

# Humanoid Robots: China Wins with Factories, Not Intelligence

## MANAGEMENT SUMMARY & CORE TAKEAWAY

China delivers more than 97% of humanoid robots worldwide. The 2026 race is not about the smartest model, but about manufacturing scale. For DACH decision makers, that means prices and supply chains follow production, and your leverage lies in orchestration and software, not hardware buying.

## CONTEXT & EXECUTIVE RELEVANCE

In the first half of 2026, global deliveries of humanoid robots reached roughly 19,100 to 22,000 units, according to SAG Smart Analytics Global and Counterpoint Research. That represents growth of 272 to 300 percent year over year. AgiBot delivered about 8,400 to 9,700 units, Unitree around 5,900 to 7,000. Chinese manufacturers account for over 97 percent of global deliveries.

These numbers mark a transition from prototype to series production. The implication for your roadmap is less about the robots themselves and more about how quickly prices and availability will change.

COMPARISON & BENCHMARK MATRIX

|                                            |                                                                                                            |
|--------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Buy your own robot fleet                   | High capital commitment, dependence on lead times, only sensible for clearly defined high-volume processes |
| Run a single pilot with Unitree or AgiBot  | Fast learning, but ERP, CRM, and warehouse integration remains your own effort                             |
| Build the software and orchestration layer | Low capital deployment, hardware independent, clear leverage for SMEs                                      |
| Observe and refresh your roadmap           | Minimal effort, but risk of losing touch with process data                                                 |

SWISS COMPLIANCE & ARCHITECTURE GUIDELINES

- ☑ Full compliance with revised Swiss Data Protection Act (revDSG).
- ☑ Zero vendor lock-in on closed proprietary models.
- ☑ Seamless integration into Abacus, Bexio and M365 ecosystems.

Non-Binding Process Analysis

Let us review in 20 minutes where AI agents create immediate measurable efficiency in your workflows.

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