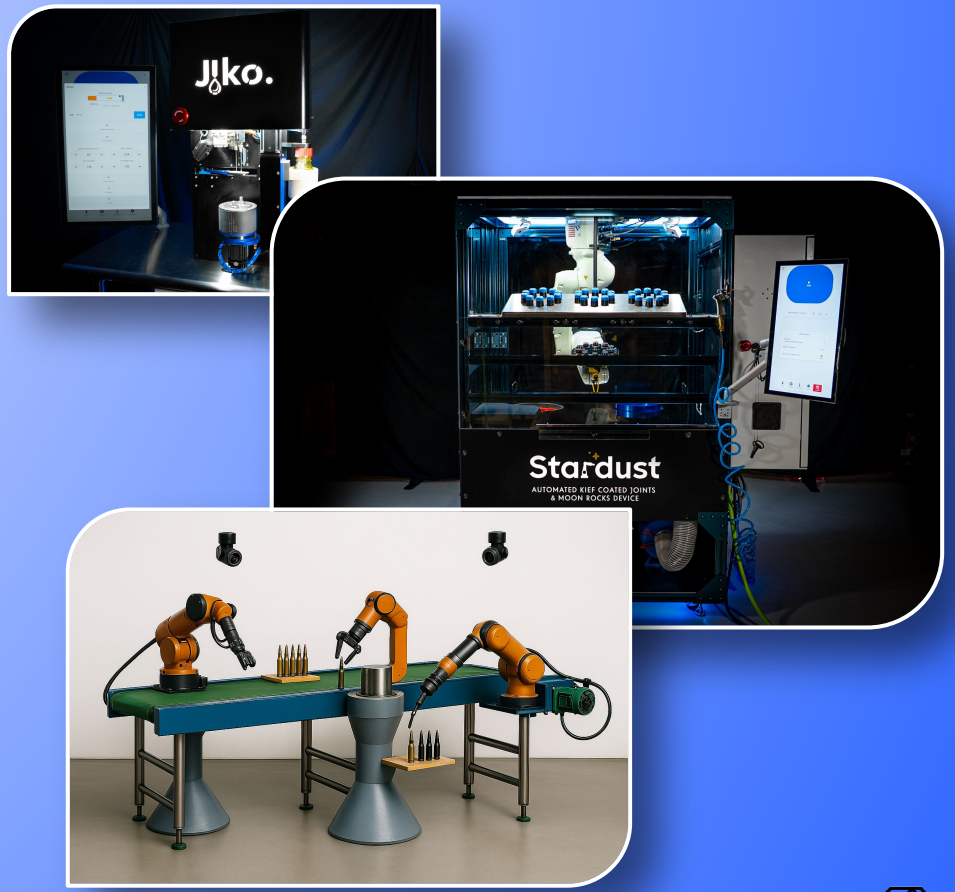
Investor Presentation

Sorting Robotics

Automated Production

Bringing AI to manufacturing for SMBs.

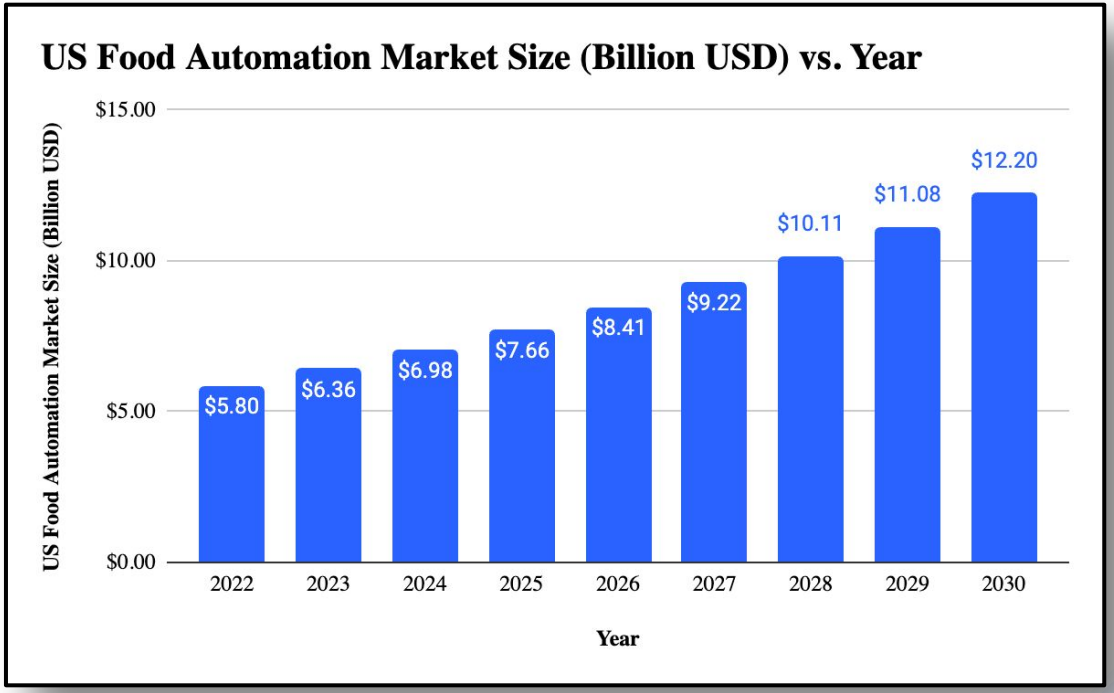


Trend

Poised for exponential growth with AI leading the charge.

- Labor shortages are getting worse
- Foundational robotics models released in February 2025
- Tech investment surge

Market Growth



Problem

Manual food assembly is falling behind due to lack of automation.

❌ PROBLEMS	😞 OUTCOMES
Labor Shortages	Child labor[1] or lack of production
High Variability	People are required to fill automation gaps
Sensitive Material Handling	Higher spillage and loss ratios

Solution

Sorting Robotics

Automating Manufacturing With AI

Flexible Automation

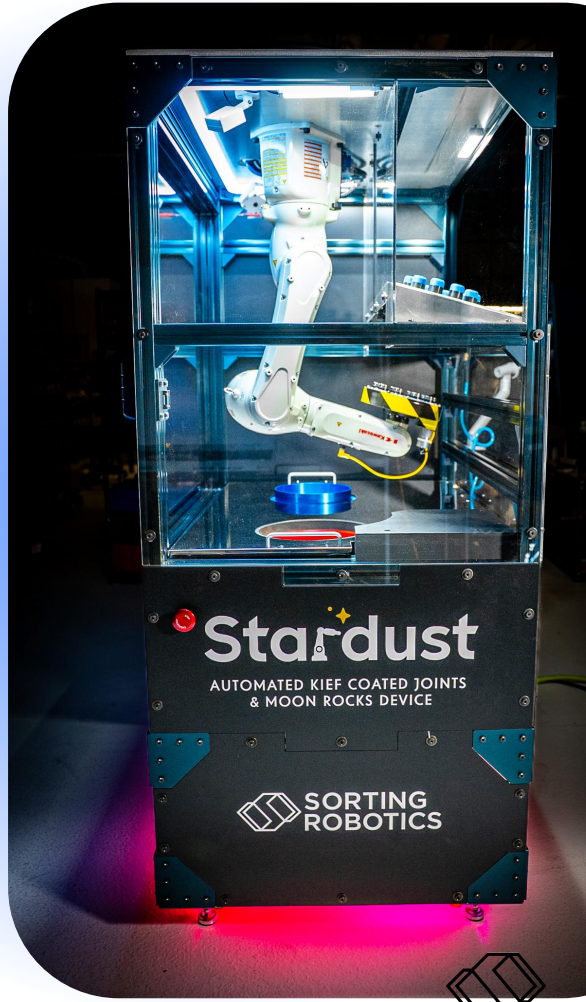
Robotic arms and Visual Language Action software models (VLA) adapt to any SKU, recipe, or configuration.

Labor Efficiency

Intelligent robots automate repetitive tasks, reducing labor costs and churn.

Scalable Assembly

Modular design allows fast deployment and seamless scaling across facilities.



Traction

Sorting Robotics has achieved significant milestones, including profitability and extensive deployment of its robotics solutions.

FOUNDED Q1 2018

COMPLETED

- ☑️ Previous exit with technology acquired by eBay
- ☑️ Deployed 200+ robots across the U.S. and Canada manufacturing $1B+ in goods
- ☑️ Profitable since 2021 with $6.7M in revenue in 2024

Q1 2025

IN PROGRESS

- ⚙️ On track for $12M in FY25 sales
- ⚙️ Scaling production and supply chain to meet current market demand
- ⚙️ Initiating customer development and R&D for Productized Assembly Line

Q1 2026

PLANNED

- ➡️ Diversifying into food packaging vertical with new product line
- ➡️ Expanding into additional international markets with current vertical
- ➡️ Creating a B2B robotic manufacturing platform that replaces all human labor

Model

Sorting Robotics generates revenue by providing automated solutions for cannabis production.

Transactional
Automated Infusion Robot

$90k
/unit

- Automates internal preroll infusion process
- Increases production speed
- 2x patents awarded and pioneered the technology
- 83% gross margins

Transactional
Automated Kief Coating Robot

$250k
/unit

- Automates external preroll infusion process
- Reduces manual labor and spillage
- 4x patents pending and only offering in the market
- 80% gross margins

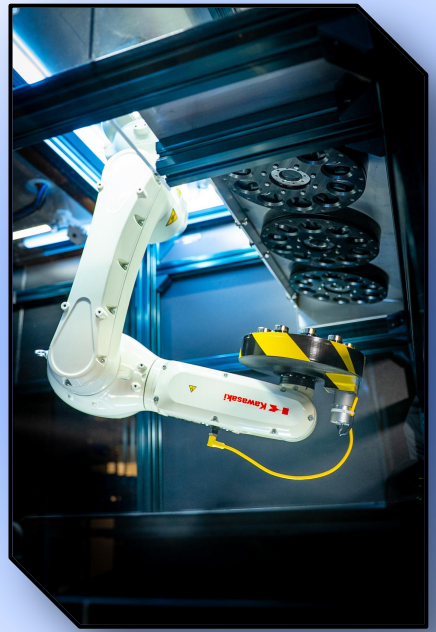
Recurring
Software and After Sale Service

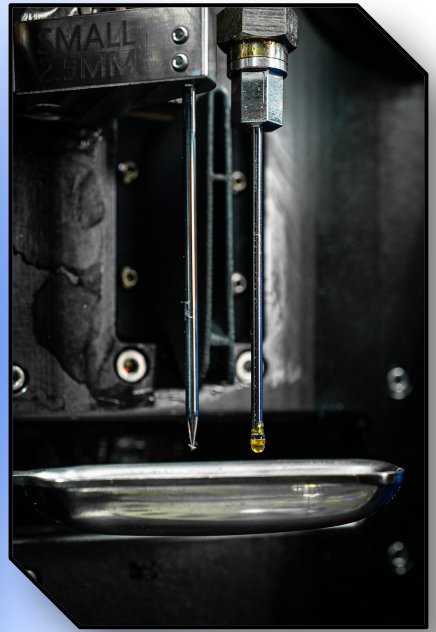
8% MSRP
/unit

- Provides customer with continued software update
- 80% conversion rate of customers on an annual basis
- 75% gross margins/unit

How It Works

Sorting Robotics offers cutting-edge automation solutions to streamline production processes.

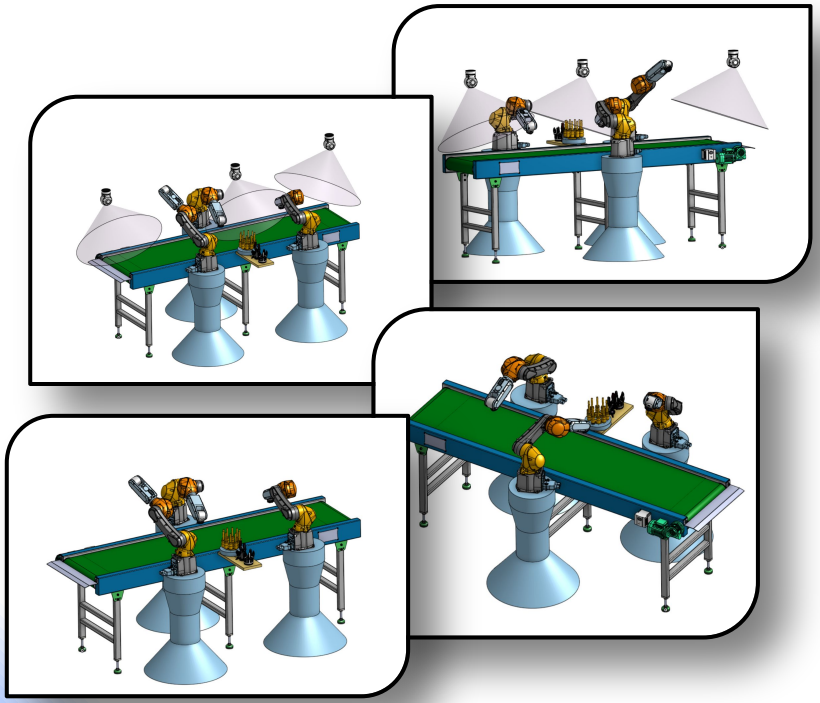




- User-friendly interface for easy operation
- Real-time monitoring and analytics
- Customizable settings for diverse product lines
- Seamless integration with existing systems

How It Works

Sorting Robotics is introducing the new Telti Robot.



Modular & Flexible Manufacturing

Productized Assembly Line makes manufacturing modular and flexible.

Smart Robotics

VLA models enable teaching and inference for robotic arms.

High Switching Costs

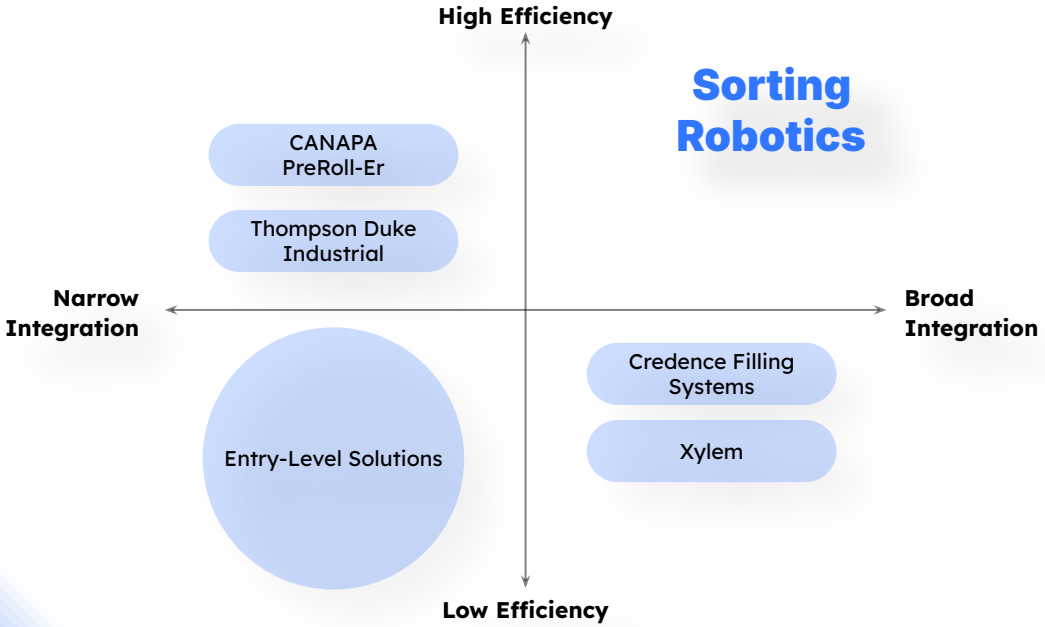
Robotics infrastructure is sticky due to expensive retooling and customer adopted SOPs.

Market Opportunity

The technology window has just opened with VLA models to deploy this technology and capture market share.

Advantage

Sorting Robotics leads with unmatched speed to market and modular automation solutions.

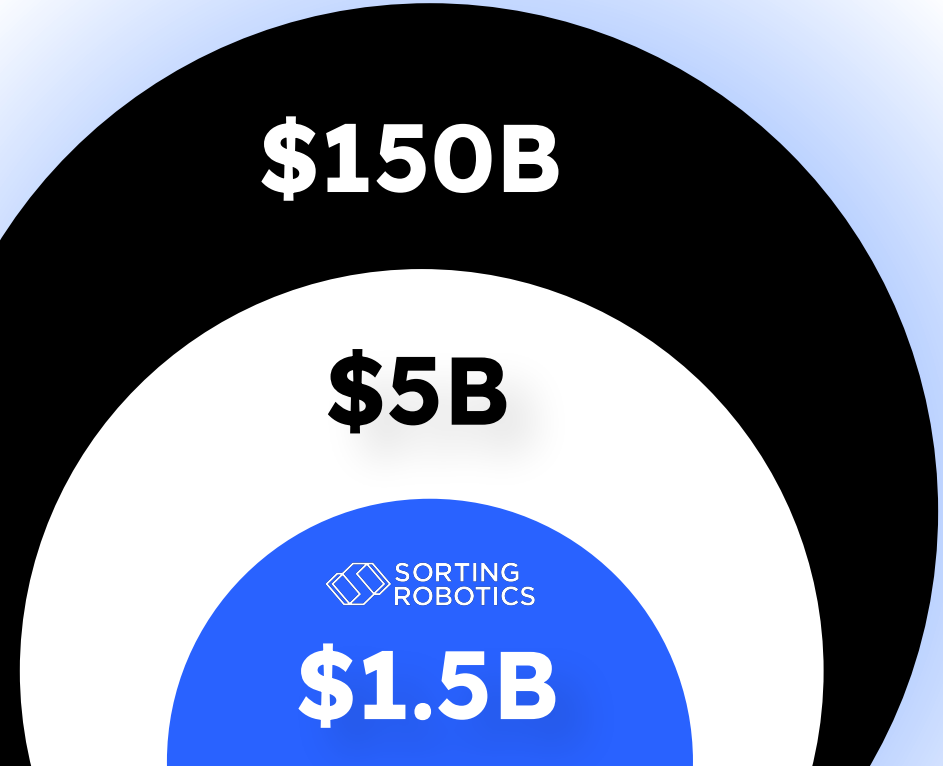


KEY DIFFERENTIATORS

1. Proprietary Technology
2. Modular Systems
3. Rapid Deployment and Iteration Cycles

Opportunity

Unveiling the Multi-Million-Dollar TAM for Sorting Robotics in the AI Automation Industry.



EXPANSION

Additional Markets

$70B
💊 Pharmaceutical

$900B
⚙️ Manufacturing

$200B
🖥️ 3PL Logistics

Opportunity

Sorting Robotics is set to expand outside of the cannabis industry by using VLA models in our robotics platform.

Telti: Redefining Automation

- Automates packaging and manufacturing tasks

- Powered by advanced VLA technology

- The robot that builds robots

Strategic Go-to-Market

1. Launch with current cannabis customer base

2. Customer discovery on food processing market

3. Rapidly expand into food processing with current infrastructure and Telti

Competitive Edge

- Previous robotics companies lacked artificial intelligence preventing product market fit or growth

- Berkshire Grey, Kindred.ai, Osaro robotics all raised $100M+ and never made a return for their investors

Why Now?

- Sorting Robotics has spent 5 years selling robotic systems to SMBs and is prepared to scale

- The enabling technology of VLA models allows for immediate product market fit

Financials

Projecting $27M in revenue by the end of 2027.

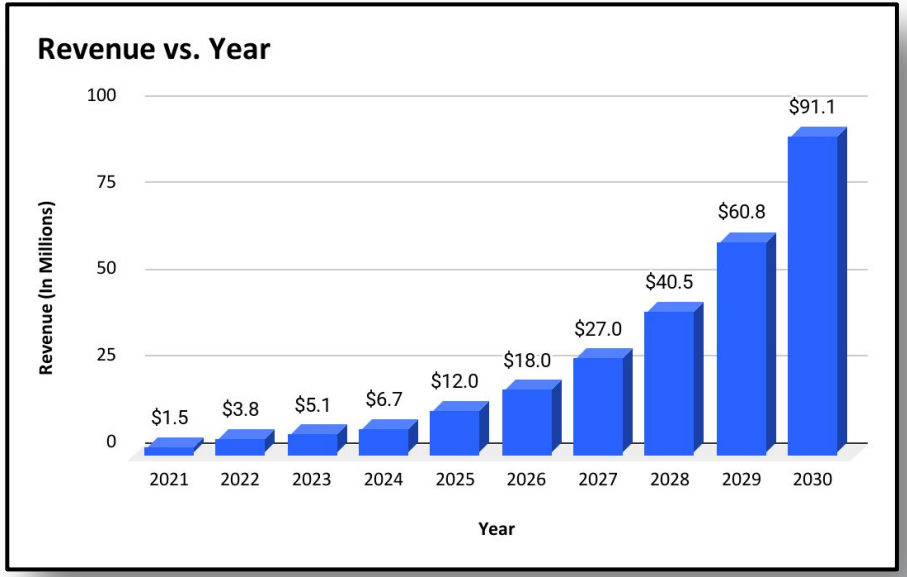
Current revenue split is 85% transactional and 15% recurring, moving to a 50/50 mix by 2028.

The food packaging market is a growth opportunity 100 times larger than our niche cannabis market.

By 2028, revenue will split 60% from food packaging and 40% from cannabis.

We share our business model, supply chain, and customer support across both markets, achieving economies of scale.

PROJECTED REVENUE



Team

A dynamic leadership team with a proven track record in software and robotics industries.

Nohtal Partansky

Founder & CEO

Former NASA

Previous robotics Exit

Owned companies in Manufacturing, Food and Robotics industries

Y COMBINATOR

Patrick DeGrosse

Director of Engineering

Former NASA

Mechatronics lead for Mars Rover

20 years in mechatronics

NASA

Andrew Wells

Head of Sales

Founded E-commerce beauty brand

C-suite in manufacturing company

MBA in marketing and sales

PERDUE

Use of Funds

Raising $10M for market expansion and product development.

$10M

24 Months of Runway

25%
Inventory

25%
Product Development

30%
Marketing and Sales

20%
Working Capital

INVESTMENT WILL ENABLE:

1. Telti Prime R&D
2. Expansion Into New Vertical
3. Inventory To Scale

Sorting Robotics

WHY NOW?

VLA based robotics learning models have a technological window

Physical AI will restructure the economy of every country in the world

We are building the robot that builds robots

Nohtal Partansky
Founder & CEO
nohtal@sortingrobotics.com