



RICHTECH — ROBOTICS —

INVESTOR PRESENTATION

October 2024

NASDAQ: RR

DISCLAIMER

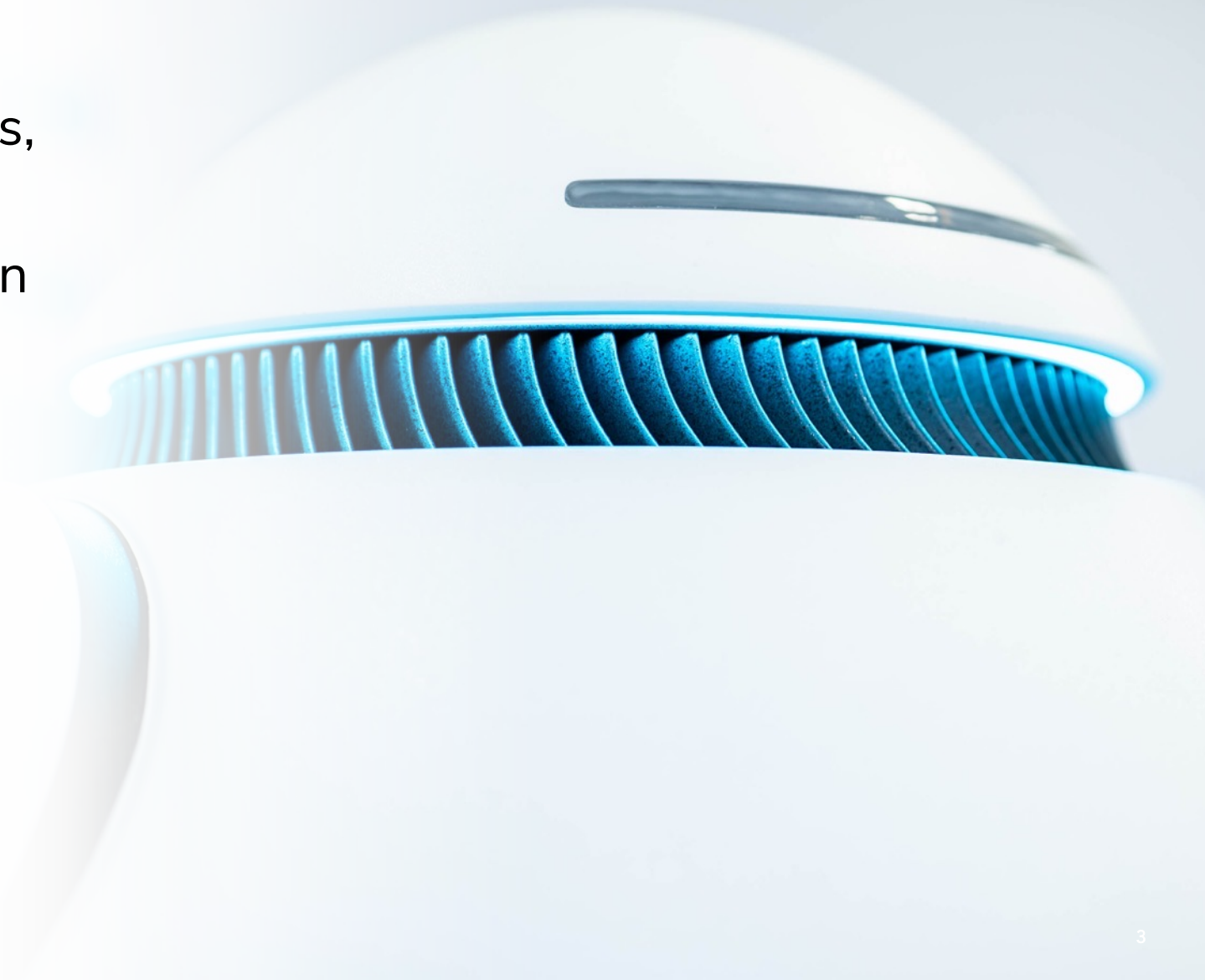


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ABOUT RICHTECH ROBOTICS



Richtech Robotics designs, develops, and commercializes service robots. The company provides businesses in the service sector with automated ecosystems that support their human workforces, addressing industry labor shortages and allowing them to increase their ROI and work more efficiently.



PRODUCT LINES

- Productivity robots ADAM and Scorpion provide efficient drink service with a side of WOW Factor
- Floor cleaning robots DUST-E S and DUST-E MX autonomously clean floors in retail, logistics, and office spaces
- Delivery robots Matradee Plus, Medbot, and Titan enhance productivity by autonomously delivering items as bottles of medicine and as large as palletized loads



INVESTMENT HIGHLIGHTS

- World's FIRST AI driven, total robotic solutions provider in hospitality & service sectors
- Model generates long term recurring revenue and fuels rapid growth
- Applications in multiple industry verticals
- AI-powered robotic solutions include:
 - Direct sales of service robots
 - Robots delivered via RaaS (Robot-as-a-Service) Model
 - Robot powered restaurant operations
- 300+ customer installations and targeting 1,000+ locations by 2026
- Highly diversified \$230 billion addressable market



CUSTOMER ENDORSEMENT FAST ADOPTION AND MORE TO COME

GHOST
KITCHENS

BOYD GAMING[®]

sodexo

IHOP

cinépolis

Pizza Ranch

**golden
corral**

 Delaware
North[™]


Hilton


Panera
BREAD


PANDA EXPRESS
CHINESE KITCHEN[®]

MAYO
CLINIC


MARKET IS CALLING



\$45 Billion

Smart hospitality revenue
forecast CAGR 21%

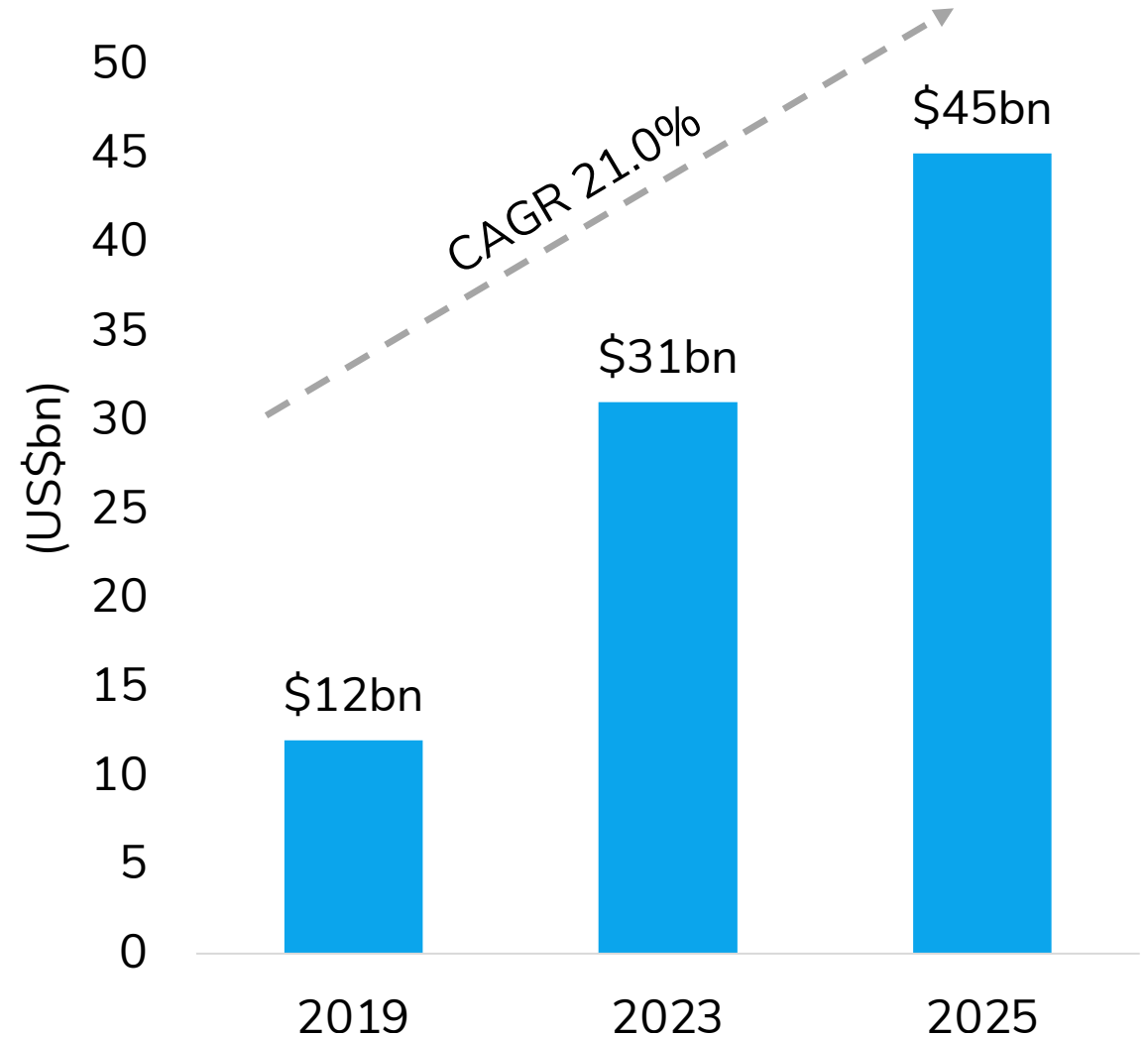
2019: \$12B

2023: \$31B

2025: \$45B

\$10 Billion

North America has been
holding the highest
share in the global
hospitality robots
market.¹



NOTE:

1. Frost & Sullivan report Trend Opportunity Profile: Human Robot Collaboration February 2022 K6E4-36 estimated professional service category revenue in 2025 will be ~\$230B

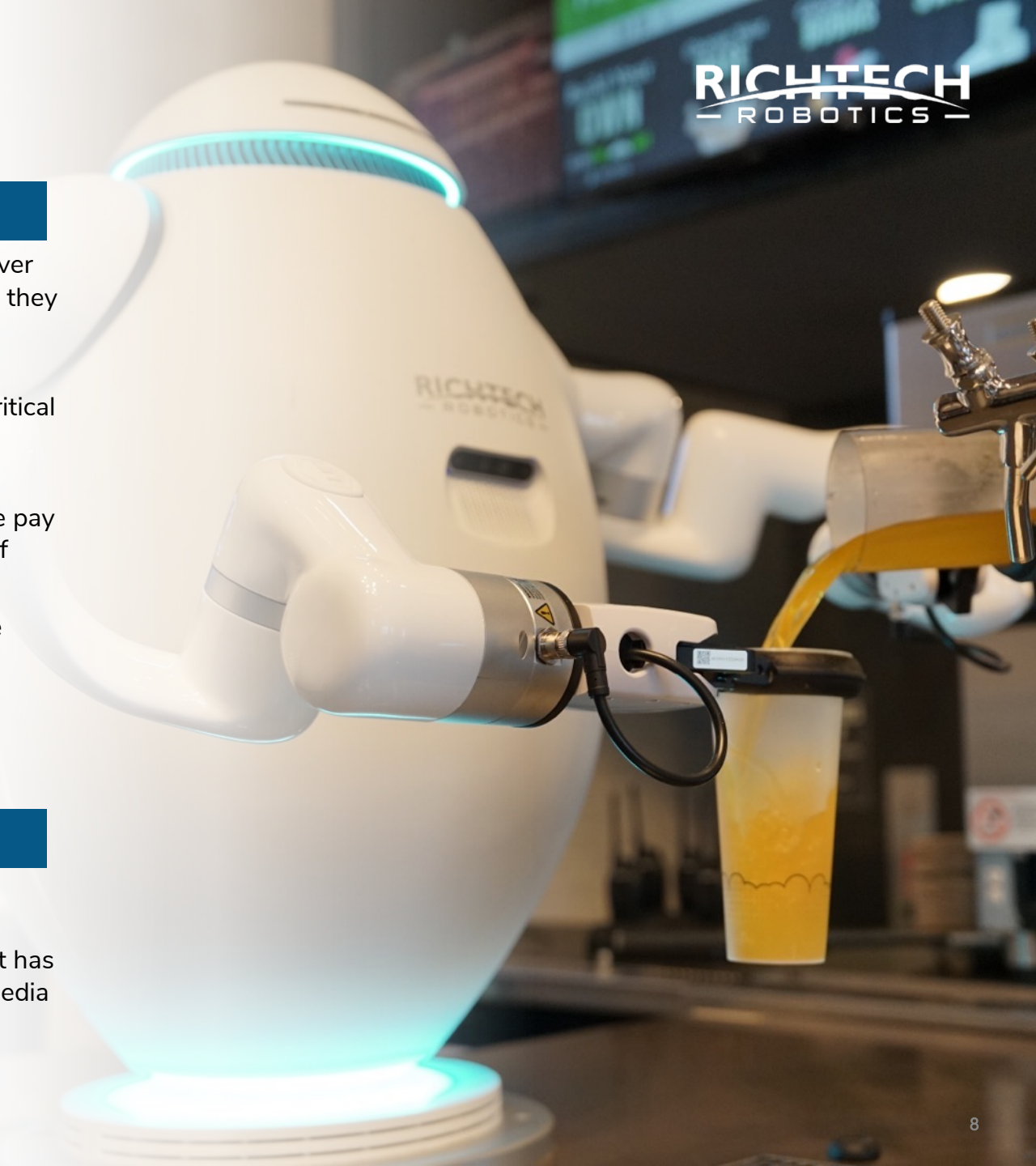
MARKET OPPORTUNITY

Labor Shortage In The Market

- The hospitality industry has historically faced high volatility, with a 74.9% turnover rate pre-pandemic. This persistent challenge continues to disrupt businesses as they grapple with labor shortages that affect service quality and operations
- Over the last six months, 82% of hotels have increased wages, yet 67% still experience staffing shortages, with 12% severely understaffed, particularly in critical roles like housekeeping
- In response, the hospitality sector has significantly increased wages—by 27.5% since the pandemic—well above the average economic wage growth. Alongside pay raises, hotels are offering flexible work hours and enhanced benefits, yet 72% of them still struggle to fill critical roles
- Richtech solves the labor shortage and inconsistent product problems that have always plagued the hospitality industry through supplying cost effective mobile delivery robots, intelligent commercial cooking, and cleaning robots
- Commercial automation solutions under the new normal: ADAM robotic stores, automatic vending robots

Industry Status Achieved So Far

- Mobile delivery robot: No. 1 in US market share and customer order stock
- The ADAM series of dual-arm collaborative robots: the only robot of its kind that has entered commercial operation, with over 100 confirmed orders and extensive media coverage



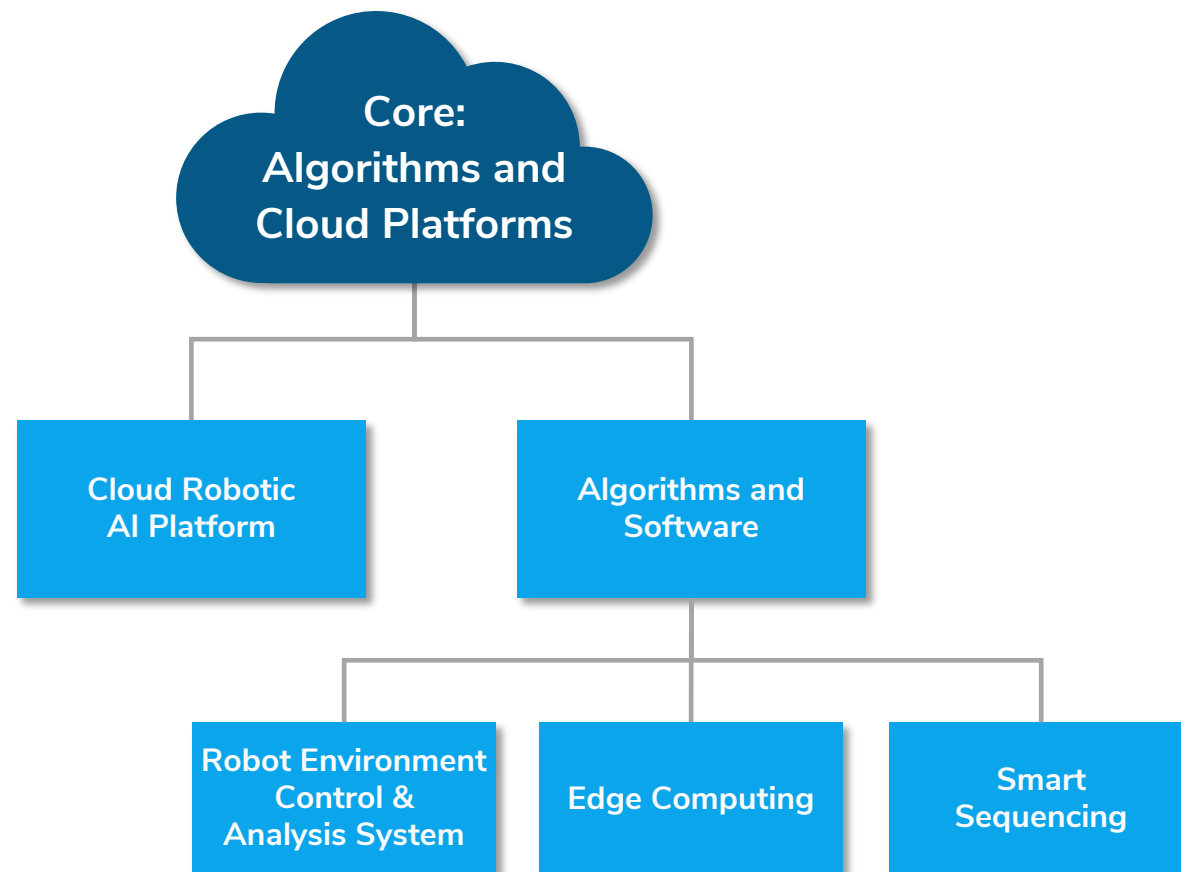
ADVANTAGE OF RICHTECH'S R&D

INTERNET OF ROBOTICS THINGS

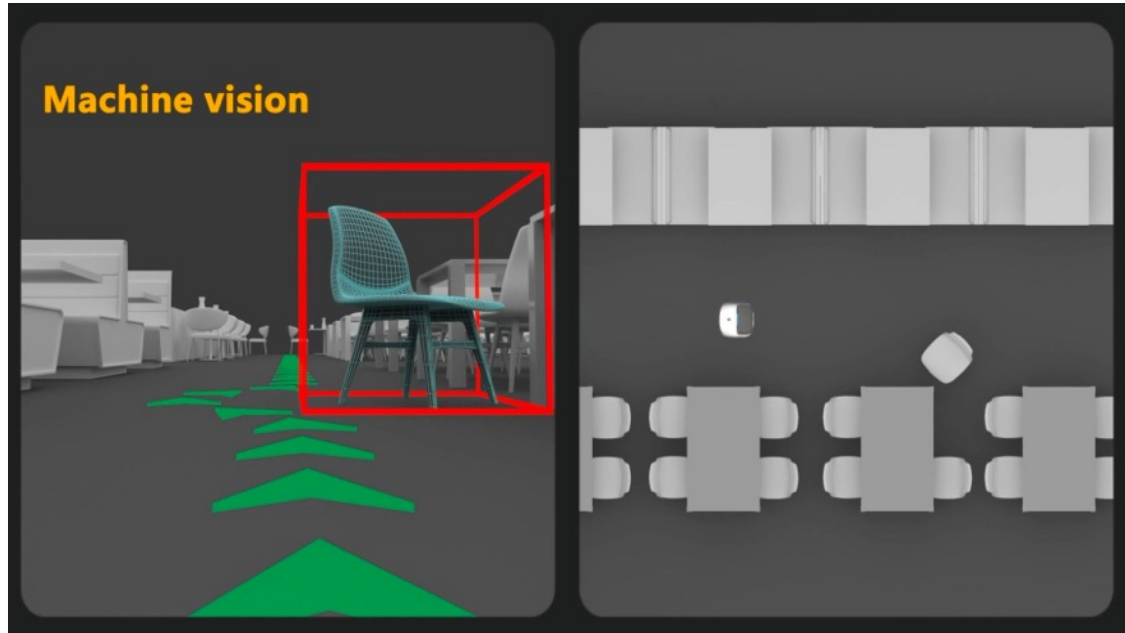
- Cognitive Collaboration
- AI enriched voice commands
- Data Collection and Sharing
- Digital transformation



RICHTECH always insists on putting R&D innovation first:
Focus on AI algorithms and cloud management software

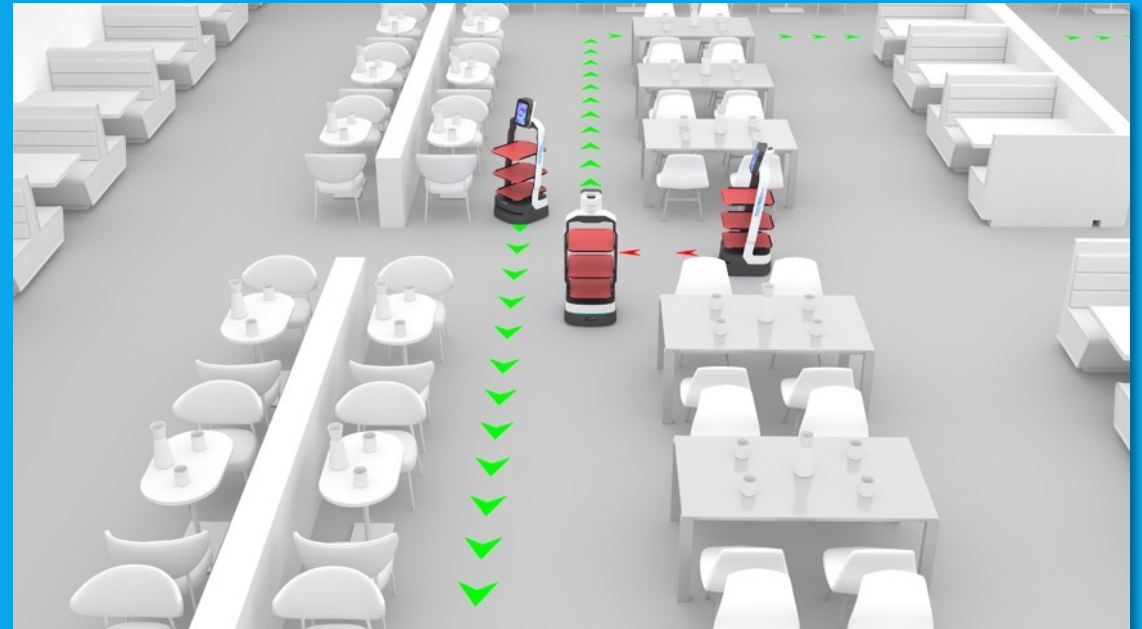


INTELLIGENT NAVIGATION AND SCHEDULING



WE SEE

LiDAR-based SLAM navigation system with depth perception able to identify static and moving obstacles within milliseconds.



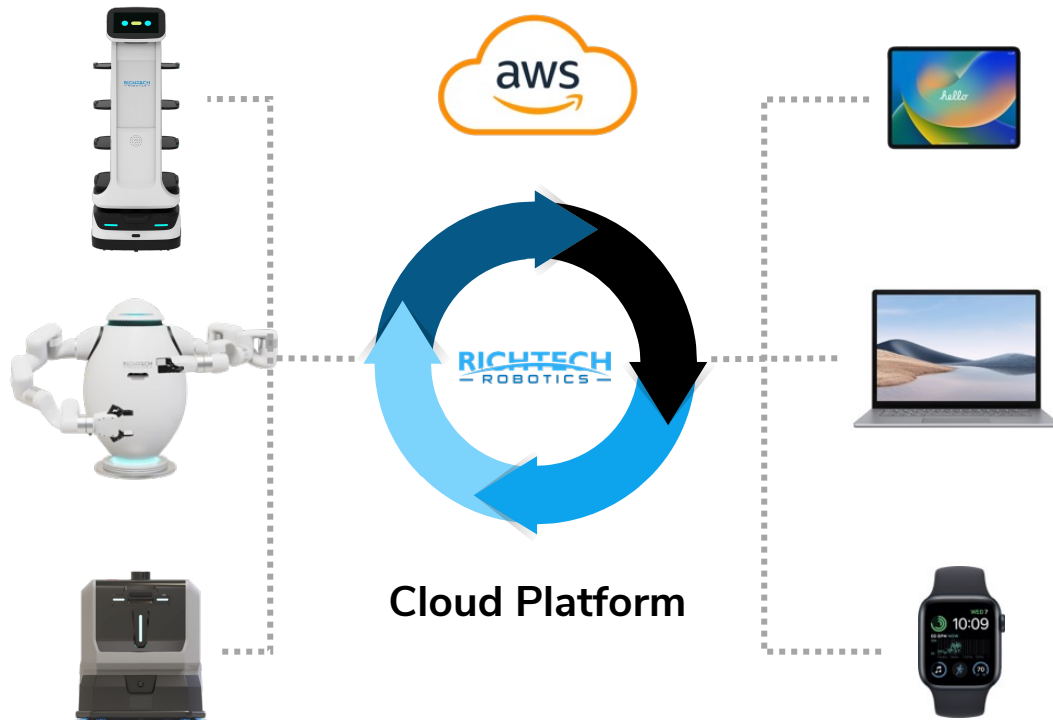
WE COLLABORATE

Intelligent mobile sequencing coordinate multirobot deployments and actively improves scheduling efficiency via M2M learning.

RICHTECH TECHNOLOGY APPLICATIONS

INTELLIGENT CLOUD PLATFORM

- AI driven multi-robot collaboration
- Encrypted data & communications management, cloud backup based on AWS platform
- Available on multiple platforms such as smartwatches, mobile phones, tablet or PC



AI-POWERED CUSTOMER INTERACTION

- Engage customers like never before: Advanced generative language model for natural, immersive conversations
- Customized recommendations: Intelligent menu item suggestions based on preferences, interactions, and real-time analysis
- AI powered Machine Vision utilizing Nvidia Jetson Orin Nano



PRODUCT MATRIX BUILT ON CLIENT VALUES

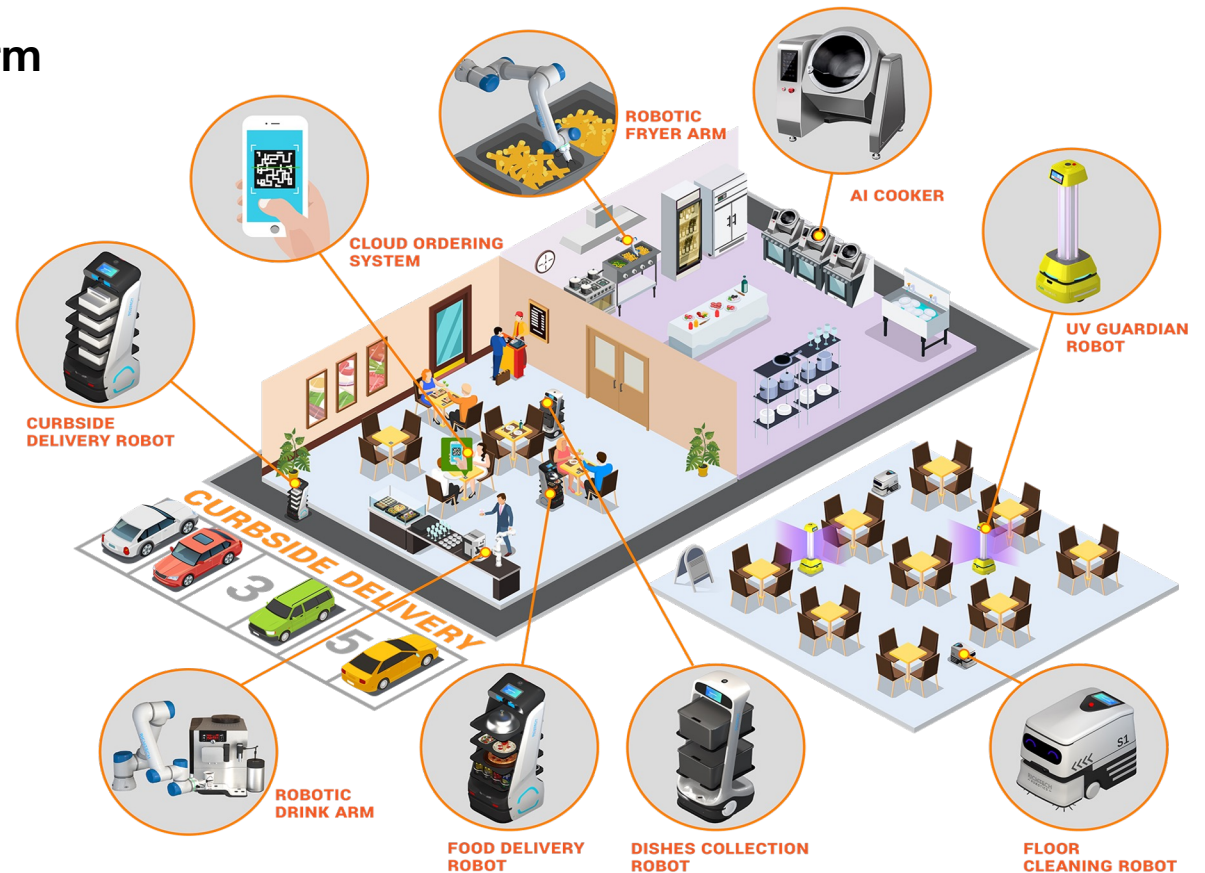
Our goal is to utilize robots for up to 80% of jobs in the service industry. Robots will take on the repetitive and mundane tasks and allow operators in the service industry to focus on what really matters, the customer experience.

Unified RaaS (Robot-as-a-Service) cloud platform

- Dual-arm collaborative robots
- Delivery robots
- Cleaning robots
- Service network

Client Goals Achieved w/ Richtech Solutions

- Less labor dependent
- Simpler Operations
- Higher Profit Margins

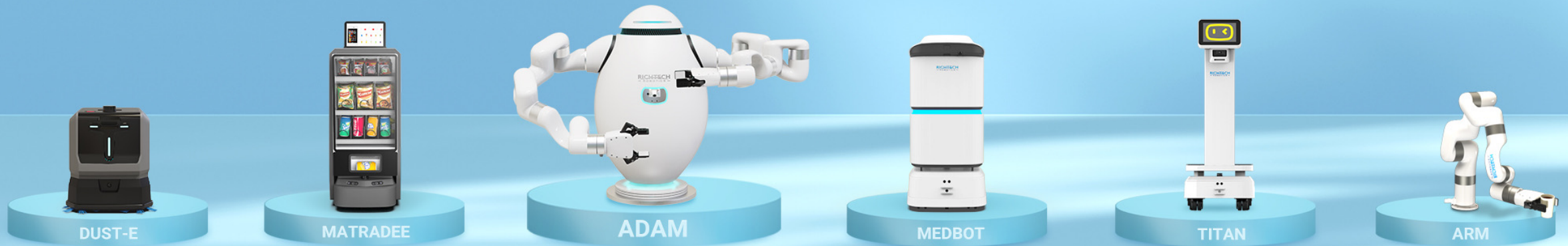


Intellectual Property

Application Number	Title	Country	Filing Date	Status
17549815	Tray stabilizer system for food delivery robots	U.S.	December 13, 2021	Published
29790385	Service robot	U.S.	November 24, 2021	Published
29790387	Cleaning robot	U.S.	November 24, 2021	Pending
17817639	Autonomous cleaning robot system and method	U.S.	August 4, 2022	Published
29846011	Vending machine assembly for an autonomous delivery robot	U.S.	July 12, 2022	Pending
29791849	Cleaning robot	U.S.	February 12, 2022	Pending
29836627	Debris gathering brush assembly for a cleaning robot	U.S.	April 28, 2022	Pending
29908343	Single Arm Robot	U.S.	January 11, 2024	Pending
29924731	Powder Mixer	U.S.	January 19, 2024	Pending
29924728	Mixer	U.S.	January 19, 2024	Pending
29948962	Gripper For a Robotic Arm	U.S.	June 18, 2024	Pending
29948968	Gripper For a Robotic Arm	U.S.	June 18, 2024	Pending

COMPETITIVE LANDSCAPE

THE WORLD'S FIRST TOTAL AUTOMATION PROVIDER IN THE SERVICE SECTOR



FLOOR CLEANERS



SERVICE BUSSING



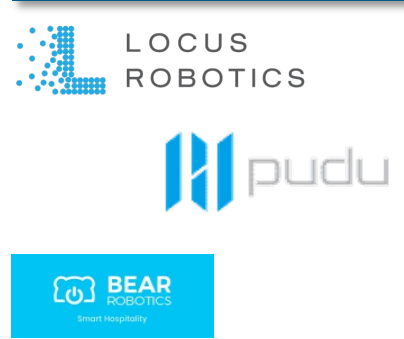
BARISTA + BAR



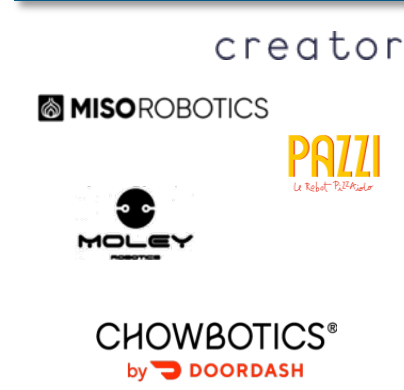
MEDICAL DELIVERY



LOGISTICS DELIVERY

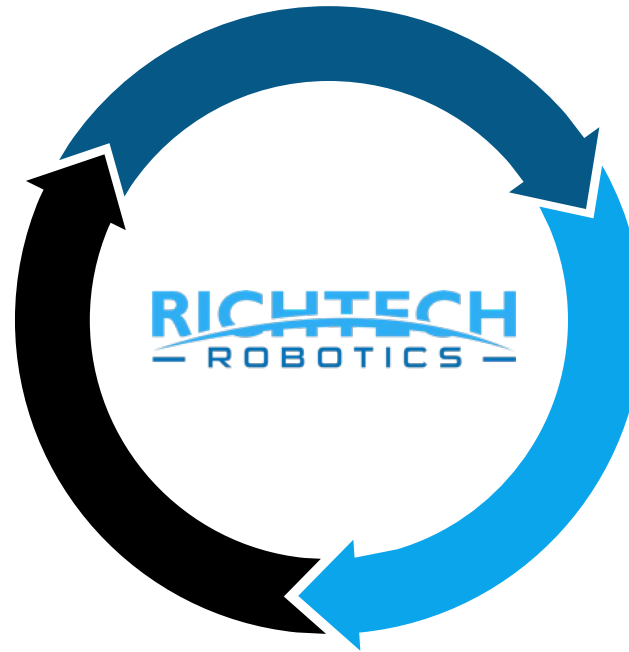


KITCHEN



Robotic Sales and RaaS Model

- Customer oriented Robot-as-a-Service (RaaS) offering
- Delivery Robots: High volume environments such as hospitals and restaurants
- Cleaning Robots: Perform routine commercial floor cleaning for all surfaces
- Production Robots: Allow customers to focus human capital on higher value tasks



Cooperative Operation

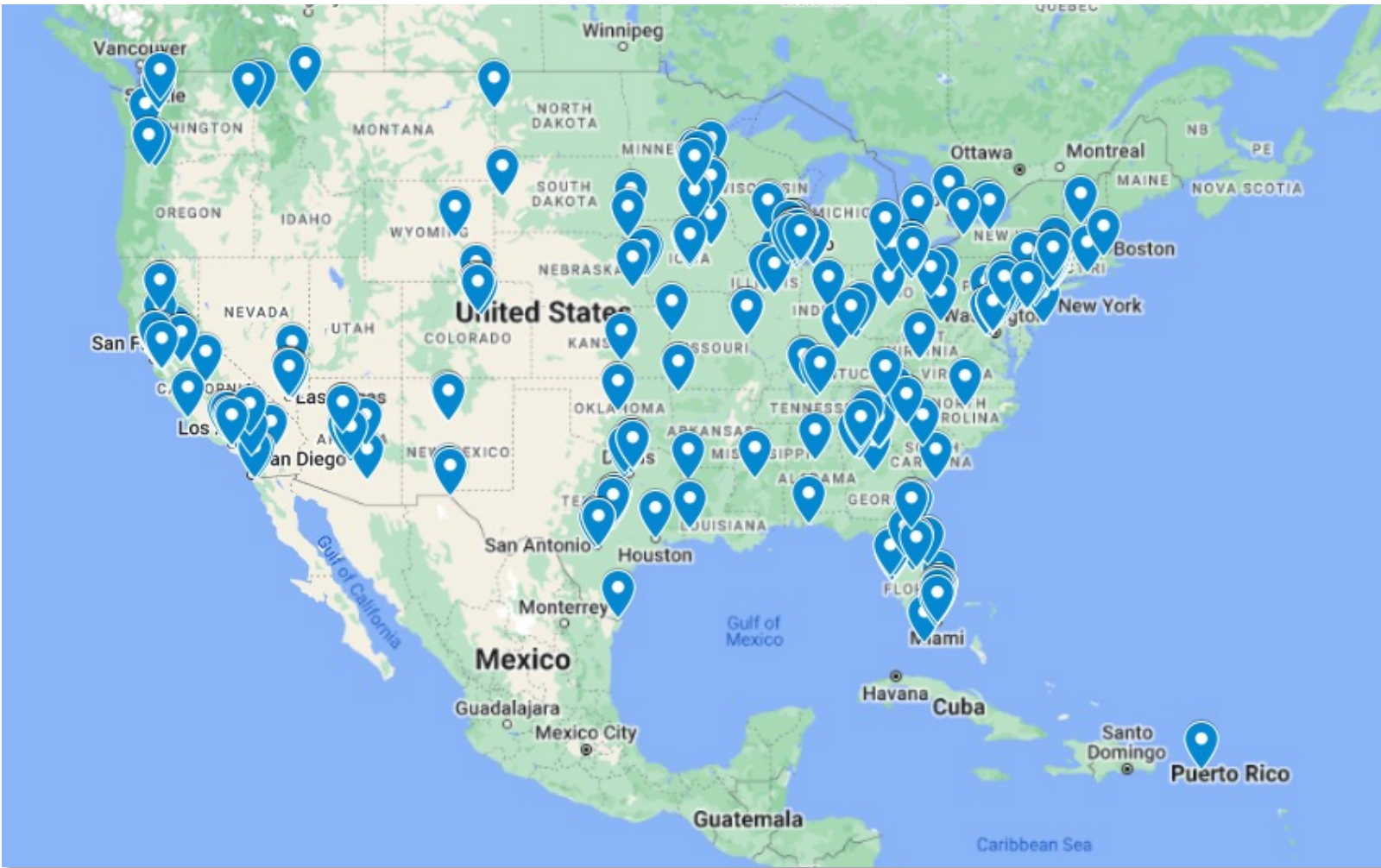
- Strategic partnerships with established restaurant companies and coffee brands
- Co-branded operations for mutual growth and shared resources
- Targeting 1,000+ stores within the next five years
- Focused on high visibility locations

Proprietary Operation

- AlphaMax, the world's first robotic restaurant management company
- CLOUFFEE & Tea, proprietary brand focused on robotic coffee and Boba tea



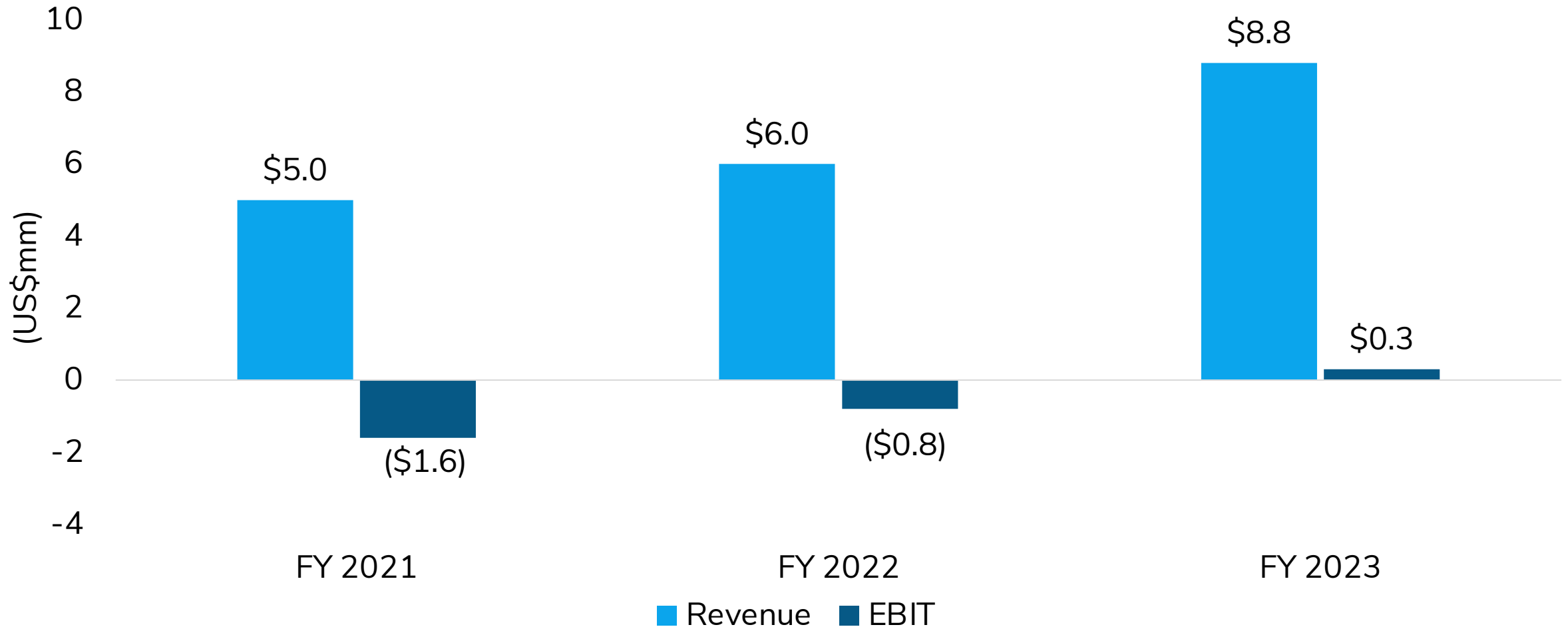
EXISTING CLIENT COVERAGE



As of October 2024, Richtech's service robots have been installed for more than 300 customers across the United States.

FINANCIAL PERFORMANCE

Fiscal Year Revenue (USD In Million)

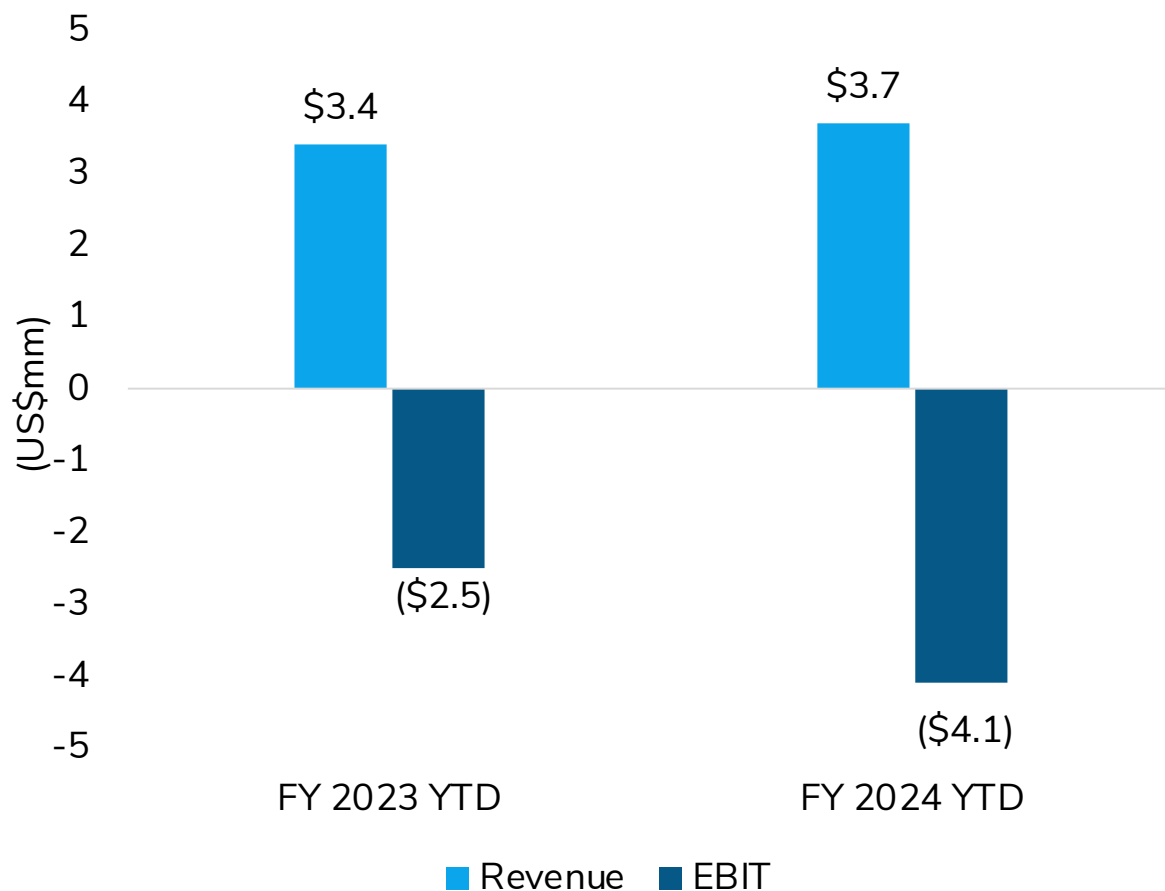


NOTE:

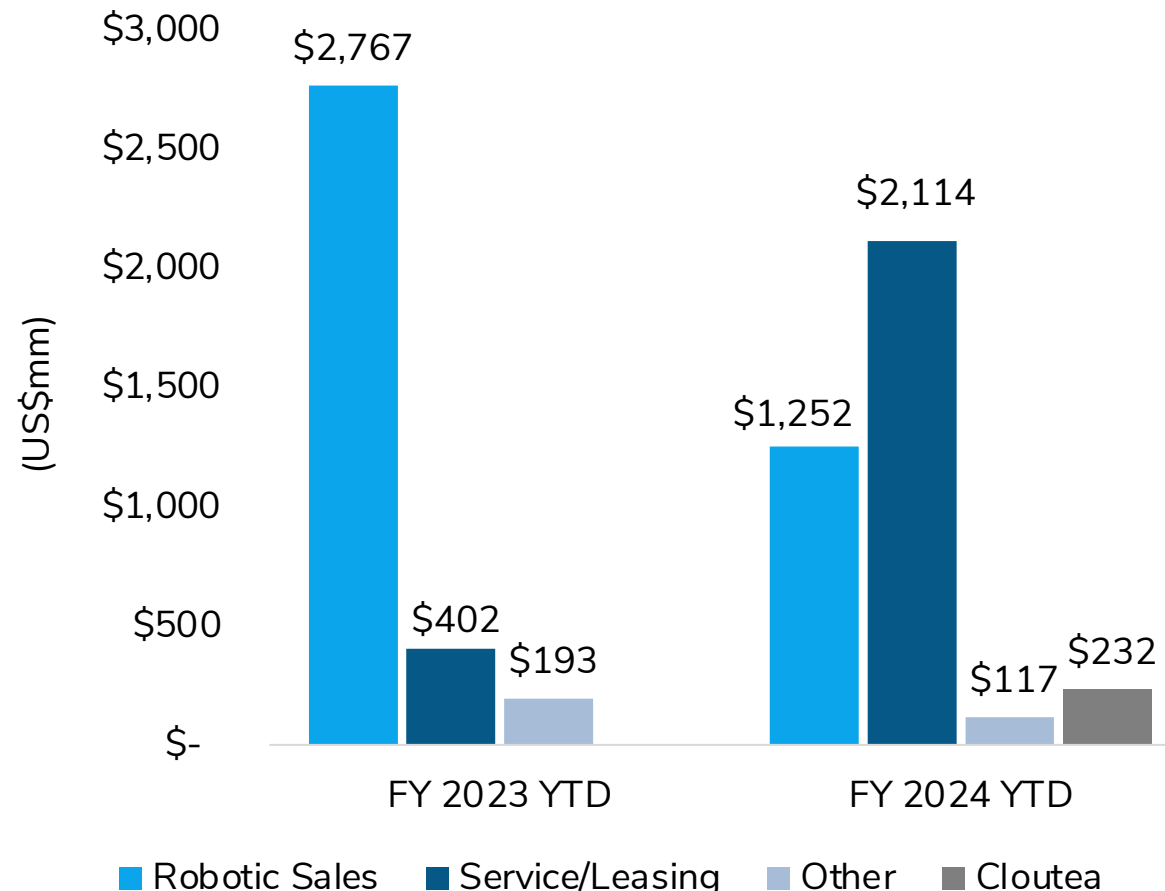
1. Fiscal year ends at Sept 30. e.g. FY 2021 is from Oct 1, 2020, to Sept 30, 2021

REVENUE RECOGNITION SHIFTING TO RAAS MODEL

Financial Performance 2024 YTD (USD In Millions)



Revenue Mix 2024 YTD (USD In Millions)



NOTE:

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CAPITALIZATION TABLE

Security	Outstanding As of 9/30/24
Class A	39.9M
Class B	55.5M
Total Common Shares	95.4M
Class B Warrants	17.3M



MANAGEMENT TEAM



Wayne Huang
CEO

A natural born inventor and innovator, Wayne has over 20 years of experience in computer vision-based technology development management and product design. Wayne holds a number of product patents and has several pending, in fields from facial recognition to touchless interface.



Matt Casella
President

With over two decades of diverse business experience, Matt's expertise lies in strategically executing technology-forward solutions, driving growth, and ensuring financial accountability. As President of Richtech, Matt oversees corporate strategy, including the expansion of our robotic restaurants and financing activities, as well as investor relations.



Phil Zheng
COO

Phil serves as Chief Operations Officer at Richtech, overseeing Sales, Operations, and Customer Success. Phil holds a BA from UCLA and a JD from UC Irvine School of Law.



Michael Huang
CFO

As cofounder of Richtech, Michael oversees the planning, development, and execution of our product line. Michael is also responsible for supply chain management, coordinating with the R&D and product management teams.

INDEPENDENT DIRECTORS



John Shigley

John is a retired Nevada certified public accountant with over 30 years of executive experience in large casino-hotels. John has held various positions in finance, marketing and operations, including Chief Financial Officer of Primadonna Resorts, President of Caesars Palace, Executive Vice President of New York, New York Las Vegas, Executive Vice President and Chief Financial Officer of MGM Grand Hotel Las Vegas, President of MGM Vietnam and Chief Operating Officer of Gaming for MGM China.



Stephen Markscheid

Stephen is Aerion Capital's Managing Principal, and independent non-executive director for prominent public firms like Fanhua, Jinko Solar, Kingwisoft, Monterey Capital. A GE Capital veteran, he propelled business development in Asia Pacific. Steve holds degrees from Princeton, Johns Hopkins, and Columbia.



Saul Factor

As president of Factor Healthcare Consulting, Saul is a strategic global healthcare and pharma executive with a track record of translating vision into innovative strategies. Collaborative leader skilled in high-level negotiations, trusted relationships, and achieving impressive financial and operational outcomes. A driving force in reshaping industry standards.

ADVISORY BOARD MEMBERS



Michael J. Roberts

Michael served as the President and Chief Operating Officer of McDonald's Corporation from 2004 to 2006, as the Chief Executive Officer of McDonald's USA during 2004, and, prior to those roles, held various senior-level positions at McDonald's USA from 2001 to 2004.



Yman Vien

Yman, a Chinese American leader from Vietnam, is a business consultant and financial advisor with 29 years of banking experience. Recognized by the American Bankers Association, she now serves as a Business Banker at Lakeside Bank and has a history of philanthropic involvement as a trustee and treasurer for Ravenswood Health Care Foundation.



Dr. Darryl T. Jenkins

Darryl is CEO of DLJ Consulting Group with over 30 years' experience in corporate leadership, strategic planning, information technology, and organizational development with leading Fortune 500 companies. He serves as Chairman of the Board of Judson University, a professor and is business advisor to corporate and nonprofit clients.




Dr. Lingyun Gu

Lingyun graduated from the School of Computer Science at Carnegie Mellon University with a Ph.D. degree and has dedicated 25 years to the field of artificial intelligence. She has obtained nearly 190 patents and software copyrights in China and the United States and has published over 20 academic papers.

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RIGHTTECH

— ROBOTICS —

Investor & Media Relations:

CORE IR
Matt Blazei
mattb@coreir.com

NASDAQ: RR

Media Inquiries

CORE IR
Jules Abraham
julesa@coreir.com

APPENDIX





Market

- Strategic alliance with large Fortune 500 companies
- New market positioning in both private and public sectors
- Target highly labor-intensive industry sectors: janitorial, healthcare, food service, senior living, and hospitality

Technology

- AI core: Building blocks of AI & machine learning deployments
- Natural language technology: Analysis and interpretation of human communications
- Smart cloud platform: Software and services that enable deployment across all verticals to automate business processes

Manufacturing

- Implement ERP program across all manufacturing sites
- Focus on design and further strengthen OEM partnerships
- Streamline and improve end to end efficiency, quality, communication

Supply Chain

- Launch dual sourcing strategy for critical components
- Establish supplier chain deployment plan, inventory planning, and the coordination of assets to optimize delivery of goods, services and reduce cost

HAVE YOU HEARD ABOUT US?



These Cool Robots Can Sing 'Happy Birthday' And Even Paint Your Nails

By Asia Grace | New York Post
June 16, 2021



Restaurant Owners and Workers Struggle Amid Labor Shortage

By Emily Barone | Time Magazine
June 29, 2021



NV tech company unveils robot barista on FOX square

By: Fox and Friends
June 10, 2023



Peanut the Waiter Robot Is Proof That Your Job Is Safe

Matt Simon | Wired Magazine
Posted June 01, 2021



Richtech Robotics is Awarded the 2021 Member's Choice Award For Innovation and Technology
2021 OHLA Annual Conference & Gala
November 23, 2021



Richtech Robotics Shows Off Service Industry Robots In Rochester



On A Roll: Robots Will And Charlie Are Mayo Clinic's Newest Tools

By: Post Bulletin
May 27, 2023



California Pizza Kitchen Is Quietly Testing Amid A National Labor Crisis That Is Forcing Closures

By Nancy Luna | Business Insider
July 14, 2021

October 21, 2021

Living Center, Serves Residents

By: Nabil Remadna | KXAN Austin



Burgerfi Announces Robot To Deliver Food To Customers

By: Michael Hollan | FOXBusiness
Dec 17, 2021



THE KARDASHIANS

The family you know and love is here with a brand new...MORE TV14 | Reality | TV Series | 2022



California Restaurant Turns To Robots To Hire Workers

By Antonio Planas | NBC News
July 30, 2021



The Best Of CES 2023, From A Barista Robot To An Augmented-Reality App For Eyebrows

By: Fortune
January 7, 2023

