

Sample report

European robot makers that could need custom battery packs

Prepared for A maker of custom battery packs	The question Which European robot makers could need custom battery packs, from prototypes to small series?
Research About 100 companies looked at, 83 profiled, 22 passed the checks	Shown here 10 of the 22, with their rank in the full list, and 4 of them in full detail
Withheld here Company names, towns, product names and source links. The client receives all of them.	Date October 2026

About 100 companies looked at	83 profiled in depth	22 ranked as leads	16 re-checked at source by independent checkers	205 published partner-search listings read
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This is the free sample report sent to the client, in the same format as the full report and with the same rank numbers. Each fact was checked against its source page, and the client receives every link.

We had not contacted any of these companies. Contact routes, the other 12 ranked companies and the companies still under review follow once written terms are agreed.

The findings in brief

01 Robot makers already buy made-to-order packs. Three European robot makers are on record buying custom packs from an outside pack maker, two of them in 2025. There is a supplier role to compete for.	02 The top leads are at the point of choosing a pack. The top three are a maker moving from prototypes to production with a published search for manufacturing partners, and two makers that specify their own 24 V and 48 V packs, one of them enlarging its pack for the 2027 model.	03 Certification opens the conversation. UN 38.3 transport test reports and swappable modules recur in what these makers publish about their batteries, so a pack offer should lead with them.
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How the list was built

Decisions recorded in the research file

Ranked as leads		22
Held for further checks		33
Set aside		26

Why companies were set aside

Not robot makers, or outside the scope		8
Diesel or hybrid machines, or no battery of their own		7
Part of a large group with its own supply chain		6
Build their packs in-house		3
Inactive, or outside the region		2

Six research lanes

- Warehouse and logistics robots (AMR and AGV)
- Agricultural robots
- Cleaning and inspection robots
- Delivery, service and humanoid robots
- Underwater and ground unmanned vehicles
- Published partner searches and buying requests

How the facts were checked

- ✓ Six research lanes profiled the companies, one per robot type, and a keyword search read 205 partner-search listings on the Enterprise Europe Network.
- ✓ Four independent checkers re-opened the cited pages for the 16 strongest companies and quoted each fact word for word.
- ✓ A final review before delivery re-opened 17 source pages; its corrections are in the report.

What we found about the market

Some robot makers in Europe already have packs made to order by outside pack makers. A German AGV maker used a custom lithium-ion battery from a German pack maker for a carmaker's project (reported in 2025). A Dutch pack maker reports building a higher-capacity pack for a Dutch underwater robot maker. A British underwater drone developer chose an outside maker to design and deliver custom battery systems (2025).

Robot makers that buy packs from an outside maker

Robot maker	Pack maker	What was supplied	Reported
German AGV and AMR maker	German pack maker	Custom lithium-ion battery with its own BMS, for a carmaker's AGV project	2025
Dutch underwater robot maker	Dutch pack maker	Higher-capacity pack	Undated
British underwater drone developer	Outside pack maker	Custom battery systems for its next-generation drones	2025

What these robot makers will likely ask a pack supplier first

- UN 38.3 transport test reports. The Spanish mobile robot maker lists them for most models, as does the Norwegian drone maker for its packs.
- Fast charging and high peak current. The Spanish maker shaped one of its packs around both.
- Swappable modules. Three of the ten companies above use them.
- Battery life stated in years. The French maker promises at least 80% capacity after 7 years.
- BMS communication with the robot's controller, as in the German AGV project.

The companies at a glance

Ranked by lead strength. The number is each company's place in the full list of 22.

Rank	Company	Strength	In one line
1	Electric weeding robot maker Croatia. Published partner search	Good 77/96	Field-tested electric weeding robot. Its published partner search seeks manufacturing partners, and a related research request lists battery management among the planned work.
2	Weeding robot maker Netherlands. Company sources and trade press	Good 76/96	Its robot runs on interchangeable 24 V battery modules, and the 2027 model gets more battery capacity. A small first production series.
3	Mobile robot maker Spain. Company sources and trade press	Good 76/96	Builds autonomous mobile robots on 48 V packs of 15 to 100 Ah and sets its own pack design. Who builds the packs is not published.
4	Underwater drone maker Norway. Company site	Good 65/96	Field-swappable battery packs designed by its own engineers and certified for transport (UN 38.3). Launched a new model in 2026.
5	AGV and AMR maker Germany. Trade press and company site	Good 62/96	Bought a custom lithium-ion battery, with its own BMS, from an outside pack maker for a carmaker's AGV project (reported in 2025).
6	Electric farm robot maker France. Company site	Moderate 59/96	Its battery was enlarged substantially between two versions of its robot. Designed and built in France.
8	Underwater drone developer United Kingdom. Supplier press release and trade press	Moderate 58/96	A young company. In late 2025 it chose an outside maker to design and deliver custom battery systems for its next-generation drones.
10	Inspection robot maker for hazardous sites Netherlands. Company site and trade press	Moderate 58/96	Dozens of robots deployed for energy operators. Raised new capital in late 2025 to scale its fleet and manufacturing.
11	Solar-powered field robot maker Denmark. Company site and trade press	Moderate 58/96	Several hundred robots sold, each running on lithium-ion batteries charged by solar panels, with extra packs offered as a retrofit.
22	Service robot maker Greece. Company site	Moderate 40/96	A research-institute spin-off building a logistics robot, an outdoor rover and bespoke service robots from scratch.

By robot type

Agricultural and greenhouse		7
Warehouse and logistics		4
Underwater and hull cleaning		4
Inspection and cleaning		3
Ground unmanned vehicles		2
Service and humanoid		2

By country

Netherlands		4
Spain		3
France		2
Denmark		2
One each in Austria, Bulgaria, Croatia, Germany, Greece, Luxembourg, Norway, Poland, Ukraine and the United Kingdom, and one based in both Greece and Singapore.		

Four companies in detail

1

Electric weeding robot maker, Croatia

Published partner search.

Good

 77/96

What it does

Battery today

Why it fits

To confirm

First step

Score

Evidence of need

Series size

Approach route

36/36

10/15

10/10

Pack fit

Recent activity

Distance

6/20

10/10

5/5

Contact route

Sources

A Croatian agri-tech company developing a lightweight, fully electric autonomous field robot for mechanical weed control in vegetables and orchards. Prototype vehicles have been built and tested in the field. The partner search does not publish the company's name.

Electric propulsion; battery type and size not published.

✓ Its business offer of 18 September 2026 seeks commercial and distribution partners, and also manufacturing and assembly partners with experience in electric vehicles, agricultural machinery, robotics or mechatronics, to support component sourcing and production scaling.

✓ A research request of 1 October 2026 describing the same robot, probably from the same company, lists optimisation of electric propulsion, battery management and energy efficiency among the planned work.

✓ It is moving from tested prototypes towards production, the stage at which a series pack is chosen.

✓ The partner search is open until September 2027, so a reply is invited.

✗ Company name not published; the network passes on an expression of interest.

✗ Battery voltage, capacity and any current supplier unknown.

✗ Early stage, so the first series is likely to be small.

Once terms are agreed, we prepare an expression of interest for the client's approval, referring to the client's own partner profile and offering a pack for the next prototype.

Expression of interest through the Enterprise Europe Network. Withheld on this public copy.

Two Enterprise Europe Network profiles, 18 September and 1 October 2026. Links withheld on this public copy.

2

Weeding robot maker, Netherlands

Company sources and trade press.

Good

 76/96

What it does

Builds an autonomous in-row weeding robot, with its own workshop and test farm. Funded by an EU innovation award and a venture round, both in 2024.

Battery today

One to three interchangeable 24 V battery modules, about 8 hours each (trade press, 2024). The 2027 model gets more battery capacity (trade press, 2026).

Why it fits

✓ Interchangeable 24 V modules: small, swappable packs in the client's range.

✓ The 2027 model gets more battery capacity, so its pack is still being reworked.

✓ Small series: a small first production series, and orders are open for the 2027 season.

✓ Funded, including an EU innovation award.

To confirm

✗ Chemistry, capacity in Ah and pack supplier not published; the 2027 battery layout is not published.

✗ Two 2024 reports describe the battery differently: two lithium packs in one, one to three 24 V modules in the other.

First step

Ask for the battery specification of the 2027 model and offer a sample 24 V module with matching connectors and BMS communication.

Score

Evidence of need

22/36

Pack fit

20/20

Series size

15/15

Recent activity

10/10

Approach route

6/10

Distance

3/5

Contact route

Company contact page. Withheld on this public copy.

Sources

Company product and media pages; three trade press articles, 2024 to 2026. Links withheld on this public copy.

3

Mobile robot maker, Spain

Company sources and trade press. Good 76/96

What it does	Designs, manufactures and sells autonomous mobile robots and mobile manipulators across several product lines, and states that thousands of its robots are in use worldwide.					
Battery today	48 V on every model checked, from 15 Ah on the smaller robots to 100 Ah on the largest.					
Why it fits	✓ 48 V packs of 15 to 100 Ah. One model uses LFP cells, the chemistry the company used in its earlier robots (specialist magazine, 2025). ✓ The same article says the company chose the chemistry and shaped the pack design around fast charging and high peak current. It specifies its packs itself, which suits a build-to-spec pack maker. ✓ States that its products are designed, developed and manufactured in Europe. ✓ Several models with different capacities, a modular battery on one and a quick-swap battery on another: several pack variants in steady series. ✓ Active in 2026, with a live demonstration at a robotics conference.					
To confirm	✗ Who builds the packs today is not published; there may be an established supplier. ✗ Chemistry is confirmed for one model only. UN 38.3 is listed for most models, so the client's packs would need the same test report.					
First step	Offer a 48 V, 15 Ah LFP pack with CAN BMS as a sample for its smaller robots, state the UN 38.3 status up front, and ask who handles battery purchasing.					
Score	Evidence of need		22/36	Pack fit		20/20
	Series size		15/15	Recent activity		10/10
	Approach route		6/10	Distance		3/5
Contact route	Company switchboard. Withheld on this public copy.					
Sources	Three company product pages, the company profile, a specialist magazine (2025) and a conference page (2026). Links withheld on this public copy.					

5

AGV and AMR maker, Germany

Trade press and company site. Good 62/96

What it does	Develops drives and builds AGVs, AMRs, assembly carts and logistics vehicles, as a manufacturer or as a full system integrator. It also offers a rental model.					
Battery today	For an AGV built for one of Europe's largest carmakers, an outside pack maker supplied a custom-developed lithium-ion battery, with a BMS designed for very low standby consumption.					
Why it fits	✓ Buys made-to-order packs from an outside maker (trade press, 2025). ✓ The project needed a custom BMS, the same kind of work as the client's BMS configuration and controller communication. ✓ Builds several vehicle types, each a candidate for its own pack.					
To confirm	✗ Already works with an established pack maker, so the client would come in as a second source or for other vehicle types. ✗ Volumes, voltages and capacities not published.					
First step	Offer a prototype pack for one vehicle type outside the carmaker project, or a second-source quote.					
Score	Evidence of need		32/36	Pack fit		6/20
	Series size		10/15	Recent activity		10/10
	Approach route		6/10	Distance		3/5
	Minus 5 for a current, named pack supplier.					
Contact route	Company switchboard, from its legal notice. Withheld on this public copy.					
Sources	Company site; trade press, 2025. Links withheld on this public copy.					

How each lead is scored

Lead strength, out of 96 points

Part	Up	What earns the points to
Evidence of need	36	How firmly we know it needs made-to-order packs: a published search naming manufacturing or battery work scores highest, then buying custom packs from an outside maker, then designing its own packs.
Pack fit	20	Fit with the voltages, chemistry and certification the client offers.
Series size	15	How many robots it builds, and so how many packs.
Recent activity	10	Products, news or hiring in 2025 or 2026.
Approach route	10	A published invitation scores highest, then a company mailbox or switchboard.
Distance	5	Closer to the client scores higher.

- Minus 5 for a current, named pack supplier.
- Minus 10 for building packs in-house, or producing outside Europe.
- Minus 5 for a restructuring after insolvency in the last two years.

Strong is 80 or more, good 60 to 79, moderate 40 to 59.

What the full report adds

- Company names, with every source link.
- A contact route for each company.
- The other 12 ranked companies, and the 33 still under review.
- Introductions to the companies the client chooses, with wording the client approves.

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