



INVESTOR PRESENTATION

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Our Mission

Drive the world to be
safer, smarter, and greener

Established and Proven Leadership Team



David Desharnais
President and Chief
Executive Officer
Joined 2022



Eyal Hen
Chief Financial
Officer
Joined 2019



**Michael
Dunbar**
Chief Revenue
Officer



**Charles
Degliomini**
Executive Vice President,
Government Affairs

140+ Years of Unparalleled Experience at Industry-Leading Organizations



Rekor At-a-Glance

Analytics to Digitize Roadways

Rekor collects, connects, and organizes the world's mobility data to deliver analytics on vehicles, roadway safety, traffic flows, and license plate information — providing a digital operating system for roadways and public infrastructure

Innovative Edge Data Collection Solutions

Rekor captures comprehensive roadway intelligence to provide real-time and predictive insights to public and private sector entities on roadway behaviors, risks, and issues

Key Customer Use Cases

Rekor's roadway intelligence solutions service law enforcement, engineering & planning, and emergency incident responders for situation awareness, rapid response, and resiliency that promotes and enhances public safety, equity, and sustainability for all

Millions of Proprietary Data Points

Rekor's data collection is gathered via Rekor Edge devices, as well as through a broad range of other data collection modalities, making Rekor device agnostic to collect the most relevant data

Market Leader with Excellent Growth

40%

2020 – 2023
Revenue CAGR

75%+

2023 YoY
Revenue Growth

\$35M

2023
Revenue

Robust Customer KPIs

96%+

2023 Gross
Revenue Retention

Multi-Year

Average
Contract Length

7.7x

2023
LTV / CAC

Scaled Player in Growing Market

300+

Global
Employees

15+

Office
Locations

\$93B+⁽¹⁾

Total Addressable
Market

(1) KPMG market study.

Limited and Slow Traffic Data Collection Directly Harms Citizen Well-Being

Incomplete data sources, limited connectivity between key stakeholders, and antiquated technology are driving increased congestion, slower emergency response, and restricted funding

Outdated Emergency Situation Reporting



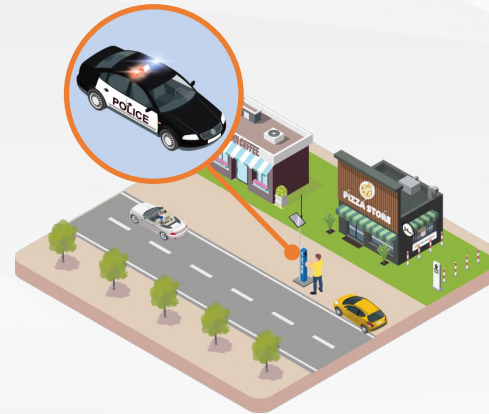
- Legacy reporting infrastructure relies on high-latency reporting for emergency situations
- Reduced ability to determine location of incidents

Insufficient Public Infrastructure



- U.S. public infrastructure received a C- rating⁽¹⁾
- Broken systems in place under-report & delay reporting of traffic volume which limits federal funding awards

Minimal Vehicle Identification & Tracking



- Promoting public safety through license plate tracking is limited to citizen reporting or other high-latency systems; this has several consequences such as increased uninsured drivers on the road

Obsolete & Unsafe Traffic Measurement Systems



- Deployment of various traffic measurement systems requires construction zone standup which causes numerous fatalities every year

Every day, public safety is at risk due to insufficient federal investment in roadway maintenance, outdated and limited traffic data collection methods, inadequate vehicle identification reporting systems, and delayed responses to emergency situations

(1) American Society of Civil Engineers (ASCE)'s Report Card for America's Infrastructure (2021).

Rekor Accurately Collects Critical Roadway Data

Leveraging innovative technology to collect real-time, relevant information for customers

- ✓ **Capture comprehensive vehicle characteristics**
High-speeds, day/night, adverse weather, multiple lanes, color, make, model, state of origin, vehicle unique signature, and direction of travel
- ✓ **Video record with every read & advanced search**
Each plate read has an associated video clip that is stored for up to 60 days with the ability to search for partial tags or vehicle characteristics
- ✓ **Real-time alerting**
Because plate reads are processed on-device, the system generates real-time alerts which accelerates response time
- ✓ **Federated peer-to-peer network**
Agencies can securely create local, regional, state or global peer-to-peer sharing with click of mouse

Thousands

Of Collection Sites

Millions

Of Vehicles Identified

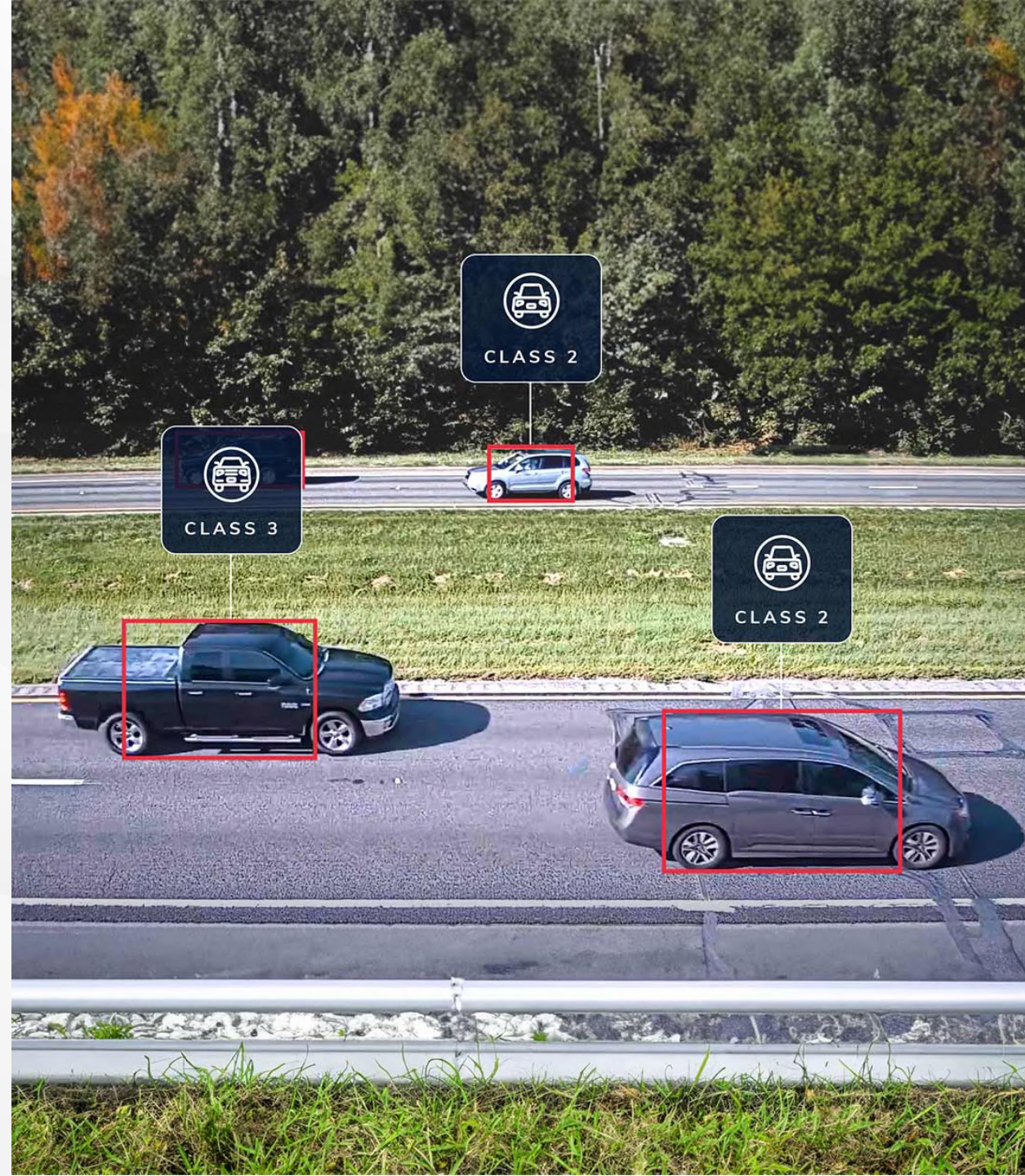
Billions

Of Miles Covered

Trillions

Of Data Points

Note: Metrics represent Company estimates.



Analyzing & Transforming Roadway Data via **Rekor One**® into Actionable Insights

Source & Manage a Wide Variety of Data

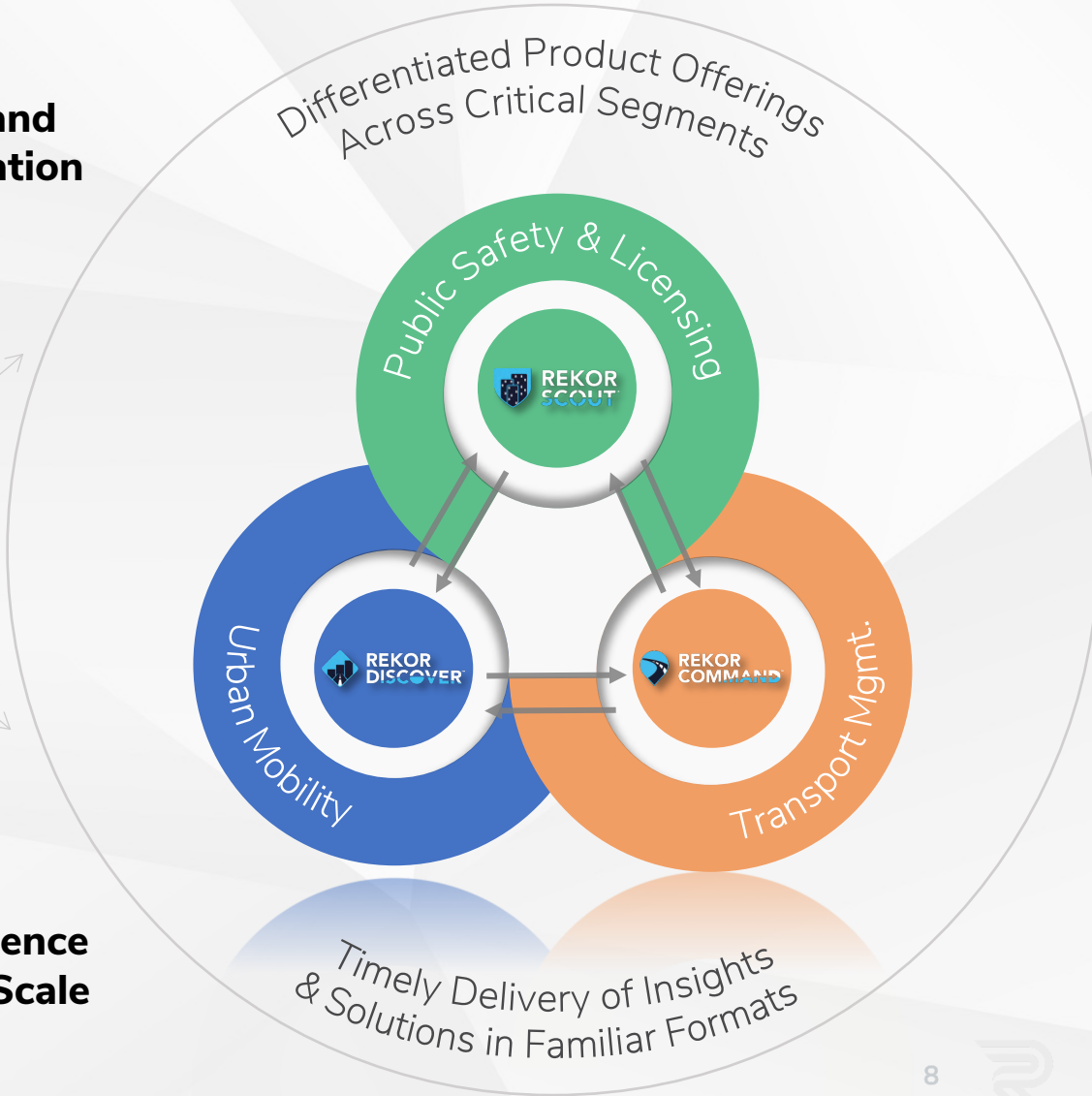


Collect Information From Any Source

Ingest, Process, and Transform Information






















Automated Intelligence Platform Built for Scale



Delivering Critical Value Across Use Cases

Massive embedded opportunity within existing public safety, transportation, and mobility segments

Products	Public Safety & Licensing 		Transportation Management 			Urban Mobility 			
	Vehicle Identification Software Licensing		Incident Identification and Response			Traffic Data Collection and Studies			
Use Cases	 Public Safety	 Vehicle Identification	 AI Incident Detection	 Incident Management	 Third-Party Data Integration	 Vehicle Classification	 Vehicle Speed	 Vehicle Volumes	
	 Various Commercial Uses	 Tolling Solutions	 Cross-Agency Collaboration	 Public Notice Integrations	 In-Vehicle Communications	 Electric Vehicles	 Emission Estimates	 Various Traffic Studies	
KPIs	~40% ⁽¹⁾ Reduction in Uninsured Vehicles		~48% ⁽²⁾ Decrease in Crime		~23 min. ⁽³⁾ Faster Response Than 911	~49% ⁽³⁾ More Identified Incidents	99%+ ⁽⁴⁾ Count Accuracy		95%+ ⁽⁴⁾ Class Accuracy

(1) Oklahoma Uninsured Vehicle Enforcement Diversion (UVED) Program.
 (2) Mt. Juliet Police Department.
 (3) "23 min." is an approximation from, while "49%" represents an average from Nevada Regional Traffic Center (RTC), TXDOT, and multiple others.
 (4) Compared to "ground-truth" studies / human-based annotation.

Leveraging Rekor Solutions to Build a Safer, Smarter, and Greener World

Delivering a safer world for citizens while enhancing public infrastructure and planning



Enables law enforcement to more accurately track vehicles and license plate data for criminal activity, uninsured motorists, and cross-agency collaboration/sharing



Identifies more incidents and enables optimized congestion and dispatch of emergency services to specific locations much more quickly, saving lives and improving health outcomes

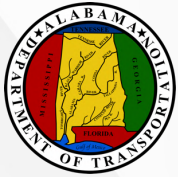


Provides traffic pattern analysis for identification of electric charge stations, CO2 emissions tracking via proprietary data collection, and enhanced planning & engineering for public infrastructure



Public and Private Sector Customers Trust Rekor

Established as a go-to source for roadway analytics and custom reporting



Customers By The Numbers

96%+

2023 Gross Revenue Retention

Multi-Year

Typical Contract Length

500+

2023 Software Customers

Public & Private

Sectors Served



Delivering High ROI Solutions for the Texas Department of Transportation Austin

Rekor Command™ was deployed for the Texas Department of Transportation Austin resulting in outstanding ROI metrics and expansion into additional districts spanning the state

March - August 2023 Results

 **11 min.**

Median **faster** detection of incidents

 **70%**

Of new incidents were **verified** by operators

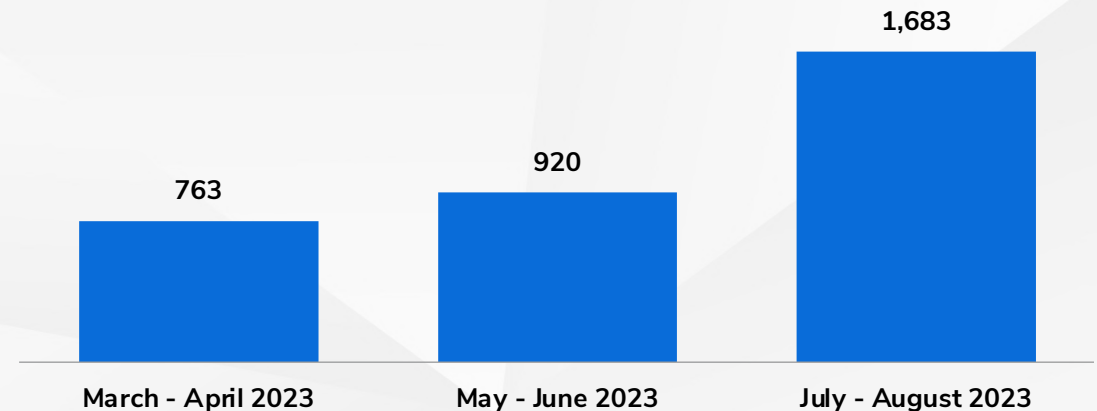
 **34%**

Rekor **uniquely** identified incidents

Potential Impact

- ✓ **29%⁽¹⁾** reduction in chance of secondary crashes
- ✓ **44 min.⁽¹⁾** average time for traffic to return to normal
- ✓ **\$8M⁽¹⁾** reduction in direct cost to Texas Department of Transportation Austin per year

Rekor Incidents Verified by Operators



Rekor Command™ detects more incidents, faster, resulting in greater response time, less congestion, and ultimately lower fatality rates



Federally Mandated Traffic Studies are More Pervasive Than Ever

Millions⁽¹⁾ of permanent & short-term traffic data studies across 4.2 million miles

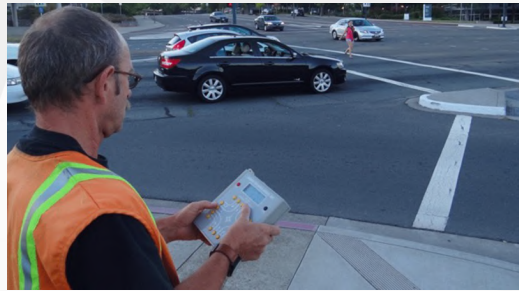


Current methods are **costly, outdated, unsafe, disconnected,** and ripe for displacement by non-intrusive AI

Comprehensive coverage to provide customers with essential insights



Pneumatic tubes



Manual counters

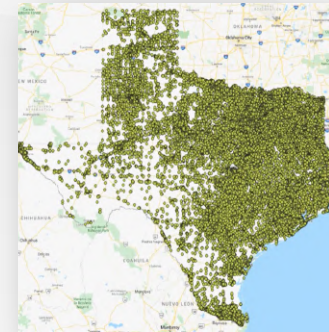


Legacy radar systems

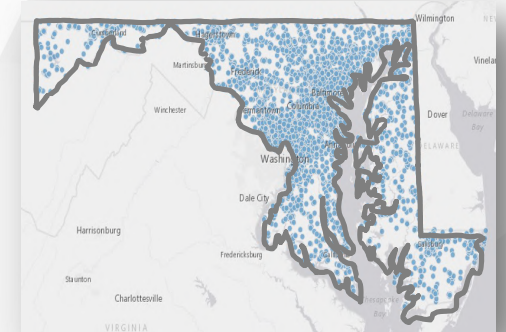


Loops and sensors

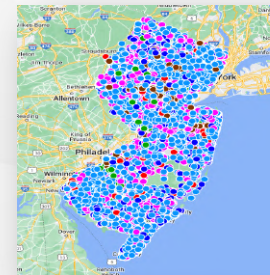
Texas



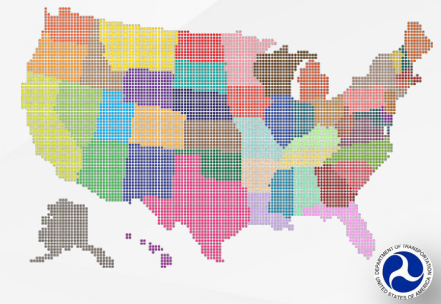
Maryland



New Jersey



Nationwide



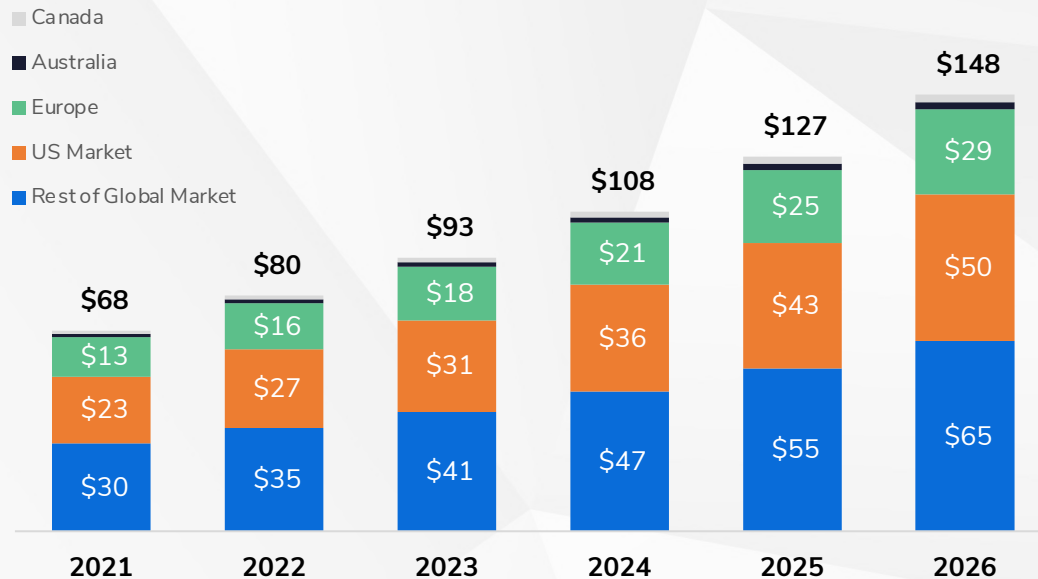
(1) Company estimate.



Massive Untapped Market Opportunity

\$93B+ intelligent infrastructure market supported by favorable industry tailwinds

Global TAM by Region (\$B)⁽¹⁾



Market Overview

- ✓ Massive target market of established government budgets for millions⁽²⁾ of traffic studies per year presents massive, ongoing whitespace and greenfield opportunity
- ✓ Infrastructure bill provides significant tailwind to established budgets and opens up government spending to additional analytics opportunities
- ✓ \$31B U.S. TAM with more than \$62B of untapped market potential in international markets for Rekor
- ✓ U.S.'s public infrastructure received a C- rating and is in dire need of information for where to deploy capital to ensure citizen safety and appropriately accommodate traffic flow



13th in overall quality of U.S. infrastructure⁽³⁾



\$1.2 trillion domestic infrastructure bill⁽⁴⁾



3.2 trillion fleet miles traveled in U.S. unlocks vast insights⁽⁵⁾



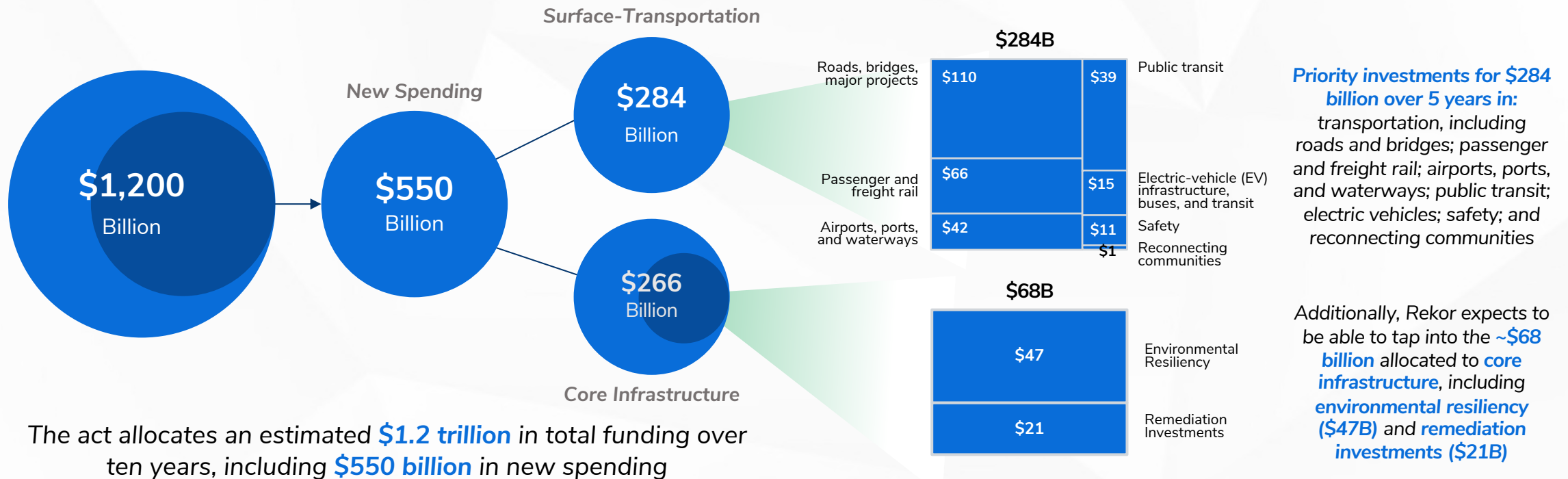
\$11.1 billion market for multi-purpose IoT sensors in the U.S.⁽⁶⁾

Trillions of Dollars in Global Public Infrastructure Spend Ready for Capture

Led by \$1.2T U.S. bill, influx of government capital allocates trillions to improve & modernize infrastructure

U.S. Infrastructure Investment & Jobs Act Overview

\$350B+ of Federal Spending Applicable to Rekor



The act allocates an estimated **\$1.2 trillion** in total funding over ten years, including **\$550 billion** in new spending

Investments Will Accelerate Public Infrastructure Software Adoption



Meet data-driven grant requirements



Aging infrastructure requires digital methods

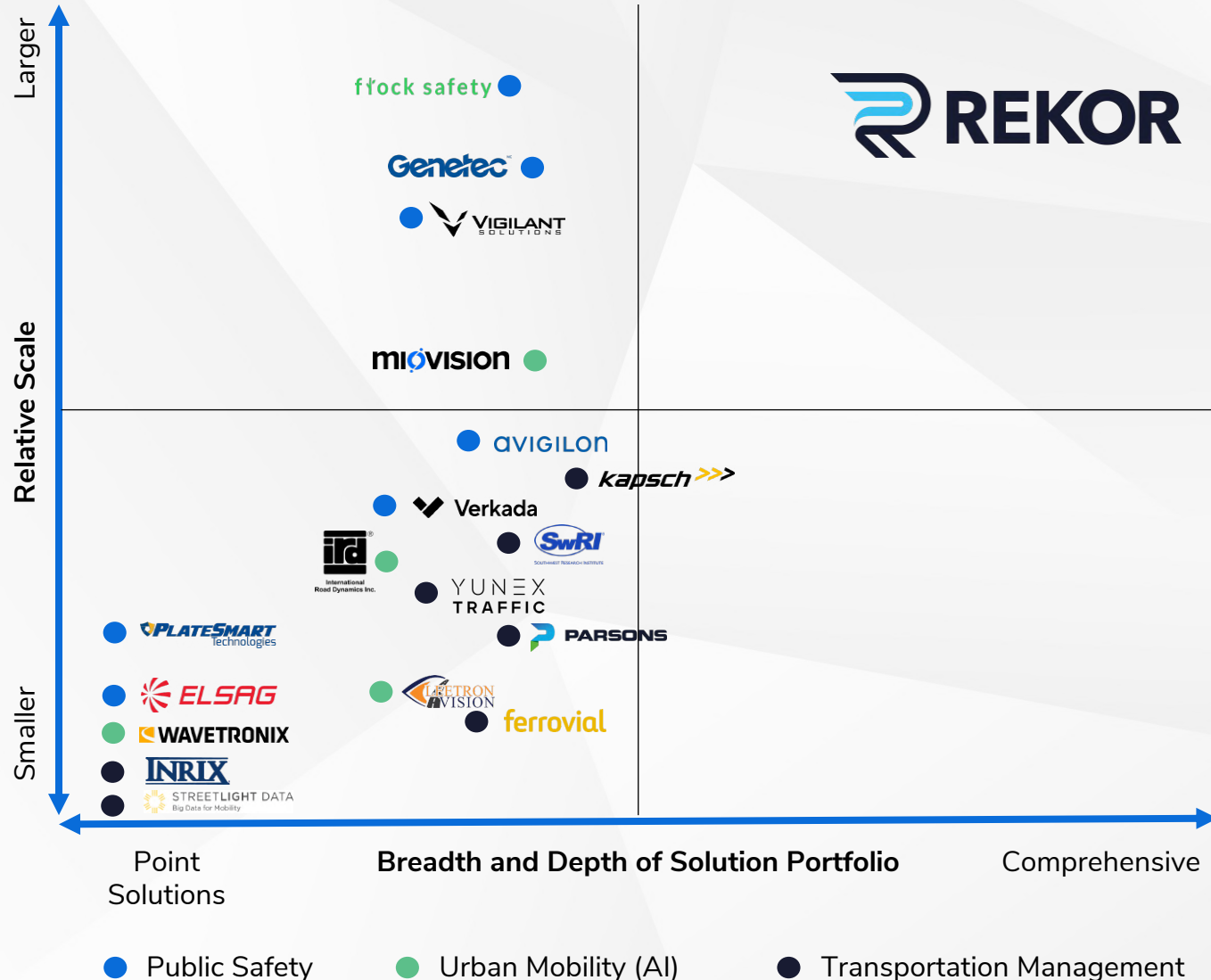


More & increasingly complex urban environments



Required ESG assessments & environmental studies

Thoughtful Approach to Product has Separated Rekor From the Competition



Rekor's Right-to-Win



Solutions, Not Just Data

Unique ability to transform massive data flows into actionable insights



Single Source

The most comprehensive product suite serves a wide range of customer needs under one roof



Cross-Agency Functionality

Building Rekor into agency workflows allows various agencies to deploy quickly at scale to improve safety, equity, and sustainability



Higher Accuracy & Vehicle Capture

Rekor offers more parameters than competitors to gather critical data while AI continuously enhances ability to recognize attributes and add new elements



Privacy & Security

Industry leading technologies and standards to protect data from unauthorized access or use



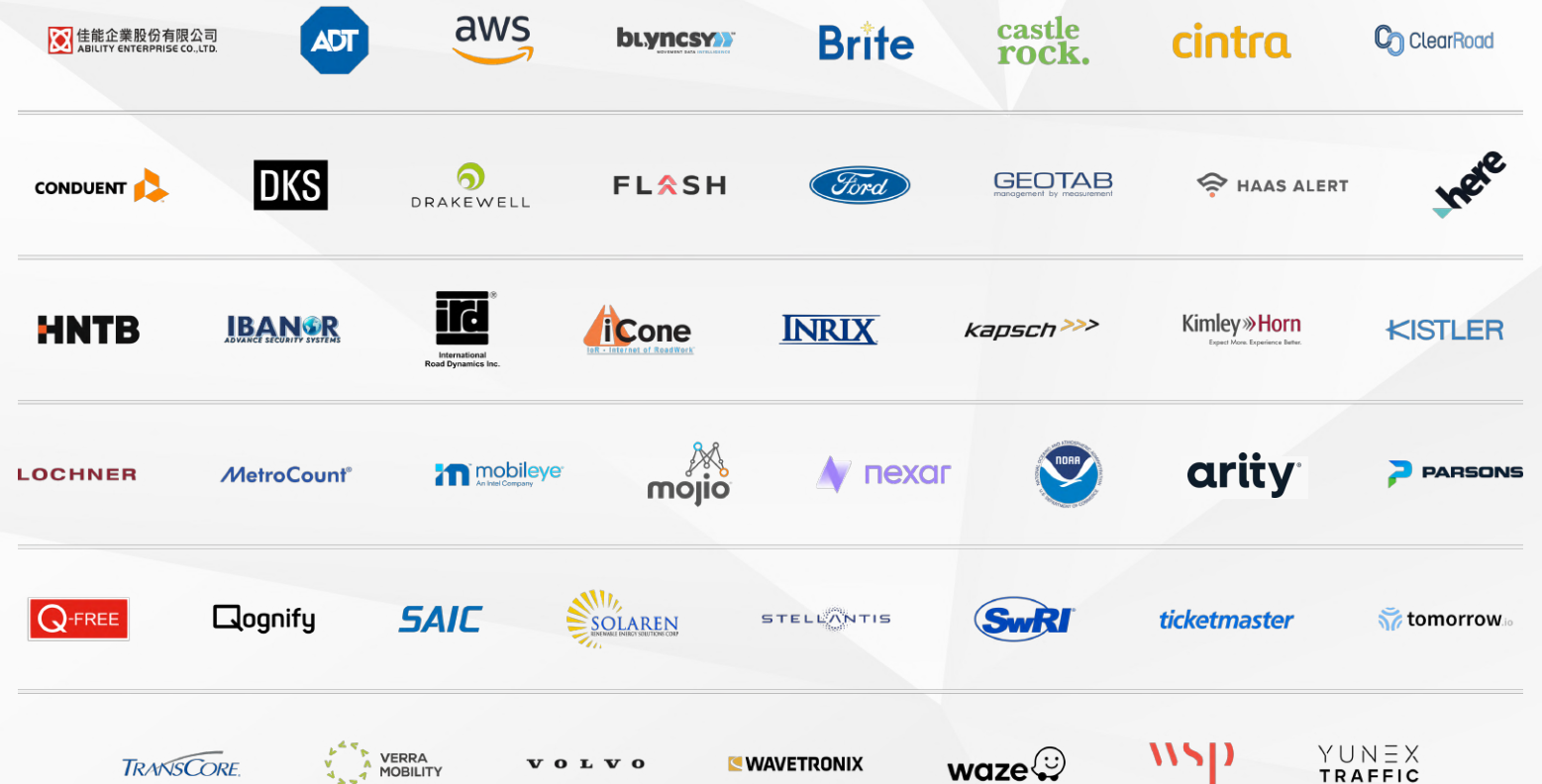


Datasets Sourced and Managed:

- In-road sensors
- CCTV, Radar/Lidar, Controllers
- DMS signs
- CAD systems
- ATMS systems
- ICM/DSS
- Connected vehicles
- Electric vehicles
- Probe data
- Fleet telematics
- Construction zones
- Weather
- Event attendance
- ...And much more...

Continuing Data Capability Expansion via Partner Network

Industry's largest volume, variety, and velocity of aggregated roadway data



Rekor's Single Source Collection Creates Data for Many Use Cases

Multi-purpose data collection devices gather critical information and offer expansion potential into a wide array of ESG use cases

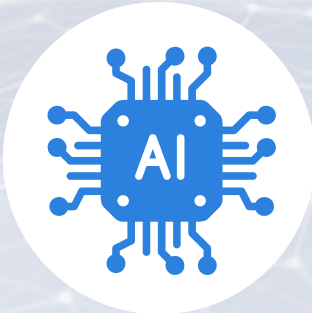
Massive data lake powered by proprietary AI, data visualization, and algorithms...

Thousands

Of Data Collection Sites

Millions

Of Vehicles Identified



Billions

Of Miles Served

Trillions

Of Data Points

...Serves as the foundation for expansion into a wide multitude of future possibilities



Insurance

Provide critical roadway analytics to inform risk assessment, premiums, and claims investigation



Utilities

Provide traffic flow and incident data to drive infrastructure planning, coordinate emergency response, and identify outages



Energy

Provide analytics to inform fuel demand forecasting, service station placement for gas and electric, and optimize resource distribution

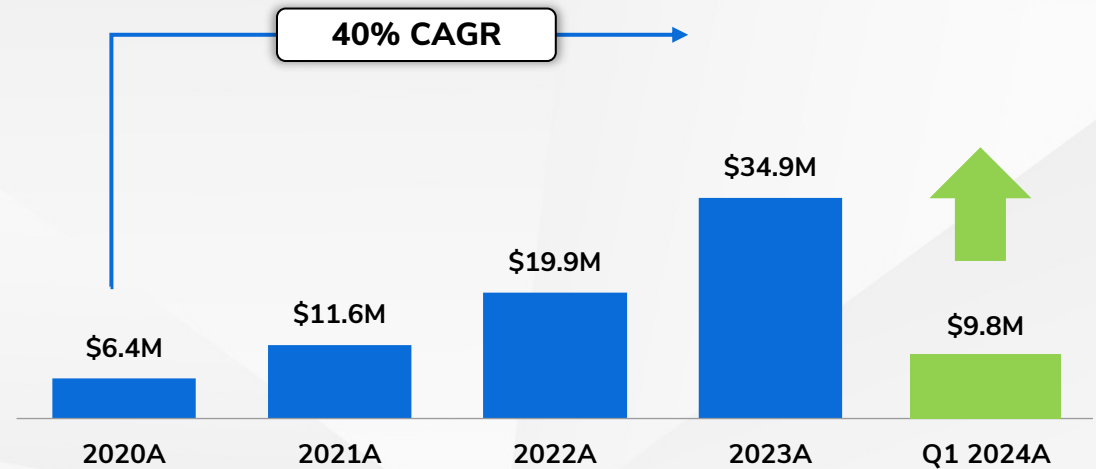
Massive opportunity across **14+ additional industries**

Highly Compelling Financial Profile

Established history of robust growth with proven M&A engine ready for additional scale

Consistent and Robust Growth	75%+ 2023 Revenue Growth
Strong Recurring Revenue Profile and Forward Visibility	59% 2023 % Recurring Revenue
Best-of-Breed Gross Retention	96% 2023 Gross Revenue Retention
Impressive Gross Margins	53% 2023 Gross Margin
Compelling LTV / CAC Ratio	7.7x 2023 LTV/CAC
Transition to Profitability	Profitable In 2024E

Leading Revenue Profile⁽¹⁾



(1) Represents actual revenues, excluding divested assets for 2020 and 2021;



Rekor's Investment Highlights



1

First Mover Advantage

Presently own the largest footprint of connected IoT nodes in the U.S. with the goal of expanding across the nation

2

Massive Market

Market tailwinds and “once-in-a-generation” investment in transportation infrastructure. As AI market surges towards ~\$2.5 trillion by 2032, Rekor stands as a key player with its AI-driven solutions that cater to the growing demand for smarter, more efficient technologies⁽¹⁾

3

High Growth Potential

Strong market tailwinds and scaling⁽²⁾. Rekor growth flywheel is fed by most comprehensive sets of global mobility data collection, connected and transformed by AI, coupled with deep expertise all under one roof, leading to accelerated quarter-over-quarter and year-over-year performance

4

Disruptive Technology

Award winning AI/ML and proprietary technologies, and roadway intelligence solutions for smarter, safer, greener roadways and communities for all. Connects physical, digital, and operational infrastructure for a single source of truth and single pane of glass for cross-agency and public-private collaborations

5

Trusted Authority

Deep subject matter and domain expertise across public safety, transportation management, and urban mobility. Trusted by the world's most demanding and influential public and enterprise clients to operate at a highly privileged position of trust and access

(1) Source: <https://www.precedenceresearch.com/artificial-intelligence-market>.

(2) Source: <https://www.barchart.com/stocks/quotes/REKR/price-history/historical>.



Appendix



Rekor Discover™ Product Overview

Providing knowledge of roadways with AI-driven analytics

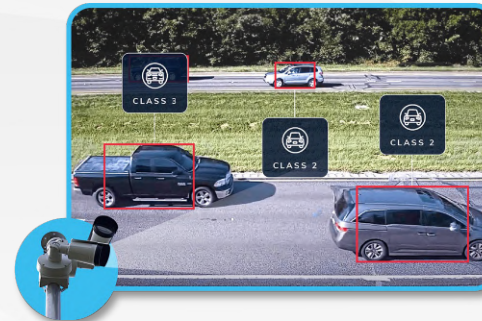
Solution Overview

- ✓ **Automates Safe and Accurate Roadway Intelligence**
Rekor's Edge devices offer both portable data capture and fixed data capture to seamlessly understand traffic flows and key vehicle characteristics
- ✓ **Rapid Deployment for Immediate ROI**
Installation of Edge devices takes less than four hours and replaces antiquated data collection devices which require personnel to enter unsafe conditions, cut into pavement, or disrupt traffic
- ✓ **Detailed Analytics and Premium User Experience**
Rekor One® delivers quick, configurable dashboards with key analytics to facilitate traffic studies, enabling key public sector stakeholders to engineer public infrastructure more efficiently

Key Use Cases

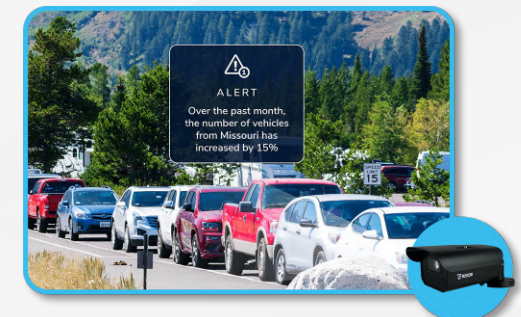
Vehicle Class, Count, and Speed

Fully automated safe capture of 13 vehicle classifications, vehicle counts, and speed to inform traffic studies



Vehicle Insite

Provides on-property vehicle intelligence like visit metrics and vehicle characteristics to determine who is visiting properties

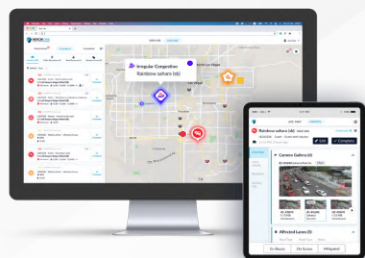


Rekor Command™ Product Overview

Delivers critical incident data to traffic centers, first responders, and service patrol to keep citizens safer

Solution Overview

- ✓ **Identifying & Predicting Roadway Incidents**
Provides comprehensive monitoring of roadways to detect roadway congestion, crash prediction & forecasting, and automated incident identification
- ✓ **Sharable Reporting Capabilities**
Easily record and share incident and event information across stakeholders to ensure the most up-to-date communications on incidents and safety concerns
- ✓ **Improving Roadway Conditions and Safety**
Shorter time to identify issues and deploy personnel enhances citizen safety and reduces the impact of traffic incidents and crashes



~49%⁽¹⁾
More incidents identified

~23 min.⁽¹⁾
Faster response compared to 911

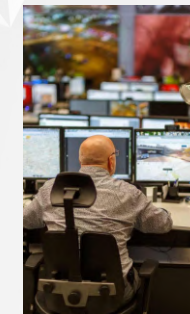
Key Value Drivers

Enhancing Response Time with Actionable Intelligence



Better Incident Awareness

Leverage Rekor One® to identify more traffic incident events and free up resources to clear and respond to events



Quicker Incident Detection

Rekor One®'s AI engines detect events far quicker than antiquated systems, reducing time to normal traffic flow



Community Engagement

Communicate key information with the public via Twitter, Waze, 511, and directly into partnered vehicle infotainment systems



Multiple Data Sources

Leveraging billions of roadway datapoints from multiple sources, Rekor One® understands normal flow to detect anomalies

(1) "23 min." is an approximation from, while "49%" represents an average from Nevada Regional Traffic Center (RTC), TXDOT, and multiple others.

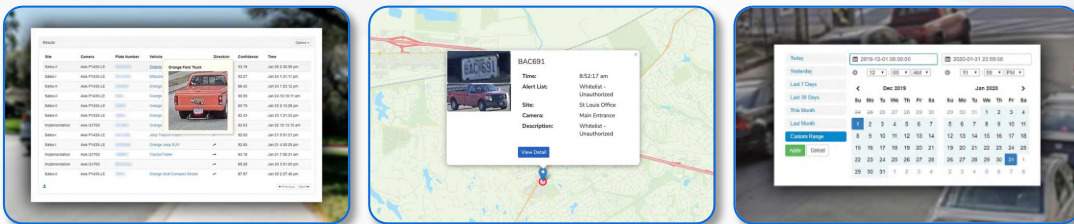


Rekor Scout® Product Overview

Enhancing public safety with AI-driven license plate and vehicle recognition

Solution Overview

- ✓ **License Plate Recognition on any IP Camera**
Accurate license plate and vehicle recognition on nearly any IP, traffic, or security camera
- ✓ **Actionable Insights Through Web-Based Interface**
Detection results (license plate data, vehicle state, make, body style, color, and direction of travel) are displayed within a web-based interface hosted in the cloud or on-premise
- ✓ **Broad Array of Use Cases**
Law enforcement, government, commercial business, and residential customers leverage critical insights provided by Rekor Scout®



Valuable Across Numerous Use Cases



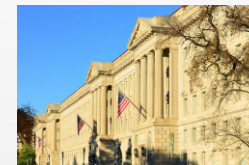
Law Enforcement

Rekor Scout® provides highly accurate, flexible, and affordable vehicle recognition to ensure law enforcement agencies receive actionable intelligence



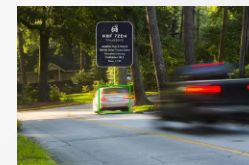
Government

Rekor Scout® equips public officials with valuable security technology and vehicle data to use within their jurisdictions



Commercial Business

Rekor Scout® can take existing, under-powered IP cameras and add advanced license plate and vehicle recognition capabilities to help bolster security and insights



Residential

Rekor Scout® allows homeowners to increase security and receive alerts if unwanted individuals visit a property. Residential customers can also leverage Webhooks to automate common household tasks



Rekor Hardware Edge Overview



Rekor Edge Flex: For Temporary Traffic Studies
Provides portable data collection capturing up to six lanes of high-speed roadway data



Rekor Edge Pro: For Neighborhoods and Businesses
Complete license plate and vehicle recognition solution engineered for roadway speeds when paired with Rekor Scout®



Rekor Edge Max: For Continuous Traffic Studies
Non-intrusive, fixed data collection capturing up to 6 lanes of bidirectional high speed roadway data



Rekor Edge Max: For Primary Roads and Highways
Engineered for public safety and traffic speeds up to 120 miles per hour; deployed roadside for bidirectional primary roads and highways



REKOR.AI

