

# SoundThinking Acquires SafePointe, LLC

*Extending the SafetySmart Platform™ to Intelligent Weapons Detection*

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## 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, market opportunity, cross-selling opportunities for the company's customers, and the company's belief that the SafePointe acquisition will positively impact the company's growth potential, customer profile and earnings per share. Words such as "expect," "anticipate," "should," "believe," "target," "project," "goals," "estimate," "potential," "predict," "may," "will," "could," "intend," or 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; 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 and 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.

# SoundThinking Acquires SafePointe, LLC

## Extending the SafetySmart Platform with Intelligent Weapons Detection

### Benefits

- \$20B - \$26B total addressable market (TAM) worldwide\*
- Strong alignment with culture, purpose and mission
- Diverse but adjacent budget and buying centers
- Strong GTM synergies drive upsell / cross-sell opportunities
- 100% SaaS recurring revenue model with high contribution margin

### Transaction

- Secured debt, cash, and stock; Signed and Closed August 18, 2023

\* Range across financial analyst and SafePointe estimates

# Problems SafePointe Addresses

- Increasing gun violence/mass shootings with large number of firearms in circulation
- Workplace violence
- Strong desire for security with lower-friction screening experience
  - Customers / patrons
  - Employees
- Prevent / interdict vs. react

# Solution Overview

- 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

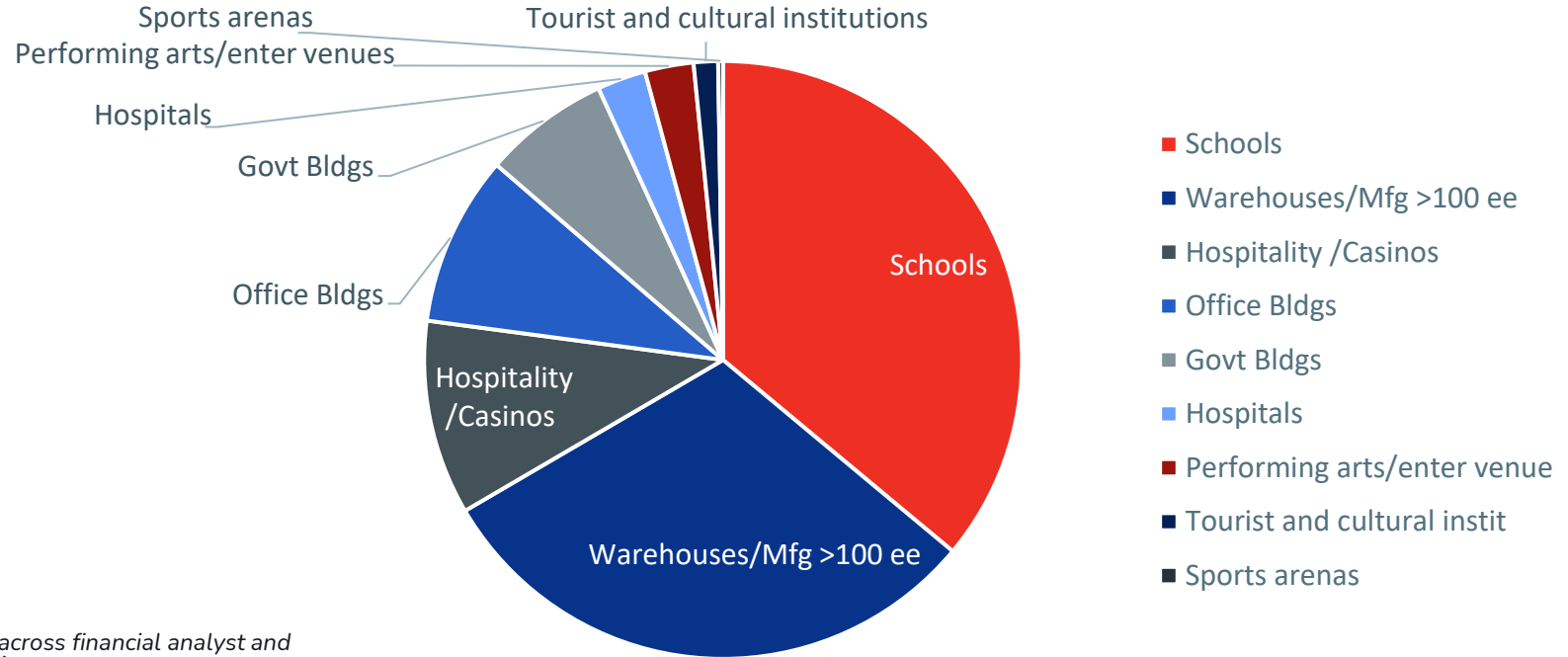


Yellow alerts are informational (e.g. armed security staff)

# SafePointe – Pre-Acquisition Snapshot

- ~50 Employees; Headquartered in Florida
- Founding team deeply experienced in military defense programs
- Proprietary technology
- ~200 “access lanes” operational generating approximately \$3.6 million of ARR
- Expected to be accretive to EPS by end of 2024
- Product market fit established; Primed for scaling

# \$20B-\$26B Worldwide TAM with ~400K Potential Sites



Source: range across financial analyst and SafePointe estimates

# Summary

- SafePointe solution aligned with our mission to improve public safety
- Gives company access to a large adjacent market
- Major differentiators relative to competition
- SoundThinking provides GTM resources and synergies for scaling business
- Benefit from non-public sector customer profile with more favorable buying and budget behaviors versus local law enforcement



