Dapster.ai

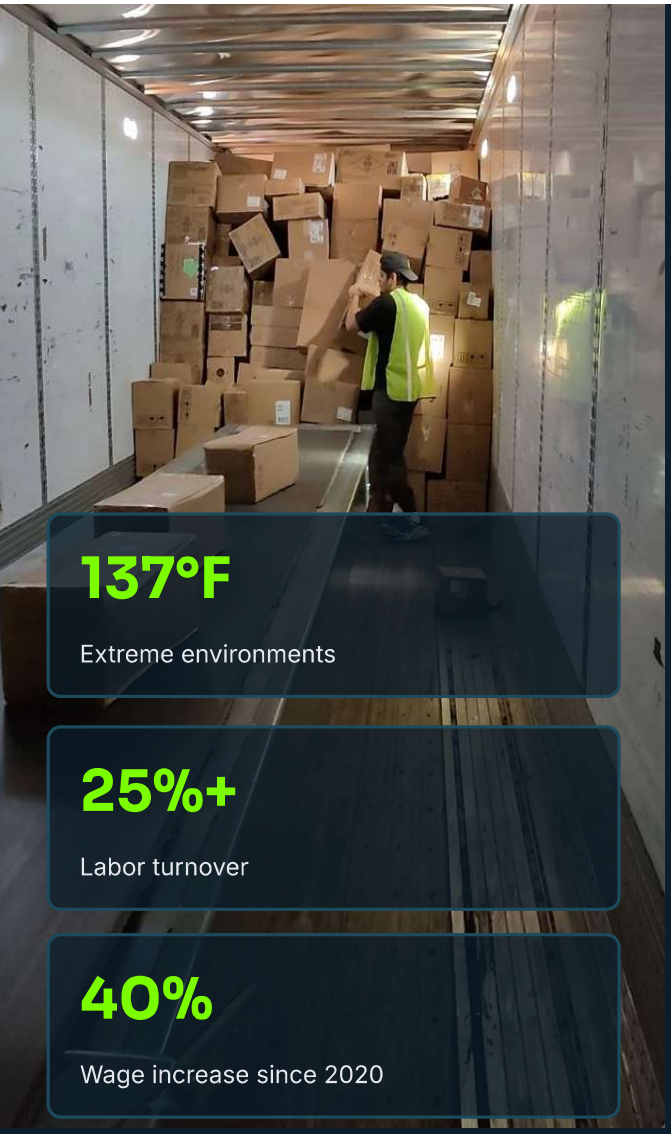
Physical AI Meets Logistics

Investor and Partner Overview

Ramesh Sekhar, CEO

SEPTEMBER 2 • 2026





137°F

Extreme environments

25%+

Labor turnover

40%

Wage increase since 2020

The hardest job at the dock is still manual.

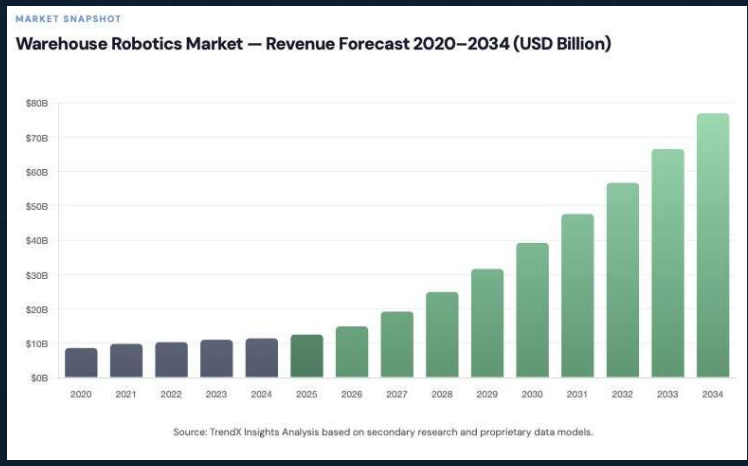
People enter hot, dusty trailers to lift heavy boxes, all day, every day.

750,000 DCs across the US



$15B

Global TAM, 2026

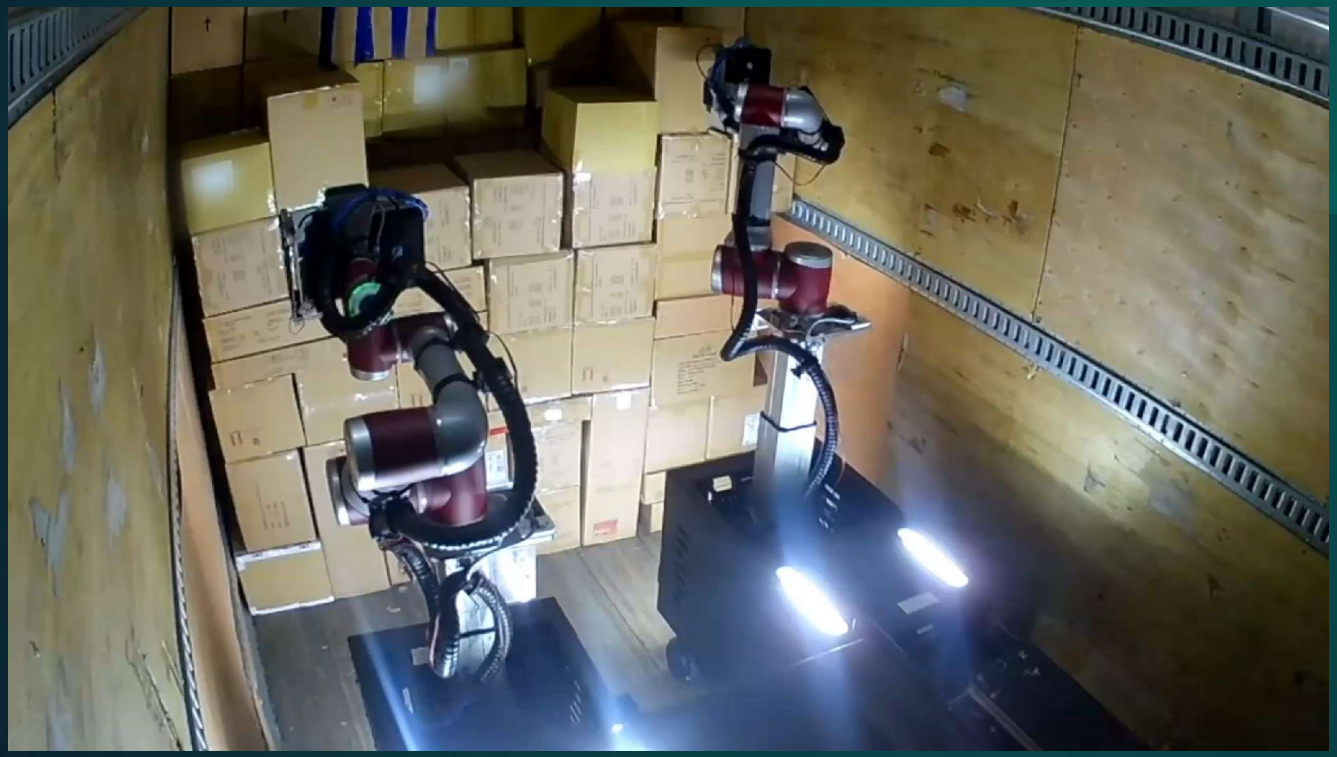


$77B

Warehouse robotics TAM in 9 years

The Dapster Solution

MOBILE ROBOTS THAT UNLOAD AT ANY STANDARD DOCK DOOR



AI-Powered

Perceive. Plan. Learn.

Uncrate to Unload in 30 mins

2x the Speed

Zero Changes To Warehouse

Adaptable. Scalable.

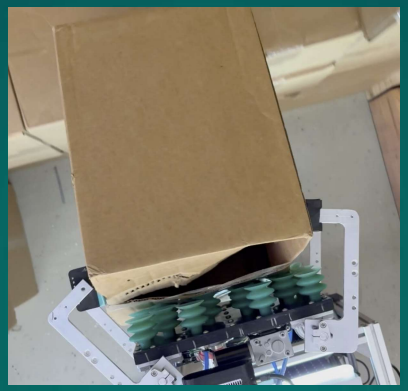
Customer Funded MVP Development ($5M NRE) in a Real Warehouse

HANDLES VARIOUS SIZES, SHAPES AND PACKAGE CONDITIONS

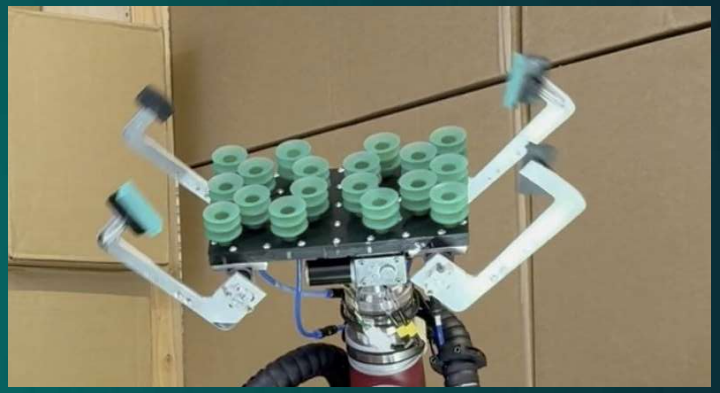
Navigates in Tight Spaces



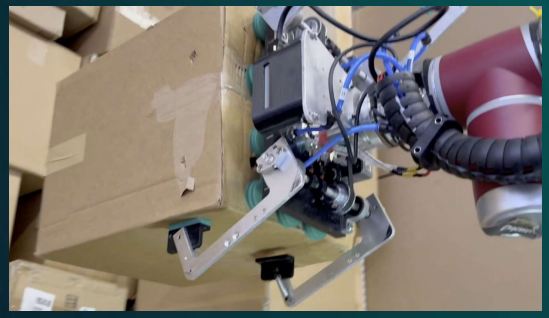
Picks Damaged Boxes



Universal Gripper



Heavy Boxes



2/4 Boxes at-once



Porous Bags



We Own 3 Years of Hard-to-Obtain Data

REAL WORLD DATA AUGMENTED BY SIMULATION

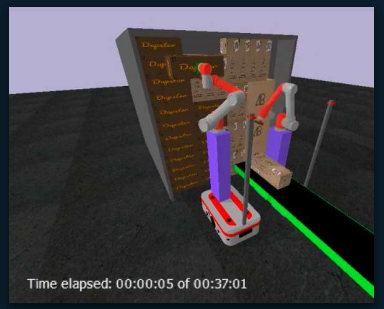
THE DATA FLYWHEEL

Physical AI Models
Power Dapster



Real World
DATA

Real2Sim



Synthetic
DATA

Sim2Real

Augmented
DATASET

Fine Tune
AI MODELS

Dapster ONE PLATFORM

ONE ROBOT – SIX USECASES

Powered by

DAPSTER SYNAPSE

One Software
Common software, vision, and perception stack

AI Driven
Unified intelligence, AI Models

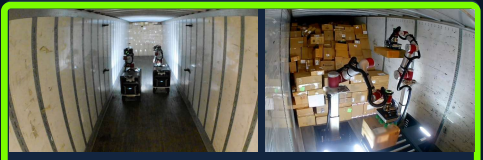
One Dashboard
Plan, operate, monitor and optimize

Always Learning
Continuous learning from every action

Infinite Applications
Scalable across industries

DAPSTER ROBOT FAMILY

INBOUND LOGISTICS



Dapster Dock
Receiving / Trailer unloading



Dapster Move
Autonomous material transport



Dapster Stack
Palletizing and depalletizing

PRODUCTION OPERATIONS



Dapster Pick
Case and item picking

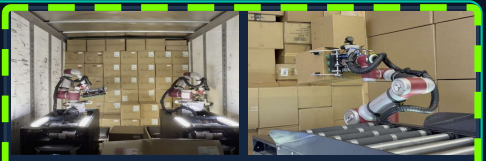
OUTBOUND LOGISTICS



Dapster Pack
Packaging



Dapster Sort
Sortation



Dapster Load
Trailer loading



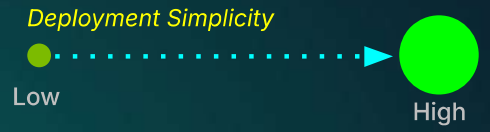
Dapster Kit
Kitting and production assembly

One Robot. One Platform. Limitless Possibilities.

Immediate ROI and ROI-@-Scale

THE DAPSTER ADVANTAGE





Dapster

- 30 min deployment
- No Infrastructure change
- Multi-purpose
- CapEx or RaaS models
- Easily sourced robotic components

(Illustrative positioning based on public information)*

Powering a Fortune 100 Retailer

@PHOENIX,AZ : $5M+ REVENUE

- 2023 — POC
- 2024 — Develop and Test
- 2025 — Expanded Scope
- 2026 — Production Alpha

“I am so happy I don’t have to enter a hot and dusty container to lift heavy boxes” - Lumper



TIME SPENT IN CONTAINER

Down 95%

HUMANS LIFTING 10-50 lbs

Down 95%

UNLOADING SPEED

2x Faster

$5M+ NRE To-Date

STRONG CUSTOMER TRACTION AND A ROBUST PIPELINE

ACTIVE ENGAGEMENTS

Fortune 100

RetailCo
(under NDA)

Q4: $5M (3y NRE)

"I am so happy I don't have to enter a hot and dusty container to lift heavy boxes"
- Lumper

Fortune 50

ShippingCo
(under NDA)

Q4: Paid

"The only solution that requires ZERO changes to infrastructure"
- President, Global Logistics

PROSPECTS

Q1: Paid Engagement

"Instant ROI is the unlock"
- VP, Ops

Q4: Paid Engagement

"Compact, mobile, multifunctional, modular"
- Director

The Founding Team

75+ YEARS in AI, ROBOTICS, SUPPLY CHAIN and SCALING BUSINESSES



Ramesh Sekhar

Chief Executive Officer

25+ years - AI and ML, robotics, IoT, computer vision

Scaled AI-driven each picking to 30,000 SKUs



Rahul Rao, PhD

Chief Technology Officer

20+ years - robotics, supply chain ops and product dev

BTech, IIT Bombay; PhD (Robotics), Univ of Pennsylvania



Scott Thomas

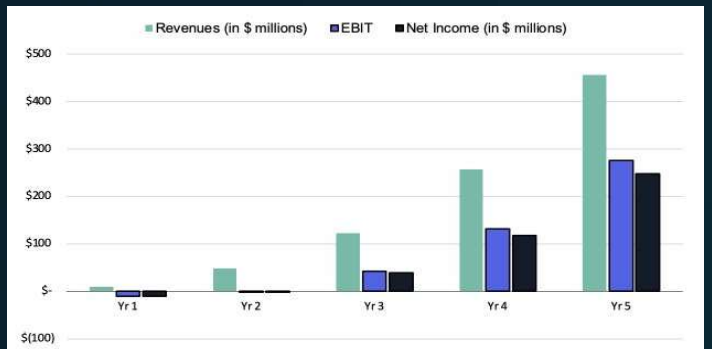
Chief Business Officer

CPO/COO at HDS. Raised $30M in strategic funds

Early exec at Kabam (sold to Fox, $1B) and Playdom (sold to Disney, $500M)

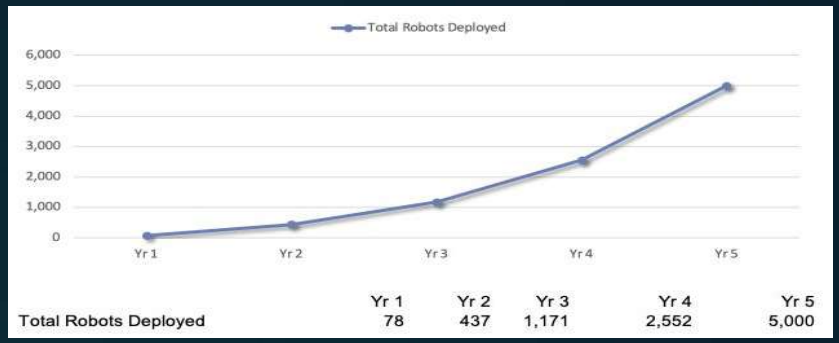
A Clear Path to Profitability

REVENUE



	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Revenues (in $ millions)	9.89	48.56	122.89	256.48	455.74
EBIT	(10.79)	(2.25)	41.80	131.01	275.25
Net Income (in $ millions)	(10.79)	(2.25)	39.04	118.01	247.88

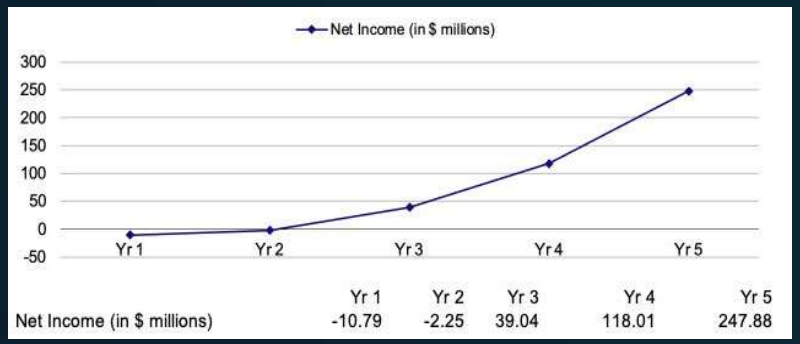
ROBOTS DEPLOYED



	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Total Robots Deployed	78	437	1,171	2,552	5,000

$500M revenue and 5k robots by Year 5

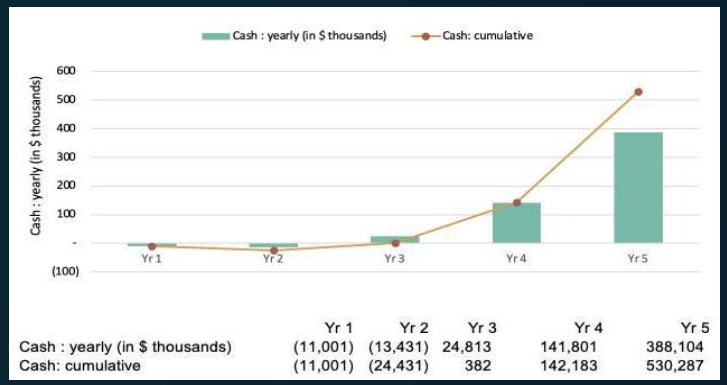
BREAK EVEN



	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Net Income (in $ millions)	-10.79	-2.25	39.04	118.01	247.88

Breakeven between Year 1 and Year 2

CASH FLOW



	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Cash : yearly (in $ thousands)	(11,001)	(13,431)	24,813	141,801	388,104
Cash: cumulative	(11,001)	(24,431)	382	142,183	530,287

Cash flow positive in Year 3

Raising $15M

2026 — **3** Fortune 100 Customers

2027 — **$15M** Targeted Bookings 100+ Robots

Future — **$1.5B** Target 20k Robots

What it Gets

6 *Customers*
132 *Robots deployed*
$17M *Revenue*
15-Month *runway*

Use of funds



hello@dapster.ai
dapster.ai
Physical AI Meets Logistics

Startup: Dapster AI

https://iitstartups.org/us-demoday-cohort-15/

SCAN

Dapster uses physical AI to automate dangerous warehouse jobs. Dapster is in paid pilots in 2 Fortune 100 customers, with a post-pilot revenue potential of $1.5B over 5 years. This is our first raise



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https://zfrmz.com/p19jyuetieRIM6wRPsfF