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AUTOMATING AGRICULTURE



Labor is the Biggest Challenge for Fruit&Veg Farmers!

50% of Revenue goes to Labor Costs(Rising)!

By 2030, the Available Workforce will be Down by Over 30%!



The Challenge of Feeding the World Sustainably can only be met by  
Improving the Efficiency of Farmland (UN SDG 15)

# MODERN FARM DONKEY: VALERA

AUTOMATING FARM LOGISTICS WITH AUTONOMOUS TRANSPORT PLATFORM



Productivity +40%

ROI 1-2 Seasons

Less Physical Stress

# ONE BUTTON AUTONOMY

simple to use & damn robust

LOW ENTRY BARRIER FOR FARMERS → DE-RISKING THE ROBOTIC TRANSFORMATION



# AUTOMATING FRUIT&VEG FARMING

FROM OWNING STRAWBERRY TRANSPORT TO FULL AUTOMATION IN SPECIALTY CROPS

## FIELD TRANSPORT - VALERA -

IN  
PRODUCTION  
2024



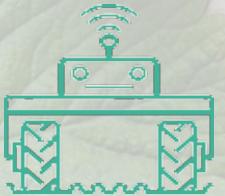
## ROBOTICS STACK - ANT ROBOTICS -

- Modular platform  
(simple hardware & software)
- From transport to:
  - plant care (spraying & insects)
  - soil analysis & plant monitoring
  - harvesting
- Creating the ultimate data gateway  
on the farms!

# ROBUST SALES PIPELINE

started with direct sales – moving toward machinery dealerships

Sold 15 robots



Negotiating  
76 robots



+7 more

Dealerships

Signed:



Negotiating:



# BUSINESS MODEL

## SCALING THROUGH PARTNERSHIPS

### ANT

- Final Assembly + QM
- Gross Marging 45-60%
- External Mechanical Production Partner

### PRICE

- UVP 30.000,00€
- Subscriptions for fleetmanagement, IoT, and updates 1.000,00€
- To come: Subscriptions for Analytics, Plant Monitoring, Yield Prediction

### PARTNER

- Leading Machinery Resellers
- Sales & Service
- Sales Margings 15-20%

\*already signed various big resellers

# STARTING WITH UNTOUCHED STRAWBERRY TRANSPORT

Labor biggest challenge for fruit&veg farmers and accounts for 50% of revenue

A close-up photograph of two hands holding several ripe strawberries. The strawberries are bright red with green leaves attached. The hands are positioned in the foreground, with fingers gently grasping the berries. The background is slightly blurred, showing more of the strawberry plants.

Labor Cost Specialty Crops  
Europe  
25b€/yr

Transport Specialty  
Crops Europe  
1b€/yr

Transport  
Strawberries  
Germany  
30m€/yr

# ROADMAP TO GROWTH

## Total of 250 robots by 2026



Revenue



Funding



Number of Robots in total

2024



500 k



300 k



25



2023



120 k

Pre-Seed 1.5m  
(Loan, Grants, Convertible)

10



2025



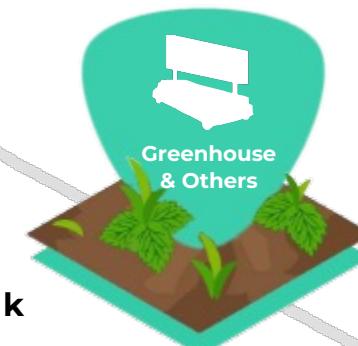
1.700 k



Seed 2.5m



65 (DACH Expansion)



2026



4.000 k



150 (EU Expansion)



# WINNING THE RACE

Hundreds of agriculture robot projects, all aiming for high dexterity (harvesting, weeding), with only a few starting to commercialize! Mismatch between offered solutions and farmers.

No automatic transport solution for strawberries! → untouched niche

It's all about getting the robots on the fields asap → look-in-effects and upselling potentials are huge!

By focusing on transport first, Ant Robotics lowers the entry barrier for farmers into robotics massively, thus securing a head start. VALERA will not only be a transport robot, but the source of on-field data. Ant Robotics will provide a full autonomy and robotics stack, partnering in sales and production to scale robust and easy to use robots in agriculture!

# EXPERIENCED FOUNDERS IN BUSINESS & ROBOTICS



SANDRO RABBOSI  
SALES & OPERATION  
7 yrs Experience in  
Entrepreneurship



NÜWIEL



PHILIPP OVERATH  
FINANCING & BUSINESS  
5 yrs Experience in  
Entrepreneurship

FLOATING OFFICE ⚓ pydro



RUTH GIESE  
MARKETING  
8 yrs Experience in  
Marketing



Kitendo



ANDREW THOMBRA  
ROBOTICS  
4 yrs Experience in Robotics

automotive  
engineering



+ 7 Employees in Robotics,  
Production & Sales



MARTIN SCHWARZ  
ELECTRONICS  
15 yrs Experience in  
Electronic Design

synapticon

# WE ARE RAISING A € 300k ROUND, JOIN US!

## USE OF FUNDS

PRODUCTION

40%

SALES &  
MARKETING

28%

R&D

28%

G&A

4%

## TO REACH



Build Double Digit Robots



Extend Runway to End  
2025



Co-Finance R&D Grants  
(500k on top!)

Clean CAP Table  
Existing VC-Convertible from 2023  
with post money valuation € 4.4m.



BUILDING THE FUTURE  
OF FARMING, TOGETHER

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