



Investor Presentation

March 2024

DISCLAIMER

Cautionary Note Regarding Forward-Looking Statements

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Introducing the SafetySmart™ Platform

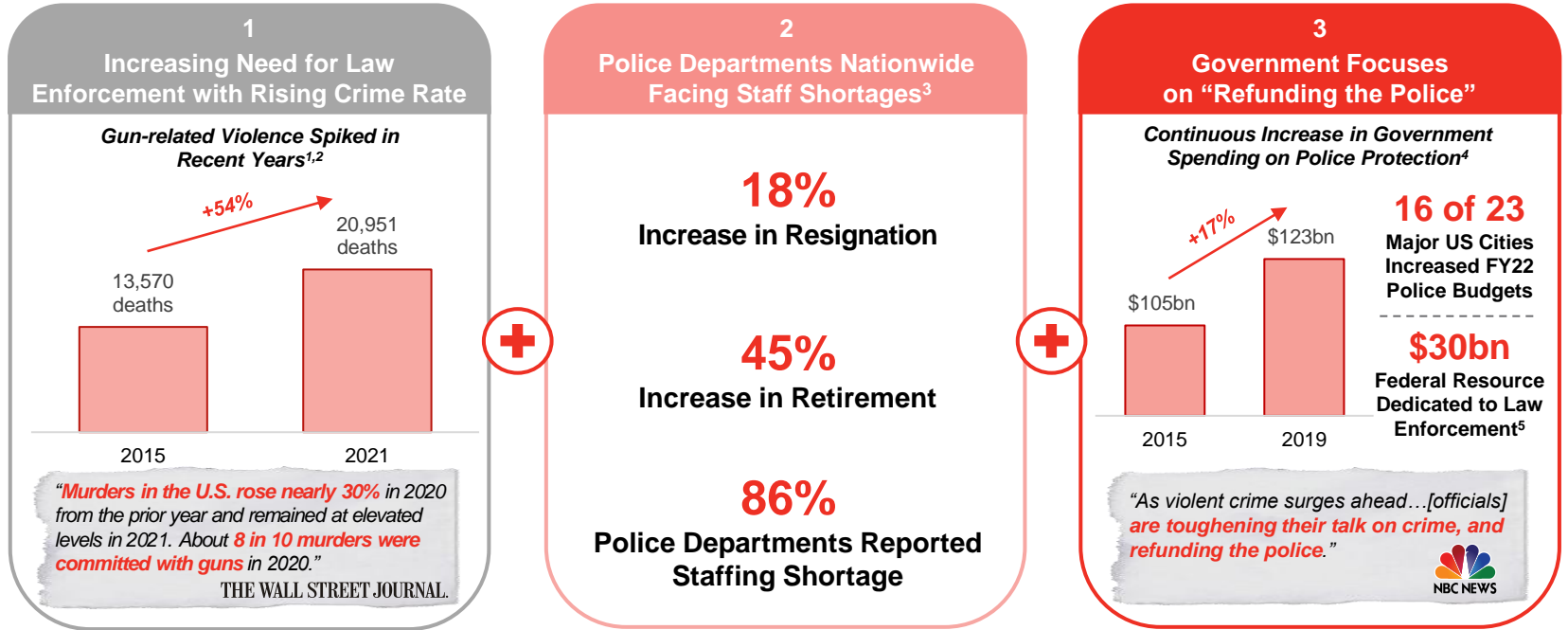
The SafetySmart Platform™ brings together specialized software solutions and objective data to help law enforcement, civic leadership, and private entities better protect their communities by ensuring the right resources are provided when and where they're needed most.

Tackling the challenges facing Law Enforcement Today

Across the country, law enforcement agencies are being pushed to their limit in the face of high crime levels and staffing shortages. Agencies need to be evidence-based and proactive, all while putting the community's needs front and center.



The Public Safety Gap



Structural Tailwinds Creating a Need for Technology in Order to Do More with Less

The SafetySmart™ Platform



Proven Gunshot Detection

- Increases police response speed to gun crime scenes
- Improves evidence recovery
- Saves lives

%ARR 2022: %ARR 2025E:

76% 58%



Community-First Patrol Mgmt.

- Proactive patrol management
- Controls / limits over-policing
- Mitigates implicit bias

%ARR 2022: %ARR 2025E:

1% 2%



Case Investigative Tools

- Collaboration tools
- Links analysis connect people, place and property
- Identifies cases needing attention

%ARR 2022: %ARR 2025E:

13% 17%



Law Enforcement Platform

- Industry's leading search engine for law enforcement
- 1.3bn+ law enforcement records
- Accelerates investigations

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10% 8%



Weapons Detection Platform

- Low-friction screening sensors
- AI-based learning software detects guns, explosives and tactical knives
- Cost advantage in market

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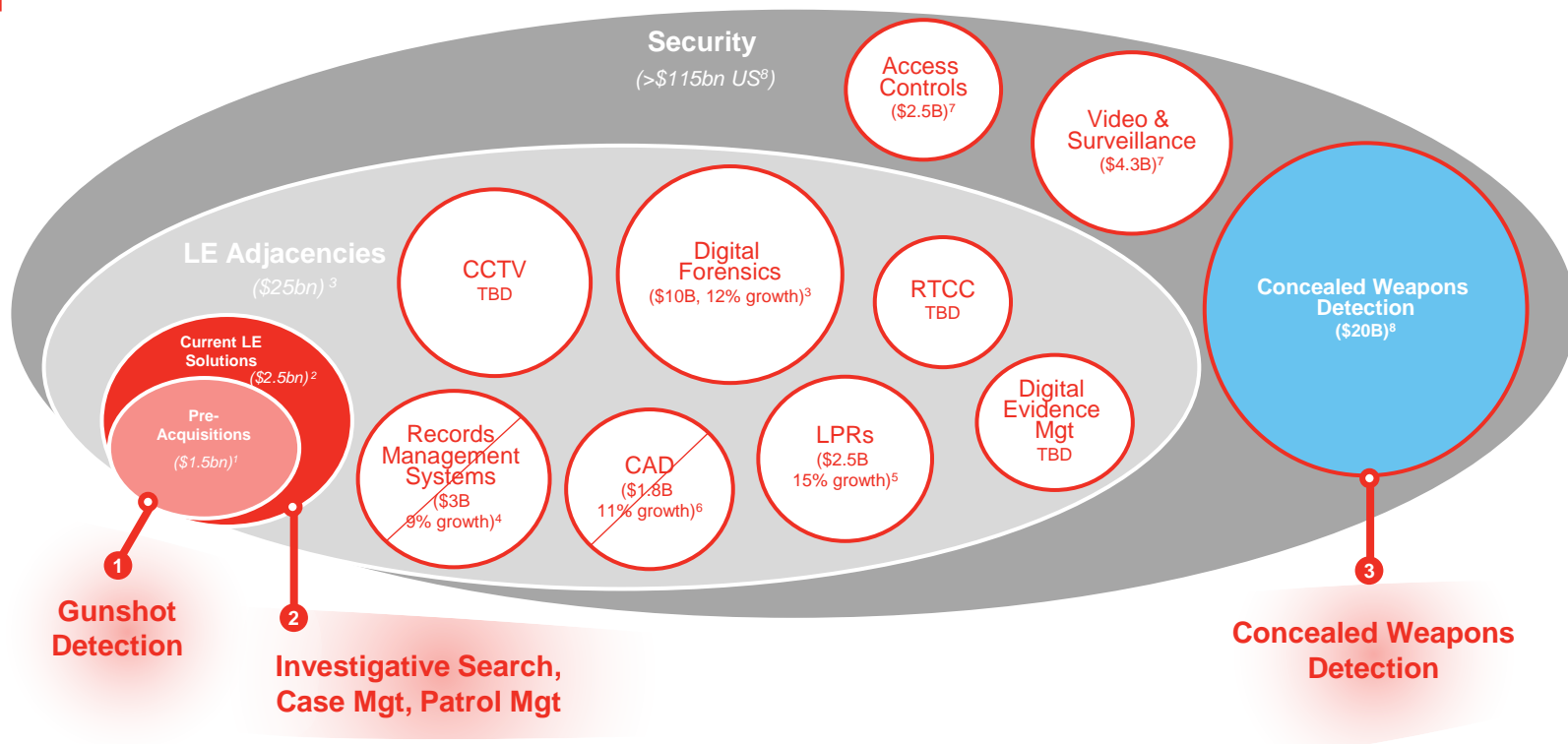
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Cities / Local Law Enforcement

Federal, State, and Local Law Enforcement

Private Sector

Public Safety and Security Market Landscape



SoundThinking, Inc. at a Glance

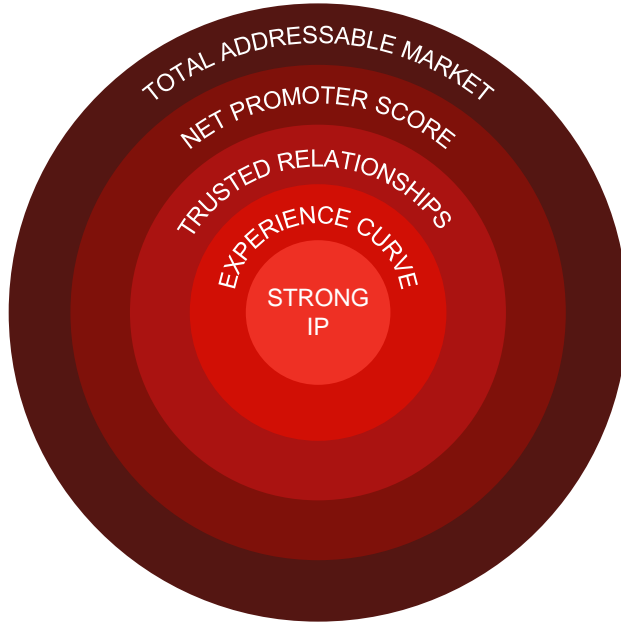
\$2.5bn+ Smart Policing TAM	\$92.7mm 2023 Revenue ¹	~23% 2021A-2025E Revenue CAGR ²	15% 2023 Adj. EBITDA Margin ¹
107% Net Revenue Retention Rate ³	99% Gross Retention Rate ⁴	\$0.52 Of S&M Spend to Generate \$1 of ACV ⁵	64 NPS Score
~280 Paying Customers	~1,100mi² Coverage Area ⁶	1.3bn Data Records (CrimeTracer)	34 Patents

Note: Except as otherwise noted, data is as of September 30, 2022

¹ Actual ² Includes the acquisition impact from Forensic Logic; ³ As of December 31, 2023; Based on revenue; Calculated as dividing the (a) total revenues for such year from those customers who were customers during the corresponding prior year by (b) the total revenues from all customers in the corresponding prior year; ⁴ Excludes downsell; ⁵ Reflects S&M expense per \$1 of new Annualized Contract Value as of December 31, 2023. Calculated as total S&M expense during the year / the first 12 months of contract value for contracts entered into during the same year; ⁶ Includes all product lines

COMPETITIVE LANDSCAPE

Strong Competitive Advantages



SoundThinking uniquely positioned to capitalize on attractive TAM

HIGHLIGHTS

NET PROMOTER SCORE

64 World Class Level¹

TRUSTED RELATIONSHIPS WITH THE MOST DEMANDING LAW ENFORCEMENT AGENCIES

160+ Law Enforcement Agencies

EXPERIENCE CURVE

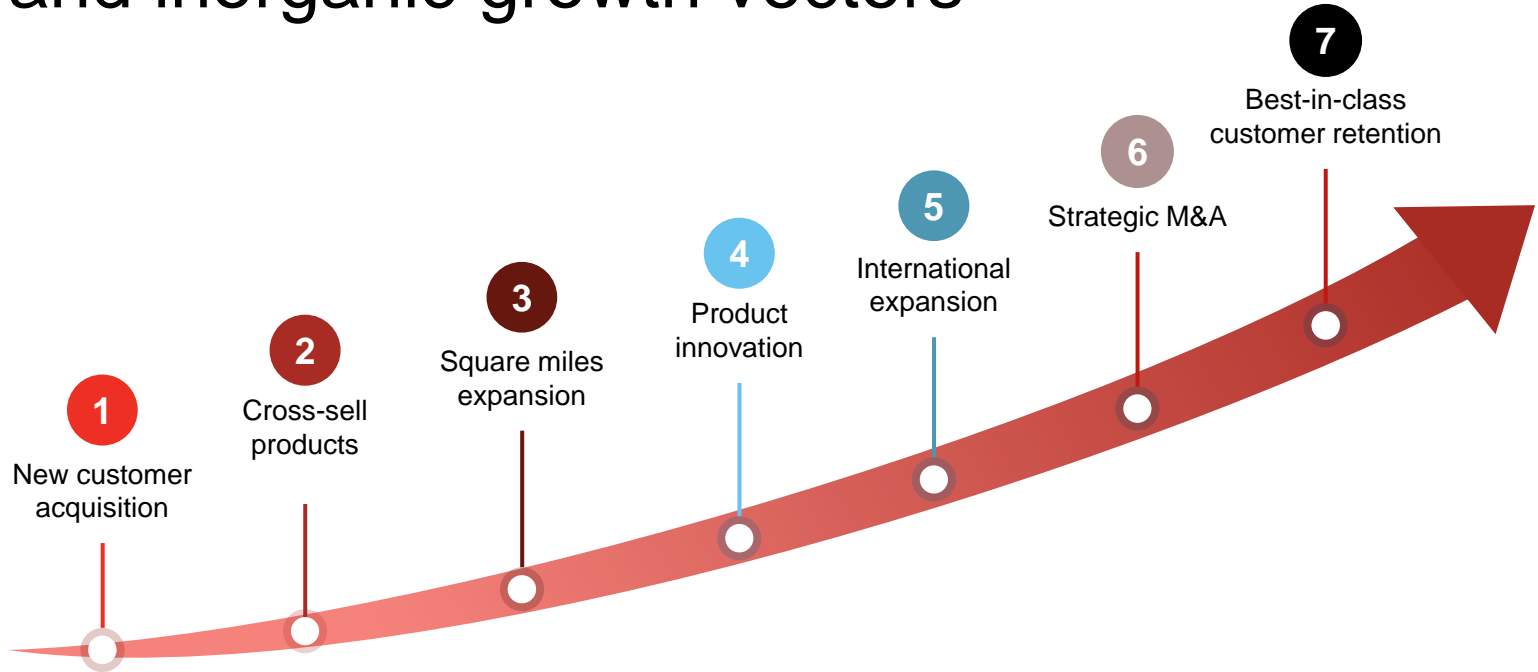
20+ Years experience in deploying and managing sensors

1st Early mover status in other categories

STRONG IP

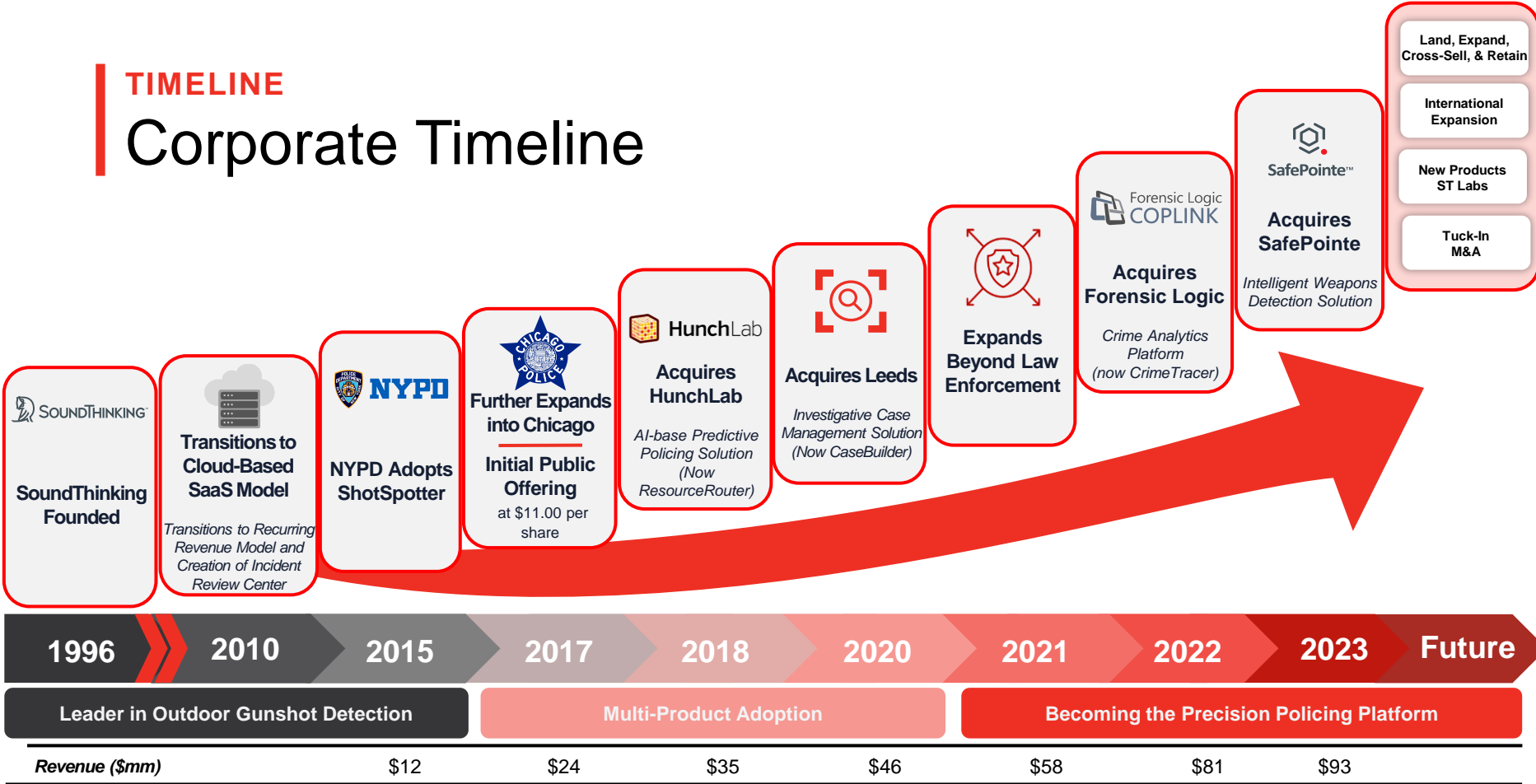
34 Patents¹

Uniquely positioned to capture several organic and inorganic growth vectors



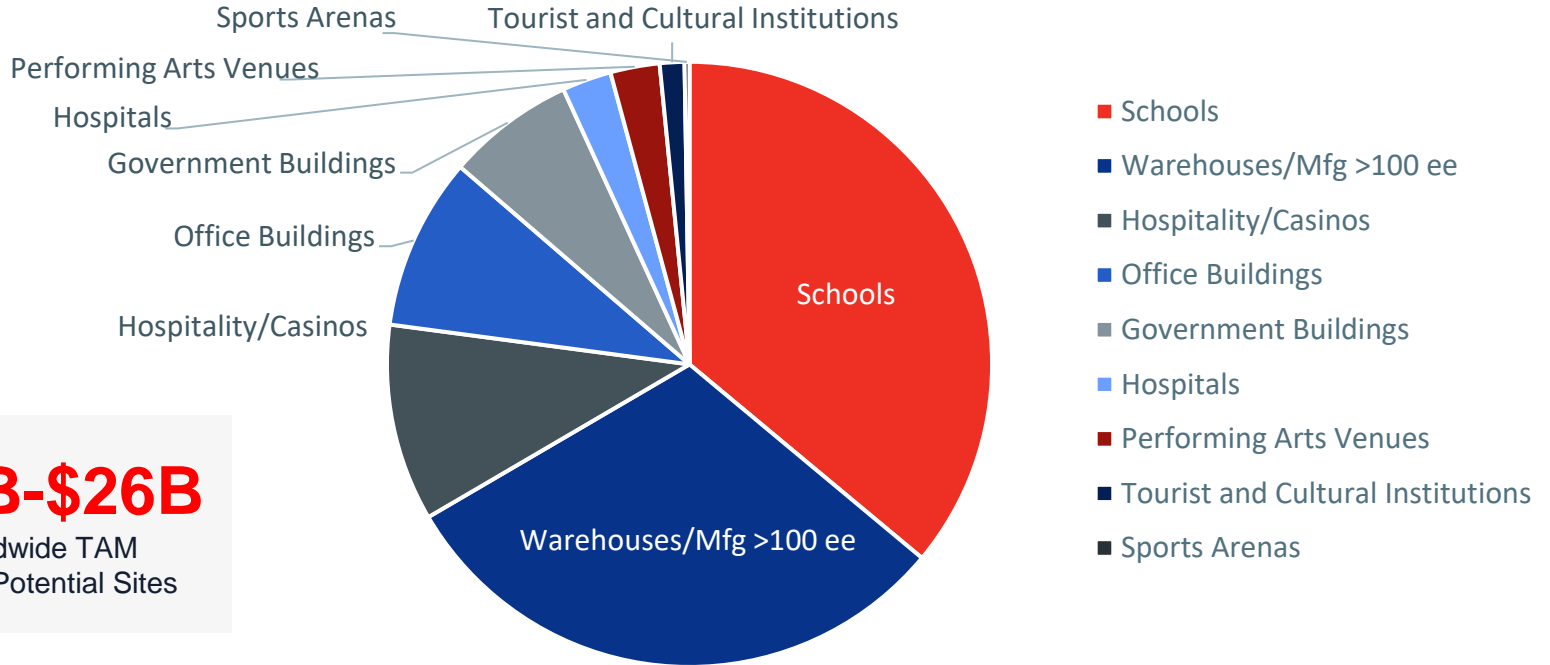
TIMELINE

Corporate Timeline



MARKET OVERVIEW

Weapons Detection TAM Opportunity



\$20B-\$26B

Worldwide TAM
w/400k Potential Sites

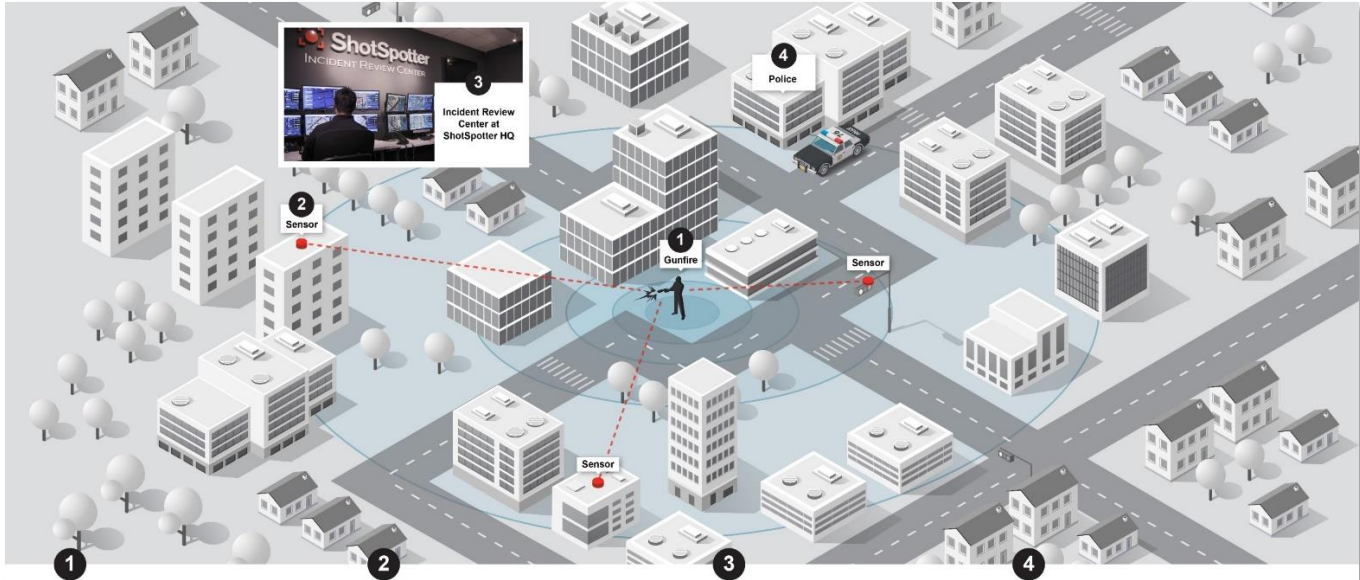


ShotSpotter – Gunshot Detection Solutions



ShotSpotter

Proprietary Gunshot Detection Technology



1

Gun is fired

When a gun is fired, the sound of a muzzle blast radiates outward.

2

Gunshot is Detected and Located

Acoustic sensors are triggered by the impulsive sound. The sound is classified as a gunshot using artificial intelligence and triangulation determines the precise location.

3

Gunshot is Reviewed

The data is relayed to the ShotSpotter Incident Review Center where analysts quickly audit the data and publish confirmed gunshots to police.

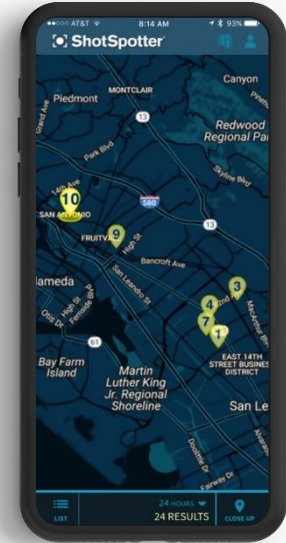
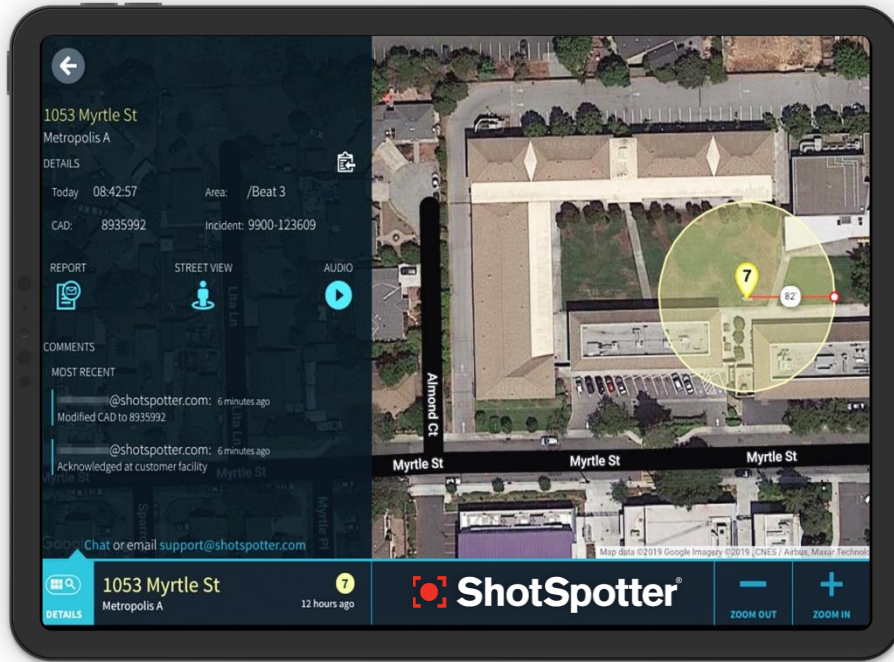
4

Police Respond

Alerts are sent to dispatch centers and patrol officers' smartphones and MDTs for immediate response. The entire process takes less than 60 seconds.

ShotSpotter

Rapid, Precise, Intelligent



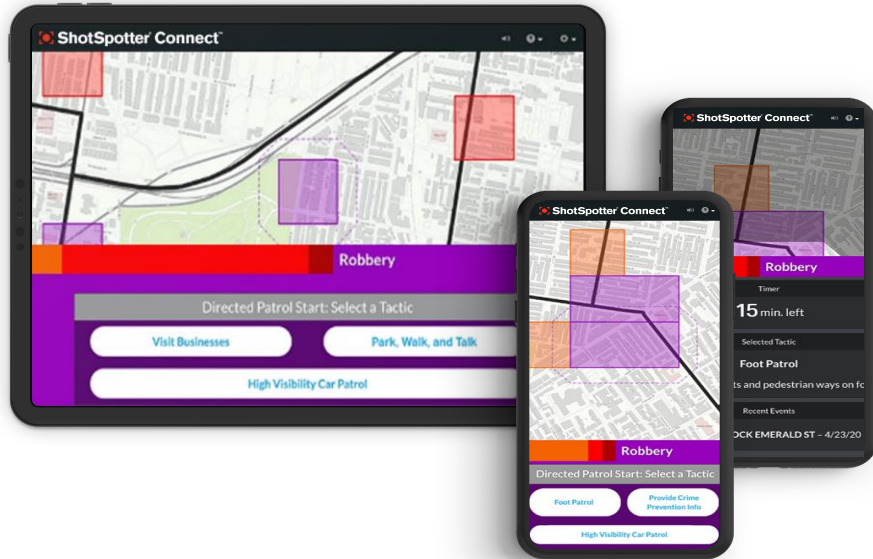


ResourceRouter - Proactive Patrol Management



ResourceRouter

Intelligent, Equitable, Effective



“

*I think the value of having ResourceRouter at our agency is really that it **allows us to meet the expectations of modern-day policing**. And it's a way for us to demonstrate commitment to today's policing standards of being **data-driven and evidence-based** and accountable to the community.*

- Principal Crime Analyst, Tier 2 Police Department

”

“

*ResourceRouter has helped our community by putting officers in the areas that are most needed. We have **staffing challenges** like a lot of agencies do right now and ResourceRouter makes us more efficient. **We know where to put the officers at, at what time.***

*- Deputy Chief,
Tier 3 Police Department*

”



CaseBuilder - Case Investigative Tools

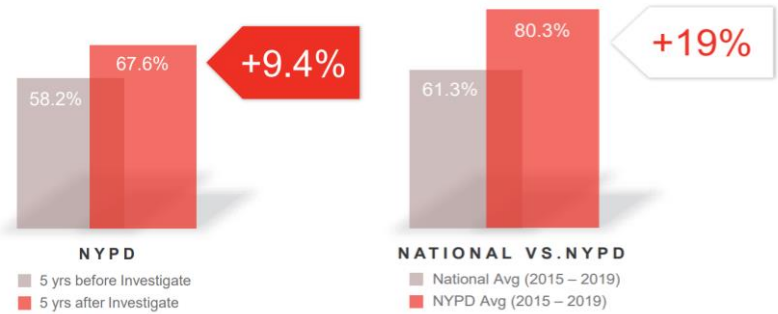


CaseBuilder

Complete CaseBuilder Case Management Software



Impact on Homicide Case Clearance Rate



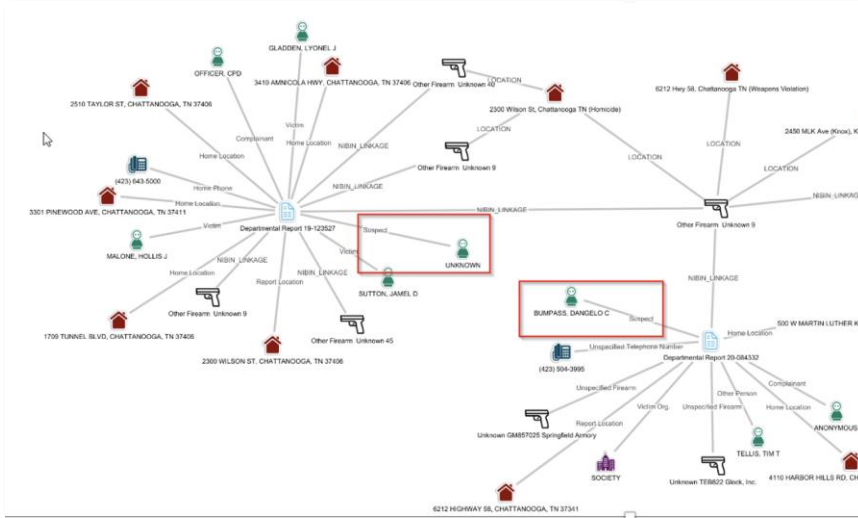


CrimeTracer – Law Enforcement Search Engine



CrimeTracer

Producing Actionable Results



860mm+ Searchable Data Records
Unstructured Natural Language
Structured Form-based Queries

Consolidation
Rule-based Entity Consolidation Across Records

Visualization
Association of Entities Produces Actionable Leads

Casing to Conviction
Link Shell Casing to Reports, Suspects and Entities

Query Results Algorithm
Display Most Useful Records for Law Enforcement

Granular Data Access Controls
Comply with Data Sharing Regulations



SafePointe – Intelligent Weapons Detection



SafePointe

Actively Identifying Threats

- Defense technology inspired
- Low-cost passive sensors built within low-profile devices ruggedized for indoor or outdoor use
- Low-friction screening experience (no overt security equipment, no security presence required, no divestment of possessions needed)
- AI-based learning software detects guns, explosives and tactical knives that are concealed on person or in bags and alerts security
- Cost advantage vs. alternatives



Sensors in entryway (3 sensors, 2 “lanes”)



Red alerts indicate high threat level



Yellow alerts are informational (e.g. armed security staff)



Growth Strategy

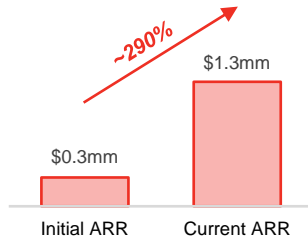


CUSTOMER

Selected Case Studies



Las Vegas, NV (Tier 2)

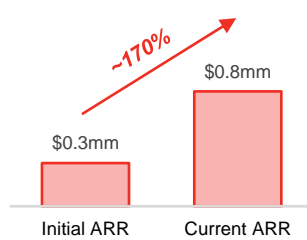


- Materially increased awareness of gunfire incidents and improved police crime solving
- Led to a **26% reduction in violent crime** in a persistent hotspot and **86% faster response** to reported gunfire events than from 9-1-1 calls



CITY OF OAKLAND

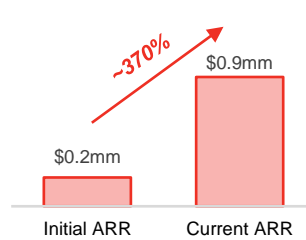
Oakland, CA (Tier 3)



- Greatly improved police and emergency medical response to shooting victims
- Alerted the Oakland Police Department to 6,053 unique gunshot incidents in 2020, **91% of which were not called in by the community**



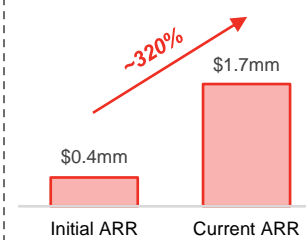
Cincinnati, OH (Tier 3)



- Significantly increased citizen confidence in Cincinnati Police Department¹ and improved police response time
- **95% of respondents agreed or strongly agreed** that ShotSpotter is an effective way to reduce crime¹



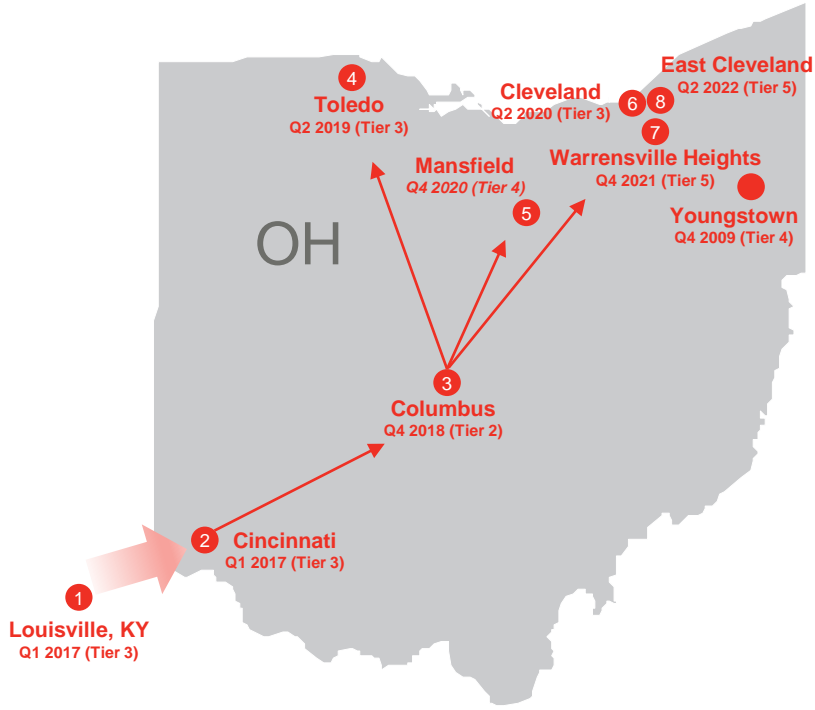
Albuquerque, NM (Tier 2)



- Partnered with the Albuquerque Police Department to improve public safety and currently live in 25+ square miles
- Helped provide gunshot detection services to the annual International Balloon Festival **which attracts close to 900,000 guests over 78 acres**

CUSTOMER

Case Study: NPS Led Expansion



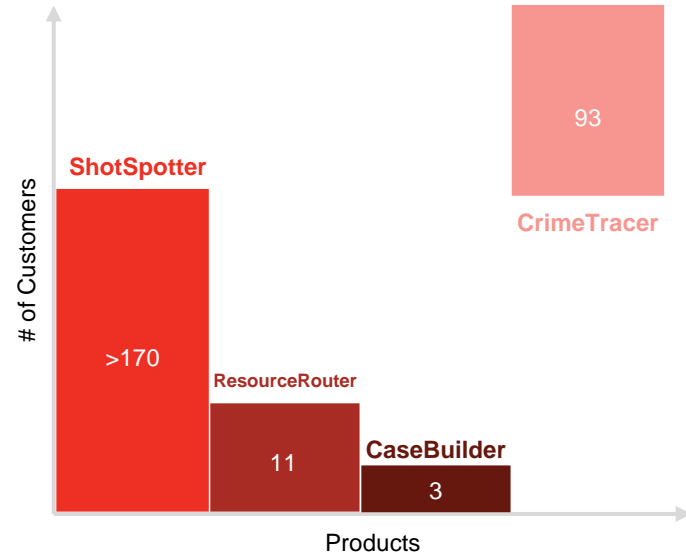
Cross-sell products to current installed base

Buyer personas by product



Buyer Persona	ShotSpotter	ResourceRouter	CaseBuilder	CrimeTracer	SafePointe
Domestic Police	✓	✓	✓	✓	✗
International Police	✓	✓	✓	✓	✗
Security	✓	✗	✓	✓	✓
Private (Commercial)	✓	✓	✗	✗	✓
Federal/State Agencies	✗	✗	✓	✓	✗
RMS Market Inclusion	✗	✗	✓	✗	✗
Department of Corrections	✗	✗	✓	✓	✗

Significant cross-selling opportunities¹





Financials



Financial highlights

90%+

subscription revenue¹

**Highly Recurring
Revenue**

14%

YoY Revenue Growth¹

**Strong, Consistent
Growth**

107%

Net Revenue Retention Rate²

**Proven Land
and Expand**

\$0.52

Sales Efficiency Ratio³

**Strong Unit
Economics**

~99%

Gross Retention Rate⁴

< 0% Net Attrition⁵

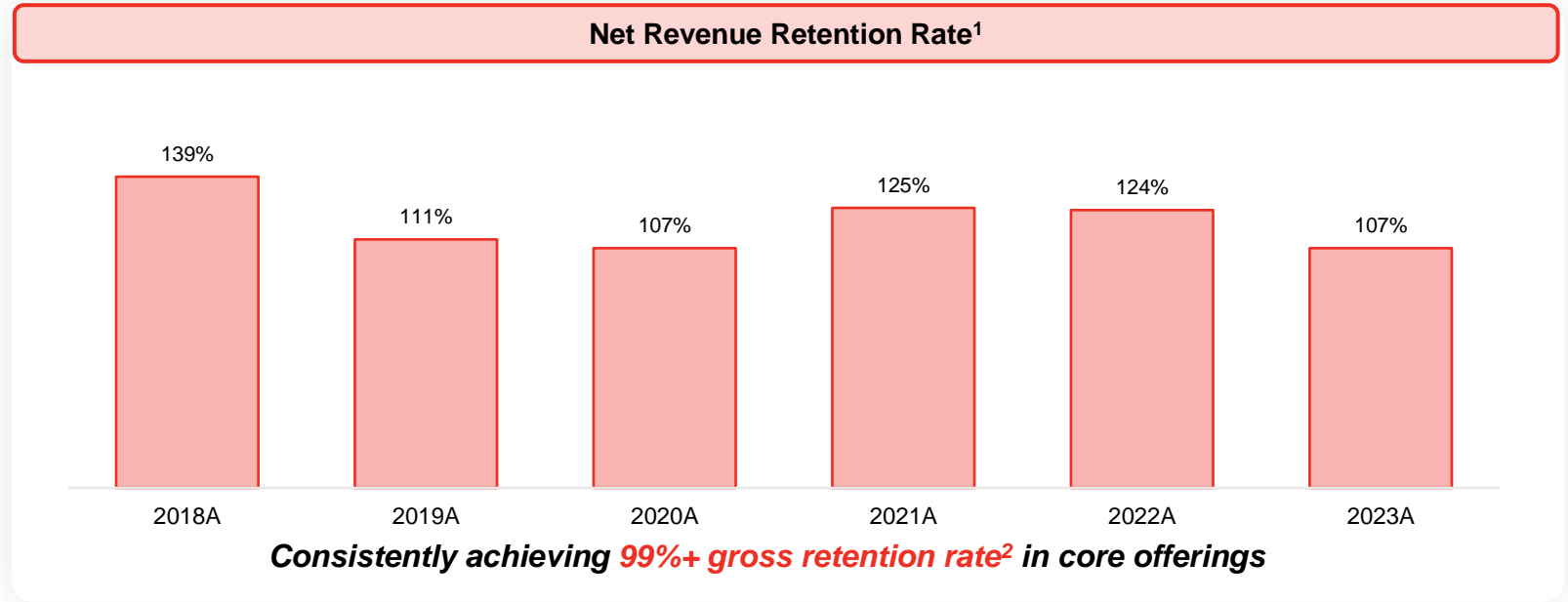
Highly Sticky Customer Base

15%

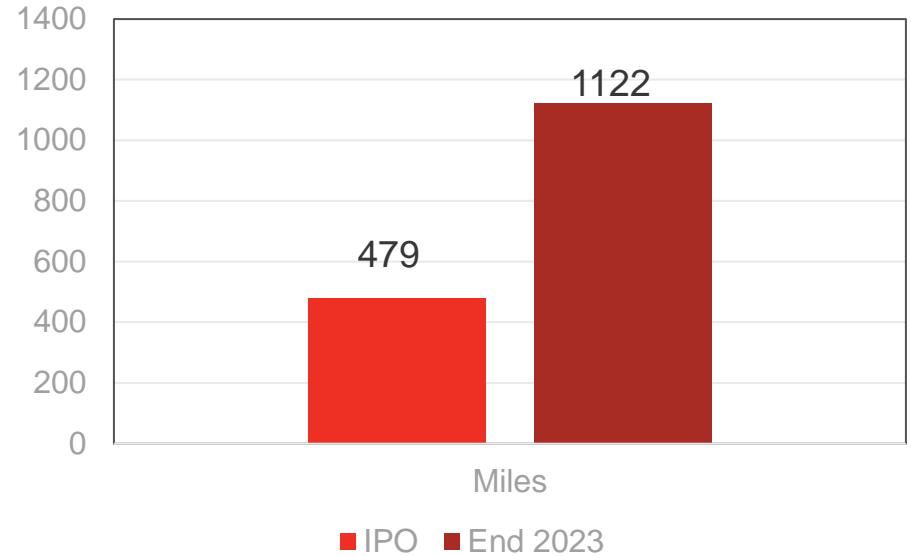
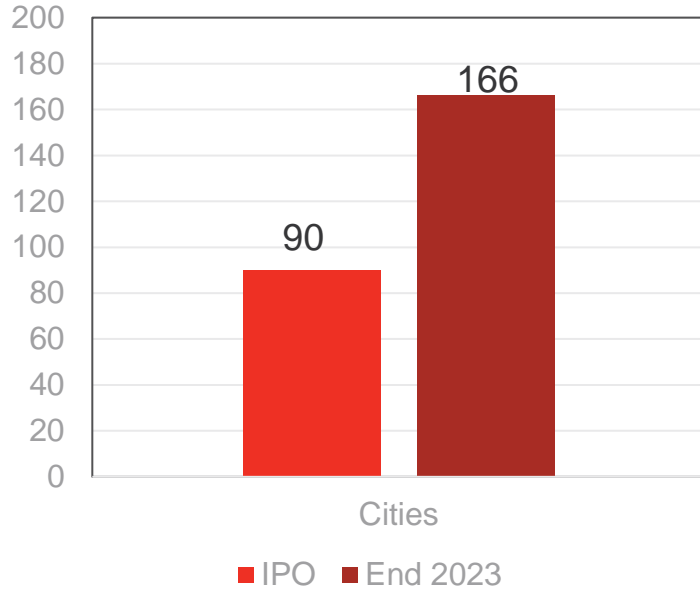
2023 Adj. EBITDA Margin

**Improving
Profitability**

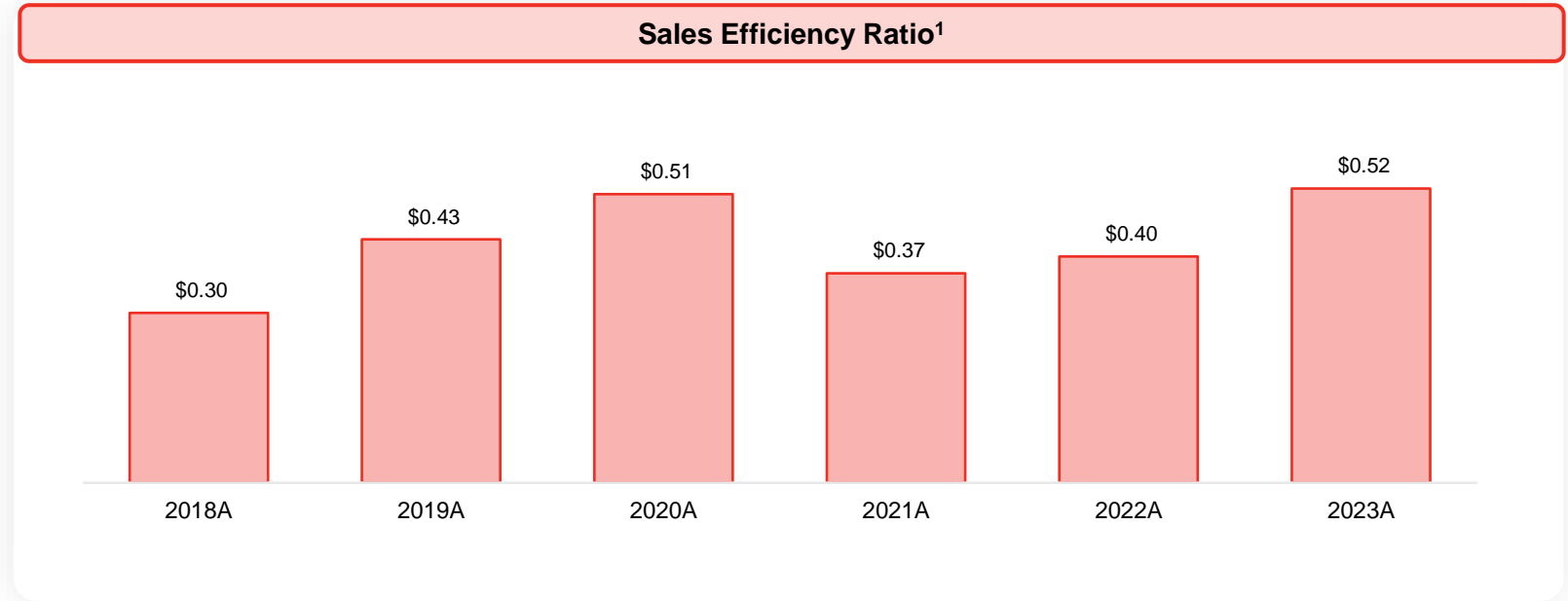
Best-in-class customer retention



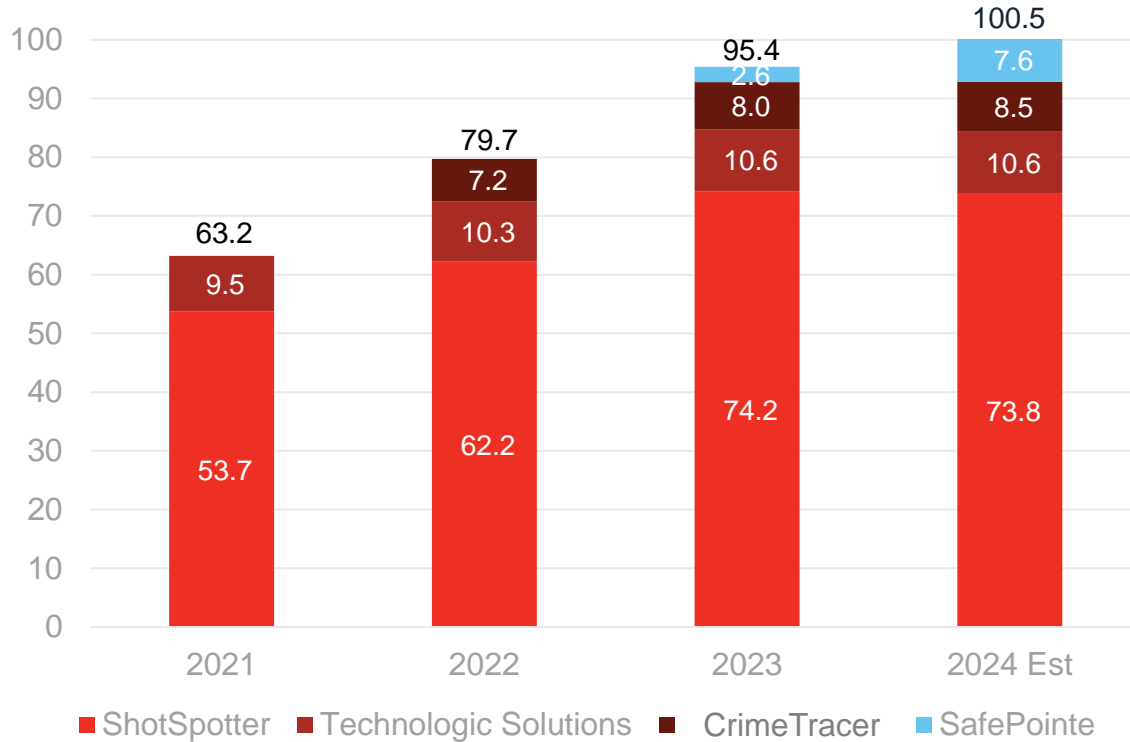
Growth since IPO



Attractive unit economics drive long term profitability

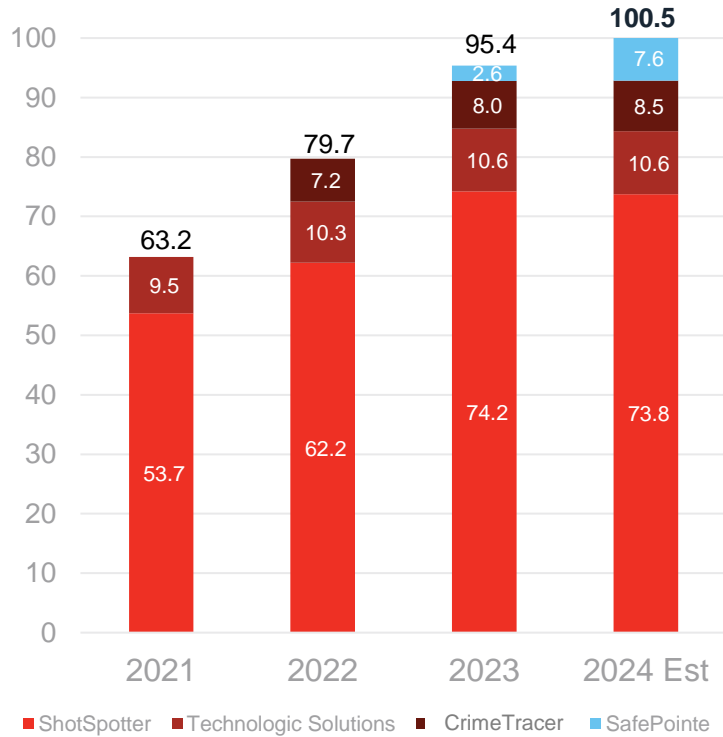


ARR Trend (\$'M)

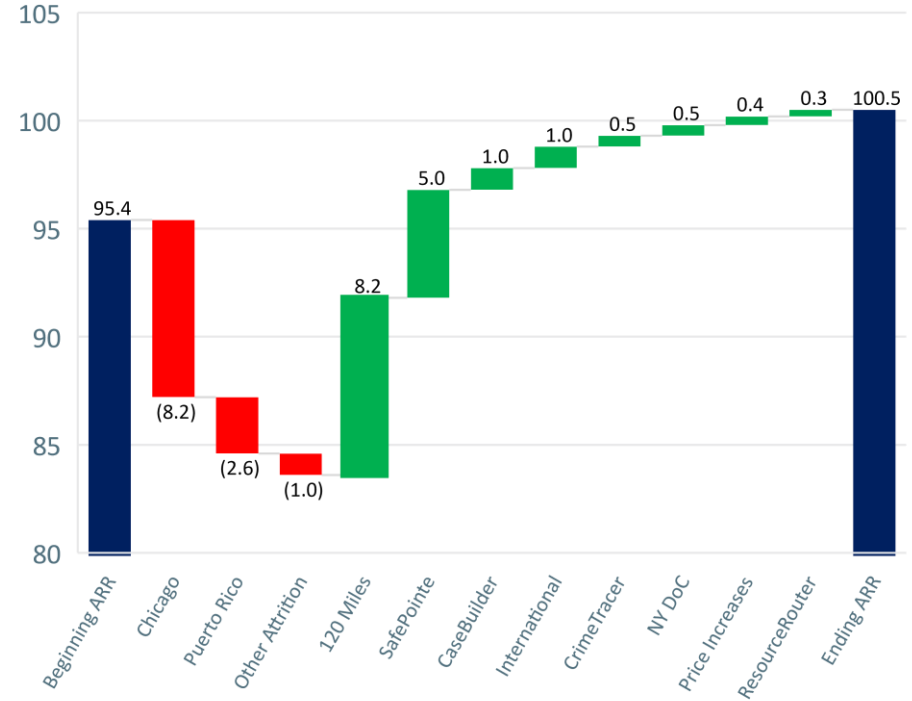


2024 Est ARR Build	
Beginning ARR	95.4
Chicago	(8.2)
Puerto Rico	(2.6)
Other Attrition	(1.0)
120 ShotSpotter Miles	8.2
SafePointe	5.0
CaseBuilder	1.0
International	1.0
CrimeTracer	0.5
NY DoC	0.5
Price Increases	0.4
ResourceRouter	0.3
Ending ARR	100.5

ARR Trend (\$'M)



2024 Est ARR Build



Investment Highlights



Leading integrated SaaS platform for precision policing and data solutions

Proprietary, widely adopted gunshot detection technology

Loyal customer base with minimum churn and down-sell

Massive and underpenetrated opportunity with multiple growth levers

Consistent growth with strong and improving margins

Seasoned operators with a track record of exceptional performance



Thank you