



RICHTECH
— ROBOTICS —

INVESTOR PRESENTATION

January 2024

NASDAQ: RR

DISCLAIMER



This presentation contains offering materials prepared solely by Richtech Robotics Inc. and not subject to FINRA Rule 2210. In addition, this presentation may contain forward-looking statements and information relating to, among other things, the company, its business plan and strategy, and its industry. These statements reflect management's current views with respect to future events- based information currently available and are subject to risks and uncertainties that could cause the company's actual results to differ materially. Investors are cautioned not to place undue reliance on these forward-looking statements as they are meant for illustrative purposes and they do not represent guarantees of future results, levels of activity, performance, or achievements, all of which cannot be made. Moreover, no person nor any other person or entity assumes responsibility for the accuracy and completeness of forward-looking statements, and is under no duty to update any such statements to conform them to actual results.

ABOUT RICHTECH ROBOTICS



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

Major Products

- ADAM, an AI enabled dual armed robot that can efficiently craft beverages and captivate audiences in the process. ADAM has been successfully deployed as a bartender, coffee barista and boba tea barista, and is learning new drink recipes every day
- DUST-E, a mobile cleaning robot that provides robust and reliable cleaning to all types of floors. Our DUST-E lineup includes three models of differing sizes to address environments of varying sizes
- Matradee and Richie, delivery robots designed for restaurant and hotel applications. Matradee focuses on providing constant high volume support to restaurants, while Richie allows hotels and hospitals to complete secure deliveries autonomously

Top Clients

Boyd Gaming, Pizza Ranch, Panda Express, Golden Corral, Hilton, Sodexo, and Delaware North

INVESTMENT HIGHLIGHTS

- World's FIRST AI driven, total robotic solutions provider in food tech
- Model generates long term recurring revenue and fuels rapid growth
- AI-powered robotic solutions include:
 - Opening branded food and beverage establishments
 - Selling and/or leasing service robots
- Estimated 1000+ locations within 5 years
- Disruptive Internet of Robotic Things (IoRT) and AI enable seamless global robot management and deployment
- Highly diversified \$230 billion addressable market



CUSTOMER ENDORSEMENT FAST ADOPTION AND MORE TO COME

RIGHTTECH
— ROBOTICS —

BOYDGAMING®

sodexo

IHop

cinépolis

Pizza Ranch®

golden
corral®

 Delaware
North™


Hilton


Panera
BREAD


PANDA EXPRESS
CHINESE KITCHEN®

MAYO
CLINIC


RICHTECH'S DEVELOPMENT ROADMAP



- Service Robot Platform Development
- Robotic ARM's AI controlling system

- Completed prototype development of Indoor delivery robot
- Developed Cloud Platform to realize data sharing of robots in multiple application scenarios in the future



- Completed prototype development of commercial cleaning robots
- Started to deploy Matradee series Food delivery robot based on catering industry and achieved success
- Completed prototype development of ADAM's two-arm collaborative robot



- Deployed delivery robot operation services for more than 80 customers
- Developed and commercialized ADAM dual-arm collaborative robot based on commercial scenarios such as wine, coffee, and milk tea



- Launching our very own robotic boba tea and coffee shops, and revolutionizing the food industry with cutting-edge food trailers featuring integrated robots



MARKET IS CALLING



\$45 Billion

Smart hospitality revenue
forecast CAGR 21%

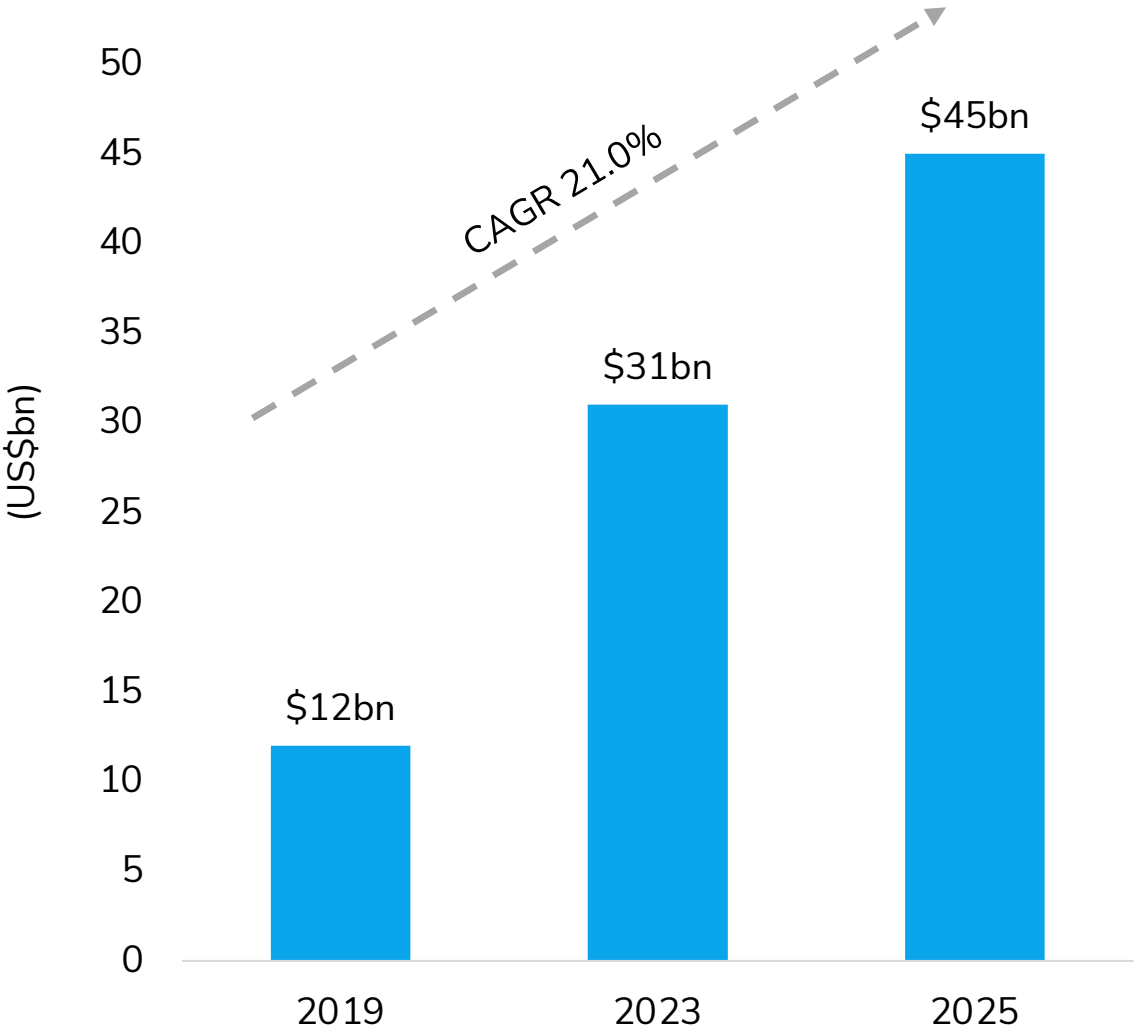
2019: \$12B

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

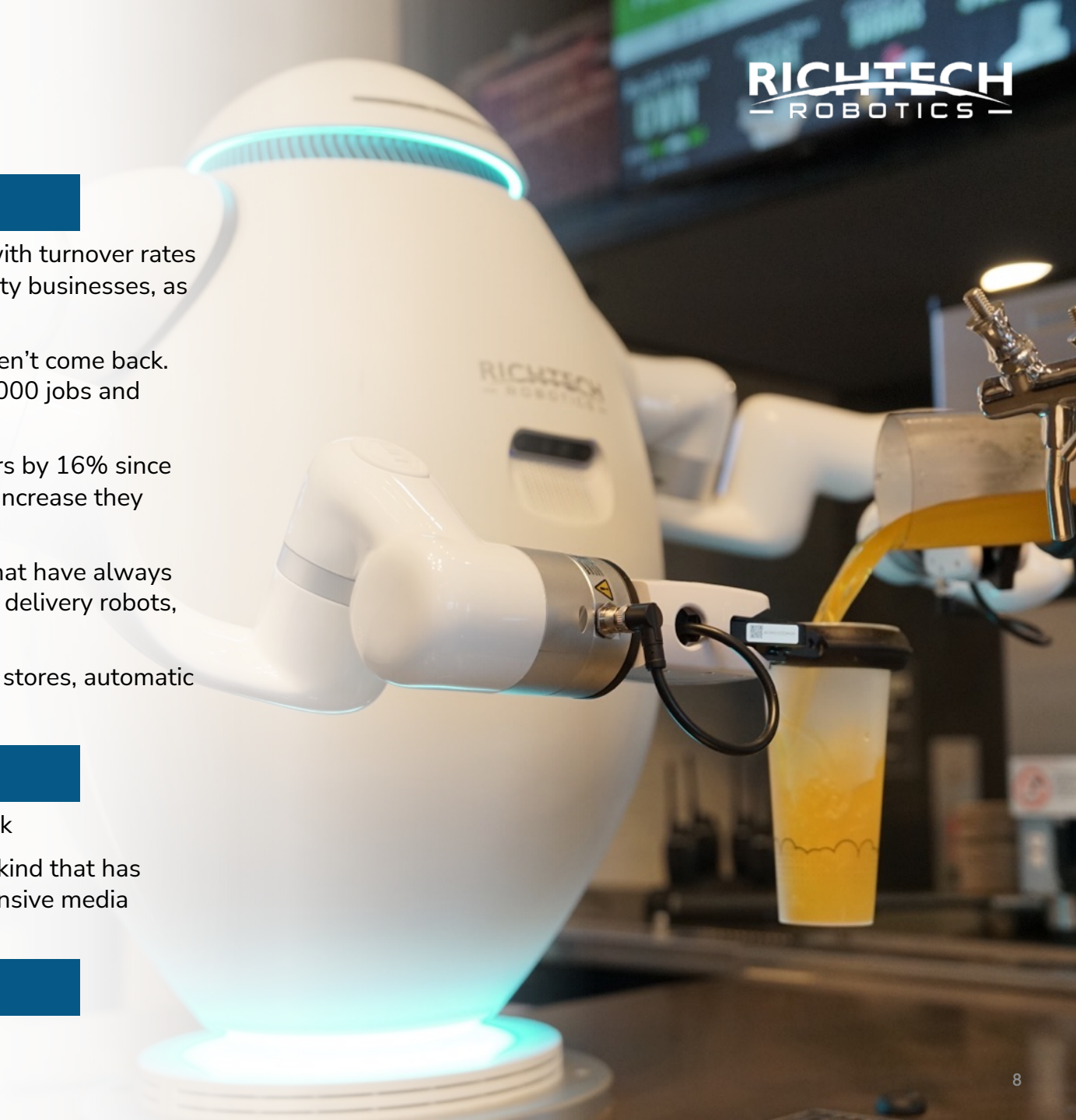
- The hospitality industry has always been an industry of high volatility, with turnover rates sitting at 74.9% pre-pandemic. This is a significant problem for hospitality businesses, as turnover and labor shortages significantly affect their product
- When the pandemic hit, hospitality workers changed industries and haven't come back. As of January 2023, the restaurant industry is still struggling to fill 450,000 jobs and 79% of hotels are facing staffing shortages
- This has led to the hospitality industry increasing the pay of their workers by 16% since the pandemic began, which is significantly higher than the 3-4% yearly increase they have historically received
- 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

Target Market Share

- America's No. 1 in Service Robotics



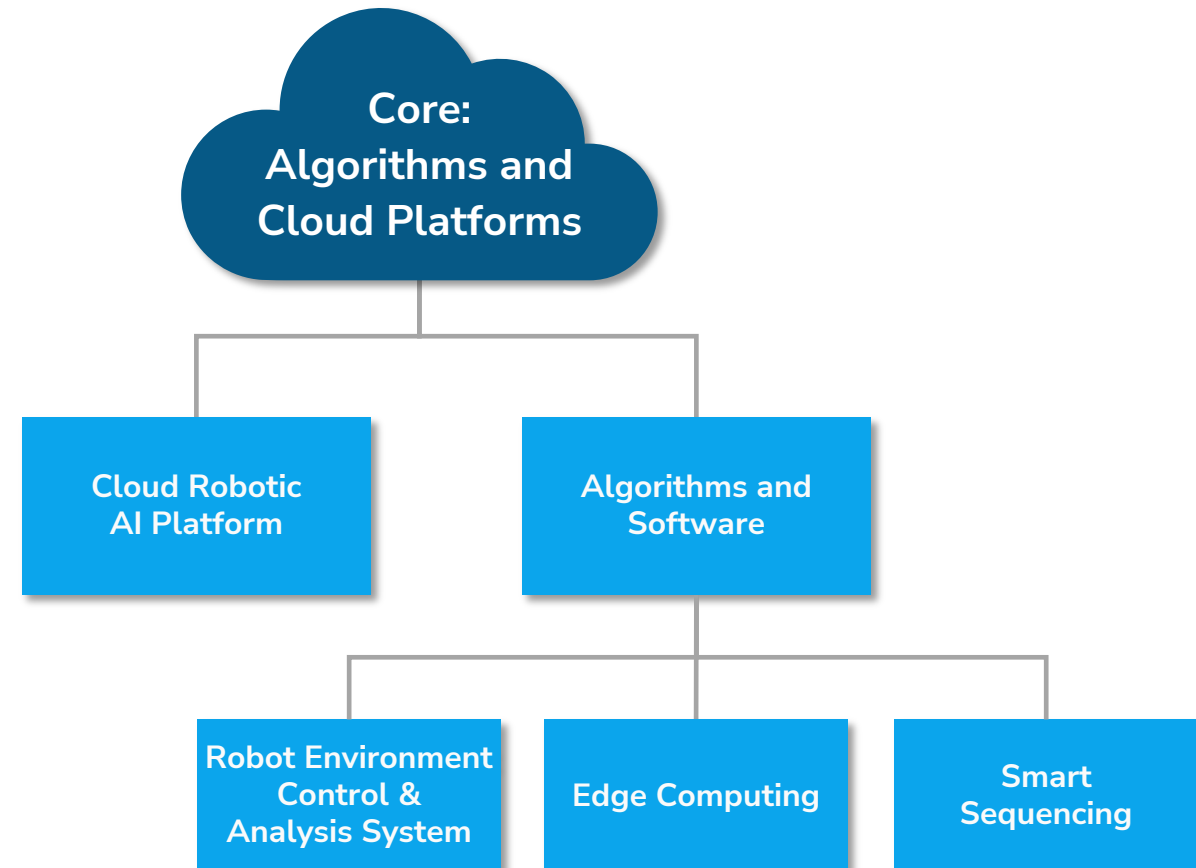
ADVANTAGE OF RICHTECH'S R&D

INTERNET OF ROBOTICS THINGS

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



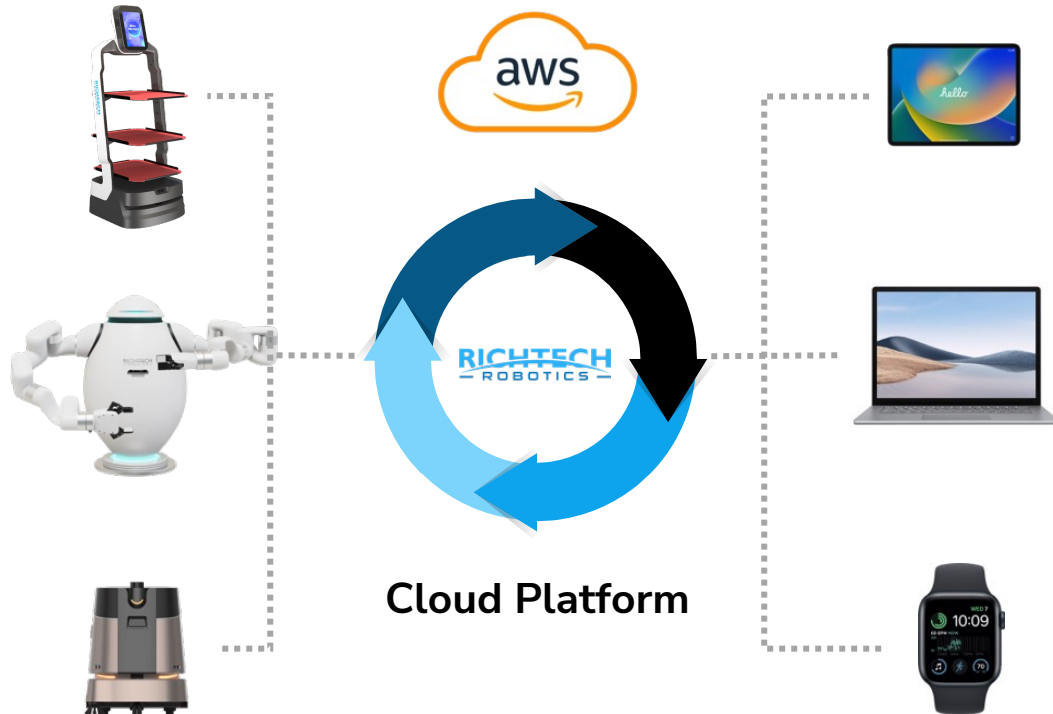
RICHTECH always insists on putting R&D innovation first:
Focus on AI algorithms and cloud management software



RICHTECH TECHNOLOGY APPLICATIONS

INTELLIGENT CLOUD PLATFORM

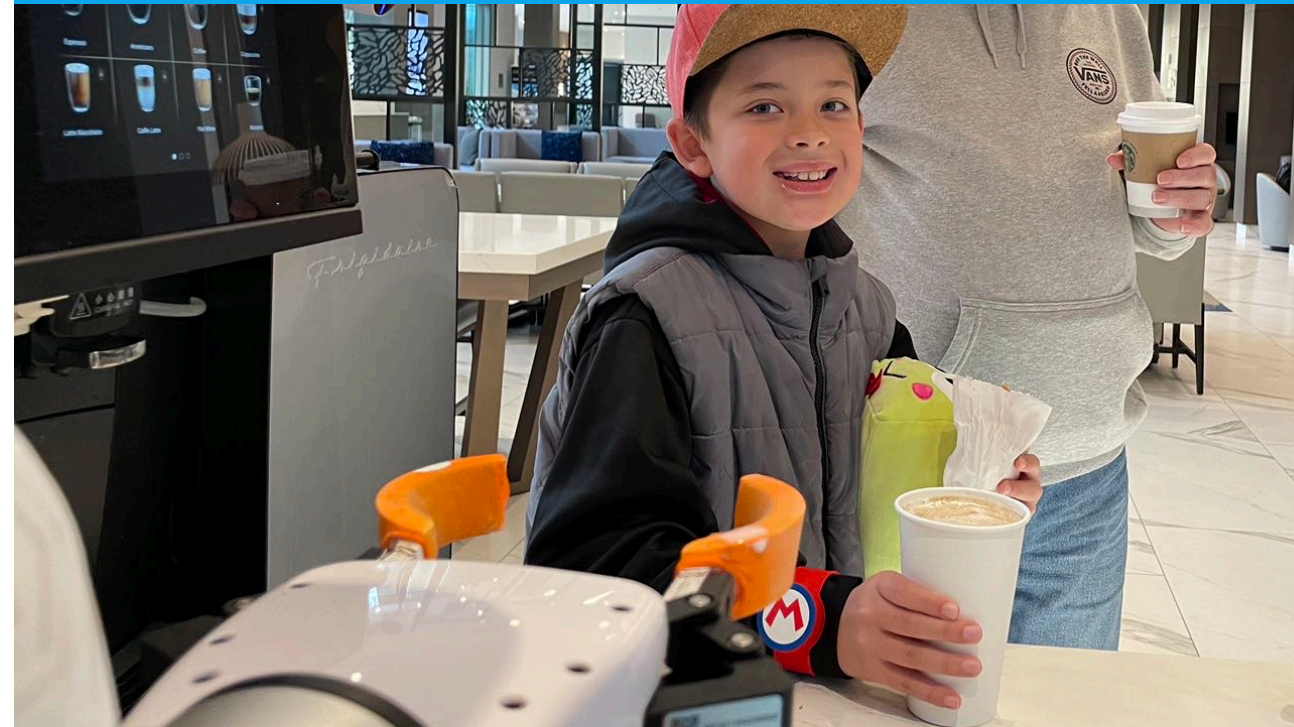
- AI driven multi-robot collaboration
- Encrypted data & communications management, cloud backup based on AWS platform
- Available on multiple platforms such as smartwatches, mobile phones, tablet or PC



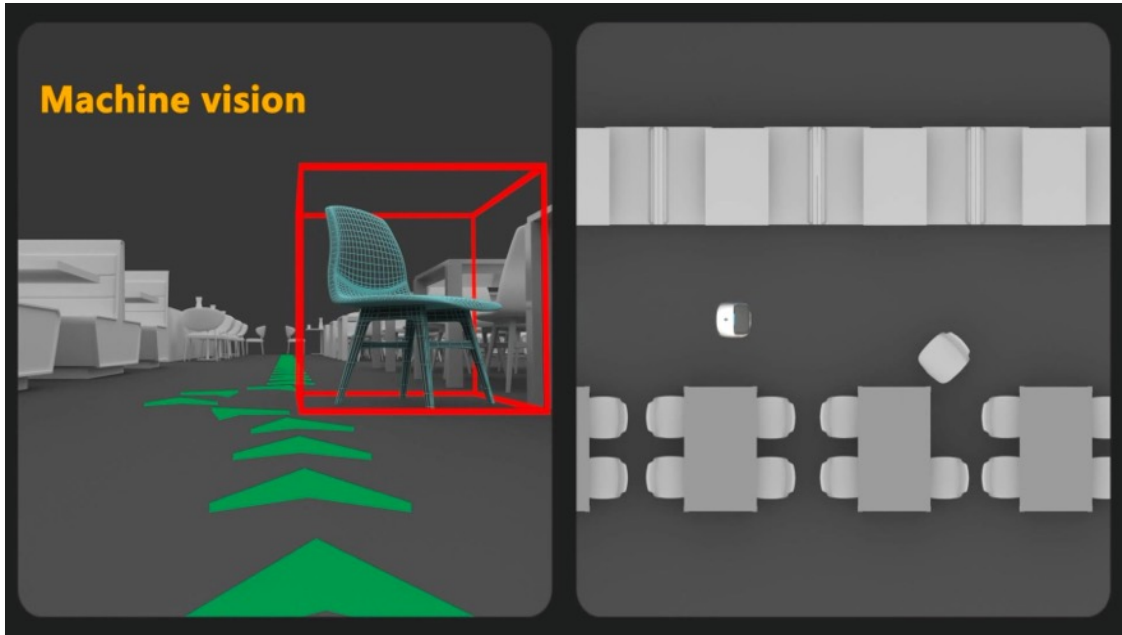
RICHTeCH
— ROBOTICS —

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

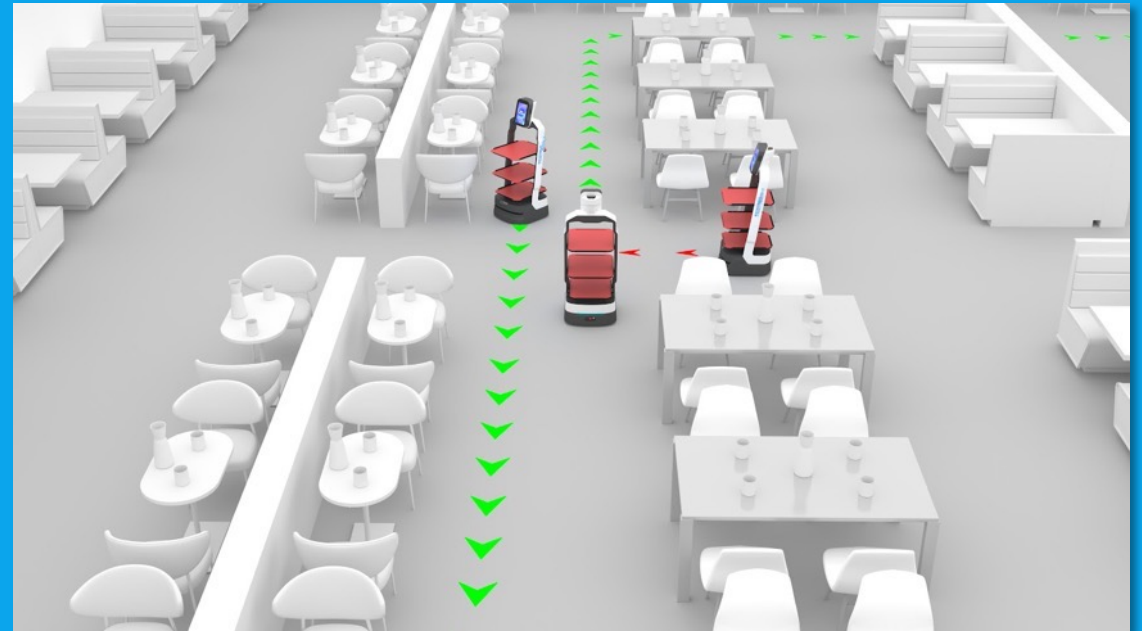


INTELLIGENT NAVIGATION AND SCHEDULING



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.

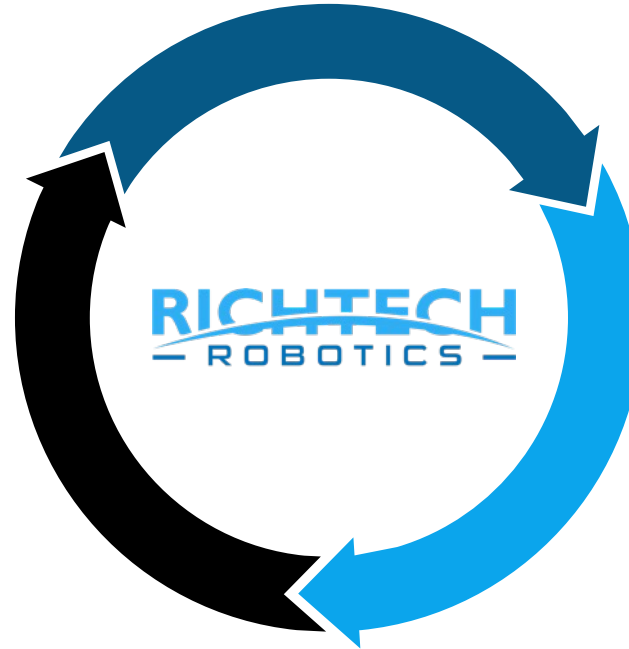
Intellectual Property

Application Number	Title	Country	Filing Date	Status
17549815	Tray stabilizer system for food delivery robots	U.S.	December 13, 2021	Pending
29790385	Service robot	U.S.	November 24, 2021	Pending
29790387	Cleaning robot	U.S.	November 24, 2021	Pending
17817639	Autonomous cleaning robot system and method	U.S.	August 4, 2022	Pending
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

BUSINESS OPERATION MODEL

RaaS Model

- Robot-as-a-Service (RaaS) offering for clients
- Delivery Robots: High volume environments such as hospitals and restaurants
- DUST-E: Perform routine commercial cleaning



Cooperative Operation

- Strategic partnerships with coffee shop chains and renowned restaurants
- Co-branded operations for mutual growth and shared resources
- Targeting over 1,000 nationwide locations within the next five years

Independent Operation

- Introducing Cloutea, the world's first robotic Boba tea shop
- Expanding Cloutea under a franchising development model
- Goal to open 100 Cloutea shops per year



THE WORLD'S FIRST TOTAL AUTOMATION PROVIDER IN FOODTECH



DUST-E



MATRADEE



ADAM



ARM

KITCHEN

MISO ROBOTICS

creator.



PAZZI
Le Robot-Pâtisseries

CHOWBOTICS®
by DOORDASH

FLOOR CLEANERS

SoftBank
Robotics

brain
corp

KÄRCHER

A&K ROBOTICS

Avidbots™

BARISTA + BARTENDER

CROWN COFFEE

MAKR
SHAKR

ROZUM
ROBOTICS

CAFEX

SERVICE BUSSING

BEAR
ROBOTICS
Smart Hospitality

Smile Robotics

擎朗
KEENON

pudu

PRODUCT MATRIX BUILT ON CLIENT VALUES

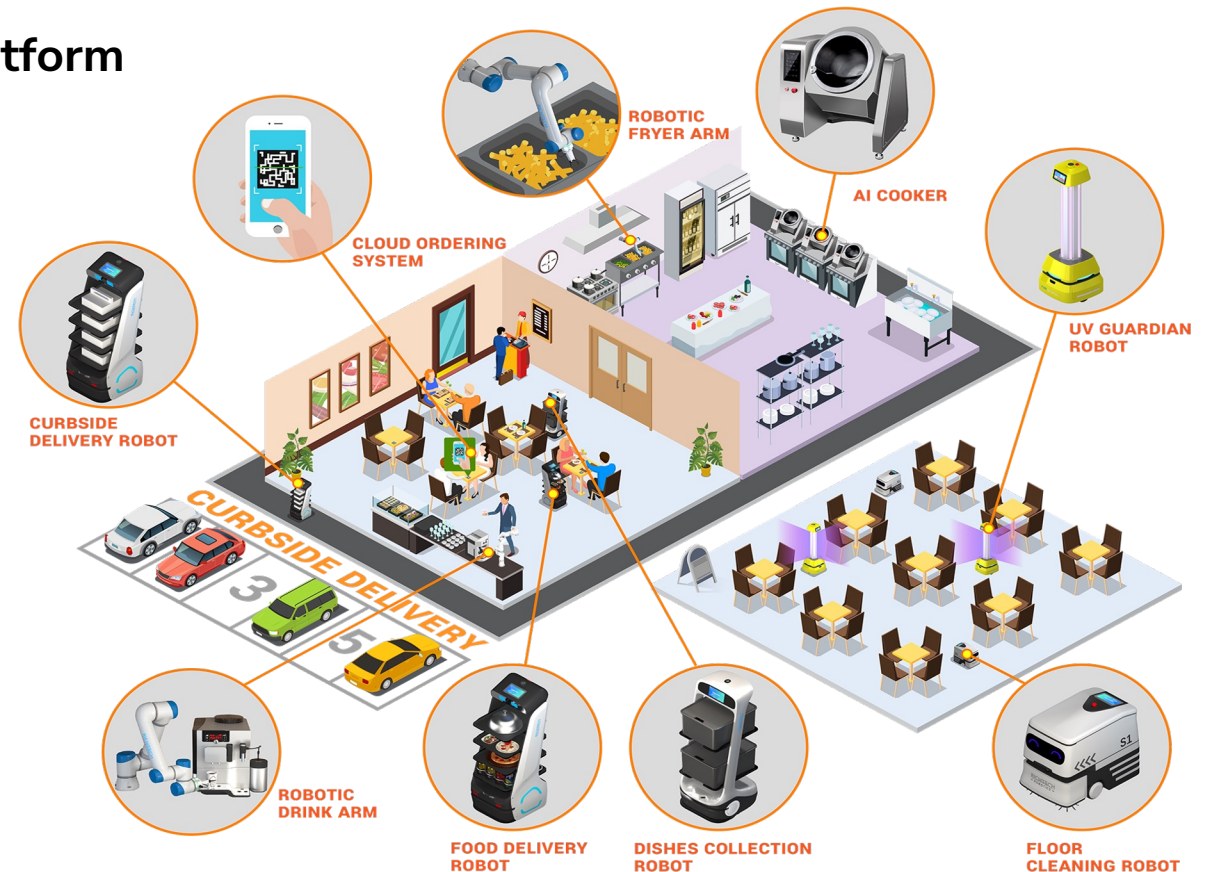
Our goal is to utilize robots for up to 80% of jobs in the service industry. Robots will take on the repetitive and mundane tasks and allow operators in the service industry to focus on what really matters, the customer experience.

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

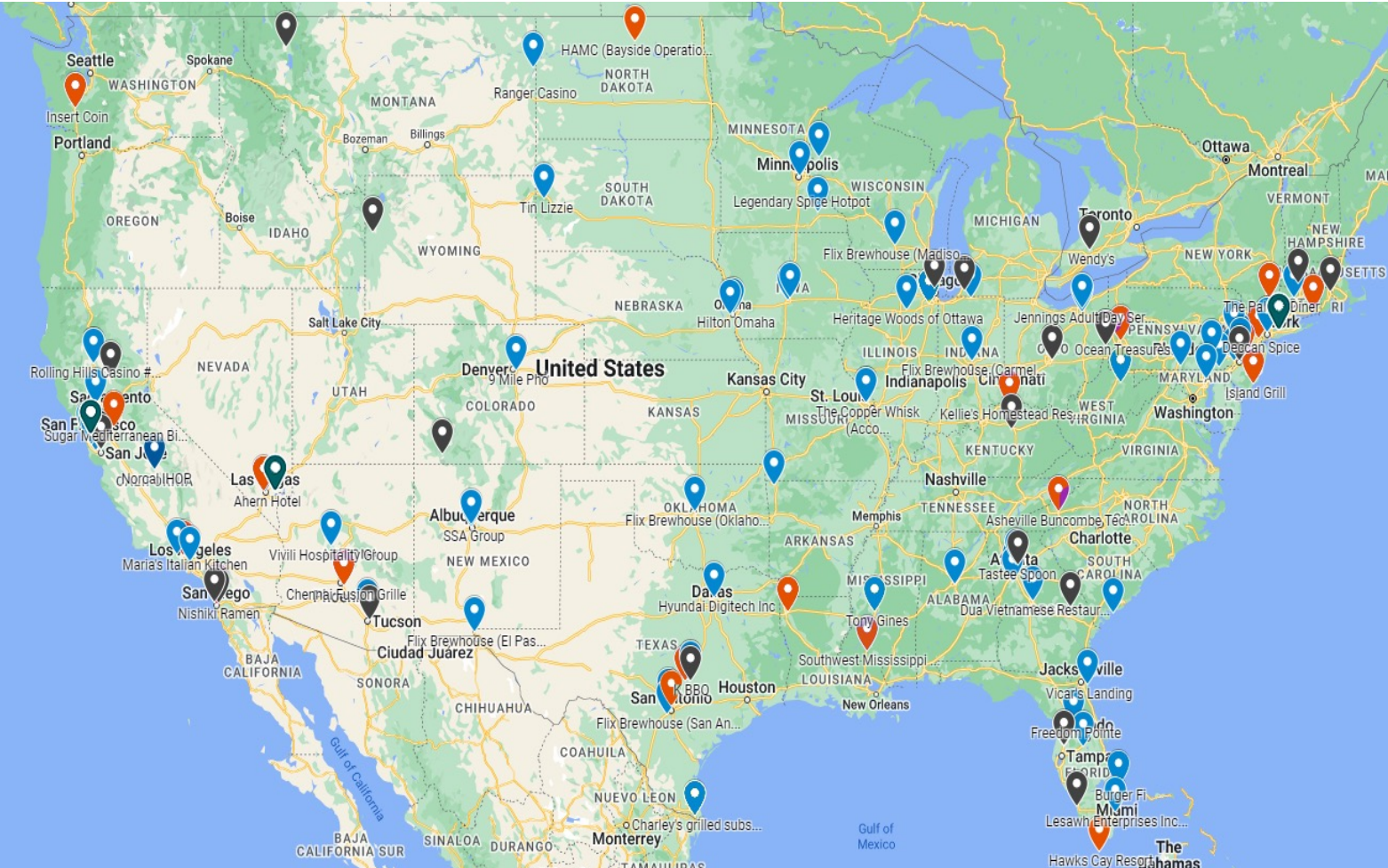
- Dual-arm collaborative robots
- Delivery robots
- Cleaning robots
- Service network

Client Values

- Less labor dependent
- Simpler Operations
- Higher Profit Margins







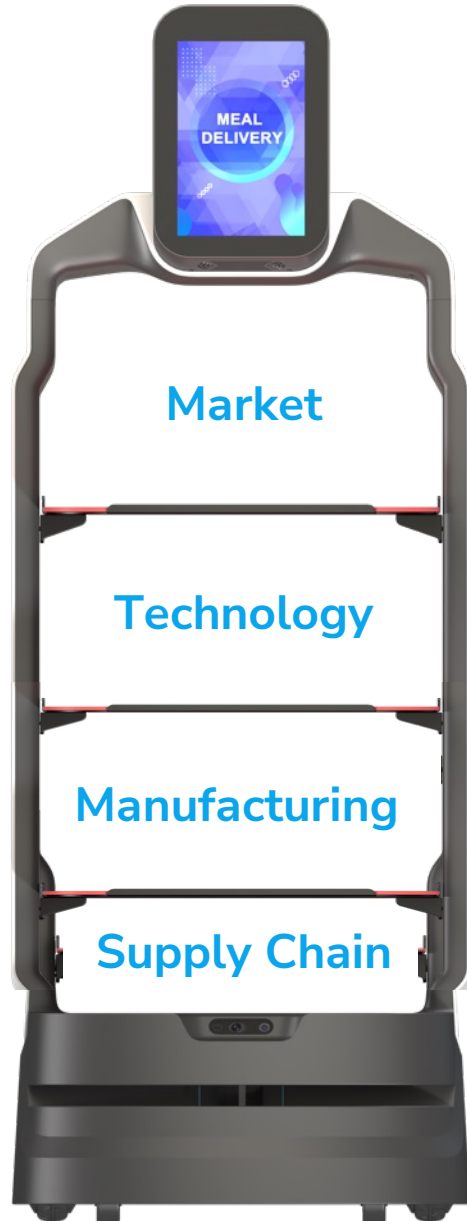
EXISTING CLIENT COVERAGE



As of June 2022, Richtech's service robots have been installed for more than 100 customer stores in 80 cities across the United States.

By the end of 2025, it is expected to cover more than 200 cities in 50 states and 1,000 storefronts.

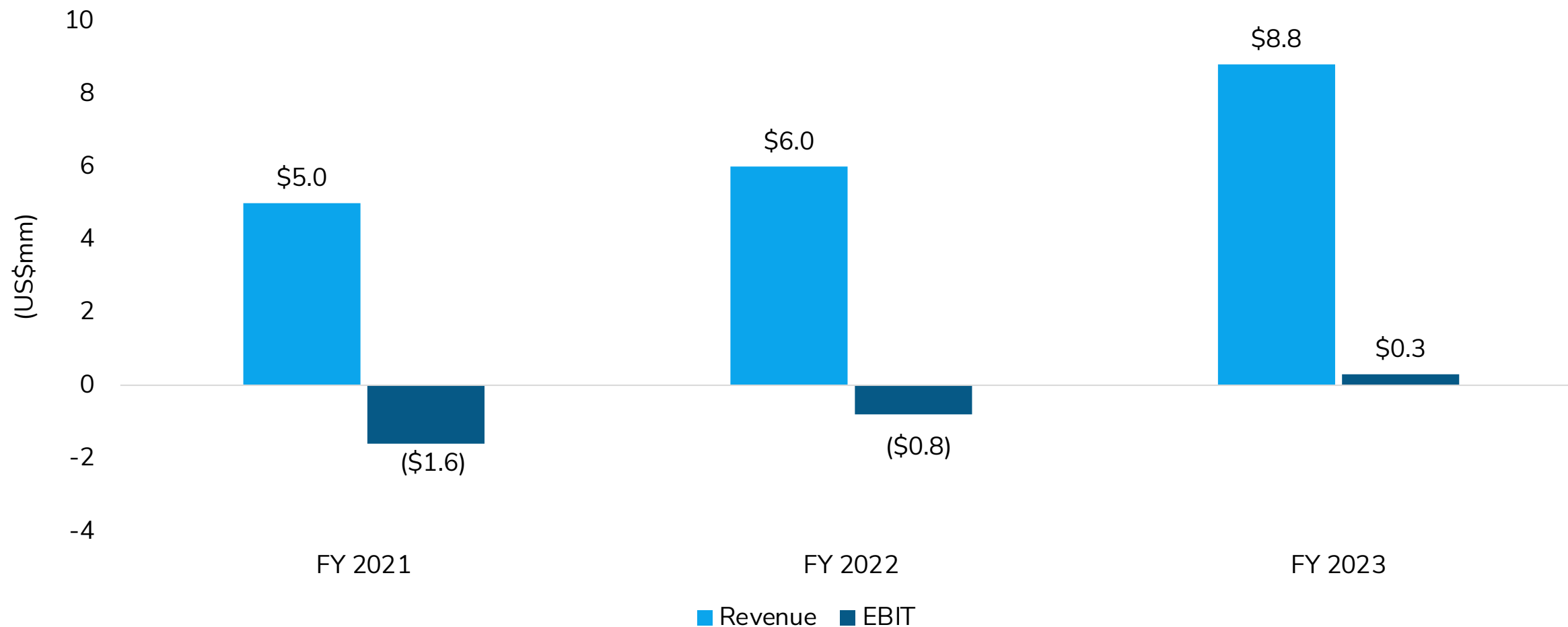
-  Delivery & Service Robot
-  Cleaning Robot
-  ADAM
-  In Process



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

FINANCIALS

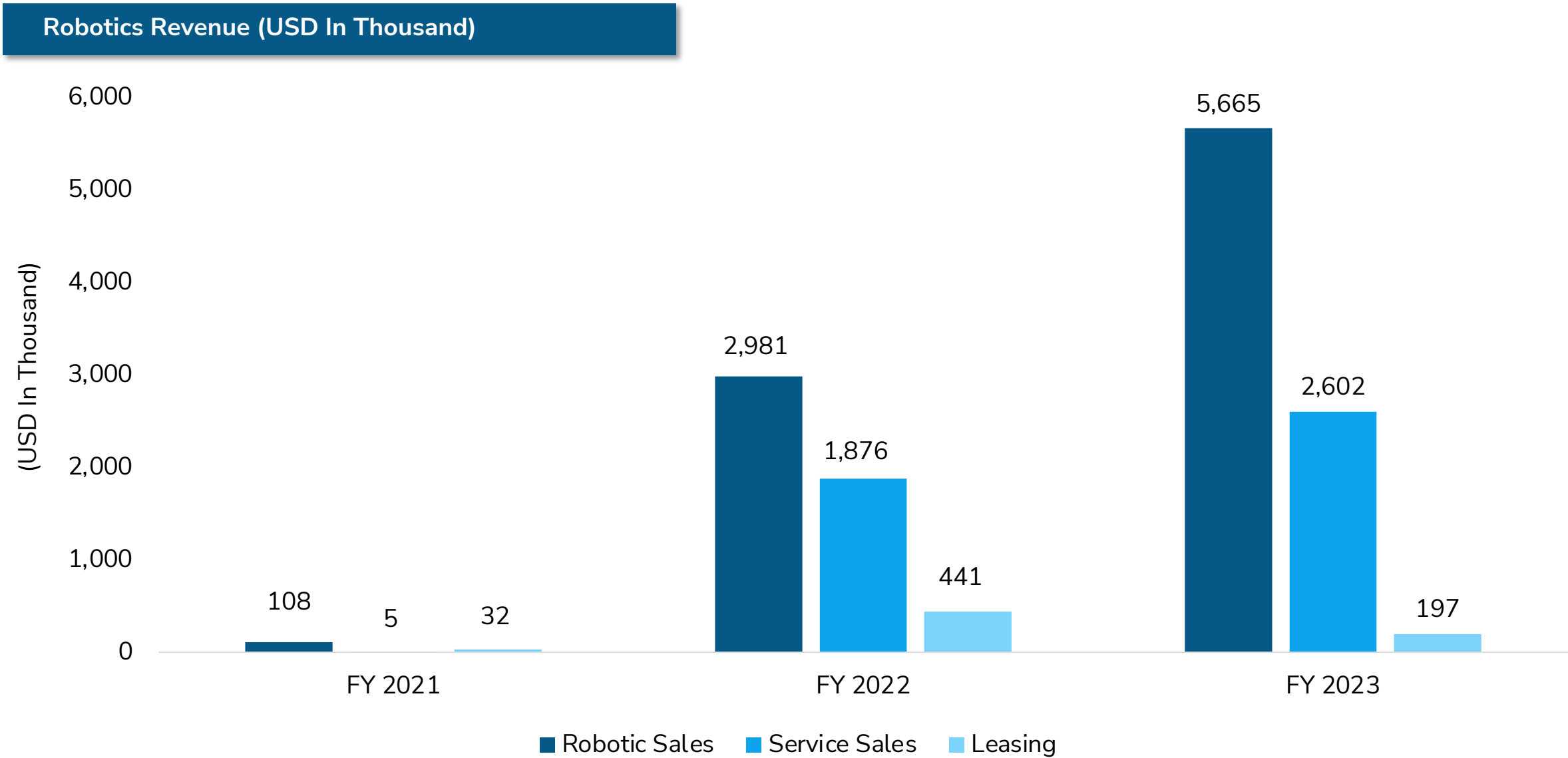
Fiscal Year Revenue (USD In Million)



NOTE:

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

REVENUE BREAKDOWN



USE OF CAPITAL

(USD In Million)

Application		Funding Amount
R&D	Approximately 35% of the proceeds will be allocated to research and development, with a particular focus on developing and optimizing robots for various vertical applications. This includes gaining a deep understanding of the workflows and processes of different industries in order to improve and upgrade traditional methods through the integration of robotics. Our efforts will also include the development of cloud platforms, the integration and advancement of artificial intelligence, and the exploration of more efficient ways to scale up production	\$3.5m
Supply Chain, Inventory and deployment	Approximately 25% of the proceeds will be used to invest in inventory in order to accelerate product delivery	\$3.5m
Marketing and Promotion	Approximately 25% of the proceeds will be dedicated to marketing and promotion, including promoting our robot products in the domestic U.S. market, as well as the franchise plan for our robot bubble tea shops. We also plan to expand into the European and Southeast Asian markets	\$1m
Working Capital	Approximately 15% of the proceeds will be used to supplement working capital	\$2m
Total Financing		\$10m

POST-IPO CAPITALIZATION

Security	Outstanding As of IPO
Class A	44,353,846
Class B	18,065,563
Class B Warrants	107,128



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.



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.



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.



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.



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.



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. 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.

INVESTMENT SUMMARY

- World's FIRST AI driven, total robotic solutions provider in food tech
- Model generates long term recurring revenue and fuels rapid growth
- AI-powered robotic solutions include:
 - Opening branded food and beverage establishments
 - Selling and/or leasing service robots
- Estimated 1000+ locations within 5 years
- Disruptive Internet of Robotic Things (IoRT) and AI enable seamless global robot management and deployment
- Highly diversified \$230 billion addressable market





RICHTECH

— ROBOTICS —

Investor & Media Relations:

CORE IR
Matt Blazei
mattb@coreir.com

NASDAQ: RR

Media Inquiries

CORE IR
Jules Abraham
julesa@coreir.com

APPENDIX

HAVE YOU HEARD ABOUT US?

