

Press release  
Paris, 10 October 2019

## ASTI Mobile Robotics Group acquires InSystems Automation

- **The German company InSystems Automation GmbH will be integrated within ASTI Mobile Robotics Group, strengthening the Group international position, highly qualified team and broadening the mobile robots' portfolio**
- **The acquisition will facilitate ASTI's access to the German and US market, boost its presence in Central Europe and reinforce its position as a European leader Automatic Guided Vehicle supplier**
- **The whole group will count on a workforce of over 300**

Paris, 10 October 2019.- ASTI Mobile Robotics Group has signed an agreement for the acquisition of InSystems Automation, a German company specialized in the development of innovative automation solutions including a mobile robot range based on natural features navigation. With this full acquisition, the Spanish company is building on its position as a European leader in Automated Guided Vehicles (AGV) manufacturing, facilitating its access to the German market and boosting its presence in Central Europe, creating a complementary product portfolio of additional state-of-the-art solutions covering the entire value chain.

Founded in 1999 in Berlin by the two CEOs Henry Stubert and Torsten Gast, InSystems Automation currently employs 66 professionals, sales in several countries in Central Europe and in the United States, where it has a sales office and after-sales service.

InSystems Automation develops customer-specific transport robots under the proANT brand since 2012 and implements them as an experienced automation company in the existing production control and manufacturing environment to create comprehensive material flow solutions. The mobile robots navigate automatically by means of laser scanners without ground loops or wall reflectors and react independently to changes in their working environment.

The Group formed by highly qualified talent now has the broadest range of automated vehicles in the market with various navigation systems, an important manufacturing capacity of several thousand vehicles per year, runs a joint R&D strategy that will be reinforcing its market value proposition and consolidates its services in Europe and US always driven by a customer centric common culture.

**Verónica Pascual, CEO of ASTI Mobile Robotics, said:** *"This movement forward will reinforce our companies maximizing the access to market of our complementary product portfolio and R&D capabilities".*

**Henry Stubert adds:** *"Our companies fit together perfectly not only in their portfolio but also in their corporate culture". And Torsten Gast comments: "The demand for our AGVs is enormous and we are delighted that we can now rely on such large manufacturing capacities".*

**Jean-Michel Beghin, Managing Partner at Keensight Capital, said:** *"We are particularly proud to support Veronica and its team in this major acquisition, which allows ASTI to continue its international expansion and expand its product portfolio with state-of-the-art autonomous robots. By joining forces*



*with InSystems, Asti Mobile Robotics is further establishing in the German market and strengthening its position as the European leader in AGVs”.*

After this acquisition, ASTI Mobile Robotics Group will have a workforce of over 300 employees in 2019 and presence in Burgos, Madrid (Spain), Berlin (Germany), Mulhouse (France) and North Carolina (United States).”

From the start, ASTI has made clear its commitment to the talent of the German company as well as the importance to grow the activity in the DACH region.

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### **About ASTI Technologies Group**

With more than 35 years of history, ASTI Mobile Robotics Group is part of ASTI Technologies Group.

Linked to High Technology and Digital Transformation, ASTI Technologies Group is involved in several areas of the industry 4.0, from lean and kaizen operational industrial consulting, through ASTI Consulting Services, to self-driving robotics companies for various applications like automatic floor cleaning, through ASTI Technologies Distribution, or automatic guided vehicles for intra-logistics & automation, through ASTI Mobile Robotics, along other investments in the UAV field.

Given the challenges, but also the opportunities, that the Digital Transformation era is bringing, the ASTI Talent & Tech Foundation works to promote STEM education & careers among the youngest. In this sense, The Foundation carries out programs like STEAM Talent Kids, STEM Talent Girl and ASTI Challenge.

[www.asti.es](http://www.asti.es)

### **About Keensight Capital**

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For almost 20 years now, our team of seasoned professionals have leveraged their knowledge in investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €15 million to €250 million.

Drawing on our expertise in the sectors of Information Technology/Internet and Healthcare/Wellbeing, we identify the best investment opportunities in Europe and work closely with management teams to develop and achieve their strategic vision.

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