



**SpecGrade**  
— ONE STANDARD. ZERO SUBJECTIVITY. —

S P E C G R A D E

# The Future of Card Grading

AI-Powered-Objective-Transparent

# AGENDA



**01**

## The Problem

Why card grading is broken



**02**

## Our Solution

The SpecGrade platform



**03**

## How It Works

AI grading process



**04**

## Key Differentiators

What sets us apart



**05**

## Market Opportunity

Size and growth



**06**

## Business Financials

Revenue and cost model



**07**

## Partnership

How to work together



# THE PROBLEM

Card grading is broken, and collectors are paying the price.



## INDUSTRY GROWTH

# 200%

### *Card grading volume has surged*

Over the last three years, with PSA now projecting 27M items graded in 2026.

# 95

DAYS

### **Slow grading turnaround**

PSA wait times ballooned from 45 to 95 business days, tying up collector capital.

# 6

MONTHS

### **Outdated standards**

Subjective grading, minimal evidence trail, easy to counterfeit, basic plastic holders.

# ∞

RESUBMITS

### **Inconsistent quality control**

Labor-intensive process with inconsistent standards, driving costly resubmissions.

*The industry needs a modern, scalable, technology-first solution.*

# OUR SOLUTION

SpecGrade — AI-powered grading built for the modern collector.



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T H E S P E C G R A D E S L A B

## Every grade. *Objective.*

0 1

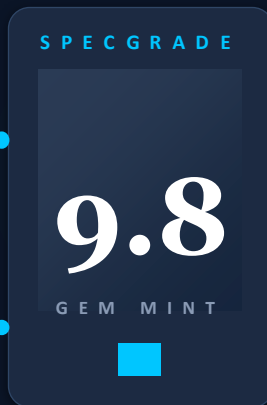
### 100% AI Driven

Standardized imaging, objective scoring, no human bias.

0 3

### Microchipped

Instant authenticity tied to the original grading record.



0 2

### Zero Error

Automated verification and detailed grade breakdown per card.

# HOW IT WORKS



## From intake to *authenticated slab.*

0 1

### Submit

Ship cards through secure tracked intake.

0 2

### Scan

Patented standardized multi-angle capture.

0 3

### Analyze

AI scores centering, corners, edges, surface.

0 4

### Grade & Slab

Microchipped slab with subscore breakdown.

**3–7 days**

TARGET TURNAROUND

**100%**

AI OBJECTIVE SCORING

**Detailed**

REPORT PER CARD

# KEY DIFFERENTIATORS



## THE OLD WAY

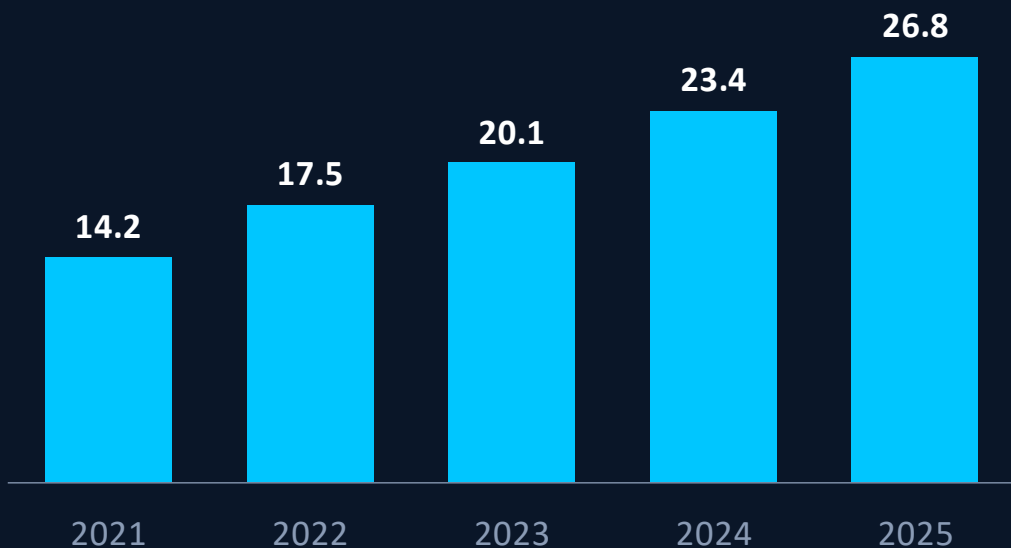
## WITH SPECGRADE

|              |                         |   |                     |
|--------------|-------------------------|---|---------------------|
| METHOD       | <i>Human graders</i>    | ➔ | <b>100% AI</b>      |
| TURNAROUND   | <i>45 to 95 days</i>    | ➔ | <b>Minutes</b>      |
| CONSISTENCY  | <i>Grader dependent</i> | ➔ | <b>Standardized</b> |
| TRANSPARENCY | <i>Single grade</i>     | ➔ | <b>Full report</b>  |
| AUTHENTICITY | <i>Sticker</i>          | ➔ | <b>Chipped slab</b> |

# MARKET OPPORTUNITY



Cards graded annually (millions)



## THE OPPORTUNITY

**A market**  
*doubling* in five  
**years.**

**\$13B+**

Trading card market

**26.8M**

Cards graded in 2025

**8%**

White space remaining

*SpecGrade captures the overflow with faster, smarter, scalable grading.*

# BUSINESS FINANCIALS



## UNIT ECONOMICS

High margin, capital efficient, *built to scale.*

### REVENUE PER CARD

**\$13**

*Blended*

Standard \$10 · Express \$20 · 70/30 mix

### VARIABLE COST

**~\$2**

*Per card*

Labor, shipping, maintenance — fully loaded

### CAPACITY PER MACHINE

**240K**

*Cards / year*

Slab 180K · Authenticate 120K per role

### UPFRONT CAPEX

**\$16.5K** *Per line*

Grader \$15K · Slabber \$1.5K

*~85% gross margin per card · payback in under one year per line.*

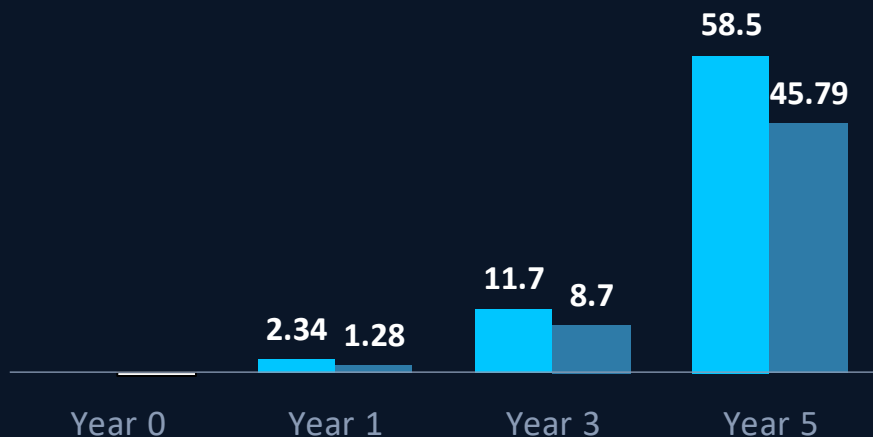
# BUSINESS FINANCIALS



## FINANCIAL TRAJECTORY

### Revenue & Net Op Income (\$M)

■ Revenue ■ Net Op Income



*Profitable in Year 1 · 25x revenue growth over five years.*

### YEAR 0 STARTUP

Development \$100K · Facility \$20K · Advertising \$500K

**\$735K** INVEST

**\$(620K)** NOI

### YEAR 1

1 grader · 1 slabber · 180K cards

**\$2.34M** REV

**\$1.28M** NOI

### YEAR 3

5 graders · 5 slabbers · 900K cards

**\$11.7M** REV

**\$8.70M** NOI

### YEAR 5

25 graders · 25 slabbers · 4.5M cards

**\$58.5M** REV

**\$45.8M** NOI

# PARTNERSHIP OPPORTUNITY

Why partnering with SpecGrade creates mutual value



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## BESKAR GAINS

### *Upside with minimal lift.*

- Low Risk — minimal integration cost and operational lift
- New revenue source with no product build required
- Reach collectors and hobbyists outside current base
- Unlock new use cases via card authentication data



## SPECGRADE GAINS

### *Credibility that scales.*

- Software that separates us from grading competitors
- Reputable brand behind our differentiating service
- Continued service and program development runway
- Name-brand partner to entice investors and endorsers

*Two brands, one trusted grading standard — built to grow together.*

SPECGRADE



# Help Us Create The New Age of Card Grading.

Get in touch:

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