



**PatriotOne**  
TECHNOLOGIES

# Make a Great First Impression

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## Investor Presentation

July 2022

TSX: PAT || OTCQX: PTOTF

Threat Detection Solutions



# Disclaimer

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# **Patriot One is Disrupting the Physical Security Market**

**Patriot One delivers a digitally-driven patron screening solution that radically enhances the patrons experience while significantly lowering security risks and costs**



# Creating the Next Generation Patron Experience

**On Any Given  
Sunday...**



**...Digitally  
Transformed**



# Why Investors Choose Patriot One Technologies

Digital disruption of an existing market with high barriers to entry

Only provider on track to be approved for use in \$4.6B target market

Independently verified and proven technology

AI platform sets stage for entry into \$135B market

SaaS business model

Compelling customer ROI

# Legacy Technology Creates Poor Patron Experience

## Accelerating Modern Security Threats

- Increasing gun violence
- Weapons proliferation
- Social unrest
- School safety
- Compliance mandates
- Staffing challenges
- Safe City initiatives

## Traditional Solutions Create Friction

- Lengthy wait times
- Poor experience
- Personal infringement
- Labor intensive
- High touch/contact
- Inefficient/costly
- Reactive security

**Increasing Demand For  
Patron Screening**

**Poor Patron  
Experience**

# Patriot One Target Markets

## Initial Focus

### Stadiums, Theaters & Event Spaces



- High barriers to entry
- Tight product-market alignment

### Casinos



- High gun concerns
- Strong inbound pipeline
- State legislation

### Hotels



### Manufacturing



### Distribution



### Hospitals



### Commercial & Retail Buildings



### Schools





# Total Addressable Market

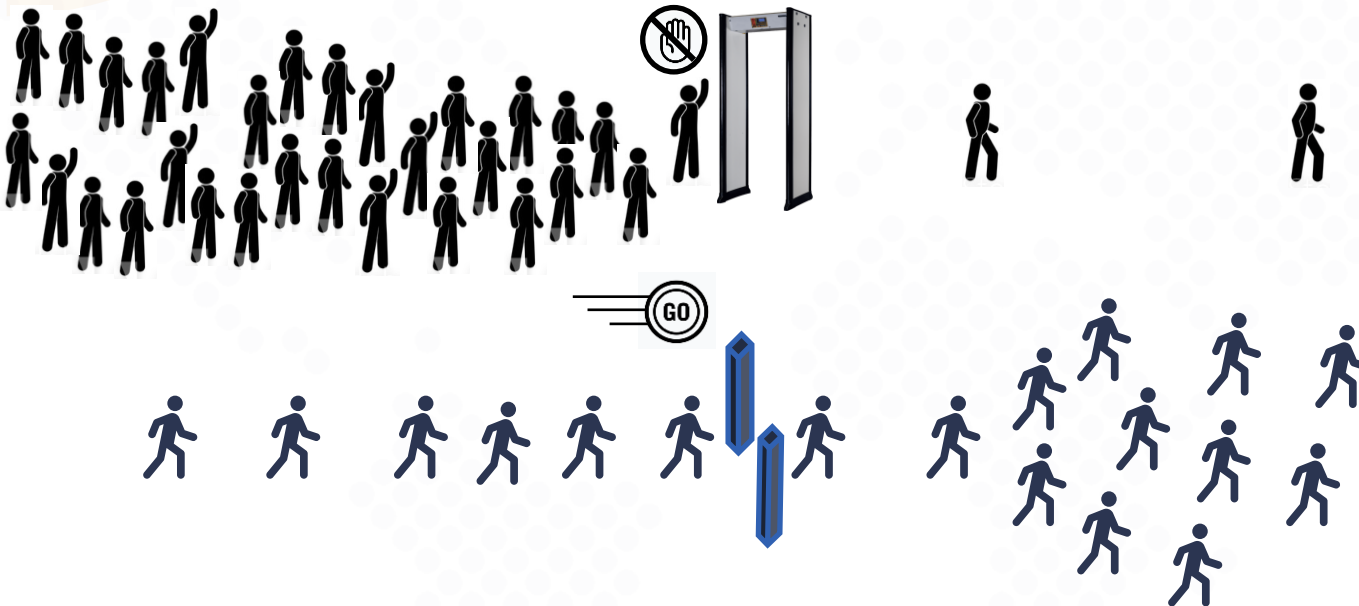


Sources: Gartner, IDC, Management Estimates



# Compelling Customer ROI

Technology that can detect the difference between metal and weapons



## Traditional Approach

- X Frustration
- X Delays
- X High security costs



- ✓ Fast
- ✓ Frictionless
- ✓ Lower staff costs

# Enhanced Security & Customer Economics

**7X**

Increase in Patron  
Throughput

## FACTS:

- From 500 per hour to 3,600 per hour
- From 130% patron contact to <10%

## IMPACT:

- Fast, frictionless entry
- “Walk right in” experience
- Personal privacy protected
- Faster entry = more F&B sales

Up to

**80%**

OPEX Efficiencies

- 70% Reduced staffing requirement
- Highly scalable digital security model

- Flexible / reduced staffing and operations
- Eliminate escalating labor cost /shortages
- Digital insights for optimized operations, patron traffic, merchandising

**Advanced  
Digital  
Security**

- Integrated digital vs siloed labor model
- Correlated digital insights well in advance of the event

- Preemptive vs reactive security
- Higher security / lower business risk
- Prevent events before they reach the venue

# Why Customers Choose Patriot One



## Enhanced Security

- Proven highest performing security detection
- High quality AI and advanced business analytics
- Pre-emptive - from first touch to venue operations



## Customer-Centric Business Model

- Flexible SaaS subscription model
- Recognized industry expertise for venue security and patron experience
- Lead through technological innovation



## Superior Patron Experience

- Aligned to necessary venue operations requirements
- Maximum operational benefits (traffic flow, costs, staffing)
- Platform Integration for a broad set of future screening requirements

# Validation in the Real World – Since March 2021

## March 2021

4 Pilots

7 Contracts

\$0.8M Backlog

\$8M Qualified Pipeline



## July 2022

70+ Pilots

31 Contracts

\$4.2M Backlog\*

\$63M Qualified Pipeline

\*As of April 30, 2022. \$1.6M of the current backlog is pending successful trial



# Third Party Verification - NCS<sup>4</sup> \*

## Trial:

- Validates Patriot One's solution in a live stadium environment with 17,000 patrons
- Executed to meet and exceed NHL, NBA, NFL, MLB, live entertainment arenas security specifications

## Why is this important?

- Demonstrated Patriot One's unique performance relative to industry and professional sports leagues' mandatory security standards
- Provides path for league approvals as first (and only) solution for professional sports stadiums throughout North America
- Sets de facto standard for other leagues, NCAA, global leagues

## Next Steps:

- "The floodgates will open for pent-up demand" - League CSO
- Pending contracts signed and volume deployment begins



\* The National Center for Spectator Sports Safety and Security (NCS<sup>4</sup>)

# Integrated Solutions



Multi-Sensor Gateway

**“Fast frictionless entry”**



Video Recognition System

**“Preemptive insights”**



AI Platform

**“Integrated intelligence”**

# Positioned for the Future - Vertical Integration of Patron Screening and Experience

## To – Integrated Patron Experience, Patron Screening, and Facility Optimization

### Engage



#### “100 Miles”

- Social Media Scanning
- Threat Intelligence
- Reservation Fraud
- Threat / Crime Detection

### Approach



#### “100 Feet”

- Crowd Intelligence
- Crowd Routing
- ✓ **Weapons Detection**
- ✓ **Threat / Crime Detection**
- ✓ **Perimeter Security**
- Facial Rec

### Entry/Exit



#### “1 Foot”

- ✓ **Weapons Detection**
- Entry Routing
- Automated Ticket Scanning
- ✓ **Health / Vaccine Verification**
- RFID Scanning
- Contraband
- VIP identification

### Inside



#### “On Premise”

- ✓ **Crowd behaviors**
- ✓ **Crowd intelligence and management**
- Marketing / Retail Optimization
- Experience Optimization
- Staff and operations planning
- Data intelligence and insights

## From - Weapons Detection

# Expanding Revenue Stream



## Patron Gateway

- Initial hardware and software,
- Recurring maintenance / support
- SaaS Delivery



## AI Platform

- Initial software
- Professional services

## Future Annuity Revenue

## End-to-End Patron Experience

- Initial hardware and software
- Recurring maintenance / support
- Advanced AI analytics
- Integrated platform & solutions
- Professional services



# Our Journey

**2016**  
Became  
publicly  
traded

**2017**  
Secures  
\$22M  
financing

**2018**  
Secures  
\$46M  
bought deal

**2019**  
Acquires  
EhEye Inc

**2019**  
Up listed  
to TSX

**2019**  
Acquires  
Xtract AI

**2020**  
Appoints  
Peter Evans  
as CEO

**2021**  
Relaunch Patriot  
One with  
new executive  
team and focus

**2022**  
Stadium Gateway  
solution delivered

# Milestones

## H2 FY2021

- ✓ Commercially released Multi-Sensor Gateway solution and integrated platform
- ✓ Won first long term “SaaS” contracts
- ✓ Company restructured to reduce operating loss by ~50%
- ✓ Sales backlog grew to \$2.4M with additional agreements in late stage

## H1 FY2022

- ✓ Completed NSC4 operational exercise validating capabilities per pro-league requirements
- ✓ Completed multiple successful deployments and trials in target segments
- ✓ Released enhanced Multi-Sensor Gateway Stadium specific solution
- ✓ Won additional contracts building up sales backlog to be \$3.7M with additional \$2.1M signed contracts pending pilots
- ✓ NHL teams contracted pending league approval

## H2 FY2022

- ✓ Won additional contracts increasing the number of customers to 31
- ✓ As of April 30, 246% year-over-year total revenue growth; almost 650% year-over-year revenue growth for Platform operating segment
- ✓ Expansion to \$35B market segment starting with two major auto manufacturers

**Financial Year-End: July 31<sup>st</sup>**



# Capital Structure

TSX: PAT & OTCQX: PTOTF

Current Price	<b>C\$0.47 TSX / US\$0.37 OTCQX</b>
Market Capitalization	<b>C\$77M TSX / US\$60M OTCQX</b>
Shares Outstanding	<b>163.2M</b>
Stock Options <i>\$1.08 Weighted Average Exercise Price</i>	<b>9.8M</b>
Warrants <i>\$0.74 Weighted Average Exercise Price</i>	<b>12.2M</b>
Fully Diluted Shares Outstanding	<b>185.2M</b>
Working Capital <i>As of April 30, 2022</i>	<b>\$12.5M</b>

Capital structure and related figures are as of July 31, 2022

# Leadership Team

Experts in specialized technologies, cyber security, artificial intelligence and machine learning technologies, subscription revenue business models and security sector business development



**PETER EVANS**  
CEO & Director

Peter brings over 25 years of experience with venture capital, private equity, and public enterprise companies in the technology, security, and cyber-security industries. As a 4-time high-tech CEO, Peter has demonstrated repeated success in driving revenue growth and accelerated profitability, by delivering innovative solutions to target markets, and triggered multiple profitable liquidity events.



**KAREN HERSH**  
CFO & Corporate Secretary

Karen has extensive experience working with high growth technology companies across a broad spectrum of finance activities including strategic planning, financial reporting, and mergers and acquisitions. Formerly the CFO for a global private equity company focused on cybersecurity technologies.



**Grant Evans**  
VP Sales

Grant brings over 10 years of sales and account management experience. He's worked in a variety of technology and security related organizations for most of his career and has always focused on providing customers with the solution that best fits their needs.



**ROBERT LEX**  
SVP Operations

Robert has 25 years' experience in global manufacturing operations and supply chain management. He has led successful operational excellence restructurings built around a set of core principles starting with a customer-centric approach and has developed scalable efficient processes.



**NATHANIEL COUTURE**  
VP Engineering

Nat Couture has over 16 years of experience in the private technology sector with a solid foundation of technical skills and 15 years of leadership experience in innovative and socially forward start-ups. He's acted in a variety of technical roles from CTO to tester and typically finds himself as that critical link between engineering and business.



**Louise Johnson**  
VP Marketing

Louise has built up her expertise in marketing, brand awareness, and customer engagement over her 15+ years as a sales and marketing professional. She has played critical roles in the successful execution of customer acquisition campaigns for innovative technologies and products.



# Board of Directors



**PETER VAN DER GRACHT**  
*Chairman*

A serial technology entrepreneur who has successfully launched, financed, operated and sold five technology companies; including: Nexus, Imedia, Teraspan, Fatport and Wavemakers.



**BILL MAGINAS**  
*Director*

The former President of Johnson Controls Canada who brings a great deal of industry expertise to Patriot One's Board. Offers a broad range of expertise include business process improvement, change management, growth, and strategy.



**VICTORIA CALVERT**  
*Director*

Professor Emeritus of Entrepreneurship and International Business at the Bissett School of Business at Mount Royal University with over 30 years in international business operations and consulting.



**JOHN GILLIES**  
*Director*

Over 33 years of federal government experience within national and international security and intelligence environment. Worked with Canadian Security Intelligence Service (CSIS) and RCMP.



**LEA M RAY**  
*Director*

A certified director (ICD.D) of the Institute of Corporate Directors and is a Chartered Professional Accountant. She has served on a number of publicly-listed (TSX) entities.

# Investment Highlights

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Significant and  
growing addressable  
market

High barriers to  
entry

Digital disruption

Tested & proven  
technology

Competitive  
advantage

Compelling growth  
& momentum

Multiple revenue  
streams

SaaS business

Compelling ROI for  
customers

# Thank you.

For enquiries, contact us at [info@patriot1tech.com](mailto:info@patriot1tech.com)



[patriot1tech.com](http://patriot1tech.com)



Threat Detection Solutions