WAYCARE ACQUISITION

AUGUST 2021

A Compelling Path for Value Creation
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REKOR’S VISION

To provide intelligent infrastructure and insights that build safer, smarter and more efficient cities around the world through the use of artificial intelligence.
REKOR ONE™ SERVING MULTIPLE MISSIONS

Drive the world to be safer, smarter and more efficient.

- A single-source platform for intelligent infrastructure
- Provides real-time analytics that help municipalities and businesses study roadway activity, globally
- Activity includes:
  - vehicle counts
  - speed and traffic patterns
  - hazardous conditions
  - environmental health
  - and so much more
DRIVING DISRUPTION IN A BURGEONING MARKET

The intelligent infrastructure industry is at the epicenter of converging forces driving disruption in the market.
BUILDING THE FUTURE OF INTELLIGENT INFRASTRUCTURE

Expansive geographic footprint
(constantly expanding global footprint for complete data coverage)

Advanced data aggregation
(comprehensive network that sources data from proprietary sensors and third-party sources)

Innovative software
(real-time infrastructure analytics via AI and machine learning operating on a unified platform)
WAYCARE OVERVIEW

Waycare is a leading provider of cloud-based AI traffic and incident management solutions for safer and more efficient roadways.
WAYCARE COMPANY SNAPSHOT

Provider of a cutting-edge traffic & incident management software platform

Founded in 2016 in Tel-Aviv, Israel

Offices in Israel (R&D) and the US (HQ)

40 Team Members

18 customers across 10 states and 3 geographic areas

AI-powered traffic management platform with cross-agency capabilities

Traffic Management

Emergency Services

Freeway Service Patrol

Transit Agencies

Roadway Maintenance

Contracted

Pipeline

COTA

Nevada DOT

LTDOT

FDOT

MTA Metropolitan Transportation Commission
THE WAYCARE PLATFORM

Interoperable, cloud-based system for traffic and incident management.

Cross-agency solution provides interoperable platform modules to serve all transportation agencies.

AI-driven insights improve incident detection and response times.

Combines real-time infrastructure traffic data with third party data to build a more complete picture of the road.

Can be integrated directly into the unified Rekor One platform.

Irregular Congestion Detection

Crash Prediction and Forecasting Capabilities

Automated Incident Identification
Funding from federal, state and local agencies is heavily tied to the ability to show measurable improvements in traffic safety and incident management.

Statistics based on research reports published by Waycare.

**Impact by the Numbers**

- **18%** Reduction in primary crashes on monitored roads.
- **43%** Of speeding drivers reduced their speed to adhere to the speed limit after STMS (strategic traffic management site).
- **9** Minute reduction in incident identification time.
- **20%** Increase in incidents identified.
PROVEN LAND AND EXPAND GROWTH STRATEGY

$30K
6-month pilot program

$780K
Contract expansion

+$350K
Add-on to contract

+$646K
Expansion to Northern Nevada

+$5.3M
Infra Grant
Integrated Corridor
5-year contract extension

161x TCV GROWTH IN NEVADA OVER 3 YEARS
EXCELLENT CUSTOMER RETENTION

- Platform stickiness has allowed Waycare to successfully transition proof of concepts ("POC") and pilots into long-term contracts with virtually zero churn.

- In the past year, Waycare has been able to expand its customer base significantly creating a path for future growth.
Rekor and Waycare are better together as a result of their expanded geographic coverage, ability to acquire more data, and provide a comprehensive intelligence platform.
Integrating Waycare into Rekor saves both time and money while accelerating speed to market for Rekor One.

1. Expand geographic footprint further
2. Access diverse data sources
3. Form comprehensive intelligence platform
In the past year, Waycare has been able to rapidly expand its footprint with new pilot programs creating an avenue for future monetization through longer term contracts. Existing markets have also grown through upsell opportunities with shorter sales cycles.

Combining Waycare's base with Rekor's expanding network creates future growth and cross-selling opportunities.
Waycare’s diverse data partnerships allow for accurate and relevant infrastructure insights. These partners include leading OEMs, CV marketplace providers, telematics solutions, and more. Rekor One will enhance proprietary data with these third-party sources.

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A NEW STANDARD IN REAL-TIME INTELLIGENCE

Rekor and Waycare’s innovative and differentiated technology combines to create a complete, disruptive intelligent infrastructure platform.
The combination of Rekor and Waycare’s tech creates a modular intelligence solution offering that includes modules for live traffic & incident management, public safety, real-time analytics, and more – all within the same unified platform.
CLOSING STATEMENTS

The closing of the transaction is subject to customary closing conditions and is currently anticipated to occur during Q3 of 2021.

- Transaction has $61 million total enterprise value
- Cash on hand to fund activities for 18-24 months
- Will continue to lead the way in building intelligent infrastructure
Learn more and watch video:

REKOR.AI