



Cloudastructure

Cloud AI Video Surveillance & Remote Guarding

ADVANCED AI | VIDEO SURVEILLANCE | REMOTE GUARDING
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Problem — Crime Impacts Profitability



- #1 location of violent crimes is multifamily properties.*
- 82% of multifamily properties report crime on the rise.**
- **Crime drives vacancy rates, which drives bottom line.**



*Source: [Where Do Violent Crimes Commonly Occur in the U.S.?](#)

**Cloudastructure Multifamily Crime Poll (2024) available here: [Multifamily Crime Poll: Significant Increases in Crime in 2023 - Multifamily Blogs](#)

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Real Time Security in Action



AI Surveillance Deters Multifamily Crime



- **AI watches all the time.**
- **AI escalates suspicious activity to Remote Guards.**
- **Remote Guards talk down to suspects.**
- **Suspects leave empty handed.**
- **Suspects leave empty handed.**
- **Property enjoys lower crime rate, reduces losses, tenants renew leases. Security becomes an asset.**



CSAI's AI Surveillance Competitive Advantage



- **Continuous improvement based on live video footage**
- **Sorts and sends motion-based footage to the cloud.**
- **AI tags objects, people, vehicles.**
- **Sends real time alerts to suspicious activity.**



Remote Guarding World's Only Fully Integrated Solution

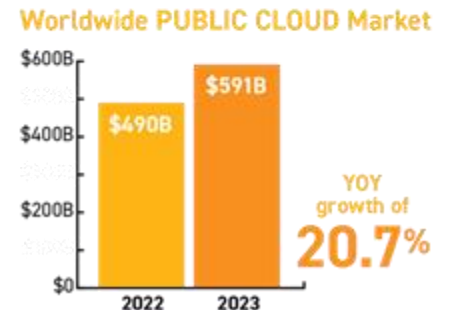
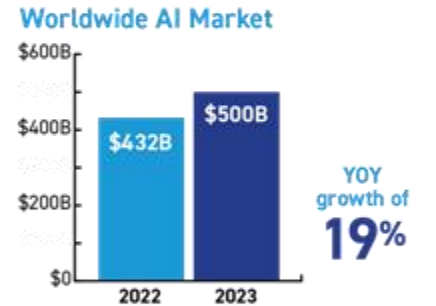
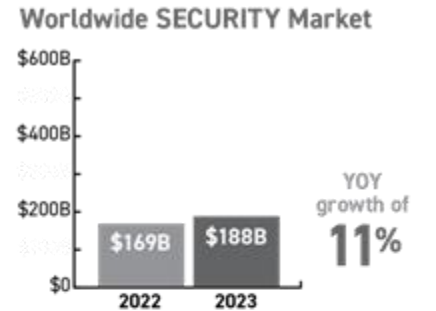
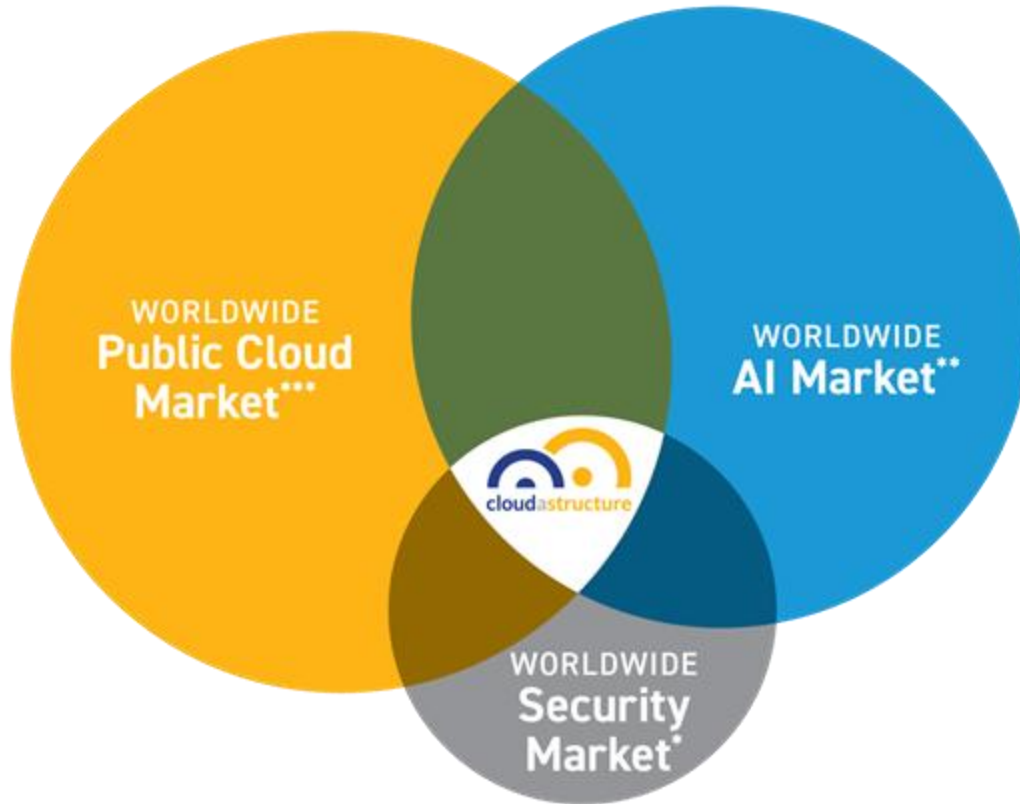


- **In-house guards**
- **Awake in their daylight hours during US night**
- **97% deterrence rate of all threatening activity***
- **Remote Guarding fastest growth area.**



*Based on internal data comparing the total number of actual threatening activity alerts received by our Remote Guards, against all potentially suspicious and threatening activity alerts received by our Remote Guards, on average, during 2023-2024.

Market Potential



*Gartner Identifies Three Factors Influencing Growth in Security Spending; Gartner October 13, 2022

**Worldwide Semiannual Artificial Intelligence Tracker; February 2022 IDC

***Gartner Forecasts Worldwide Public Cloud End-User Spending to Reach Nearly \$500B in 2023; Gartner, October 31, 2022

Captured 5 of Multifamily Top 10



- Our top 5 have 1.2m units under management.
- 4 out of 5 of our largest customers refer us to new customers!
- 72%+ want remote guarding – critical differentiator.
- Average Site initial contract value is ~\$40K of which ~ $\frac{1}{3}$ is recurring.

NMHC 50 Largest Apartment Managers

Manager Rank 2024	Manager Rank 2023	Company Name	Units Managed 2024	Units Managed 2023	Corporate Officer	HQ City	HQ State
1	1	Greystar	798,272	726,826	Robert Faith	Charleston	SC
2	3	Asset Living	291,322	202,748	Ryan McGrath	Houston	TX
3	6	RPM Living	226,169	148,603	Jason Berkowitz	Austin	TX
4	2	Willow Bridge Property Company (fka Lincoln Property Company)	201,472	213,900	Duncan Osborne	Dallas	TX
5	4	Cushman & Wakefield	182,214	178,105	Woody Stone	Frisco	TX
6	5	FPI Management, Inc.	167,767	150,411	Dennis Treadaway	Folsom	CA
7	7	Apartment Management Consultants, LLC	145,697	130,776	Brenda Barrett	Cottonwood Heights	UT
8	10	Avenue5 Residential, LLC	121,932	100,805	Walt Smith	Seattle	WA
9	8	BH	113,993	107,774	Joanna Zabriske & Harry Bookley	Des Moines	IA
10	9	WinnCompanies	109,037	105,673	Gilbert Winn & Patrick Appleby	Boston	MA

Winning Multifamily



GREYSTAR™

CUSHMAN & WAKEFIELD



FPI MANAGEMENT
CULTURE GROUNDED IN H.E.A.R.T.

AVENUE5
RESIDENTIAL

Trinity
PROPERTY CONSULTANTS

SSF | SECOND STREET FUND



THE WOLFF COMPANY
— SINCE 1889 —

GOLD CROWN MANAGEMENT, INC.
Specializing in Professional HOA Community Management since 1992

ASPIRE
PROPERTY MANAGEMENT

b
BIRGE & HELD

FCP

CONAM

TRUAMERICA
MULTIFAMILY

DARCORP
MGMT GROUP

RANGEWATER

SUNROAD
ENTERPRISES

WINGATE

MBK RENTAL
LIVING

PGIM

THE HABITAT COMPANY

AMERICAN
LANDMARK

AJ
Capital
Partners

FAIRFIELD.

CMS Willowbrook
Construction Management

BREEDEN
PROPERTY MANAGEMENT

100% Customer Satisfaction Score in 2024



***"You and your team are divine, Whitney!
Keep up the fabulous work."***

Brianne Tollenaar, Director of Operations |
Real Estate Asset Management at
Sunroad Enterprises

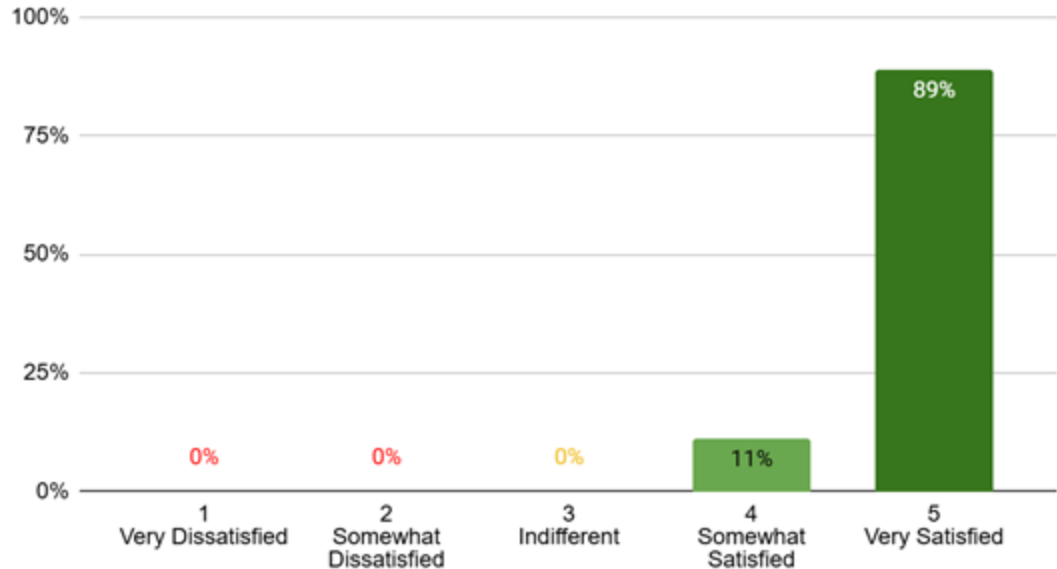
***The camera system we are using is amazing.
Cloudastructure customer service is above
and beyond, Jen has done an excellent job.***

Alcira Urrego, Leasing Consultant at
American Landmark

***"Our package thefts have disappeared almost
entirely, which is amazing!"***

Zahra Alhisnawi, CONAM

Customer Satisfaction Survey Results



A Highly Decorated Solution in the Market



Property Management Solution
of the Year 2024



Residential Data
Management Platform
of the Year 2023



Security Innovation
of the Year 2023



PLATINUM Best Video
Management Solution –
Smart Surveillance/Remote
Guarding



Best Native Cloud
Solution 2023



Best New Monitoring
Product: Remote
Guarding



PLATINUM Best Video
Surveillance Solution –
Smart Surveillance



GOLD for Best
New Cloud Solution



Best New IoT Product:
GearBox



SILVER for Best New
AI/ML Solution



GOLD Best Video Data
Storage Solution – Smart
Surveillance



Security Innovation
of the Year SMB



GOLD Best Cloud Computing
& Storage – Smart
Surveillance/Remote
Guarding



GOLD for Achievement in
Sales & Revenue Generation



GOLD Best Video Analytics
Solution – Smart Surveillance



PLATINUM Best Cloud
IoT Cyber Security
Solution – GearBox™

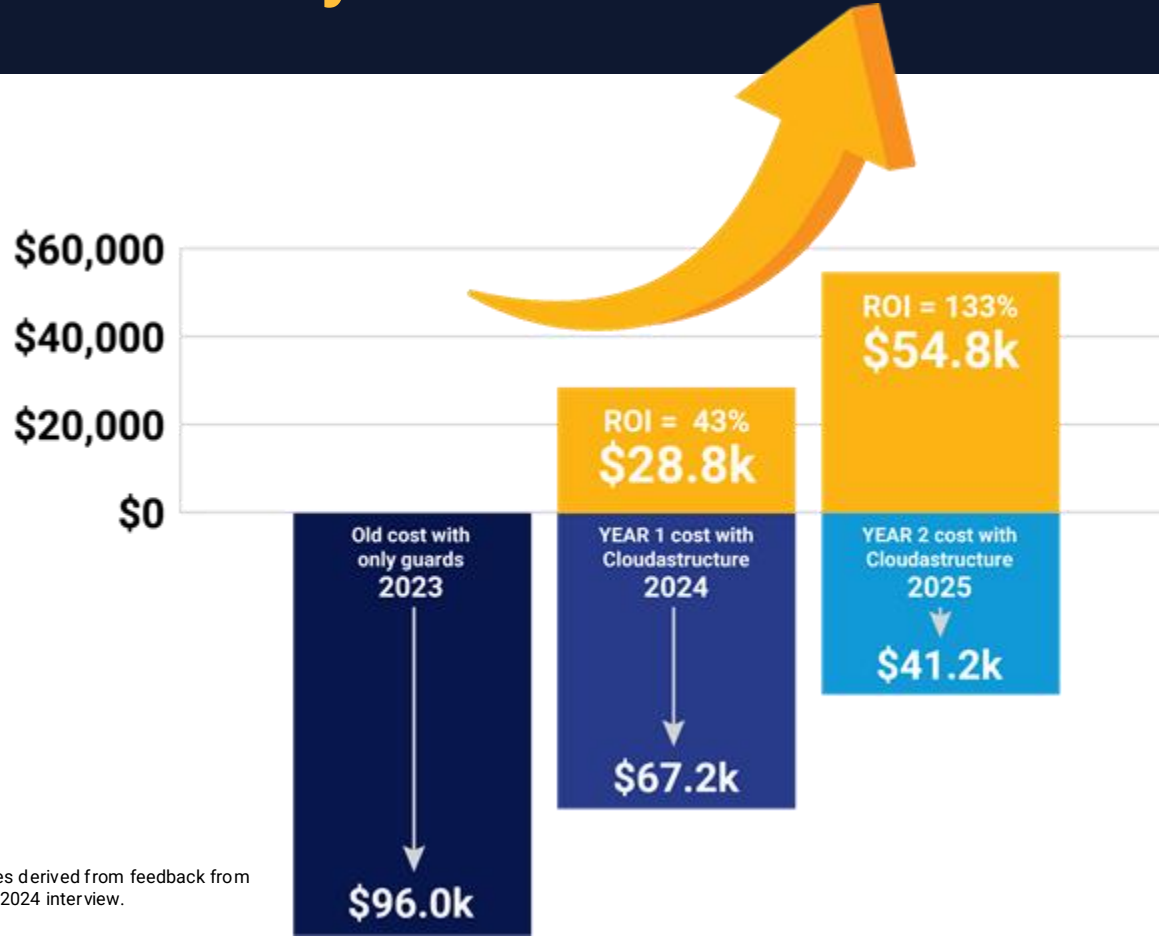


BRONZE Best Cyber
Critical Infrastructure
Solution – GearBox™



PLATINUM Best IoT
Product of the Year –
GearBox™

Intelligent Security. Genius ROI.

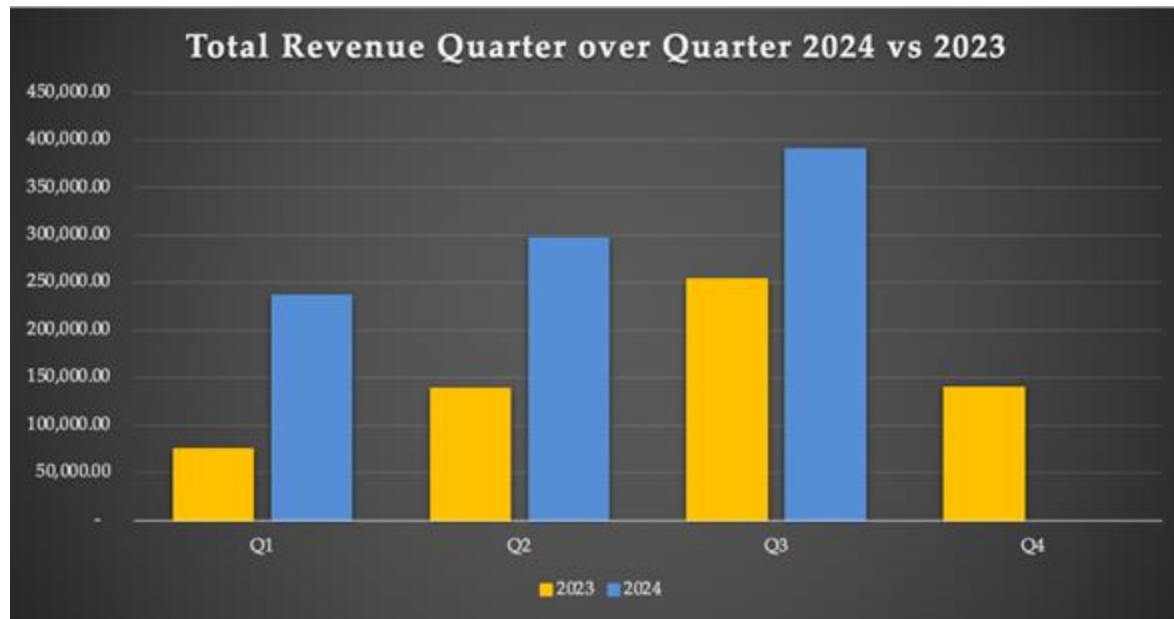


Based on internal management estimates derived from feedback from Cloudastructure customer Block 17 in a 2024 interview.

Revenue On Track To More Than Double



- Land and expand strategy underway
- 98% customer retention*
 - 15 new logos added 2024
- 2024 YTD Rev \$924K
 - YTD \$767K ARR
- 2024 vs. 2023
 - Q1 up 214%
 - Q2 up 115%
 - Q3 up 154%



Source: Based on internal management data for 2023 and estimates for 2024.

Meet the Team



**James
McCormick**
CEO

- COO at LTA Research
- CFO at GES (NASDAQ: KE)
- CEO at Shorai (NASDAQ: AZTN)



**Lauren
O'Brien**
CRO

- COO of Venture Beat
- CEO Shift Communications



**Greg
Smitherman**
CFO

- CFO of Accelergy
- Multiple CXO roles
- Returned \$1.3B in profit to investors



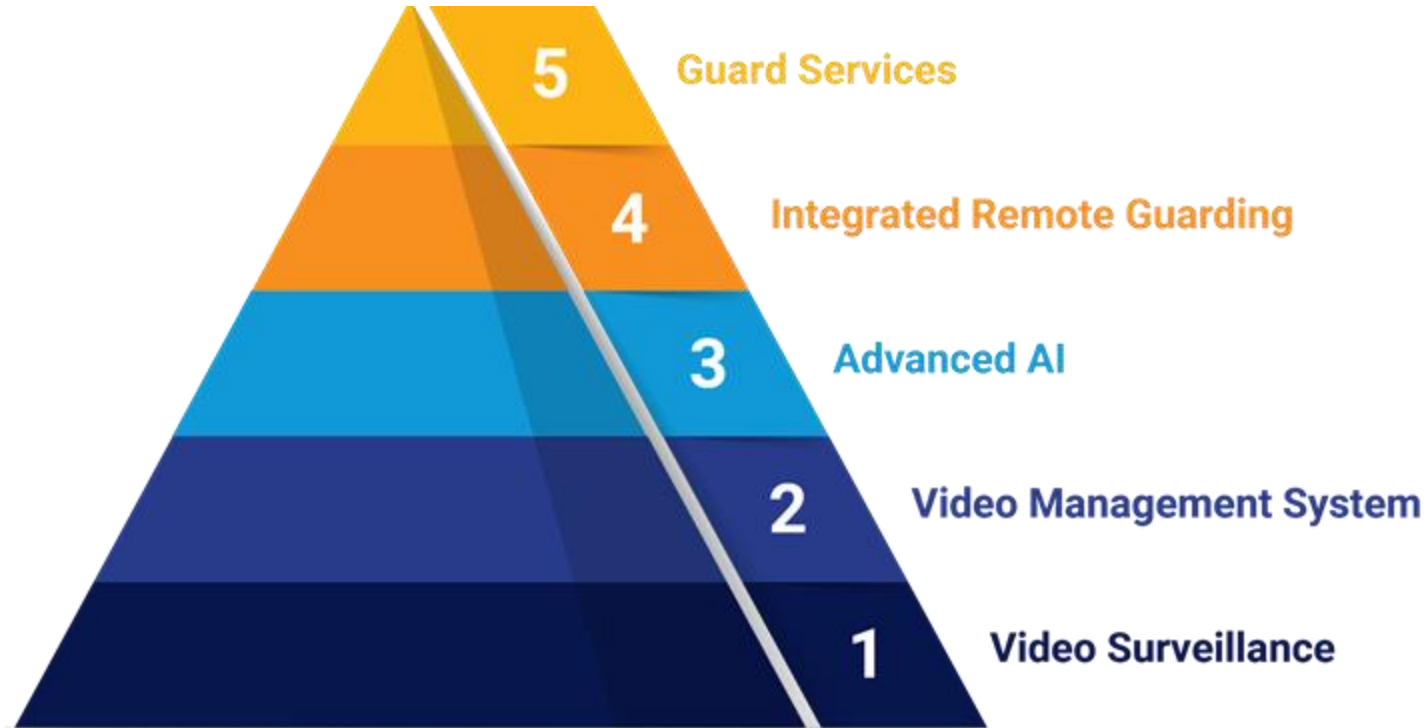
**Gregory
Rayzman**
CTO

- CTO of The Find, sold to Facebook
- Chief Architect for ITM Software/ acquired by BMC

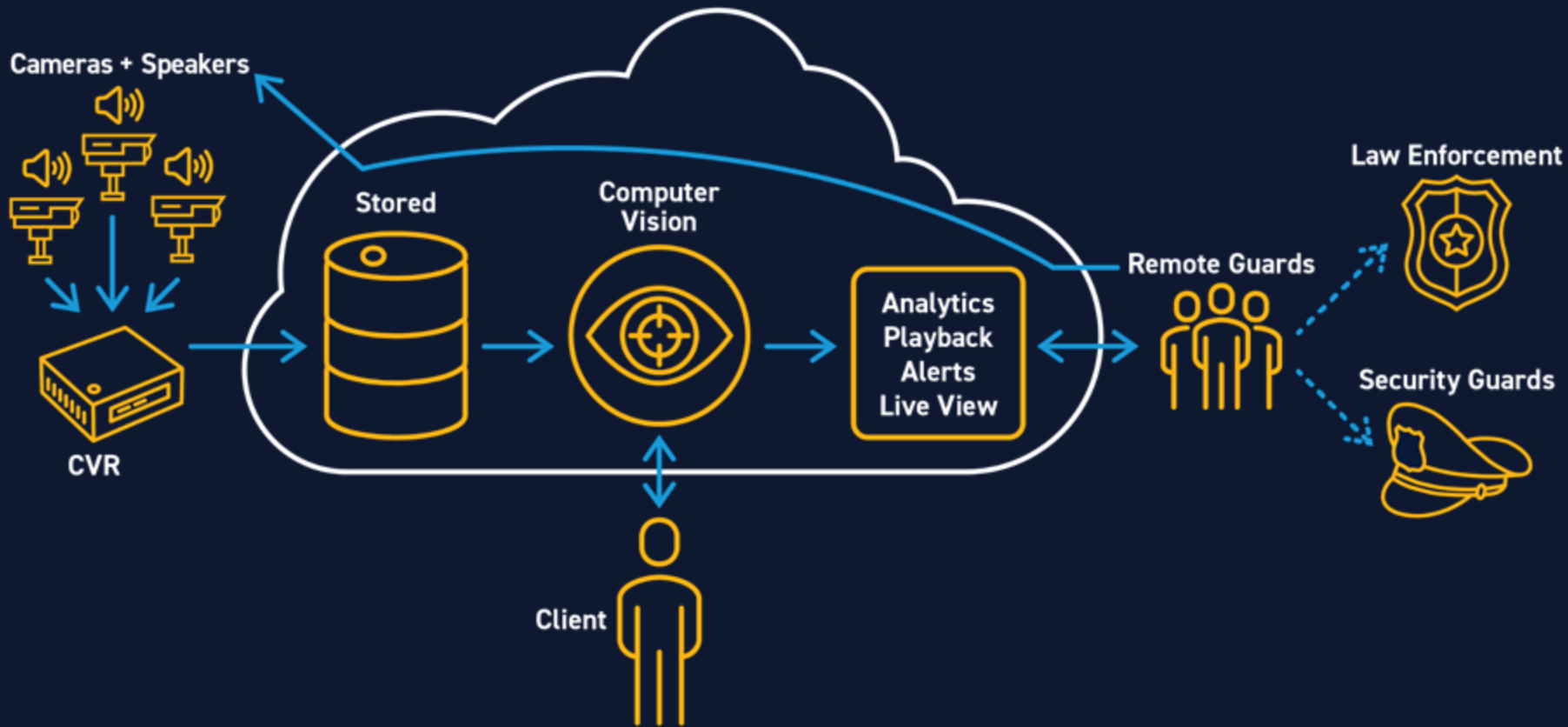


End

Layered Proactive Security



AI Cloud Solution with Remote Guarding





Demo

Historic Corporate Metrics



	\$/share Pre-Split	\$/share Post Split	Market Cap	Core Revenue	Average Deal Size	Core Customers (cumulative)	Cameras (cumulative)	Awards (cumulative)
2024 (Q1-Q3)	\$1.49* equivalent	\$8.91 (link to ticker)	\$130MM	\$.923M	\$40k	51	1496	22
2023	(no raise)	(no raise)	(no raise)	\$.607M	\$22k	30	984	19
2022	\$1.00*	\$6.00	\$80MM	\$.489M	\$14k	20	321	16
2021	\$0.60*	\$3.60	\$60MM	\$.420M	n/a	15	126	0
2020	\$0.50*	\$3.00	\$30MM	\$.091M	n/a	1	68	0

* Reflects a 6:1 reverse stock split effective October 24, 2024.

"Core Revenue" does not include discontinued operations revenue.

"Market Cap" for the period 2020-2022 includes private market discount for lack of liquidity.

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Board of Directors



JAMES McCORMICK
CEO of
Cloudatastructure.
Previously COO of
LTA Research and
Exploration.



CRAIG JOHNSON
Executive Advisor
at WISC Partners
Venture Capital.
Expertise in
security.



RUBA QASHU
Partner at
ProcopicSM.
Strategic
counselor to
publicly traded
companies.



JEFF KIRBY
Founder at Resource
Mgmt & Development
Nevada. Returned \$1B in
every vertical of real
estate in Nevada.

Remote Guarding Leads the Way in ROI



Sample Large Customer

- Spending \$96k on physical guards annually
- Now spending \$16k for on call duty
- First year ROI 32% (includes initial hw + install)
- Second year well over 4,000%