



AUTONOMOUS  
SECURITY FORCE

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## EXISTING SECURITY 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](http://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

BISWorld – 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



# Snapshot

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

- Knightscope is building the nation's first **Autonomous Security Force** – delivering security as a fully managed service uniquely combining robots, software, and augmented security agents
- Our technology strategy deters, detects and responds to security incidents in real time – targeting an estimated \$230 billion TAM
- The all-new K7 Autonomous Security Robot, K1 Capsule, and K1 Super Tower are integrated with the next generation AI-driven Signals software platform, are currently expected to commence production in the second half of 2026
- Knightscope plans to accelerate the adoption of autonomy in physical security by managing and owning positive outcomes for our clients – not selling another fragmented component

**Founded**  
2013

**Employees**  
400+ (as of 17 Mar 2026)

**Headquarters**  
Sunnyvale, California

**Machines in Network**  
~10,000

**Market Capitalization**  
\$51M (as of 25 Apr 2026)

**Cash**  
\$20.6M (as of 31 Dec 2025)



# \$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

Source: Company estimates and public sources. See Sources.



# Broad Client Base

Security is **required** wherever people live, work, study and visit – *recurring revenue for a recurring societal problem*

## LIVE

Apartments  
Condominiums  
Homeowner Associations  
Mixed Use  
Subdivisions

## WORK

Corporate Campuses  
Commercial Real Estate  
Data Centers  
Government  
Industrial

## STUDY

K-12 Schools  
Universities  
Training Centers

## VISIT

Healthcare  
Hospitality  
Retail  
Storage  
Transportation

# Existing U.S. Security Infrastructure is **Broken**

## EXPENSIVE

- Security coverage is labor intensive and scales linearly with headcount
- 24/7 protection requires multiple personnel per post and rising wages / overtime inflate total cost without improving outcomes
- 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)

## FRAGMENTED

- Guards, cameras, sensors, monitoring, software and escalation levels operate in silos
- Lack of real-time intelligence and insufficient physical deterrence
- Most security infrastructure is not actually monitored or operational
- No single provider owns end-to-end accountability

## POOR OUTCOMES

- Over 90% of security alerts are non-actionable without human verification, overwhelming operators
- Poor use of technology, unmonitored infrastructure, and staffing issues all lead to unsatisfactory and delayed response
- Security spending continues to rise, yet safety outcomes and response effectiveness lag due to fragmented delivery and lack of accountability

Security nationwide is confronting enormous pressures – **aging infrastructure** and increasing complexity have created a landscape where traditional tools can no longer keep pace



# The Inevitable Shift

## TODAY

Human-Centric

Fragmented

Reactive

~1 million law enforcement professionals

~1.5 million security guards

~85 million cameras

~300,000 law enforcement vehicles

## FUTURE

# ROBOTS WILL

# BE

**1+ Million Autonomous Machines**

Supporting Elite Human Teams

Always Orchestrated

Always On

# EVERYWHERE

# The Industry Deadlock

## CHALLENGES

- Technology **alone** cannot replace humans
- Humans **alone** cannot scale effectiveness
- Fragmentation forces customers to manage complexity themselves

## OVERLOAD

- Cameras, sensors, and analytics detect, but do not decide or respond
- High false-positive rates require human interpretation of way too much data
- Most systems are monitored only after incidents occur
- No single vendor owns escalation, response, and documentation

## HUMANS

- Humans interpret ambiguity and context
- Humans verify events and take action
- Humans provide a clear escalation and liability owner
- RFPs and RFQs are structured around end-to-end responsibility

Security buyers don't buy technology — they buy accountability, and they shouldn't have to choose between accountability and automation.



# The Comprehensive Solution

**Deliver a multi-modal fully managed system** — integrating hardware, AI software, and humans as one integrated operation:

- **Hardware** – autonomous robots and perimeter sensors provide persistent detection and visible deterrence
- **Software** – fuses sensor data, prioritizes alerts, and orchestrates escalation and response
- **Humans** – humans-in-the-loop verify events, manage edge cases, and execute response actions

## Improved **Outcomes**

- All actions are coordinated through a single managed platform
- Hardware and software operate 24/7 without fatigue
- Humans supervise multiple sites instead of patrolling them
- Automation increases effectiveness without linear headcount growth
- Long term cost reductions for clients while delivering significant quality improvements



# A U T O N O M O U S   S E C U R I T Y   F O R C E

## DETER

Dynamic Patrol Routing  
Public Announcements  
Visible & Audible Presence

## DETECT

Sensor Fusion  
360 Degree Perception  
AI-Driven Alerts

## RESPOND

Human Verification  
Escalation Workflows  
Dispatch & Reporting

The Knightscope **Autonomous Security Force** fully integrates human expertise, autonomous machines, perimeter detection, sensors, analytics, and 24/7 remote monitoring into a single, fully managed security operation

## HARDWARE

K7 Autonomous Security Robot  
K5 Autonomous Security Robot  
K1 Super Tower  
K1 Capsule

## SOFTWARE

Signals Command & Control

## HUMANS

RTX Remote Monitoring  
Augmented Security Agents

# Scaling Augmented Security Agents

## SECURITY RFP AND RFQ ARE WRITTEN FOR

- Licensed guarding providers
- End-to-end accountability
- 24/7 response capability
- Without guards, robotics vendors are often disqualified before evaluation

## OFFERING GUARDS ALLOWS KNIGHTSCOPE TO

- Compete head-to-head with incumbent guarding firms
- Eliminate RFP disqualification
- Deploy robots immediately across existing contracts
- Rewrite the role of the security guard to become a tech-enabled human or Augmented Security Agent

Guards are not the destination – they are the deployment catalyst for autonomy

# Knightscope's Long-Term Competitive Edge

	Traditional Guard Firms	Technology Only Vendors	Knightscope
Licensed Armed and Unarmed Guarding	✓	✗	✓
24/7 Monitoring	✓	✗	✓
Autonomous Patrol	✗	✓	✓
Integrated Response	✗	✗	✓
Quality and Consistency	✗	✗	✓
Outcome Accountability	✗	✗	✓



SOURCE: Company estimates and public sources. See Sources on Slide 2.



# Knightscope's Path to Margin

## PHASE 1 ENTRY

- Guard-heavy contracts – accelerated by Event Risk acquisition
- Immediate revenue and RFP wins
- Positive cash flow offsets hardware heavy technology investments

## PHASE 2 HYBRID

- Knightscope technologies replace static posts
- Revenue per site increases
- Margin expansion as software driven technology becomes larger part of revenue mix

## PHASE 3 SCALE

- Higher robot density per site
- Software-driven operations
- Fewer humans per contract
- Potential to **expand margins** materially

Outcomes driven solutions improve unit economics over time – and it is sticky – recurring revenue for a recurring societal problem



# Growth Engines

## Scaling the Nation's First Autonomous Security Force

### NEW TECHNOLOGY PLATFORM

#### K1 + K7 + Signals (under development)

- Scalable, repeatable autonomous security platform
- Signals orchestrates deterrence, detection, and response
- Designed for multi-site, 24/7 managed service delivery
- Expands margins as software and automation increase

Platform scale without proportional headcount growth

### EVENT RISK ACQUISITION

#### Premium Guarding Operation Now Inside Knightscope

- Nationwide licensed armed and unarmed agents
- 6% employee turnover versus industry 100% - 400%
- Immediate recurring revenue and client base
- Deployment channel for Autonomous Security Force

AI **rewrites** the economics of a legacy industry

Orchestrating Machines + Humans as One System

Goal is to help clients achieve significantly improved situational awareness, optimized resource allocation, and a modern approach to securing facilities



All-New K7 Autonomous Security Robot  
Limited release planned 2H 2026



All-New K1 Capsule  
Under Development



All-New K1 Super Tower  
Under Development





K5  
Autonomous Security Robot



K1  
Call Box



K1  
Blue Light Tower



K1  
Hemisphere



# Leadership

**William Santana Li**  
Founder, Chairman and CEO



- Founder, Chairman & CEO of Knightscope; Founder & COO of GreenLeaf, the world's 2nd largest automotive recycler (now NASDAQ: LKQ)
- Former Ford Motor Company executive; 30+ years building and scaling technology, mobility and security startup ventures

**Mercedes Soria**  
EVP and Chief Intelligence Officer | CISO



- Founding management team member and co-architect of Knightscope's AI, autonomy and cybersecurity platforms since 2013; led execution of FedRAMP Authority to Operate (ATO) & Palantir FedStart certification
- U.S. Department of State Speaker on AI and emerging technology; former Deloitte software engineering leader and three-time award-winning technologist

**Apoorv S Dwivedi**  
EVP and Chief Financial Officer



- Knightscope CFO since 2024; direct public-company capital markets, reporting and governance experience
- Former finance leader at GE, Cox Automotive, Workiva and Sears Holdings, spanning nearly two decades across Fortune 500 finance, SaaS and high-growth environments

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



- Founding management team member and Chief Designer since 2013; shaped the industrial design language of the entire Knightscope robot portfolio — including the K7, K5, K3 and K1 family of autonomous platforms
- Former Ford Motor Company senior designer with three decades in automotive and advanced product design; former Alias 3D instructor at College for Creative Studies

**Eric J Rose**  
President, Knightscope Security Force  
(wholly owned subsidiary)



- Founder & CEO of Event Risk (acquired by Knightscope); former senior security leader at Apple, Madison Square Garden Entertainment and Pinkerton
- U.S. Marine Corps Anti-Terrorism Security Team veteran and former Naval Special Warfare (Navy SEAL) lead trainer



# Board of Directors



**William Santana Li**  
Founder, Chairman and CEO



**William G. Billings**  
Independent Director

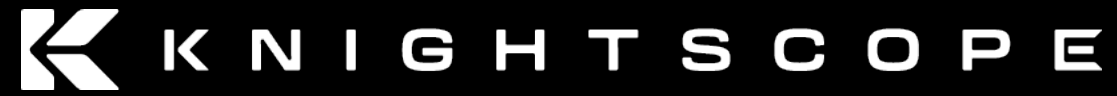


**Robert A. Mocny**  
Independent Director



**Melvin W. Torrie**  
Independent Director





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Built in America to Secure America

