



presto

ICR Conference 2023

Disclaimer

Forward-Looking Statements

Certain statements in this Presentation may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, statements about future events or Presto Automation Inc. ("Company") future financial or operating performance. For example, estimates and projections of annual run-rate ("ARR") and other metrics are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "expect", "intend", "will", "estimate", "anticipate", "believe", "predict", "potential" or "continue", or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward looking statements.

These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by the Company and its management, are inherently uncertain. Uncertainties and risks that could cause results to differ from the forward-looking statements in this presentation include, but are not limited to: the occurrence of any event, change or other circumstances involving the Company; the outcome of any legal proceedings that may be instituted against the Company; changes to the Company that may be required or appropriate as a result of applicable laws or regulations; the ability to meet stock exchange listing standards; the ability of the Company to grow and manage growth profitably, maintain relationships with customers and retain its management and key employees; the Company's estimates of expenses and profitability; the Company's ability to attract new customers; acceptance by customers of the Company's existing or future products; a limited operating history with new products; the ability to provide satisfactory technical and maintenance support to customers; the ability to maintain high levels of customer service; increases in customers' operating costs; intense competition in the restaurant technology space, including with competitors who have significantly more resources; the Company's ability to grow and scale the Company's business through new relationships with restaurants and customers; the Company's ability to make continued investments in its AI-powered technology platform; the need to attract, train and retain highly-skilled technical workforce; the impact of the COVID-19 pandemic or other public health emergencies; reliance on a limited number of customers for a significant portion of the Company's revenue; the ability to protect personal information of customers and consumers; the Company's ability to comply with privacy laws; potential cyber events; interruptions or performance problems with the Company's technology and infrastructure; customers' willingness to use the internet for commerce and their access to the internet; potential defects, errors or vulnerabilities in the Company's applications, systems and hardware and those of third-party service providers; unfavorable conditions in the restaurant industry generally; possible design and manufacturing defects in the Company's products; the continued right to use, or any failures of, third-party hardware, software or services; disruptions or interference with the Company's use of cloud infrastructure; the success of strategic relationships with third parties; the ability to maintain commercial relationships with third-party developers; the availability of software licensed from third-parties; the Company's ability to enforce, protect and maintain intellectual property rights; and other risks and uncertainties set forth in the section entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the Company's Form 8-K filed with the Securities and Exchange Commission (the "SEC") on September 27, 2022 and in subsequent filings with the SEC.

Nothing in this Presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they were made. The Company does not undertake any duty to update these forward-looking statements except as required by applicable law.



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Enterprise-Grade **AI** Leader for Restaurant Drive-Thrus

A Year In Review

2022

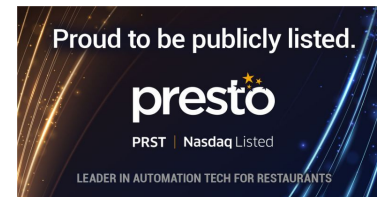
First Rollout Ever of Drive-Thru Voice AI



Major Progress in AI Technology



Public Company Listed on NASDAQ

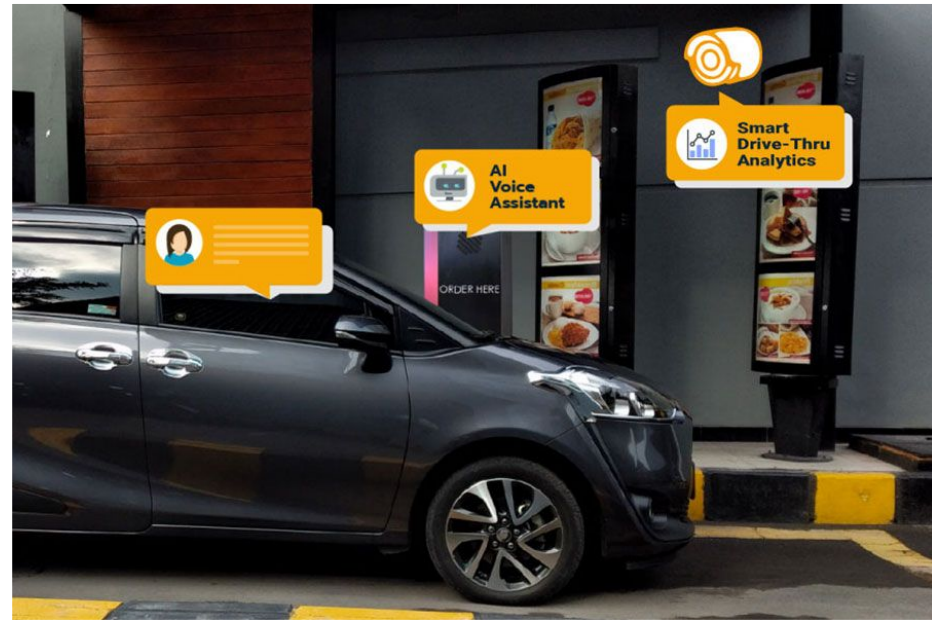


2023

Another Major Announcement



Why Do Restaurant Brands Love Presto Voice?



24/7 Availability



Accurate Order Taking



Easy Onboarding



Consistent Upselling



Faster Service



Automated Menu Ingestion

Presto Voice ROI for Restaurant Operators



Based on data Presto collected from Checkers drive-thrus from 10/17/2022 to 11/17/2022.

Large Market in QSR Drive-Thru Automation



Presto is the leading provider of drive-thru AI solutions in the QSR industry



Champions in Accuracy

- Non-intervention rates consistently at >95%
- Uptime at 99.9%



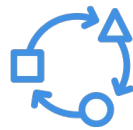
Tested & Proven At Scale

- 277,000 systems deployed since 2008
- Implemented technology in over 3,000 stores



Big Chains Trust Us

- 14+ years in the restaurant industry
- Went public in September 2022
- 3 out of every 4 AI-powered drive-thrus are Presto



Continuous Innovation

- Custom Voices allow for maximum brand marketability
- Integrate with industry incumbents that restaurants use
- Computer Vision boosts Voice AI

Presto Voice at Checkers



National Rollout in 2022

- Largest rollout of drive-thru voice AI in hospitality
- Checkers has 900 stores in the U.S.
- 80% QSR sales are through the drive-thru
- Initial install & trial across multiple Checkers locations began in August 2021
- Awarded Checkers 2022 Innovative Supplier of the Year

“We are excited about pioneering this new era in partnership with Presto, a leader in restaurant technology.”

*Frances Allen
President & CEO, Checkers*

95%+

Automated Order
Completion

>3.8x

More Up-sell
Attempts

1 FTE

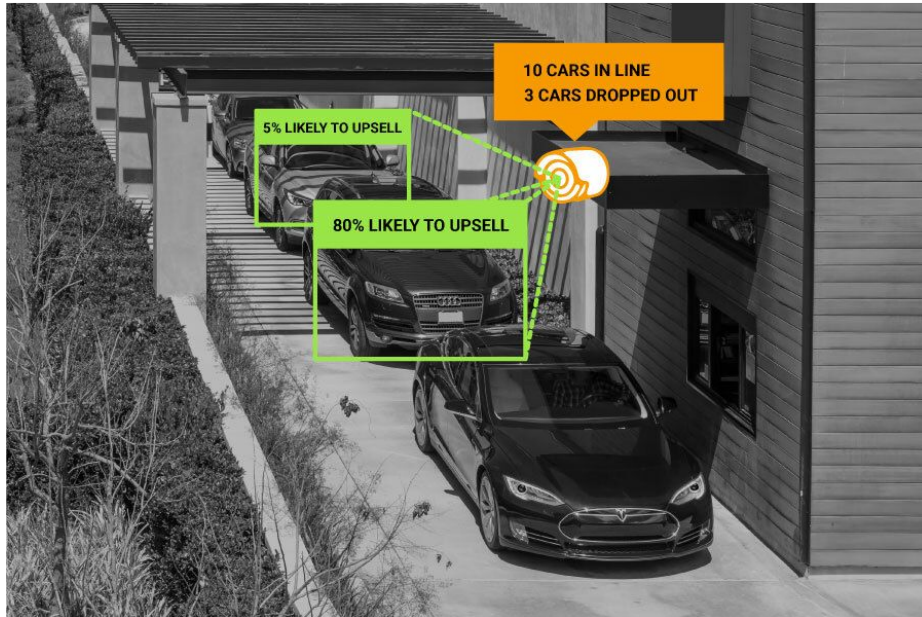
Labor Cost
Savings

Presto's AI Expertise is Best in the Restaurant Industry



- 1 Top machine learning (ML), large language model (LLM) & natural language processing (NLP) engineers with expertise from Google, Microsoft & self-driving car companies
- 2 Key technology acquisition to bolster capabilities & drive further innovation
- 3 AI capabilities among others allow us to process 95% of orders without staff intervention. Plus we have best-in-class industry specific technology

Computer Vision Is A Key Drive-Thru AI Capability

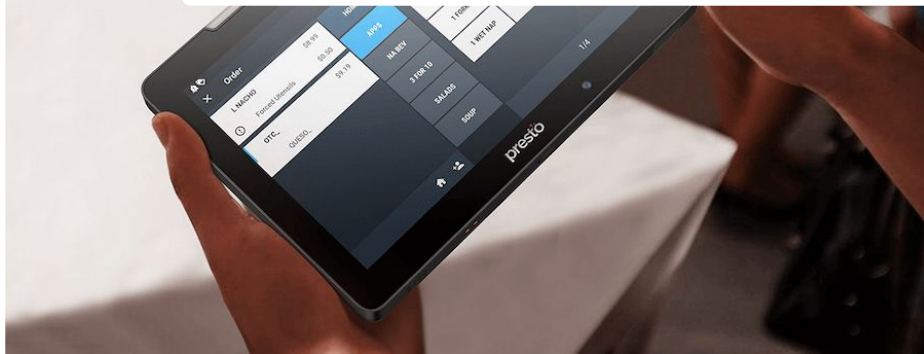


Smart Analytics

- AI-powered computer vision
- Lower drive-thru wait times
- Higher order accuracy
- Increase demand forecasting
- Guest personalization
- Improved dine-in guest service

We estimate that over 90% of key drive-thru metrics are permanently lost today - a huge missed opportunity

Deep Industry Experience In Labor Productivity



Greater Labor Productivity

- Payment, ordering, survey tablet for guests and staff; BYOD option
- Eliminates 65% of POS trips
- Larger check size, more tables per server & more tips
- Wide range of payment options; PCI DSS compliance

+2.9x
Tables Per
Server

+18%
Higher Check
Size

+20x
Guest Data
Collected

Major New Customer Announcement



“The Presto platform and team have exceeded our expectations and we are excited as we prepare to deploy the solution at additional restaurants across the nation.”

Kevin Pope
Vice President of Operations Innovation, Del Taco



National Expansion in 2023

- 2nd largest Mexican QSR in the U.S. with ~600 restaurants across 15 states
- Serves more than 3 million guests a week
- Seamless integration with Point of Sale (POS) & Kitchen Display System (KDS)
- Short sales cycle from paid pilot to MSA after comprehensive testing & exceeding performance expectations
- Will drive industry adoption of Voice AI
- Deal for Presto potentially worth \$10M+ ARR

The word "presto" is written in a white, lowercase, sans-serif font. Above the letter 'o', there are several small, yellow, five-pointed stars of varying sizes, some appearing to trail off to the right, suggesting motion or a magical effect.

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Testimonial