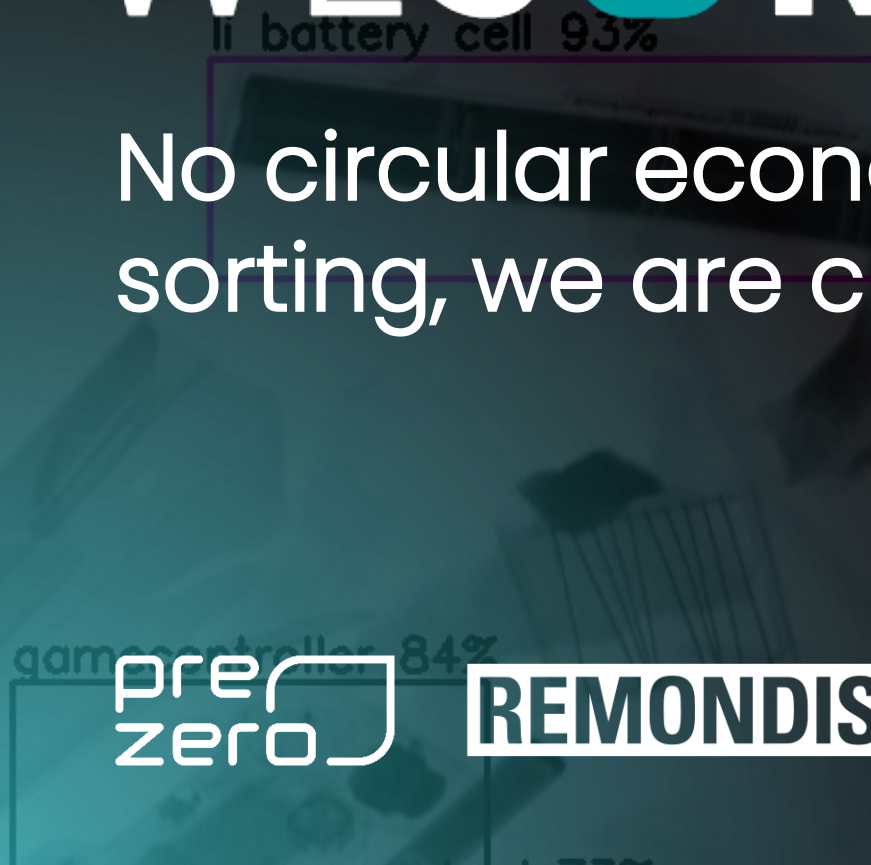


# WESORT.AI

No circular economy without proper waste sorting, we are closing this gap



**DEUTSCHER GRÜNDER PREIS**

Eine Initiative von



■ AI for a better world.

# We want to live in a world where cars and components are 100% recycled

**No circular mobility without proper waste sorting – WeSort.AI closes this gap.**

- The 3 largest recyclers in Europe are customers
- 12+ systems in continuous use for sorting
- Over €1 m revenue in 2025
- Have validated their technology with OEMs such as Audi
- Raised €14 m from private investors & grants
- Winner of the most prestigious German Founder Award



## Management Team



Nathanael Laier | CEO, founder  
10 years of startup and business development experience Background in Mechatronics & Innovation



Johannes Laier | CFO, founder  
8 years of professional experience with AI and startups Background in Computer Science & Economics



Lisa Schejnoha | Head of P&C  
Scale Up Experience of FAAREN Group

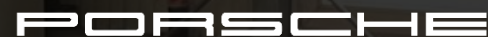
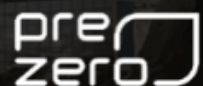


Daniel Hayn | Head of Sales  
Ex. Head of Sales CeraCon (17 M€ in Revenue)



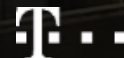
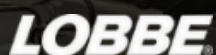
Simon Thiemann | Head of Op.  
Ex. COO CodeCamp:N (Nürnberger Versicherungen)

## Key customers & partners



DEUTSCHER GRÜNDER PREIS

Eine Initiative von  
stern | Sparkasse  
GDF | PORSCHE



Microsoft  
Entrepreneurship for Positive Impact



■ Motivation

The automotive industry in Europe is already lagging far behind and faces substantial geopolitical challenges



**Dependence on foreign suppliers such as China and the USA**



**Increasing recycling rates through EU regulations for CRM & plastic**



**No technical solution to meet high quality recycling materials**

## ■ Motivation

New car production in Europe uses only **23%** recycled materials today\*

Every year **~5 Mio. t** of valuable materials remain unrecovered in Europe's ELVs



## The Car as a "Rolling Mine" – Europe's Untapped Urban Resource

**A typical vehicle (~1.4 t) is a valuable resource:**



### Steel & iron

~800 kg – highly impure



### Aluminum

~205 kg – major CO<sub>2</sub> savings



### Polymers

~208 kg – incinerated high potential



### Copper

~55 kg – high value but complex to extract



### Glass

~30 kg – underutilized but highly recyclable



### CRMs

~2 kg – essential for EV

**→ ELV recycling unlocks billions and strengthens Europe's autonomy.**

## ■ Motivation

Electronical waste holds copper, silicon, europium, yttrium –

**volumes  
double by  
2050**



Recycling reduces Europe's dependence on China (90%+ of global rare earth supply). It's more environmentally friendly, cutting CO2 emissions from mining by up to 90%.

### **Potential:**

Recovering just 1% more rare earths from electronical waste could meet 10–20% of Europe's annual demand for green tech components.

■ Current state of the art

Current car recycling and electrical waste facilities produce low-quality material and lose most CRMs and plastic completely



**Low-quality material**

Steel, iron, aluminum, lithium, copper, rare earths, ...



**Burning most of the material**

Plastics, rubber, textiles, glass, mixed metals, electronics, screens, cables, ...

**The materials cannot be reused for new production.**



## ■ Solution & Technology

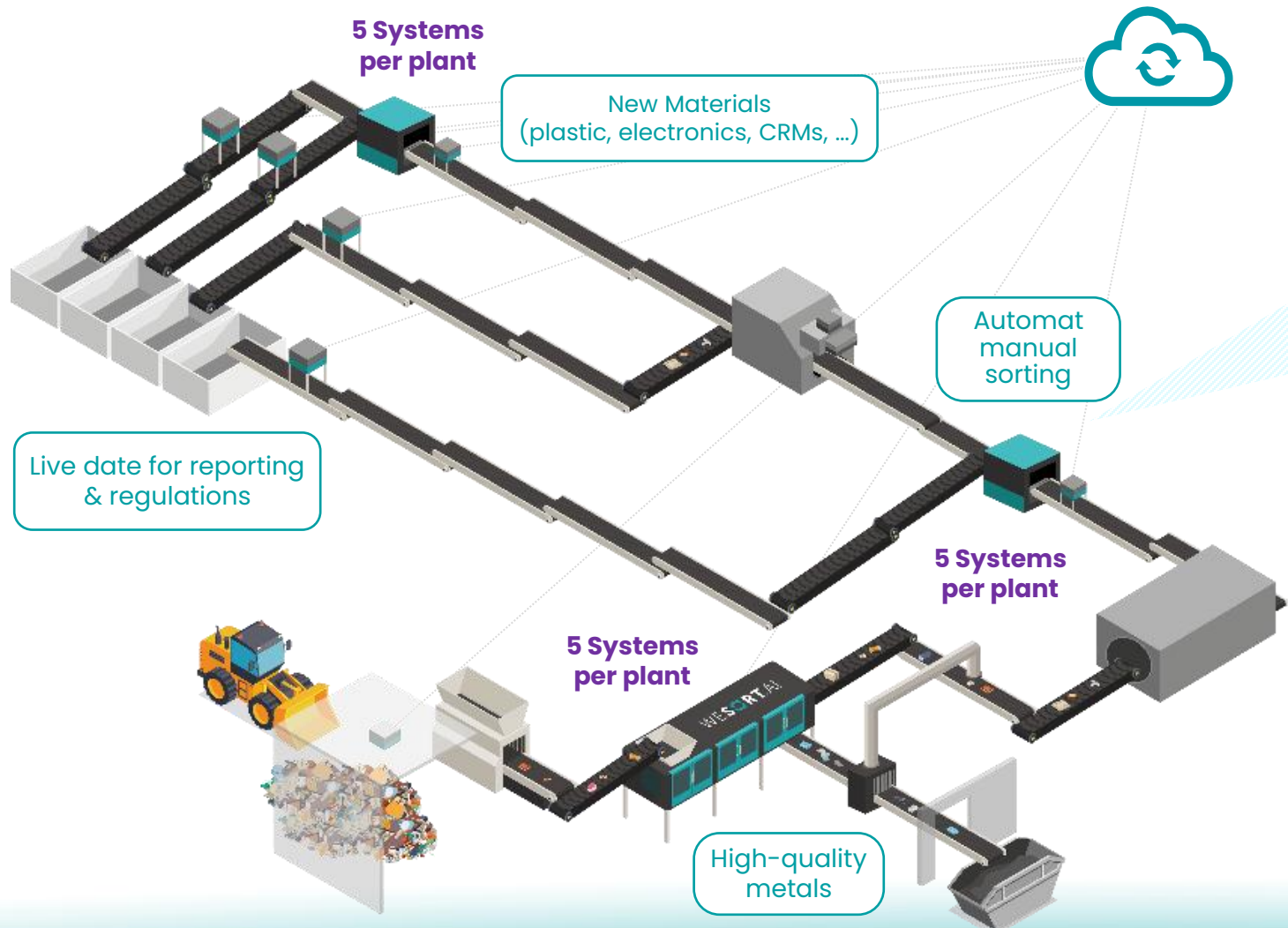
Highly complex technology is already in use for electronics and batteries in live applications at customers in live production



- Patented, groundbreaking **deep-inspection** sensor with **high-resolution AI** software
- High-tech solutions **already used** to sort batteries and electronics at two leading recycling **plants in Germany & Austria**, processing over 100 kt of waste per year **at scale**

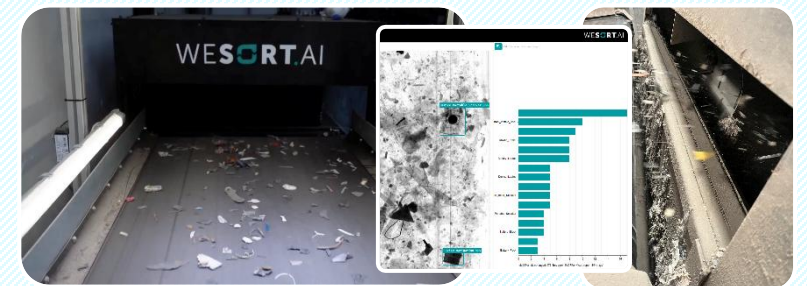
■ Solution

The plant has already been designed in collaboration with OEMs and leading recyclers – sorting projects are carried out with Audi



**AUDI VALIDATION PROJECT** 

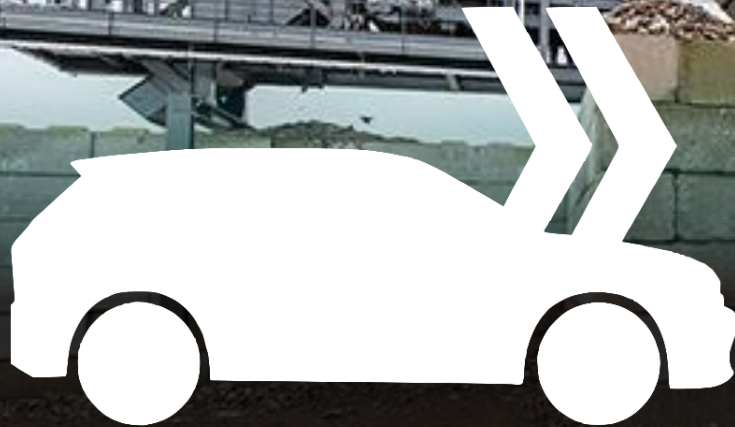
- Implementation of black-plastic sorting in the technical center & demonstration of feasibility
- Development of the entire process with OEMs & recyclers



■ Customer Value

# Aligning sustainability and compliance to create a win-win for all stakeholders

- **Automotive Industry:** Secured, traceable supply of compliant recycled materials within Europe
- **Recycler:** ~ **350 €** new material value per ELV vs. €150 / ELV of disposal cost currently
- **Society:** Strategic autonomy on foreign recourses, CO<sub>2</sub> reduction, price stability & job creation



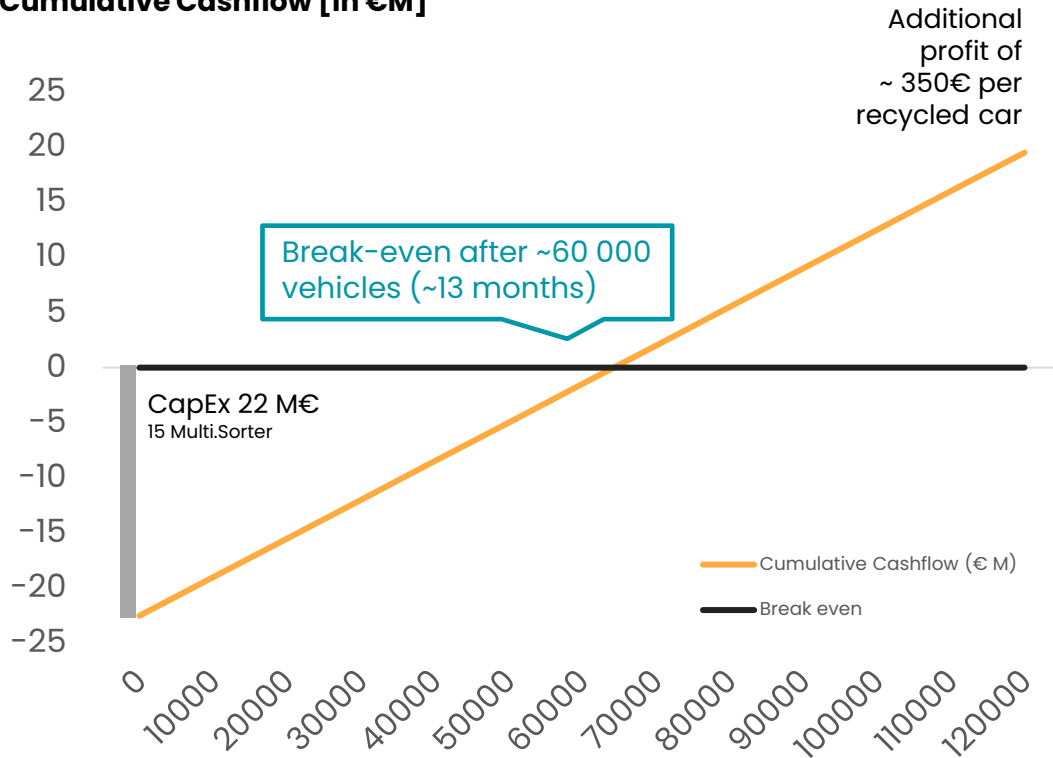
WESORT.AI

Key-enabling technology to unlock circular mobility

Rapid payback for customers drives adoption – while recurring revenues ensure sustainable long-term growth for WeSort.AI

**CUSTOMER VALUE: PAYBACK AFTER ~60K VEHICLES  
ROI IN ~12–18 MONTHS**

Cumulative Cashflow [in €M]



**BUSINESS MODEL: ~€600K INITIAL + ~€60K/YEAR →  
~€1.2M PER SYSTEM, ~€18M PER CUSTOMER.**

600k€

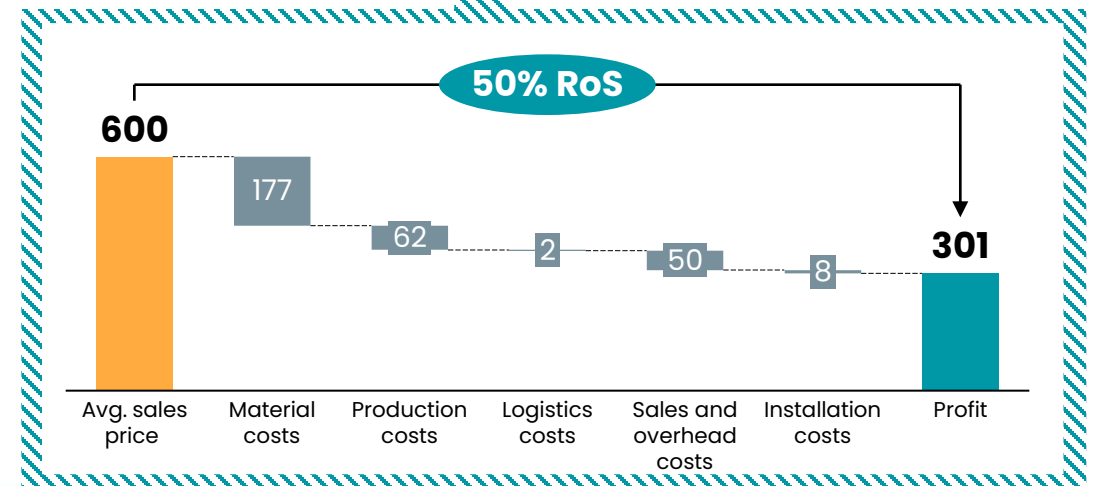
Initial payment

60k€/a

Per year over 10 years

One-time purchase

Service & AI Updates



# Significant market potential for our AI technology in car recycling



Estimated market volume for **vehicle recycling** by 2025



CAGR in market size of **smart waste management** to 2030



Annual growth in the **recycling industry** in EU & US

SOM

**223 Mio €**

**352 Units sold**

Up to 15 per plant

**...thereof ~ 22 Mio € ARR**

10% of CapEX

**432 Mio € Opportunity**

Only at Remondis (Pilot)

SAM 

**6.8 bn €**

**~ 380**

Certified car shredding & sorting facilities

**~ 5.700**

AI-Multi-Sorter needed

**~ 1.320.000 t**

Additional CRM & SRM annually

TAM 

**28.8 bn €**

**~ 1.600**

Certified car shredding & sorting facilities

**~ 24.000**






AI-Multi-Sorter needed

**~ 6.000.000 t**

Additional CRM & SRM annually

Notes: SAM = Serviceable Available Market; Sources: 360iResearch; Number of sorting plants based on studies from Ecoprog; Market size derived bottom-up, with pricing dependent on waste type and plant size; additionally supported by industry data and company listings from ENF Recycling, a global platform for recycling companies and facilities.

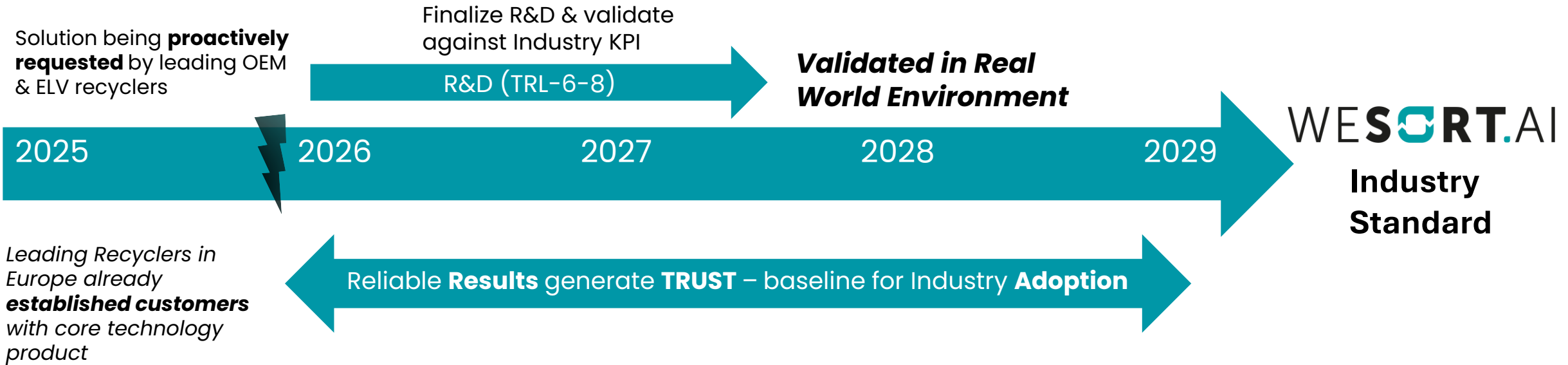
# Unique sensor & AI technology enables car recycling for the first time

	Next Generation			Traditional	USPs	
	 WESORT.AI	 greyparrot RECYCLEYE	 SORTERA	 MAX-AI AMP	 TOMRA STEINERT	WESORT.AI
High-volume waste stream sorting	✓	(✓)	✓	✓	✓	<ul style="list-style-type: none"> <li>• Patented Multi-Sensor Fusion Technology</li> <li>• Breakthrough Recovery Rates: &gt;70% plastics &amp; &gt;60%</li> <li>• Proprietary Data Advantage (&gt;700 million Images)</li> <li>• ROI within 12-24 months – 300-400 € / ELV</li> <li>• OEM compliance enabler (ELV Directive, CRM Act)</li> </ul>
Near-infrared technology	✓	Not covered			✓	
X-Ray technology	✓	Not covered			✓	
AI-based solution	✓	✓	✓	✓	Not covered	
High resolution sensor	✓	Not covered			Not covered	
Key industries	Batteries, Cars, WEEE	Recyclables, C&D	Metal	Recyclables, Residual	All industries & residuals	

Not covered

**WeSort.AI achieves unmatched recycling quotas, purity rates and enables traceability via DPP for ELV - recycling turning recovery rates into certified and auditable KPI**

# Converting Strong Traction into Market Standards: From Pilots to Global Adoption



**Customers**

**Financing (private)**

**Financing (Public)**

**Sales partners**

**Production partners**

# A highly experienced management team takes WeSort.AI to the next level



## Nathanael Laier

Founder & CEO  
10 years of startup and business development experience  
Background in Mechatronics & Innovation



## Johannes Laier

Founder & CFO  
8 years of professional experience with AI and startups  
Background in Computer Science & Economics



## Lisa Schejnoha

Head of People and Culture

Scale Up Experience of FAAREN Group (50 FTE) and Drykorn (240 FTE)



## Simon Thiemann

Head of Operations

Ex. COO CodeCamp:N (Nürnberger Versicherungen)



## Daniel Hayn

Head of Sales

10 years of sales and key account management experience

Strong complementary team of more than 10 FTE

### OUR ADVISORS



## Wolfgang Bayer

- Former CEO of Siemens Healthineers
- Advisor for strategy and sales



## Dr. Joachim Kuhn

- Founder & Tech Entrepreneur
- Va-Q-tec founder; 384 Mio. Exit



## Kurth Groh

- Former CFO of Melitta
- Advisor for Finance and Accounting

■ AI for a better world.

WESORT.AI

# WESORT.AI

Let's revolutionize circular mobility together!

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