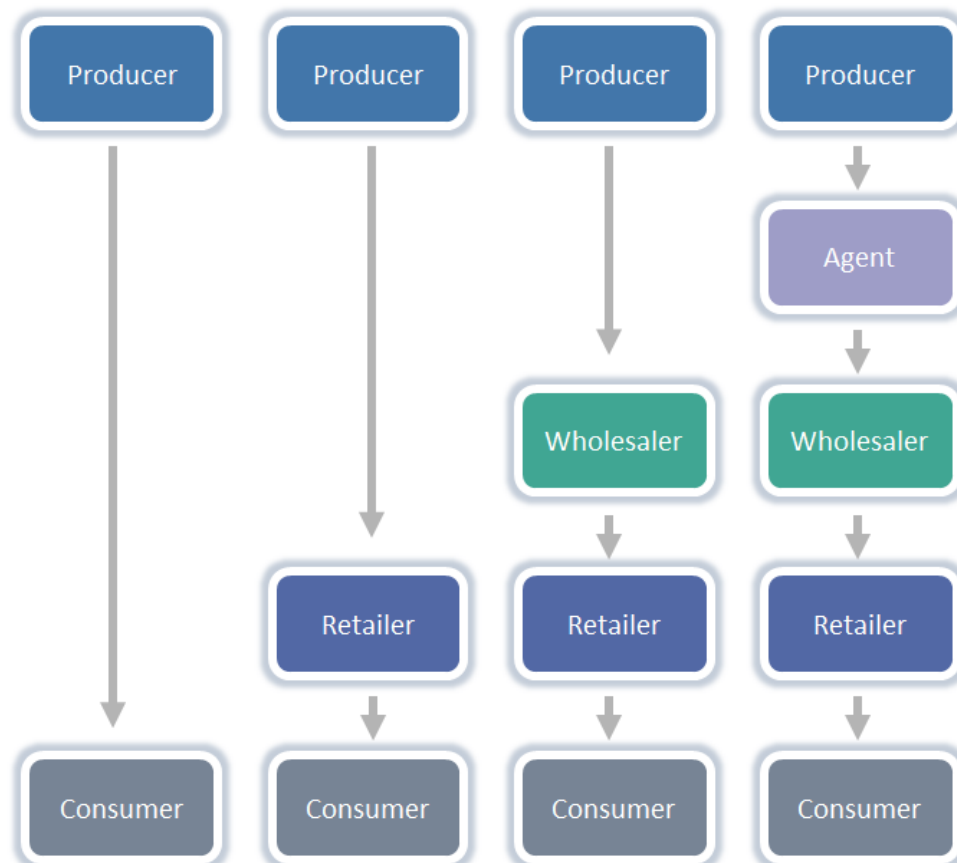


Source: Maia Research Analysis

Minimum Wages in Egypt remained unchanged at 2000 EGP/Month in 2020 from 2000 EGP/Month in 2019. Minimum Wages in Egypt remained unchanged at 1200 EGP/Month in 2018 from 1200 EGP/Month in 2017. Minimum Wages in Egypt averaged 962.14 EGP/Month from 2009 until 2018, reaching an all-time high of 1200 EGP/Month in 2014 and a record low of 35 EGP/Month in 2009.

2.3 Market Channel Analysis of Smart Lockers

Figure Channel Status of Smart Lockers



Source: Maia Research Analysis

Table Major Distributors of Smart Lockers with Contact Information

Distributors	Contact Information	Regions
NorthEast Electrical	Web: www.needco.com Tel: (800) 897-1769 Add: 560 Oak Street, Brockton, MA 02301	US
National Lockers & Shelving	Web: nationallockersandshelving.com Tel: 732-651-9919 Add: 151 NJ-33, Manalapan Township, NJ 07726	US
Vistamation	Web: www.vistamation.com Tel: 951-303-2212 Add: 9416 Wakashan Ave, Las Vegas, NV 89149, US	US
The Rembert Co., Inc.t	Web: www.thomasnet.com Tel: 803.799.3950 Add: 515 Superior Street, Columbia, SC 29205	US
Mavi New York	Web: mavinewyork.com Tel: (718) 874-3805	US

Add: 5102 21st St 6th Floor, Long Island City, NY

Source: Maia Research Analysis

2.4 Major Downstream Customers of Smart Lockers Analysis

Table Major Downstream Customers of Smart Lockers with Contact Information

Downstream Buyers	Contact Information	Regions
Ritz-Carlton Hotel Company	Website: www.ritzcarlton.com Tel: 301-380-3000 Address: 10400 Fernwood Road, Bethesda, Maryland 20817, United States	USA
China Postal Express & Logistics Co Ltd	Website: www.ems.com.cn Phone: 86-10-6600-2300 Address: 9 Jia 3 3 Jinrongjie Street Xicheng District Beijing, 100808 China	China
Marriott International Inc	Website: www.marriott.com Tel: 1-301-380-3000 Address: 10400 Fernwood Road Bethesda, MD 20817 United States	US
Nestle SA	Website: www.nestle.com Phone: 41-21-924-1111 Address: Avenue Nestle 55 Vevey, 1800 Switzerland	Switzerland
FedEx Corp	Website: www.fedex.com Phone: 1-901-818-7500 Address: 942 South Shady Grove Road Memphis, TN 38120 United States	US
China Postal Express & Logistics Co Ltd	Website: www.ems.com.cn Phone: 86-10-6600-2300 Address: 9 Jia 3 3 Jinrongjie Street Xicheng District Beijing, 100808 China	China

Source: Maia Research Analysis

3 Global Smart Lockers Market, by Type

3.1 Global Smart Lockers Value and Market Share by Type (2017-2022)

Table Global Smart Lockers Value (M USD) by Type (2017-2022)

	2017	2018	2019	2020	2021	2022E
Hardware Systems	485.64	536.23	579.48	535.64	612.15	668.60
Services	135.19	154.31	172.08	165.86	195.73	218.20
Total	620.83	690.53	751.56	701.50	807.88	886.81

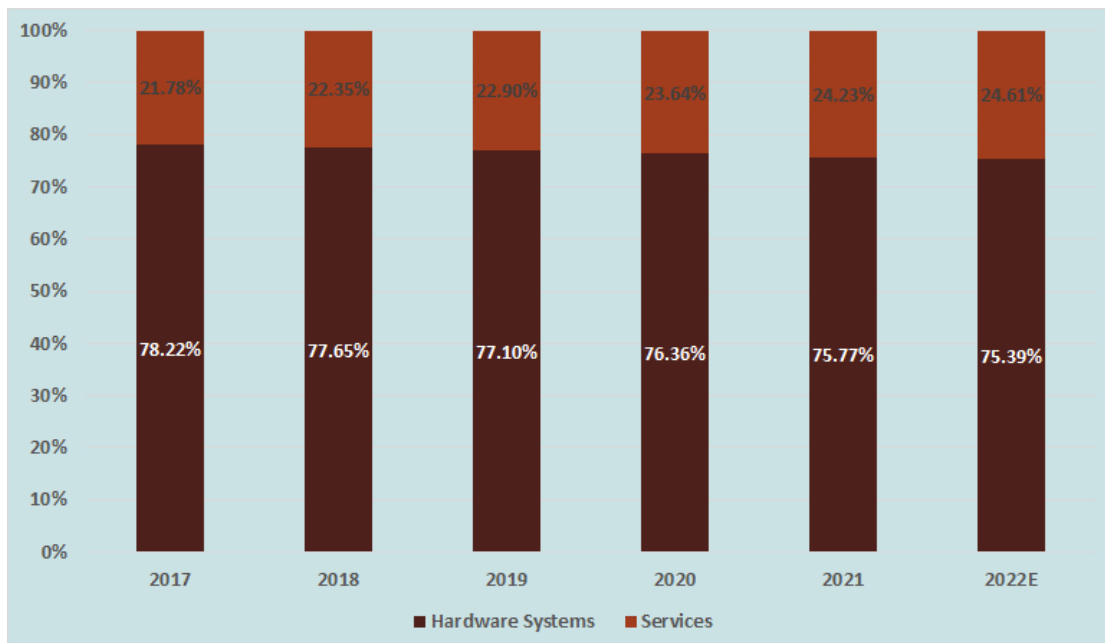
Source: Maia Research Analysis

Table Global Smart Lockers Value Share by Type (2017-2022)

	2017	2018	2019	2020	2021	2022E
Hardware Systems	78.22%	77.65%	77.10%	76.36%	75.77%	75.39%
Services	21.78%	22.35%	22.90%	23.64%	24.23%	24.61%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Source: Maia Research Analysis

Figure Global Smart Lockers Value Share by Type (2017-2022)

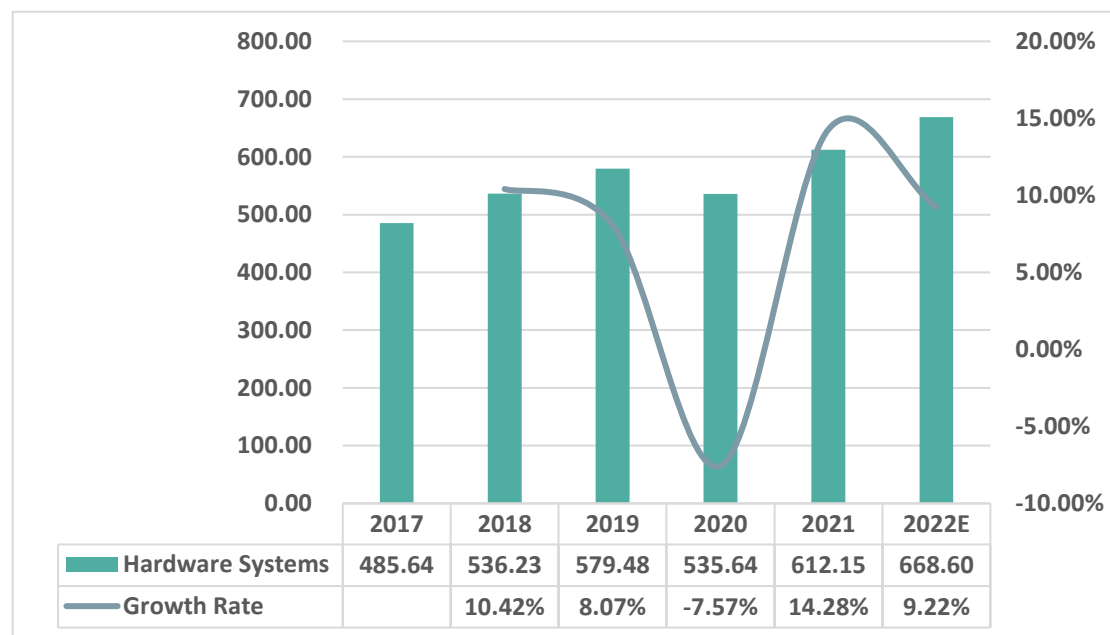


Source: Maia Research Analysis

3.2 Global Smart Lockers Value and Growth Rate by Type (2017-2022)

3.2.1 Global Smart Lockers Value and Growth Rate of Hardware Systems

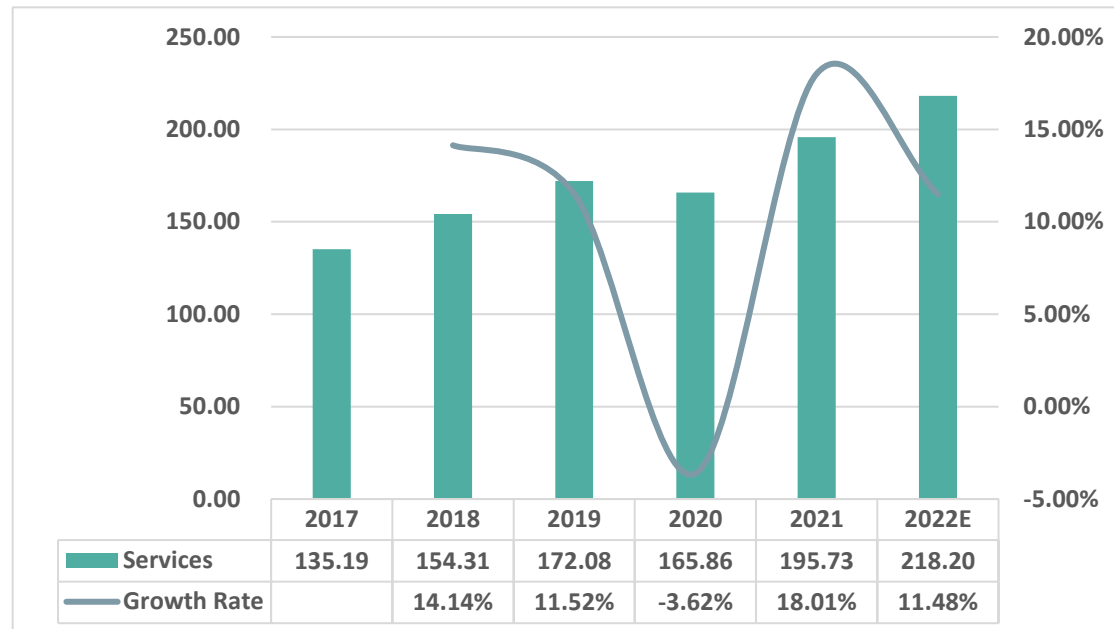
Figure Global Smart Lockers Value (M USD) and Growth Rate of Hardware Systems



Source: Maia Research Analysis

3.2.2 Global Smart Lockers Value and Growth Rate of Services

Figure Global Smart Lockers Value (M USD) and Growth Rate of Services

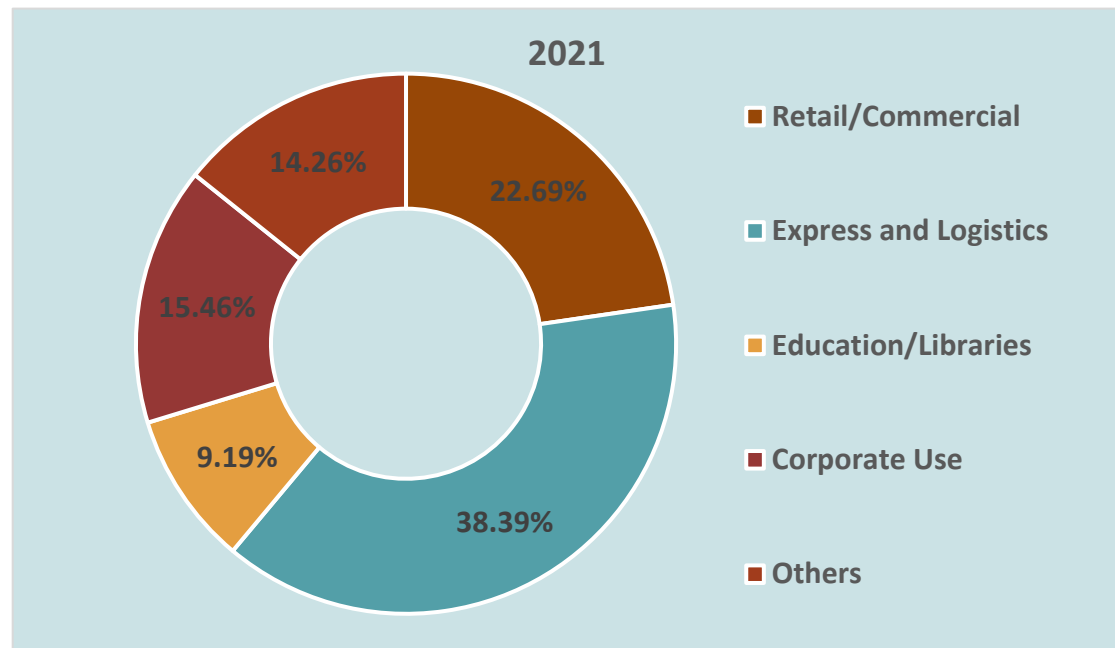


Source: Maia Research Analysis

4 Smart Lockers Market, by Application

4.1 Downstream Market Overview

Figure Downstream Market Status



Source: Maia Research Analysis

4.2 Global Smart Lockers Consumption Value and Market Share by Application (2017-2022)

Table Global Smart Lockers Consumption Value (M USD) by Application (2017-2022)

	2017	2018	2019	2020	2021	2022E
Retail/Commercial	142.25	157.54	170.72	159.11	183.31	201.73
Express and Logistics	249.48	272.13	291.41	273.69	310.18	339.04
Education/Libraries	56.60	63.54	69.80	63.97	74.28	81.85
Corporate Use	87.12	100.63	113.70	105.55	124.89	138.81
Others	85.37	96.69	105.93	99.17	115.22	125.37
Total	620.83	690.53	751.56	701.50	807.88	886.81

Source: Maia Research Analysis

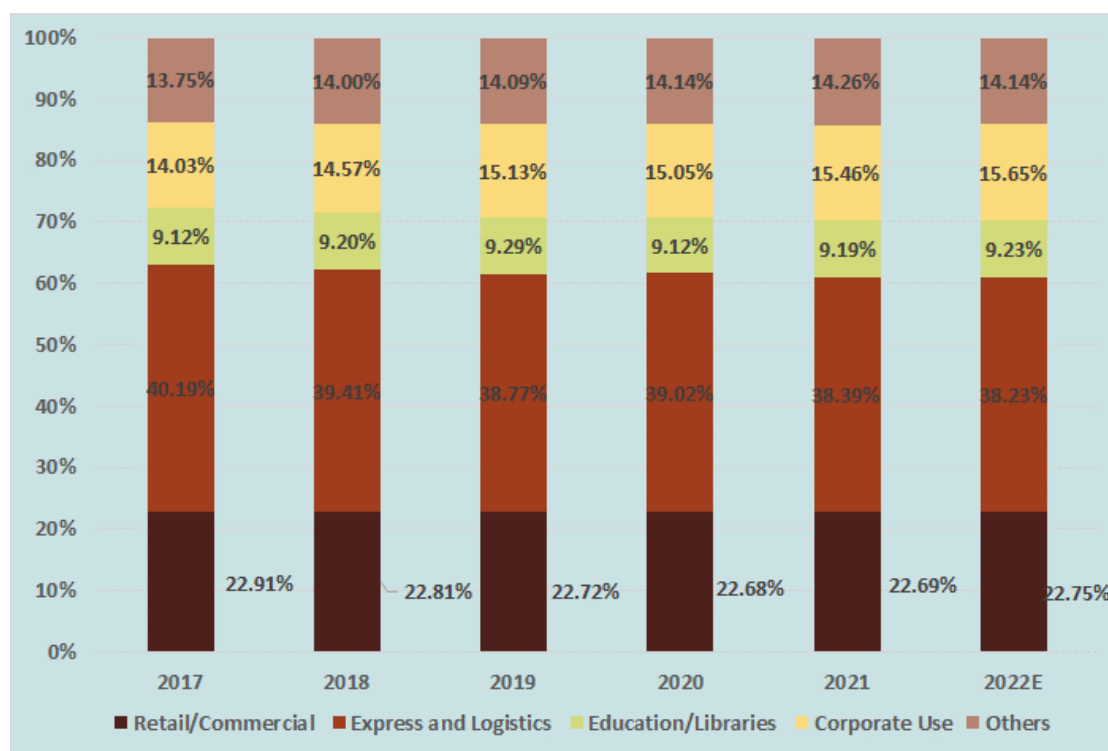
Table Global Smart Lockers Consumption Value Market Share by Application (2017-2022)

	2017	2018	2019	2020	2021	2022E
Retail/Commercial	22.91%	22.81%	22.72%	22.68%	22.69%	22.75%

Express and Logistics	40.19%	39.41%	38.77%	39.02%	38.39%	38.23%
Education/Libraries	9.12%	9.20%	9.29%	9.12%	9.19%	9.23%
Corporate Use	14.03%	14.57%	15.13%	15.05%	15.46%	15.65%
Others	13.75%	14.00%	14.09%	14.14%	14.26%	14.14%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Source: Maia Research Analysis

Figure Global Smart Lockers Consumption Value Market Share by Application (2017-2022)

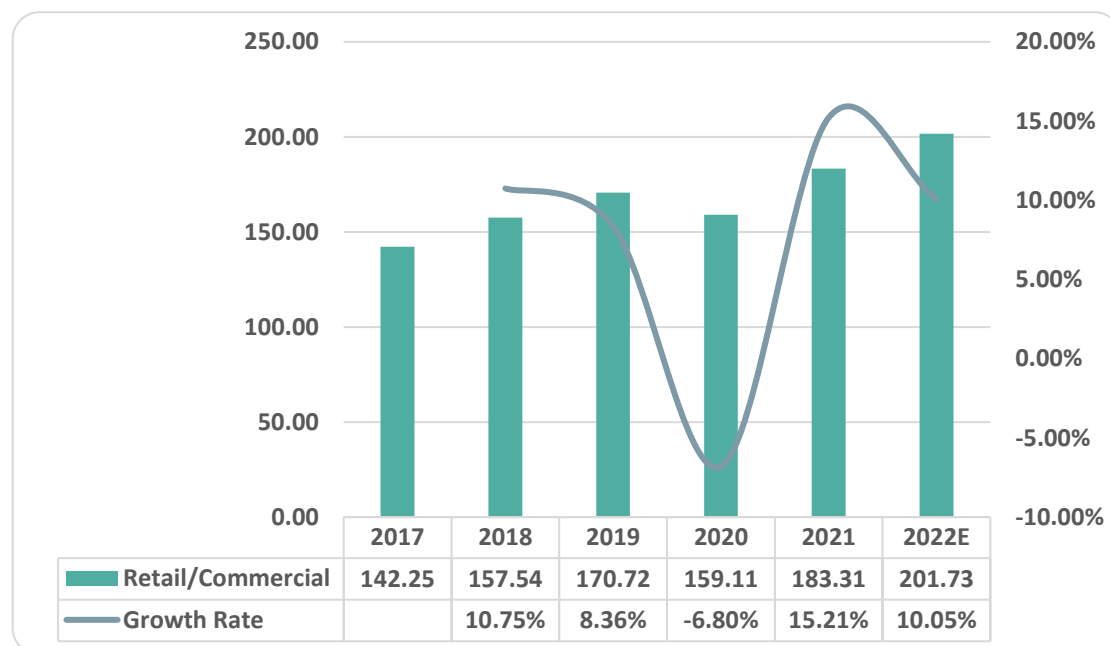


Source: Maia Research Analysis

4.3 Global Smart Lockers Consumption and Growth Rate by Application (2017-2022)

4.3.1 Global Smart Lockers Value and Growth Rate of Retail/Commercial (2017-2022)

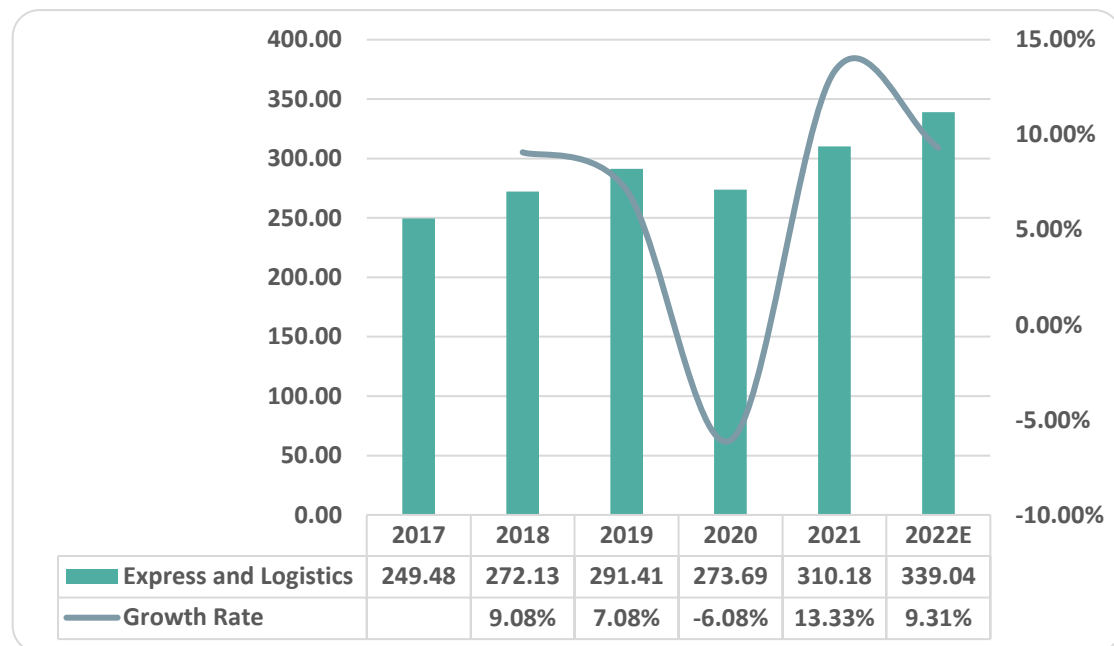
Figure Global Smart Lockers Value (M USD) and Growth Rate of Retail/Commercial (2017-2022)



Source: Maia Research Analysis

4.3.2 Global Smart Lockers Value and Growth Rate of Express and Logistics (2017-2022)

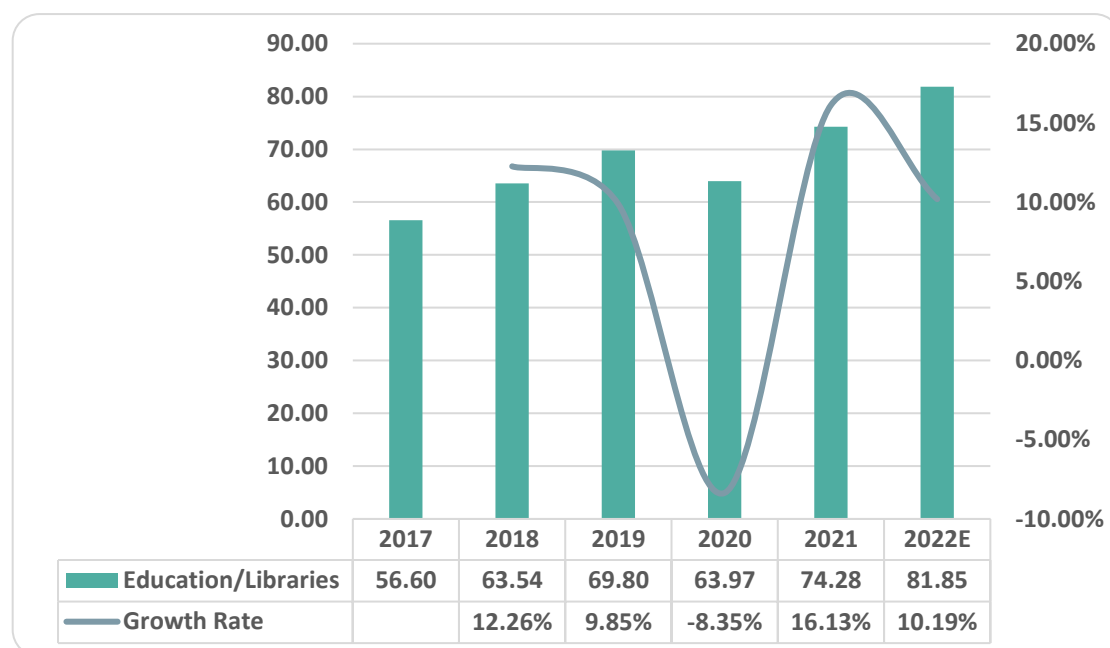
Figure Global Smart Lockers Value (M USD) and Growth Rate of Express and Logistics (2017-2022)



Source: Maia Research Analysis

4.3.3 Global Smart Lockers Value and Growth Rate of Education/Libraries (2017-2022)

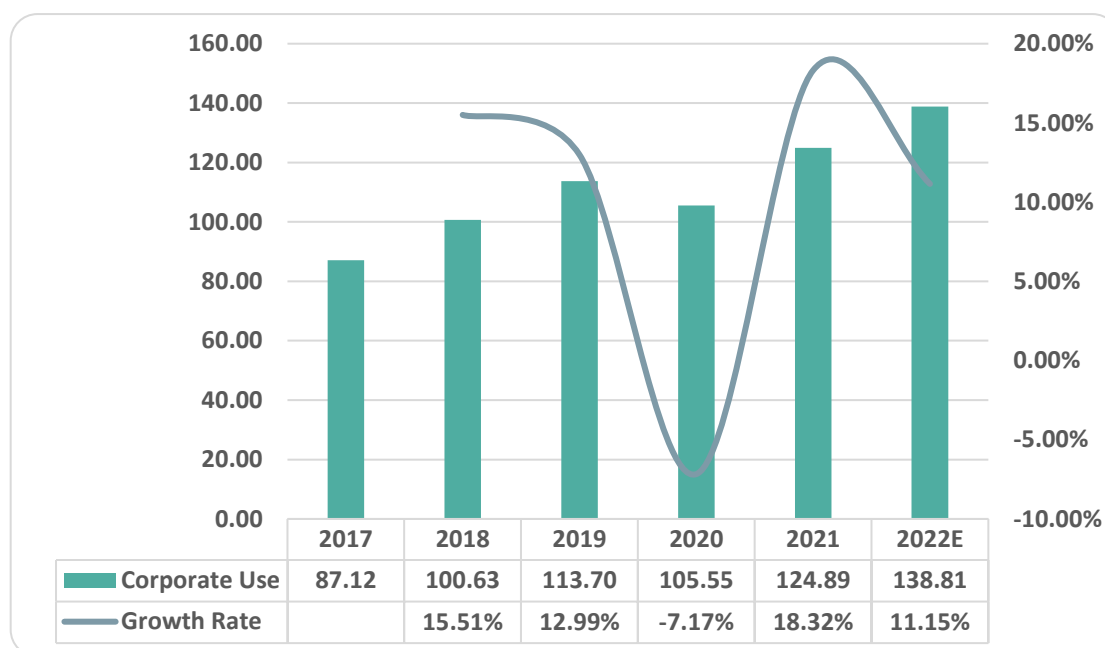
Figure Global Smart Lockers Value (M USD) and Growth Rate of Education/Libraries (2017-2022)



Source: Maia Research Analysis

4.3.4 Global Smart Lockers Value and Growth Rate of Corporate Use (2017-2022)

Figure Global Smart Lockers Value (M USD) and Growth Rate of Corporate Use (2017-2022)



Source: Maia Research Analysis

Table Global Smart Lockers Revenue (M USD) of Major Player for Corporate Use 2019-2027

	2019	2020	2021	2022	2023
HP	17.87	17.01	20.36	22.32	25.27
Apex Supply Chain Technologies	8.32	5.75	6.61	7.24	8.21
AirLocker	5.69	5.23	5.86	6.61	7.44
Datrose	4.89	4.40	4.88	5.33	5.87
LocknCharge	4.28	3.81	4.60	5.10	5.82
TZ SMARt Locker Solutions	4.70	3.47	4.42	4.88	5.58
Cleveron	2.81	2.95	3.89	4.43	5.25
Velocity Smart Technology	0.82	1.88	3.76	5.67	7.31
Signifi Solutions Inc.	3.55	3.16	3.75	4.06	4.64
Ricoh	0.97	2.46	3.10	3.59	4.19
Traka	2.25	1.99	2.32	2.50	2.79
Meridian Kiosks	1.76	1.59	1.85	2.11	2.39
Hangzhou Dongcheng Electronic Co.,Ltd	1.93	1.70	1.97	2.09	2.34
deister electronic	1.75	1.55	1.86	2.08	2.36
Shenzhen ZHILAI	1.48	1.32	1.56	1.71	1.88
LockTec	1.11	1.01	1.22	1.32	1.46

IVM, Inc.	0.83	0.76	0.87	0.99	1.14
Smiota	0.42	0.38	0.45	0.49	0.55
Florence Corporation	0.34	0.35	0.40	0.44	0.51
Others	47.94	44.78	51.16	55.87	61.44
Total	113.70	105.55	124.89	138.81	156.44

	2023	2024	2025	2026	2027
HP	25.27	27.86	31.02	33.86	37.89
Apex Supply Chain Technologies	8.21	9.20	10.08	10.95	12.09
AirLocker	7.44	8.44	9.33	10.44	11.77
Datrose	5.87	6.67	7.28	8.05	9.00
LocknCharge	5.82	6.66	7.47	8.30	9.18
TZ SMARt Locker Solutions	5.58	6.26	7.02	7.70	8.36
Cleveron	5.25	6.12	7.15	8.07	9.06
Velocity Smart Technology	7.31	8.63	9.95	11.28	12.73
Signifi Solutions Inc.	4.64	5.14	5.78	6.52	7.18
Ricoh	4.19	4.97	5.72	6.47	7.08
Traka	2.79	3.05	3.35	3.71	4.14
Meridian Kiosks	2.39	2.67	2.98	3.24	3.52
Hangzhou Dongcheng Electronic Co.,Ltd	2.34	2.61	2.81	3.01	3.27
deister electronic	2.36	2.62	2.83	3.10	3.37
Shenzhen ZHILAI	1.88	2.04	2.24	2.42	2.67
LockTec	1.46	1.66	1.81	2.01	2.19
IVM, Inc.	1.14	1.26	1.40	1.55	1.73
Smiota	0.55	0.61	0.67	0.74	0.83
Florence Corporation	0.51	0.57	0.63	0.71	0.80
Others	61.44	67.69	73.54	80.10	86.67
Total	156.44	174.73	193.08	212.22	233.51

Source: Maia Research Analysis

Table Global Smart Lockers Revenue Share of Major Player for Corporate Use 2019-2027

	2019	2020	2021	2022	2023
HP	15.72%	16.11%	16.30%	16.08%	16.15%
Apex Supply Chain Technologies	7.32%	5.45%	5.29%	5.21%	5.25%
AirLocker	5.01%	4.95%	4.69%	4.76%	4.75%
Datrose	4.30%	4.17%	3.91%	3.84%	3.75%
LocknCharge	3.76%	3.61%	3.68%	3.68%	3.72%
TZ SMARt Locker Solutions	4.13%	3.29%	3.54%	3.51%	3.56%
Cleveron	2.47%	2.79%	3.11%	3.19%	3.36%
Velocity Smart Technology	0.72%	1.78%	3.01%	4.08%	4.67%
Signifi Solutions Inc.	3.12%	2.99%	3.01%	2.92%	2.97%
Ricoh	0.85%	2.34%	2.48%	2.59%	2.68%
Traka	1.97%	1.89%	1.86%	1.80%	1.78%
Meridian Kiosks	1.55%	1.50%	1.48%	1.52%	1.53%

Hangzhou Dongcheng Electronic Co.,Ltd	1.70%	1.62%	1.58%	1.51%	1.50%
deister electronic	1.54%	1.47%	1.49%	1.50%	1.51%
Shenzhen ZHILAI	1.30%	1.25%	1.25%	1.23%	1.20%
LockTec	0.97%	0.96%	0.98%	0.95%	0.94%
IVM, Inc.	0.73%	0.72%	0.70%	0.71%	0.73%
Smiota	0.37%	0.36%	0.36%	0.36%	0.35%
Florence Corporation	0.30%	0.34%	0.32%	0.32%	0.32%
Others	42.16%	42.42%	40.97%	40.25%	39.27%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

	2023	2024	2025	2026	2027
HP	16.15%	15.94%	16.07%	15.95%	16.23%
Apex Supply Chain Technologies	5.25%	5.27%	5.22%	5.16%	5.18%
AirLocker	4.75%	4.83%	4.83%	4.92%	5.04%
Datrose	3.75%	3.82%	3.77%	3.79%	3.85%
LocknCharge	3.72%	3.81%	3.87%	3.91%	3.93%
TZ SMART Locker Solutions	3.56%	3.59%	3.64%	3.63%	3.58%
Cleveron	3.36%	3.50%	3.70%	3.80%	3.88%
Velocity Smart Technology	4.67%	4.94%	5.16%	5.32%	5.45%
Signifi Solutions Inc.	2.97%	2.94%	2.99%	3.07%	3.07%
Ricoh	2.68%	2.84%	2.96%	3.05%	3.03%
Traka	1.78%	1.74%	1.73%	1.75%	1.77%
Meridian Kiosks	1.53%	1.53%	1.54%	1.53%	1.51%
Hangzhou Dongcheng Electronic Co.,Ltd	1.50%	1.49%	1.45%	1.42%	1.40%
deister electronic	1.51%	1.50%	1.47%	1.46%	1.45%
Shenzhen ZHILAI	1.20%	1.17%	1.16%	1.14%	1.14%
LockTec	0.94%	0.95%	0.94%	0.95%	0.94%
IVM, Inc.	0.73%	0.72%	0.72%	0.73%	0.74%
Smiota	0.35%	0.35%	0.35%	0.35%	0.35%
Florence Corporation	0.32%	0.33%	0.33%	0.33%	0.34%
Others	39.27%	38.74%	38.09%	37.74%	37.12%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Source: Maia Research Analysis

5 Global Smart Lockers Value by Region (2017-2022)

5.1 Global Smart Lockers Value and Market Share by Region (2017-2022)

Table Global Smart Lockers Value (M USD) by Region (2017-2022)

	2017	2018	2019	2020	2021	2022E
North America	209.39	238.16	259.23	241.86	276.56	303.14
Europe	171.39	183.92	197.91	181.03	207.69	224.82
China	107.13	122.06	135.86	131.81	155.14	173.40
Japan	40.99	44.66	47.49	43.23	48.39	51.68
Middle East and Africa	21.15	23.30	25.13	23.65	27.91	30.83
India	12.34	13.90	15.31	14.31	16.63	18.74
South America	19.31	20.84	22.87	20.88	23.82	26.34
Other Regions	39.13	43.70	47.75	44.73	51.73	57.86
Total	620.83	690.53	751.56	701.50	807.88	886.81

Source: Maia Research Analysis

Table Global Smart Lockers Value Market Share by Region (2017-2022)

	2017	2018	2019	2020	2021	2022E
North America	33.73%	34.49%	34.49%	34.48%	34.23%	34.18%
Europe	27.61%	26.63%	26.33%	25.81%	25.71%	25.35%
China	17.26%	17.68%	18.08%	18.79%	19.20%	19.55%
Japan	6.60%	6.47%	6.32%	6.16%	5.99%	5.83%
Middle East and Africa	3.41%	3.37%	3.34%	3.37%	3.45%	3.48%
India	1.99%	2.01%	2.04%	2.04%	2.06%	2.11%
South America	3.11%	3.02%	3.04%	2.98%	2.95%	2.97%
Other Regions	6.30%	6.33%	6.35%	6.38%	6.40%	6.52%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Source: Maia Research Analysis

5.2 Global Smart Lockers Value and Gross Margin (2017-2022)

Table Global Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
--	------	------	------	------	------	-------

Value (M USD)	620.83	690.53	751.56	701.50	807.88	886.81
Gross (M USD)	209.10	243.22	260.06	233.01	282.01	304.73
Gross Margin	33.68%	35.22%	34.60%	33.22%	34.91%	34.36%

Source: Maia Research Analysis

5.3 North America Smart Lockers Value and Gross Margin (2017-2022)

Table North America Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	209.39	238.16	259.23	241.86	276.56	303.14
Gross (M USD)	69.33	84.34	91.55	82.01	101.84	106.71
Gross Margin	33.11%	35.41%	35.31%	33.91%	36.82%	35.20%

Source: Maia Research Analysis

5.3.1 North America Smart Lockers Market Under COVID-19

The economy, politics and society of North American countries have been severely affected by the epidemic. Countries and governments have taken a series of measures to address the challenges of the COVID-19 pandemic.

The COVID-19 crisis has had a dramatic impact on the U.S. labor market. Data for November 2021 showed that the U.S. unemployment rate continued to decline in October, but was still 1.1 percentage points higher than before the outbreak in February last year. Unemployment numbers fell to 7.4 million month-on-month, also up 1.7 million from February last year. At the same time, the number of long-term unemployed who lost their jobs for more than 27 weeks decreased by 357,000 month-on-month to 2.3 million, an increase of 1.2 million from pre-pandemic. Meanwhile, Statistics Canada data shows that in April and May 2021, Canada continued to maintain many restrictions in response to a third wave of COVID-19. As a result, the sales, construction, real estate and rental services industries saw the largest declines, while the financial, insurance and wholesale industries saw gains.

5.4 Europe Smart Lockers Value and Gross Margin (2017-2022)

Table Europe Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	171.39	183.92	197.91	181.03	207.69	224.82
Gross (M USD)	59.94	66.57	70.30	61.68	73.13	79.06
Gross Margin	34.97%	36.20%	35.52%	34.07%	35.21%	35.17%

Source: Maia Research Analysis

5.4.1 Europe Smart Lockers Market Under COVID-19

The coronavirus crisis is challenging the European economy and the livelihoods of its citizens. The economic impact of the coronavirus crisis varies across industries and companies, depending on a variety of factors, including the possibility of adapting to supply chain disruptions, and the presence of inventory or reliance on just-in-time production processes. The EU's long-term budget, coupled with NextGenerationEU (NGEU), the temporary instrument designed to boost the recovery, will be the largest stimulus package ever financed in Europe. A total of €2.018 trillion in current prices* will help rebuild a post-COVID-19 Europe. It will be a greener, more digital and more resilient Europe.

5.5 China Smart Lockers Value and Gross Margin (2017-2022)

Table China Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	107.13	122.06	135.86	131.81	155.14	173.40
Gross (M USD)	35.19	41.48	44.78	41.82	50.76	56.66
Gross Margin	32.85%	33.98%	32.96%	31.72%	32.72%	32.67%

Source: Maia Research Analysis

5.5.1 China Smart Lockers Market Under COVID-19

In the first four months of 2022, global monetary policy was tightened simultaneously, the Russian-Ukrainian conflict broke out, the latest Omicron wave posed a major challenge to the Chinese economy, and the lockdown measures put pressure on production and consumption. Covid-19 policies will be key to China's growth prospects. With China expected to maintain its zero coronavirus policy in the near term, there is a risk of further lockdowns even after the current wave subsides, given Omicron's high transmissibility. As mid-year approaches, further policy stimulus in China is expected, which, coupled with evidence of the success of a vaccine booster program, will pave the way for easing Covid-19 restrictions. Equally, sustained demand for goods and the prevention of a further deterioration in supply chains could help support other key emerging markets in Asia. Hence, the outlook for emerging markets is set to become more favorable.

5.6 Japan Smart Lockers Value and Gross Margin (2017-2022)

Table Japan Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	40.99	44.66	47.49	43.23	48.39	51.68
Gross (M USD)	14.27	16.12	16.75	14.66	16.90	18.03
Gross Margin	34.81%	36.09%	35.26%	33.91%	34.92%	34.89%

Source: Maia Research Analysis

5.6.1 Japan Smart Lockers Market Under COVID-19

Like most countries, Japan has struggled to contain the spread of COVID-19. A \$1 trillion stimulus package that was instituted by the Japanese government in the spring of 2021, which Kishida, has agreed to continue and supplement with a new \$944 billion budget for fiscal 2022. But the spread of the omicron variant, along with rising oil prices and pervasive supply chain difficulties, is expected to set back Japan's growth prospects yet again.

5.7 Middle East and Africa Smart Lockers Value and Gross Margin (2017-2022)

Table Middle East and Africa Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	21.15	23.30	25.13	23.65	27.91	30.83
Gross (M USD)	6.75	7.68	7.99	7.24	8.82	9.81
Gross Margin	31.91%	32.94%	31.81%	30.60%	31.59%	31.83%

Source: Maia Research Analysis

5.7.1 Middle East and Africa Smart Lockers Market Under COVID-19

The economy, politics and society of various countries in the Middle East have been seriously affected by the epidemic, and various countries and governments have taken a series of measures to deal with the challenge of COVID-19 epidemic.

The pandemic may affect Egypt's economy, mainly because of the decrease of travel and tourism activities, the decrease of workers' remittances, the outflow of capital and the slowdown of domestic activities. Weak global market demand will also reduce Egypt's exports and Suez Canal

revenue. The central bank and the government are actively implementing measures to curb the economic impact of the epidemic. The government announced a stimulus package of US\$ 6.13 billion (EGP 100 billion, accounting for 1.8% of GDP) to alleviate the economic impact of pneumonia in COVID-19. In response to the epidemic, the central bank lowered the policy interest rate by 300 basis points, and then lowered the policy interest rate by 100 basis points. Preferential interest rates on housing loans for tourism, industry, agriculture and construction sectors and low-income and middle-class families have been reduced from 10% to 8%. The central bank also approved a guarantee of EGP 100 billion to provide loans to manufacturing, agriculture and contracted loans at preferential interest rates. It has announced support for small-scale projects damaged by COVID-19 pneumonia, especially in industrial and labor-intensive sectors, by providing short-term loans for up to one year to ensure the liquidity required for operating expenses before the end of the crisis. The central bank launched a stock purchase plan of EGP 200 billion, but the use of this plan is very rare.

In order to support the Ministry of Health's efforts to combat the new pneumonia pandemic, the Central Bank of Iraq set up a fund to collect donations from financial institutions, raising a total of 37 million US dollars, of which the Central Bank initially donated 20 million US dollars and the Iraqi Trade Bank donated 5 million US dollars. The authorities reduced the expenditure in unnecessary areas and guaranteed the budget allocation of the Ministry of Health. The Supreme Council for Health and National Security has launched a cash transfer plan for families of workers in the private sector who do not receive wages or benefits from the government. Each eligible individual can receive 30,000 Iraqi dinars (US\$ 25), and the total cost of the program is about 300 billion Iraqi dinars (US\$ 254 million).

5.8 India Smart Lockers Value and Gross Margin (2017-2022)

Table India Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	12.34	13.90	15.31	14.31	16.63	18.74
Gross (M USD)	4.01	4.66	4.94	4.44	5.34	6.07
Gross Margin	32.49%	33.52%	32.28%	31.01%	32.08%	32.37%

Source: Maia Research Analysis

5.8.1 India Smart Lockers Market Under COVID-19

India's broad fiscal, monetary and health responses to the crisis have supported its recovery and, along with economic reforms, are helping to mitigate the long-term adverse effects of the crisis, according to the latest annual review by IMF staff. While policy measures have helped mitigate the pandemic, they still have the potential to lead to greater poverty and inequality. The path to recovery will follow the path of the virus. New infections have fallen significantly and vaccination rates have risen to over a billion doses, although a resurgence seems unlikely even today.

5.9 South America Smart Lockers Value and Gross Margin (2017-2022)

Table South America Smart Lockers Value (M USD) and Gross Margin (2017-2022)

	2017	2018	2019	2020	2021	2022E
Value (M USD)	19.31	20.84	22.87	20.88	23.82	26.34
Gross (M USD)	6.29	7.02	7.43	6.51	7.68	8.58
Gross Margin	32.58%	33.67%	32.49%	31.17%	32.25%	32.57%

Source: Maia Research Analysis

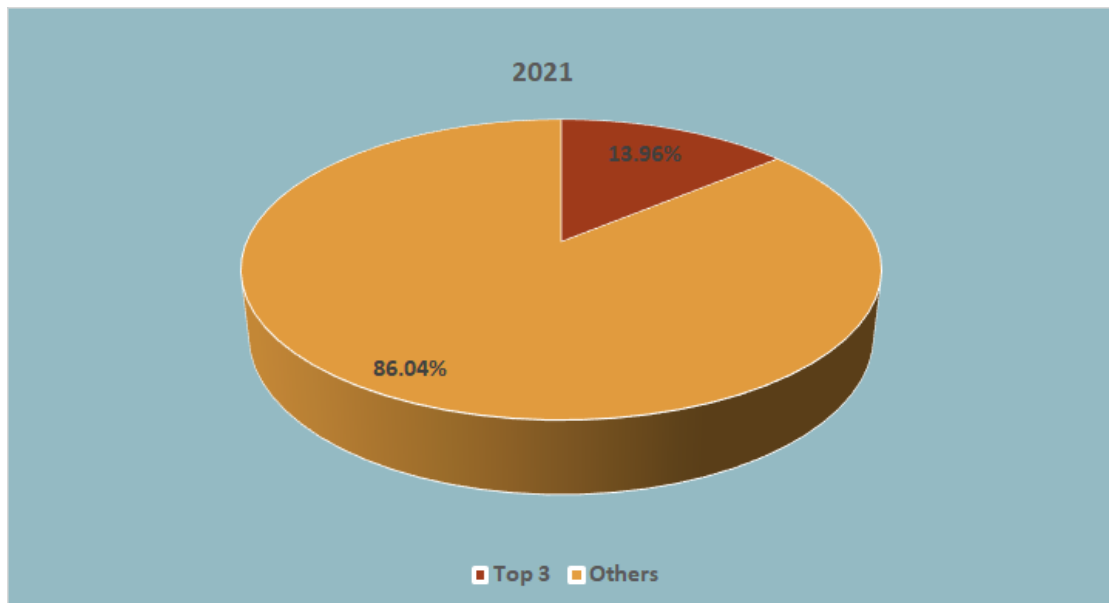
5.9.1 South America Smart Lockers Market Under COVID-19

COVID-19 has had wide-ranging economic, social and political impacts on South America. As of May 11, 2022, the region has a cumulative total of 56993365 confirmed cases and nearly 1295651 deaths. Brazil, Argentina, Colombia and Peru have the most deaths in the region, with Brazil having the most deaths globally after the United States. Government control will be key to the subsequent development of the COVID-19 pneumonia. However, due to the global COVID-19 epidemic, local manufacturing in South America has been affected, especially as the number of infections in Brazil increases, the trade decline will be more pronounced. In addition, countries with weak public health infrastructure and limited fiscal space will face enormous pressure to increase public health services and support affected sectors and households.

6 Competitive Landscape

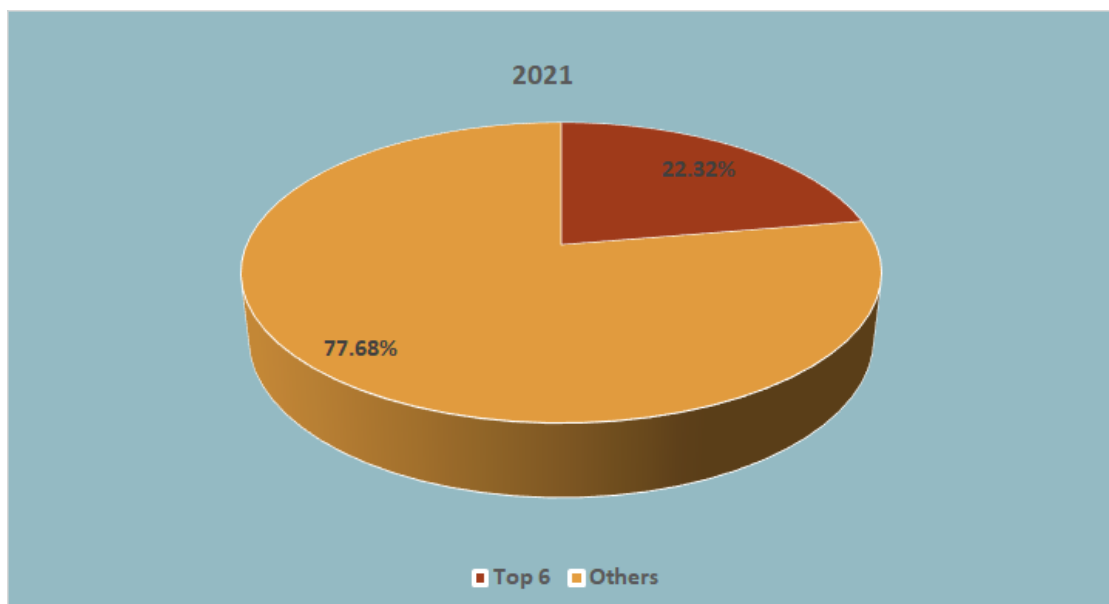
6.1 Competitive Profile

Figure Top 3 Market Share of Smart Lockers Companies 2021



Source: Maia Research Analysis

Figure Top 6 Market Share of Smart Lockers Companies 2021



Source: Maia Research Analysis

Table Major Players Value Share (2017-2022)

	2017	2018	2019	2020	2021	2022E
--	------	------	------	------	------	-------

Apex Supply Chain Technologies	7.85%	7.83%	7.01%	5.19%	5.18%	5.16%
Hangzhou Dongcheng Electronic Co.,Ltd	5.04%	5.08%	5.04%	4.77%	4.77%	4.63%
Shenzhen ZHILAI	4.08%	4.09%	4.10%	3.91%	4.01%	4.01%
HP	1.20%	2.42%	3.02%	3.08%	3.20%	3.19%
Cleveron	0.90%	1.76%	2.12%	2.39%	2.73%	2.84%
Ricoh	0.00%	0.00%	0.81%	2.22%	2.43%	2.56%
Traka	2.12%	2.16%	2.21%	2.10%	2.13%	2.08%
deister electronic	1.89%	1.86%	1.82%	1.72%	1.80%	1.83%
LockTec	1.79%	1.74%	1.71%	1.68%	1.75%	1.73%
TZ SMARt Locker Solutions	1.55%	1.53%	1.50%	1.19%	1.32%	1.32%
AirLocker	1.23%	1.24%	1.24%	1.22%	1.19%	1.22%
Signifi Solutions Inc.	1.23%	1.23%	1.22%	1.17%	1.20%	1.19%
Datrose	1.22%	1.21%	1.18%	1.14%	1.09%	1.09%
LocknCharge	0.96%	0.97%	0.97%	0.92%	0.97%	0.98%
IVM, Inc.	0.96%	0.95%	0.94%	0.91%	0.91%	0.95%
Meridian Kiosks	0.69%	0.68%	0.71%	0.69%	0.70%	0.72%
Florence Corporation	0.55%	0.57%	0.60%	0.67%	0.66%	0.66%
Smiota	0.58%	0.57%	0.57%	0.56%	0.56%	0.57%
Velocity Smart Technology	0.00%	0.01%	0.11%	0.27%	0.47%	0.64%
Others	66.17%	64.10%	63.10%	64.20%	62.92%	62.62%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Source: Maia Research Analysis

6.2 Apex Supply Chain Technologies

6.2.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	Apex Supply Chain Technologies
Website	www.apexsupplychain.com
Established Time	2006
Business Distribution Region	Mainly in Americas, Europe and Australia
Business Overview	Apex Industrial Technologies LLC provides automated point-of-use dispensing and supply chain technologies. The Company offers dispensing systems for transportation, healthcare, mining, and asset management industries. Apex Industrial Technologies serves customers globally.
Contact Information	Tel: 1.800.229.7912 Add: 4393 Digital Way, Mason, Ohio 45040 USA

Source: Maia Research Analysis

6.2.2 Smart Lockers Service Introduction

Table Service Introduction


<p>2-SIDED COUNTERTOP MODEL</p> <p>Flow-Thru™ 10,000.H Series</p> <p>Fast, contactless order pickup in a countertop solution</p> <p>Associates load orders in back, customers pick up in front</p> <p>Increases speed of service</p> <p>Optimizes throughput and labor efficiency</p> <p>Custom configurations for your space, menu and traffic patterns</p> <p>2-SIDED FLOOR MODEL</p> <p>Flow-Thru™ 10,000. V Series</p> <p>Contactless design increases off-premise profits</p> <p>No-wait pickup for customers and delivery drivers</p> <p>Optimizes labor and increases throughput</p> <p>Custom configurations for your order volume and velocity</p> <p>Also available in front-loading model</p>

Source: Maia Research Analysis

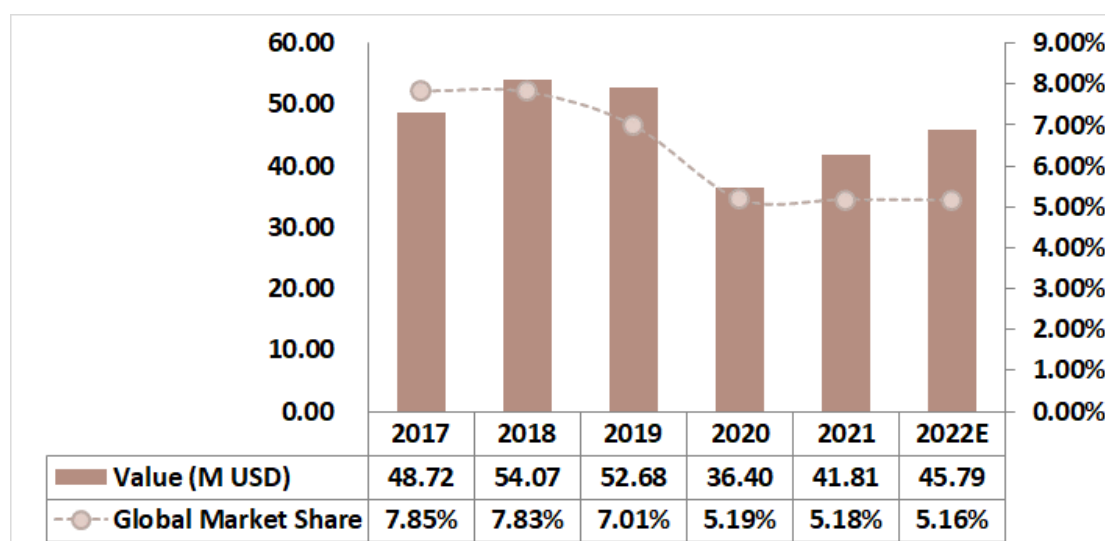
6.2.3 Apex Supply Chain Technologies Value, Gross and Gross Margin 2017-2022

Table Apex Supply Chain Technologies Value, Gross and Gross Margin 2017-2022

Apex Supply Chain Technologies	2017	2018	2019	2020	2021	2022E
Value (M USD)	48.72	54.07	52.68	36.40	41.81	45.79
Gross (M USD)	18.91	21.48	20.41	13.06	16.20	17.56
Gross Margin	38.81%	39.73%	38.75%	35.89%	38.75%	38.34%

Source: Maia Research Analysis

Figure Apex Supply Chain Technologies Value Market Share 2017-2022



Source: Maia Research Analysis

6.3 Hangzhou Dongcheng Electronic Co.,Ltd

6.3.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	Hangzhou Dongcheng Electronic Co.,Ltd
Website	www.china-elocker.com
Established Time	1998
Business Distribution Region	Mainly in Asia
Business Overview	Hangzhou Dongcheng Electronic Co.,Ltd was established in 1998,headquarter located in Hangzhou,China.The company is dedicated to the development, production and marketing of Smart lockers with our products ranging from parcel locker,smart locker,refrigerated locker to tool locker,etc.
Contact Information	Tel: 0571-86408488 Add: No. 68, Keye Road, Jianggan District, Hangzhou

Source: Maia Research Analysis

6.3.2 Smart Lockers Service Introduction

Table Service Introduction


<p>Facial Recognition Smart Locker Facial recognition smart locker is mainly structured by intelligent control components and facial recognition components to store and pickup packages by biometric recognition tech.</p> <p>Fingerprint Locker The fingerprint locker is mainly structured by intelligent control components, biometric components, etc. By collecting the user's biometric data, the system can verify the user ID and process retrieve with fingerprints.</p> <p>Electronic Barcode Locker The electronic locker is also known as a self-storage cabinet; it is a great application in the traditional storage industry. The locker including input device as Barcode, PIN, IC/ID/HID card, fingerprint and face recognition, output device as screen and barcode printers, embedded microprocessors, electronic locks and power supply and other components.</p>

Source: Maia Research Analysis

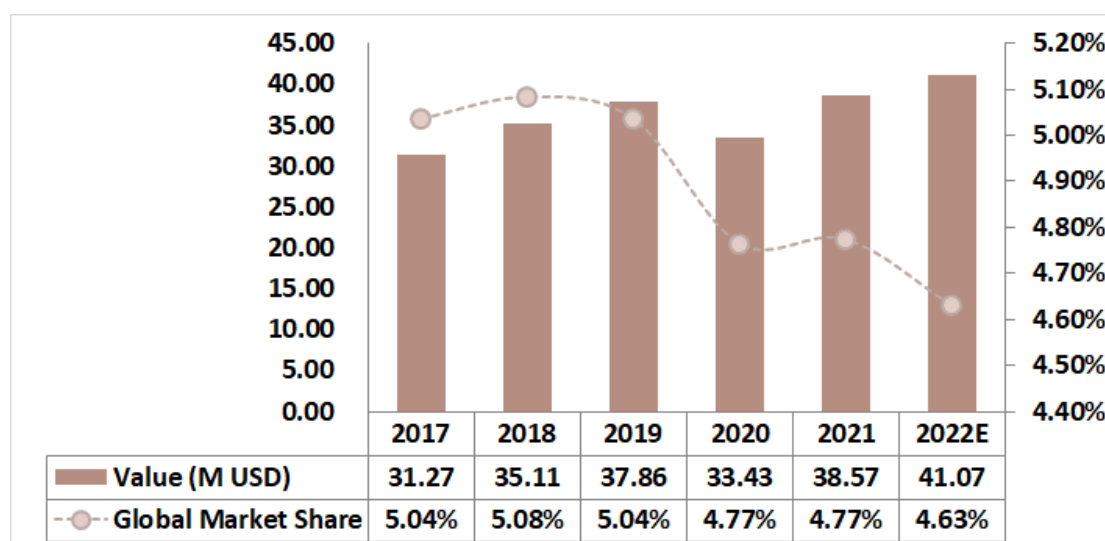
6.3.3 Hangzhou Dongcheng Electronic Co.,Ltd Value, Gross and Gross Margin 2017-2022

Table Hangzhou Dongcheng Electronic Co.,Ltd Value, Gross and Gross Margin 2017-2022

Hangzhou Dongcheng Electronic Co.,Ltd	2017	2018	2019	2020	2021	2022E
Value (M USD)	31.27	35.11	37.86	33.43	38.57	41.07
Gross (M USD)	10.86	12.28	13.05	10.47	12.76	13.30
Gross Margin	34.74%	34.97%	34.47%	31.33%	33.08%	32.38%

Source: Maia Research Analysis

Figure Hangzhou Dongcheng Electronic Co.,Ltd Value Market Share 2017-2022



Source: Maia Research Analysis

6.4 Shenzhen ZHILAI

6.4.1 Company Profiles

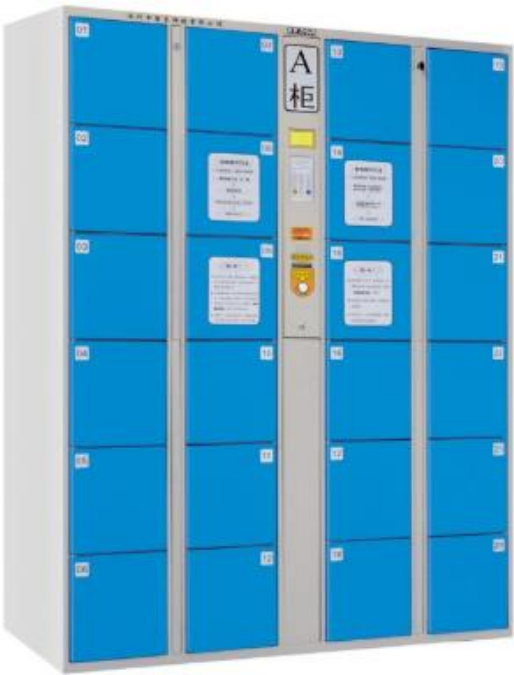
Table Company Profiles

Item	Profile
Company Name	Shenzhen ZHILAI
Website	www.szzhilai.com
Established Time	1999
Business Distribution Region	Mainly in Asia
Business Overview	SHENZHEN ZHILAI SCI AND TECH CO., LTD, headquartered in Shenzhen, is the leading locker manufacturer in China, specialized in electronic lockers research and development, manufacturing, sales and relative services. Since 1999, ZHILAI had won worldwide reputations as an Original Design Manufacturer and developed high-quality lockers, such as delivery locker, refrigerator locker, barcode locker, RFID locker, APP locker, and charging locker etc.
Contact Information	Tel: 0755-28657760 Add: 15th Floor, Building C3, Nanshan Zhiyuan, No. 1001 Xueyuan Avenue, Nanshan District, Shenzhen

Source: Maia Research Analysis

6.4.2 Smart Lockers Service Introduction

Table Service Introduction

						
<p>Smart Storage Locker</p> <p>Random Barcode LockerSmart Storage Locker, also known as Electronic Lockers, Self-service Lockers, is applicable in the places of the large passage flow, such as supermarket, shopping mall, entertainment venue, swimming pool, library, exhibition hall, restaurant, station, dock, and airport. The common characteristics of these places is the large population flow, high mobility, and more storage items, and the security requirement of the storage is high, which is very suitable for the use of the disposable items storage solution with smart storage lockers.</p>						

Source: Maia Research Analysis

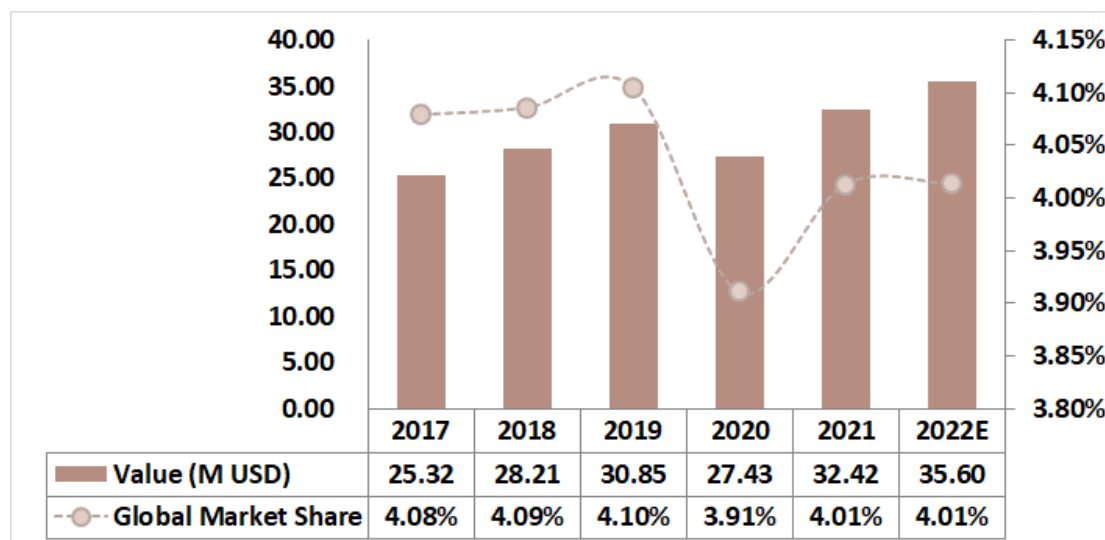
6.4.3 Shenzhen ZHILAI Value, Gross and Gross Margin 2017-2022

Table Shenzhen ZHILAI Value, Gross and Gross Margin 2017-2022

Shenzhen ZHILAI	2017	2018	2019	2020	2021	2022E
Value (M USD)	25.32	28.21	30.85	27.43	32.42	35.60
Gross (M USD)	9.43	10.72	11.57	9.63	12.15	13.02
Gross Margin	37.24%	38.00%	37.49%	35.09%	37.49%	36.57%

Source: Maia Research Analysis

Figure Shenzhen ZHILAI Value Market Share 2017-2022



Source: Maia Research Analysis

6.5 HP

6.5.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	HP
Website	www.hp.com
Established Time	1939
Business Distribution Region	Mainly in US, Europe and Singapore
Business Overview	HP Inc. provides imaging and printing systems, computing systems, mobile devices, solutions, and services for business and home. The Company offers products which includes laser and inkjet printers, scanners, copiers and faxes, personal computers, workstations, storage solutions, and other computing and printing systems. HP sells its products worldwide.
Contact Information	Tel: 1-650-857-1501 Add: 1501 Page Mill Road Palo Alto, CA 94304 United States

Source: Maia Research Analysis

6.5.2 Smart Lockers Service Introduction

Table Service Introduction



Tech Café

The Tech Café is an end-to-end smart vending and storage solution able to provide end-users immediate access to accessories and peripherals. A 24/7 locker for device swaps is available for quick exchange of devices for repair or new deployment. End users are able to easily access accessories or new devices directly from the lockers without a dedicated IT resource saving time and improving customer experience. HP can also manage ordering, stock replenishment, and reporting for the clients again with an aim to free up IT resources.

Source: Maia Research Analysis

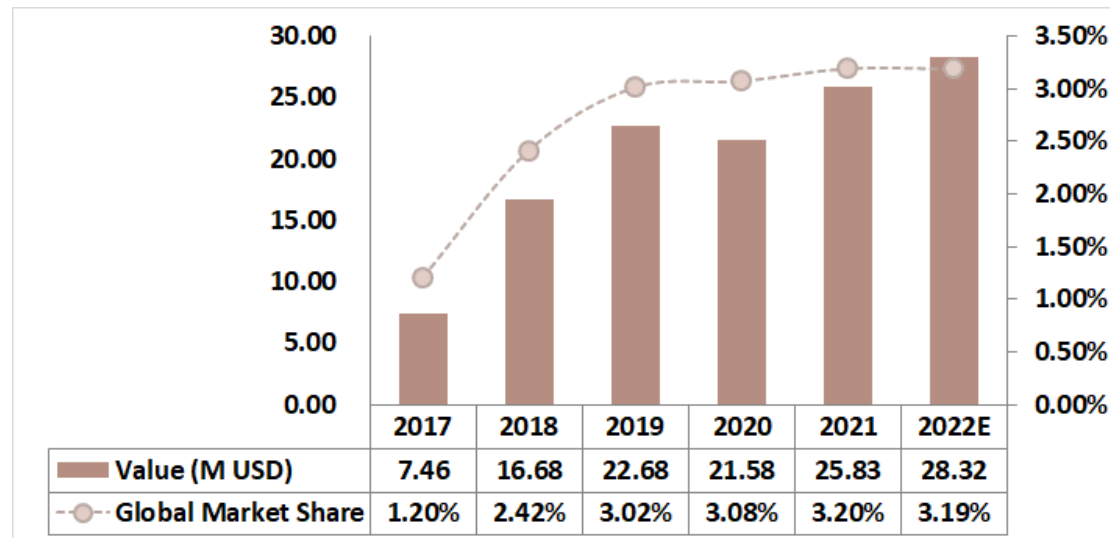
6.5.3 HP Value, Gross and Gross Margin 2017-2022

Table HP Value, Gross and Gross Margin 2017-2022

HP	2017	2018	2019	2020	2021	2022E
Value (M USD)	7.46	16.68	22.68	21.58	25.83	28.32
Gross (M USD)	3.12	7.05	9.00	7.30	9.06	10.31
Gross Margin	41.78%	42.25%	39.70%	33.81%	35.07%	36.42%

Source: Maia Research Analysis

Figure HP Value Market Share 2017-2022



Source: Maia Research Analysis

6.6 Cleveron

6.6.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	Cleveron
Website	cleveron.com
Established Time	2007
Business Distribution Region	Mainly in Europe, America
Business Overview	Cleveron is the innovation leader in creating robotics-based parcel terminals and developing last mile click and collect pickup solutions for retail and logistics sectors. Product range goes from automated smart lockers, like Cleveron 301 and 302, to world's first fully functional parcel robot Cleveron 401 and world's biggest robotics-based parcel terminal Cleveron 402.
Contact Information	Tel: (+372) 435 4545 Add: Reinu tee 48, 71020 Viljandi, Estonia

Source: Maia Research Analysis

6.6.2 Smart Lockers Service Introduction

Table Service Introduction


<p>Cleveron 405</p> <p>Cleveron's most space-efficient parcel robot for smaller format stores and small parcels. Capable of handling 20-300 parcels per day.</p> <p>Cleveron 405 is an indoor parcel robot designed for smaller shops, like convenience stores, gas stations, businesses that are used as pick up - drop off points, or where buy-online-pickup-in-store services are in place.</p>

Source: Maia Research Analysis

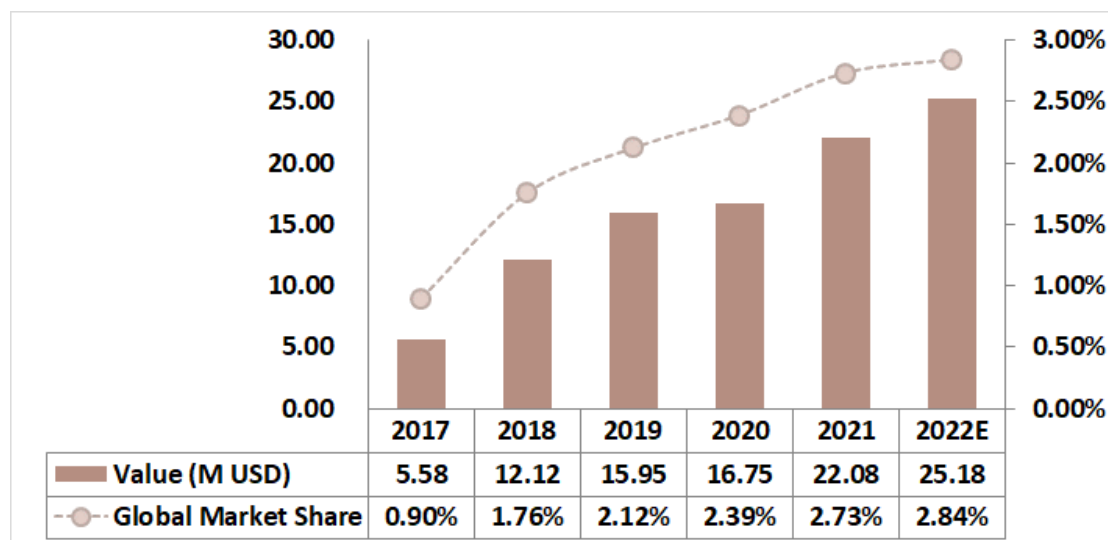
6.6.3 Cleveron Value, Gross and Gross Margin 2017-2022

Table Cleveron Value, Gross and Gross Margin 2017-2022

Cleveron	2017	2018	2019	2020	2021	2022E
Value (M USD)	5.58	12.12	15.95	16.75	22.08	25.18
Gross (M USD)	2.15	4.44	6.12	5.74	8.24	9.54
Gross Margin	38.55%	36.66%	38.40%	34.28%	37.30%	37.90%

Source: Maia Research Analysis

Figure Cleveron Value Market Share 2017-2022



Source: Maia Research Analysis

6.7 Ricoh

6.7.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	Ricoh
Website	www.ricoh.com
Established Time	1936
Business Distribution Region	Mainly in Asia, North America, Europe
Business Overview	The Ricoh Company, Ltd. is a Japanese multinational imaging and electronics company. It was founded on 6 February 1936. Ricoh's headquarters are located in Ota, Tokyo.
Contact Information	Tel: +81 3-3777-8111 Add: 3-6, Nakamagome 1-chome, Ohta-ku, Tokyo 143-8555 Japan

Source: Maia Research Analysis

6.7.2 Smart Lockers Service Introduction

Table Service Introduction

	
<p>Custom digital locker solutions for every business need</p> <p>Consumable management services. As consumable smart bins, know what assets need replacing and when to reorder.</p> <p>Asset control services. Take total control over assets to know when something has been checked out, how long it was checked out for, and when it was returned.</p> <p>Retail fulfillment services. Meet the need of customers who want to buy online and pickup in-store by making it possible for customers to pick-up their order the same day, with contactless service.</p> <p>Parcel delivery locker services. Provide a secured space for employees to retrieve and store packages.</p> <p>Day locker services. Give employees a secured place to store their personal belongings like personal protective equipment (PPE) and cleaners when in the office.</p>	

Source: Maia Research Analysis

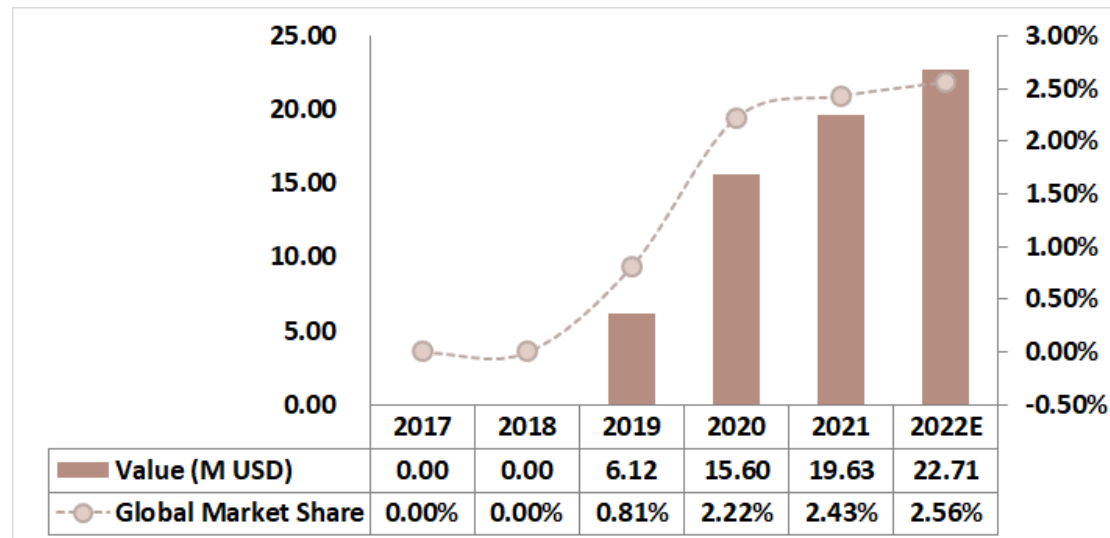
6.7.3 Ricoh Value, Gross and Gross Margin 2017-2022

Table Ricoh Value, Gross and Gross Margin 2017-2022

Ricoh	2017	2018	2019	2020	2021	2022E
Value (M USD)	0.00	0.00	6.12	15.60	19.63	22.71
Gross (M USD)			2.49	5.94	7.97	9.31
Gross Margin			40.65%	38.11%	40.58%	40.99%

Source: Maia Research Analysis

Figure Ricoh Value Market Share 2017-2022



Source: Maia Research Analysis

6.8 Traka

6.8.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	Traka
Website	www.traka.com
Established Time	1995
Business Distribution Region	Mainly in Europe, Singapore, Australia
Business Overview	Traka is the global leader in intelligent management solutions for keys and equipment. Its solutions help all types of organizations better control their important assets, improving productivity and accountability, and reducing risk in critical processes.
Contact Information	Email: support@traka.com Add: 30 Stilebrook Rd, Olney, Buckinghamshire MK46 5EA, United Kingdom

Source: Maia Research Analysis

6.8.2 Smart Lockers Service Introduction

Table Service Introduction

						
<p>Traka lockers solutions enable you to track your assets via our unique RFID technology. You can charge your devices so that they are always ready to issue and securely store valuable items so they don't get into the wrong hands.</p> <p>Traka's locker solutions provides a very effective way to control access and trace the usage of equipment. At the same time Traka introduces significantly higher levels of user accountability and hence responsibility which often results in less damage, fewer losses and reduced operating costs for your business.</p>						

Source: Maia Research Analysis

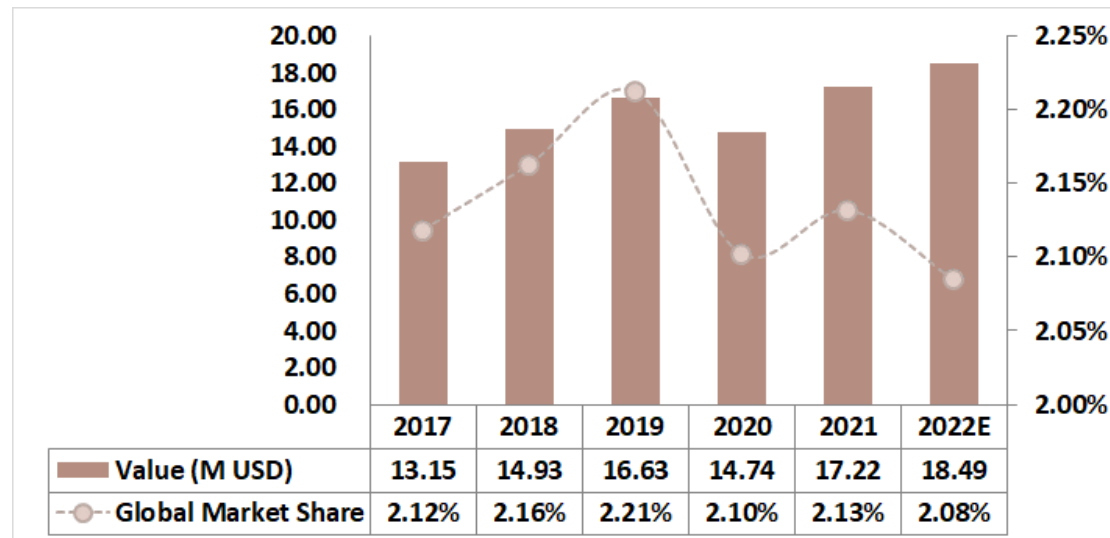
6.8.3 Traka Value, Gross and Gross Margin 2017-2022

Table Traka Value, Gross and Gross Margin 2017-2022

Traka	2017	2018	2019	2020	2021	2022E
Value (M USD)	13.15	14.93	16.63	14.74	17.22	18.49
Gross (M USD)	4.72	5.59	6.17	5.16	6.28	6.86
Gross Margin	35.93%	37.46%	37.10%	35.00%	36.49%	37.09%

Source: Maia Research Analysis

Figure Traka Value Market Share 2017-2022



Source: Maia Research Analysis

6.9 deister electronic

6.9.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	deister electronic
Website	www.deister.com
Established Time	1977
Business Distribution Region	Mainly in Europe
Business Overview	Deister electronic has been engaged in an international, modern and sustainable family business for more than 40 years. It represents innovative products and solutions for personnel, equipment and building identification and safety protection in the field of RFID technology. The product portfolio is used for the management of keys and valuables, vehicle identification and access control, and logistics and automation technology.
Contact Information	Tel: 49 (0) 5105 51601 Add: Hermann-Bahlsen-Straße 11, Barsinghausen, 30890, DE

Source: Maia Research Analysis

6.9.2 Smart Lockers Service Introduction

Table Service Introduction

						
<p>Smart locker systems</p> <p>Deister Electronics offers just the thing: smart locker solutions with RFID-powered access control. Its digital storage lockers give you full management capabilities:</p> <p>Store portable company assets in secure digital lockers</p> <p>Set permissions for digital storage lockers so that only authorized people can access important company assets</p> <p>Ensure that employees only take the items they are authorized to use</p> <p>Keep track of where your assets are, who has them, and if and when they were returned to their designated lockers</p> <p>Record all authorizations, retrievals, and returns</p>						

Source: Maia Research Analysis

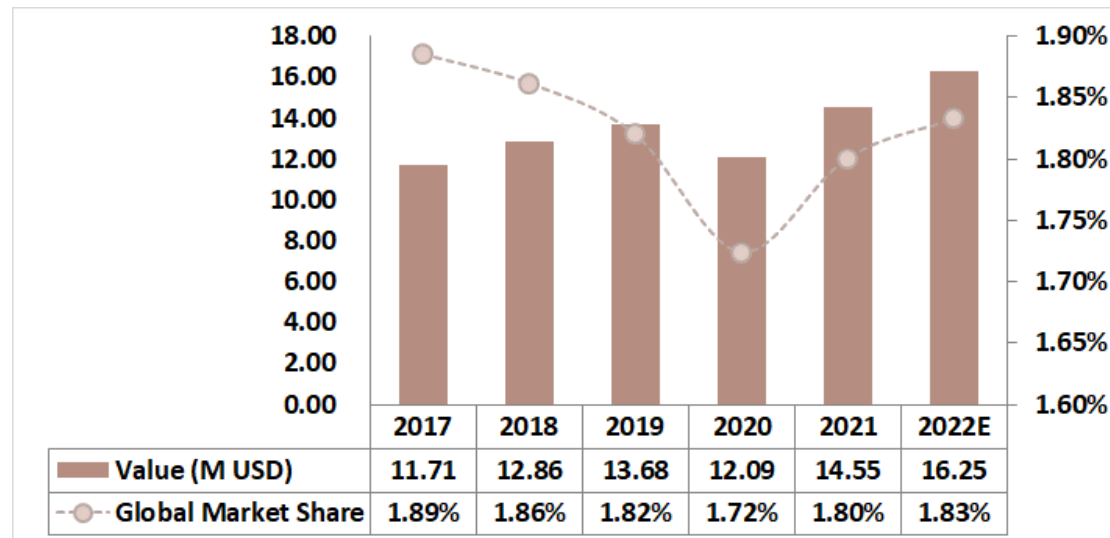
6.9.3 deister electronic Value, Gross and Gross Margin 2017-2022

Table deister electronic Value, Gross and Gross Margin 2017-2022

deister electronic	2017	2018	2019	2020	2021	2022E
Value (M USD)	11.71	12.86	13.68	12.09	14.55	16.25
Gross (M USD)	4.60	5.15	5.32	4.40	5.43	6.21
Gross Margin	39.33%	40.03%	38.90%	36.37%	37.33%	38.22%

Source: Maia Research Analysis

Figure deister electronic Value Market Share 2017-2022



Source: Maia Research Analysis

6.10 LockTec

6.10.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	LockTec
Website	www.locktec.com
Established Time	1997
Business Distribution Region	Mainly in Europe
Business Overview	LockTec GmbH manufactures and sells lockers and security systems. The Company provides products including lockers, electronic device charging stations, parcel boxes, mailboxes, and bicycle boxes. LockTec GmbH also offers custom designed systems.
Contact Information	Tel: 49-9261 6075 90 Add: Lockers and Security Systems, Johann-Georg-Herzog-Strasse 19, D-96369 Weissenbrunn

Source: Maia Research Analysis

6.10.2 Smart Lockers Service Introduction

Table Service Introduction



The company offers different types of locker system, which differ in function and application:

cool lockers

Lockers with cooling & freezing function or temperature-controlled lockers. Ideal for supermarkets, butchers, pharmacies and shopping centers.

Locksafe

Left luggage lockers

Lockers for luggage and valuables.

Smart lockers for luggage and valuables. Left luggage lockers - secure, robust and versatile. Ideal for train stations, airports and public areas.

Servicebox

click&collect lockers

Pickup Stations, parcel lockers and click & collect lockers. Ideal for companies, apartments, hotels and retailers.

Source: Maia Research Analysis

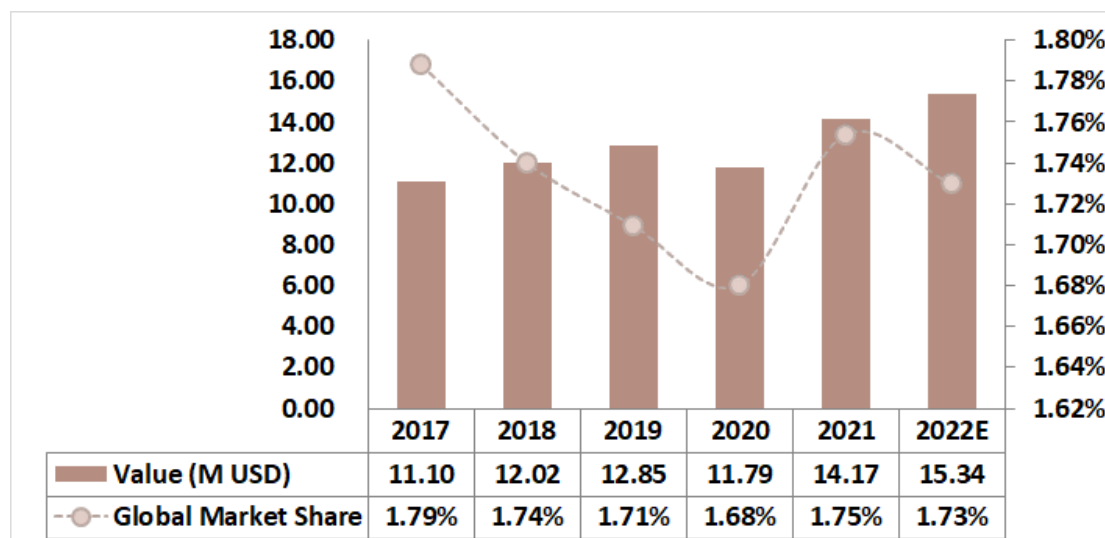
6.10.3 LockTec Value, Gross and Gross Margin 2017-2022

Table LockTec Value, Gross and Gross Margin 2017-2022

LockTec	2017	2018	2019	2020	2021	2022E
Value (M USD)	11.10	12.02	12.85	11.79	14.17	15.34
Gross (M USD)	4.06	4.67	4.78	4.15	5.10	5.73
Gross Margin	36.59%	38.86%	37.18%	35.23%	35.97%	37.33%

Source: Maia Research Analysis

Figure LockTec Value Market Share 2017-2022



Source: Maia Research Analysis

6.11 TZ SMARt Locker Solutions

6.11.1 Company Profiles

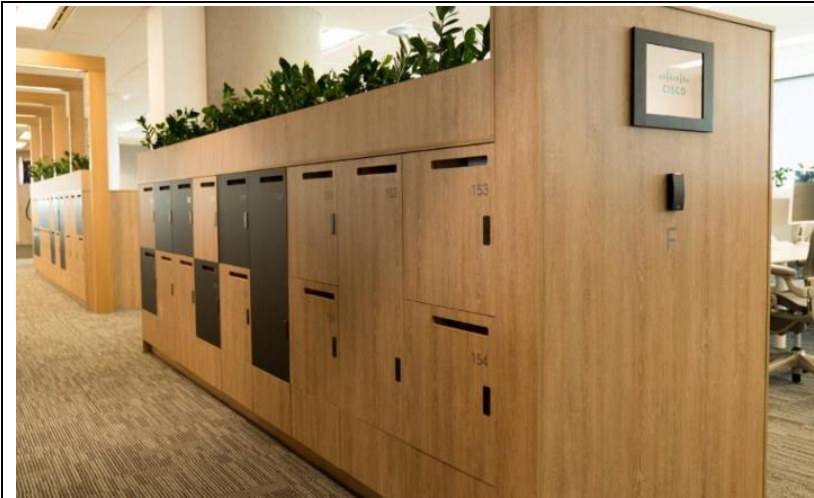
Table Company Profiles

Item	Profile
Company Name	TZ SMARt Locker Solutions
Website	tzsmartlockers.net
Established Time	2001
Business Distribution Region	Mainly in North America, Singapore and Australia
Business Overview	<p>TZ Limited is at the forefront of electronic locking device development. Over the past 15 years, TZ's intelligent, remotely actuated locking devices have been deployed in aerospace, military and automotive applications. TZ SMARt Devices can sense, act, lock and audit activity based on secure instructions delivered on-line. This enables rich data collection and diagnostic abilities.</p> <p>TZ devices use proprietary Shape Memory Alloy (SMA) actuation to drive locking mechanisms. Unlike conventional electronic locks, SMA technology offers a number of strong advantages including allowing for innovative physical designs and packaging.</p>
Contact Information	<p>Tel: +61 2 9137 7300</p> <p>Add: Suite 48, Level 35, International Tower One, 100 Barangaroo Avenue, Sydney NSW 2000</p>

Source: Maia Research Analysis

6.11.2 Smart Lockers Service Introduction

Table Service Introduction

	
<p>SMART Lockers Its modular locker systems feature state-of-the-art SMART locking devices combined with powerful proprietary system software to deliver unprecedented levels of security and convenience.</p> <p>SMART Cabinet Security A range of innovative solutions that can integrate physical server security and environmental monitoring right down to cabinet level.</p>	

Source: Maia Research Analysis

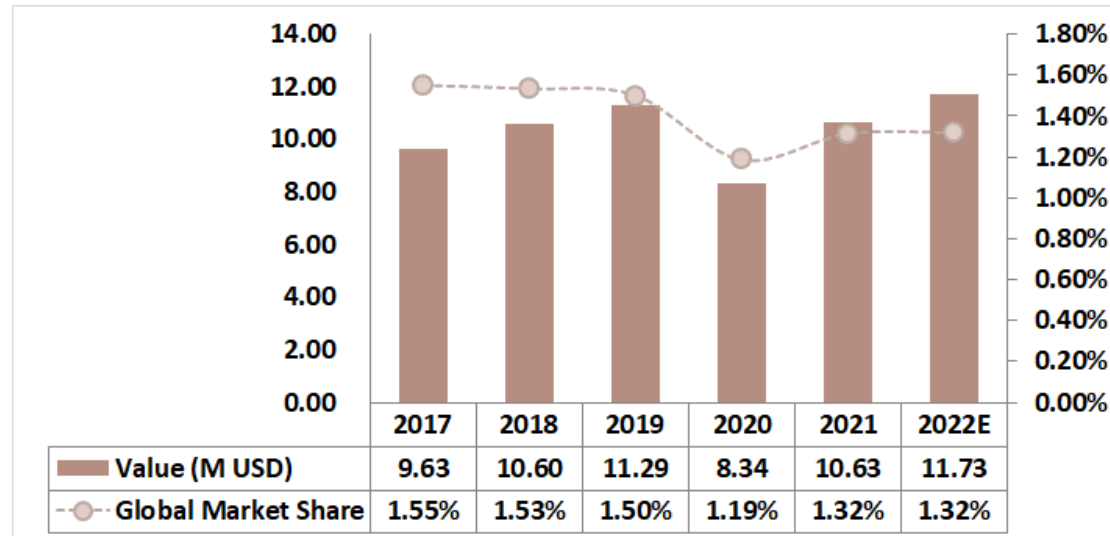
6.11.3 TZ SMART Locker Solutions Value, Gross and Gross Margin 2017-2022

Table TZ SMART Locker Solutions Value, Gross and Gross Margin 2017-2022

TZ SMART Locker Solutions	2017	2018	2019	2020	2021	2022E
Value (M USD)	9.63	10.60	11.29	8.34	10.63	11.73
Gross (M USD)	3.29	3.71	3.84	2.65	3.65	3.95
Gross Margin	34.21%	35.00%	34.04%	31.79%	34.32%	33.68%

Source: Maia Research Analysis

Figure TZ SMART Locker Solutions Value Market Share 2017-2022



Source: Maia Research Analysis

6.12 AirLocker

6.12.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	AirLocker
Website	air-locker.com
Established Time	2013
Business Distribution Region	Mainly in North America
Business Overview	<p>Since 2013, AirLocker has been developing advanced locker solutions for many diverse customers. It has deployed over 15,000 smart lockers and today it is the one firm that delivers a holistic intelligent locker system designed to address multiple market applications.</p> <p>AirLocker is the product of a world-class team of engineers with decades of experience in physical and IT security. Its extensive API has been used by multiple Fortune 500 companies, including Cisco Systems who have installed AirLocker solutions for both package delivery and workplace utilization.</p>
Contact Information	<p>Tel: (510) 346-1510</p> <p>Add: 2261 5TH St.Berkeley, CA 94710</p>

Source: Maia Research Analysis

6.12.2 Smart Lockers Service Introduction

Table Service Introduction

	
<p>Laminate Preferred for workplace offices Industrial Grade Materials, NEMA and LEEDS Certified Custom colors available Finger print and bacteria resistant finishes 4-Year Limited Warranty</p>	<p>Steel Heavy duty welded steel construction with Cardinal Brand Powder Coat Finish Strong and durable for a wide range of applications including package delivery, equipment storage, sports venues and outdoor installation</p>

Source: Maia Research Analysis

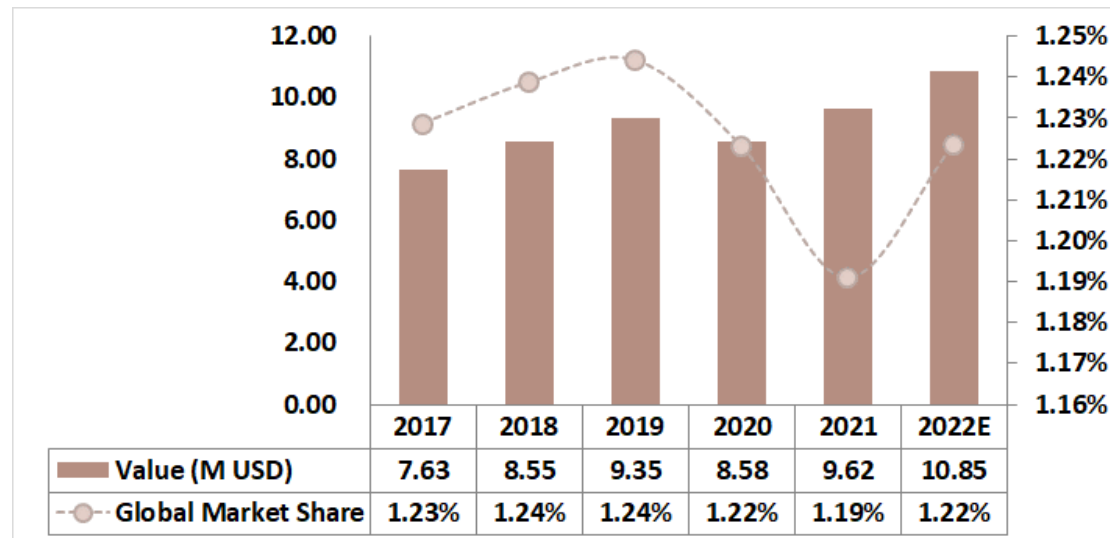
6.12.3 AirLocker Value, Gross and Gross Margin 2017-2022

Table AirLocker Value, Gross and Gross Margin 2017-2022

AirLocker	2017	2018	2019	2020	2021	2022E
Value (M USD)	7.63	8.55	9.35	8.58	9.62	10.85
Gross (M USD)	2.80	3.21	3.34	2.75	3.27	3.94
Gross Margin	36.69%	37.47%	35.68%	32.08%	33.96%	36.32%

Source: Maia Research Analysis

Figure AirLocker Value Market Share 2017-2022



Source: Maia Research Analysis

6.13 Signifi Solutions Inc.

6.13.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	Signifi Solutions Inc.
Website	www.signifi.com
Established Time	2005
Business Distribution Region	Mainly in Europe and North America
Business Overview	Signifi Solutions is at the forefront of the automated retail industry providing innovative solutions to create exceptional customer experiences, expand brand presence, and increase revenues. With an intuitive touchscreen interface and state of the art robotics, Signifi's kiosks dispense premium electronics and luxury goods, pharmaceutical products and specialty packaged foods. By managing design, manufacturing and post installation services, Signifi is able to reduce complexity and costs for its North American and international clients. Signifi works collaboratively with its clients providing brand building asset management services and technology solutions.
Contact Information	Tel: 1 (888) 976-2060 Add: 2100 Matheson Blvd East Suite 100 Mississauga, ON L4W 5E1 Canada

Source: Maia Research Analysis

6.13.2 Smart Lockers Service Introduction

Table Service Introduction


<p>Intelligent locker systems sleek design, modular and highly flexible</p> <p>Modular and Innovative, its electronic locker hardware Systems are especially smart because of the power and flexibility its software Platform adds to them.</p> <p>Console & Showcase deployment and management</p> <p>The core of each and every terminal is the console. It consists of large touchscreen, receipt and label printers, scanners, payment systems and other optional accessories. The console is not needed if the electronic locker systems are attached to our Automated retail units.\</p> <p>Lockers & Asset Management employee tech asset management</p> <p>Easily manage new and outgoing staff: IT staff can allocate preconfigured products for employees to pick up from the locker with their employee id cards. While lockers can also be integrated with Spark Intelligent dispensing products. The solution is modular ... a dispensing solution, a single locker or additional lockers can be added on the fly.</p>

Source: Maia Research Analysis

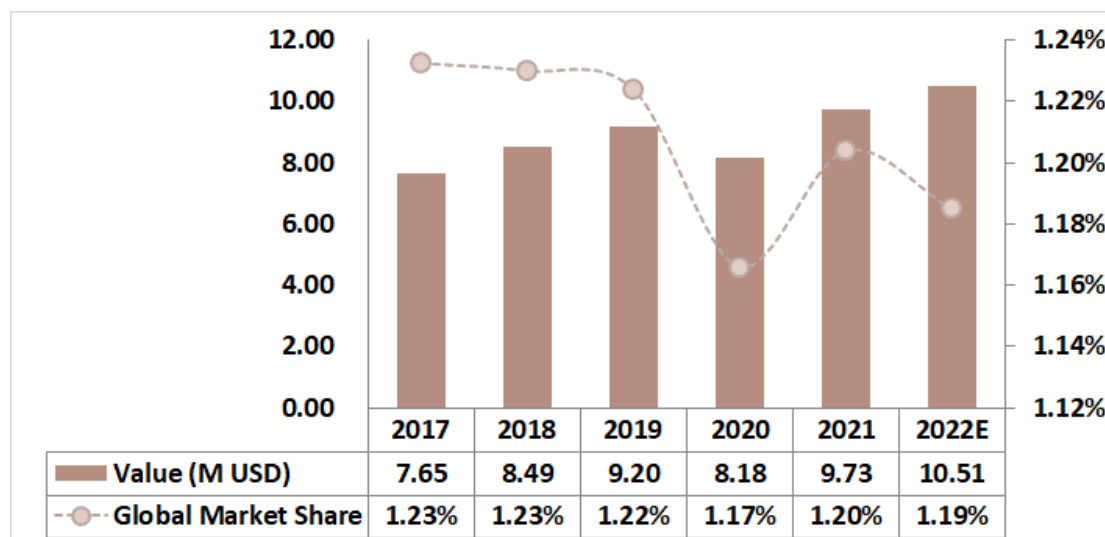
6.13.3 Signifi Solutions Inc. Value, Gross and Gross Margin 2017-2022

Table Signifi Solutions Inc. Value, Gross and Gross Margin 2017-2022

Signifi Solutions Inc.	2017	2018	2019	2020	2021	2022E
Value (M USD)	7.65	8.49	9.20	8.18	9.73	10.51
Gross (M USD)	2.98	3.31	3.43	2.83	3.72	3.92
Gross Margin	38.91%	39.01%	37.31%	34.59%	38.25%	37.27%

Source: Maia Research Analysis

Figure Signifi Solutions Inc. Value Market Share 2017-2022



Source: Maia Research Analysis

6.14 Datrose

6.14.1 Company Profiles

Table Company Profiles

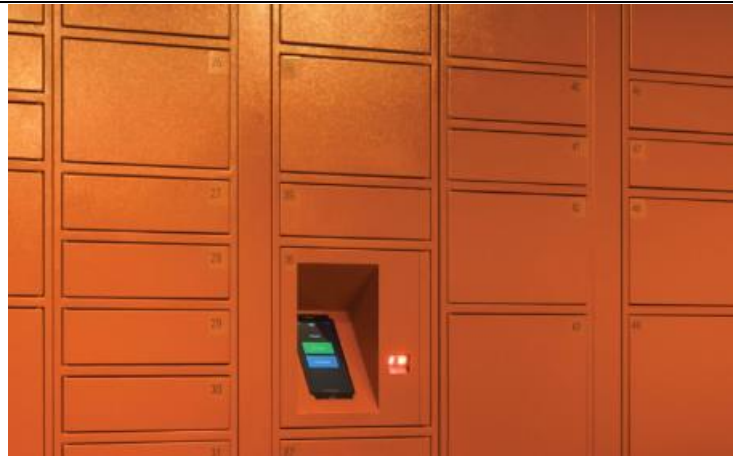
Item	Profile
Company Name	Datrose
Website	www.datrose.com
Established Time	1976
Business Distribution Region	Mainly in North America
Business Overview	It is committed to delivering world-class services that leverage people, processes, and technologies and result in streamlined and more efficient operations for its clients.

	Its innovative solutions include: Smart Lockers, Mailroom Automation, Staffing & Recruiting, Veteran Recruiting: Featuring Our Award Winning, Salute and Recruit™ Offering, Accounts Payable Automation & Invoice Processing, Document Scanning, and Government Contracts
Contact Information	Tel: 800-615-6144 Add: 660 Basket Rd, Webster, NY 14580

Source: Maia Research Analysis

6.14.2 Smart Lockers Service Introduction

Table Service Introduction

		
<p>Datrose Smart Lockers provide a secure package storage solution with integrated technology that automates package receipt, notification, and distribution.</p> <p>Once a package is deposited into its smart locker system, the recipient is automatically alerted via mobile app, email, or text that they have a package ready for pickup.</p>		

Source: Maia Research Analysis

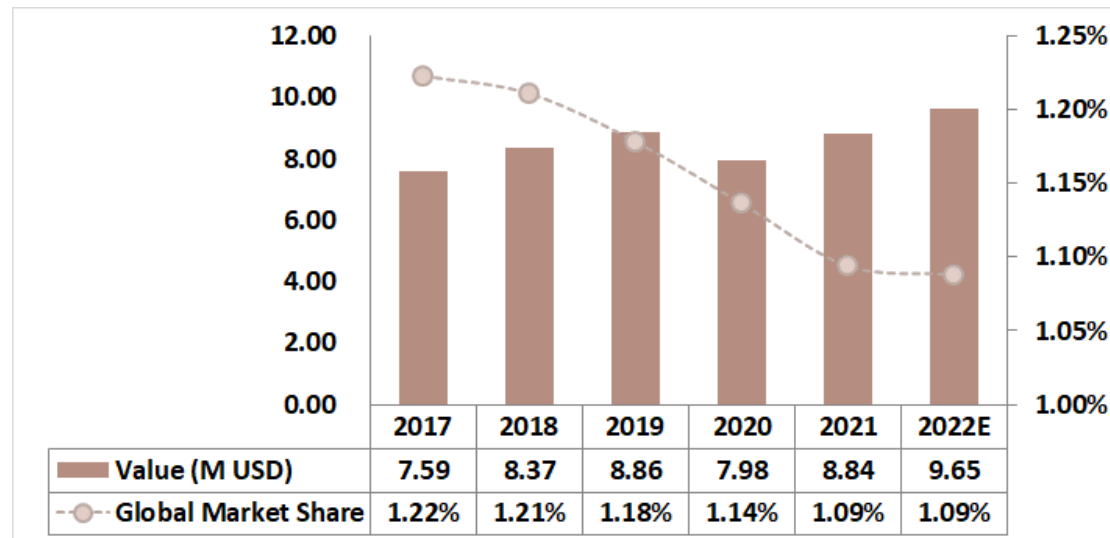
6.14.3 Datrose Value, Gross and Gross Margin 2017-2022

Table Datrose Value, Gross and Gross Margin 2017-2022

Datrose	2017	2018	2019	2020	2021	2022E
Value (M USD)	7.59	8.37	8.86	7.98	8.84	9.65
Gross (M USD)	3.03	3.19	3.27	2.69	3.16	3.47
Gross Margin	39.95%	38.13%	36.91%	33.70%	35.71%	36.00%

Source: Maia Research Analysis

Figure Datrose Value Market Share 2017-2022



Source: Maia Research Analysis

6.15 LocknCharge

6.15.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	LocknCharge
Website	www.lockncharge.com
Established Time	2010
Business Distribution Region	Mainly in North America and Europe
Business Overview	<p>LocknCharge offers products such as multi-device charging stations or charging carts to integrate mobile technology seamlessly into your workflow.</p> <p>Its multi device charging stations are designed and developed with extreme consideration for the end-user. LocknCharge mobile device charging stations are highly durable so they will protect your costly device investment long into the future. Plus, many of Its multi-device charging stations feature a universal design, meaning your mobile charging station will provide consistent charging and high security to the devices you have today and the devices you have in the future.</p>
Contact Information	<p>Tel: (888) 943-6803</p> <p>Add: 4510 Helgesen Drive // Madison, WI 53718</p>

Source: Maia Research Analysis

6.15.2 Smart Lockers Service Introduction

Table Service Introduction

	<p>Smart Lockers</p> <p>For check-in and check-out programs, BYOD and 1:1 programs, the FUYL Tower 15 is an Intelligent Asset Management System™ that charges, stores, secures and manages assets for most mobile devices in 15 individually lockable compartments.</p> <p>FUYL Tower™ 5 or 15 Charging Locker</p> <p>A complete hardware and software solution to efficiently charge, store, secure and manage workflow for phones, tablets, laptops and other mobile devices.</p> <p>LocknCharge Cloud-Based Smart Lockers Make Life Easier</p> <p>Cloud Connected; Charges Most Devices; As Durable as it Gets; Lifetime Warranty; World-Class Customer Support</p> <p>Key Features</p> <ul style="list-style-type: none"> Set Up and Manage Who is Allowed Access to Bays and Towers Manage Multiple Towers from One Centralized, Web-Based Portal Securely Charge and Store Devices so They're Always Ready for Use Integrate LocknCharge Cloud with External Systems
---	---

Source: Maia Research Analysis

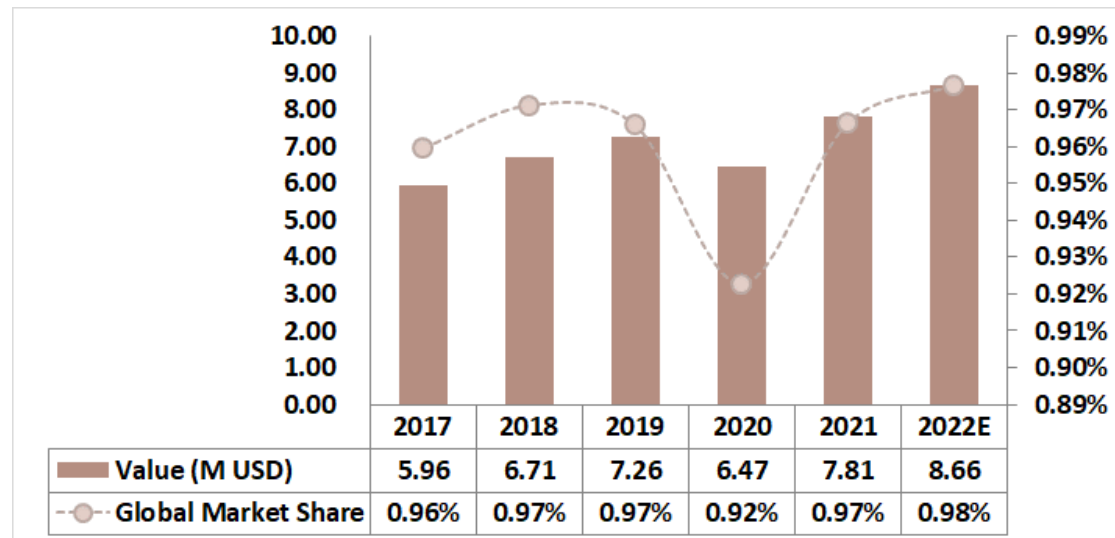
6.15.3 LocknCharge Value, Gross and Gross Margin 2017-2022

Table LocknCharge Value, Gross and Gross Margin 2017-2022

LocknCharge	2017	2018	2019	2020	2021	2022E
Value (M USD)	5.96	6.71	7.26	6.47	7.81	8.66
Gross (M USD)	2.07	2.45	2.58	2.05	2.62	3.00
Gross Margin	34.73%	36.60%	35.55%	31.61%	33.55%	34.62%

Source: Maia Research Analysis

Figure LocknCharge Value Market Share 2017-2022



Source: Maia Research Analysis

6.16 IVM, Inc.

6.16.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	IVM, Inc.
Website	ivminc.com
Established Time	1991
Business Distribution Region	Mainly in North America
Business Overview	IVM is an automated supply distribution company that empowers people to create, innovate and do what they love by providing instant access to essential tools. In 1993, it began in smart supply distribution through a partnership with Union Pacific, where it developed systems to store and distribute gear to employees with the swipe of a badge. Today, it provides SmartSolutions to clients in a variety of industries, including IT, manufacturing, financial services, transportation, healthcare, education and utilities.
Contact Information	Tel: 800 676-8432 Add: 5155 Technology Way, Indianapolis, IN 46268

Source: Maia Research Analysis

6.16.2 Smart Lockers Service Introduction

Table Service Introduction


<p>IVM's SmartLocker allows check-out and check-in of fragile or bulky items. Use as a stand-alone system or pair with a SmartStation for ultimate capabilities.</p> <p>Distribute Larger Items. IVM SmartLockers allow employees access to larger supplies that might not fit in other IVM smart solutions, but still maintain the 24/7 access, analytics and integrations.</p> <p>Check-Out/Check-In Capabilities. IVM SmartLockers allow for Check-Out/Check-In of supplies. Easily exchange shared devices/tools between shifts, drop-off problematic devices or check out loaner equipment with built-in security controls that track usage and send instant notifications to staff.</p> <p>Stand-alone or Connected. IVM SmartLockers can be used as a stand-alone unit or connect to an IVM SmartStation for one access point control of all.</p> <p>Configured to your product mix. With a number of different bin sizes, IVM can configure each SmartLocker tower to fit your product mix.</p> <p>Expandable. Connect multiple SmartLocker towers together to fit your needs.</p>

Source: Maia Research Analysis

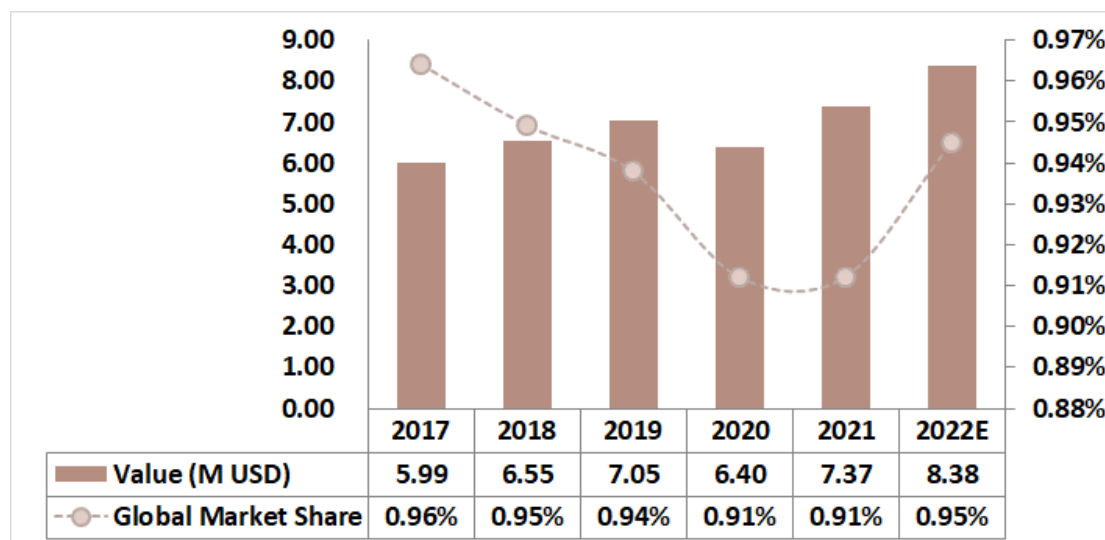
6.16.3 IVM, Inc. Value, Gross and Gross Margin 2017-2022

Table IVM, Inc. Value, Gross and Gross Margin 2017-2022

IVM, Inc.	2017	2018	2019	2020	2021	2022E
Value (M USD)	5.99	6.55	7.05	6.40	7.37	8.38
Gross (M USD)	2.17	2.44	2.64	2.13	2.58	2.93
Gross Margin	36.21%	37.23%	37.41%	33.32%	35.01%	35.01%

Source: Maia Research Analysis

Figure IVM, Inc. Value Market Share 2017-2022



Source: Maia Research Analysis

6.17 Meridian Kiosks

6.17.1 Company Profiles


Table Company Profiles

Item	Profile
Company Name	Meridian Kiosks
Website	www.meridiankiosks.com
Established Time	1999
Business Distribution Region	Mainly in North America
Business Overview	Meridian is a fully integrated manufacturer of indoor and outdoor kiosks, interactive digital signage, and self-service software. As a complete end-to-end self-service innovator, Meridian develops products and services all under one roof, providing greater efficiency, and lean, high-quality results.
Contact Information	Tel: (866) 454-6757 Add: 312 South Pine Street, Aberdeen, NC 28315

Source: Maia Research Analysis

6.17.2 Smart Lockers Service Introduction

Table Service Introduction


<p>Automated Smart Locker System</p> <p>Meridian's mBOX automated smart lockers provide secure, fully integrated systems to simplify product pickup for unattended rentals, device charging, package drop off and retrieval, and much more. Designed with the end-user in mind, electronic locker systems enhance, complement, and expand upon the processes and service that they use and rely on across a variety of industries.</p>

Source: Maia Research Analysis

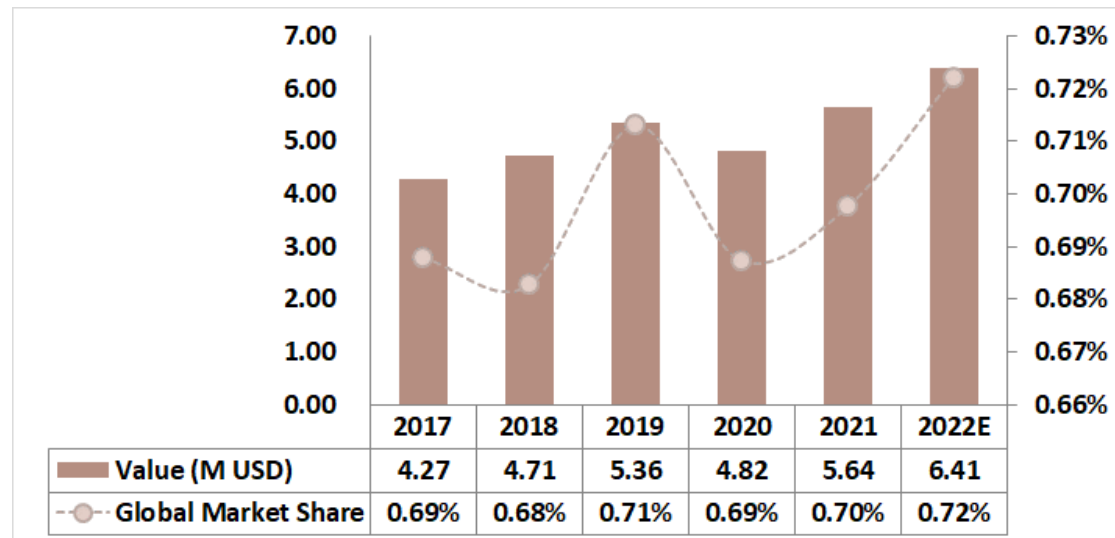
6.17.3 Meridian Kiosks Value, Gross and Gross Margin 2017-2022

Table Meridian Kiosks Value, Gross and Gross Margin 2017-2022

Meridian Kiosks	2017	2018	2019	2020	2021	2022E
Value (M USD)	4.27	4.71	5.36	4.82	5.64	6.41
Gross (M USD)	1.41	1.56	1.87	1.45	1.83	2.12
Gross Margin	32.96%	33.14%	34.98%	30.01%	32.47%	33.14%

Source: Maia Research Analysis

Figure Meridian Kiosks Value Market Share 2017-2022



Source: Maia Research Analysis

6.18 Florence Corporation

6.18.1 Company Profiles

Table Company Profiles

Item	Profile
Company Name	Florence Corporation
Website	www.florencemailboxes.com
Established Time	1934
Business Distribution Region	Mainly in the USA
Business Overview	Florence Corporation has focused on providing superior quality mailboxes and accessories for centralized distribution and collection of mail and packages since 1934. This laser-like focus means Florence has the most extensive industry knowledge and has grown its product lines to provide the best solutions for design professionals and postal Florence tag on the corner of mailbox officials throughout ever changing times.
Contact Information	Tel: 800-275-1747 Add: 5935 Corporate Drive Manhattan, KS 66503

Source: Maia Research Analysis

6.18.2 Smart Lockers Service Introduction

Table Service Introduction



Package Concierge® Element Locker:

Meet the demands of outdoor environments and provide 24/7 customer access with this weather resistant, secure automated locker system. Its sleek design includes LED lights to ensure nighttime illumination and reinforced double-walled doors to protect compartment contents.

Features:

ePre-configured double-column locker modules with multiple compartment size options for flexible configuration

Patent-pending site configurable locker process; simply swap out different door sizes and adjustable shelves to easily modify the quantity and size of available outdoor parcel locker compartments

Foundation-mounting with hidden adjustable hardware, engineered to withstand wind speeds up to 100 mph

The awning includes LED light for nighttime illumination

Sleek look with hidden compartment hinges and double-walled compartment doors for added strength

Passive airflow system has vents which produce chimney effect to maintain ambient temperature within compartments

Specifications:

Ventilated 10" x 8" color touch screen with a barcode scanner and still camera allows unit to face all directions

Parcel Module Controller (PMC) with super capacitor backup (lasts longer than a battery backup) which safely shuts down system to protect transactions and loss of data in case of power loss

Ethernet port, Wifi, and optional cellular connection for communications with a remote management system

Proprietary Latching System

Corrosion-resistant steel construction available in eight (8) durable powder coat finishes or with custom color and/or wrap

Uses 120V A/C, 15/20-amp circuit; outdoor series is hard-wired with disconnect

Maintenance access to all compartments from the master compartment

Source: Maia Research Analysis

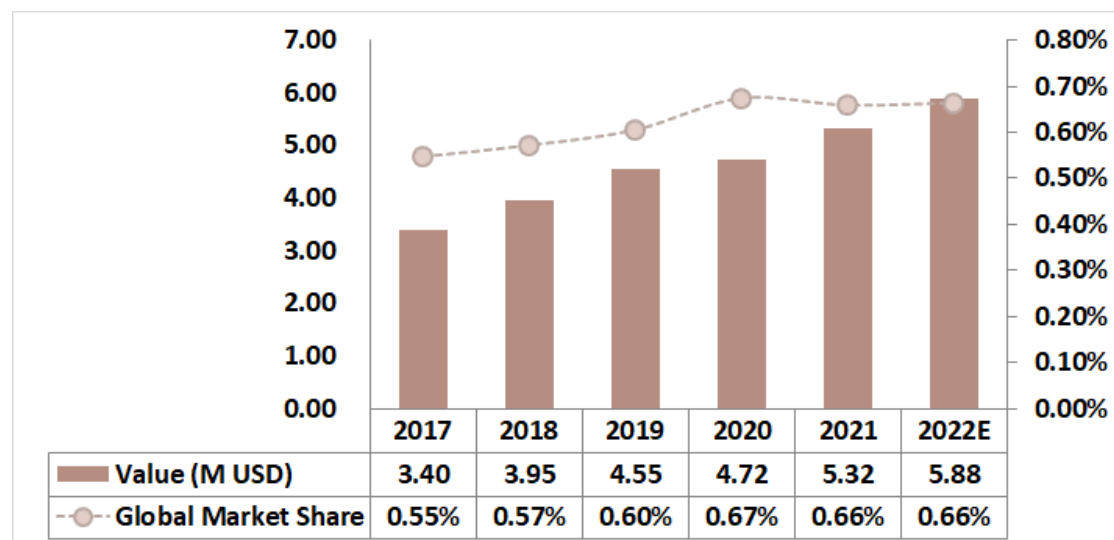
6.18.3 Florence Corporation Value, Gross and Gross Margin 2017-2022

Table Florence Corporation Value, Gross and Gross Margin 2017-2022

Florence Corporation	2017	2018	2019	2020	2021	2022E
Value (M USD)	3.40	3.95	4.55	4.72	5.32	5.88
Gross (M USD)	1.21	1.39	1.58	1.57	1.88	2.13
Gross Margin	35.55%	35.20%	34.78%	33.28%	35.41%	36.27%

Source: Maia Research Analysis

Figure Florence Corporation Value Market Share 2017-2022



Source: Maia Research Analysis

6.19 Smiota

6.19.1 Company Profiles

Table Company Profiles


Item	Profile
Company Name	Smiota
Website	smiota.com
Established Time	2015
Business Distribution Region	Mainly in North America

Business Overview	Smiota provides smart package lockers combined with a cloud-based platform that facilitate secure exchange of physical goods across all industries and walks of life. Smiota platform provides complete chain of custody, security, convenience and real-time analytics and reporting. These features and more are available as secure APIs for partners and third-party developers to use with their own custom solutions. PODs for refrigerated and dry packages, Mailroom automation app, package room automation, recipient presence apps and many other applications are already running the operating system on the platform.
Contact Information	Tel: (925) 412-3611 Add: 6960 Koll Center Pkwy, Pleasanton, CA 94566, USA

Source: Maia Research Analysis

6.19.2 Smart Lockers Service Introduction

Table Service Introduction


<p>Smiota’s main unit has 13 lockers (five small, six medium, and two large) along with the built-in control center. There are several add-ons available to supplement the main unit:</p> <ul style="list-style-type: none">• Additional standard unit: 12 doors with space for small, medium, and large packages• Laundry lockers: Four doors designed for dry cleaning and other laundry service drop-offs• Large lockers: Two doors for bigger packages (think bulk orders of paper products)• Oversized lockers: One unit used for either extremely large packages or overflow if the other lockers are full• Refrigerated and frozen lockers: Four- or eight-door temperature-controlled units

Source: Maia Research Analysis

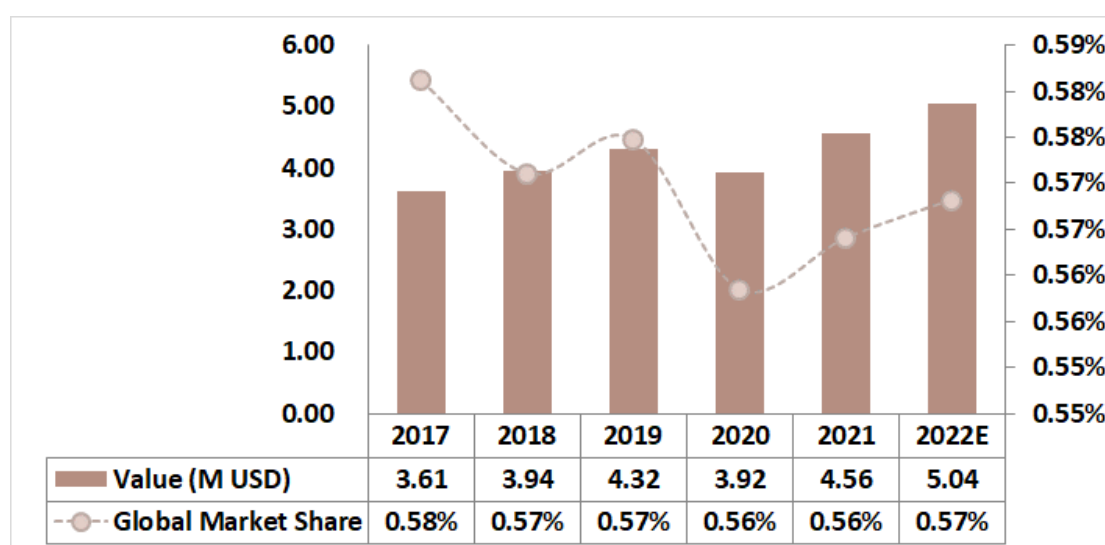
6.19.3 Smiota Value, Gross and Gross Margin 2017-2022

Table Smiota Value, Gross and Gross Margin 2017-2022

Smiota	2017	2018	2019	2020	2021	2022E
Value (M USD)	3.61	3.94	4.32	3.92	4.56	5.04
Gross (M USD)	1.23	1.48	1.54	1.31	1.50	1.66
Gross Margin	34.08%	37.46%	35.53%	33.55%	32.99%	33.00%

Source: Maia Research Analysis

Figure Smiota Value Market Share 2017-2022



Source: Maia Research Analysis

6.20 Velocity Smart Technology

6.20.1 Company Profiles

Table Company Profiles


Item	Profile
Company Name	Velocity Smart Technology
Website	www.velocity-smart.com
Established Time	2018
Business Distribution Region	Worldwide
Business Overview	Velocity Smart Technology, a London-based provider of smart lockers and smart vending solutions for enterprise IT that integrates with existing services. Velocity Smart Technology, a talented team of software developers, designers, service specialists and project consultants, launched Velocity Smart Collect in 2018 The first version of the application. Since then,

	Velocity Smart Technology has released 3 or 4 versions per year, adding hundreds of new features and improvements. Their application Velocity Smart Collect™ is the world's only ServiceNow ITSM certified application for Smart Lockers and Smart Vending. Velocity sell Velocity Smart Collect™ and range of Smart Lockers and Smart Vending solutions to Global enterprises using ServiceNow and to IT Managed Service Providers.
Contact Information	Tel: +44 (0)20 3608 2768 Add:16 Red Lion Square, Holborn, London, WC1R 4QH

Source: Maia Research Analysis

6.20.2 Smart Lockers Service Introduction

Table Service Introduction

	
<p>Velocity Smart Lockers™:</p> <ul style="list-style-type: none">Reduces cost by replacing or re-tasking desk side engineerProvides 24/7 cover for asset replacement where it doesn't exist nowProvides 24/7 cover in locations that may not even have on-site support currentlyImproves management and tracking of key user-held IT AssetsSimplifies asset delivery, replacement and maintenance processesSecure asset storage at point of Customer Service DeliveryService Now integration for seamless ticketing workflow.Provides ROI in less than 6 months!	

Source: Maia Research Analysis

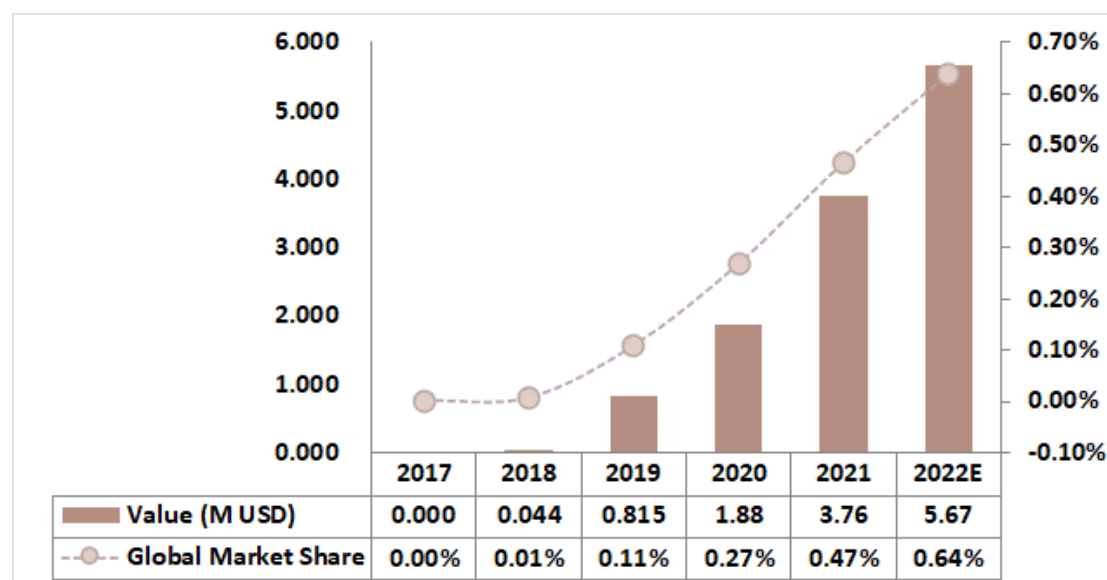
6.20.3 Velocity Smart Technology Value, Gross and Gross Margin

Table Velocity Smart Technology Value, Gross and Gross Margin 2017-2022

	2017	2018	2019	2020	2021	2022E
Value (M USD)	0.00	0.044	0.815	1.88	3.76	5.67
Gross (M USD)		0.015	0.260	0.56	1.21	1.82
Gross Margin		33.33%	31.89%	29.70%	32.10%	32.05%

Source: Maia Research Analysis

Figure Velocity Smart Technology Value Market Share 2017-2022



Source: Maia Research Analysis

7 Global Smart Lockers Market Analysis and Forecast by Type and Application

7.1 Global Smart Lockers Market Value Forecast, by Type (2022-2027)

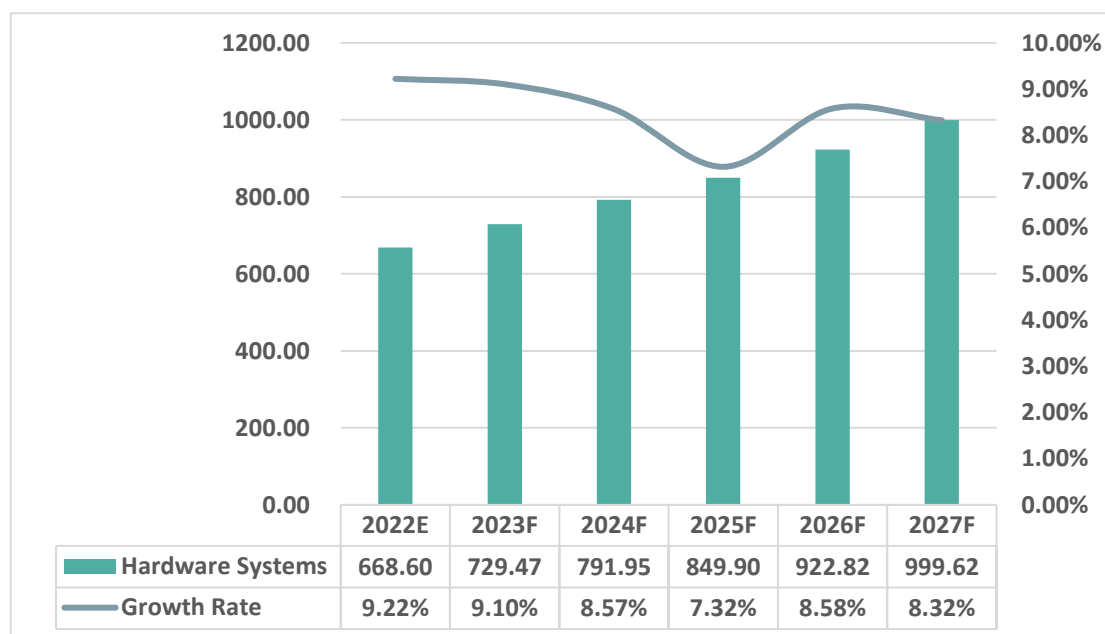
Table Global Smart Lockers Market Value (M USD) Forecast, by Type

	2022E	2023F	2024F	2025F	2026F	2027F
Hardware Systems	668.60	729.47	791.95	849.90	922.82	999.62
Services	218.20	247.59	277.47	313.42	345.98	377.03
Total	886.81	977.06	1069.42	1163.33	1268.80	1376.65

Source: Maia Research Analysis

7.1.1 Hardware Systems Market Value Forecast (2022-2027)

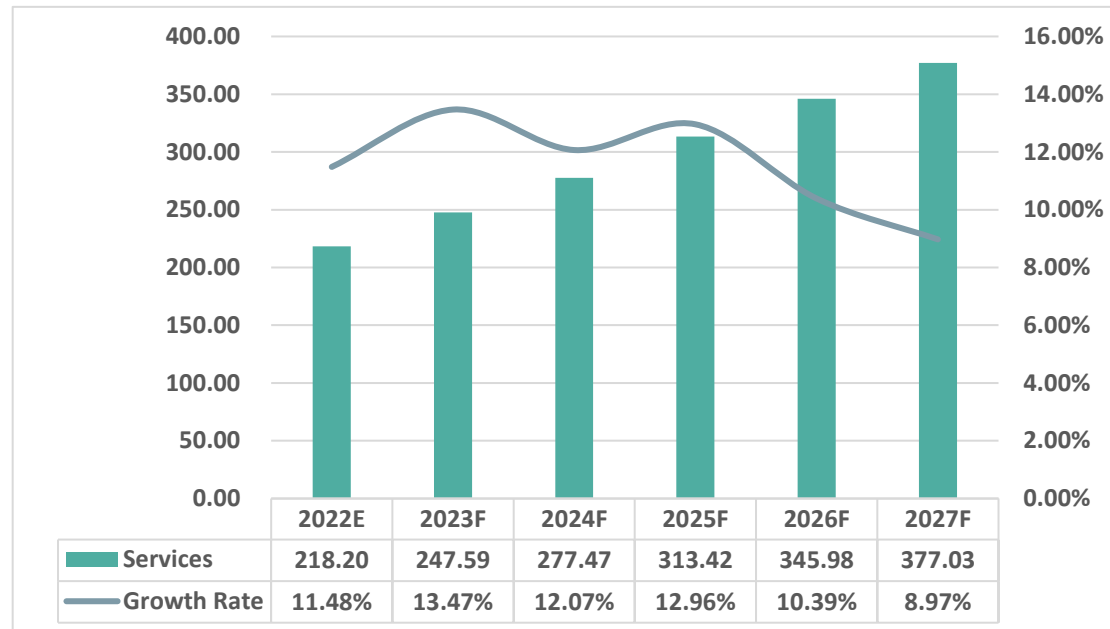
Figure Global Smart Lockers Market Value (M USD) and Growth Rate Forecast of Hardware Systems (2022-2027)



Source: Maia Research Analysis

7.1.2 Services Market Value Forecast (2022-2027)

Figure Global Smart Lockers Market Value (M USD) and Growth Rate Forecast of Services (2022-2027)



Source: Maia Research Analysis

7.2 Global Smart Lockers Market Value Forecast, by Application (2022-2027)

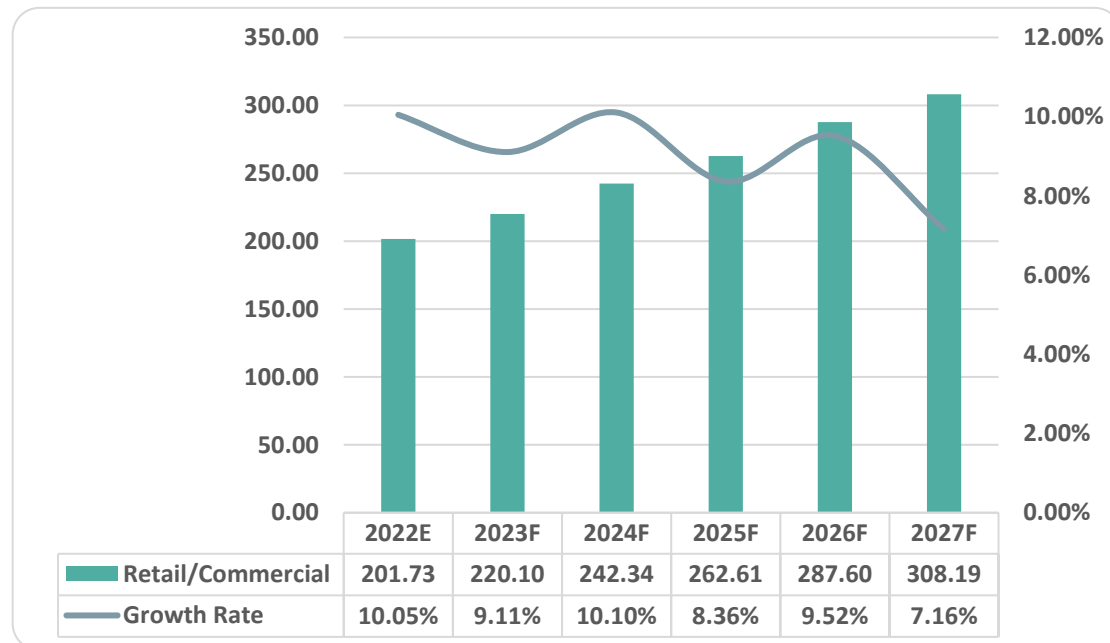
Table Global Market Value (M USD) Forecast by Application (2022-2027)

	2022E	2023F	2024F	2025F	2026F	2027F
Retail/Commercial	201.73	220.10	242.34	262.61	287.60	308.19
Express and Logistics	339.04	371.63	401.44	432.77	464.80	501.53
Education/Libraries	81.85	89.38	96.95	105.22	114.53	123.38
Corporate Use	138.81	156.44	174.73	193.08	212.22	233.51
Others	125.37	139.51	153.96	169.65	189.66	210.04
Total	886.81	977.06	1069.42	1163.33	1268.80	1376.65

Source: Maia Research Analysis

7.2.1 Retail/Commercial Market Value Forecast (2022-2027)

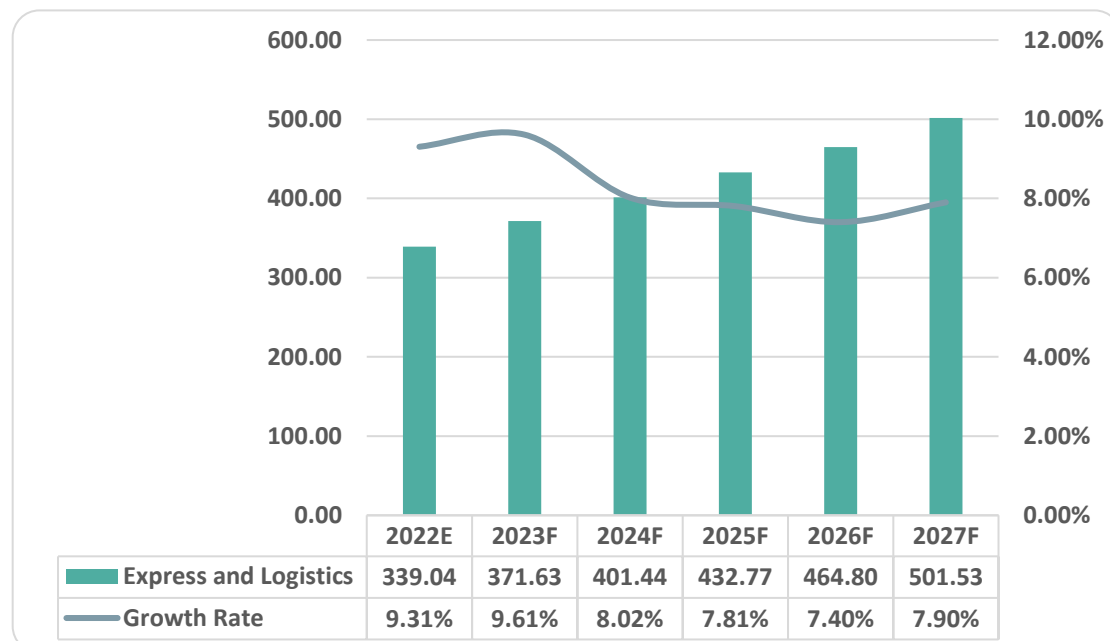
Figure Market Value (M USD) and Growth Rate Forecast of Retail/Commercial (2022-2027)



Source: Maia Research Analysis

7.2.2 Express and Logistics Market Value Forecast (2022-2027)

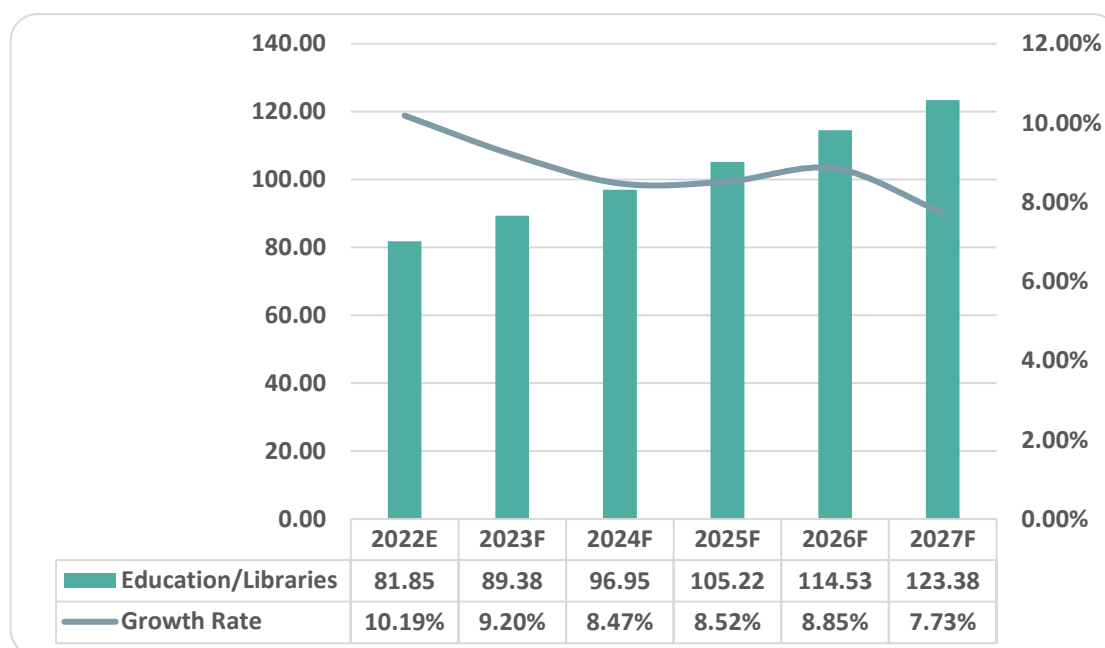
Figure Market Value (M USD) and Growth Rate Forecast of Express and Logistics (2022-2027)



Source: Maia Research Analysis

7.2.3 Education/Libraries Market Value Forecast (2022-2027)

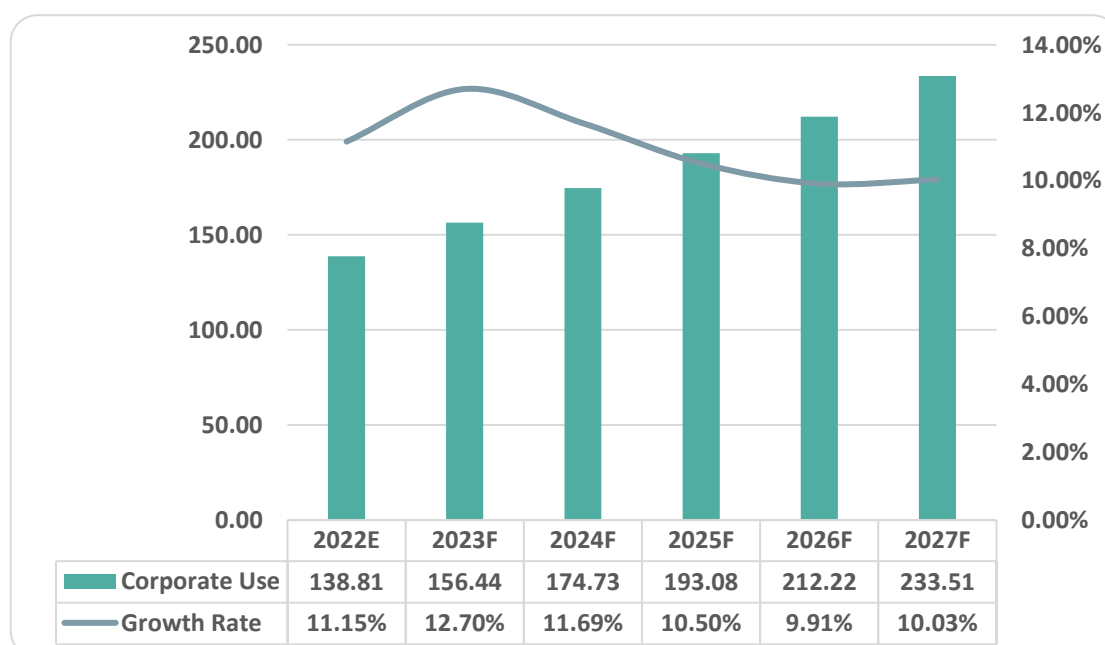
Figure Market Value (M USD) and Growth Rate Forecast of Education/Libraries (2022-2027)



Source: Maia Research Analysis

7.2.4 Corporate Use Market Value Forecast (2022-2027)

Figure Market Value (M USD) and Growth Rate Forecast of Corporate Use (2022-2027)

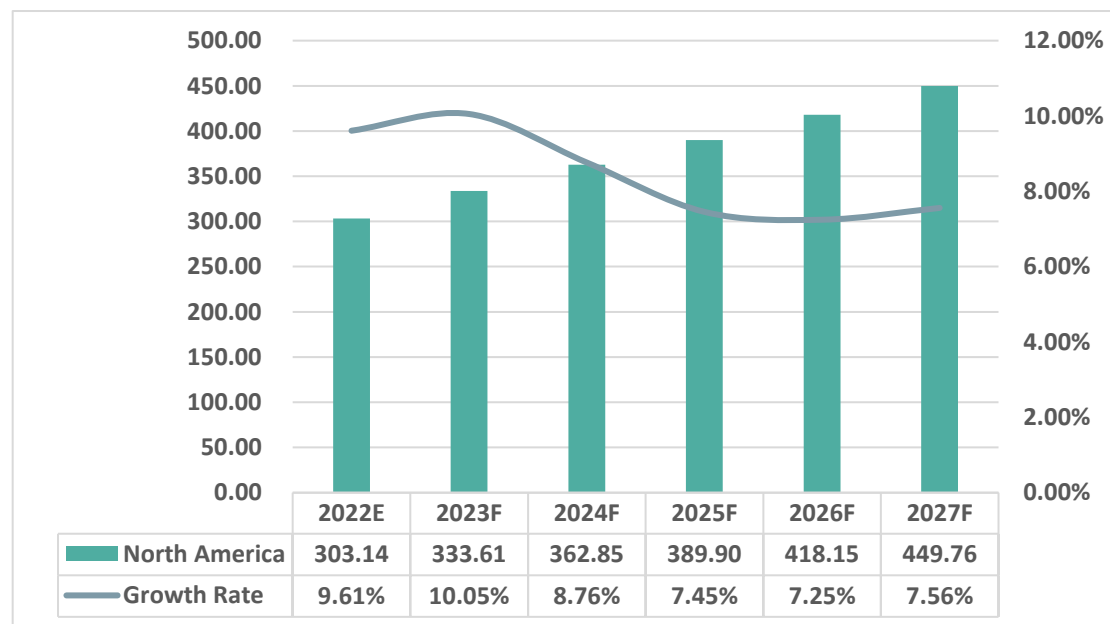


Source: Maia Research Analysis

8 Smart Lockers Market Analysis and Forecast by Region

8.1 North America Market Value Forecast (2022-2027)

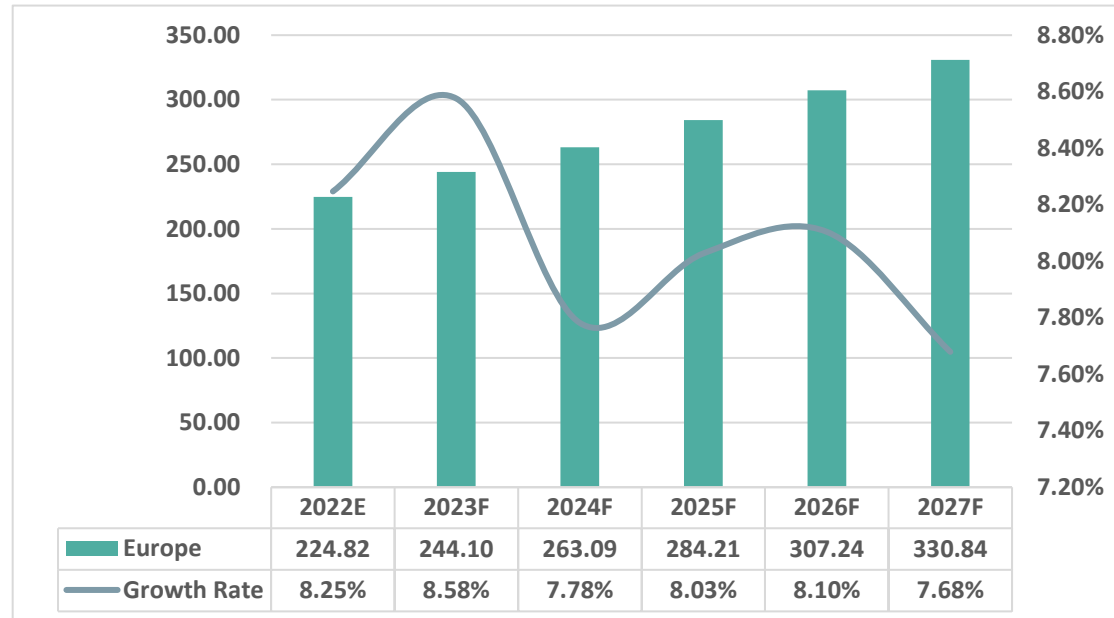
Figure North America Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.2 Europe Market Value Forecast (2022-2027)

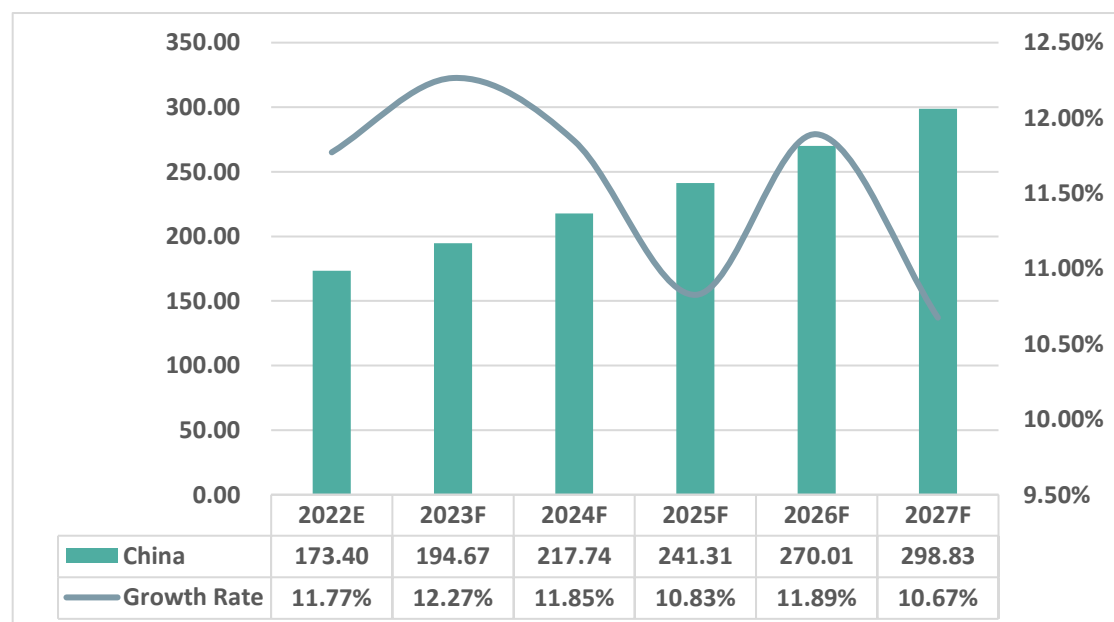
Figure Europe Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.3 China Market Value Forecast (2022-2027)

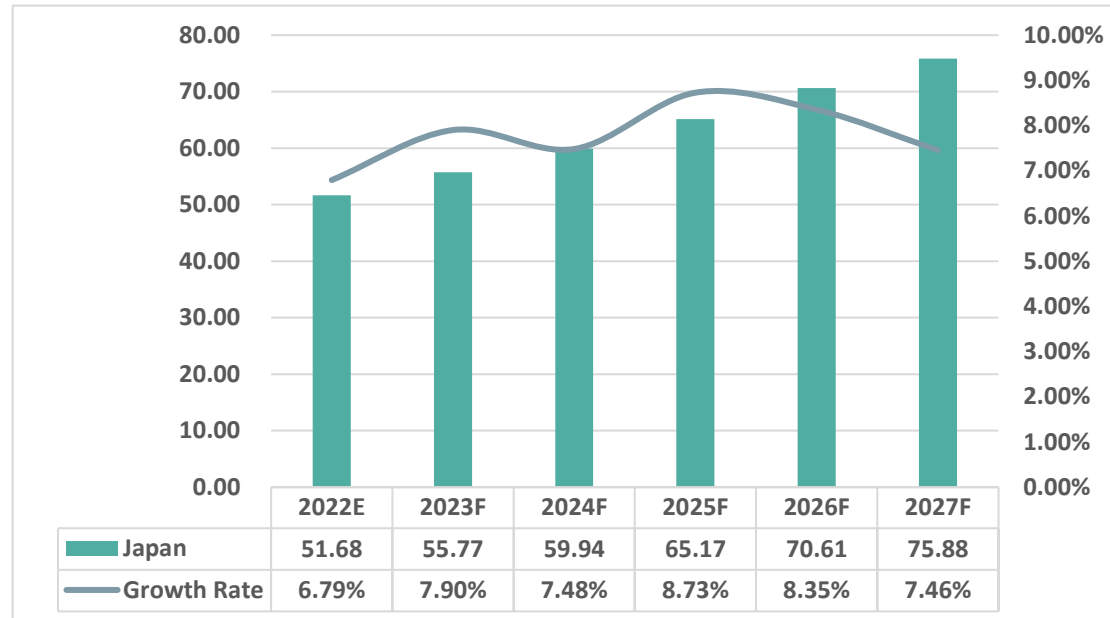
Figure China Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.4 Japan Market Value Forecast (2022-2027)

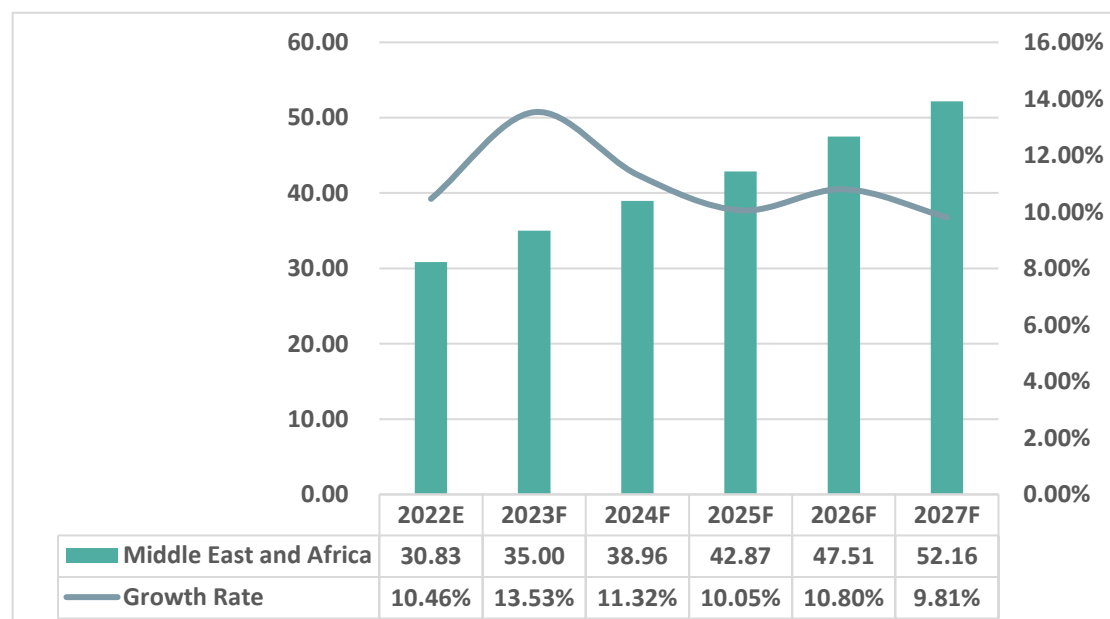
Figure Japan Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.5 Middle East and Africa Market Value Forecast (2022-2027)

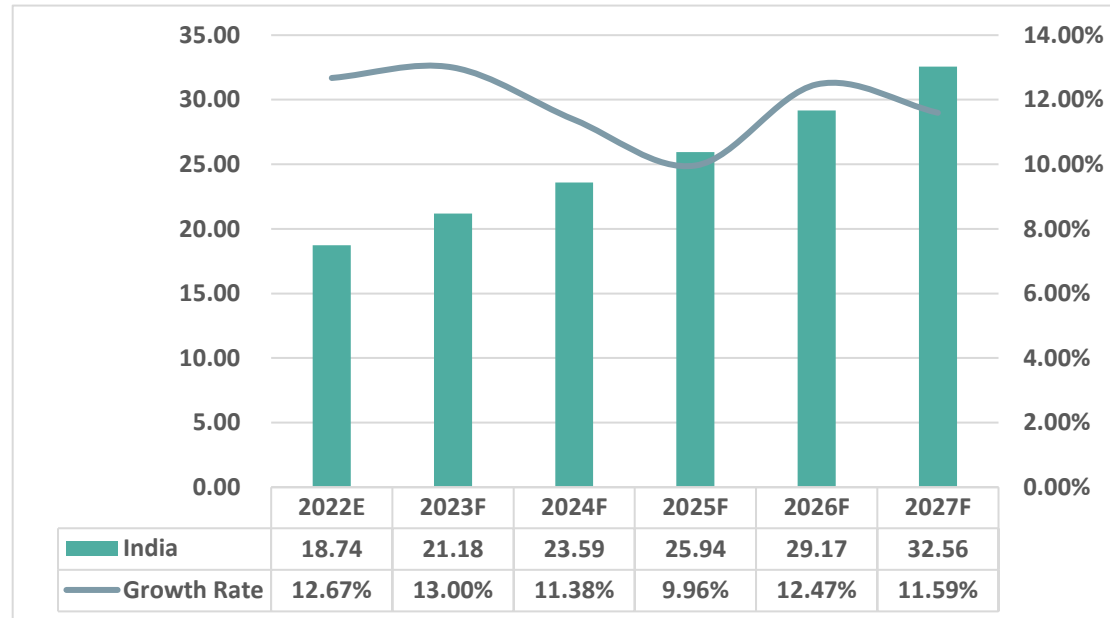
Figure Middle East and Africa Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.6 India Market Value Forecast (2022-2027)

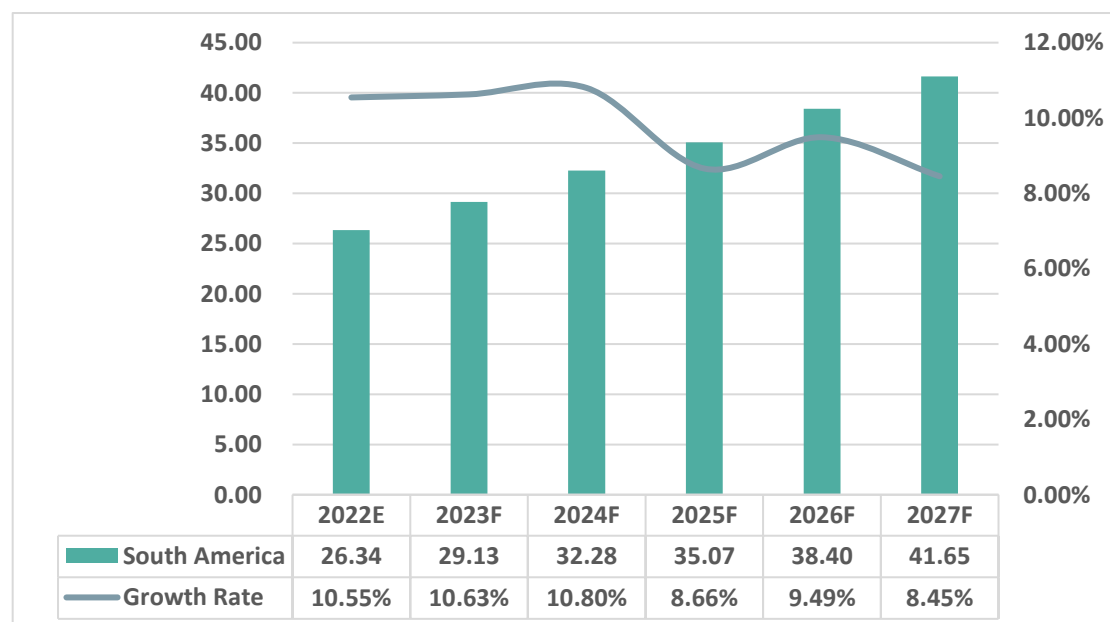
Figure India Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.7 South America Market Value Forecast (2022-2027)

Figure South America Market Value (M USD) and Growth Rate Forecast (2022-2027)



Source: Maia Research Analysis

8.8 Smart Lockers Market Forecast Under COVID-19

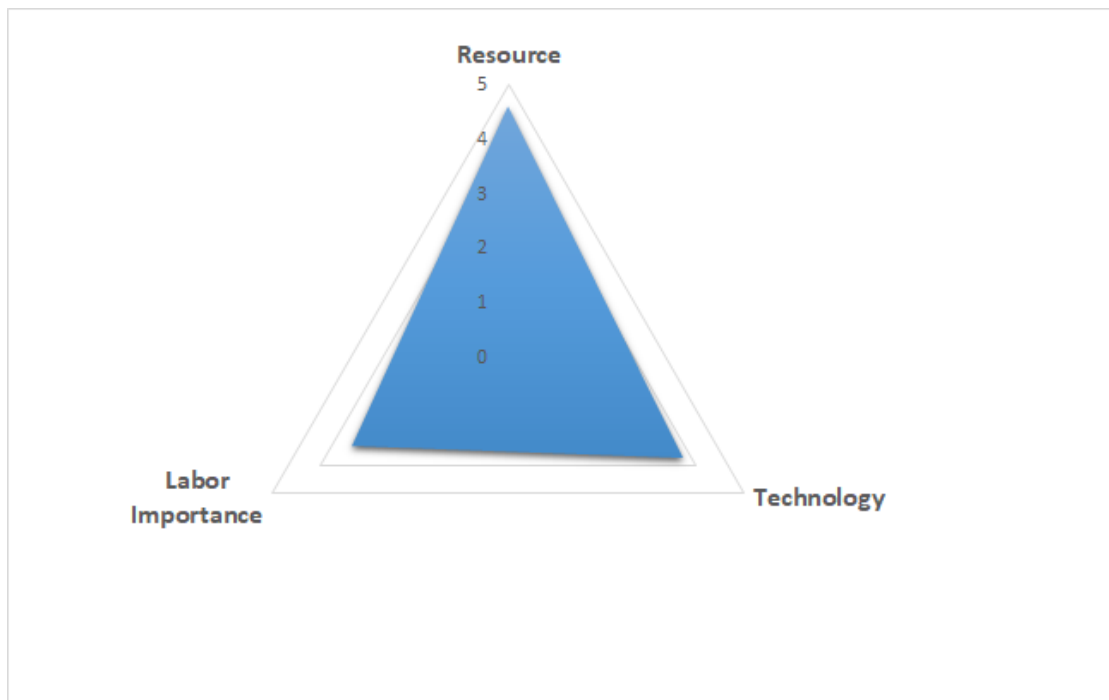
Under the public background of the COVID-19 crisis, the industry is being affected by COVID-19. It is currently impossible to accurately predict the degree of control of this epidemic in various countries, and it is impossible to predict whether it will function normally for long-term economic activities.

However, historical data shows that the impact of natural disasters on the macro economy is usually short-term, and the economy often shows a V-shaped trend. Affected by the disaster and market sentiment, the economic growth rate usually drops sharply in a short period of time, but as the disaster is gradually controlled, the market sentiment returns to stability, and the temporarily suppressed consumption and investment needs will be released, resulting in Economic rebound. The outbreak of the epidemic will have a significant impact on enterprises and individuals within a certain period of time, especially on small and medium-sized enterprises and low-income families. It is necessary for the government to take targeted financial and monetary measures to help all walks of life together.

9 New Project Feasibility Analysis

9.1 Industry Barriers and New Entrants SWOT Analysis

Figure Industry Resource/Technology/Labor Importance Analysis



Source: Maia Research Analysis

Table New Entrants SWOT Analysis



Source: Maia Research Analysis

10 Research Finding and Conclusion

Our report researched the whole industry of Smart Lockers including the North America, Europe and China, Japan, Middle East & Africa, India and South America market, market status in different area and revenues for different Product of the industry, also including the financial status of vendors. Finally, from all these researches and analysis, we made some rational prediction, and the conclusions are as follows:

1. According to our research, the Global Smart Lockers market has a total revenue of 620.83 M USD back in 2017, and increased to 886.81 M USD in 2022. We made a series of functional calculation and deduced the past 5 year's data with scientific model. Finally, we made the prediction that the value of Smart Lockers markets can be 1376.65 M USD by 2027. The CAGR of Smart Lockers is 9.19% from 2022 to 2027.
2. North America was the largest revenue market with a market share of 33.73% in 2017 and 34.18% in 2022. In 2022, Europe market share was 25.35%, ranking second. With the development of economy, increase downstream demand, progress in the downstream industry will promote the Smart Lockers market.
3. The industry concentrate rate is low. The market share of the top three companies in 2021 was 13.96%. The top three companies are Apex Supply Chain Technologies, Hangzhou Dongcheng Electronic Co.,Ltd, Shenzhen ZHILAI, with the revenue market share of 5.18%, 4.77% and 4.01% in 2021.
4. The global Smart Lockers market is expected to witness a growth during the forecast period because of the growing demand. The other factor that is driving the growth of the Smart Lockers market is Increase in penetration of smartphones and connected devices.
5. Although the development of the Smart Lockers has brought some opportunities, the research team suggests that new entrants who do not have the advantages of the industrial chain and the accurate positioning of the downstream segments should not enter the Smart Lockers field. More importantly, companies in the industry should focus on their products and continuously improve their products based on downstream customer needs before they can gain a competitive advantage and gain a larger market share.

11 Appendix

11.1 Methodology

Qualitative Analysis		Quantitative Analysis	
Industry Status and Trends		Market size (value, sales/output, historical data and forecast (2017-2027))	
Providers/Company	profiles, manufacturing base distribution, sales areas, product introduction, main business, market position and their competitors.	Sales/output/capacity, revenue, price, gross margin, market share, for top players, from 2017 to 2021. Through interviewing each providers, distributors, traders, dealers and buyers etc.	
Product Development, Technology, Price, Cost, Manufacturing Process and Trends		Cost structure, proportion, price trend, gross margin and trend, status and trend, 2017 to 2027	
Market segment by regions, types, applications and forecast		Market size by types, regions, applications, from 2017 to 2027.	
Market opportunities, potential, government policies and influence factors.		Market forecast based on the potential demand from downstream clients/buyers, government, influence factors and the total economic indication, maybe occur in following years.	

11.2 Research Data Source

11.2.1 Secondary Data

Secondary sources include annual reports, press releases, and investor presentations of companies; Journal of Science, official statistical yearbook, National Customs, Industry Association; Secondary research has mainly been applied to obtain key information about the industry's supply chain, the market downstream buyers, technical dynamics development trends, the major vendors of this market, and market classification & segmentation according to the industry trends, regional markets, and key developments from a market and business-oriented perspective.

Key Data from Secondary

Items	Source
Market Size (Value & Volume)	Industry Association
	Magazines
	Journals
	Press Releases
	Statistical Yearbook
Revenue of Companies	National Customs
	Paid Databases
	Maia Data Center
	Annual Reports
	Hoover
Qualitative Analysis	Public Databases
	Bloomberg Business
	Company Annual Reports
	Press Releases
	Industry Associations

11.2.2 Primary Data

In the primary research process, various sources from both the production and consumption sides were interviewed to obtain qualitative and quantitative information for this report. The primary sources from the production side include major product providers (and their competitors), industry specialist, industry association, research institutions, distributors, dealer and traders, as well as the raw materials suppliers and producers etc. The primary sources from the consumption side include industry experts such as business leaders, marketing and sales directors, technology and innovation directors, supply chain executive, end users (product buyers), and related key executives from various key companies and organizations operating in the global market. Primary research was conducted to identify segmentation types, product price range, product applications, key players, raw materials supply and the downstream consumption, industry status and outlook, and key market dynamics such as risks, influence factors, opportunities, market barriers, industry trends, and key player strategies.

Key Data from Primary

Items	PARAMETER	KEY DATA
Market Segmented by Regions	Total Market Size and Regional Market Status Growth Rate Forecast from 2022-2027	Major Regions: North America, Europe, Asia-Pacific, Middle East and Africa, South America, etc. Market Status and Forecast
Submarket by Types	Historical (2017-2021) and Forecast (2022-2027) Data	Consumption, Value (M USD) and Growth Rate of Different

		Downstream Applications
Submarket Applications	by Historical (2017-2021) and Forecast (2022-2027) Data	Company Annual Reports Press Releases Industry Associations

11.2.3 Market Size Estimation

The top-down and bottom-up methods have been applied to estimate and forecast the market size in each region, different types and applications. The major vendors in the market have been identified through secondary research and their market shares in the respective regions were determined through primary and secondary researches.

Major players in the market are identified through secondary research and their market revenues determined through primary and secondary research. Secondary research included the research of the annual and financial reports of the top providers; whereas, primary research included extensive interviews of key opinion leaders and industry experts such as experienced front-line staff, directors, CEOs and marketing executives. The percentage splits, market shares, growth rate and breakdowns of the product markets are determined through using secondary sources and verified through the primary sources.

All percentage shares, splits, and breakdowns have been determined using secondary sources and verified through primary sources. All possible parameters that affect the markets covered in this research study have been accounted for, viewed in extensive detail, verified through primary research, and analyzed to get the final quantitative and qualitative data.

Figure Market Size Estimation: Top-down and Bottom-up Approach

Bottom-up Approach:	Secondary Source: Industry Association, Industry Journals	Total Global Market Size (Volume and Value)
Company-wise Revenue in the Global Market	Primary Source: Demand-side Experts Supply-side Experts	Market Share Segmented by Regions, Types, End-users
Share of Companies' Revenue and Volume in Each Product Segment	Second Source: Annual Reports Presentations Press Releases National Customs Paid Databases Maia Data Center	Regional and Country-wise market for Each Segment
Total Global Market Size (Volume and Value)		Top-down Approach:

11.2.4 Legal Disclaimer

Quantitative market information is based primarily on interviews and therefore is subject to fluctuation. Maia is not responsible for incorrect information supplied to us by providers or users. Our research services are limited publications containing valuable market information provided to a select group of customers. Our customers acknowledge, when ordering, subscribing or downloading, that Maia Research services are for customers' internal use and not for general publication or disclosure to third parties. No part of this research service may be given, lent, resold, or disclosed to noncustomers without written permission. Furthermore, no part may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the permission of the publisher.