

# AIRSHIP

[www.airship.ai](http://www.airship.ai)

## Investor Relations

Chris Tyson  
MZ Group - MZ North America  
949-491-8235  
AISP@mzgroup.us

## NASDAQ: AISP

Stock Price (2/28/25)	\$4.24
52-Wk Low-High	\$1.49-\$14.32
Avg. Volume (3 mo.)	2.8M
Shares Outstanding (2/28/25)	30.6M
Public Float	16.4M
Insider Holdings	36.1%
Institutional Holdings (est.)	9.3%
Market Cap	\$140.73M

## FY 2023 Financial Results

(12/31/23)

Revenue	\$12.3M
Gross Profit	\$10.6M
Gross Margin	47%
Net Income	\$16.4M

## FY 2024 Financial Results

(12/31/24)

Revenue	\$23.1M
Gross Profit	\$10.6M
Gross Margin	47%
Net Loss	\$57.5M
Cash & Cash Equivalents	\$11.4M
Backlog <sup>1</sup>	~\$5.5M
Pipeline <sup>1</sup>	~\$135M

1. As of December 31, 2024

Airship AI is an enterprise AI software, hardware, and services provider that is redefining enterprise video, data, and sensor management from the edge to the cloud. Leveraging edge-enabled computer vision, our software ecosystem provides real-time actionable intelligence to data consumers when they need it, where they need it.

## Investment Highlights

- Strong outlook of 30% YoY Profitable Revenue Growth.
- Working pipeline of ~\$135M of single and multi-year opportunities.
- Strong tailwinds in the government space for AI driven public safety solutions.
- Investing in expanded sales and marketing efforts to penetrate new verticals.
- New product releases supporting new customer acquisition and existing customer expansion efforts.
- Fortified balance sheet with recent \$8M equity capital raise that now positions AISP to achieve sustainable operations without the need for additional outside equity capital.

## Artificial Intelligence Is In Airship's DNA

Airship AI's legacy of managing Video and Data for Enterprise Federated Organizations has uniquely positioned Airship to build and deploy advanced Artificial Intelligence based models at the Edge and in the Cloud to enable proactive decision making through Predictive and Real-Time Data Analysis.



Edge Data Generation  
and Ingest



Artificial Intelligence /  
Computer Vision



Real Time  
Notifications

## Addressable Market

### Large Government Budgets Provide Tailwinds for Airship AI

- ↗ 2024 Federal Budget includes focused investments in combatting terrorism and violence, protecting the traveling public, securing our borders, and other areas which Airship supports.
- ↗ 2024 DHS budget includes \$535M for border security technology at and between ports of entry.<sup>1</sup>
- ↗ 2024 DOJ Budget includes \$4.9B in discretionary resources for State and Local grants to protect US Communities and promote public safety.<sup>1</sup>

### Public Safety & Security Market

\$1.12T 2032<sup>2</sup> 10.0% CAGR

\$433B 2022<sup>2</sup>

1. Whitehouse FY2024 Budget  
2. Emergen Research

# Unlimited Use Cases. One Platform.

Hardened hardware and software eco-system supports public safety and investigative requirements for operations across multiple verticals and use cases through the ingestion and management of data from a wide range of sensors.



- Sensor agnostic edge data management driven by computer-vision.
- Over-The-Air (OTA) software and analytic model updates utilizing cloud-based management tool.
- Small hardened platform developed to support a wide range of operational deployment scenarios.
- Highly scalable interface capable of managing tens of sensors to tens of thousands of sensors.
- Highly secure / hardened backend compliant with most USG cyber-security requirements.
- Backend analytic capabilities to process and manage structured and unstructured data.
- Thick, thin, and mobile clients enabling secure customer data access and control.
- Consistent workflow across all three platforms enabling efficient data visualization.
- Common Operational Picture (COP) with integrated video, audio, mapping, alerts / alarms.

## Airship AI Is Well Established & Firmly Entrenched

- Flagship customers include various U.S. Government agencies, select foreign governments, and Fortune 500 companies operating in highly complex and demanding environments.
- Leading edge-based computer vision solutions integrated with our enterprise backend platform developed and tailored over the last decade to enable existing and emerging complex operational requirements.
- Sensor agnostic platform enabling customers to add “smarts” to their existing infrastructure without requiring the more traditional rip-and-replace approach common to the larger physical security marketplace.
- Trusted partnerships and deep technical integrations with leading-edge hardware and software technical capabilities utilized by customers across the public and private sectors.

### Flagship Customer Examples



### Ecosystem Partners Include



## Leadership Team



**Victor Huang**  
Chairman & CEO



**Derek Xu**  
Founder & COO



**Paul Allen**  
President



**Yanda Ma**  
CTO, Engineering



**Mark Scott**  
CFO

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