



## PUBLIC SAFETY INNOVATOR

2023 Investor Presentation

NASDAQ: KSCP



# Forward Looking Statements

This presentation may contain “forward-looking statements” about Knightscope’s future expectations, plans, outlook, projections and prospects. Such forward-looking statements can be identified by the use of words such as “should,” “may,” “intends,” “anticipates,” “believes,” “estimates,” “projects,” “forecasts,” “expects,” “plans,” “proposes” and similar expressions. Forward-looking statements contained in this press release include, but are not limited to, statements about the Company’s path to profitability, the Company’s targeted annualized revenue run rate, the Company’s plans for top-line growth, the Company’s ability to deliver on its backlog of new orders, the benefits of the Company’s planned streamlining of its operations and rightsizing of its combined workforce and the Company’s ability to achieve improved margins. Although Knightscope believes that the expectations reflected in these forward-looking statements are based on reasonable assumptions, there are a number of risks and uncertainties that could cause actual results to differ materially from such forward-looking statements. These risks and uncertainties include, among other things, the risk that the restructuring costs and charges may be greater than anticipated; the risk that the Company’s restructuring efforts may adversely affect the Company’s internal programs and the Company’s ability to recruit and retain skilled and motivated personnel, and may be distracting to employees and management; the risk that the Company’s restructuring efforts may negatively impact the Company’s business operations and reputation with or ability to serve customers; the risk that the Company’s restructuring efforts may not generate their intended benefits to the extent or as quickly as anticipated. Readers are urged to carefully review and consider any cautionary statements and other disclosures, including the statements made under the heading “Risk Factors” in Knightscope’s Annual Report on Form 10-K for the year ended December 31, 2021. Forward-looking statements speak only as of the date of the document in which they are contained, and Knightscope does not undertake any duty to update any forward-looking statements, except as may be required by law.

# Summary



## Recurring Revenue

Machine-as-a-Service (MaaS) business model drives recurring revenues at scale with hardware, software and technical support for the recurring societal problem of crime



## Autonomous Operation

Only company operating fully autonomously 24/7/365 across an entire country without human intervention both outdoors and indoors – with real clients and 2+ million hours of field experience



## Massive and Growing Market

\$500+ billion spent annually on security across the globe, across private and public sectors, and is an industry ripe for disruption by automation [Source: BofA Merrill Lynch Global Research]



## Proven Effective

Company has secured numerous crime-fighting wins and holds contracts across the United States in numerous verticals in both the private and public sectors



## Technology Growth

Unique combination of autonomous self-driving technology, robotics, artificial intelligence and electric vehicles is now scaling across the country generating millions of dollars revenue

# Ripe for Disruption by Automation

Our country has invested heavily in providing appropriate technologies for our 2+ million military troops but has no comparable process for our Nation's first responders and security professionals on our own soil

We are working to correct that injustice

## Highly Fragmented U.S. Market

- 1+ million security guards
- 1+ million law enforcement professionals
- 8,000+ private security firms
- 19,000+ law enforcement agencies
- U.S. Dept of Justice
- U.S. Dept of Homeland Security

## No Clear Leadership

- None of the organizations above have executed an overarching strategy, formal innovation process, or deployed meaningful risk capital for new advanced tools and technologies
- Technological advancements and investments, like those led by the U.S. Department of Defense in support of its 2+ million soldiers, have eluded domestic security

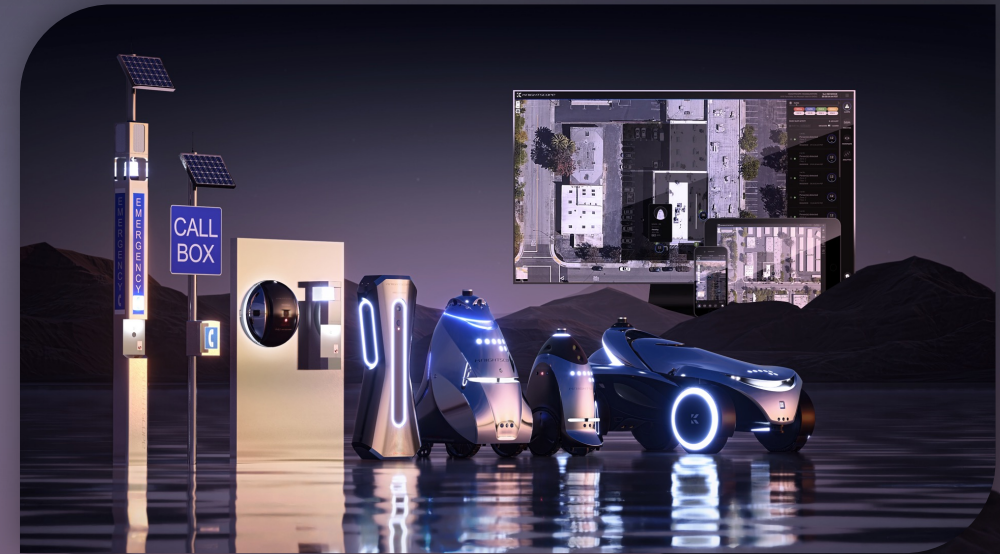
## Negative Consequences at a National Level

- \$2+ trillion negative economic impact of crime on U.S. annually<sup>1</sup>
- Violent crime occurs every 26 seconds<sup>1</sup>
- Property crime occurs every 4 seconds<sup>1</sup>
- Only 2 million humans operating 24/7 trying to secure 332 million Americans across 50 states with outdated technology

# Knightscope Solution (Software + Hardware + Humans)

- Serve all domestic public safety organizations with an amalgamated set of hardware, software and monitoring solutions
- Positively impact restricted budgets with affordable products and subscription services
- Augment expensive guard details with advanced technologies that deter, detect, observe and report 24/7/365
- Expand emergency communication end-points to provide a lifeline to those in need
- Create an open feedback loop with end users to continually advance and future-proof technological development

Autonomous Security Robots and  
Emergency Communication Systems



# Automation Disruption Underway

## PG&E (NYSE: PCG)

Major Power Utility  
Doubles Knightscope  
Order to Ten Robots



## ABM (NYSE: ABM)

Deploys Knightscope  
Autonomous Robot in  
Major Parking Facility



# \$40B+ Recurring Revenue Opportunity (USA)

Selected Vertical	Total Number of Guards and Officers	Estimated % Augmentation with Robots		Potential Annual Recurring Revenue (estimate)		
		Near-Term	Long-Term	Per Robot	Near-Term Opportunity	Long-Term Opportunity
Corporate Campuses	12,000	2%	20%	\$70,000 *	\$17M	\$168M
Healthcare	193,550				\$271M	\$2,710M
Casinos	59,160				\$83M	\$828M
Commercial Real Estate	260,400				\$365M	\$3,646M
Manufacturing & Logistics	270,869				\$379M	\$3,792M
Law Enforcement	1,000,000			\$150,000 **	\$3B	\$30B
<b>Total</b>	<b>~ 1.8 million</b>	<b>~ 36,000 robots</b>	<b>~ 360,000 robots</b>		<b>~ \$4.1 billion</b>	<b>~ \$41 billion</b>

\* Assumed average revenue for K1 portfolio, K3 portfolio and K5 portfolio combined as well as future products and services

\*\* Assumed average revenue for all K7 versions combined

Note: near-term opportunity reflects 10+ year domestic business planning period. Sources: U.S. Bureau of Labor; Security Magazine, and Company estimates. These figures represent management estimates and are meant for illustrative purposes. They do not represent guarantees of future results, levels of activity, performance, or achievements. Although Management believes that these estimates are based on reasonable assumptions, there are a number of risks and uncertainties that could cause actual results to differ materially.

# K5 Outdoor

A Fully Autonomous Outdoor Security Robot



## OUTDOOR Autonomous Monitoring

Servicing corporate campuses, malls, warehouses, hospitals, airports, casinos, lobbies, offices, and more

## Knightscope's first and most versatile model.

The Knightscope K5 is intended for outdoor use running 24/7 on its own, including autonomously recharging itself without any human intervention. It has contributed to the majority of the 2.0+ million hours of our experience in the field. The K5 is best suited for securing large, outdoor spaces through the winters of the Northeast and the summers of the South. Give yourself additional eyes, ears and a voice by utilizing our fully integrated [Knightscope Security Operations Center](#) user interface. Now you have an advanced, force-multiplying physical deterrence on your team, giving you the power to better secure the places people work, study, and visit.

<b>3 mph</b> <small>Maximum Speed</small>	<b>Outdoor &amp; Indoor</b> <small>Terrain Capability</small>
<b>398 lbs.</b> <small>Weight</small>	<b>62.5"</b> <small>Height</small>
<b>33.5"</b> <small>Width</small>	<b>36"</b> <small>Length</small>



# K3 Indoor

A Fully Autonomous Indoor Security Robot

Big technology.  
small package.

The Knightscope K3 is an indoor ASR that runs 24/7 on its own, including autonomously recharging itself without any human intervention. Suitable for indoor environments and, as with all of our machines, the K3 is fully integrated into the [Knightscope Security Operations Center \(KSOC\)](#) user interface, providing your security team "smart eyes and ears" to cover a lot more ground efficiently and consistently.

**3 mph**  
Maximum Speed

**Indoor**  
Terrain Capability

**340 lbs.**  
Weight

**51"**  
Height

**24"**  
Width

**33"**  
Length

**INDOOR**  
Autonomous Monitoring

Ideally suited for malls,  
warehouses, hospitals,  
airports, casinos, lobbies,  
offices, and more



# K1 Tower

An Award Winning Multi Purpose Security Robot

## Standing a post... indefinitely.

The Knightscope K1 Tower is a stationary machine with the same features you've come to expect from the K3 and K5, but optimized for use in smaller areas or at points of ingress and egress – and, of course, it runs 24/7. Suitable for outdoor or indoor environments with remote monitoring from anywhere utilizing our state-of-the-art KSOC user interface. It is a simple installation by Knightscope and can be branded with custom graphics. It utilizes a standard 110v power outlet and transfers data through 4G & 5G LTE, WiFi, or Ethernet.

**Stationary**  
Maximum Speed

**150 lbs.**  
Weight

**28.8"**  
Width

**Indoor & Outdoor**  
Terrain Capability

**69"**  
Height

**11.2"**  
Length

**INDOOR | OUTDOOR**  
Static Monitoring

Ideally suited for parking lots & structures, pedestrian entrances, lobbies, malls, hospitals, airports, casinos, offices, and more



# K1 Hemisphere

Introducing a \$0.75 Per Hour Price Point



KNIGHTSCOPE

**K1**  
HEMISPHERE

## STATIONARY INDOOR / OUTDOOR USE

Securing the places people work, study, live and visit.

- ▶ Schools
- ▶ Multi-Family Communities
- ▶ ATM Vestibules
- ▶ Parking Lots
- ▶ Casinos
- ▶ Retail
- ▶ Commercial Properties
- ▶ Rail & Public Transit
- ▶ Hospitals
- ▶ Storage Facilities

### UNIQUE BENEFITS

- ▶ Cost effective as low as \$0.75/hr
- ▶ Affordably deploy multiple units per location
- ▶ Smallest footprint, yet still highly visible
- ▶ Person of Interest or BOLO alerts
- ▶ Crime reduction and/or elimination
- ▶ Real-time situational awareness
- ▶ Actionable intelligence
- ▶ Force multiplying physical deterrence

### KEY FEATURES

- ▶ Up to 210° Eye-level HD Recording
- ▶ Call Button for Human Assistance
- ▶ Live Audio and Two-way Intercom
- ▶ Automated Broadcast Announcements
- ▶ Automatic License Plate Recognition
- ▶ People Detection up to 50 ft.
- ▶ Facial Recognition (no cost option)
- ▶ Strobe Light (650+ Lumens)

Don't have your own monitoring? Ask about Knightscope+



KNIGHTSCOPE

**K1**  
HEMISPHERE

## STATIONARY INDOOR / OUTDOOR USE



Depth: 1.0"



Diameter: 24"

Weight: 30 lbs.

- ▶ (3) HD cameras with 2.58mm/F2.0 lenses, Color Night Vision™ (CNV) technology and long-range IR night vision.

- ▶ (1) Microphone
- ▶ (2) Speakers
- ▶ (1) Strobe light
- ▶ IP65 weather rating

- ▶ **Intercom Button**  
Directed to client-specified phone number

- ▶ **Connectivity**  
Ethernet, WiFi, or Gigabit LTE Cellular connection, with a minimum of 10mbps/5mbps download/upload speeds (25/25 or higher is recommended)

**Electrical:** 120v 10A outlet.

**Orientation:** Parallel to wall (0°), or up to ±15° angle to ground

**Mounting:** Concrete, brick, stucco, wood, metal plate, pole, or sheetrock (custom mounting options available for large volume orders)

### USER INTERFACE

- ▶ Chrome browser interface; no software to install
- ▶ Live streaming to PC, Mac, tablet, cell phone
- ▶ 30-days raw video storage included
- ▶ Operating systems: MacOS, iOS, Android, Windows, Linux



See it in action at: <https://vimeo.com/723529697>

# K1 Blue Light Tower

A Beacon for Public Safety



## OUTDOOR Static Monitoring

Ideally suited for parking lots & structures, college & university campuses, electric charging stations, remote biking/hiking paths, transit stations, offices, and more

## A Familiar Symbol

The K1 Blue Light Tower emergency phone delivers completely wireless emergency phone operation, 24/7/365, even in harsh weather conditions with voice connectivity, broadcast warning capability, a flashing strobe, and night area illumination to assist responders in locating callers.

### Stationary

Maximum Speed

**208 lbs.**

Weight

**10.5"**

Width

### Outdoor

Terrain Capability

**11'8"**

Height

**8"**

Length

# K1 Blue Light Emergency Phone

The Compact Emergency Calling Solution

## Connect anywhere.

Ideal for areas with limited space, this full-featured emergency phone offers one-touch connectivity and a high-visibility blue strobe in places tower designs may not fit. The E-Phone enhances public safety by providing robust, reliable and clear voice-to-voice communication over a cellular network.

### Stationary

Maximum Speed

**52 lbs.**

Weight

**10.5"**

Width

### Indoor & Outdoor

Terrain Capability

**31.5"**

Height

**8"**

Length

## INDOOR | OUTDOOR

Static Monitoring

Ideally suited for parking lots & structures, building interiors, college & university campuses, electric charging stations, transit stations, offices, and more



# K1 Call Box

The Essential Public Safety Phone



## INDOOR / OUTDOOR Static Communications

Ideally suited for bridges, highways, freeways, roadways, national/city parks, beaches, metro stations, military, remote parking lots/structures and more

## Emergency roadside assistance.

Our smallest emergency call box system delivers one-touch connection with a simple housing and interface.

Like all Knightscope emergency communication products, it can provide a completely wireless solution for emergency phone calls, or it can be adapted to work with existing wiring nearby. Designed to work with hands-free ease, a handset and TTY pad are additional options available on this device.

### Stationary

Maximum Speed

### Indoor & Outdoor

Terrain Capability

**47.4 lbs.**

Weight

**19.6"**

Height

**15.3"**

Width

**11.3"**

Length

# K7 Concept

A Multi-Terrain Autonomous Security Robot

**OUTDOOR** (concept prototype stage)  
Autonomous Monitoring

Ideally suited for airports, prisons, farms, large corporate campuses, federal government facilities, solar farms, power utility substations, and wind farms

## Same trusted technology. New territory.

Clients needing an ASR for more rugged, multi-terrain applications will find the Knightscope K7 an ideal solution.

As with all our machines, the K7 ASR will be fully integrated with the our [Knightscope Security Operations Center](#), providing law enforcement officers and security professionals unprecedented situational awareness at their fingertips.

### To be announced

Maximum Speed

**770 lbs.**

Weight

**63.9"**

Width

### Multi-terrain

Terrain Capability

**57.5"**

Height

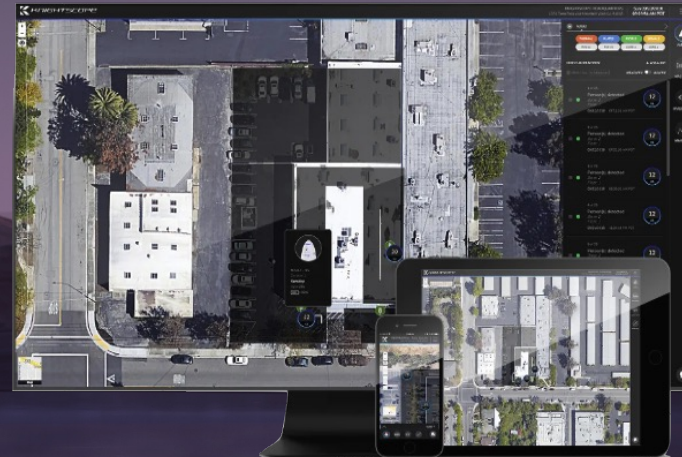
**116"**

Length



# KSOC (Knightscope Security Operations Center)

- KSOC is a user interface accessible 24/7/365 remotely from anywhere with an internet connection
- ASRs feed data to the KSOC, providing guards and officers unprecedented situational awareness by giving them additional eyes, ears and a voice on the ground at multiple locations simultaneously
- The combined KSOC + ASR solution is a force multiplier that gives officers and guards an opportunity to make safer, smarter and faster decisions



## Recording & Streaming

- Live 360-degree HD video
- Recorded HD video storage
- Downloadable files for evidence

## People Detection

- Detections during off hours
- Alerts for restricted places
- Direct communication capable

## Facial Recognition

- Key person / VIP alerts
- User generated watchlists
- Workplace violence prevention

## Thermal

- Fire detection
- Heat blooms from recently driven vehicles
- People concealed in darkness

## Automatic License Plate Recognition

- Vehicle location assistance
- Approved / denied plates
- Parking monitoring



# Knightscope+ Remote Monitoring

- ✓ Real Time Interaction and Physical Deterrence
- ✓ Virtual Monitored ASR Tours (scheduled and/or random)
- ✓ Audio Incident Intervention and Talk-Down De-escalation
- ✓ Emergency Services Communications
- ✓ Post-Incident Investigations
- ✓ Strategic Recommendations
- ✓ Reporting

## What is Knightscope+?

Knightscope+ provides an alternative for client sites that do not have the resources to receive and respond to alerts generated by Knightscope's ASRs. Sites such as these typically do not have anyone monitoring a video management or alarm system, not because of a lack of need, but commonly because of a lack of available budget.

Knightscope+ is a virtual monitoring and response solution for Knightscope's Autonomous Security Robot (ASR) clients including, but not limited to, alerts, broadcast messaging and two-way intercom communications. Knightscope+ operators have extensive training and experience related surveillance and remote monitoring for greater situational awareness. Knightscope+ operators have military, law enforcement and/or security backgrounds to further enhance the inherent knowledge, experience and relevant skills sets across the team. Knightscope+ is an ideal solution for properties that are more active with respect to security issues, crime and/or vagrancy.

# Long Term Technology Strategy



## AUTONOMY

- Autonomously navigate both outdoors and indoors in dynamic or static environments providing a physical deterrence 24/7/365 at low and high speeds

## SEE

- Computer Vision and Video Analytics (people, faces, vehicles, plates, gait, weapons)

## FEEL

- Thermal Imaging and Emotion Detection (fire, crowds, forensics)

## HEAR

- Acoustic Event Detection and Machine Listening (gunshot, vehicle crash, yelling, glass breaking)

## SMELL

- WMD Threat Detection (Devices, Pathogens, Chemical, Biological, Radiological and Nuclear)

## SPEAK

- Automated Pre-Recorded Broadcasts, Live Public Address, Text-to-Speech, Concierge

# Proven Effective

Knightscope technologies have been proven effective in the field as reported by law enforcement agencies and clients in a variety of use cases helping secure the places people live, work, study and visit. See [www.knightscope.com/crime](http://www.knightscope.com/crime)



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By a unanimous 5 to 0 vote, the City Council of Huntington Park approved the renewal of the Knightscope Autonomous Security Robot contract for an additional two-year term.

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Chief Lozano stated at the Council meeting, “*the reality is that a patrol officer cannot do what modern technology can do through the use of this robot.*”

# MaaS Business Model

Recurring revenue MaaS (Machine-as-a-Service) business model for the recurring societal problem of crime and terrorism

Annual automatic renewal subscriptions at an effective price of approximately \$0.75 to \$9 per hour with an all-inclusive service

- **Deployment** - needs assessment, virtual demo, site assessment, site survey, shipping, logistics, setup, configuration and training
- **Technology** - Autonomous Security Robot (ASR), Knightscope Security Operations Center (KSOC) user interface, charging systems, data transfer and data storage
- **Service** - all maintenance, service, parts, repairs plus 24/7 U.S. based technical support
- **Knightscope+** - optional 24/7 remote security monitoring by former military and law enforcement professionals
- **Upgrades** - unlimited software, firmware and at times hardware upgrades improve the technology over time based on real world operating experience



## 1. Needs Assessment

Define a measurable pain point or problem to be solved; consider budget, funding source and signing authority; and identify all affected parties



## 7. Site Survey

Knightscope performs a formal site survey with the client to set/capture expectations and confirm suitability of terrain and data transmission



## 2. Initial Site Assessment

Determine feasibility of deployment locations for each machine



## 8. Pre-Deployment

New client meets with Client Experience team to ensure deployment readiness including site preparations, branding/graphics, internal communication protocols, public relations/social media plan, logistics, timing, etc.



## 3. Virtual Demo

Demonstrate to all stakeholders how Knightscope's technologies will fulfill the need; kick off client-required cybersecurity risk assessment, if needed



## 9. Deployment Setup

Knightscope deployment specialists arrive onsite to map the patrol area, setup the docking station, and test functionality



## 4. Proposal

Issue a proposal addressing each specific deployment location for client review and approval; clearly communicate disaster preparedness and machine cosmetic damage procedures



## 10. KSOC Setup

The client's deployment information is loaded into the user interface (KSOC) and prepped for 'Go Live' date



## 5. Accept Proposal

Client accepts the proposal and signs the corresponding Order Form



## 11. Training

Knightscope trains the appropriate staff on machine operations and KSOC usage



## 6. Order Execution

The Order Form is countersigned and approved to be scheduled for site survey.



## 12. Go Live

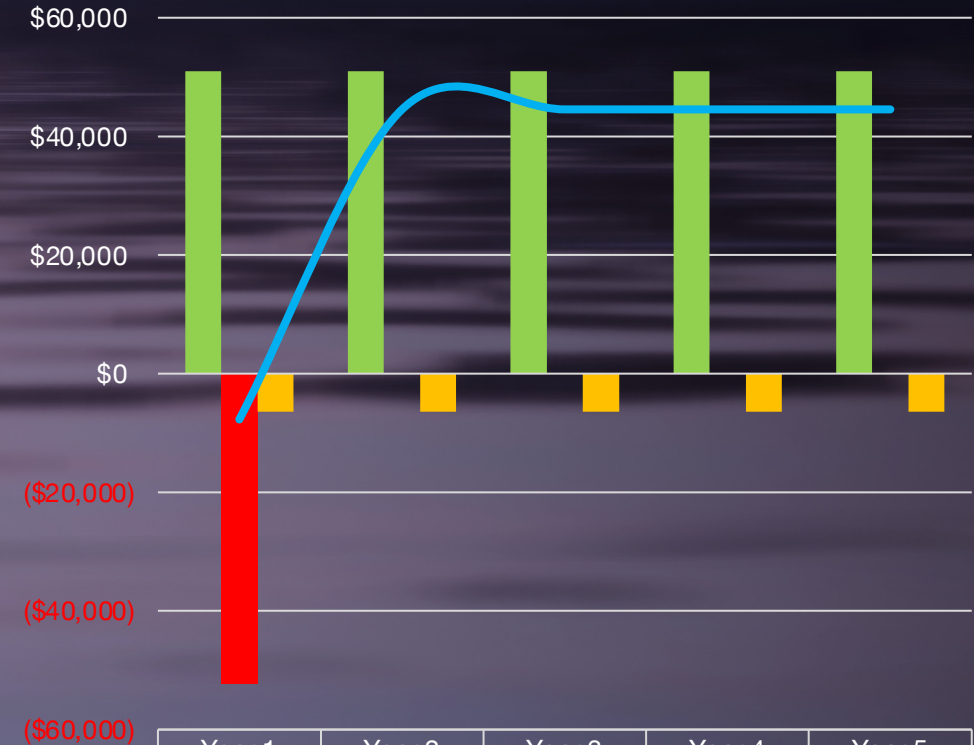
Release date for fully autonomous operation and client utilization

# Unit Economics Target

## Illustrative Example of Unit Economics

A notional representation based on operating experience thus far and the Company's internal targets

- High annual recurring revenue per unit economics (e.g., luxury automotive) with margins like a SaaS (Software-as-a-Service) business
- While still providing clients a very attractive price point at an effective rate of \$0.75 to \$9 per hour
- For example, a single ASR can generate ~ \$255,000 of revenue over a 5-year period and is either paid up front by the client or financed by a funding partner
- Cash outflows for building of the machine and deployment activities are incurred in year one only
- Support includes maintenance, service labor, parts, shipping, telecommunications and cloud services
- Total cash outflows over the period is ~(\$84,530) yielding a margin of \$170,470 or 67% as an example



	Year 1	Year 2	Year 3	Year 4	Year 5
Recurring Revenue Contract	\$51,000	\$51,000	\$51,000	\$51,000	\$51,000
Machine Build	(\$52,280)	\$0	\$0	\$0	\$0
Service	(\$6,450)	(\$6,450)	(\$6,450)	(\$6,450)	(\$6,450)
Net Cash Flow	(\$7,730)	\$44,550	\$44,550	\$44,550	\$44,550


# Use Case: Physical Deterrence

*“How do I deter substance abuse, vehicle break-ins, loitering, vagrancy, vandalism, theft and assault?”*

- Deploy a 24/7 consistent patrol with a robot exhibiting a commanding presence, displaying clear security markings
- Automated broadcast announcements, patrol sounds and bright flashing strobe light, and appropriate signage
- All these items executed together has proven to be a significant deterrent of negative behavior
- Operating at hospitals, corporate campuses, mixed use commercial real estate, airports, casinos, self storage facilities, malls and manufacturing plants

**Las Vegas Locally** @LasVegasLocally

It just became a lot harder to steal cars from the M Resort




0:06 100.2K views

From **Kristen Deardorff**



5:31 PM · Jan 20, 2023 · 193.2K Views

145 Retweets 45 Quote Tweets 1,049 Likes

**Robot security guard helps prevent vandalism, car break-ins at Northeast Portland hotel**




**NEW AT 10 NE PORTLAND**

**Molly Wood** @mollywood

San Francisco, present day.



9:08 PM · Jan 12, 2023 · 82.2K Views

22 Retweets 14 Quote Tweets 449 Likes



51 - 69"  
150 - 398 lbs



Force Multiplying  
Physical Deterrence



Weatherproof



Ramp Accessible



Autonomous  
Charging

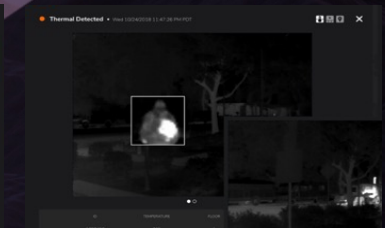
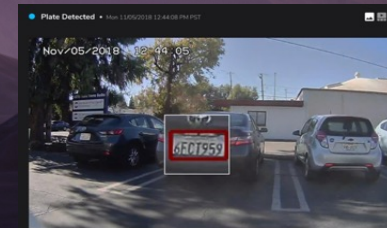
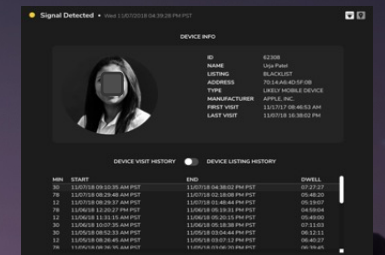
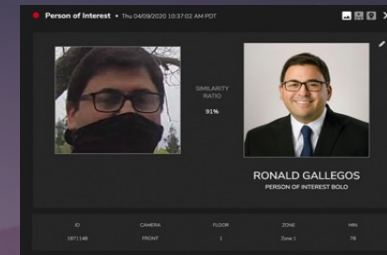


Pre-Recorded  
Broadcast Messages

# Use Case: BOLO Alert

*“How can I set BOLO alerts to help with workplace violence, banned individuals, and stolen or abandoned vehicles?”*

- Be On the Lookout (BOLO) alerts
- Automated alerts for people and/or vehicles
- Blacklist or whitelist upload capability
- Facial recognition, people detection, license plates, thermal and/or signals
- Alerts are generated as a notification on the user interface, email, text or escalating phone call
- Monitored by client’s in-house security team or optional remote monitoring Knightscope+ service offering



People Detection



Facial Recognition



Automatic License Plate Recognition



Thermal Anomaly Detection

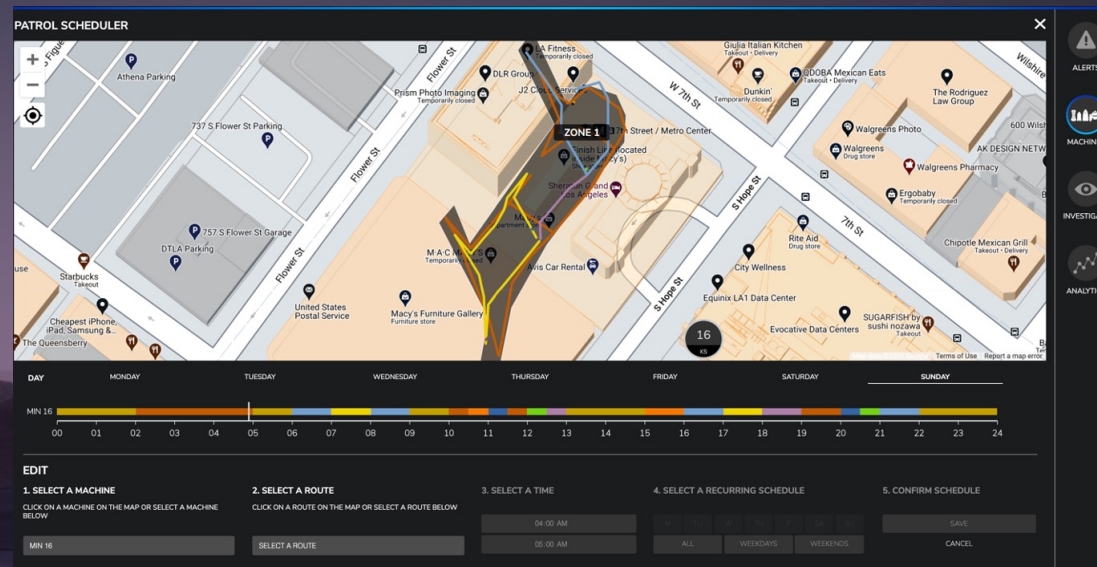


Automatic Signal Detection

# Use Case: Force Multiplier

“How can this technology be an extension of my existing security program and team?”

- KSOC user interface enables a security team or law enforcement agency to simultaneously monitor multiple locations providing a force multiplier effect
- On the ground monitoring and at eye-level
- 360-degree eyes, ears and voice
- Manage patrol schedules, sound alarm, two-way intercom
- Power of the technology at your fingertips



KSOC User Interface



360 Degree HD Video Streaming



Two-Way Intercom



Patrol Scheduler



Analytics



Investigate



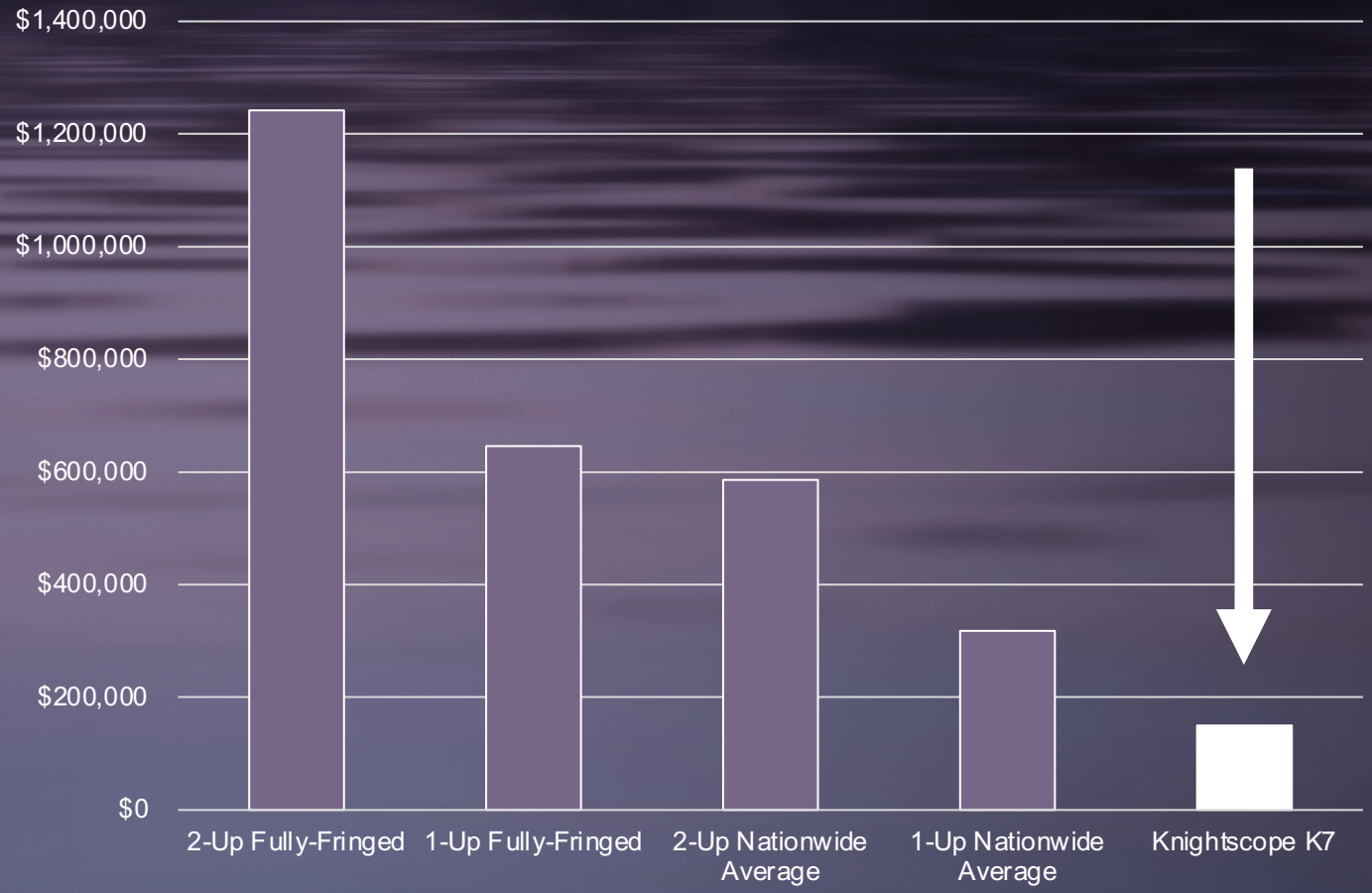
# Automaton in Private Security

- Security guards are trained and typically contractually obligated and sometimes regulated to 'observe and report' only
- Automation can be highly cost effective and allows humans to focus on strategic decisions and enforcement
- Robots are not distracted, have a perfect memory and are consistent
- Best suited for monotonous, dangerous and computationally heavy work
- Technology improves over time as new features and capabilities are released, typically with OTA (Over-the-Air) upgrades
- ASRs can efficiently and cost effectively do the 'observe and report' work leaving the humans to do the strategic decision making and enforcement work

	Autonomous Security Robot	Human Guarding
National Hourly Rate	\$0.75 - \$9 per hour	\$17.50 per hour
24/7 Monthly Rate	\$548 - \$6,570	\$12,775
Security Guard Turnover Rate	0%	Up to 100% to 400%
Hours Available per Week	168	40
Easy to Recruit	Yes	Inconsistent
Always Trained and on Time	Yes	Inconsistent
Always on Best Behavior	Yes	Inconsistent
Follows Orders Consistently	Yes	Inconsistent
Advanced Detection Capabilities	Yes	No
Improves Capabilities Over Time	Yes	No

# Automation in Law Enforcement

- The nationwide average for a police officer is \$67,000 and fully-fringed is estimated to be up to \$149,000
- A 24/7 patrol requires 4 humans for 1-up patrol or 8 humans for a 2-up patrol costing a municipality over \$1 million per annum
- The long-term K7 + KSOC solution would provide autonomous patrol and remote monitoring by 9-11 dispatch
- Only escalating to human officers when needed – having a net de-escalation effect in the community
- It is estimated that there are over 450,000 patrol vehicles nationwide and 60,000 to 85,000 new ones are purchased annually<sup>1</sup>



Source: (1) Bureau of Justice Statistics, Law Enforcement Management and Administrative Statistics. This information is supplied from sources we believe to be reliable, but we cannot guarantee accuracy. Although we believe our expectations expressed in such forward-looking statements are reasonable, we cannot assure you that they will be realized. Investors are cautioned that such forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from the anticipated results.

# U.S. Federal Government

In early 2021, Knightscope embarked upon a major initiative focused on securing long-term business from the U.S. Federal Government and is working through the estimated 2+ year Federal Risk and Authorization Management Program (FedRAMP) application process to secure an Authority To Operate (ATO). All documentation has been submitted to the Government in 2022 and the Company awaits a decision during 2023.

### Location Type

- Airports
- Casinos
- Commercial Real Estate
- Corporate Campus
- Healthcare
- Logistics
- Manufacturing
- Rail
- Retail
- Residential
- Schools
- Self-Storage
- Utilities

### Criminal Activity

- Armed Robbery
- Burglaries
- Domestic Violence
- Fire
- Fraud
- Hit and Run
- Incident Reduction
- Perimeter Expansion
- Sexual Predator
- Slip and Fall
- Trespassing
- Vandalism
- Vehicle Break-Ins



**Knightscope** plans to apply its extensive autonomous security experience from the private sector to important federal government use cases



### Ongoing Discussions

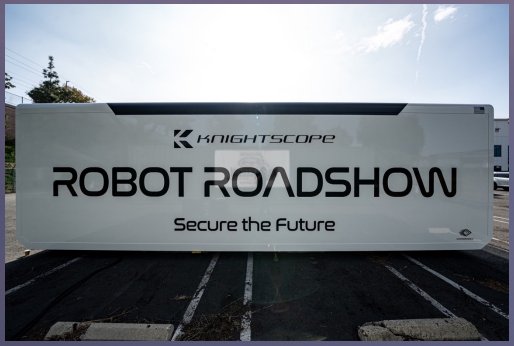
- General Services Administration
- Federal Protective Service
- Federal Emergency Management Agency
- Transportation Security Administration
- U.S. Customs and Border Patrol
- U.S. Marshals Service
- U.S. Department of Homeland Security
- U.S. Department of Justice
- U.S. Department of Defense
- U.S. Department of Veterans Affairs

### Location Type

- Agency Headquarters
- Administrative Buildings
- Airports and Rail
- Border and Ports
- Capitol
- Cities and Counties
- High Value Targets
- Infrastructure
- Parking Facilities
- Postal Service
- Roads
- Military Bases
- Warehouses

# Robot Roadshow

- Kicked off a nationwide tour to allow prospective clients to experience Knightscope's technologies up close
- A first in North America use of a transportable Pod containing a showcase of robots, capabilities and a telepresence sales team
- Effective tool in the sales process to drive closing contracts with key decision makers physically involvement and interaction with the technologies



# Long Term Growth Strategy

## WHY NOW?

- Public safety is at top of mind for the Nation
- Autonomy, robotics, artificial intelligence and electric vehicles are disruptive technologies
- Technology has been proven to be effective with over 2 million hours in field operation

## MACRO

- Long-term we are targeting to put 1 million machines-in-network to assist the 1 million law enforcement professionals and 1 million security guards with a recurring revenue business model for a recurring societal problem
- Analogous to building a defense contractor but instead of focusing on the DoD, the Company is focused on the U.S. DHS, U.S. DOJ and the 19,000+ law enforcement agencies and 8,000+ private security firms

## SHORT TERM

- **Verticals** – focus on commercial real estate, hospitals, hotels, residential, manufacturing, logistics, casinos, corporate campuses, and transportation
- **Marketing** - continue the Robot Roadshow as a highly unique selling tool to place our advanced technology at the doorstep of prospective clients

## LONG TERM

- **FedRAMP** – continue to work towards a targeted ATO (“Authority to Operate”) with the U.S. Federal Government during 2023
- **Technology** – building a wide-ranging portfolio of form factors that can see, feel, hear and smell and operate across environments both outdoors and indoors at low and high speeds – and do 100x more than a human could ever do
- **Everywhere** – criminals and terrorists can be anywhere and therefore in order to meet our mission Knightscope needs to be everywhere



# Comparables

**Shotspotter, Inc.**  
NASDAQ: SSTI

- \$400M+ market cap on single acoustic detection (gun shot)
- \$70M+ revenue
- 167 employees

**Flock Safety**  
Private

- Completed Series E financing during 2022 for \$150 million on a \$3.5 billion valuation
- 2,000+ law enforcement agency clients with single detection (license plate reading)
- 505 employees

**Cobalt Robotics**  
Private

- Completed Series C financing during 2022 at estimated \$355 million valuation
- 150+ indoor-only machines-in-network globally
- 153 employees

**Artificial Intelligence Technology Solutions**  
OTCPNK: AITX

- \$45M+ market cap with primarily stationary devices (beginning autonomous robots)
- \$1M+ revenue
- 83 employees

# Management Team



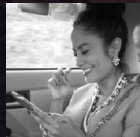
## **William Santana Li, Chairman and Chief Executive Officer**

- Seasoned entrepreneur, intrapreneur and former corporate executive at Ford Motor Company
- Founder and Chief Operating Officer of GreenLeaf, which became the world's 2nd largest automotive recycler (now NASDAQ: LKQ)



## **Stacy Dean Stephens, EVP and Chief Client Officer**

- Former Dallas-area law enforcement officer and seasoned entrepreneur
- Government Technology magazine's Top 25 Doers, Dreamers & Drivers for commitment to advancing law enforcement technology



## **Mercedes Soria, EVP and Chief Intelligence Officer**

- Winner of Leadership ABIE Award for Women in Technology and Silicon Valley Business Journal's Woman of Influence Award
- Former Deloitte software engineering leader with 15+ years of experience in enterprise, artificial intelligence and machine learning



## **Aaron J Lehnhardt, EVP and Chief Design Officer**

- 20+ years in two- and three-dimensional product and industrial design
- Former Ford Motor Company senior designer, digital design expert and Alias 3D instructor at College for Creative Studies



## **Mallorie S Burak, President and Chief Financial Officer**

- Seasoned financial executive for private and publicly traded companies in Silicon Valley leveraging significant U.S. SEC experience
- Successful track record of M&A, corporate growth, challenging turnaround assignments and exit strategies including public listings



## **Peter M Weinberg, General Counsel**

- Experienced attorney in both public and private company settings as well startups and turnarounds
- Former General Counsel Alta Devices, NEC Electronics America, and Takenaka Corporation



## **Jason M Gonzalez, SVP Client Development**

- Seasoned security professional with 20+ years of experience
- Former Whelen Security, G4S, Honeywell, and Tyco Integrated Security



## **Ronald J Gallegos, VP Client Experience**

- Seasoned security professional with 20+ years of experience
- Former AlliedBarton, G4S, Securitas and Geofeedia



## **Ryan J Fanciullo, VP Operations**

- 20+ years of experience in engineering and manufacturing operations
- Former Space Systems Loral and Kibblewhite Precision Machining



## **Sebastian E Gutierrez, SVP Public Safety Infrastructure**

- 30+ years of experience in telecommunications and emergency equipment (former CEO CASE Emergency Systems)
- Former Comarco Wireless, Pacific Bell, and TRW



## **Doris Lam, VP Finance**

- Seasoned finance executive involved in 7 IPOs
- Former PwC, Cooper Companies, Read-Rite, R2 Technologies, Cardica and Western Digital



## **Lisa T Tamura, Director Human Resources**

- 20+ years of HR experience across multiple industries
- Former Colibri Group, Integrated Behavioral Health, Allied Business Schools, Cingular, FedEx, Hertz, and MCI

# Board of Directors



**WILLIAM SANTANA LI, Chairman and Chief Executive Officer**

- Seasoned entrepreneur, intrapreneur and former corporate executive at Ford Motor Company
- Founder and COO of GreenLeaf, which became the world's 2nd largest automotive recycler (now NASDAQ: LKQ)



**Linda Keene Solomon, Independent Director, Audit Committee**

- 30+ years advising public, private and independent sector organizations
- Founding member of Deloitte's multi billion-dollar federal government practice; scaled practice over an 8-year period



**Patricia Watkins, Independent Director, Chair Compensation Committee**

- Seasoned sales executive with experiences at HP, Teradata and AT&T; scaling startups and well-established teams
- Building revenues from \$0 - \$100M to growing operating results from \$500M to over \$800M in 1 year



**Trish Howell, Independent Director, Chair Audit Committee**

- Operating expert with significant expertise in highly complex engineered systems at startups and major corporations
- Automotive and medical device experiences at Ford Motor Company, Stryker, and various startups



# KNIGHTSCOPE MISSION

Make the **United States of America** the safest country in the world

**Knightscope, Inc.**

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Mountain View, CA 94043  
[www.knightscope.com](http://www.knightscope.com)

 **KNIGHTSCOPE**

NASDAQ: KSCP

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