

PRE-SEED 2026 · DÜSSELDORF, GERMANY

Automatic Lab

Lab robots that learn in a real, working lab.

€400,000 for 15%

Pilot lab: Nano-Test, Düsseldorf

THE PROBLEM

Lab work is still done by hand.



Manual and repetitive

Opening vials, dosing, weighing: done by hand, every day.



Automation doesn't fit

Full automation lines are too big and too expensive for most labs.



Work leaves the region

Our pilot lab Nano-Test currently ships its analyses all the way to Turkey.

OUR SOLUTION

Robots for lease, trained in VR.



Standard arms, our software

We buy off-the-shelf robot arms from any vendor and add our own control and orchestration.



VR teaching

Lab staff demonstrate a task in VR instead of programming every move.



Human in the loop

When the robot is unsure, it stops and calls a person. Every takeover is logged.

HOW THE ROBOT LEARNS

Every run in the lab makes the robot better.

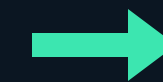
1

A lab technician demonstrates the task in VR.



2

Every run is recorded as a training example.



3

The robot takes over more steps on its own.



Key metric: human working time per sample. It is measured from day one and falls as the robot learns.



FIRST PILOT CUSTOMER

Nano-Test GmbH, Düsseldorf

A lab with paying customers in cosmetics and RNA research. Nano-Test provides the lab, equipment and staff. We provide the robot, software and orchestration.

€3,500

per month, 12-month pilot lease

Planned · pilot agreement in preparation. Photo: Mete Yünezer (left), Managing Director of Nano-Test, with Miguel.

BUSINESS MODEL

We lease robot and software as one package.

€5,000

per robot per month, software included

Planning assumptions per unit; the pilot will deliver the real numbers.

Per unit	Value
Hardware and integration	≈ €70,000
Service, remote support, licence	≈ €1,500 / mo
Contribution	≈ €3,500 / mo
Payback	≈ 20 months
Payback, low-cost hardware	≈ 10 months
Contribution over 48 months	≈ €168,000

MARKET

Lab robotics grows almost 10% a year.

\$3.2B → \$4.6B

Global lab robotics, 2026 to 2030, +9.6% per year

≈ \$6.6B

Lab automation overall in 2026, \$8.6B by 2031

Our gap

Existing labs where a full automation line does not pay off

Sources: The Business Research Company, Laboratory Robotics Global Market Report; MarketsandMarkets, Lab Automation Market.

COMPETITION

Orchestration alone is no longer new.

Category	Examples	Strength	Where we differ
Pipetting robots	Tecan, Hamilton, Opentrons	Mature liquid handling	We automate the other hand steps
Robot makers	ABB, KUKA, Universal Robots	Proven arms for labs	VR teaching instead of programming
Orchestration	Biosero, Automata	Connect devices and data	We lease the robot as a package
Full labs (China)	Zhentai	Complete automated labs	We fit small existing labs
Automatic Lab	Any vendor's arm	VR teaching, human in the loop	Leased, learns in a real lab

Whether VR teaching really lowers set-up cost is our core hypothesis; the Nano-Test pilot measures it.

TEAM

Software, VR and a working lab.



Miguel and Martin

Miguel Marquez Gonzales

Co-founder · software and VR, founded VR Immersiv S.L.

Martin Sokolowski

Co-founder · software, KI Maschine

Mete Yünezer

Co-founder · lab, Managing Director of Nano-Test



Rolf Fellmann

CFO · finance, funding round and sales

Hiring with the round: a robotics lead and a PhD position at an NRW university.

Funded to the first milestone, even with delays.

Source	Amount
Pre-seed equity	€400,000
NRW.SeedCon convertible loan	€200,000
Nano-Test pilot lease	€42,000
Total	€642,000
Budget 18 months	€605,000

Cash after 18 months

Base case	€20k
Robot and loan 3 months late	€19.5k
Low-cost robot cell	€85k

Cash stays positive in every month in all three cases. Only the low-cost cell keeps the full 15% reserve; equity and loan are not yet committed.

THE ROUND

€400,000 for 15%.

5 × €80,000

tickets of 3% each

€2.27M pre-money

plus €200k NRW.SeedCon, application planned

Use of funds, 18 months	Amount
Personnel	€330,000
Hardware and integration	€127,000
KI Maschine licence and development	€78,000
Travel and other	€70,000
Total	€605,000

No binding commitments yet. Terms are a proposal and open for discussion.

MILESTONES

From first robot to first paying lab outside.

MONTH 4

Robot running at Nano-Test

MONTHS 4–9

VR teaching in daily work, time per sample measured

MONTHS 10–15

Stable process, talks with more labs

MONTHS 16–18

First external lease customer: gate for the seed round

Timeline is a plan; the pilot KPIs decide whether we scale.



CONTACT

Let's talk.

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Business plan and cash-flow plan on request.