

## Press release

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23 million euros venture capital for fruitcore robotics in Series B financing round

### **fruitcore robotics helps SMEs facing skilled-labor shortage and digitalization needs with its automation solutions based around the robot HORST**

**Constance, December 14th, 2022 – fruitcore robotics has raised 23 million euros in new capital in a Series B financing round. For the first time, internationally renowned venture capital firms Capricorn Partners and KOMPAS, and the high and deep tech investor XAI technologies are investing in the pioneer of intelligent robotics and automation solutions for companies of all sizes – from medium-sized businesses to global corporations. Existing investors are also confident: UVC Partners, Matterwave Ventures, CNB Capital, the family business Pecon and the btov Private Investor Network are participating in the financing round. The capital is intended to accelerate product innovation, sales and marketing and international expansion.**

“With the closing of our Series B financing, we are again a big step closer to our goal of making robotics and automation solutions accessible to the masses. We see that the demand for high-quality and easy-to-use robots in the market is steadily increasing. Therefore, we will use the new capital primarily to serve the demand for our robotics and automation solutions as well as digital products in the European market,” says Jens Riegger, Managing Director (CEO) and co-founder of fruitcore robotics. The company is currently active in Germany, Austria, Switzerland, and Italy. By the end of 2023, fruitcore robotics aims to open up a large part of the European market.

“We are still at the beginning of the robots' growth trajectory, especially in medium-sized businesses, and we are convinced that with our ‘digital robot’ HORST we are one of the game changers and thus a driving force for the broad use of robots in the manufacturing industry. We would like to thank our investors for the trust they have placed in us,” says Patrick Heimbürger, Managing Director (Chief Revenue Officer) and co-founder of fruitcore robotics. Josef Mardijan, Member of the Executive Board (CFO) of fruitcore robotics adds: “In times of political and economic uncertainty, the current financing round with a significant volume of 23 million euros once again confirms the attractiveness of our business model, and not least the trust placed in our team, of which we are very proud.” The company now employs more than 100 people and will create attractive jobs at its Constance and Villingen sites through further growth.

#### **Business model and previous successes of fruitcore robotics**

At the heart of fruitcore robotics' success are the intelligent robotics solutions based around the HORST “digital robot”, which provides companies of all sizes with access to industrial-grade, highly productive robotics. Even small and medium-sized companies without prior experience can easily and quickly get started with automation and digitization. The barriers to entry are low – low investment costs, fast implementation, intuitive programming and high performance all come

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together to fulfill the claim. Hardware, software, connectivity and services are offered in an easy-to-use end-to-end solution.

Three years after its market launch, fruitcore robotics is already automating several hundred different applications in 29 industries, and the 60+ partner network in the DACH region and Italy is being continuously expanded.

### More quotes from the investors

Quote UVC Partners:

Benjamin Erhart, General Partner at UVC Partners and lead investor of fruitcore robotics said: “fruitcore robotics addresses a major pain point of our economy: scalable automation in small and medium-sized manufacturing companies. This is a key to addressing the critical situation of delivery times, growing demand, and production again increasingly focused on Europe on time. All this must succeed without having automation specialists in the mass of companies. Since our initial investment in 2021, fruitcore's team has proven that through incredibly deep software expertise – the majority of developers are software engineers – they have created an offering with the ‘digital robot’ that is perfectly tailored to the needs of mass customers.”

Quote KOMPAS:

Andreas Strasser, Partner at KOMPAS said: “Empowering businesses to make their manufacturing and supply chains more efficient and sustainable through automation will unlock huge benefits across industries. We believe in investing in the people and ideas that will accelerate digital transformation of the manufacturing industry, which will help to solve labor shortages, reduce waste and myriad other benefits. In fruitcore robotics we see exceptional founders who share our values. We are delighted to be involved in this funding round and look forward to supporting the team as the company scales up.”

Quote Capricorn Partners:

Ke Zhang, Investment Director at Capricorn Partners said: “Industrial automation is a strong long-term global trend, and fruitcore robotics is riding this trend by sharply focusing on enabling manufacturing companies of all types and sizes to address automation and increase efficiency. The products are well tailored to the market needs and are continuously evolving to adapt to the customer requirement. Combined with a passionate and focused management team with a proven track record of fast product development and go-to-market as well as solid operational management, we have all the ingredients of a future winner. We look forward to supporting this promising innovator from Germany and working closely with its impressive management team to develop markets in and beyond Europe.”

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Quote Matterwave Ventures:

Robert Gallenberger, Founding Partner at Matterwave Ventures said: “The fruitcore robotics team continues to impress with their ability to turn a strong fundamental invention into a complete product offering that generates ROI for its customers. From the patented kinematics which yields a structural cost advantage to the holistic software approach that solves the entire automation problem the team constantly innovates and further improves the customer value proposition by executing on their R&D roadmap.”

Quote XAI technologies:

Enis Ersü, Managing Owner of XAI technologies and founder and former CEO of ISRA Vision said: “We believe that fruitcore robots can realize a significant ROI for automation applications and they will be a very good choice for the digitalization process in the manufacturing industry. They can be the key for companies of all sizes to rapidly master digital transformation as well as future challenges. Our contribution will enable fruitcore robotics to enter new markets. We are looking forward to the success of the team growing the company to a significant size.”

**Meta-Title:** *Series B: fruitcore robotics raises 23 million euros from investors*

**Meta-Description:** *With the new capital fruitcore robotics wants to make its automation solutions based around the robot HORST accessible to the masses.*

**Keywords:** *fruitcore robotics; Digital robot HORST; Industrial robot; intelligent automation solutions; plug & play; ease-to-use software; Innovation; UVC Partners; Matterwave Ventures; CNB Capital; Family Office Pecon; btov Private Investor Network; Capricorn Partners; XAI technologies; KOMPAS*

**Social Media:** *fruitcore robotics has raised 23 million euros in new capital. For the first time, internationally renowned venture capital firms Capricorn Partners and KOMPAS, and the high and deep tech investor XAI technologies are investing in the pioneer of intelligent robotics and automation solutions for companies of all sizes – from medium-sized businesses to global corporations. Existing investors are also confident: UVC Partners, Matterwave Ventures, CNB Capital, the family business Pecon and the btov Private Investor Network are participating in the financing round. “With the closing, we are again a big step closer to our goal of making robotics and automation solutions accessible to the masses”, says Jens Riegger, Managing Director (CEO) and co-founder of fruitcore robotics.*

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### Pictures



Caption: The Executive Board trio at fruitcore robotics (from left): Josef Mardijan (CFO), Patrick Heimburger (Chief Revenue Officer) and Jens Riegger (CEO).



Caption: Since 2022, the horstCUBE robot platform and the horstCUBE plug & play complete solutions have expanded the product portfolio. With the help of the horstCUBE robot platform, it will be even easier for robot users to implement their required application.

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Caption: horstCUBE plug & play for part separation ensures simple, fast and safe automation. The complete solution is already equipped with all necessary components.



Caption: fruitcore robotics is currently active in Germany, Austria, Switzerland, and Italy. By the end of 2023, the company aims to open up a large part of the European market.

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### Company Descriptions

#### About fruitcore robotics

Constance-based fruitcore robotics GmbH specializes in the development, production, and marketing of technically outstanding and easy-to-use “digital robots”. The focus of the deep-tech company is to make robotic-based industrial automation available for the masses. The modularized product portfolio includes the HORST “digital robots”, the intuitive horstFX software, the [horstCOSMOS.com](https://horstCOSMOS.com) Industrial IoT platform, and intelligent camera recognition functions. The robots are Made in Germany, from hardware to software. In addition to the robots, the company also offers ready-made solutions and software packages for plug & play implementation of complete applications.

fruitcore robotics was founded in 2017 and currently employs more than 100 people. In addition to its headquarters in Constance on Lake Constance, the company has a production site in Villingen. The deep-tech company has already received several awards, including the Best of Industry Award from MM Maschinenmarkt magazine in the Robotics category (2020), the special prize from Mittelständische Beteiligungsgesellschaft Baden-Württemberg (MBG) as part of the Innovation Award of the State of Baden-Württemberg 2020, and the German Innovation Award 2021 ("Winner" in the Excellence in Business to Business – Machines & Engineering category). For more information, please visit [www.fruitcore-robotics.com](https://www.fruitcore-robotics.com)

#### About UVC Partners

UVC Partners is an early-stage venture capital firm that invests specifically in technology-based startups in the Industrial Technologies, Enterprise Software, and Mobility sectors. With over 70 years of experience and more than 100 B2B transactions, the Munich and Berlin-based venture capital firm supports B2B startups in Europe. By partnering with UnternehmerTum, Europe's largest platform for tech startups affiliated with the Technical University of Munich, UVC Partners can offer unique services to accelerate the growth of tech startups. For more information, please visit [www.uvcpartners.com](https://www.uvcpartners.com)

#### About KOMPAS

KOMPAS is an early-stage venture capital firm with offices in Amsterdam, Berlin, Copenhagen, and Tel Aviv. The firm fund breakthrough innovations that accelerate the digital transformation and decarbonization of the building and manufacturing industries. KOMPAS invests €1.0 – 5.0 million from Seed to Series B rounds with continued support throughout the company's entire lifecycle. KOMPAS partner with exceptional founders who disrupt the way buildings are designed, built and managed. We strive to eliminate emissions from building and manufacturing activity, reduce energy consumption, promote sustainable building materials, eliminate waste and support a circular economy. The firm also invests in digital technology and automation to make industrial processes from procurement to manufacturing more efficient. We operate with purpose whilst delivering strong financial returns to our investors. For more information, please visit [www.kompas.vc](https://www.kompas.vc)

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### About Capricorn Partners

Capricorn Partners is an independent European manager of venture capital and equity funds investing in innovative European companies where technology provides a competitive advantage. Capricorn's investment team consists of seasoned investment managers with deep technical knowledge and extensive industry experience. Capricorn Partners manages the venture capital funds Capricorn Sustainable Chemistry Fund, Capricorn Digital Growth Fund, Capricorn ICT Arkiv, Capricorn Health-tech Fund, Capricorn Cleantech Fund, and Capricorn Fusion China Fund, which invested in fruitcore robotics. It is also the management company of Quest for Growth, which is listed on Euronext Brussels, and the investment manager of Quest Cleantech Fund and Quest+, sub-funds of Quest Management SICAV, which is registered in Luxembourg. For more information, please visit [www.capricorn.be/en](http://www.capricorn.be/en)

### About Matterwave Ventures

Matterwave Ventures is a venture capital firm based in Munich, which has been specializing in "DeepTech" innovations with industrial applications for many years and actively invests throughout Europe. As an early-stage investor, the focus lies on the early development stages of technology companies and includes software and hardware-based business models. The goal is to build world-leading companies that drive the future of industrial value creation, primarily through resource efficiency and digitalization. The team's vision is to regain more technology leadership, production capacity as well as energy and raw material autonomy in Europe. For more information, please visit [www.matterwave.vc](http://www.matterwave.vc)

### About XAI technologies

Founded in 2021, XAI technologies is a high and deep tech investor based in Darmstadt, Germany. The company invests in startups and small and medium-sized technology companies in a variety of sectors, including general industry, renewable energy, electronics, batteries, MedTech, medical devices, healthcare, life sciences, agriculture, food and beverage, pharmaceuticals, transportation, traffic. XAI supports many types of growth through financing, equity investment, and integrated strategy consulting – even after investment. Through management consulting, network partners, and expertise, XAI continuously develops its investments. XAI has experience in global markets and lets high-tech founders and emerging high-tech companies in Europe benefit from it – as a driving force on the way to world markets. For more information, please visit [www.xai-technologies.com](http://www.xai-technologies.com)

### About CNB Capital

CNB Capital (Constantia New Business GmbH) is an early-stage investor focused on high-tech companies with B2B products and first-customer access. The experienced team supports founding teams, especially in the areas of sales and marketing or business development. CNB Capital focuses on technologies with strong unique selling propositions and good scaling potential – also in niches –

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and has a long-term perspective for building companies enabled by an evergreen setup. For more information, please visit [www.cnb.capital](http://www.cnb.capital)

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