

Corporate Overview



MAKE AMERICA THE SAFEST COUNTRY IN THE WORLD



FORWARD LOOKING STATEMENTS

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, with respect to Knightscope, Inc. ("Knightscope" or the "Company"). Forward-looking statements contained in this presentation and other communications include, but are not limited to, statements about the Company's financial results, outlook, near- and long-term revenue opportunity and goals, profitability, growth, prospects, future products and services, industry and technology developments, and potential addressable market. Words such as "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," or the negative of these words, and similar expressions are often intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are predictions, projections, and other statements about future events that are based on current expectations and assumptions and on information currently available to our management and, as a result, are subject to risks and uncertainties, some of which cannot be predicted or quantified. Knightscope cannot assure you that the results, events, and circumstances reflected in the forward-looking statements in this presentation will be achieved or occur. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including those described in the section captioned "Risk Factors" in Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2023, filed with the Securities and Exchange Commission, the "SEC") and in our other filings with the SEC. If any of these risks materialize or underlying assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. In addition, forward-looking statements reflect our expectations, plans, or forecasts of future events and views as of the date of this presentation. We anticipate that subsequent events and developments will cause our assessments to change. Accordingly, forward-looking statements should not be relied upon as representing our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. Additional risks and uncertainties are identified and discussed in Knightscope's disclosure materials filed from time to time with the SEC which are available at the SEC's website at www.sec.gov or on Knightscope's Investor Relations website at ir.knightscope.com.

FINANCIAL DISCLOSURE ADVISORY

This presentation contains certain estimated preliminary financial results for the fourth quarter and fiscal year ended December 31, 2024. These estimates are based on the information available to the Company at this time. The Company's financial closing procedures for the fourth quarter and full year 2024 are not yet complete and, as a result, actual results may vary from the estimated preliminary results presented here due to the completion of the Company's financial closing and audit procedures. The estimated preliminary financial results have not been audited or reviewed by the Company's independent registered public accounting firm. These estimates should not be viewed as a substitute for the Company's full interim or annual financial statements. Accordingly, you should not place undue reliance on this preliminary data.

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MAKE AMERICA THE SAFEST COUNTRY IN THE WORLD

**WE STOP
CRIMINALS.**

At a Glance

Knightscope, Inc. (NASDAQ: KSCP) is a **public safety innovator** headquartered in Silicon Valley on a long-term mission to make America the safest country in the world.

- We design, engineer, manufacture, deploy and monitor cutting-edge autonomous **machines and software** applications utilized by businesses and governments nationwide
- Our advanced technology is used to deter, detect and report criminal activity to better **protect** the places people live, work, study and visit – targeting an estimated **\$230 billion TAM**
- First mover advantage with **3+ million hours of autonomous operations** across the country
- Achieved **Authority to Operate (“ATO”)** with U.S. Federal Government poised for long-term sustainable and profitable growth
- Next generation new products under development include the **K7 Autonomous Security Robot** and the **K1 Super Tower** to be launched in 2026



Founded
2013



Employees
70



Headquarters
Mountain View, CA



Machines in Network
~10,000



Market Capitalization
\$53.1M (as of Dec 31, 2024)



Estimated Cash
\$11M (end 2024 estimate)



Estimated Revenue
\$11M (end 2024 estimate)

NOTE: Based on preliminary unaudited information and management estimates for the year ended December 31, 2024, not a comprehensive statement of the Company's financial results as of and for the fiscal year ended December 31, 2024, and subject to completion of the Company's financial closing procedures. The Company's independent registered public accounting firm has not conducted an audit or review of and does not express an opinion or any other form of assurance with respect to, this preliminary estimate. See slide 2.

Source: Company estimates and public sources. See Appendix.

THE PROBLEM

Existing Public Safety Infrastructure



EXPENSIVE

- Security guards cost businesses \$25 to \$65 per hour (\$220K - \$570K per year for 24/7 coverage)
- Police officers cost communities \$50 to \$150 per hour (\$438K - \$1.3M for 24/7 coverage)
- 24/7 post requires 4 humans as not possible to triple shift people



INEFFICIENT

- 100% to 400% employee turnover rates for security guards making quality and consistency in service impossible
- Police officer retention crisis with 10% to 30% vacancy rates
- Lack of real-time intelligence and insufficient physical deterrence



POOR RESULTS

- Every 26 seconds a violent crime occurs somewhere in the country
- Every 5 seconds a property crime occurs somewhere in a community
- Vehicle thefts increased by 12.6% in 2023
- Public safety is now a nationwide crisis plaguing communities

\$2.6 Trillion

Annual **negative** economic impact of crime in the U.S.

OUR TECHNOLOGY

Crime Fighting Technology

ASR ECD

- **Autonomous Security Robots (ASR)** patrol to deter criminal acts and provide real-time video + audio insights on incidents
- **Emergency Communication Devices (ECD)** provide instant access to emergency services in times of need



KSOC KEMS

- Real time information through **Knightscope Security Operations Center (KSOC)** and **Knightscope Emergency Management System (KEMS)** software applications
- Up to 200+ terabytes of data generated per annum per machine



RTX KNOC

- **Risk & Threat Exposure (RTX)** team adds 24/7 humans-in-the-loop to provide vetted intelligence and reduce false alarms
- **Knightscope Network Operations Center (KNOC)** team actively monitor robot health to ensure continuity in operations

HARDWARE

+

SOFTWARE

+

HUMANS

Physical A.I.

DETER

Physical Presence
Announcements
Strobe Lights
Blue Light
Signage

+

DETECT

HD Video
Live Audio
People
Faces
Vehicles
Plates
Thermal
Signals
Gunshots

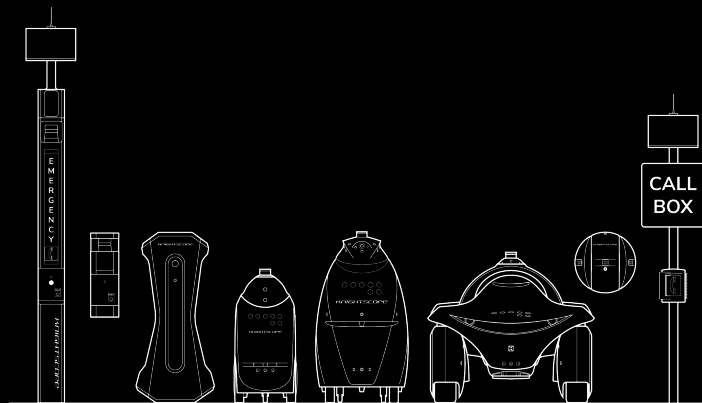
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REPORT

Real Time Alerts
Human-in-the-Loop
Escalations
Daily Reports
Quarterly Reviews



Knightscope: The Future of Public Safety



COST EFFECTIVE

- Autonomous Security Robot annual subscriptions are **\$1 to \$11 per hour**
- Emergency Communication Devices are **\$5,000 to \$12,000** product sales (with service agreements charged separately)

EFFICIENT

- **No** employee turnover or vacancy issues
- Technology **doesn't sleep** and is triple shifted operating 24/7/365
- Provides real-time on-site **intelligence** and a **physical deterrence**

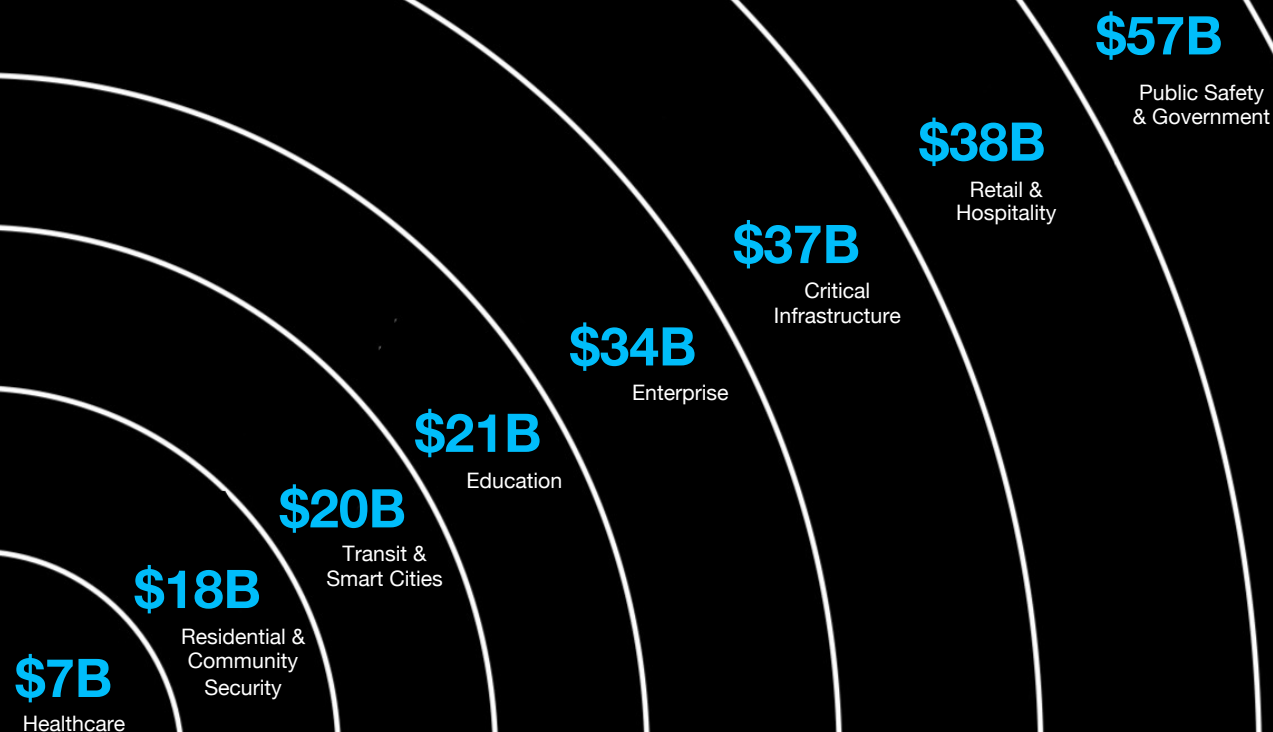
REAL RESULTS

- Clients have **renewed subscriptions** from 2 years up to 8 years consecutively
- Numerous crime fighting **wins**
- Public safety now has a path forward to the **future** of safer communities

OUR CLIENTS

\$230 BILLION

CY2025 TAM
TOTAL ADDRESSABLE MARKET



Public Safety & Government

- Law Enforcement
- Correctional Facilities
- Border Security
- Military Bases
- Critical Government Infrastructure

Enterprise

- Corporate Campuses
- Industrial & Manufacturing
- Logistics & Warehousing
- Commercial Real Estate
- Data Centers

Critical Infrastructure

- Energy & Utilities
- Telecommunications
- Water & Wastewater Facilities
- Seaports & Transportation Hubs

Retail & Hospitality

- Shopping Malls & Retail Centers
- Casinos & Gaming Facilities
- Hotels & Resorts
- Stadiums & Event Venues
- Parking Lots & Structures

Healthcare

- Hospitals
- Medical Centers

Education

- K-12 Schools & Campuses
- Colleges & Universities
- Training Centers & Research Facilities

Transit & Smart Cities

- Airports
- Rail & Transit Hubs
- Parks & Public Spaces
- Smart City Surveillance Networks

Residential & Community Security

- Apartments & Condominiums
- Homeowner Associations (HOAs)
- Subdivisions & Gated Communities
- Mixed-Use Developments

Broad Client Base

CRIME can occur in all the places that are important to people

Knightscope technologies operate 24/7/365 to **PROTECT** these places

LIVE

- Apartments
- Condominiums
- Homeowner Associations
- Mixed Use
- Subdivisions

WORK

- Corporate Campuses
- Commercial Real Estate
- Government
- Industrial
- Logistics Facilities
- Manufacturing Plants

STUDY

- K-12 Schools
- Universities
- Training Centers

VISIT

Airports	Parks
Casinos	Rail
Hospitals	Retail
Hotels	Storage
Parking	

Diversified Business Model

BLENDED model with strong recurring revenue and transactional sales

Ensures stability and growth potential

RECURRING REVENUE

ASR Machine-as-a-Service (MaaS)
Knightscope Network Operations Center (KNOC)
Risk & Threat Exposure (RTX)
Knightscope Emergency Management System (KEMS)
ECD Full-Service Maintenance (FSM)



HIGH MARGINS

TRANSACTIONAL REVENUE

Blue Light Towers
Blue Light Emergency Phones
Call Boxes
Retrofit Kits



EXPANSION POTENTIAL

We Protect the Places You

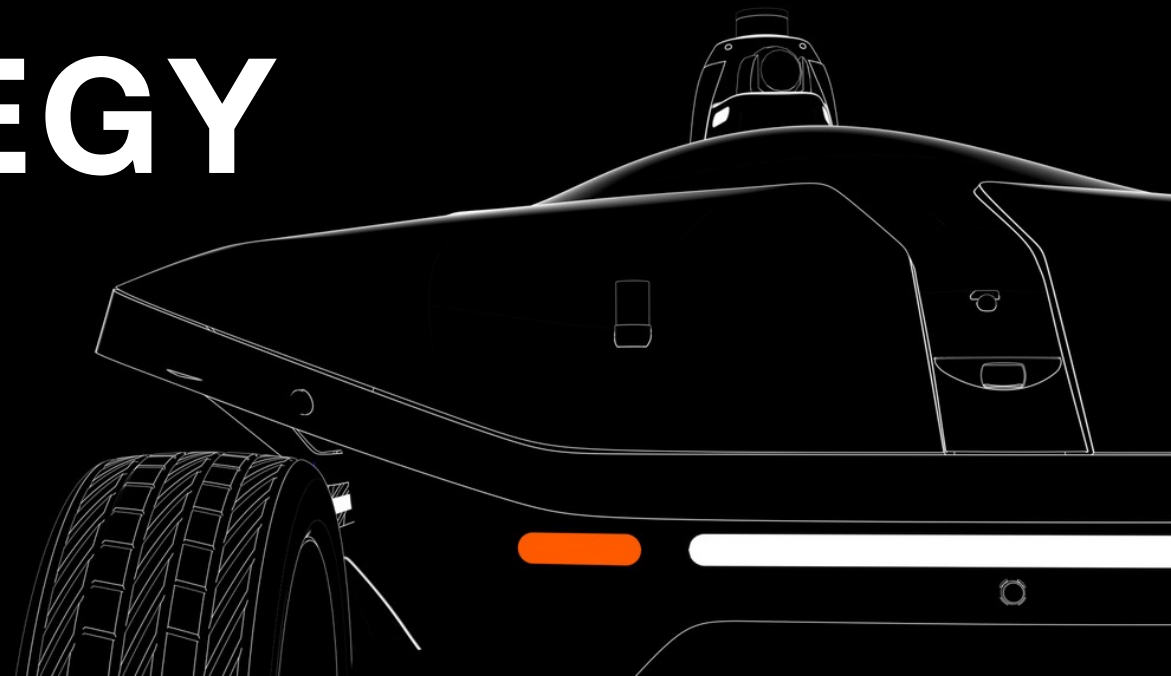
LIVE WORK STUDY VISIT

KNIGHTSCOPE
NASDAQ: KSCP



MAKE AMERICA THE SAFEST COUNTRY IN THE WORLD

OUR GROWTH STRATEGY



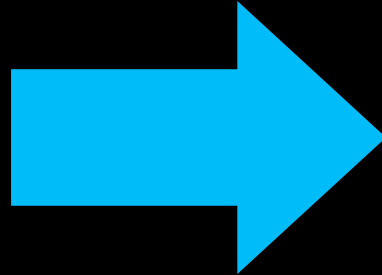
EXISTING
Public Safety Infrastructure
is Archaic and Fragmented

1 million law enforcement professionals

1.5 million security guards

85 million cameras

300,000 law enforcement vehicles



FUTURE AI DRIVEN
Public Safety Infrastructure
is Advanced and Intelligent

ROBOTS WILL
BE
EVERYWHERE.

Additional 1 million

machines-in-network that can see, feel, hear, smell, speak and autonomously cooperate to support the 2.5 million human officers and guards 24/7/365

Key Growth Drivers



Organic and Inorganic Growth

- Partnered with **Verizon Frontline** advanced telecommunications network for first responders to drive growth
- Scaling ASR and ECD business in healthcare, gaming, industrial, real estate, education, transportation and government
- Acquisition(s) and partnership(s) opportunities being vetted



U.S. Federal Government Growth

- Deployed first K5 GOV at U.S. Dept of Veterans Affairs,
- Won U.S. Air Force Phase 1 contract
- Achieved Authority to Operate ("ATO") across federal agencies
- Establishing Washington Office to drive business development, government relations and strategic communications



Growth Led by New Products

- Alpha Prototype of K7 Autonomous Security Robot completed, Beta Prototypes in 2025, targeting production in 2026
- Accelerated product development schedule for K1 Super Tower with Alpha and Beta Prototypes in 2025, targeting production in 2026
- Plan to significantly grow top line revenue profitably

FINANCIAL OVERVIEW

Financial Overview

- 2024 and first 2 quarters of 2025 focused on **fundamental restructuring of the business** to better align with market and opportunities given proven technology
- Deep financial review of income statement activities to **optimize operations**
- Significant balance sheet improvements to set **strong foundation for growth**
- Executed and planned changes to yield near-term choppy results intended to set the stage for **growth in 2026**
- **Recurring revenue for recurring societal problem** targeting to grow over time

Balance Sheet

- ✓ Converted outstanding preferred stock to common
- ✓ Eliminated outstanding warrants with toxic terms
- ✓ Raised over \$40M (2024)

Corporate Governance

- ✓ New Board of Directors with industry experience
- ✓ Increased authorized shares
- ✓ Eliminated preferred share class
- ✓ Updated capital structure to align with peers

Operations

- ✓ Outsourced non-core field technician services
- ✓ Cut management team by one 1/3rd (2024)
- ✓ Reduced G&A payroll expense by 1/3rd (2024)
- ✓ Established new manufacturing process
- ✓ Recruited new sales team and accounting teams
- ✓ R&D investment in new technology platforms
- ✓ Positioned for long-term sustainable growth
- ✓ Initiated facility consolidation
- ✓ Kicked off search for new headquarters

Management



William Santana Li
Chairman and CEO



Mercedes Soria
EVP and CIO | CISO



Aaron J Lehnhardt
EVP and Chief Design Officer

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

- Award winning former Deloitte software engineering leader with deep experience in enterprise, artificial intelligence and startups

- Former Ford Motor Company senior designer, digital design expert and Alias 3D instructor at College for Creative Studies



Apoorv S Dwivedi
EVP and Chief Financial Officer



Jason M Gonzalez
SVP Client Development



Ronald J Gallegos
SVP Client Experience

- Extensive finance, corporate and startup experience and former GE Finance, Cox Automotive, Sears and Nxu

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

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

EXPERTISE

Domain Experts

Management team has **5 to 11** years of operating experience scaling up Knightscope since inception and are prepared to fuel the next stage of growth

Execution

Design, development, operations, commercialization, acquisitions

Public Company Governance

Proven executive experience at multiple public companies

Board of Directors



William Santana Li
Chairman and CEO



William G. Billings
Independent Director



Robert A. Mocny
Independent Director



Melvin W. Torrie
Independent Director



JOIN US AND BE A
FORCE FOR GOOD



MAKE AMERICA THE SAFEST COUNTRY IN THE WORLD

NASDAQ: KSCP

Appendix

Existing Public Safety Infrastructure Sources:

<https://www.pewresearch.org/short-reads/2024/04/24/what-the-data-says-about-crime-in-the-us>
<https://www.pewresearch.org>
<https://cde.ucr.cjis.gov/LATEST/webapp/#/pages/home>
<https://www.pewresearch.org/short-reads/2024/04/24/what-the-data-says-about-crime-in-the-us/>
www.fbi.gov

Negative Impact of Crime Sources:

<https://news.vanderbilt.edu/2021/02/05/new-research-examines-the-cost-of-crime-in-the-u-s-estimated-to-be-2-6-trillion-in-a-single-year>

2025 U.S. TAM Sources:

- IBISWorld – Security Services Industry in the U.S. (2024)
- MarketsandMarkets – Autonomous Security Robots Market Forecast, 2023–2028 (December 2023)
- Allied Market Research – Emergency Communication Systems Market Growth Analysis, 2023–2030 (January 2024)
- Frost & Sullivan – AI-Driven Security & Surveillance Trends, 2024 (February 2024)
- DHS & FBI Annual Reports – U.S. Public & Private Sector Security Spending Estimates (2023)
- National Institute of Standards and Technology (NIST) – AI & Robotics in Public Safety: Market Growth Report (2023)
- Homeland Security Research Corp. – Critical Infrastructure Protection & Perimeter Security Market Outlook, 2023-2028 (October 2023)
- American Public Transportation Association (APTA) – Rail & Transit Security Spending Projections (2023)
- Commercial Real Estate Development Association (NAIOP) – Corporate Campus & Industrial Security Market Trends (2024)
- National Retail Federation (NRF) – Retail Security & Loss Prevention Spending Report (2023)
- American Gaming Association (AGA) – Casino & Hospitality Security Expenditures, 2023-2027 (November 2023)
- National Center for Education Statistics (NCES) – K-12 & Higher Education Campus Security Budgets (2023)
- National Apartment Association (NAA) – Multifamily Housing Security Market & Crime Prevention Strategies (2023)
- Urban Land Institute (ULI) – Residential & Mixed-Use Development Security Trends (2023)
- Company Estimates – Knightscope’s proprietary market projections based on customer demand, RFP data, and competitive landscape