



GATEKEEPER

PROTECTING PEOPLE IN TRANSIT

Video & Data Solutions Provider for Public Transit & Schools

Investor Presentation Jan 2024
TSX-V: GSI | OTC: GKPRF

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VIDEO & DATA SOLUTIONS PROVIDER FOR PUBLIC TRANSIT & SCHOOLS



1

Growth inflection | Profitable

- \$27.8 M/yr. Revenue (FY Aug 31, 2023)
- \$2.9 M/yr. Net Income
- Strong sales backlog

Compelling valuation

- ~\$40 M market cap
- \$13.4 M working capital

3

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

- Onboard data platform for intelligent transportation in smart cities
- ~50,000 intelligent mobile data collector units installed
- ~3,500 customers

2

AI, video analytics, data – key growth drivers

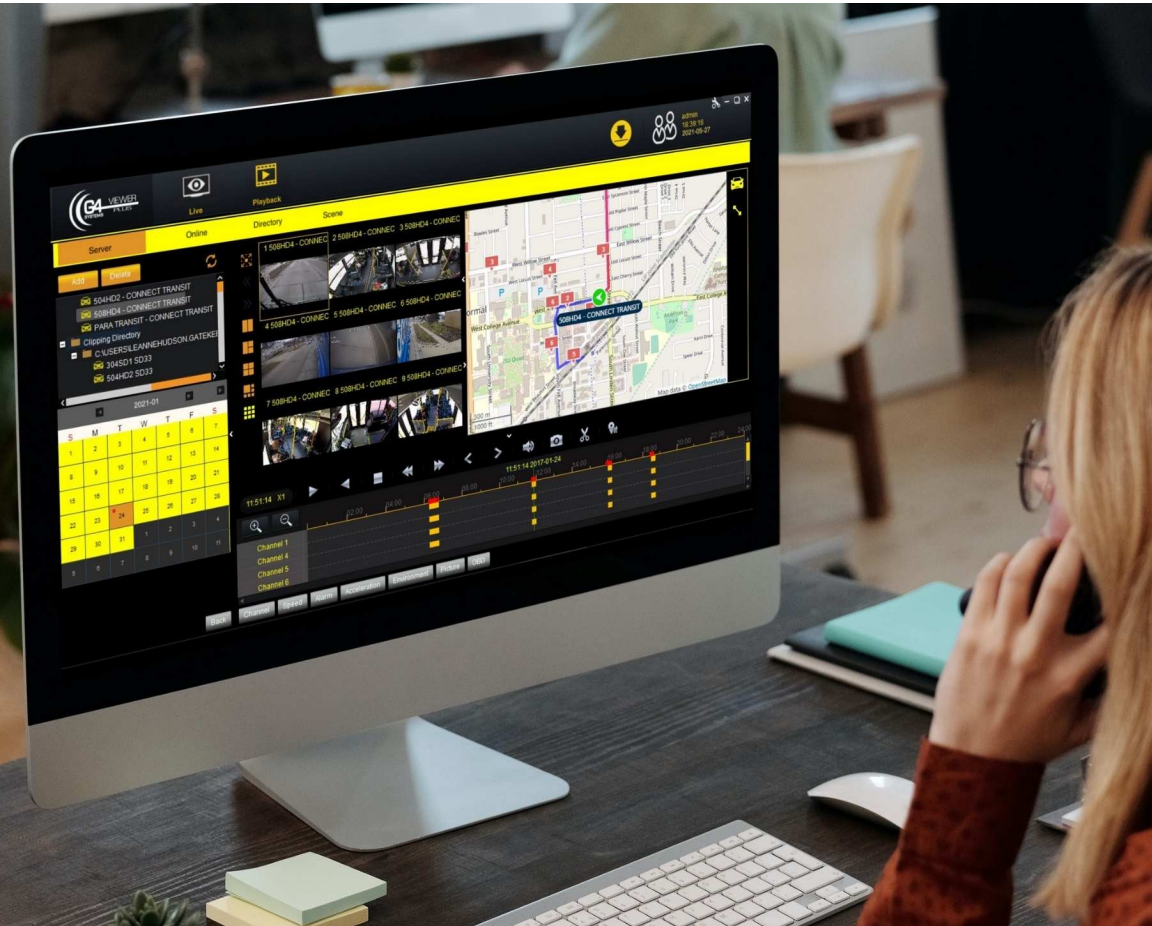
- “Black-box” for buses & trains to improve safety and aid accident investigations
- Video monitoring & enforcement are now a necessity

4

Established, emerging data company

- Data devices & video surveillance on public transportation vehicles

VIDEO ANALYTICS & DATA SOLUTION



Video now dominates in passenger transportation

- 80% of transit buses have video
- Increasing reliance on video for enforcement / fraud prevention
- Hi-def IP cameras create enormous amounts of video data
- Difficult to wirelessly transmit, store, and monitor
- Video data is now too extensive to manage manually

1

Gatekeeper cloud-based video analytics software

- Event-driven video capture (e.g. erratic driving behavior)
- Alarm notification when camera image is covered/compromised
- Video compression algorithms
- ‘System Health Check’ reports, for active system maintenance
- Snippet capture, facial blurring, allows video segments to be easily emailed

2

Gatekeeper processes video data “at the edge”

- On-vehicle mobile data collectors & video processing

PLATFORM-AS-A-SERVICE (PaaS) BUSINESS MODEL

Gatekeeper is the “computer on-board” municipal vehicle assets and school bus fleets

- Over 50,000 intelligent Mobile Data Collectors installed



Data platform for Smart Cities & Intelligent Transportation

- On-vehicle digital recording devices (DVRs), GPS enabled, multiple data points, video, alarms, analytics
- Wirelessly connected, bi-directional data to a moving vehicle
- Video analytics for illegal vehicle passing, license plate capture, ticket issuance
- Transit-lane violation enforcement, passenger counting, evidence management and infraction ticketing
- Remote monitoring & management of vehicle assets



Adding new data layers

- Thermal cameras, contact tracing, touchless fare payment
- Mobile Wi-Fi system for school bus
- Bus lane infraction enforcement
 - Important since increases in Uber/taxi drop-offs in the bus lanes impedes public transit efficiency



INTELLIGENT MOBILE DATA COLLECTORS (MDCs)

~50,000 data collectors installed

- On school buses, transit buses and trains
- Collecting vehicle data such as video, audio, GPS, time, door open/close

Ruggedized, crashworthy DVRs

- 8 TB of video storage recording 24 high-def IP cameras Collecting vehicle data such as video, audio, GPS, time, door open/close,
- Serve as the "black box" to aid in transit accident investigations

Wireless Connectivity

- Wi-Fi enabled, mobile connected, or mobile enabled , allowing public transport assets to become part of the intelligent transportation solution in a Smart City ecosystem



SCHOOL BUS INDUSTRY: UNDERGOING A MAJOR TECHNOLOGY UPGRADE

Technology adoption on school buses has paled in comparison to technology adoption on automobiles over the past decade

U.S. Department of Education Technology Spending

- \$122 Billion of spending announced to help schools reopen safely, March 17, 2021 ([ed.gov news](#))
- In the US, 480,000 yellow school buses transport 22.6 million students daily, 40,000 new school buses are manufactured annually

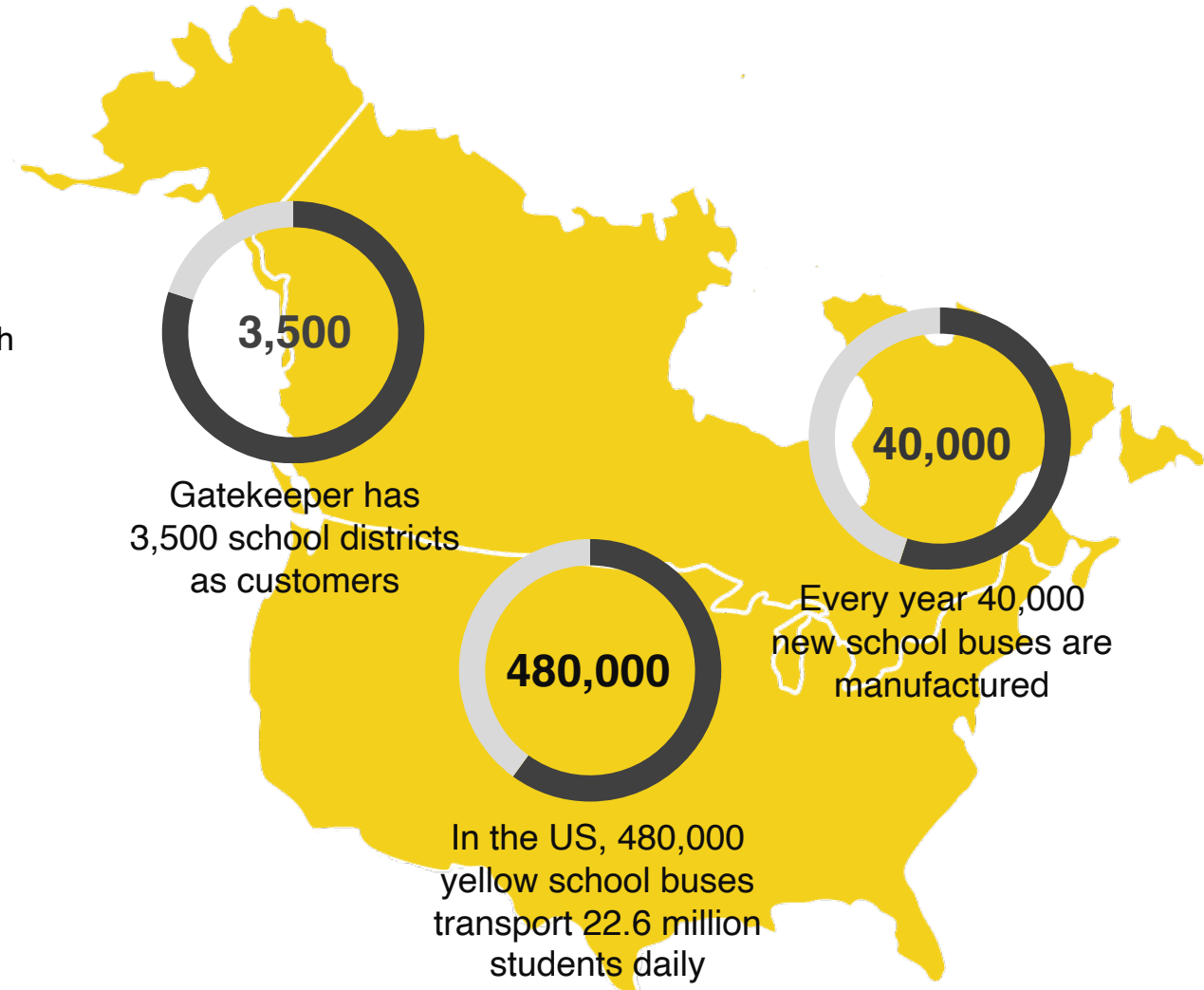
Gatekeeper has over 3,500 school districts customers

- Customers in every state and province in North America
- Well established CRM system, contact data for all 13,000 school districts, 70,000 database customer contacts

Gatekeeper has significant industry experience

- Over 50,000 intelligent Mobile Data Collectors installed on school buses
- Over 100,000 in-vehicle video devices installed on school buses

Gatekeeper has a comprehensive suite of technology solutions for school buses



SCHOOL BUS STUDENT PROTECTOR

Capture every detail of a stop-arm infraction

NASDPTS estimates more than **43.5 million illegal school bus passings** per year in the US alone.

(Source: www.nasdpts.org/stop-arm-violations)

1

Automatically capture every violation

- High-speed, multi-lane license plate reader to capture stop-arm violators, in any conditions, day or night

2

Create citations easily

- Video analytics software allows districts to issue tickets automatically
- Web-based citation management system provides full control of a citation from its creation to its payment.



SCHOOL BUS MOBILE Wi-Fi SYSTEM

Wi-Fi Solutions

- Turn school buses into mobile Wi-Fi hotspots with Gatekeeper Mobile Wi-Fi System (MWS)
- Internet access is available on school buses to the vehicle is in motion or parked
- MWS enabled school buses can be parked and provide internet in underserved communities
- Gatekeeper MWS is routed through the school's firewall and content filter, providing a safe internet experience for students



Wi-Fi Benefits

- MWS enabled buses help to close the digital divide so all students have access to the tools they need to succeed
- Leverage the average of 180 hours spent on the school bus each year by allowing students to access research material to complete assignments
- School buses with MWS can also be configured to provide remote access to video cameras, DVR storage, and GPS location

Cellular Connectivity

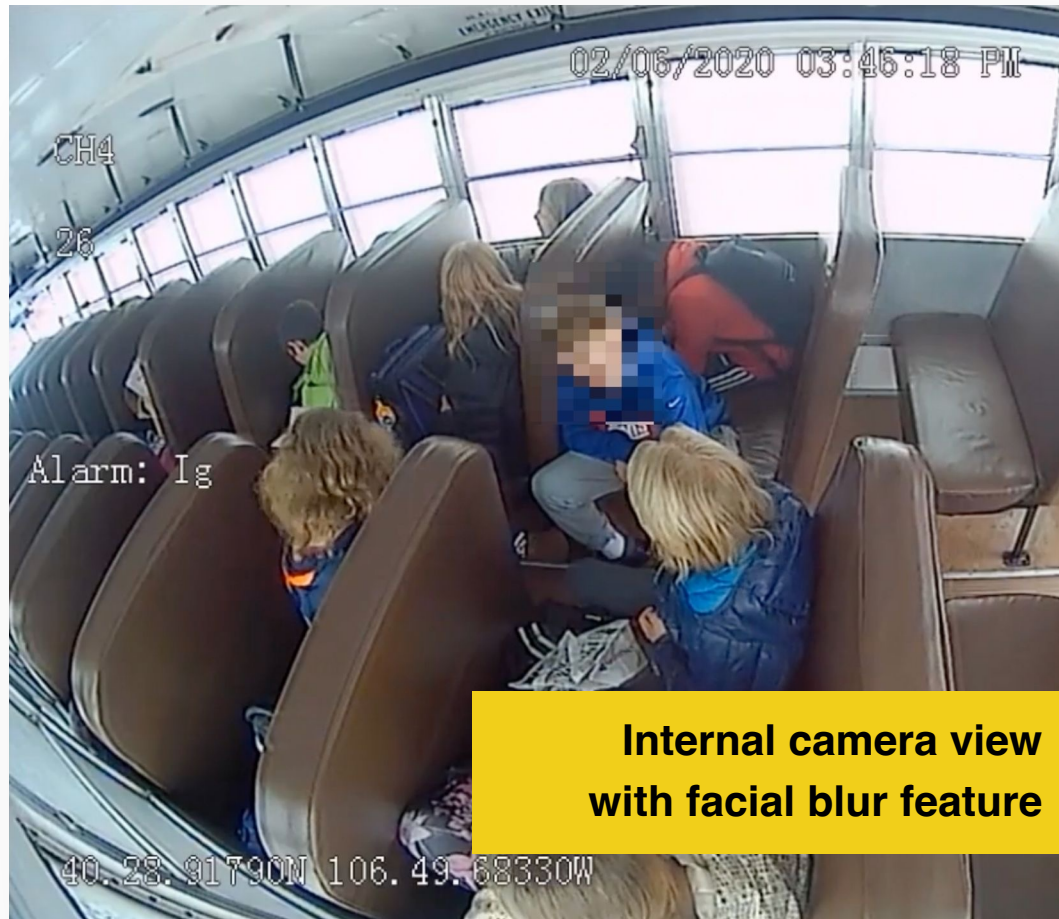
Gatekeeper's all in one mobile modem provides Wi-Fi and Cellular connectivity



Helping Students

Over 30% of students do not have adequate internet at home

SCHOOL BUS INTERIOR CAMERAS



Capture Every Moment

- Record HD video and audio
- Use Gatekeeper's Wide Angle Cameras to capture every angle



Keeping Children Safe

- Prevent incidence of bullying and vandalism
- Safeguard children's privacy with facial blurring technology



CLARITY™

1 School bus management software solution

- Scheduling, on-bus video, and data analysis tools to manage the logistics of school bus operations
- Helps enable flexible, safe and efficient transportation

2 Dispatch & Payroll

- Connects to mobile data collectors & video devices to integrate data elements such as GPS location, passenger counting, and video analysis
- Quick and easy audit of scheduled time vs. actual time vs. paid time for each task

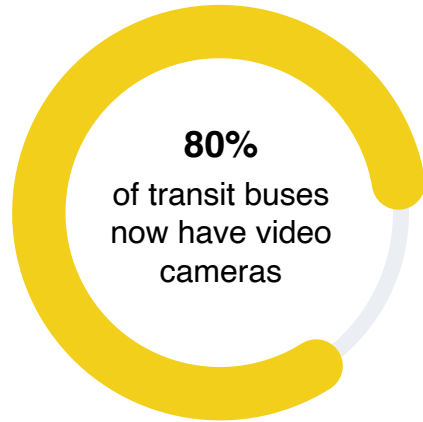
3 Logistics solutions

- Manage staff shortages with Flex-schedules, hybrid schooling and route optimization

4 ByteCurve

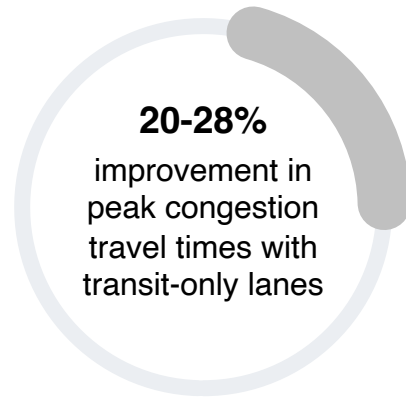
- Developed in partnership with ByteCurve
- Established technology provider for school bus transportation which has been embraced by a global leading transportation provider

TRANSIT MARKET: SIGNIFICANT GROWTH DRIVER



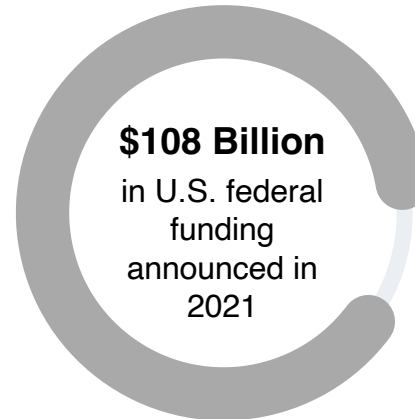
Video-based evidence for transit, bus & rail

- Public Transit Authorities embracing video surveillance solutions to reduce fraudulent claims and improve passenger safety
- 183,000 transit vehicles in US
- 19,000 transit vehicles in Canada



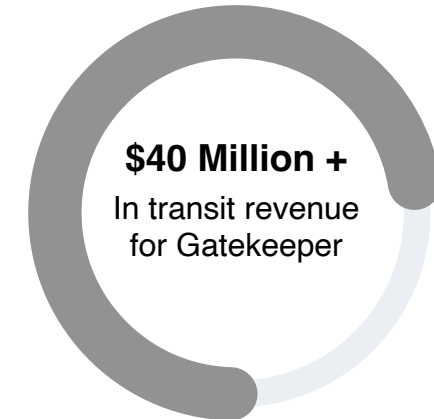
Transit authorities embracing emerging technologies

- Bus lane infraction cameras
- License plate capture of vehicles illegally passing buses/street cars while passengers are loading/unloading
- Passenger counting
- Intelligent routing



Increased transit funding within \$1.2 trillion Bipartisan Infrastructure Deal

- Over 10,000 transit vehicles to be upgraded



Gatekeeper entered the transit market in 2018

- Resulting in over \$40 million in revenue from the transit industry vertical

STRATEGIC TRANSIT CUSTOMER: SEPTA

Southeastern Pennsylvania Transportation Authority

- 6th largest transit authority in the US
- Ridership of over 300 million passenger rides annually
- 3,600 vehicles including approximately 970 trains

1

SEPTA - a leading transit authority in use of video

- 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 evidence
- Sophisticated video-evidence installation
- Over 27,000 video cameras installed on vehicles & stations

2

SEPTA chose Gatekeeper for its software, video analytics, specialized DVRs

- ~\$40M in new-business revenue contribution since 2018
- Recurring services contract \$2.4M/yr.



1 MILLION DAILY PASSENGER TRIPS



AUTOMATED LANE ENFORCEMENT (ALE)

AI and Video Analytics

- Captures vehicle license plate of lane violations



Reduce transit lane violations

- Custom-designed for transit applications
- Launched July 2021

Large market opportunity

- Traffic congestion in cities is a concern, post-pandemic due to user preference toward ride-hailing vehicles vs. transit
- Currently conducting live transit trials

Includes specialized applications

- Vehicles partially obstructing the bus lane
- Vehicles in the bus lane that signal a legal right-hand turn, but illegally continue to drive straight
- Vehicles passing streetcars when passengers are boarding or deboarding

VIDEO & DATA RECORDERS FOR PASSENGER TRAINS

The Federal Railroad Administration has announced a final rule requiring the installation of inward- and outward-facing image recording devices

- On all passenger train lead locomotives providing scheduled intercity rail passenger or commuter service
- FRA press release October 12, 2023, [here](#). Compliance deadline is October 12, 2027.

National Transportation Safety Board wants all rail transit vehicles equipped with inward and outward facing cameras

- NTSB press release [here](#)

Gatekeeper is a well-established technology provider

- Offers NTBSP-compliant, crash-worthy digital video recorders designed to meet EN50155 international standards for electronics on passenger trains
- Has already equipped hundreds of passenger trains for SEPTA. For example, Gatekeeper announced completion of a \$6.3 million contract for video recorders on trains in October 2020.

Represents significant business opportunity for Gatekeeper



EXTERIOR VIDEO SOLUTIONS

Safer transportation for passengers and drivers

- Protect drivers against lawsuits, false liability claims, violence, vandalism, road rage, and theft
- Eliminate blind spots with 360° surround vision
- Help in training new drivers, monitoring driver behavior, and coaching the driving habits of company drivers
- Driver performance monitoring (speed, swerving, braking)
- Cameras built to withstand extreme weather conditions

Allows fleet managers to:

- View live-streaming video to assess emergency situations,
- View historical data
- Systems are equipped with driver alert button which automatically uploads corresponding video & alarm to monitoring center
- Video is synchronized with GPS location, improving incident response times



ENABLING SMART CITIES: AI & ANALYTICS

Intelligent transit planning

- Analytics is becoming increasingly important
- Collecting and analyzing data is essential for maximizing resources and improving services

Interconnecting passenger-transport vehicles

- Wirelessly connected on-board data collectors
 - Intelligent routing
 - Surveillance
- Improving traffic flow
- Efficient public transit



Protecting passengers

- Temperature checking, contact tracing
- Video evidence, flagging abnormal passenger behavior
- People counting, facial recognition

Safer, smarter communities

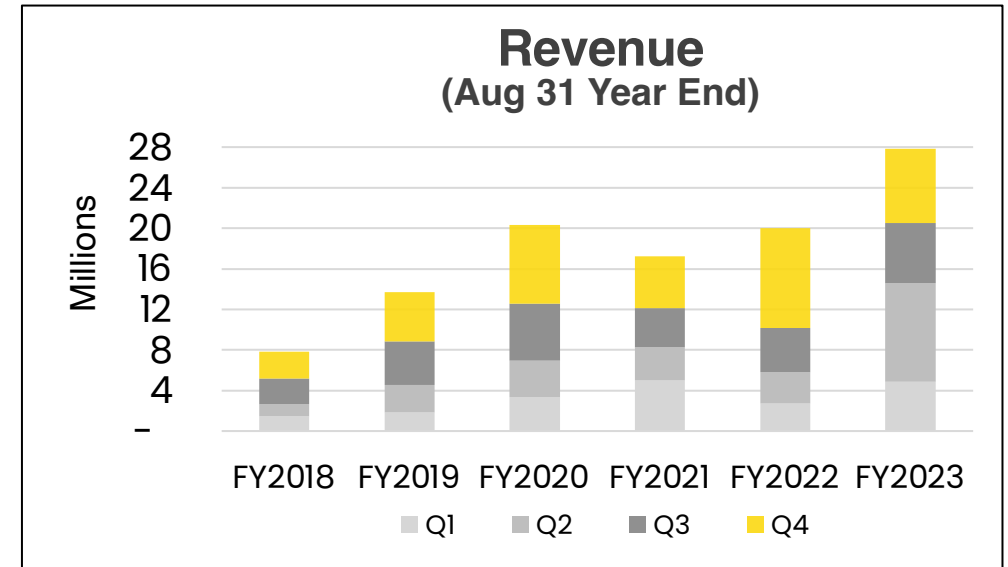
- Transportation solutions for public transit and schools is complex, and each community has their own needs and challenges
- Gatekeeper's AI & video analytics solutions helps communities plan and improve services with data-driven decisions specific to their needs

FINANCIAL INFORMATION

Shares Outstanding	91.8 M
Stock Options	8.0 M
Fully Diluted Shares	99.8 M
Market Cap (@ \$0.45/sh.)	~\$40 M
Fiscal Year August 31, 2023	
Revenue	\$27.8 M
Gross Profit	\$ 12.5 M 45%
Total Comprehensive Income	\$ 2.9 M \$0.03/sh.
Working Capital	\$ 13.4 M

Notes:

- \$8 M working capital credit facilities in place with TD Bank, unused at Aug 31, 2023.
- Insider ownership ~ 14%



1 Year stock chart (GSI: TSX-V)

BOARD OF DIRECTORS



Doug Dymant
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



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 Dymant
President & CEO



Kelsey Chin
CFO



Jeff Gruban
VP Sales – Transit



Doug Fraser
VP Programs &
Products



Valarie Higgins
VP Sales – Schools



Jason Harris
VP Student
Protector Programs

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TSX Venture: GSI

OTC Markets: GKPRF