



Retail, Reimagined.

Investor Presentation / Q3 2025

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Pre-Orders

Pre-orders for VenHub Smart Stores are non-binding expressions of interest and are intended solely to help assess market demand. They do not constitute a legally enforceable contract or obligation for either party. VenHub may, at its sole discretion, cancel, delay, or modify any pre-order based on manufacturing timelines, supply chain variables, regulatory considerations, or internal prioritization. Fulfillment of pre-orders remains subject to availability, approval processes, and other commercial conditions.

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VenHub is a **fully autonomous, robotic Smart Store**, open 24/7 and installable in about 7 days that operates without employees, eliminates checkout lines, and leverages cost-effective innovation to deliver a safe, secure, seamless and lightning-fast shopping experience.



[→ Watch Video](#)



Key Investment Highlights



Disruptive AI & Robotics Technology

Industry altering product poised to revolutionize consumer behavior.



Sizeable Total Addressable Market¹

Over **\$2 trillion end-market** across convenience stores, traditional retail, and gas stations, which is global in nature.



Four Stores Opened to Date with Large Pre-Orders for Deliveries Beginning this Year²

\$300M+ (and growing) in potential revenue from customer pre-orders with deliveries beginning this year.



Attractive Financial Model with Upfront Sales & SaaS / Maintenance Revenues

Unit level economics drive immediate **attractive gross profit and EBITDA** margins³. High margin, annual recurring revenues will build over time.



Leadership Expertise

Accomplished management team with strong automation, logistics, supply chain, robotics, and retail experience.

1. Grand View Research, "GVR Report cover Convenience Stores Market Size, Share & Trends Analysis Report By Type (Cigarettes & Tobacco, Foodservice, Packaged Beverages, Center Store, Low Alcoholic Beverages), By Region, And Segment Forecasts, 2022 – 2028", May 2022

2. Company data as of Q2 2025

3. EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization, Capex, Derivative Cost, and Transaction Costs).

VenHub By The Numbers

KEY OPERATING METRICS

1,000+

Customer
Pre-Orders

>\$300M

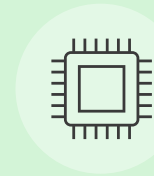
In Potential Revenue
from Customer
Pre-Orders¹

48

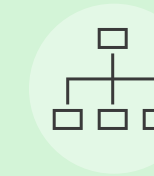
States with
Pre-Orders

18

Filed or In Progress
Patent Applications
(with Plans to File
Additional Patent
Applications)



2023 R&D
Commenced



35 Team
Members



Pasadena, CA
Headquarters

Pasadena, CA / Las Vegas, NV / Bell Gardens, CA
Production Centers

KEY FINANCIAL METRICS

~\$275K

Expected Average Sales
Price Per Store^{1,3}

~\$46K

Expected Average SaaS
& Maintenance Revenue
Per Store³

~53%

Gross Profit Margin²

~32%

Adjusted EBITDA²

CAPEX & OPEX

De Minimis
Requirements

Note: All metrics as of Q2 2025

1. Figures based on company estimates.

2. T+1 Margin (Run rate in 1 year time); Adjusted EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization, Capex, Derivative Cost, and Transaction Costs).

3. Initial Launch Price (as these numbers will change with current economic conditions).

Large Addressable Market With Global Reach

\$112.1B

Losses in 2022 due to retail shrinkage, which includes theft¹

\$44.3B

Projected Global Market Size for Retail Automation by 2029, with a CAGR of 10%²

\$1.6B

Expected global unmanned convenience store market by 2027 with a CAGR of 52%³

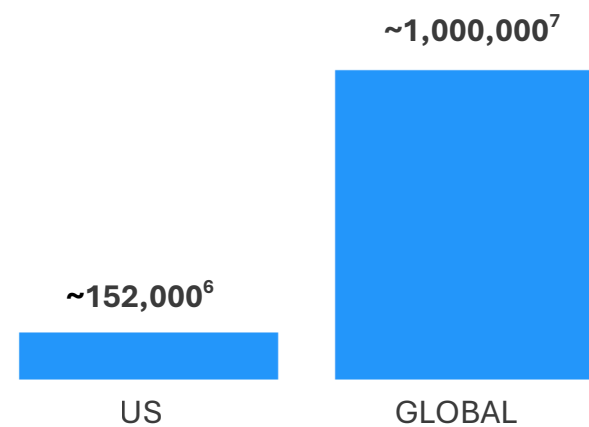
95%

Projected customer interactions powered by AI in 2025⁴

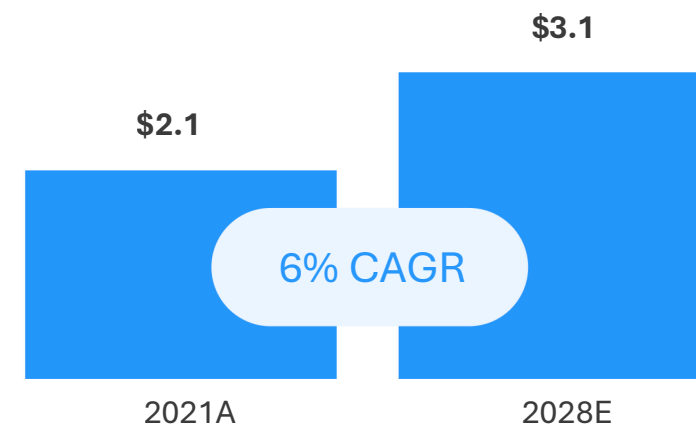
70%

Of routine store tasks planned to be automated by retailers by 2025⁵

Number of Convenience Stores



Global Convenience Store Market (\$T)⁸



Low Penetration in the U.S. and Globally Underscores a Large Opportunity for VenHub

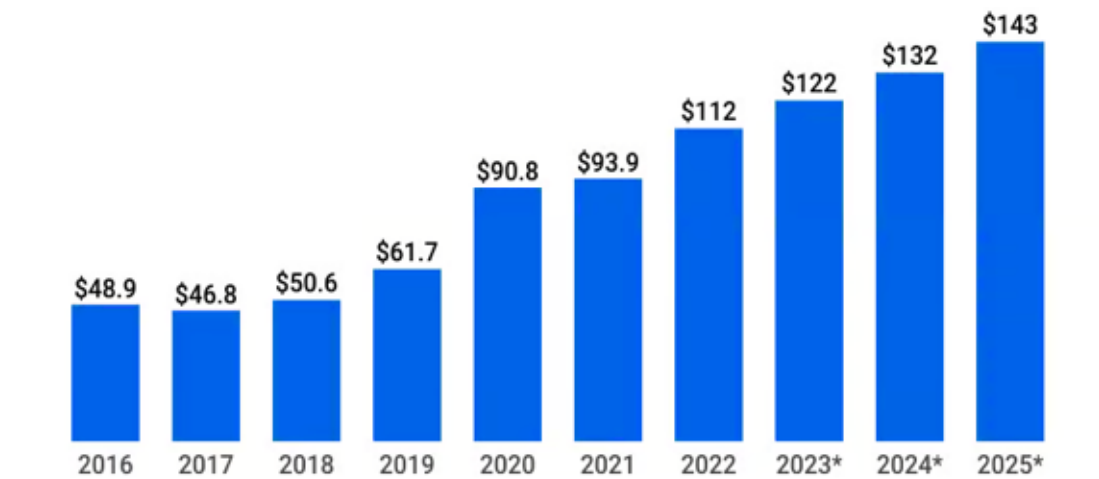
1. National Retail Security Survey 2023
 2. Markets and Markets
 3. Research and Markets
 4. Servion
 5. Verizon News Center, as of March 21, 2023
 6. NACS, as of December 31, 2023
 7. Convenience Store News, as of January 17, 2023
 8. Grand View Research: "Convenience Stores Market Size, Share & Trends Analysis Report By Type (Cigarettes & Tobacco, Foodservice, Packaged Beverages, Center Store, Low Alcoholic Beverages), By Region, And Segment Forecasts, "2022 - 2028"

Why Traditional Retail No Longer Works

Traditional retail struggles with rising operational costs, escalating crime rates, and outdated customer experiences that no longer meet consumer demands. Shoppers now expect safe, frictionless, 24/7 convenience; something traditional retail simply cannot deliver. VenHub's autonomous stores are the clear solution, designed specifically for today's realities.

Future-Ready Retail VenHub Smart Solutions redefine convenience and efficiency, offering a smarter way to shop and manage retail operations.

Retail Sales Revenue Lost to Theft (in Billions)



Source: National Retail Federation

*Projections based on source data



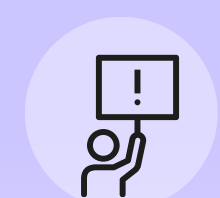
Alarming Retail Crime

Traditional stores are vulnerable, facing record-high theft and safety threats that endanger employees and customers.



High Costs

Rising overhead and staffing costs are making traditional retail models difficult and financially unsustainable for businesses to maintain.



Customer Demand

Today's consumers demand instant, frictionless, 24/7 shopping experiences, something conventional retail cannot reliably deliver.

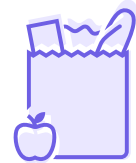
Innovations Redefining Retail

We're constantly pushing the boundaries of what's possible. Here are some groundbreaking innovations we're developing to shape the future of retail.



Real-Time Data Analytics

Provides instant insights on sales, customer behavior, and product performance for faster, smarter decisions.



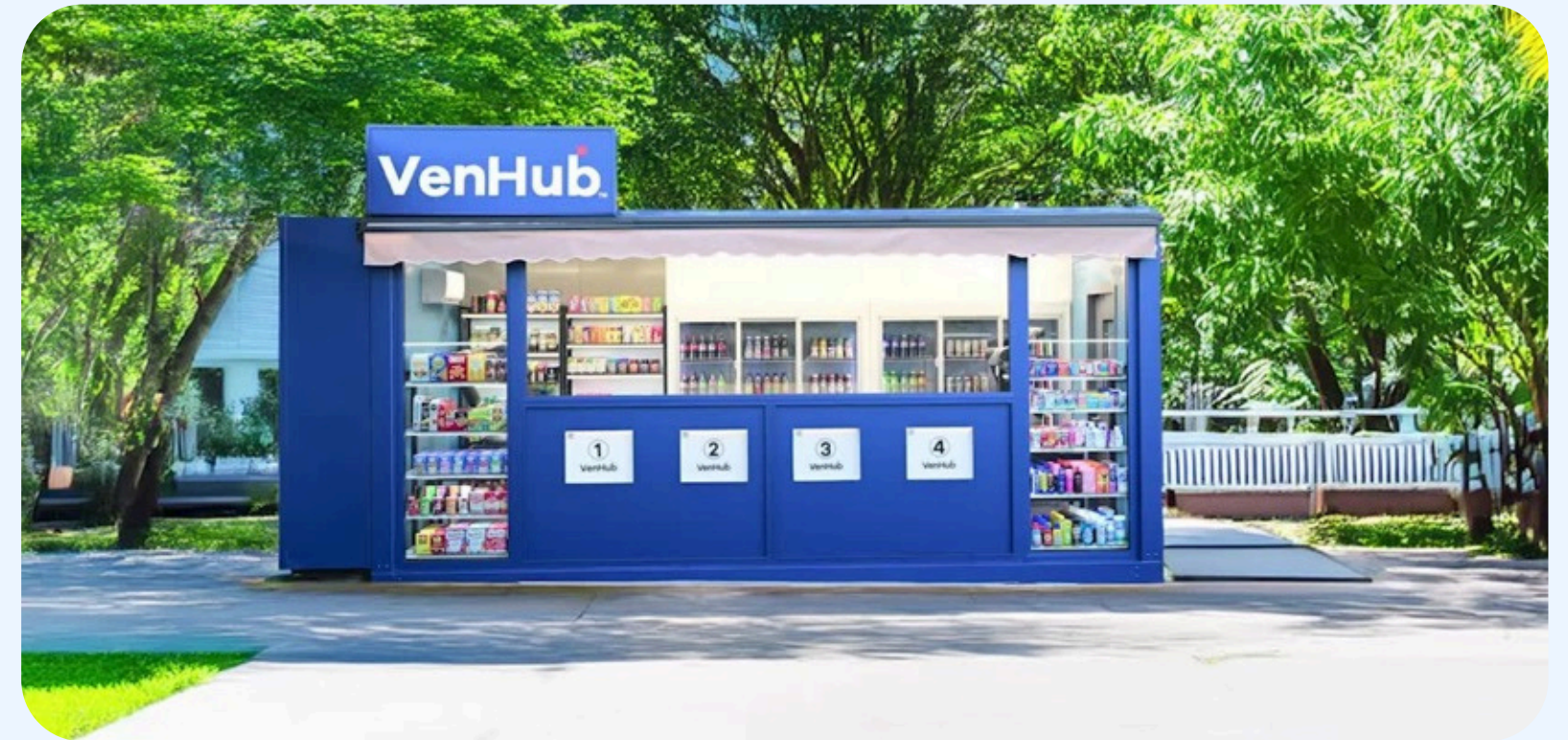
Pick-Up or Delivery (Walk-Up or Drive Thru)

Offers flexible fulfillment options, giving customers speed and convenience in every transaction.



Age & ID Verification

Ensures compliance with regulations on age-restricted items, adding a layer of security and trust.



VenHub's Innovative Offerings

Traditional Retail



- ✗ High Barrier to Entry
- ✗ Limited Store Hours
- ✗ Inefficient Inventory Management
- ✗ Observed Insights
- ✗ High Cashier Labor Costs
- ✗ Safety & Security Concerns

VenHub Solutions



- ✓ Perfect Delivery
- ✓ 24/7 Operation
- ✓ Inventory Optimization
- ✓ Data-Driven Insights
- ✓ No Cashier Costs
- ✓ Enhanced Security

VenHub's Unique Robot Arms Technology

Robotic Arms Manufactured by Leader in Global Robotics Industry

- + Proprietary firmware for controlling motors within 1-2mm of accuracy¹
- + Delivery optimization based on synchronous, caching and hierarchy software design for picking, sorting, and packaging by weight
- + Robotic arms can function independently and in tandem
- + Robotic arms that can serve up to 80 customers per hour¹
- + The robotic arms have undergone 1,500 hours of testing and have a two-year warranty¹
- + Using computer vision technology, robotic arms can identify bottle shaped SKUs with ~99.0% accuracy¹

1. Company data



VenHub Industries & Verticals

24/7 Convenience

Always open, providing quick access to all types of products.

Customizable Inventory

Tailor product offerings to specific local preferences.

Advanced Restocking

AI-driven systems ensure popular items are always in stock.

Compact Locations

Perfect for residential neighborhoods, parks or near venues.

Touch Free Transactions

A fully automated process enhances safety, particularly for customers seeking hygienic and contactless shopping experiences.



PET FOODS



ELECTRONICS



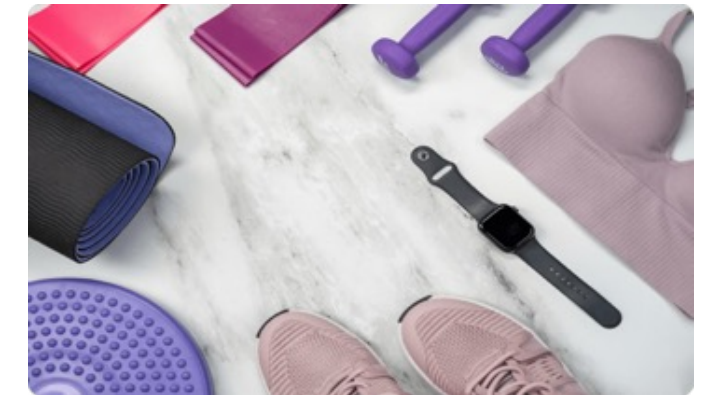
LOGISTICS & SUPPLY CHAIN



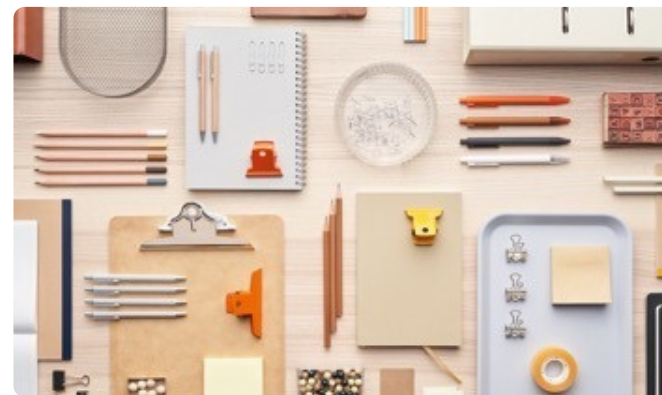
RETAIL & CONVENIENCE



FOOD & BEVERAGE



SPORTS & FITNESS



OFFICE SUPPLIES



AUTOMOTIVE PARTS



PHARMACEUTICALS



HOME GOODS



PERSONAL CARE & COSMETICS



FASHION & APPAREL

Blueprint for Smarter Retail

VenHub isn't just updating retail—it's transforming it into a model built for today's economy and tomorrow's expectations.

By modernizing existing stores, VenHub makes shopping safer, more efficient, and more enjoyable, ensuring that businesses remain successful while meeting the demands of modern consumers.

VenHub is not just the solution to today's retail challenges—it's the blueprint for a better future.



SCHOOLS



HOTELS & RESORTS



SMART CITIES & BUILDINGS



ENTERTAINMENT VENUES



SPORTS VENUES



HEALTHCARE



PHARMACY FULFILLMENT



MALLS & RETAIL



ENTERPRISES & BUSINESS



AIRPORTS & TRANSPORTATION HUBS



GOVERNMENT



SMART LOCKERS

Ideal VenHub Locations



Transit Hubs and Commuter Stations

Train stations, bus terminals, and park-and-ride locations offer constant daily foot traffic, ideal for fast, grab-and-go purchases.



Residential Communities

Smart cities, connected communities, and modern living spaces drive daily demand for 24/7 access to essential goods through seamless, autonomous shopping.



Tourism Destinations & Event Venues

High-traffic sites like amusement parks, fairgrounds, concert arenas, and waterfront districts with consistent visitor flow and strong demand for accessible retail options.



Universities and College Campuses

High student traffic, 24/7 activity, and demand for quick access to snacks, drinks, personal care items, and tech accessories.



Business Districts and Office Parks

Corporate campuses and dense commercial areas where employees need quick access to food, beverages, and essentials throughout the day.



Hospital and Medical Campuses

Large hospital complexes and healthcare facilities, where patients, visitors, and healthcare workers require fast, convenient access to food, drinks, and basic necessities.

Smart Store Models



FIXED SMART STORES

- Self-contained unit designed for both indoor and outdoor use
- The store is adaptable to various locations and verticals and operational 24/7

MOBILE SMART STORES

- A mobile VenHub Smart Store on wheels offers flexible, easy relocatable retail solutions
- Provides seamless shopping experiences in diverse locations (concerts, various sporting events, and seasonal events)

MODERNIZED RETRO-FIT STORES

- A VenHub retrofit transforms existing retail spaces with smart, AI-powered solutions
- Provides enhanced efficiency, inventory management, and customer experience

Security is a Priority for VenHub

PHYSICAL

Comprehensive Surveillance

Advanced security cameras and motion detection systems to be installed inside and outside the unit

Enhanced Security Features

To be equipped with vibration sensors, bulletproof glass, body sensors, and access sensors to detect unauthorized entry

Fortified and Controlled Access

Steel door secured with padlock and electric locks, robust access control systems, and 24/7 monitoring with real-time alerts via the Owner's Operating App

DIGITAL

Encrypted Communications

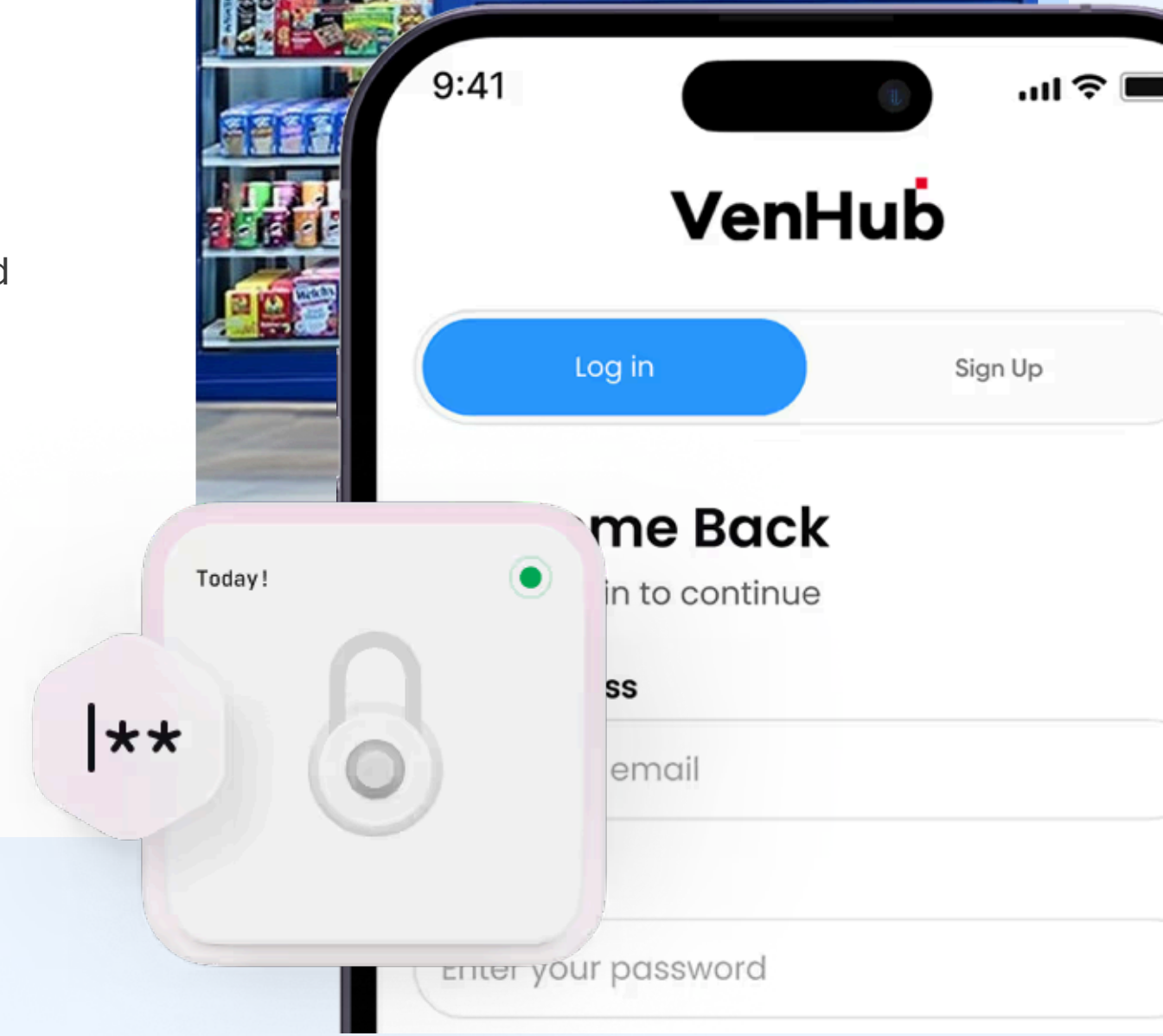
Ensures secure data transmission

Closed Loop System

Maintains a secure and isolated network environment

IP-Based Firewall

Protects against cyber threats with advanced firewall technology



VenHub's Unique & Diversified Intellectual Property Portfolio

14 Patent applications with plans to file 10+ additional applications

ROBOTICS

- Pneumatic end effector system
- Integrated retail shelves system: display, installation and replacement
- Security system with automated robotic guards

AUTOMATION

- Autonomous product management: handling, storage and delivery
- Mobile store system: real-time position display, cabinet rearrangement
- Self-operational system: self-repair and self-clean

AI

- Motion sensor technology and biometric verification
- Smart inventory management
- Virtual Reality shopping and repair

STORE OPERATIONS

- Assets & techniques: housing unit, mounting, refrigeration, power distribution and backup
- Tech-enabled daily operations: vendor management, sanitation, LED lighting and EMI shielding
- Security protection: tracking, tagging and detection

PROCESS

- Precise item placement
- Intelligent bagging
- Customer-tailored delivery methods

World-Class Team



Shahan Ohanessian
CEO



Andres Munoz
Chief Of Operations



Matt Hidalgo
CFO



Mark Ghaly
Senior Director of
Software Engineering



Shoushana Ohanessian
President
& Board of Advisors



Nader Kabbani
Board of Advisors
& Senior Leader



Seth Farbman
Board of Advisors



Jeffrey Rubin
Board of Advisors



Lance Brinker
Board of Advisors



David Ojeda
Senior Leadership

- **Deep expertise** across retail, robotics, AI, logistics, and global operations
- **Proven leadership** with a track record of scaling innovation
- **Visionary team** reshaping retail with technology, speed, and excellence



Existing & Future Locations

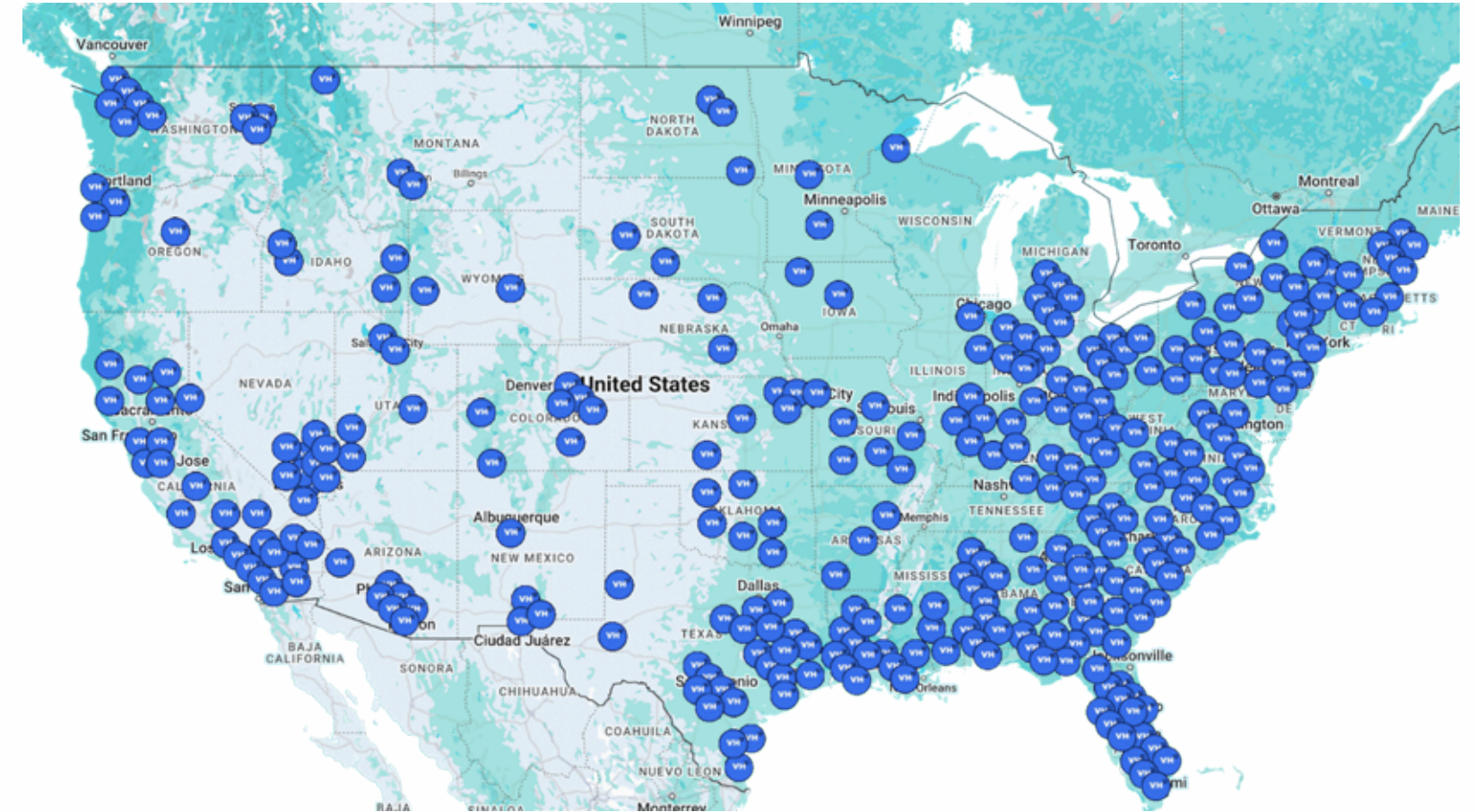


LAX/Metro Transit Center

[VenHub launched at LAX/Metro Transit Center at Los Angeles International Airport June 6, 2025.](#)

Continental United States

*Over 1,000 Existing/Upcoming Locations



Europe



Asia



Latin America



Middle East



NORTH HOLLYWOOD

11720 Vanowen St.
North Hollywood, CA

GLENDALE

3450 N Verdugo Rd.
Glendale, CA

HOLLYWOOD BOWL

1841 N Highland Ave
Los Angeles, CA

VenHub's Facility Strategy & Expansion Roadmap

VenHub has secured several west coast production facilities and intends to secure one east coast facility.

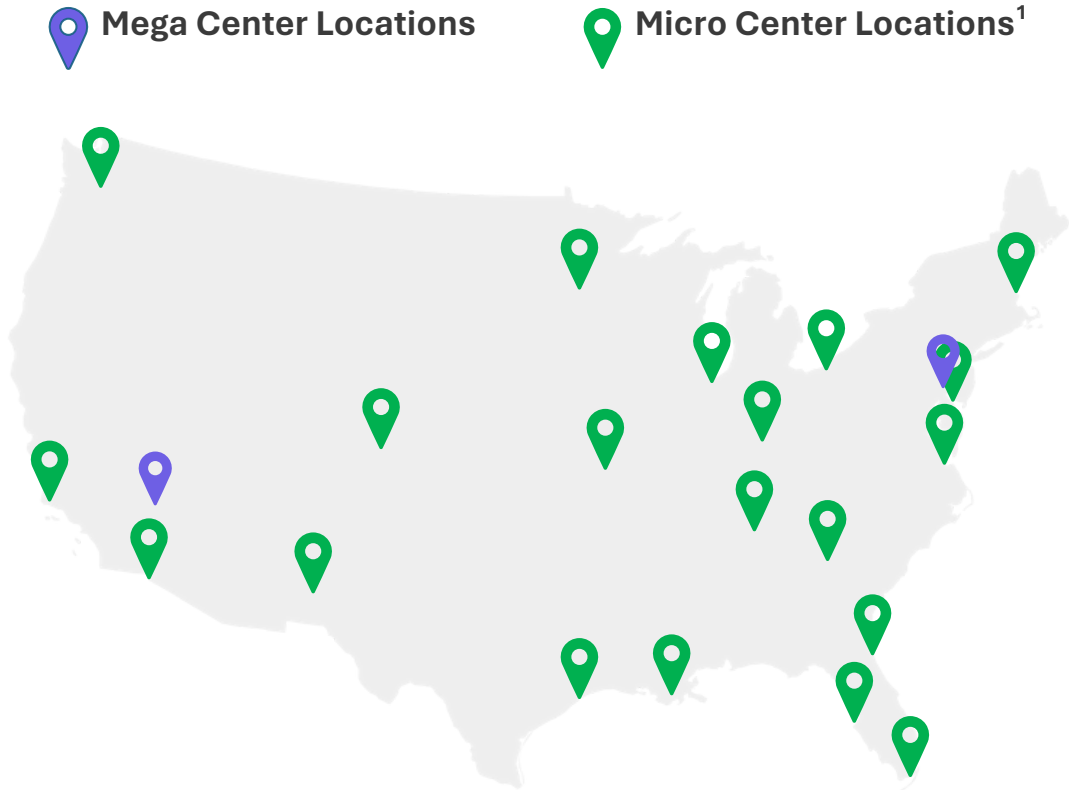
MEGA CENTERS

- Will serve as the primary hub for production and large-scale logistical operations for VenHub Smart Stores
- VenHub intends to secure one west coast and one east coast facility
- State-of-the-art facilities will be equipped with advanced assembly and production capabilities and efficient logistics
- Once at capacity, VenHub anticipates that each facility will be capable of generating up to 2,500 Smart Stores per year
- Expected to include showrooms and spaces for potential client meetings to showcase Smart Stores

MICRO CENTERS

- Main purpose is to support the operational efficiency and maintenance of Smart Stores
- Local facilities will strategically be located to provide focused service and support to surrounding Smart Stores
- Expected to be equipped with tools and resources for maintenance, repair, and support services
- Expected to allow quick response for replacements and urgent maintenance needs tailored to local requirements
- Expected to offer comprehensive training programs for local vendors and owners

GEOGRAPHICAL FOOTPRINT



~698K

Mega Center Capex & Initial Working Capital Requirements²

~107K

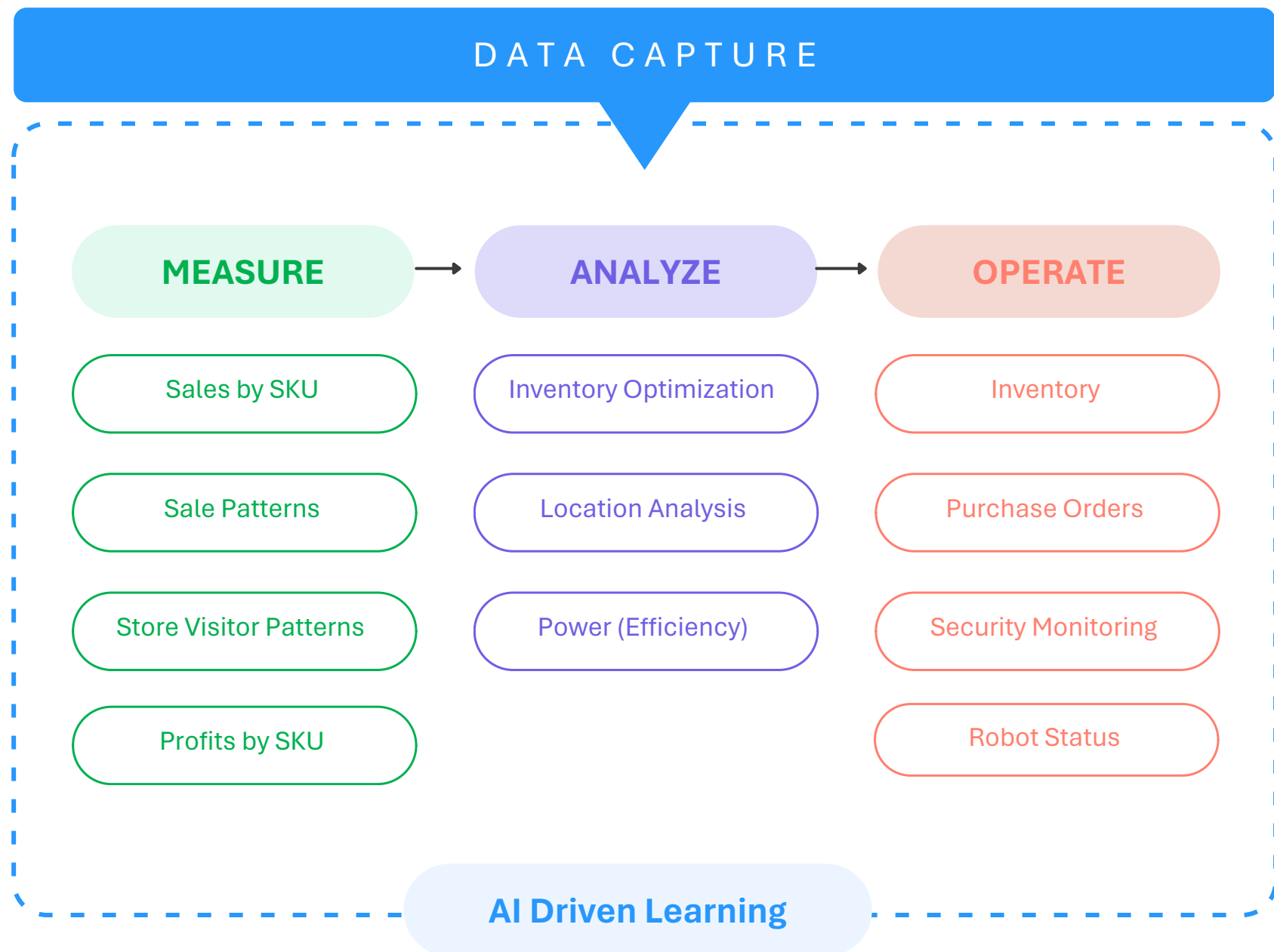
Micro Center Capex & Initial Working Capital Requirements²

1. VenHub plans on launching micro centers in cities across the country depending on market conditions at the time of deployment
 2. Includes one full year of lease, utilities, and initial staff expenses

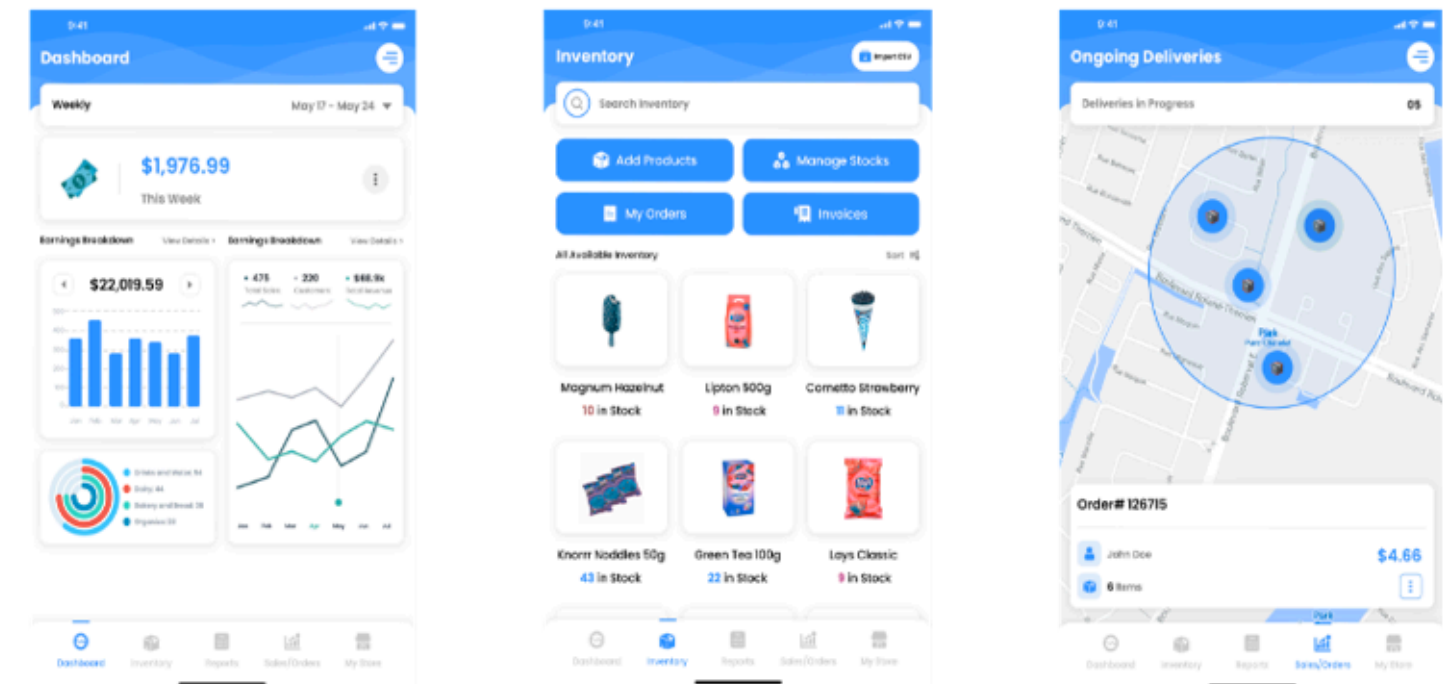
Data-Driven Store Platform

01 Smart Components

All smart components (robots, rails, delivery units, etc.) being monitored and emergency/maintenance/repair notifications will be sent via the app.



02 App Interface – Store Owner

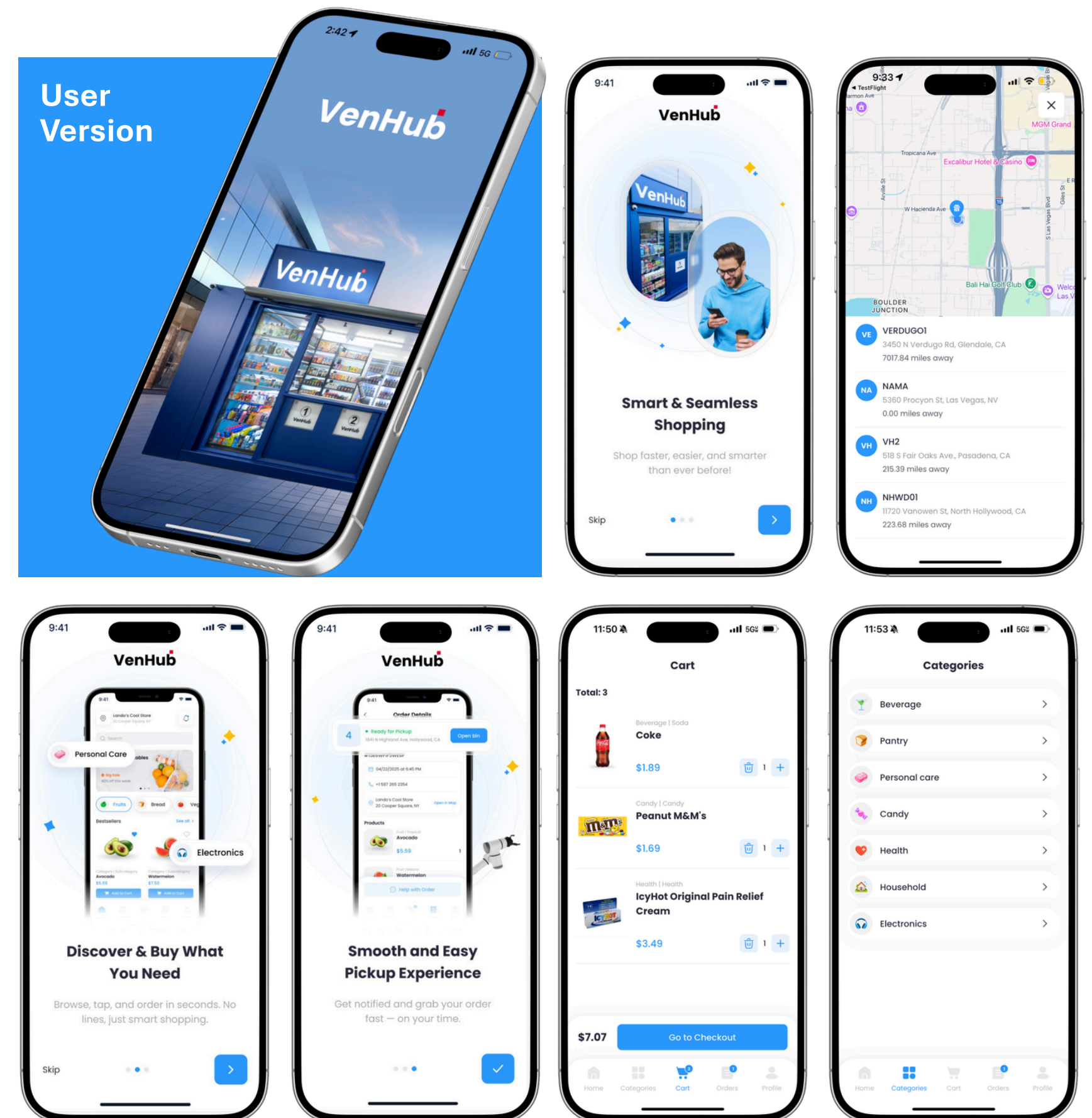


- ✓ Forecasting
- ✓ Automated Ordering
- ✓ Sales Analysis
- ✓ Seasonal Planning
- ✓ Supplier Management
- ✓ Real-Time Updates
- ✓ Inventory Alerts
- ✓ Cost Optimization

Customer Application

User application allows customers to:

- Download VenHub app and sign in with email, Google, Apple or Microsoft
- Place orders via any connected device and their purchases will be ready within minutes at the VenHub Smart Store
- Place QR code validation at Smart Store for pickup
- Validate age-restricted products with strict authentication measures on-site (FaceID, fingerprint) for pre-authorized users (i.e. those verified to be of age prior to placing order)
- Place orders for pick-up with scheduled pick-up times
- Pay using a mobile device, desktop or voice assistants like Siri and Alexa
- Support for large number of payment types, including credit card, Apple Pay, Paypal, Stripe and Square (will largely be up to store owner)



Diversified Business Model

HARDWARE

- Sales of autonomous retail stores
- Includes installation and setup services
- ~ 7-day installation period

\$275K
Price per Unit¹

SOFTWARE-AS-A-SERVICE

- Cloud platform for real-time store control
- AI-powered inventory, pricing, and experience
- Ongoing updates, support, and scalability

\$2,500
SaaS Revenue per Month¹

MAINTENANCE

- Proactive monitoring and issue detection
- On-site repairs by trained technicians
- Regular updates to keep systems running optimally

\$1,300
Maintenance Fees per Month¹

ADDITIONAL REVENUE STREAMS

- Advertising, brand partnerships, and licensing opportunities
- Data monetization, analytics, and revenue-sharing programs
- Fulfillment services to expand product reach and sales

~\$46K

Annual Recurring Revenue (ARR) Per Store¹

1. Initial Launch Pricing (as these numbers will change with current economic conditions)

Potential Levers for Future Growth





The execution timeline for the various initiatives will vary, with some anticipated in nine months and others in approximately 24 months.






VenHub is Focused on Profitability and Cash Flow Generation

Attractive valuation with positive cash flow margins relative to negative operating metrics for most of the peer group.

PUBLIC MARKET PEER CASE STUDY

	 AT DE-SPAC 2021	 AT YEAR END 2023
Pre-Money	\$4.8B	\$28.6B
Avg Stores Produced/wk	NA	NA
Revenue	\$240 - \$250M	\$1.2B
Gross Profit	\$6 - \$10M	\$188M
Gross Profit Margin	3% -4%	16%

KEY PRIVATE MARKET PEERS

					
Sector	Internet Retail	Robotics AI	Robotics AI	Robotics AI	Robotics AI
Date	8/22	1/24	2/24	2/23	4/22
Latest Capital Raise	\$300M	\$100M	\$675M	\$33M	\$170M
Post Money Valuation	~\$16.3B	\$475M	\$2.6B	NA	NA
Round Type	Series H	Series B	Series B	Seed	Series B
Total Capital Raised	\$5.2B	\$125M	\$845M	\$33M	\$178M
Revenue or ARR	\$1.2B	\$5M	Pre-Rev	NA	NA
Revenue or ARR Multiple	13.6x	95.0x	NA	NA	NA
EBITDA	Negative	Negative	Negative	NA	NA

Source: Company filings and FactSet
Note: Market data as of 9/30/2024

“

***We are not just building smart stores,
we are rewriting the rules of retail.***

*This is more than technology, it is a
movement that transforms how people
shop, how businesses grow, and how
communities thrive. This is the future,
and we are making it happen now.*

”

Shahan Ohanessian– CEO





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