

Series A - Nagoya, Japan

Kumiko Robotics

Piece-picking robot cells for chilled and frozen grocery distribution centres in Japan

The problem

What's broken today

Japan's grocery distribution centres pick thousands of chilled and frozen items a night for convenience stores, in rooms kept at 5°C or -20°C where shifts are hard to staff. Many sites now run 30% below planned headcount, and existing picking robots struggle with frosted packaging, shrink-wrapped multipacks and bags that change shape when grasped.

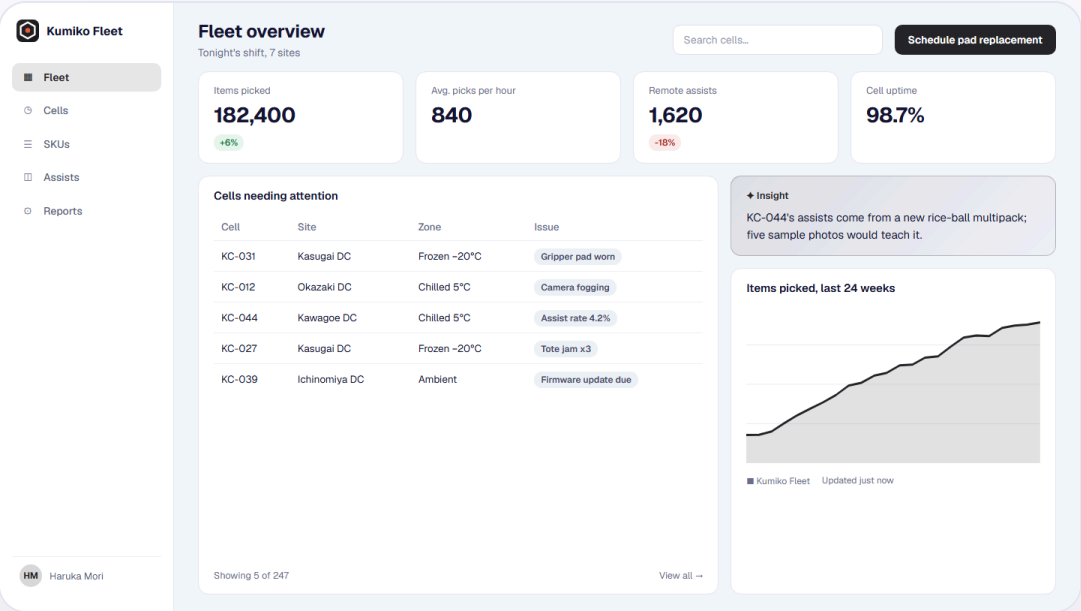


Kumiko Robotics

Our solution

Kumiko Fleet

Kumiko's cells combine a cold-rated arm, a hybrid suction and soft-finger gripper, and vision models trained on more than 40,000 Japanese grocery SKUs, including frosted and reflective packs. A cell picks from totes into store-bound crates at up to 900 items an hour, asks a remote operator for help on uncertain grasps, and learns new SKUs from about five photos.



Assist queue

 Kumiko Fleet

Fleet

Cells

SKUs

Assists

Reports

Assist queue

Live, operators in Nagoya

Search cells...

Take next assist

Waiting

3

Avg. response

6.8 s

Assists per 1,000 picks

8.9

Operators online

5

Open assists

Cell	Item	Reason	Waiting
KC-044	Onigiri 3-pack	Unknown SKU	4 s
KC-031	Frozen gyoza, 12 pcs	Frost on label	7 s
KC-019	Yogurt 4-pack	Two items stuck	2 s
KC-008	Bagged salad	Grasp uncertain	9 s
KC-044	Onigiri 3-pack	Unknown SKU	1 s

Showing 5 of 105

View all →

◆ Insight

One operator now covers 11 cells on average, up from 6 in January.

 Kumiko Robotics

HM

Haruka Mori

Why now

The timing

Overtime limits for drivers and warehouse staff tightened in 2024 and cold-room jobs are the hardest to fill, so distributors now budget for automation instead of hiring.

Market

Food and grocery distributors in Japan and South Korea run roughly 2,500 temperature-controlled centres, each a candidate for 4 to 20 cells as labour costs rise.



Kumiko Robotics

How we make money

Robots-as-a-service at ¥1.5M per cell per month on three-year contracts, covering hardware, maintenance and remote assistance, plus a one-time integration fee per site.



Traction

Where we are

46

Cells deployed

7

Customer sites

US\$5.5M

Annual recurring revenue

99.1%

Picks with no remote help

- 46 cells live at 7 sites; 2 customers expanding to new centres
- US\$5.5M ARR, cell gross margin up from 22% to 41%
- 99.1% of picks completed with no remote help



Kumiko Robotics

Team

Who's building it

HM

Haruka Mori

CEO and co-founder

KI

Kenta Ishikawa

CTO and co-founder

TF

Takeshi Fujimoto

VP Operations

YN

Yui Nakagawa

Head of Perception



Kumiko Robotics

The ask

What we're raising

Raising US\$16M Series A to reach 200 cells and enter South Korea by 2028

- Build 120 more cells and a second assembly line in Aichi
- Open a service hub in the Kanto region
- Pilots with two grocery distributors in South Korea

