

Automatic Lab

Capital requirement, financing and three-year plan

Requirement €696,000

€696,000

18-month requirement incl. 15% buffer

€642,000

planned financing (equity, SeedCon, lease)

€54,000

remaining gap, covered by the buffer or further funding

CAPITAL REQUIREMENT, FIRST 18 MONTHS

ITEM	AMOUNT
Robotics lead / engineer (1 FTE)	€112,500
Founder part salaries (3 × €2,500/month)	€135,000
PhD position at an NRW university (65–75%, incl. overhead)	€82,500
2 cobot arms (purchase)	€92,000
VR equipment, grippers, sensors	€20,000
Integration	€15,000
KI Maschine platform licence (placeholder €1,000/month)	€18,000
Development work by KI Maschine (placeholder)	€60,000
Travel (universities, selected trade fairs)	€30,000
Other (incorporation, legal, contracts, insurance)	€40,000
Budget 18 months	€605,000
Buffer (15%)	€90,750
Total requirement	approx. €696,000

FINANCING

SOURCE	AMOUNT	STATUS
Pre-seed equity (5 tickets of €80,000, 3% each)	€400,000	Open for commitments
NRW.SeedCon (subordinated convertible loan, NRW.BANK)	€200,000	Application after incorporation
Nano-Test lease income (12 × €3,500)	€42,000	Term sheet in draft
Total	€642,000	

Pre-money €2.27M, post-money €2.67M. Pre-seed investors receive a liquidation preference.

CASH AFTER 18 MONTHS, THREE SCENARIOS

€20k

Base case

€19.5k

Robot and loan 3 months late

€85k

low-cost robot cell

Cash stays positive in every month in all three cases. Only the low-cost cell keeps the full 15% reserve.

THREE-YEAR PLAN (SIMPLIFIED CASH VIEW)

ITEM	YEAR 1	YEAR 2	YEAR 3
Nano-Test lease	€31,500	€42,000	€42,000
External lab leases	€0	€35,000	€180,000
Total income	€31,500	€77,000	€222,000
Personnel	€220,000	€268,000	€356,000
Robot hardware (purchase) and integration	€127,000	€60,000	€180,000
KI Maschine platform licence	€12,000	€12,000	€18,000
Development work by KI Maschine	€40,000	€30,000	€30,000
Travel	€20,000	€35,000	€40,000
Other (legal, insurance, advisory)	€30,000	€35,000	€45,000
Total expenses	€449,000	€440,000	€669,000
Balance	-€417,500	-€363,000	-€447,000

ASSUMPTIONS

- Hardware purchases are booked as expenses in the year bought, not spread by depreciation. Year 1 is the first twelve months after funding.
- Nano-Test leases one unit from month 4 at €3,500/month (pilot price, 12 months). From year 2 the plan assumes an extension still to be agreed in the pilot contract.
- External labs pay €5,000/month per unit including software; first external customer from month 18, an average of three external units in year 3.
- Each new unit costs about €60,000 in hardware, about €70,000 with integration. Payback per unit is about 20 months, about 10 months with low-cost hardware.
- Licence and development work by KI Maschine are placeholders and will be contracted at market rates.

All figures are planning values from the business plan, as of October 2026. Equity and loan are not yet committed. The detailed monthly cash-flow plan is available on request.