

# Robotic solutions for golf clubs



Golf robotics



# Summary

- Robotic system for golf balls management
- Business models: rent and sale
- Market: 40k+ Golf training courses
- Status: developed a prototype, tested in 10+ clubs in Europe, Asia and Russia



## 40k+ Golf driving ranges



It's necessary to collect up to **20,000** balls per day



Robot for a club = **\$4800** per year



1000 robots in rotation gives revenue ~ **\$5M**



# Use case

There are 34,000 golf clubs in the world - each spending at least \$ 1,200 per month to collect balls (staff costs, fuel and amortization of equipments). Collecting balls is dangerous for employees and requires special measures to protect the personnel. Collecting balls distract staff and cause disturbance to club guests. On time unassembled balls reduce the quality of the service and force club guests to lose time.



# Technology

- Independent suspension of ball collector for gathering balls at any quality grass or artificial turf
- Extensive usage composites for low soil pressure - no ball is pushed into the ground
- BLDC hub motors for high energy efficiency
- Dynamic based skid steer vehicle control for high manoeuvrability
- NoHARM technology for avoiding of obstacles with sonar and GPS virtual fences
- Machine vision for auto docking
- Auto recharge system
- Ball conveyor system and docking station

# Competition

	GR range collector	Echo RP-1200*
Balls per cycle	350	250
Max ball capacity	500	400
Speed	5 kmh	3.6 kmh
Need for boundary and guide wires	No	Yes
Weight	25 kg	85.5 kg
Price	\$8.900	\$23.000
Subscription price	\$400 per month	no rent

\*Belrobotics was acquired by Yamabico

# Pipeline

30+ Golf clubs interested in robot test on their field in USA, Europe, Australia and New Zealand.  
10+ requests from dealers.



**GHW Hamburg, Germany**

**Golden Golf Club**

**Four Seasons Golf & Sports Club**

**TPC Boston**

**Calderfields golf & country Club**

**AGGA / Portiragnes FRANCE**

# Team



Vyacheslav Golitsyn  
Co-founder and CEO

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10+ years CEO of  
marketing agency.



Michael Wykrent  
Co-founder

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PGA Germany Golf  
Professional.



Vladimir Goncharov  
Co-founder

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Programmer. Engineer.  
Team lead and PM in  
Luxsoft.

# Our goals

## 2024



Revenue



\$5M / year



Serial production



> 500 units  
a year



Products



1000 robots  
in the rent program



**Golf robotics**

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