KASTLE SYSTEMS

MANAGED BUILDING SECURITY & ACCESS-CONTROL-AS-A-SERVICE

Board of Directors

Board Meeting · FY2026 Business Review

SAMPLE / DEMONSTRATION ONLY · STRICTLY PRIVATE & CONFIDENTIAL

DEMONSTRATION MATERIAL

How This Sample Deck Was Built

1

Purpose

A sample board deck created for demonstration only. It is not an official document of Kastle Systems, was not produced, reviewed, or endorsed by the company, and must not be relied upon for any decision.

2

How it was built

Generated by an AI assistant (Claude) from publicly available information. Structure follows common board-review best practice; layout and charts were produced programmatically.

3

Data & figures

Company facts are from public sources; all financial figures are illustrative planning estimates and are not audited.

4

No warranty

Provided as-is with no representation as to accuracy or completeness. Any resemblance to actual internal reporting is coincidental.

AGENDA

FY2026 Business Review · Board Meeting

SECTION 01 · OPENING

Key Messages to the Board

Durable model

Kastle Systems provides managed access control, identity, and building security-as-a-service for commercial real estate, spanning credentialing, video, and visitor management across multi-tenant properties.

Recurring core

Recurring subscription/advisory anchors the revenue base, with expansion and data upside layered on top.

Instrumented business

Performance is tracked against a defined set of metrics and deliverables spanning multiple functions and altitudes — provided as separate companion files.

Clear priorities

Strategic priorities are set to compound the recurring core and de-risk the model.

Kastle Systems

Kastle Systems provides managed access control, identity, and building security-as-a-service for commercial real estate, spanning credentialing, video, and visitor management across multi-tenant properties. It is widely known for its occupancy data (the "Back to Work Barometer"), a byproduct of its access-control footprint.

MSR
Recurring contracts

CRE
Core market

Barometer
Occupancy dataset

Managed
Security-as-a-service

What the Business Sells

Managed Access Control

Credentialing, video and visitor management — long recurring contracts

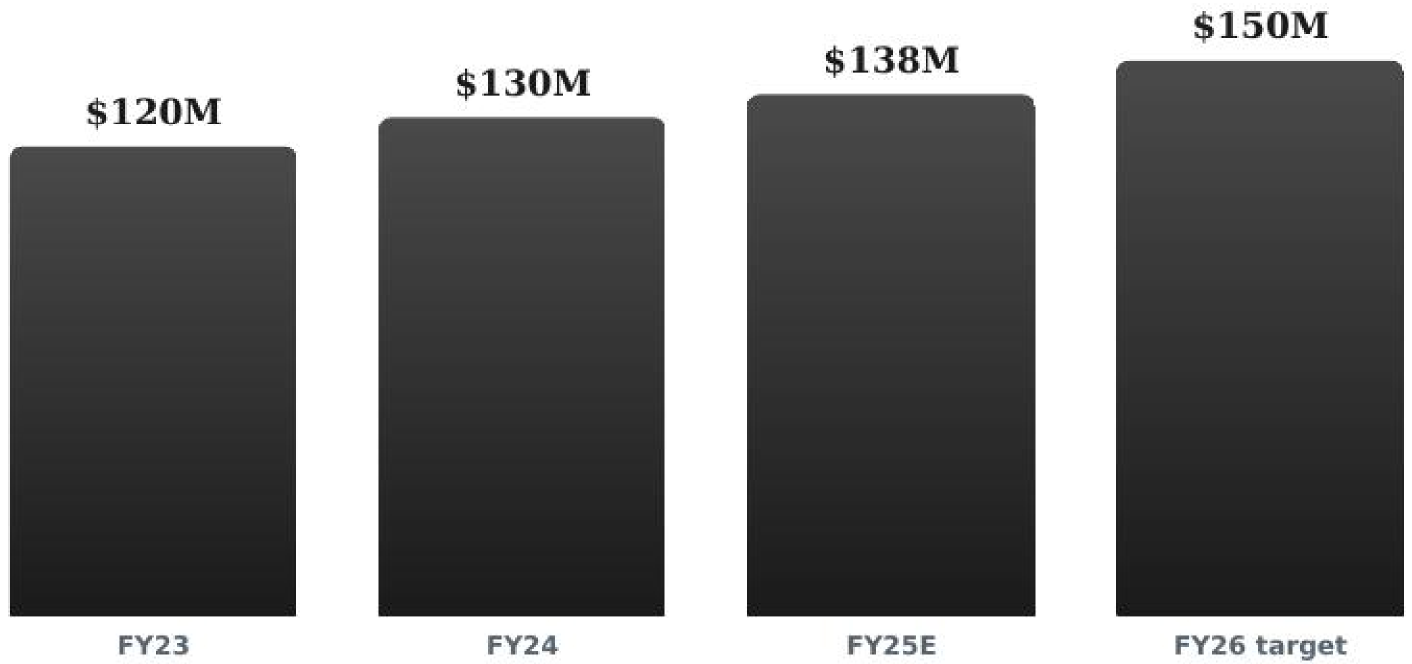
Identity & Data

Occupancy/identity data (the Back to Work Barometer)

Integrator Services

Installation and roll-up of regional security integrators

Illustrative Revenue Trajectory ($M)



Illustrative estimates — a recurring core plus expansion and data/products drives the trajectory.

Illustrative Revenue Mix

Illustrative estimates. Mix shift toward recurring and data/products is the value-creation direction.

Strategic Priorities — FY2026

1. **Roll up fragmented regional integrators**
2. **Monetize occupancy/identity data as a product**
3. **Cross-sell into visitor management & tenant experience**
4. **Diversify beyond office CRE**

Illustrative Scenarios

BEAR

Flat

Cyclical or category pressure slows growth; retreat to the recurring core.

BASE

Steady growth

Recurring core compounds with modest expansion and mix shift.

Illustrative only — not guidance.

BULL

Accelerating

Enterprise Risk Register

Risk	Rating	Description / mitigation
CRE cycle	High	Office vacancy and hybrid work compress the core installed base.
Segment concentration	Med	Revenue concentrated in office vs. more resilient property types.
Construction pipeline	Med	New-construction sensitivity dampens installed-base growth.
Data-product reality	Med	Occupancy data may be a marketing artifact rather than a real product.

Board Scorecard — FY2026

Metric	Current	Status
Gross revenue retention	~94%	● Green
Non-office MSR share	~22%	● Amber
Data-product revenue	Early	● Amber
Office CRE exposure	Elevated	● Red
Roll-up pipeline	Active	● Green
Contract length	Long	● Green

Decisions Requested of the Board

✓ **Approve FY2026 operating plan**
Endorse MSR-growth, roll-up and diversification targets.

✓ **Fund data monetization**
Approve investment to productize occupancy/identity data.

✓ **Endorse roll-up pipeline**
Approve integrator acquisition and integration plan.

✓ **Oversee CRE-beta reduction**
Confirm strategy to grow non-office property mix.

APPENDIX

Sources & Methodology

Company facts drawn from public sources on Kastle Systems (managed access control, CRE security-as-a-service, Back to Work Barometer). Financial figures are illustrative estimates.

- Company facts are drawn from publicly available sources; structure follows common board-review best practice.
- Metrics, deliverables and OKRs for this company are provided as separate companion files.
- All financial figures are illustrative planning estimates. This company does not necessarily disclose audited financials.

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Thank you · Questions & Discussion

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