KNIGHTSCOPE

INVESTOR PRESENTATION

Building the nation's first Autonomous Security Force.

AUTONOMOUS SECURITY FORCE

NASDAQ: KSCP

BUILT IN AMERICA TO SECURE AMERICA

Q3 2026 · FORM 10-Q

KNIGHTSCOPE

THE INVESTMENT

A new category leader, at a financial inflection, widening a moat no point-vendor can cross – a federal grade AI-driven integration of hardware + software + humans – recurring revenue for a recurring societal problem.

Security. Handled.

BUILT IN AMERICA TO SECURE AMERICA



H1 AUGMENTED SECURITY AGENT

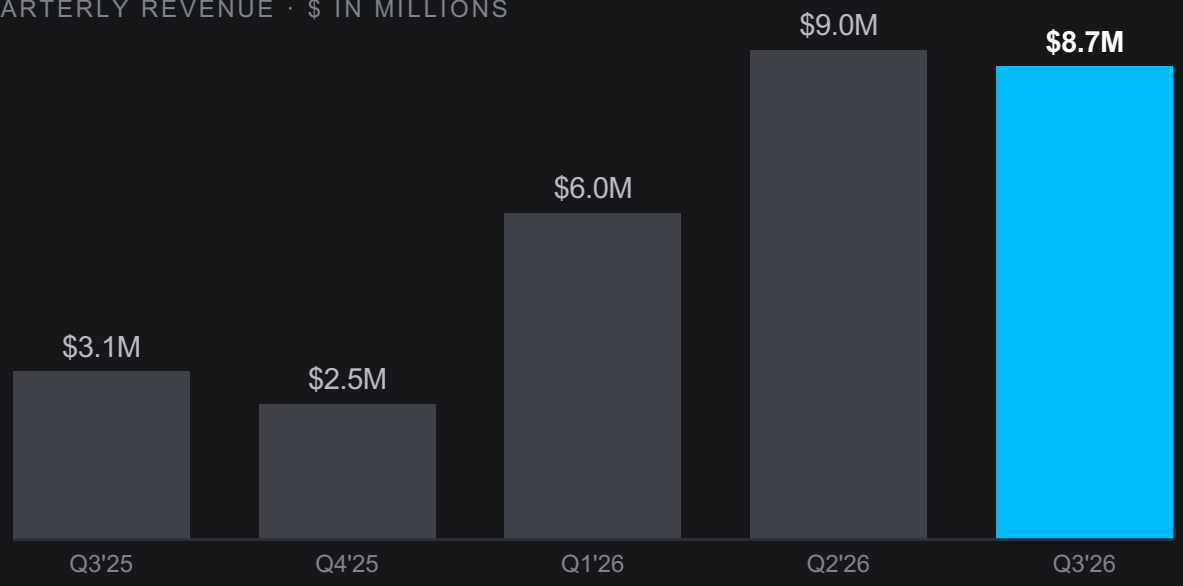
K7 AUTONOMOUS SECURITY ROBOT

MOMENTUM

Three straight triple-digit quarters.

Revenue for the third quarter was $8.7 million, up 177% year over year — the third consecutive quarter of triple-digit growth.

QUARTERLY REVENUE · $ IN MILLIONS



$8.7M

Q3 2026 REVENUE

+ 177% YoY overall
+ 35% YoY · pro forma

+35% pro forma is the like-for-like rate.

UNIT ECONOMICS · THE LEVERS

No one has done this before.

We show our unique levers behind the model. There is no comparable to benchmark against.

LEVER 01 · MARGIN

Autonomy-led

Robots and software carry near-zero marginal cost; margin structure improves as autonomy density rises per site. Service gross margin was 8% of service revenue in Q3 2026, versus a service gross loss a year earlier.

THE LEVER

LEVER 02 · MIX

~99% recurring

$8.6M of $8.7M Q3 revenue was recurring service revenue. Managed services are valued on recurring mix and retention.

IN PLACE

LEVER 03 · STRUCTURE

One post at a time

Robots replace static posts — revenue per site rises without matching headcount. Signals scales at near-zero marginal cost. Service insourcing underway.

UNDERWAY

THE DESTINATION an operating model where revenue scales faster than cost — the thesis behind the levers, not guidance.

WHY KSCP

3 reasons to support the Company.

01

A new category, not a product.

The nation's first Autonomous Security Force — delivered as a fully managed, recurring-revenue service into an estimated $230B U.S. market.

$230B

U.S. TAM

02

Recurring revenue at scale.

A managed-service model — robots, software, and licensed agents under one contract — generating recurring revenue across 434 clients in 42 states.

~99%

RECURRING REVENUE MIX

03

A widening moat.

Proprietary technology platform expands margin as autonomy density rises. Flywheel of deployments yields more data for AI to improve outcomes.

USA

BUILT IN AMERICA

SNAPSHOT

Creating a new category.

Knightscope, Inc. (NASDAQ: KSCP) — a Silicon Valley managed service provider of physical security on a long-term mission to make America the safest country in the world. Uniquely combining robots, AI software, and augmented security agents into the nation's first Autonomous Security Force – to deter, detect and respond in real time.

$8.7M

Q3 2026 revenue · as reported

~35%

Pro forma revenue YoY · like-for-like
+ 177% YoY overall

~99%

Recurring revenue mix · Q3 2026

$6.84M

Cash & equivalents · 30 Sep 2026

2013	Silicon Valley	541	10,000+	434	42
FOUNDED	HEADQUARTERS	EMPLOYEES · NOV 2026	MACHINES IN NETWORK	CLIENTS	U.S. STATES

TOTAL ADDRESSABLE MARKET

A $230B market. We have the wedge.

INTEGRATED APPROACH

Autonomous Security Force

Only provider that uniquely combines hardware + software + humans focused on positive outcomes

SERVED

Managed Service Provider

Sites needing 24/7 accountable, multi-modal coverage – needing to protect people and assets.

NEAR-TERM BEACHHEAD

Guard-Led → Autonomy

Guarding contracts converting to autonomy — recurring revenue, land-and-expand.

KEY VERTICALS — SECURITY WHEREVER PEOPLE LIVE, WORK, STUDY & VISIT

- — Retail
- — Enterprise
- — Healthcare
- — Hospitality
- — Critical Infrastructure
- — Education
- — Transportation
- — Government

$230B CY2025 U.S. TAM · COMPANY ESTIMATES AND PUBLIC SOURCES

THE PROBLEM

Security spending keeps rising. Outcomes don't.

$2.6T estimated annual cost of crime in the United States — the stakes behind every security budget.

EXPENSIVE

Coverage scales linearly with headcount. 24/7 protection needs multiple personnel per post; rising wages and overtime inflate cost without improving outcomes.

$220K–$570K

Per year — 24/7 guard ($25–$65/hr)

$438K–$1.3M

Per year — 24/7 police ($50–$150/hr)

FRAGMENTED

Guards, cameras, robots, sensors, monitoring and software operate in silos. Most infrastructure isn’t actively monitored or operational and generally lacks real-time intelligence.

90%+

Of alerts non-actionable without human review

8–12

Vendors the average CSO manages — none accountable

UNACCOUNTABLE

Cameras detect but don't decide or respond or deter. Systems are watched only after an incident for investigations. No single provider owns deterrence, escalation, response and documentation.

No owner

Of end-to-end accountability across the stack

3 a.m.

The phone tree no one answers — reactive, after the fact

WHY NOW

The inevitable shift to autonomy.

STATE OF THE INDUSTRY TODAY

Human-centric · Fragmented · Reactive · False Data

~1M

Law enforcement professionals

~1.5M

Security guards

~100M

Cameras

~300K

Law enforcement vehicles

THE FUTURE WE ARE WORKING TOWARDS

Always orchestrated · Always on · Audit Trails

1M+

AUTONOMOUS MACHINES & AUGMENTED AGENTS

Robots everywhere — supporting elite human teams, not replacing them.

THE DIAGNOSIS

Eight vendors. Twelve invoices. One job.

01	Guard Company	SILO
02	Camera Vendor	SILO
03	Access Control	SILO
04	Remote Monitoring	SILO
05	Patrol Service	SILO
06	Investigations	SILO
07	Some New AI Tool	SILO
08	Emergency Phones	SILO

The guard company can't see the cameras. The camera vendor can't dispatch the guards. The AI tool can't hear the radios. Access control runs on a separate login.

Every vendor sends a separate invoice — and **none is accountable when something happens at 3 a.m.**

That's the opportunity.

IT security consolidated to the managed-service model twenty years ago — and minted category leaders. Physical security never did. Knightscope is the consolidation: one provider, one contract, one accountable force.

SINGLE UNIFIED OPERATION

Autonomous Security Force Model

01

Deter

Dynamic patrol routing
Public announcements
Visible & audible presence

02

Detect

Sensor fusion
360° perception
AI-driven alerts

03

Respond

Human verification
Escalation workflows
Armed and unarmed security agents

HARDWARE

Autonomous Security Robots and Emergency Communication Devices — persistent detection and visible deterrence

SOFTWARE

Signals command & control — fuses data, prioritizes alerts, orchestrates response in three dimensions utilizing a digital twin

HUMANS

Mission Intelligence remote monitoring · Augmented Security Agents — verify events and execute response

AUTONOMOUS SECURITY FORCE ESCALATION MODEL (ASF-7)

ASF-7 — Seven levels. Three layers.

Every incident escalates the same way: autonomous detection at machine speed, to verified human command, to physical response.

↑ ESCALATION

L7	Law Enforcement Engagement
L6	Augmented Security Agent
L5	Mission Intelligence Lead
L4	Mission Intelligence Analyst
L3	Orchestrated Autonomy
L2	AI Agents
L1	Autonomous Detection

LAYER 03 · PHYSICAL RESPONSE
Levels 6–7 — the strongest link, finally.

LAYER 02 · REMOTE COMMAND
Levels 4–5 — human judgment, verified.

LAYER 01 · AUTONOMOUS
Levels 1–3 — machine speed, always on.

Every patrol, sensor check, escalation, AI decision and action — logged, timestamped and auditable through the Signals intelligence layer.

CATALYSTS

The next chapter is already in motion.

Named catalysts — each one compounds the flywheel.

01 **K7 Autonomous Security Robot** — UNDER DEVELOPMENT

Flagship of the Force — manufacturing commenced at KHQ to accelerate deployment during Q4 2026. Unveiled at GSX 2026.

02 **Signals — AI command platform** — LIVE AT KHQ

The digital twin powering 24/7 Mission Intelligence operations — sensor fusion, alert triage, orchestrated response. Live in its initial release at KHQ.

03 **H1 Augmented Security Agent** — UNDER DEVELOPMENT

Tech-enabled wearable (prototype) for the Security Force — exclusive to KSF agents; a force multiplier per post. Unveiled at GSX 2026.

04 **Security Force expansion + Federal grade hardening** — IN PROGRESS

Land-and-expand inside 434 clients — <2% of an estimated $850M+ in-account spend today.

THE PLAYBOOK

A proven arc exists in the market today: hardware on the ground → a software and subscription network on top → ownership of the category for law enforcement.

Knightscope is running the same model in physical security operations — machines and agents on the ground, Signals on top, one recurring contract per site.

Same arc. Different ballpark.

WHY WE WIN

The only model that owns the whole outcome.

Guard firms can't automate. Technology vendors can't be accountable. Knightscope does both — then compounds.

CAPABILITY	GUARD STAFFING FIRMS	TECH-ONLY VENDORS	KNIGHTSCOPE
Licensed armed & unarmed guarding	✓	X	✓
24/7 monitoring	✓	X	✓
Autonomous patrol	X	✓	✓
Integrated response	X	✓	✓
Quality & consistency	X	X	✓
Outcome accountability	X	X	✓

WHY THE LEAD COMPOUNDS — THE DURABLE MOAT

Integration & switching costs

One managed operation embeds across the whole site.

Signals data flywheel

More nodes → more data → better AI → better outcomes.

Federal-grade stack

U.S. government cybersecurity standards — point-vendors can't claim it.

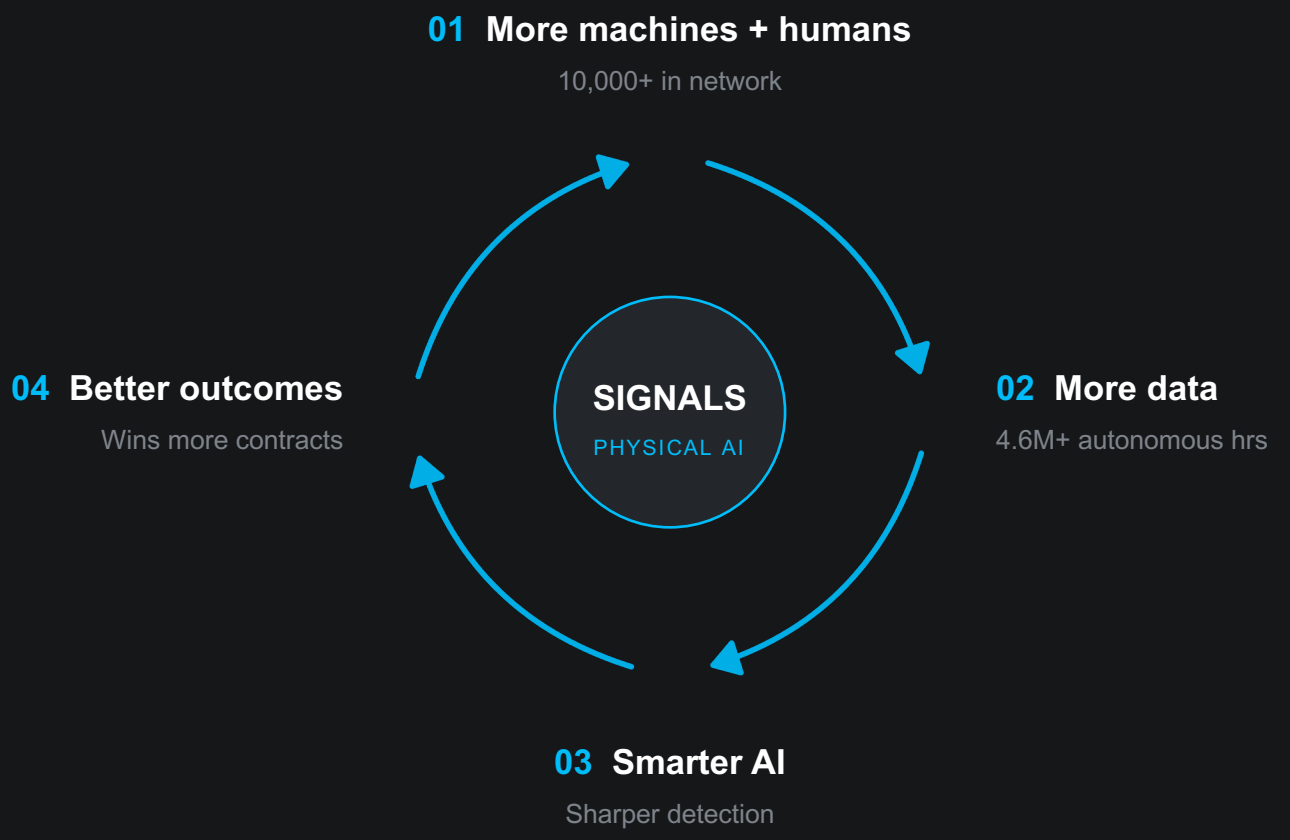
Outcome accountability

A single owner of escalation, response and reporting.

THE MOAT

Every machine and human makes the Force smarter.

Knightscope isn't a fleet of robots — it's a compounding intelligence system. Every contract adds machines and humans; every machine and human adds data; every signal sharpens the AI that wins the next contract — a moat no point-vendor can cross.



TODAY – IN THE NETWORK

~10,000+ machines + agents*

~ 4.6M+ autonomous hours logged and counting

434 clients · 42 states

* ~10K+ machines reflect the entire force, including stationary devices, robots, and agents.

VENDOR RISK · OWNERSHIP

Who owns your security provider?

Patrol patterns, access records, exposure blueprint, trade secrets – all sit under someone else's flag.

PROVIDER	ULTIMATE CONTROL · HOME COUNTRY	LARGEST SHAREHOLDER
Legacy guarding contractor A	PE-held; foreign public pension fund largest shareholder	FOREIGN
Legacy guarding contractor B	Listed abroad; foreign family holding-company control	FOREIGN
Legacy guarding contractor C	Privately held abroad; global credit-fund minority	FOREIGN
Other national providers	Listed or privately held abroad	FOREIGN
KNIGHTSCOPE	United States — U.S.-only operations, no foreign parent	AMERICAN

The only American, publicly-traded company in autonomous security — American-controlled end to end. Built by Americans to secure Americans.

EXPANSION RUNWAY

We don't need the whole market — just room to grow inside it.

Breadth across clients, depth within them. About $27M in estimated renewals, bookings and client awards since May 2026 (not a measure of revenue or backlog) — and we have barely begun.

ESTIMATED ANNUAL SECURITY SPEND ACROSS TOP 5 LARGEST SECURITY FORCE CLIENTS



98%+ IN-ACCOUNT RUNWAY

LAND

434

clients across 42 states and 8 verticals. Our largest relationships are concentrated among a small number of enterprise accounts.

EXPAND

<2%

of an estimated $850M+ in annual security spend across our largest clients — the land-and-expand thesis.

UPGRADE

200,000+

legacy blue-light towers in the U.S. installed base — a retrofit path onto Signals.

TEAM & GOVERNANCE

Operators who have scaled before.

Founder-led, with Fortune-500 finance, federal AI, and special-operations security at the table.

LEADERSHIP



William Santana Li

Founder, Chairman & CEO

Founder/COO of GreenLeaf (now NASDAQ: LKQ); former Ford Motor Company executive



Mercedes Soria

EVP & Chief Intelligence Officer | CISO

First employee in 2013; led FedRAMP ATO, U.S. Dept. of State AI speaker



Apoorv S. Dwivedi

EVP & Chief Financial Officer

Public-company capital markets; GE, Cox Automotive, Workiva, Sears



Aaron J. Lehnhardt

EVP & Chief Design Officer

Chief Designer since 2013; former Ford Motor Company senior designer



Eric J. Rose

President, Security Force

Founder of Event Risk; ex-Apple, MSG, Pinkerton; USMC / Navy SEAL trainer

BOARD OF DIRECTORS



William Santana Li

Founder, Chairman & CEO



Robert A. Mocny

Independent Director



Melvin W. Torrie

Independent Director



William G. Billings

Independent Director

GOVERNANCE SIGNALS

Independent-director majority

Independent Audit & Comp committees

NASDAQ public-company disclosure controls

ASF PRODUCT PORTFOLIO

ASF PRODUCT PORTFOLIO

K1 Hemisphere

Secure the Entry · Stationary High-Visibility Security Device

The K1 Hemisphere is a stationary, high-visibility security device built to secure entry points and high-risk micro-locations. Designed for outdoor use, it delivers targeted coverage exactly where incidents occur, combining deterrence, real-time communication, and intelligent monitoring in a single fixed unit.

When installed at eye-level and monitored effectively, the K1 Hemisphere turns passive monitoring into an interactive security presence, enabling immediate response, improved documentation, and stronger control at key access points.



ASF PRODUCT PORTFOLIO

K5 Autonomous Security Robot

Secure the Premises · Autonomous Patrol for Structured Outdoor Environments

The K5 Autonomous Security Robot (ASR) is built for structured outdoor environments where visibility, deterrence, and consistent patrol matter most. This machine delivers continuous, autonomous patrol across defined routes, combining intelligent sensing with a highly visible presence.

Operating at pedestrian speeds, the K5 navigates real-world environments like parking lots, campuses, and walkways while capturing and analyzing activity in real time. This always-on security layer improves awareness and strengthens exterior coverage without increasing headcount.



ASF PRODUCT PORTFOLIO

K7 Autonomous Security Robot

Secure the Perimeter · Next-Generation Large-Area Autonomous Patrol

The K7 is a next-generation Autonomous Security Robot (ASR) built to secure large outdoor environments. Designed for scale, the K7 delivers continuous, autonomous patrol across expansive properties, combining light-duty off-road capabilities with advanced sensing and real-time awareness.

The K7 is designed to secure large, dynamic environments such as logistics hubs, industrial sites, commercial properties, and expansive public spaces where human patrols struggle to maintain effective coverage through human guards alone.



ASF PRODUCT PORTFOLIO

K1 Capsule

Secure the Immediate · Next-Generation Blue Light Technology Device

The K1 Capsule is a next-generation blue light technology device. Ideal for campuses, parking structures, corporate sites, and public spaces, it delivers always-on awareness, real-time response, and visible deterrence in a compact form factor.

With AI analytics, 360° video coverage, and two-way communication, the K1 Capsule helps deter incidents, accelerate response times, and reduce reliance on on-site personnel. The device can be mounted to walls for seamless integration with existing architecture or securely strapped to light poles or signposts.



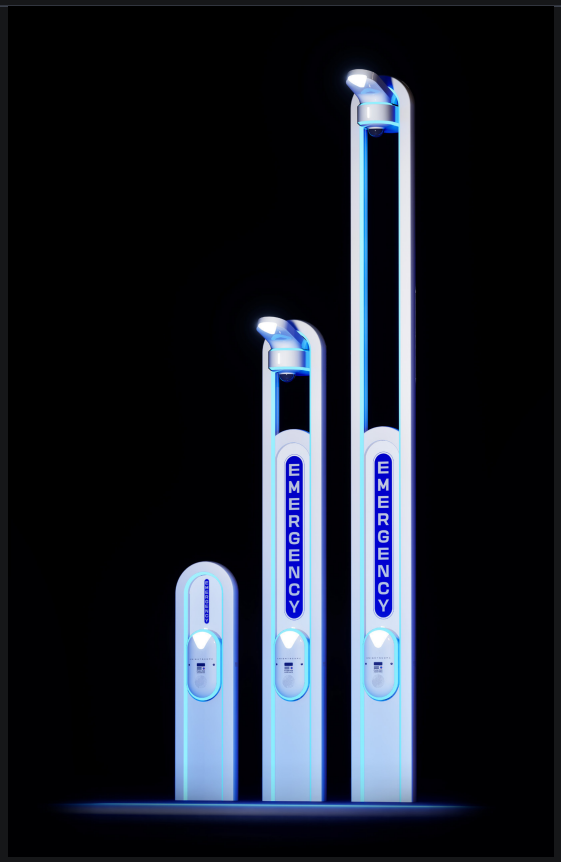
ASF PRODUCT PORTFOLIO

K1 Super Tower

Secure the Area · High-Visibility, Long-Range All-in-One Security Solution

The K1 Super Tower is a high-visibility, long-range, all-in-one security and emergency communication solution built to secure large outdoor areas, perimeters, and critical infrastructure. Available in 7, 14, and 21 foot versions, it is designed for logistics hubs, schools, construction sites, parking lots, and municipalities.

With extended height and advanced sensing, the K1 Super Tower delivers broader coverage, stronger deterrence, and actionable intelligence — day or night. Ideal for new or existing builds, it installs on a standard concrete footing.



ASF PRODUCT PORTFOLIO

Augmented Security Agent (ASA)

Secure the Site · The On-Site Human Response Layer

Knightscope's Augmented Security Agents (ASA) are the on-site response human layer of the solution. This enables us to bring humans, hardware, and software together into one orchestrated security operation.

Agents extend your security program with on-site presence and rapid response, powered by live data, AI-driven insights, and centralized command. Built on proven guarding and executive protection capabilities, the Knightscope Security Force delivers a more responsive, connected, and effective approach than traditional human guarding alone.



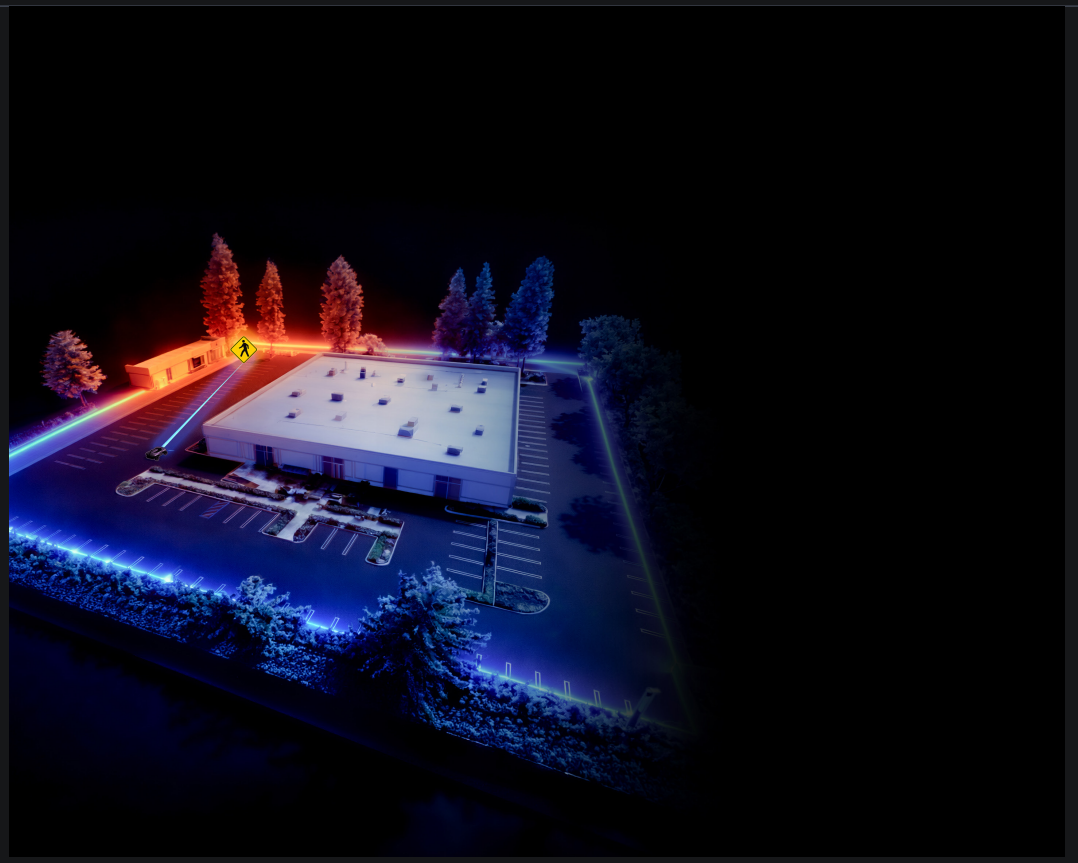
ASF PRODUCT PORTFOLIO

Signals

Unify the Force · Central Intelligence Layer — Digital Twin

Signals is the central intelligence layer that unifies Knightscope's technology into a single, orchestrated system. It integrates autonomous machines, advanced sensors, and human oversight into a real-time operational platform that delivers continuous awareness, automated response, and controlled escalation.

Designed to function as mission control for our Mission Intelligence remote monitoring team, Signals transforms fragmented security tools into a cohesive, high-performance operation, enabling faster decisions, more precise responses, and complete visibility across environments.



FLS

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 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 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 will be achieved or occur. Many factors could cause actual future events to differ materially, including (i) the Company's ability to integrate the operations of acquired companies; (ii) volatility or fluctuations in the pricing, quality or availability of labor and other items required by operations; (iii) challenges to develop and commercialize the Company's technology; (iv) overestimates of the size of the Company's addressable market; (v) dependence on sales to several large customers; (vi) capital requirements to scale hardware production; (vii) the Company's ability to raise additional capital on acceptable terms and to continue as a going concern; and (viii) additional factors 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, 2025, as updated by our Quarterly Report on Form 10-Q for the quarter ended September 30, 2026, 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. 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, 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, available at www.sec.gov or at ir.knightscope.com.

APPENDIX

Sources

EXISTING SECURITY INFRASTRUCTURE

Pew Research — crime in the U.S. (2024)

FBI Crime Data Explorer / UCR

Federal Bureau of Investigation (fbi.gov)

NEGATIVE IMPACT OF CRIME

Vanderbilt University — cost of crime in the U.S., estimated $2.6T in a single year (2021)

2025 U.S. TAM

IBISWorld — Security Services Industry in the U.S. (2024)

MarketsandMarkets — Autonomous Security Robots Market Forecast, 2023–2028 (Dec 2023)

Allied Market Research — Emergency Communication Systems Market, 2023–2030 (Jan 2024)

Frost & Sullivan — AI-Driven Security & Surveillance Trends, 2024 (Feb 2024)

DHS & FBI Annual Reports — U.S. Public & Private Sector Security Spending (2023)

NIST — AI & Robotics in Public Safety: Market Growth Report (2023)

Homeland Security Research Corp. — Critical Infrastructure & Perimeter Security Outlook (Oct 2023)

APTA — Rail & Transit Security Spending Projections (2023)

2025 U.S. TAM (cont.)

NAIOP — Corporate Campus & Industrial Security Market Trends (2024)

NRF — Retail Security & Loss Prevention Spending Report (2023)

American Gaming Association — Casino & Hospitality Security Expenditures (Nov 2023)

NCES — K-12 & Higher Education Campus Security Budgets (2023)

National Apartment Association — Multifamily Housing Security Market (2023)

Urban Land Institute — Residential & Mixed-Use Development Security Trends (2023)

Company estimates — Knightscope proprietary market projections (client demand, RFP data, competitive landscape)