

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



K N I G H T S C O P E

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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

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 slated 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
90 (as of 17 January 2026)

Headquarters
Sunnyvale, CA

Machines in Network
~10,000

Market Capitalization
\$50M (as of 17 January 2026)

Estimated Cash
\$20.4M (as of 30 Sep 2025)

Estimated Revenue
2025 \$11M

NOTE: Based on preliminary unaudited information and management estimates for year ended Dec 31, 2025. Company estimates and public sources. See Sources.



\$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

\$57B

Public Safety
& Government

\$38B

Retail &
Hospitality

\$37B

Critical
Infrastructure

\$34B

Enterprise

\$21B

Education

\$20B

Transit &
Smart Cities

\$18B

Residential &
Community
Security

\$7B

Healthcare

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

EVERYWHERE

1+ Million Autonomous Machines

Supporting Elite Human Teams

Always Orchestrated

Always On

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 Path to Growth

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

Knightscope's Path to Margin

PHASE 1 ENTRY

- Guard-heavy contracts
- 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
- **Margins expand** 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

- 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

GUARDING COMPANY ACQUISITION

Acquisition of Premium Guarding Businesses

- Profitable, cash-flowing security providers
- Strong local teams that answer the phone
- Immediate 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

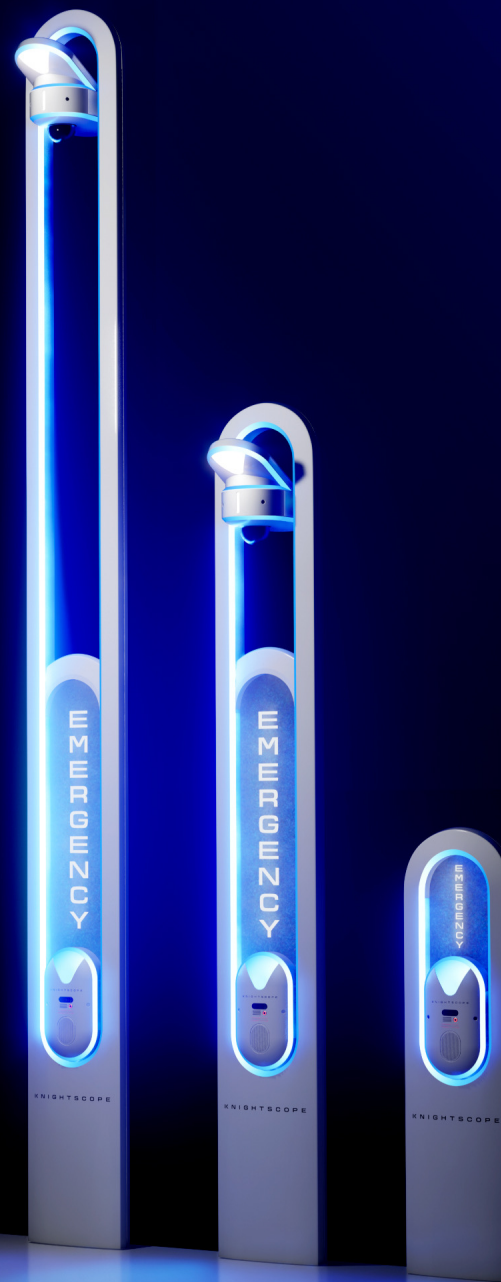


All-New K1 Capsule

Limited release planned 2H 2026



All-New K1 Super Tower
Limited release planned 2H 2026





K5
Autonomous Security Robot



K1
Call Box



K1
Blue Light Tower



K1
Hemisphere

Management



William Santana Li
Chairman and CEO

- 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)



Mercedes Soria
EVP and CIO | CISO

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



Aaron J Lehnhardt
EVP and Chief Design Officer

- 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

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



Ronald J Gallegos
SVP Revenue

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



Alison A Schwanke
VP Marketing

- Founder of Simple Strat (HubSpot Diamond Partner); scaled B2B demand and revenue engines



Board of Directors



William Santana Li
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

