



Investor Presentation

May 2024

DISCLAIMER

Cautionary Note Regarding Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to statements regarding the company's business plans, international expansion, expectations regarding future sales and expenses, ability to capitalize on market opportunities, the ability to achieve near- and long-term growth and profitability estimates, anticipated timing and volume of customer contract renewals, and revenue growth and GAAP profitability. Words such as "expect," "anticipate," "should," "believe," "target," "project," "goals," "estimate," "potential," "predict," "may," "will," "could," "intend," variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond the company's control. The company's actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to: the company's ability to successfully negotiate and execute contracts with new and existing customers in a timely manner, if at all; the company's ability to maintain and increase sales, including sales of the company's newer product lines; the availability of funding for the company's customers to purchase the company's solutions; the complexity, expense and time associated with contracting with government entities; the company's ability to maintain and expand coverage of existing public safety customer accounts and further penetrate the public safety market; the potential effects of negative publicity; the company's ability to sell its solutions into international and other new markets; the lengthy sales cycle for the company's solutions; changes in federal funding available to support local law enforcement; the company's ability to deploy and deliver its solutions; and the company's ability to maintain and enhance its brand; and the company's ability to address the business and other impacts and uncertainties associated with macroeconomic factors, as well as other risk factors included in the company's most recent annual report on Form 10-K or quarterly report on Form 10-Q and other SEC filings. These forward-looking statements are made as of the date of this presentation and are based on current expectations, estimates, forecasts and projections as well as the beliefs and assumptions of management. Except as required by law, the company undertakes no duty or obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or changes in its expectations.

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 SafetySmart™ Platform



ShotSpotter

Proven Gunshot Detection

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

%ARR 2022: %ARR 2025E:

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58%



ResourceRouter

Community-First Patrol Mgmt.

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

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Casebuilder

Case Investigative Tools

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

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CrimeTracer

Law Enforcement Platform

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

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SafePointe™

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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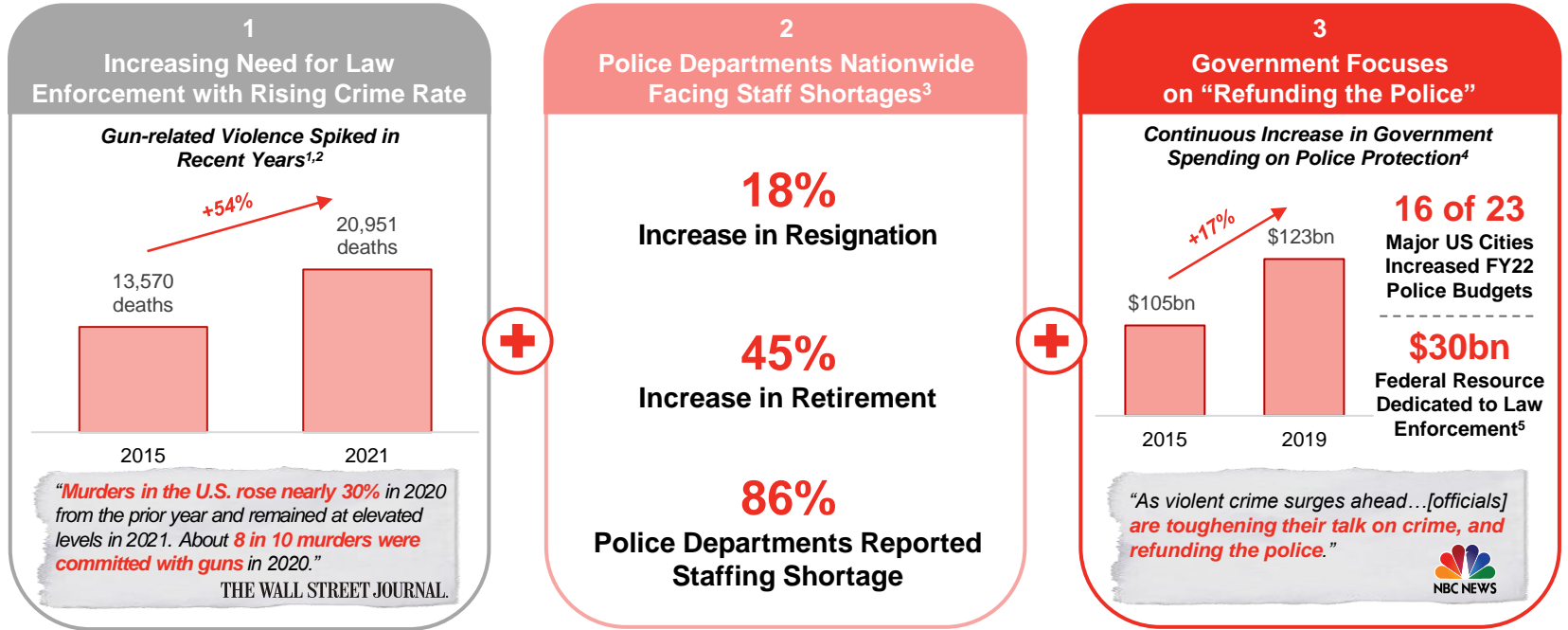
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Cities / Local Law Enforcement

Federal, State, and Local Law Enforcement

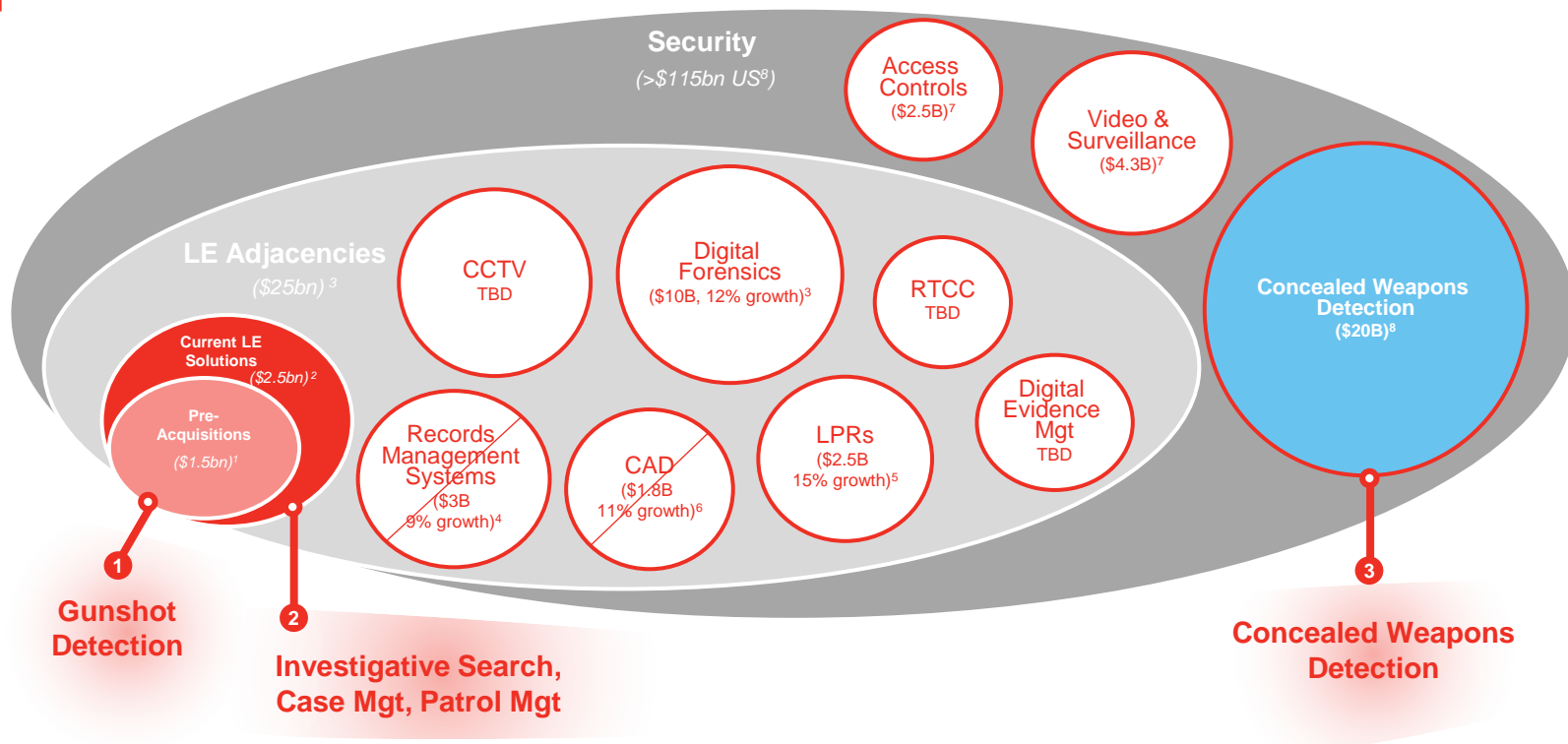
Private Sector

The Public Safety Gap

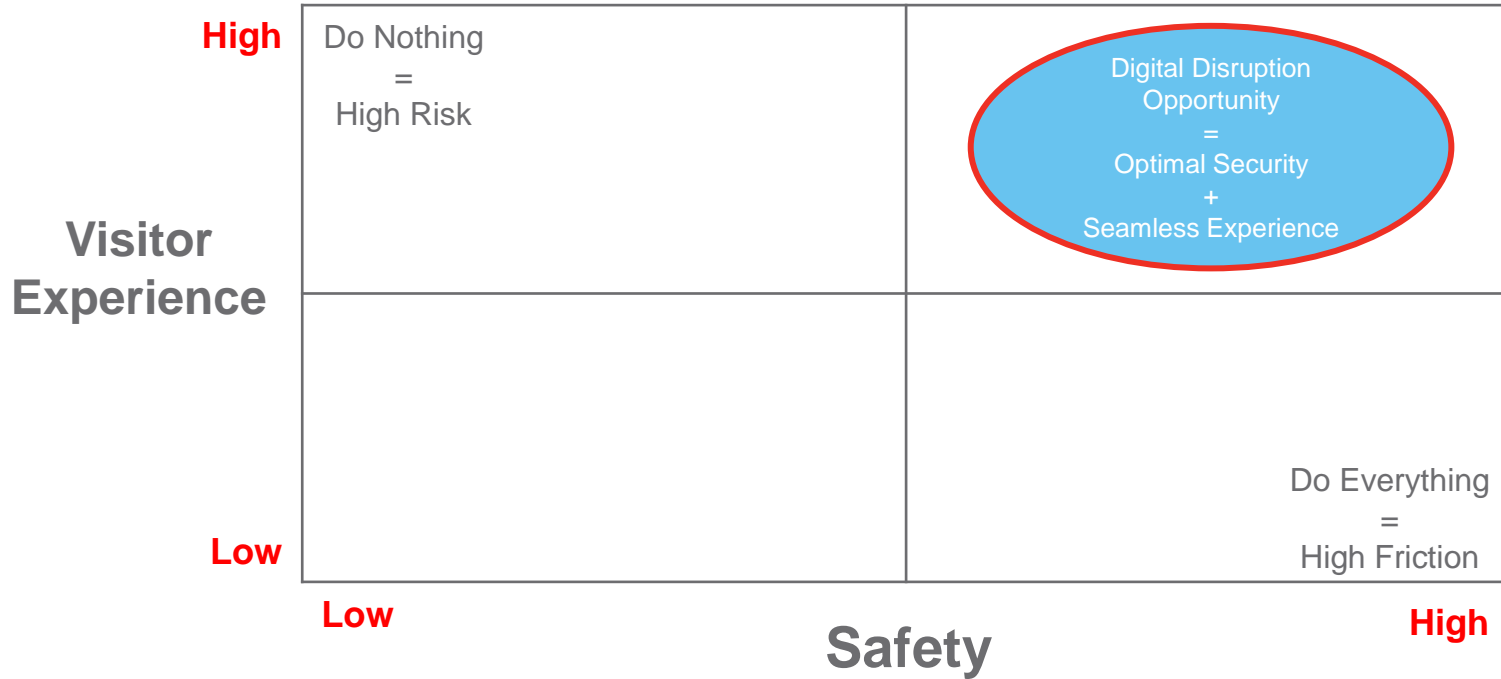


Structural Tailwinds Creating a Need for Technology in Order to Do More with Less

Public Safety and Security Market Landscape



The Security Dilemma



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

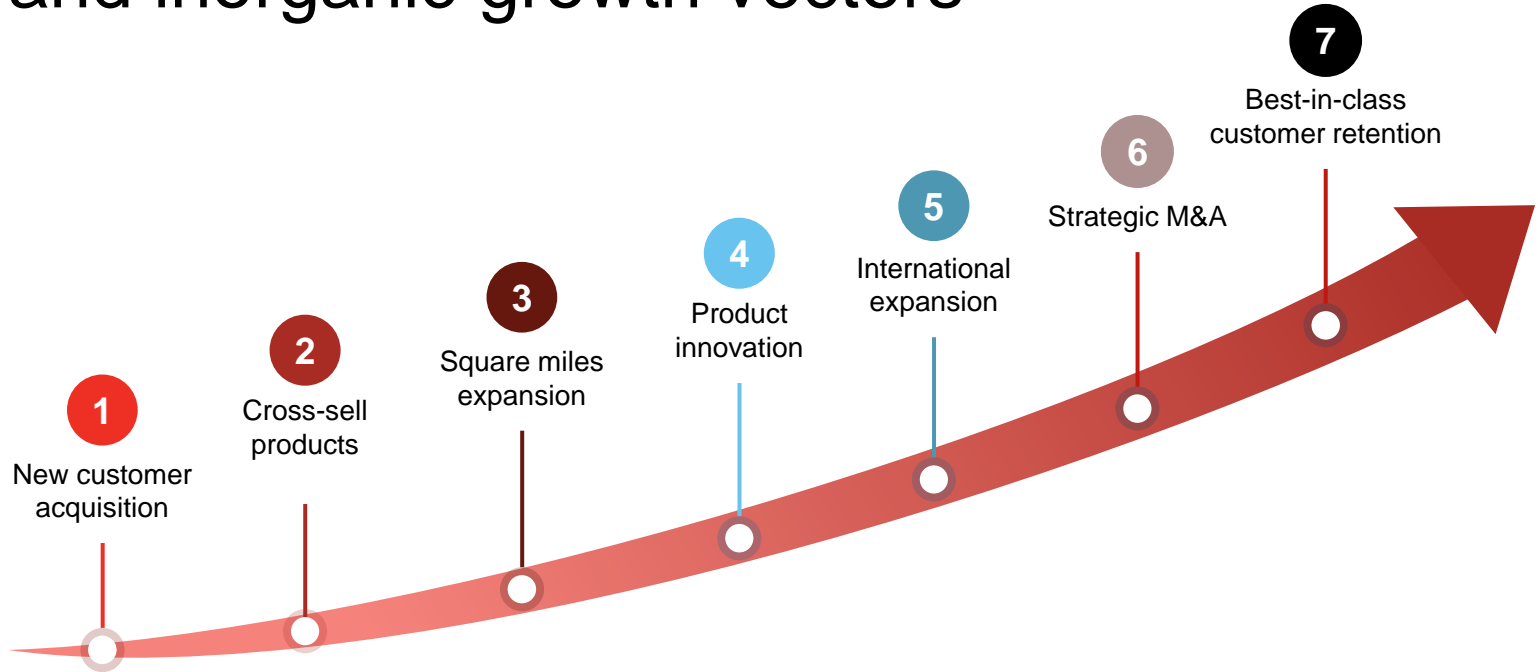
20+ Years experience in deploying and managing sensors

1st Early mover status in other categories

STRONG IP

34 Patents¹

Uniquely positioned to capture several organic and inorganic growth vectors



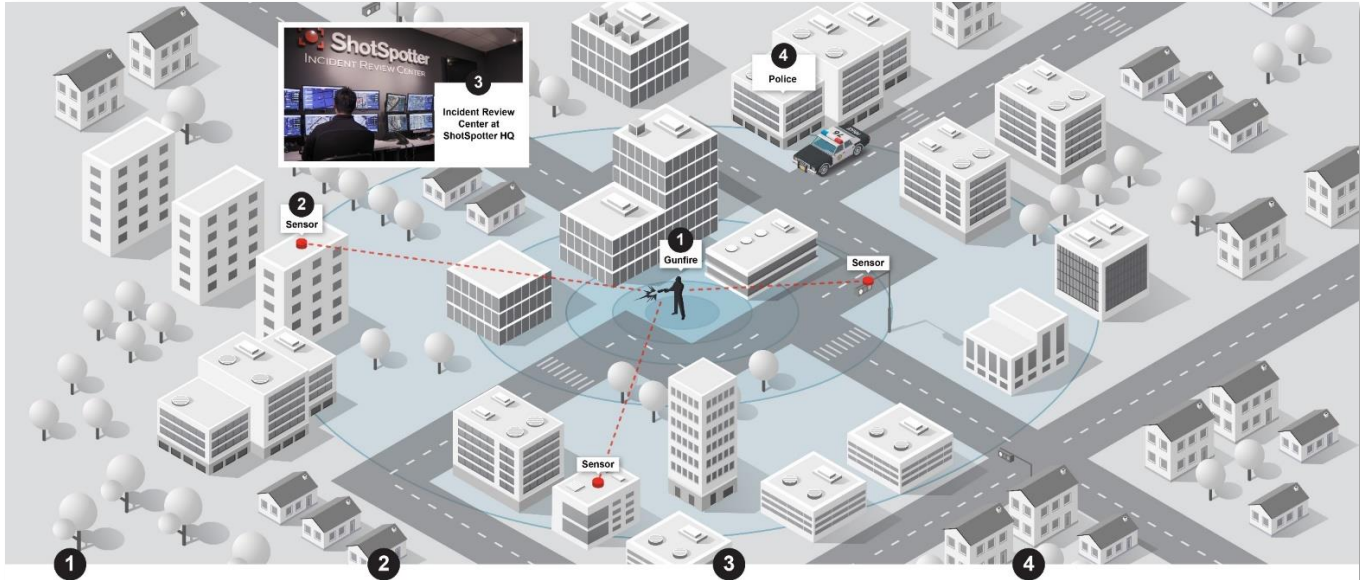


ShotSpotter – Gunshot Detection Solutions



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.

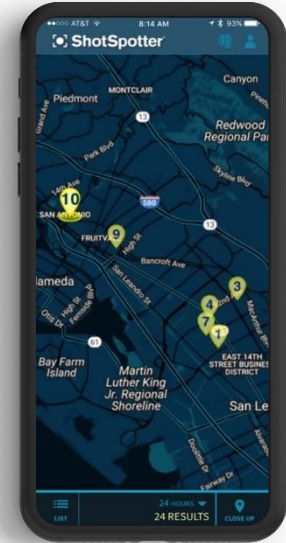
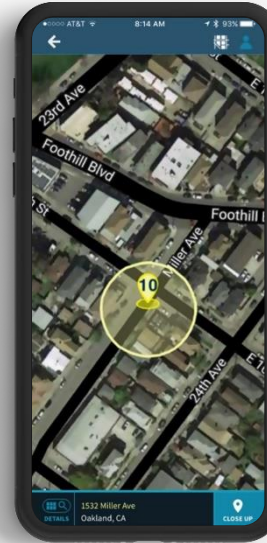
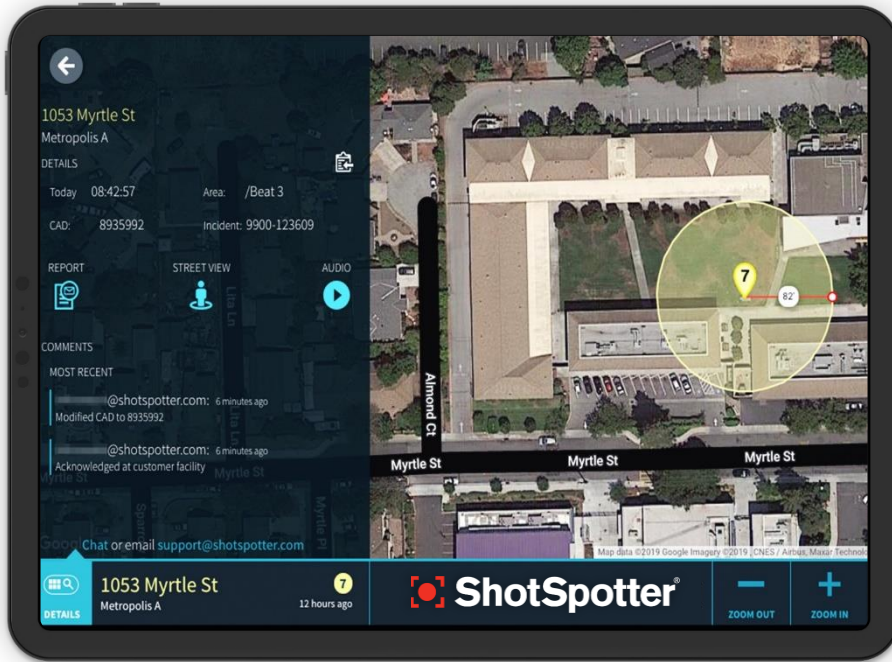
4

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



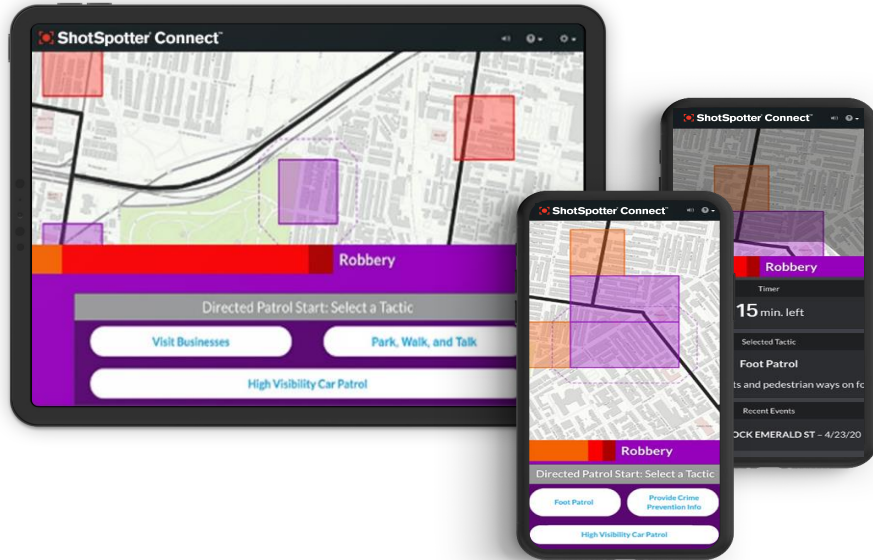


ResourceRouter - Proactive Patrol Management



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*

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CaseBuilder - Case Investigative Tools

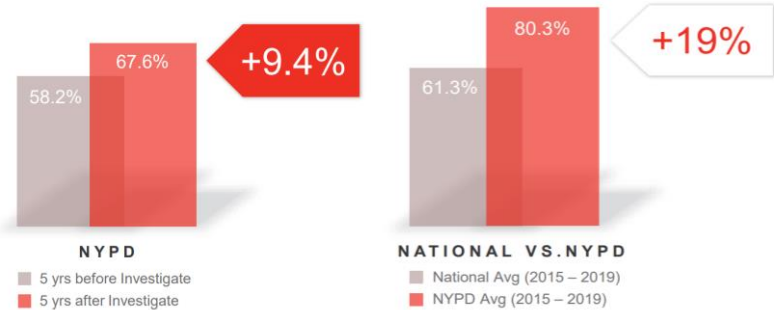


CaseBuilder

Complete CaseBuilder Case Management Software



Impact on Homicide Case Clearance Rate



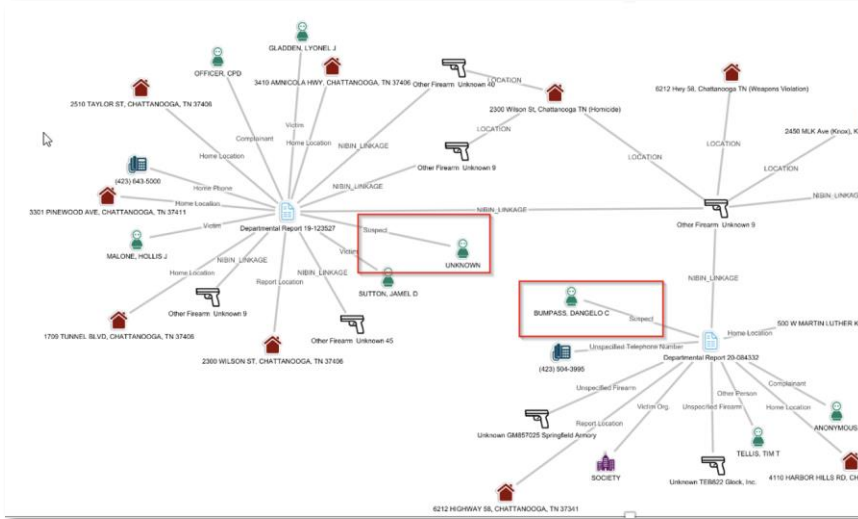


CrimeTracer – Law Enforcement Search Engine



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

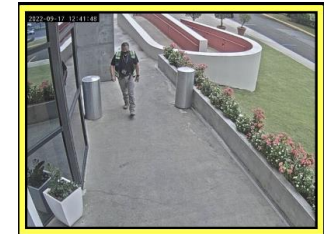
- Defense technology inspired
- Low-cost passive sensors built within low-profile devices ruggedized for indoor or outdoor use
- Low-friction screening experience (no overt security equipment, no security presence required, no divestment of possessions needed)
- AI-based learning software detects guns, 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)

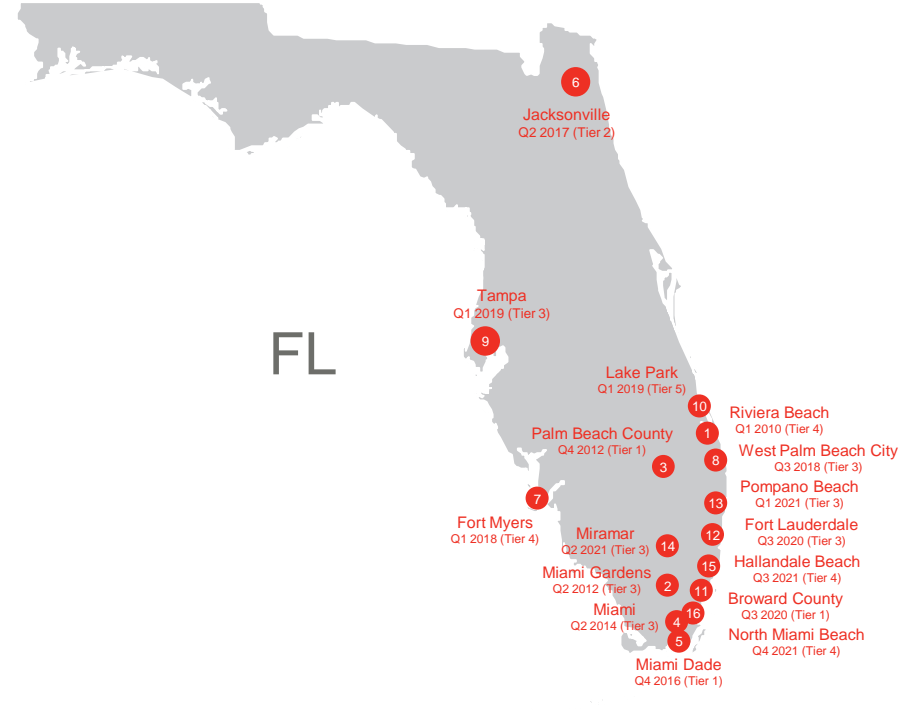


Growth Strategy



CUSTOMER

Case Study: NPS Led Expansion





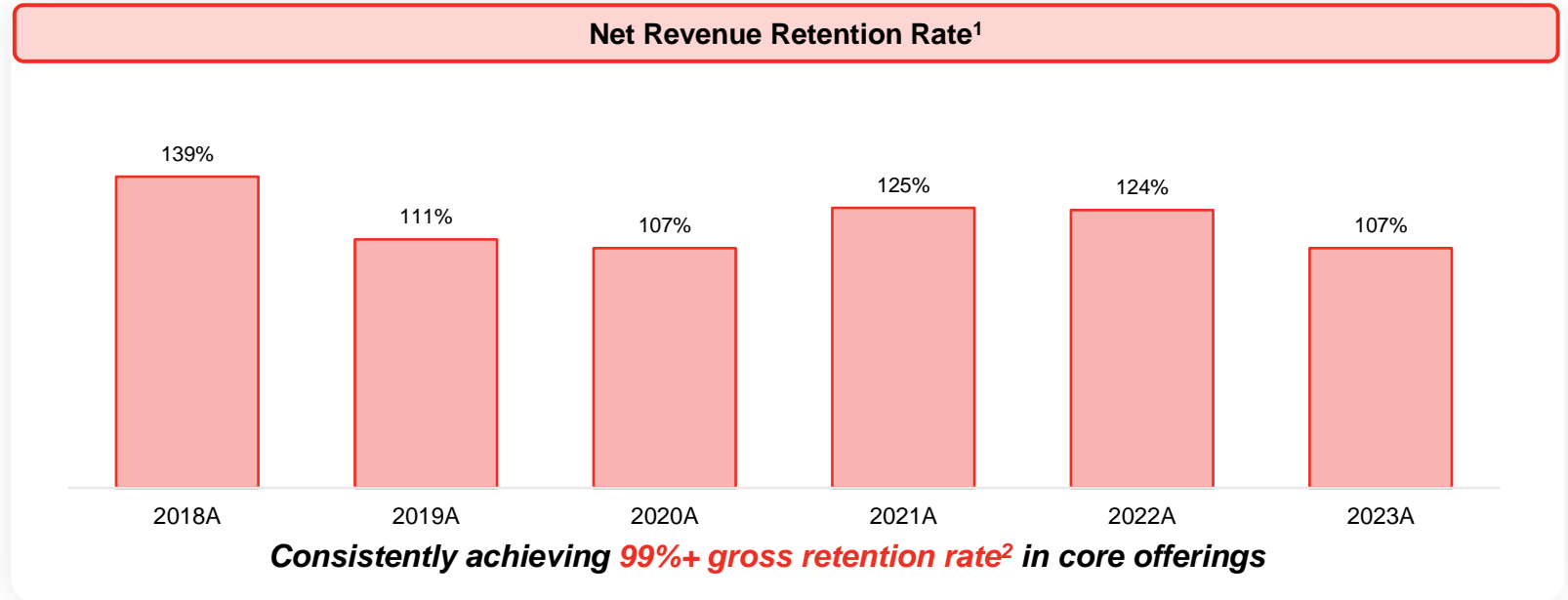
Financials



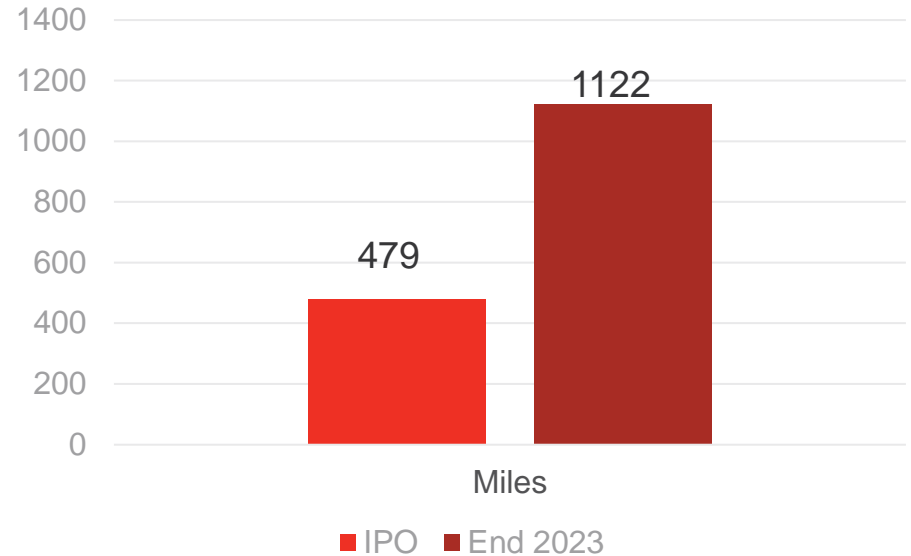
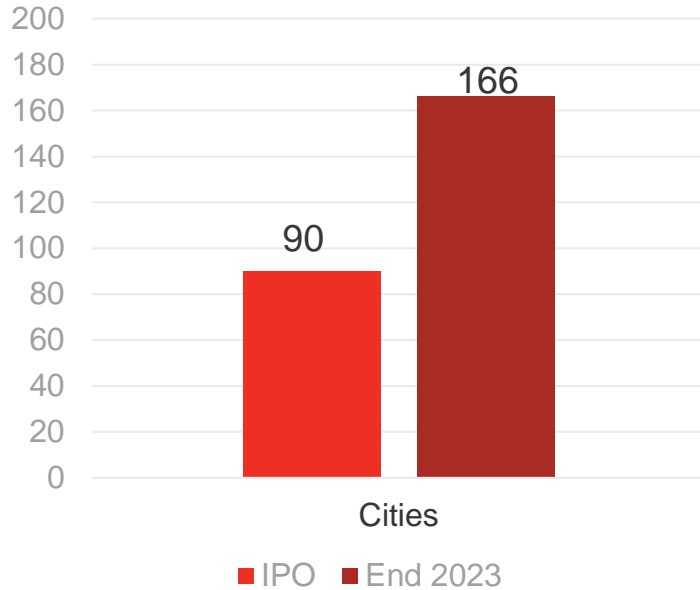
Financial Highlights

<p>90%+ subscription revenue¹</p> <p>Highly Recurring Revenue</p>	<p>14% YoY Revenue Growth¹</p> <p>Strong, Consistent Growth</p>	<p>107% Net Revenue Retention Rate²</p> <p>Proven Land and Expand</p>
<p>\$0.52 Sales Efficiency Ratio³</p> <p>Strong Unit Economics</p>	<p>~99% Gross Retention Rate⁴</p> <p>< 0% Net Attrition⁵</p> <p>Highly Sticky Customer Base</p>	<p>15% 2023 Adj. EBITDA Margin</p> <p>Improving Profitability</p>

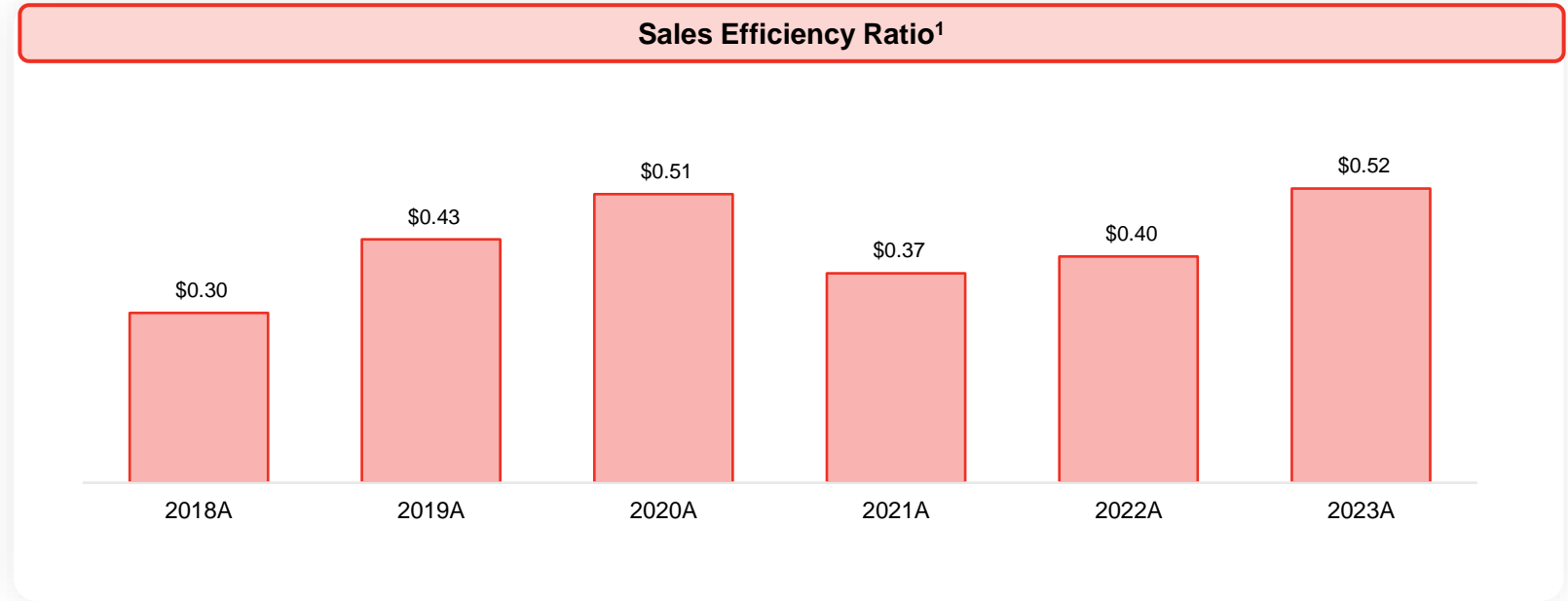
Best-In-Class Customer Retention



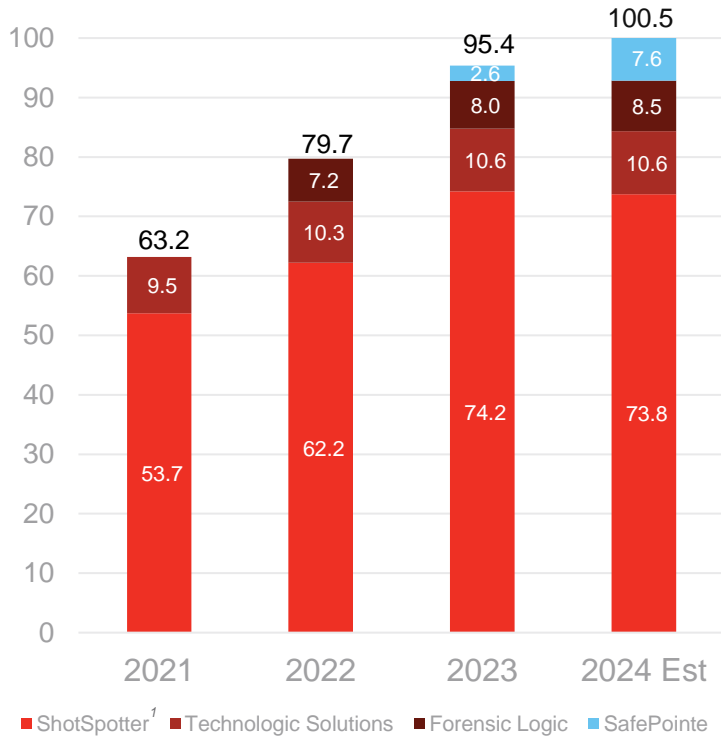
ShotSpotter Growth Since IPO



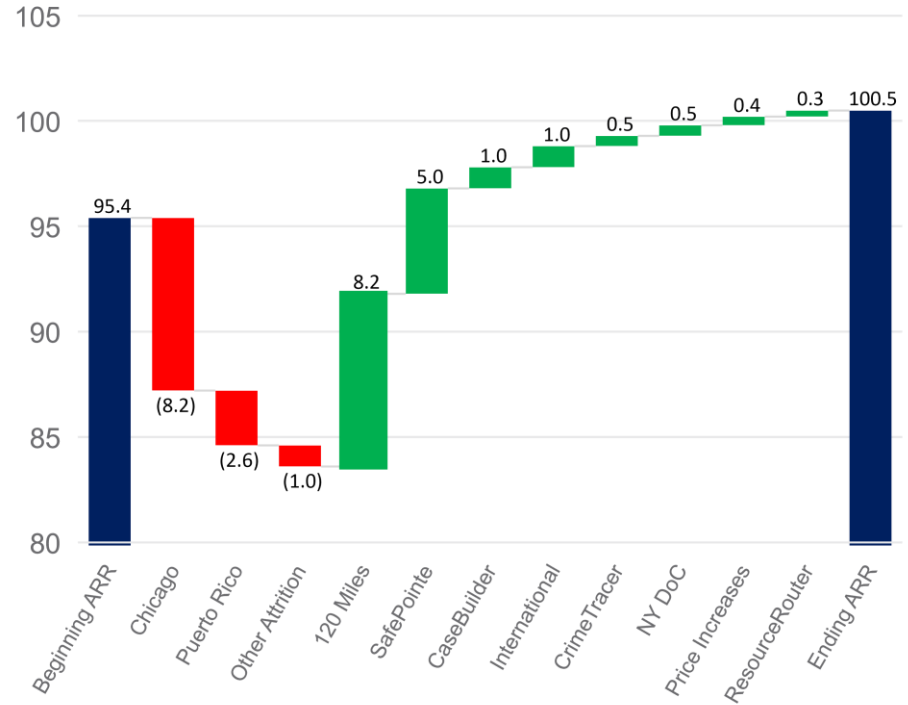
Attractive unit economics drive long term profitability



ARR Trend (\$'M)

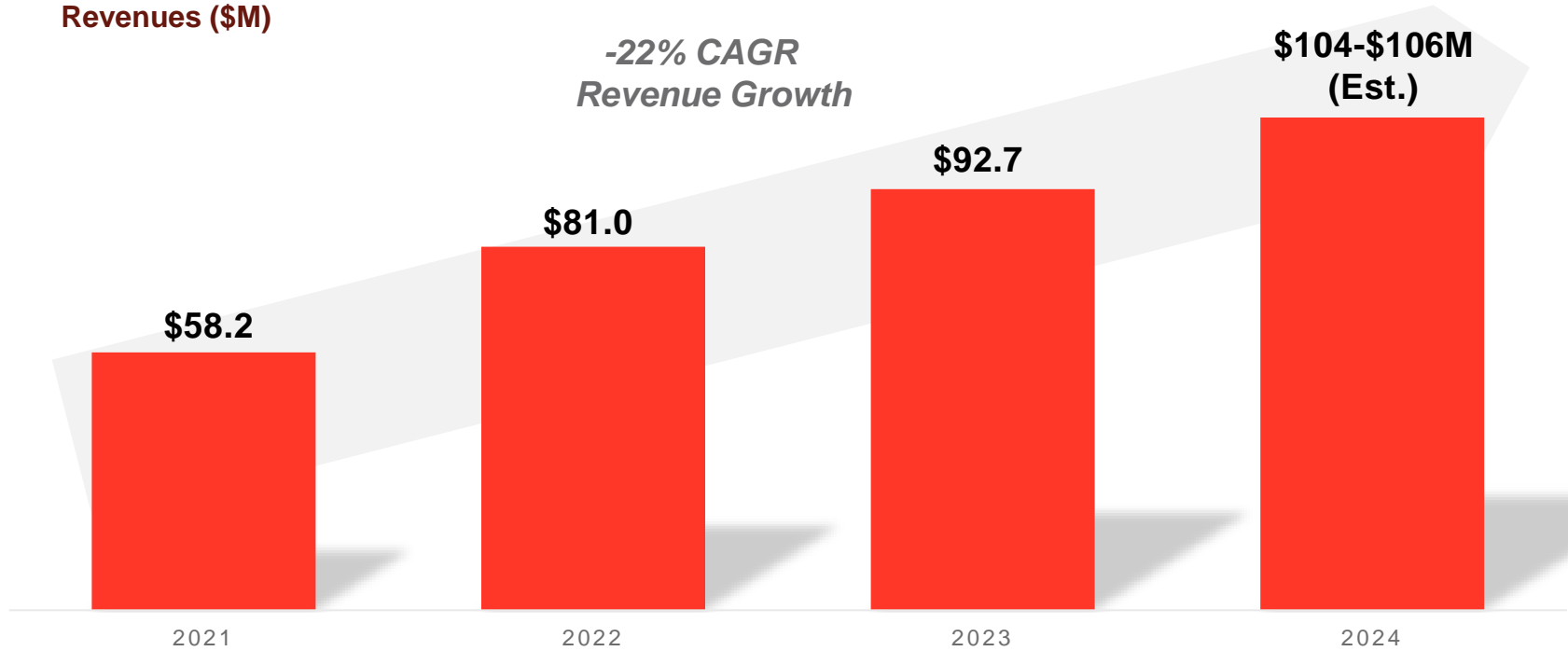


2024 Est ARR Build



Revenue Growth

Revenues (\$M)



Long-Term Model Progression

Strong Operational Leverage Above and Below the Line

	Q1 2024 (Actual)	FY 2024 (Estimate)	Long-Term Model
Revenue Growth (Y/Y)	23.3%	13.3%	15%+
Gross Margin	58.6%	60.0%	~70%
Adj. EBITDA	12.0%	19.0%	~40%



Thank you