

PRESS RELEASE

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Kubota and Kilter partner to increase Food Production and Quality in Vegetables

Date of Partnership: 10 November, 2025

On November 10, 2025, Kubota Corporation and Kilter AS announced a partnership to jointly pilot and promote Kilter's innovative precision weeder AX-1 at Agritechnica 2025 and on European markets. Kilter is a Norwegian agtech start-up producing the AX-1robot – a fully autonomous spraying robot designed for ultra-precise spot treatment of weeds in vegetable crops. With 6 mm accuracy and AI-driven weed recognition, the AX-1 applies micro droplets of herbicide directly onto each weed, avoiding the crop and significantly reducing chemical use and soil impact.



Picture: Kilter AX-1 in the field'

The aim of this partnership is to work together on solutions that increase vegetable production and product quality, whilst reducing chemical usage to an absolute minimum. The ultra-precise weeding solution is developed for vegetable farmers (growing for example spinach, salads and lettuces, herbs, celeriac or strawberries) and support more than 15 different crops. Future plans will expand the pilot towards a larger list of crops and enhance the distribution in Germany & The Netherlands.

Farmers globally face numerous challenges in managing weeds effectively. The number of available herbicides is decreasing due to stringent legislation, while also weeds get more resistant to herbicides. This makes it increasingly difficult for farmers to find suitable options for weed control.

Getting approval for new chemicals is prohibitively expensive, especially for niche crops like vegetables. Existing herbicides often pose problems as they are not specifically developed for these high-value crops, leading to harsh effects on the plants. These herbicides are often less effective on problem weeds, resulting in resistant weed populations. Farmers are very conscious and concerned about leaving residues of chemicals in their products, which can affect consumer health and marketability.

Manual weeding is another pain point, as labor is becoming more and more expensive and hard to find. While spot spraying technologies are available, they lack precision and still require selective herbicides because they also spray the crops. This can lead to a decrease of uniformity of the product, potentially causing losses at harvest.

Smart mechanical weeding offers solutions but is usually limited to row-crops, depends a lot on soil conditions and it can damage young crops or the roots of crops. All of the mentioned challenges for the farmers highlight the need for more effective, safe, and affordable weed management solutions like Kilter's AX – 1 modular and ultra high precision spot sprayer for vegetables grown on beds.

"European farmers are already familiar with robotics solutions, this is a quite dynamic and growing market in agtech." – says Daria Batukhtina, Sr. Manager Strategic Business Development in Kubota Innovation Center. "We recognized through our studies that our clients value technology that enables **healthier**- and faster growing crops as well as **earlier harvest** with higher yields and better quality."

For the pilot program in 2025 two countries were targeted, The Netherlands and Germany. Two participating dealers managed and supported the Kilter AX-1 robot technology during the pilot period and collected customer feedback.

The pilot farmers applied treatments from the middle of April until September and use several robots a few times a week depending on the crop type. They evaluated the yield, crop development and quality as well as the overall effectiveness of the system compared to their normal practice and shared positive feedback as a result of the season.

"Through this partnership with Kilter," - says Iljan Schouten, VP Kubota Smart Farming Solutions, - "We are aiming to support this advanced start-up, securing the future of the vegetable production and society while building a strong connection with the first dealers and customers across the Europe. Kubota's distribution network recognizes an increasing demand for new environmentally friendly solution which enable reduction of chemicals."

"AX-1 is the first ultra-high precision weeding robot for vegetables that applies micro-doses of herbicide with millimetre accuracy. Our patented Single Drop Technology reduces chemical usage by up to 95%. Through our partnership with Kubota, we are proud to bring this technology to more farmers in Europe – offering a solution that shifts selectivity from chemistry to smart technology and helps protect both crops and soil health." – Anders Brevik, CEO, Kilter.

About Kilter

Kilter is a Norwegian start-up producing an AX-1 autonomous, modular and ultra-high precision spot sprayer for weeding in vegetables. At Kilter, they are on a mission to return the land we borrow and restore balance to our planet. When Kilter first launched the AX-1 in 2021, the goal was clear: make weeding more precise, more sustainable, and far less dependent on pesticides. Since then, the robot has delivered on its promise—not just in Norway, but now also in Sweden, Germany, and the Netherlands. Web site: <https://www.kiltersystems.com/>

About Kubota

Since its founding in 1890, the Kubota Group has been working to solve social issues through superior products, technologies, and services in the areas of food, water, and the environment. We operate in more than 120 countries around the world, providing solutions to enhance the productivity and safety of food, promote the circulation of water resources and waste, and improve urban and living environments. Under our brand statement "For Earth, For Life," we promise to continue supporting the prosperous life of humans while protecting the environment of this beautiful earth. For more information on the Kubota group, please visit: <https://www.kubota.com/>.

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Download link to images:




[Image 1](#) – Kilter AX-1 in the field



[Image 2](#) – Kilter AX-1 in the field


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