



GATEKEEPER

MOBILE VIDEO SOLUTIONS

Intelligent Data & Analytics for Public Transit

Investor Presentation JUNE 2020
TSX-V: GSI | OTC: GKPRF | FSE: 1GK

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Enabling Safer, Smarter Communities.

A Leader - protecting people in transit by working closely with our customers to develop smart connected technology solutions using an open architecture strategy.

1) Established technology provider - high-def safety & surveillance solutions designed for mobile environments,

- 100,000 installs, 3,500 customers, publicly-traded since 2013.

2) Revenue growth inflection point

- \$16M Revenue in trailing 4 quarters (66% growth).

3) Profitable

- \$0.9M Net Income in trailing 4 quarters.

4) AI & Video Analytics - growth drivers

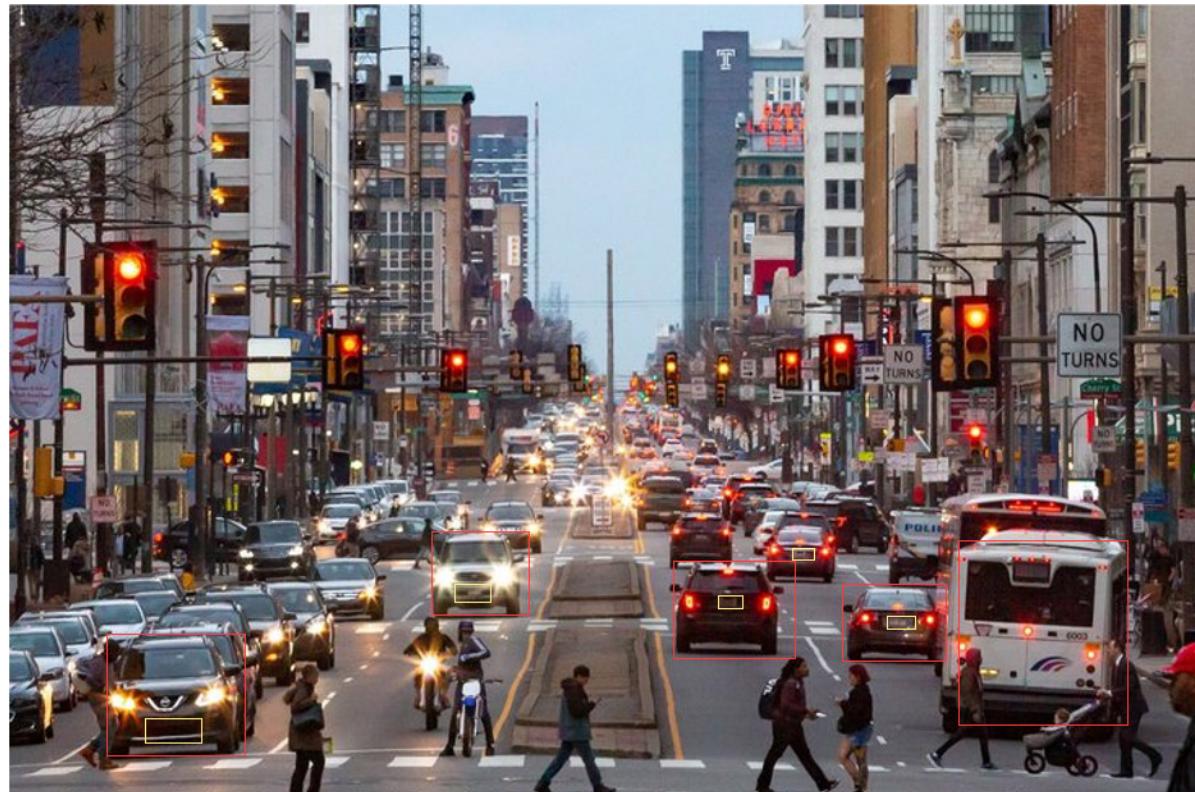
- Cities moving to “smart cities”, needing transportation analytics,
- Regulators requiring “black-box” for buses & trains for safety, accident investigations,
- People counting, improved traffic flow, video-capture for traffic violation enforcement.

5) Platform-as-a-Service (PaaS) business model

- High-speed trains – NTSB compliant DVRs (\$6M contract),
- Buses – video analytics for illegal passing, license plate capture.

6) Compelling valuation

- \$20M market cap, no debt, \$6M of working capital, profitable.



Enabling Safer, Smarter Communities using Artificial Intelligence



Transit Market - Significant Growth Driver

Video-Based Evidence Solutions for Transit Bus & Rail

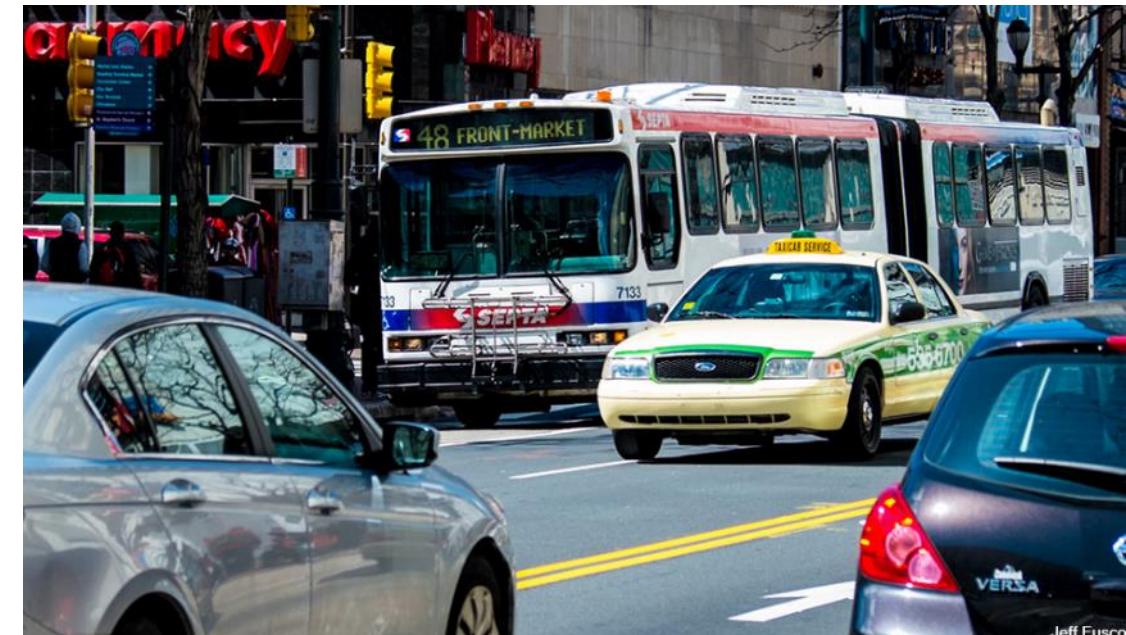
- Public Transit Authorities embracing video surveillance solutions to reduce fraudulent claims and improve passenger safety,
- Camera installations on transit buses have increased from 47% in 2008 to 80% in 2017. (source: apta.com).

Transit Market:

- 183,000 transit vehicles in the US,
- 19,000 transit vehicles in Canada.

April 2018 – US transit becomes a key growth initiative:

- Established Gatekeeper Systems USA Inc.,
- Purchased assets of an existing mobile video surveillance service provider to the transit industry,
- Enabled business relationship with the Southeastern Pennsylvania Transportation Authority ("SEPTA").



Source: [5th Square](#)



Transit Market Strategic Customer: SEPTA

SEPTA (Southeastern Pennsylvania Transportation Authority) is the **6th largest transit authority in the US**

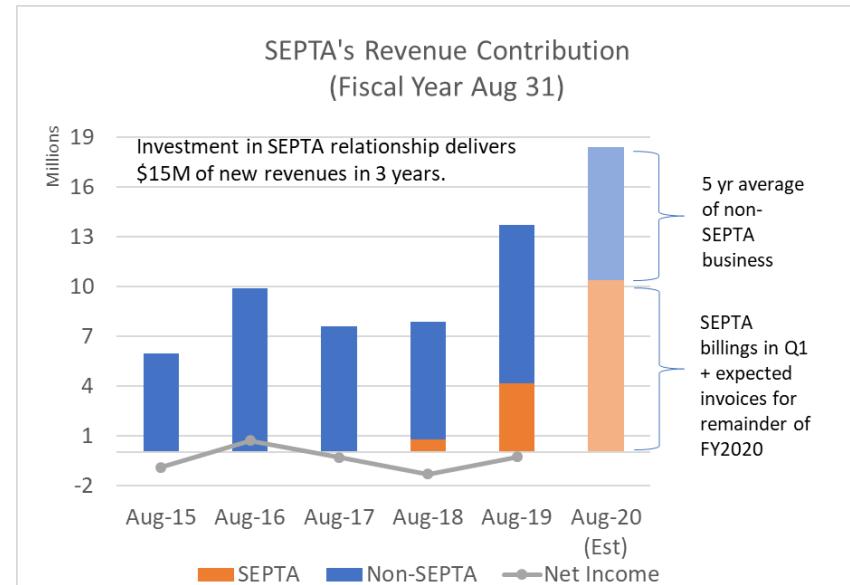
- Providing over 300 million passenger rides annually,
- 3,600 vehicles which includes approximately 970 trains.

SEPTA - actively using vehicle video surveillance to evaluate and defend claims, monitor system safety and security, and protect against fraud

- US\$22M/yr. savings in false liability claims by using video,
- Over **27,000 video cameras installed** on vehicles & stations. (source: septa.org)

SEPTA – has contracted Gatekeeper to provide specialized technology and analytics for their sophisticated video-evidence network, resulting in:

- Over **\$15M in new business** billed or expected to be billed by Aug 2020,
- **Recurring services contract \$2.36M/yr**, up to \$11.8M (initial 3 yr term plus 2 yrs optional extension options).





Gatekeeper's Video Analytics in Transit Applications

Software platform allows authorities to monitor vehicle assets, and manage the increasing volume of video data

- Monitor passenger behavior,
- Verify events and improve operational efficiencies, improving the security of drivers and passengers,
- Enables GPS mapping, event-based scheduling, live viewing, or integrating 3rd party applications,
- Proactively monitors on-board equipment, wireless fleet and vehicle management, alerts,
- Wireless bi-directional connectivity allows remote DVR configuration, vehicle and fleet reporting,
- Timely data transfer for surveillance information,
- Event-based wireless transfer of data can be activated by actions such as driver emergency alert switch,
- 'System Health Check' reports, for active system maintenance.





NTSB Recommends Digital Video Recorders to Aid Accident Investigations

The National Transportation Safety Board has recommended the use of digital video recorders (DVRs) – data, audio/voice and video – to assist accident investigations.

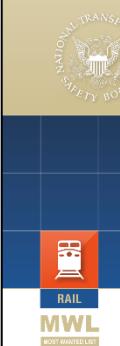
NTSB has investigated numerous rail transit incidents:

- Recommends the installation of inward and outward facing audio and image recorders,
- Identified them as being critical to improve operational safety and aiding in accident investigations,
- Without video, investigations are lengthy, expensive, and difficult for families awaiting answers.

A potential **major future market opportunity** for Gatekeeper's DVRs

- "Black-box" for trains, transit and buses.

Oct '19 - Gatekeeper receives \$6.3M contract from SEPTA to supply and install DVRs on SEPTA vehicles and trains.



**NTSB 2017-2018
MOST
WANTED
LIST
OF
TRANSPORTATION
SAFETY
IMPROVEMENTS**

Expand Recorder Use to Enhance Safety



Video shows NTSB examining wreckage from horrific Pennsylvania Turnpike crash



Credit: NTSB

However, it could be two years before the crash is fully analyzed.

VIDEO shows NTSB examining wreckage of Pa. Turnpike crash

Wednesday, January 8, 2020

GREENSBURG, Pennsylvania -- Investigators from the National Transportation Safety Board released video showing the aftermath of a crash on the Pennsylvania Turnpike over the weekend that killed five people, including a nine-year-old girl.

The video includes drone shots showing a parking lot where a damaged tour bus and tractor-trailers were being kept.

Video from the ground showed NTSB investigators combing through the mangled vehicles.

The crash happened around 3:30 a.m. on January 5 in Mount Pleasant Township, which is about 40 miles southwest of Pittsburgh.

The NTSB investigation began shortly after the crash, and an initial report is expected in 10 days.

However, it could be two years before the crash is fully analyzed.

Technology

NTSB Seeks Video to Document Mysterious Transit Rail Crashes

By Alan Levin
August 31, 2017, 3:39 PM EDT

▶ Safety board wants crash-proof video recorders in trains
▶ Several recent accidents hindered by operators' memory lapses





Video Analytics for School Bus Safety

In the US, 475,000 school buses transport 26 million children each school day. Safety is a growing concern and is now considered to be the first priority for School Districts and Pupil Transportation Services.

During the 2018-19 school year, 130,963 school buses reported that 95,319 vehicles passed their buses illegally on a single day (nearly one per bus per school day on average)

- **17 million school bus stop-arm violations per year** in the US alone.(Source: nasdpts.org)

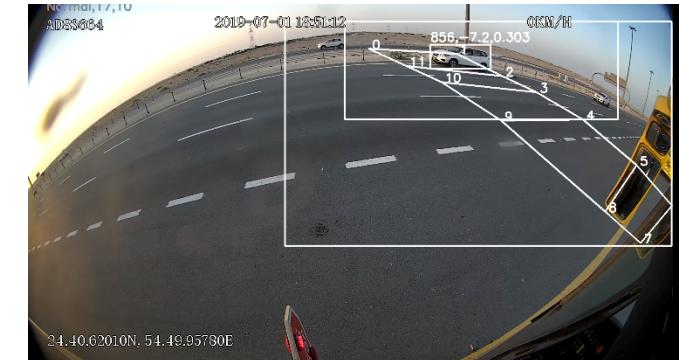
Gatekeeper's Student Protector Solution:

- High-speed, multi-lane license plate reader to capture stop-arm violators, in any conditions, day or night,
- Gatekeeper's video analytics software allows districts to issue tickets automatically,
- Automated ticketing and capturing stop-arm infractions on camera is now legal and enforceable in many states & provinces.

Example of recent contracts:

- California buses: \$364k
- Large bus operator in US: \$530k
- Niagara, Ontario buses: \$250k

Gatekeeper's Analytics - automated multi-lane imaging captures vehicle - even at night.



Ontario Government To Add Cameras To Catch Vehicles That Pass A Stopped School Bus

by Rajpreet Sahota on April 25, 2019
In News, Politics

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Minister of Transportation Jeff Yurek and Parliamentary Assistant to the Minister of Education Sam Oosterhoff announced new safety measures at a news conference today.



Video Analytics for School Bus Safety

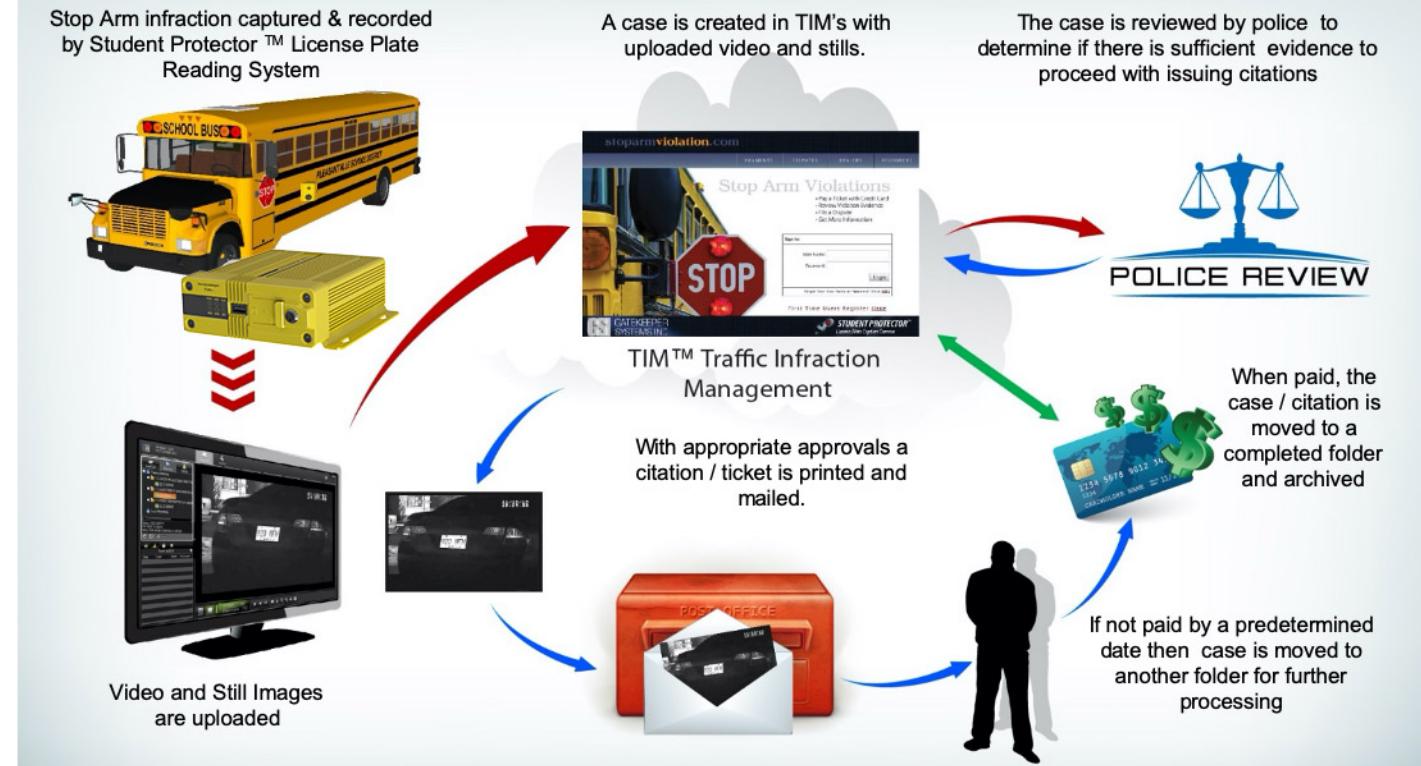


Overhead Camera Captures License Plate



High-Def Stop-Arm Camera Captures License Plate

Gatekeeper's Proprietary Traffic Infraction Management System (TIMs)





Video Evidence – Multi-use Applications

Video evidence

- Protects drivers against lawsuits, false liability claims, violence, vandalism, road rage, and theft,
- Helps in training new drivers, monitoring driver behavior, and coaching the driving habits of company drivers,
- Driver performance monitoring (speed, swerving, braking).

Allows management to:

- View live-streaming video to assess emergency situations,
- View historical data.

Crisis Management

- Systems are equipped with panic button which automatically uploads corresponding video & alarm to monitoring center,
- Video is synchronized with GPS location, improving incident response times.

Example of recent contracts:

- Manitoba Ambulances: 160 ambulances, \$230k



Y62 Dashboard Camera

504HD2a DVR





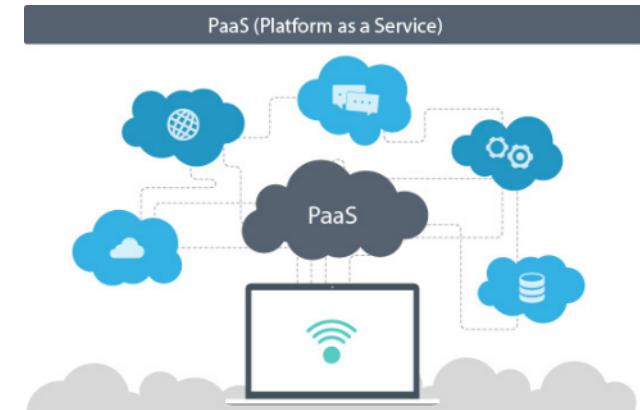
Platform-as-a-Service (PaaS) Business Model

Gatekeeper is the computer “on-board” municipal vehicle assets

- On-vehicle digital recording devices (DVRs), GPS enabled, multiple data points, video, alarms, analytics,
- Wirelessly connected, bi-directional data to a moving vehicle,
- Incident reporting – video tampering, alarms, potential incident flags,
- Video analytics for illegal vehicle passing, license plate capture, ticket issuance.

An Enabling Platform for Smart City services:

- Transit-lane violation enforcement,
- Passenger counting,
- Evidence management and ticketing,
- Remote monitoring & management of vehicle assets,
- School Bus stop-arm infringement enforcement.





AI & Analytics | Intelligent Transit Planning

Increasing video usage now requires AI & video analytics

- High-def video + more cameras = massive amounts of video to monitor,
- Buses in motion 16 hr/day = high volumes of wireless data,
- E.g. SEPTA has 27,000 cameras, 3,600 vehicles, 1 million daily passengers. Simply too much data to transmit/store/monitor using traditional methods.

Emerging trends for Smart Cities

- People counting, facial recognition, flagging abnormal passenger behavior,
- Improving traffic flow, efficient public transit.

Gatekeeper's AI & video analytics solutions enable safer, smarter communities



Source: [ABD Toronto](#)

Financial Information

Over 100,000 device installations, 3,500 customers.

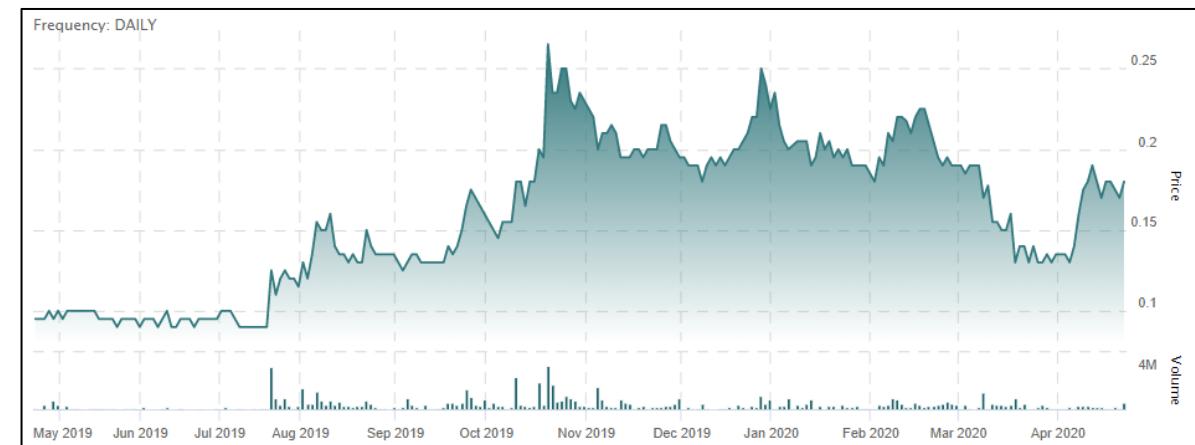
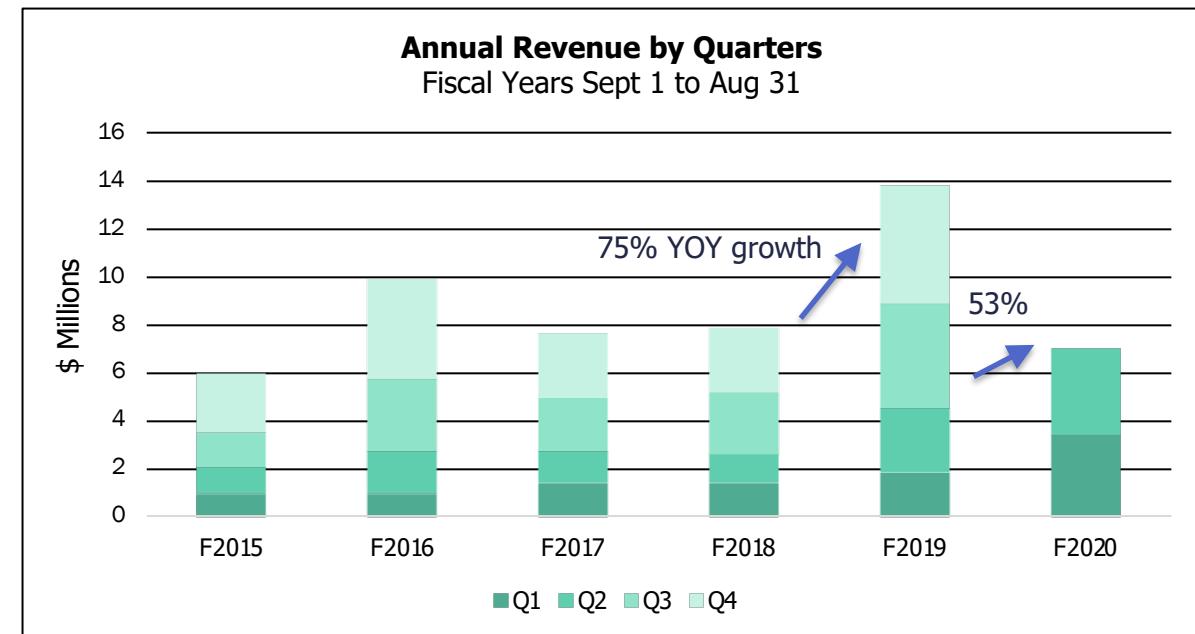
Shares Outstanding	88.8 M
Stock Options (avg price \$0.17)	7.5 M
Fully Diluted Shares	96.2 M
Market Cap (@ \$0.18/sh)	~ \$16 M
Working Capital (Feb 2020)	\$ 6.3 M
Trailing 12 mo Revenue	\$16.12 M
Fiscal Year End	Aug 31

CEO recently purchased 2.9m shares @ \$0.18 to now own 9.8m (11.07%)

TSX.V:
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OTC:
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FSE:
1GK



Board of Directors

Doug Dyment

DIRECTOR & CHAIRMAN

- Founded Gatekeeper Systems in 1997 and took the company public 2013
- Former VP Marketing and Director at Silent Witness; founded Security Products Division

Robert Galbraith

DIRECTOR

- Former BC Chief Coroner, Chief of Police with RCMP
- Founder, former CEO and Chairman of Silent Witness

Charlie Bruce

DIRECTOR

- Former COO First Group America and National Express
- Founded Transportation Advisory Group (TAG) in 2015, President and CEO of TAG, providing advisory services to the student transportation industry
- Former Board Member for the National School Transportation Association and New York School Bus Contractors Association

David Stumpo

DIRECTOR

- Founder & CEO of the American Public Transit Exams Institute (APTREX)
- Former CEO Coast Mountain Bus (Formerly BC Transit) and San Francisco Municipal Railway (MUNI)
- Executive Director for the Southern California Regional Transit Training Consortium (SCRTTC). 40 years' experience within the public transit industry

Senior Management

Doug Dyment

PRESIDENT & CEO

- Founded Gatekeeper Systems in 1997, took company public 2013
- Former VP Marketing and Director at Silent Witness; founded Security Products Division

Kelsey Chin, CGA, CPA

CHIEF FINANCIAL OFFICER

- Chartered Professional Accountant who has served as CFO for numerous publicly listed companies
- Ms. Chin is intricately familiar with accounting principles, analyzing and preparing financial statements

Doug Fraser, P. Eng, MBA

VP PROGRAMS & PRODUCTS

- Former global product manager for Honeywell, specific technology included network infrastructure, wireless integration including WIFI and MESH networks
- MBA (IVEY School of Bus) BScEE and Master of Engineering (University of Alberta)

Jeff Gruban

VP SALES & BUSINESS DEVELOPMENT

- 25 years experience in the Telecommunications industry in North America
- National Sales Manager for PCT International - Canada, and TVC Director of Broadband Canada (formerly Comsouce Inc.)
- Regional sales responsibilities in Canada and the USA and has worked closely with Product Management teams to help develop solutions to meet the needs of this customers

GATEKEEPER

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