



# Investor Presentation

2026



Autonomous robotics at scale.



## LEGAL

### **Forward-Looking Statements & Disclaimers**

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements are not historical facts or guarantees of future performance. Forward-looking statements include statements regarding the Company's future revenue generation, business and investment strategy, timing of robot manufacturing and deployment, ability to expand to additional markets, capabilities of the Company's robots, outcomes of planned and completed acquisitions, partnerships with multiple delivery platforms, and timing and ability to scale to commercial production.

Actual results may differ materially from what is expressed or forecast. These statements are subject to risks and uncertainties described in our SEC filings, including our Annual Report on Form 10-K for the year ended December 31, 2025. The Company disclaims any obligation to update forward-looking statements except as required by law.

Market data in this presentation is obtained from third-party sources. Although we believe these sources are reliable, we have not independently verified the information. Third-party trademarks are the property of their respective owners.



Every day, millions of small packages travel short distances in oversized vehicles.

We built the robots that make that obsolete.

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Serve is a leading autonomous robotics company operating a scaled, commercial, Level-4 fleet across 20 U.S. cities.

# Serve Robotics is an industry leader in Physical AI

## Category creator

The largest autonomous robot fleets operating commercially in the U.S.

## Triple Digit% Rev Growth

Outlook for 2026 revenue:  
~**\$26M** (vs \$2.7M in FY2025)

## Multi platform

Integration with Uber Eats and DoorDash - covering 80% of the U.S. food delivery market

## Diversified Revenue

- Last-mile delivery
- Branding & Advertising
- Software Platform
- Data

## Serve Flywheel

More Data → Better Models  
→ Better Robots → Stronger Revenue → More Robots → More Data

## Funded to scale

Strong balance sheet with flexibility to invest opportunistically

THE OPPORTUNITY

The last mile  
is broken.

Robots fix it.

Short trips. Small packages. Massive inefficiency. The median U.S. food delivery is 2.5 miles –yet it travels in a 2-ton car

\$450B

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Robotic & drone delivery  
opportunity by 2030

~2.5 mi

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Median food delivery  
distance in the U.S.

\$8–10

Current per-delivery cost  
with human couriers

## TRACTION

We don't just build robots.  
We build delivery networks.

2,000 + 100

Serve Robots Deployed

Moxi Robots Deployed

99.8%

Completion rate  
Industry-leading reliability

20

U.S. cities  
110+ neighborhoods

Largest autonomous sidewalk fleet in the  
United States. Fleet grew 20x in one year.

1.8M+

Sidewalk + Hospital deliveries  
to date

~40%+

Avg QoQ growth  
Compounding since 2022

4,500+

Restaurant partners  
National & local brands

## ECOSYSTEM

# Embedded in the leading platforms in U.S. food delivery

We don't compete with delivery platforms. We power them. Our robots are integrated into the two largest U.S. delivery apps — creating built-in demand from day one in every new market.

 Commercial partner integrated since inception.	 Multi-year strategic partnership. National U.S. rollout underway.
	

## Serve's delivery volume



Ecosystem

# World class hardware partners

A commercially scalable ecosystem backed by tier 1 partners across hardware, compute, and sensing.



Leading provider of high-resolution digital lidar sensors.



Tier 1 automotive contract manufacturer. Gen3 production at scale.



Jetson Orin compute platform. Powers Gen3 autonomy stack.

## ECONOMICS

# Compelling value proposition for merchants, consumers, and delivery platforms

( Today )



\$8-10

per delivery status quo

Rising labor costs and regulations.  
Insurance overhead. High turnover.  
Limited operating hours.



( WITH SERVE )



<\$1

expected delivery cost at scale

No driver wages. 14-hour operation. 65%  
lower hardware cost with Gen3. High  
utilization through platform integration.

## THE SERVE ROBOT

# Third generation. Purpose-built for the sidewalk.

( Gen2 )



**Top Speed**

7 mph

**Weather**

32–104°F / Light rain

**Range**

23 mi (10 hrs)

**Cargo**

13 gal / 4× 14" pizzas

**Unit Cost**

Baseline

( Gen3 )



11 mph

-4–113°F / Heavy rain

48 mi (14 hrs)

15 gal / 4× 16" pizzas

65% reduction

Full-stack AV sensors

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Level 4 autonomy

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All-day battery

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Redundant connectivity

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NVIDIA Jetson Orin

## MANUFACTURING

# 100 → 2,000 Serve robots in twelve months

Automotive-grade production with Magna International. Industrialized supply chain.

Proven ability to execute against aggressive deployment targets.

OCT 2024

First Gen3 robots roll off Magna assembly line

H1 2025

Fleet quadrupled. Miami, Dallas, Atlanta launched.

DEC 2025

Fleet quadrupled again. 2,000th robot deployed. Largest sidewalk fleet in the U.S.

2026

Optimize utilization. Expand geographies. Invest to grow Serve + Moxi fleet.

NATIONAL NETWORK

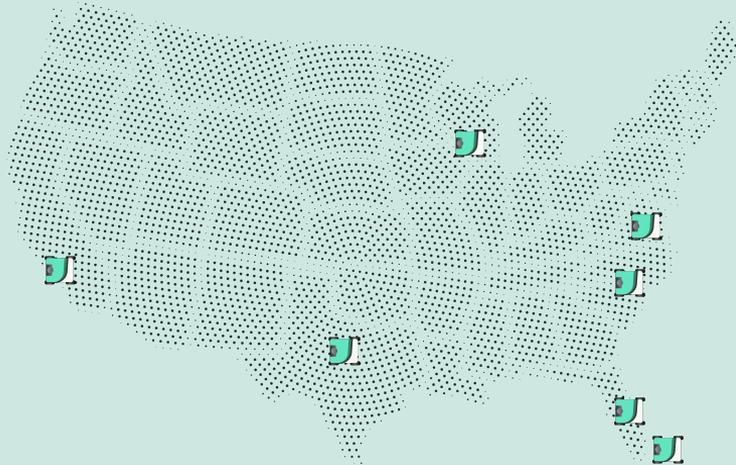
# City by city. Neighborhood by neighborhood.

## Our playbook:

Launch in high-density neighborhood, prove unit economics, then expand outward. Platform demand pulls us into each new market.

## Live:

- Los Angeles
- Miami
- Dallas
- Atlanta
- Chicago
- Ft. Lauderdale
- Alexandria



## 2026 GROWTH DRIVERS

### New metros

Selected by density, order volume, and regulatory readiness

### Deeper penetration

More neighborhoods within existing markets

### Platform pull

Uber Eats & DoorDash demand drives expansion priority

### Fleet Expansion

Capital efficient investment to scale the robot fleet

EXPANSION

# Across the globe.

**2026:**

- New York
- San Jose
- Vancouver
- Sydney

**2027+:**

- Seattle
- Philadelphia
- Boston
- Melbourne
- Perth
- Adelaide
- Tokyo
- Toronto
- Manchester
- London
- Osaka
- Taipei
- Madrid



*Cities listed represent potential expansion markets and constitute forward looking statements subject to change based on business, regulatory, and operational considerations.*

## FINANCIAL PATH

# From proof of concept to revenue inflection

**2,000-robot fleet** creates the foundation for **utilization, monetization, and platform expansion**

FY 2024

\$ 1.8M

Early fleet.  
R&D phase.

FY 2025

\$ 2.7M

Guided >\$2.5M.  
Fleet → 2,000.

FY 2026 Guidance

\$ 26.0M

~10x growth.  
Utilization ramp.

**AT SCALE**

Physical AI Platform

Multi domain robots

Shared autonomy stack

Continuous model improvement with  
real world data

BEYOND DELIVERY

# One platform. Many robots. Many markets.



## Diligent Robotics Acquisition

Our autonomy platform now operates indoors. Moxi robots serve **25+ hospitals**, completing **over 1 million tasks** across nearly **100 units** – generating over **\$200K annual revenue** per facility. Every robot learns from every robot.



## Advertising

Accelerating advertising pipeline:  
Branding **revenue up 50%** YoY in Q4



## Software Licensing

Magna licensed Serve's technology.  
Proprietary urban navigation data.



## Services Platform

Infrastructure for non-competing  
robots in public environments.

## TEAM

Built by people who've shipped robots, platforms, and products



**Ali Kashani**

Co-founder, CEO

VP at Postmates. Ph.D.  
Robotics (UBC). 15 patents.



**Touraj Parang**

President & COO

VP Corp Dev at GoDaddy.  
Yale Law & Stanford.



**Brian Read**

Chief Financial Officer

Controller, Apptroik. Public finance  
at REE & Coherent. CPA.



**Anthony Armenta**

Chief Software & Data Officer

CTO at BrightDrop (GM), VP at  
Postmates (acq. Uber), Anki, Dell, Wyse  
(acq. Dell), BS in CS & Math (UC Davis)



**MJ Burk Chun**

Co-founder &  
VP Product + Design

Director, Postmates. 17+ yrs  
in robotics & marketplaces.



**Dmitry Demeshchuk**

Co-founder &  
VP of Software

Staff engineer & founding  
engineer at Postmates X.



**Rajesh Radhakrishnan**

VP of Autonomy

Director at Ghost Autonomy; Head of ML  
at John Deere. Founding engineer at Blue  
River (acq. John Deere) MS in Computer  
Science (UT Arlington)



**Euan Abraham**

Chief Hardware &  
Manufacturing Officer

SVP Hardware at Latch. VP Hardware  
at GoPro. Lead engineer at Apple.  
BS in Engineering (U of Sheffield)

# A category defining 2025



- Largest scaled commercial sidewalk fleet in the U.S.
- 20X robot fleet size to 2,000 deployed robots
- Cover 80% of U.S. food delivery demand with UberEats and DoorDash
- Scaled to 20 cities and 6 metro areas from LA to D.C. corridor
- Maintained 99.8% delivery completion rate and exemplary safety record
- Expansion to 4500+ merchants and coverage for 3.75M consumers
- Business expansion into healthcare, software, and data monetization

# Financial Highlights

( Results )

400%

YOY growth  
in Q4 2025 of \$0.9 million

\$2.7M

FY2025 revenue  
exceeds guidance

\$260M

cash & marketable securities  
to end FY2025

( Outlook )

\$26M

2026 guidance

\$25M

2026 capex

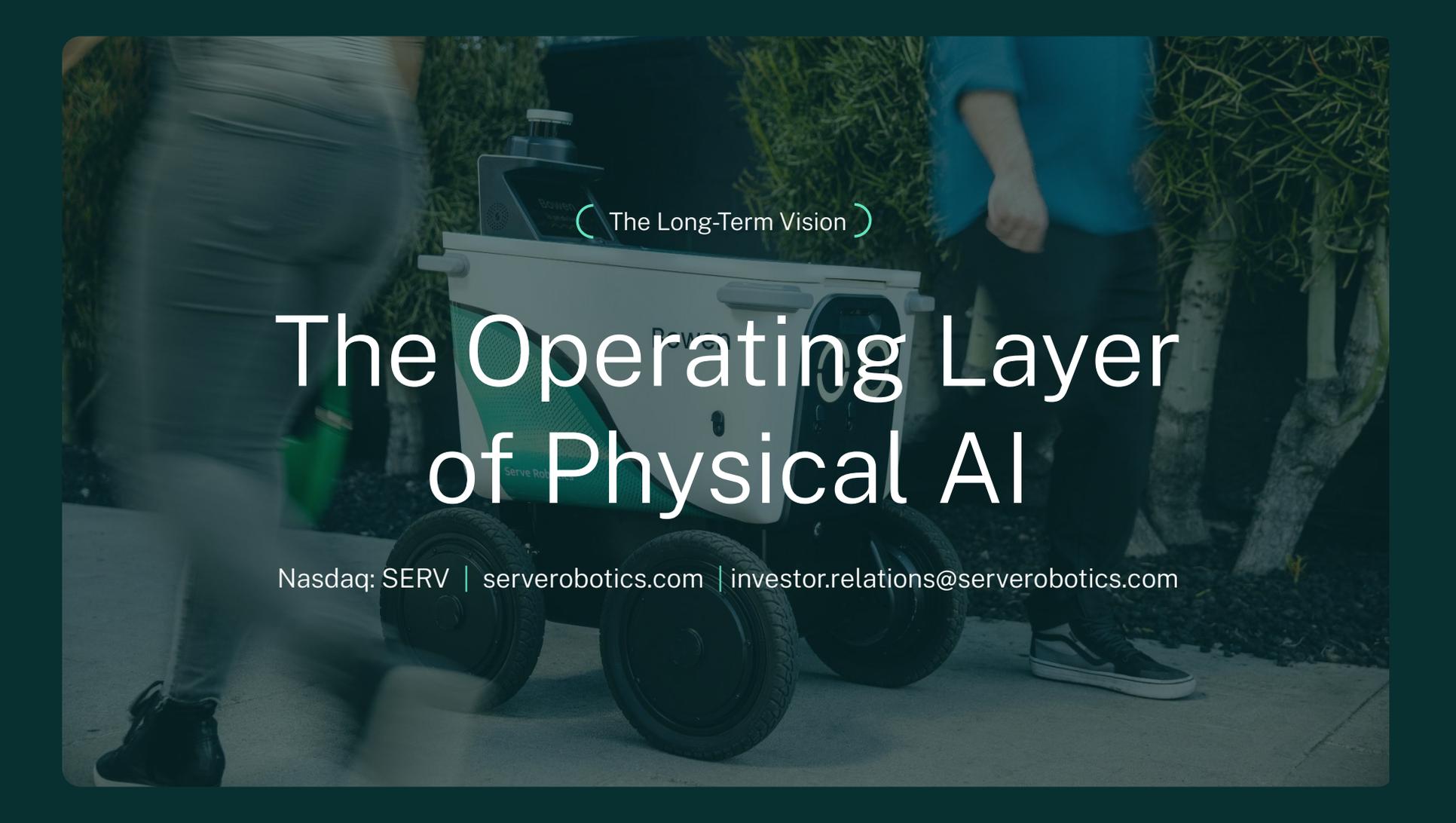
\$160-\$170M

Non-GAAP  
operating expense

*reflecting continued investment in autonomy development, fleet scale, and platform capabilities across both delivery and healthcare robotics.*



Business expansion into healthcare,  
software, and data monetization



( The Long-Term Vision )

# The Operating Layer of Physical AI

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## Appendix

### Reconciliation of GAAP Operating Expenses to Non-GAAP Operating Expenses

<b>Projected 2026 Operating Expenses</b> <i>(USD\$ millions)</i>		
<b>GAAP Operating Expenses</b>	<b>\$</b>	<b>190 – 205</b>
Stock Based Compensation		<b>30 – 35</b>
<b>Non-GAAP Operating Expenses</b>	<b>\$</b>	<b>160 – 170</b>