AXON MEDIA PRESS KIT

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AXON COMPANY PROFILE

THE AXON STORY

Our story began in September of 1993 when TASER International was founded by CEO Rick Smith with his brother Tom Smith. They consulted with Jack Cover, former NASA scientist and inventor of the original TASER® conducted electrical weapons of the 1970s. Rick Smith was inspired to found the company after losing two high school football teammates who were shot and killed in a road rage incident. This experience led him to seek new technologies that would enable people to protect themselves without deploying lethal force in hopes of creating a bullet-less world.

On April 5, 2017, TASER International changed its corporate identity to Axon. Axon is a network of devices, apps, and people that helps law enforcement become smarter and safer. Our mission is to protect life. Our technologies give law enforcement the confidence, focus, and time they need to keep their communities safe. Our connected body cameras and evidence-management cloud allow police officers to work effectively and transparently, and our TASER Smart Weapons protect life without taking it.

Every Axon product, from Smart Weapons to body-worn cameras and the digital evidence management system (Evidence.com), integrates seamlessly with one another, complementing the systems and processes law enforcement already use. That connectedness does not stop at the company’s products. With the features built into Axon’s solutions, law enforcement can connect with partners, from county officials to neighboring agencies to prosecutors working a case. Axon believes that better and more accessible information can help agencies save
valuable time and resources, and most importantly, reduce crime.

**AXON’S MISSION**

The priorities and challenges of law enforcement have been at the core of Axon’s mission. We’re committed to developing the latest technologies to make the world a safer place. Our mission is simple: Protect Life.

**OUR PROFILE**

Our Axon team is based around the globe, with our headquarters and manufacturing in Scottsdale, AZ and our software engineering office in Seattle, WA. Other offices include our European headquarters in Amsterdam and offices in London and Daventry, UK. Our company is the market leader in conducted electrical weapons and body-worn video. More than 6,000 police agencies are connected to the Axon platform.

**OUR TECHNOLOGY PLATFORM**

The Axon network includes over 100,000 licensed users from around the world and is changing the future of public safety.

Axon protects life by connecting devices, apps and people onto one centralized network. Our technologies impact every aspect of an officer’s day-to-day experience:

- **In the field** - Our Smart Weapons offer a less-lethal alternative to firearms and have helped save over 180,000 lives; our body-worn and in-car cameras collect video evidence to capture the truth of an incident; and our mobile applications enable simple evidence collection.

- **At the station** - Our secure, cloud-based digital evidence management solution allows officers and command staff to manage, review, share and process digital evidence using forensic, redaction, transcription and other tools.

- **In the courtroom** - Our solutions for prosecutors make collaborating across jurisdictions and agencies easy so that cases can be resolved quickly.

**INVESTOR INFORMATION**

In the first quarter of 2017 net sales were $79.2 million in the quarter, an increase of 43% over the first quarter of 2016. International sales were $14.5 million in the first quarter of 2017. TASER Weapons segment revenues increased to $57.7 million, a 26% increase in the first quarter of 2017 compared to the prior year first quarter. Software and Sensors segment revenues increased to $21.6 million in the first quarter of 2017, a 122% increase from the prior year first quarter.

More than 6,000 police agencies are connected to the Axon platform, including data from body cameras and TASER weapons. As of the beginning of the second quarter of 2017, 37 major city law enforcement agencies have purchased Axon body-worn cameras and its digital
Evidence.com’s user count continued to grow, extending the Company’s market leadership. During the three months ended March 31, 2017, the Company booked approximately 16,400 seats on its digital evidence management platform, Evidence.com. Since inception, the Company has booked cumulative Evidence.com licenses of approximately 148,400.

More than 7 peta bytes of digital files are currently uploaded to Evidence.com. A file is uploaded to Evidence.com every .67 seconds.

COMPANY TIMELINE

1993
TASER incorporated in the state of Arizona as AIR TASER, Inc., founded by brothers Rick and Tom Smith

1995
AIR TASER conducted electrical weapons (CEWs) begin sales in Sharper Image catalog and stores

1997
TASER debuts the AUTO TASER electrified car steering wheel lock/alarm at CES winning the 1998 CES Innovation Award

1998
TASER becomes TASER International, Inc.
TASER begins sales of AIR TASER CEWs to law enforcement in the US
TASER conducts its first TASER certified instructor trainings in Canada in Ottawa and Montreal

1999
Racine Correctional Facility, Amarillo, Chandler and Mesa police departments, as well as DeKalb, Mecklenburg and Clackamas county sheriffs become the first law enforcement agencies to deploy TASER M26 CEWs
Canada receives first CEWs for distribution in Canada (formerly prohibited devices)

2000
First production units of the ADVANCED TASER M18 and M18L CEWs are sold to consumers First Canadian use of ADVANCED TASER ever by Victoria Police in BC, Canada with
success against a kick boxer in psychiatric lockdown

2001
TASER files IPO and is traded on Nasdaq under TASR with an opening price is $6.10

2002
Rick and Tom Smith named Ernst and Young 2002 Entrepreneur of the Year by CNN, AT&T, NASDAQ, Marsh and USA Today
TASER begins selling the Simulation Air Cartridges

2003
TASER X26 CEW with Shaped Pulse Technology debuts at TASER Tactical Conference in Orlando, Florida
TASER X26 CEW begins shipping
TASER purchases Tasertron assets for $1 million

2004
TASR stock splits 3 for 1 in February, and 2 for 1 in April and November
UK Home Secretary David Blunket agrees that firearms officers in forces nationwide can now use TASER CEWs
TASER introduces X26C, a CEW for consumers
TASER founds the TASER Foundation for Fallen Officers

2005
TASER ranked #1 in the Fortune Small Business 100 as the fastest growing small business in the US
TASER International wins Wall Street Journal’s “Best 3-Year/1-Year Performer” Shareholder Scoreboard
TASER celebrates the ribbon cutting of its new headquarters and manufacturing facility in Scottsdale, Arizona
TASER CAM recorder, which now accounts for the largest number of on-officer cameras with more than 54,000+ in the field began shipping in August 2005

2006
TASER achieves ISO 9001:2000 certification of its quality management system through Preferred Registrar Group, Inc.
TASER ships its first TASER CAM recorders
TASER debuts the TASER C2 CEW for consumers
2007
TASER announces that the TASER® X26 CEW was tested and recommended by the National Tactical Officers Association (NTOA), receiving an overall score of 4.68 out of 5.0
TASER ships its first C2 and introduces the eXtended Range Electronic Projectile (XREP) wireless 12-gauge projectile The New Oxford American Dictionary lists “tase/taze” as one of the words of the year for 2007, popularized by the widespread use of the phrase “Don’t tase me, bro!”

2008
TASER opens TASER Virtual Systems Division in Carpinteria, California to begin TASER 3.0 digital evidence collection, management and storage

2009
TASER announces TASER 3.0, later renamed Evidence.com
TASER launches its first body camera, the Axon Pro
TASER unveils TASER Shockwave remote area denial technology
TASER unveils TASER X3 triple shot
TASER XREP and TASER X12 Less-Lethal Shotgun by Mossberg become available for sale
Fort Smith prosecuting attorney uses the first officer involved shooting captured by an Axon body camera that clears Fort Smith Police Cpl. Brandon Davis from any criminal charges in an OIS that occurred on Nov 11, 2009
TASER’s Axon and Evidence.com are honored as the 2009 Innovation Awards by the Cygnus Law Enforcement Group during the IACP annual conference; Evidence.com wins the Top Software Award while Axon takes Top Honors in Computer Category

2010
TASER completes first significant deployment of Evidence.com to manage data from the national deployment of X26 and TASER CAM devices for the New Zealand National Police
Time Magazine names the Don’t Tase Me Bro video as one of the 50 Best Videos
TASER announces its first domestic sale of the Evidence.com cloud platform by Aberdeen PD, SD
Rick Smith is named one of the “2010 Most Admired CEOs and Top-Level Executives” by The Phoenix Business Journal
Hadi Partovi, Founder of Code.org, joins the Board of Directors of TASER International
TASER named as the 2010 CIO 100 Winners: Driving Future Business Growth with Technology Innovation
TASER receives the National Tactical Officers' Associations, “Spirit of NTOA Award”
TASER opened a subsidiary office called TASER International Europe SE to support the expanding European market
2011
TASER named MDB Capital Group's “Best & Brightest List” of Innovators for 2011
TASER introduces and begins shipping TASER X2 dual shot CEW
TruTV premiered the first-person action series of POLICE POV, allowing viewers to experience the intensity of police work through the officer's own point of view using Axon Pro cameras featuring Cincinnati PD
More than 51,000 TASER CAM recorder units are deployed in the field

2012
Co-Founder Tom Smith retires as chairman of TASER
TASER announces first point-of-view camera, Axon Flex
TASER discontinues the Axon Pro camera
Colorado Springs PD becomes first agency to use TASER Protection Plan
New Jersey State Police becomes first agency to purchase TASER CEWs and TASER CAM HD recorders
TASER donates $300,000 in funds from its TASER Foundation to the International Association of Chiefs of Police Foundation's (IACP Foundation) at the Sixth Annual Fundraising Gala for an IACP Foundation/TASER Fallen Officer Fund
100,000 estimated lives saved from potential death or serious injury using a TASER CEW
TASER announces that the IACP Foundation will assume management of the former TASER Foundation

2013
TASER announces TASER's X26P
TASER opens first Pacific Northwest office in Bellevue, WA
Rialto PD case study shows drop in use-of-force incidents by 59 percent and reduction in complaints by 87.5 percent
Truckee PD deploys Axon Flex cameras with five years of Evidence.com service to all of its patrol officers using the first TASER Assurance Plan (TAP)
TASER announces new TASER StrikeLight Stunning Flashlight
Axon Body debuts with Winston-Salem Police Department
Evidence Mobile is released, later named Axon Capture
TASER acquires Familiar, Inc.
Glassdoor names TASER one of the best medium-sized companies to work for in 2014

2014
TASER unveils Evidence.com External Sharing, a new technology built specifically so digital evidence can be securely and instantaneously shared

TASER opens international office in Amsterdam

TASER announces first-ever RISE Awards, recognizing law enforcement officials for their outstanding service

Bret Taylor, CEO of Quip and formerly the CTO of Facebook, joins TASER's Board of Directors

Axon Signal technology is revealed

TASER announces the Officer Safety Plan (i.e. Evidence.com, unlimited storage, a service plan with automatic upgrades of Axon cameras and TASER devices, as well as full hardware equipment warranties and service)

2015

TASER announces Standard Issue Grant Program (i.e. up to $400 per officer for police agencies who are making TASER Smart Weapons and/or Axon body cameras standard issue for all officers within their department)

TASER announces MediaSolv acquisition

TASER launches the Axon brand

Evidence.com for Prosecutors launches

TASER International BV acquires Tactical Safety Responses Limited (TSR)

TASER named in Fortune magazine's list of Fastest Growing Companies in 2015

Axon opens new engineering office in downtown Seattle

Axon announces Axon Signal

Axon announces Axon Interview

Axon announces Axon Body 2

Axon announces Axon Fleet, disrupting the current in-car video market

TASER and Microsoft Azure announce partnership to deliver cloud platform for LE

TASER announces its largest camera order to date - that London Met will deploy 22,000 Axon cameras

TASER launches #WhyIServe campaign to celebrate individuals who are making a difference in their communities through service

TASER announces 30 Major City Chiefs (MCCs) on its Axon platform

2016

TASER announces TASER Pulse CEW, its first updated consumer model since 2007

Axon releases Axon View for iOS

TASER and Evidence.com officially become ISO 27001 certified
Axon releases Axon View Android

TASER announces exclusive partnership with Amped Software and rolls out forensic suite of tools – Axon Five, Axon Detect, and Axon Convert

Axon releases Axon Capture app for Android
Axon releases Axon Capture app for iOS

TASER, International, Inc. celebrates its 15th Anniversary as a public company (Nasdaq: TASR)

TASER CEO wins the OneNeck IT Solutions Lifetime Achievement Award during the 13th annual 2016 Governor’s Celebration of Innovation Awards (GCOI) presented by Avnet

TASER wins the BBVA Compass Innovation in Entrepreneurship Award at the 20th annual Spirit of Enterprise Awards

TASER wins AZ Big Media’s Ranking The Best of Arizona Business first place for “Products Made in Arizona” category for the 2017 edition of Ranking Arizona.

2017

TASER announces two acquisitions: Dextro, Inc. the first computer-vision and deep learning system to make the visual contents in video searchable in real time, and from Fossil Group, Inc. the computer vision team that was part of Fossil Group’s acquisition of Misfit, Inc. The acquisitions form the core of a new artificial intelligence team called Axon AI.

TASER announces the debut of Signal Sidearm that once a firearm is drawn from a holster, a sensor is triggered and alerts all Axon cameras within a 30-foot range to begin recording.

TASER | Axon wins Best Companies AZ 100 Best Arizona Companies Winners List under the Star category: At the height of their powerful success, these companies are masters of their fields, inspiring confidence in customers and employees alike.

TASER changes corporate identity to Axon Enterprise (Nasdaq: AAXN).

Axon offers free body-worn cameras, software and training support to all law enforcement agencies across the United States for one year

BODY CAMERAS AND DIGITAL EVIDENCE MANAGEMENT FAST FACTS

THE EMERGENCE OF BODY CAMERAS

The importance of capturing an officer’s point of view in the field and at a crime scene was highlighted early on in 1989. That year, the US Supreme Court ruled in the landmark case Graham v. Connor that the “reasonableness” of a particular use of force must be judged from the perspective of a reasonable officer on the scene. Yet, at the time of the case, technology did not exist to digitally document evidence of encounters between police officers and the public.
Many years later, the technology started to develop for body-worn cameras. Starting in 2006, TASER added a TASER CAM recorder as an accessory for TASER CEWs to record incidents. While the TASER CAM was successful, the company realized that all public interactions not just TASER incidents would be beneficial to have video evidence. In 2009, the company launched its first body camera, the Axon Pro.

Three years later, police officers started to communicate the need for these devices and the company vastly improved the Axon Pro with the Axon Flex point of view camera. A 2012 study found that 86.4 percent of officers believed cameras reduced false claims and litigation, and 77 percent believed that body-worn cameras were more effective than in-car systems.

In 2013, the first and seminal study on body-worn cameras was conducted by Cambridge University on California's Rialto Police Department. The results of the year-long controlled and randomized trial were significant, seeing an 88 percent drop in complaints against police and a 60 percent reduction in the use of force by police.

Later that year, US District Court Judge Shira Scheindlin – known for her expertise on evidence issues – ordered a year-long pilot program of body-worn police cameras in New York City for one police precinct per borough where the most traffic stops occur. When issuing her directive, Scheindlin cited the Rialto, Calif., pilot program and its positive results on use-of-force incidents and public complaints.

With such an increase in conversation around the benefits and importance of body cameras, that same year saw a rapid adoption of the technology. According to the Bureau of Justice Statistics, about one-third (32 percent) of local police departments used body-worn cameras in 2013.

The next year, in 2014, interest in body cameras exploded following the Michael Brown case in Ferguson, Missouri. The fatal shooting of the 18-year-old brought global attention to the public scrutiny of policing practices as well as rising concerns over police officer safety. Shortly after the legal proceedings, Michael’s mother released a statement pleading for peace and urging people to join her campaign to get police around the nation to wear body cameras, further incentivizing the adoption of such devices.

Today’s current public safety climate in the United States reflects the ongoing tension and distrust between law enforcement and the general public. During the course of the last three years, there have been a number of high-profile cases following deadly altercations between police officers and persons of interest. Some of the most well-known cases include the aforementioned case of Michael Brown as well as those of Eric Garner, Tamir Rice, Walter Scott and Freddie Gray, among others.
BODY CAMERAS TODAY – SENTIMENT, USAGE, RESULTS

Given the current climate, public support for police body cameras is at its highest. A recent Cato/YouGov national survey found that 92 percent of Americans support requiring police officers to wear body cameras that record video of their interactions, and 55 percent would be willing to pay higher taxes to outfit their local police department with these devices.

The results of wearing body cameras are just as positive and have been proven to decrease police use of force, the number of DUI cases, court overtime, external and false complaints, and response to resistance. Body cameras also increase cost savings for agencies, enhance public trust and create safer communities at a lower cost. For example:

- In more than one-third of DUI cases with video, prosecutors secured a guilty plea before scheduled court appearances and officers were not required to appear in court.
- In the first year the Fort Collins Police Services downtown unit adopted body-worn cameras, they saw a 100 percent reduction in use-of-force complaints and a 24 percent reduction in court cases.
- Additionally, body-worn cameras effectively reduced response-to-resistance incidents by 53.4 percent and serious external complaints by 65.4 percent during a randomized experiment conducted by the Orlando Police Department.

During the last couple of years, the Department of Justice has also increased its support to further assist law enforcement in the implementation of body-worn camera programs by providing additional funding to agencies.

Looking forward, state legislators are working to quickly refine the legal framework surrounding body-worn cameras to both enhance transparency and help safeguard the privacy of people captured on camera, including children, witnesses and bystanders.

MANAGING THE DATA FROM BODY CAMERAS

With the higher adoption of body cameras (i.e., more than 7 petabytes of digital files are currently uploaded to Evidence.com. A file is uploaded to Evidence.com every .58 seconds and 90 videos every minute.), law enforcement agencies are faced with the challenge of managing and appropriately utilizing data captured from the technology.

Due to this expansion in sources of digital evidence, storage alone isn’t enough to keep track of body-worn camera footage, photos, audio recordings and other data held on agency servers and systems.

To ensure that evidence is properly managed and stored, and accessible to key stakeholders in a timely and secure manner, it's important that an agency's digital evidence is housed under one roof.

Digital evidence management systems, such as Axon's Evidence.com, provide agencies with
this solution, allowing law enforcement to upload and store data, manage it simply with search and retrieval features, and collaborate and share effortlessly with prosecutors by using powerful and secure share features.

The benefits of sharing body camera data with prosecutors have been clear. For example, in 70 percent of DUI cases with video, attorneys identified the footage as an important factor in the resolution of the case. Additionally, the Fort Collins police department reported a 24 percent reduction in court cases in the first year of adopting body-worn cameras.

Although the digital evidence revolution is having a profound impact on communities and agencies alike, cloud technology will continue to advance, so it's key that agencies take advantage of simple, comprehensive and secure management systems like Evidence.com.

HOW AXON & EVIDENCE.COM ARE MAKING A DIFFERENCE

Axon is dedicated to making a difference through its advanced devices and digital evidence management system. Below you’ll find information on the usage, key features and benefits of Axon's technology.

AXON & EVIDENCE.COM USAGE

More than 6,000 police agencies are connected to the Axon platform, including data from body cameras and TASER weapons.

The Axon network includes more than 100,000 licensed users domestically plus thousands from around the world and is changing the future of public safety.

More than 200,000 cameras have been purchased globally including Axon Body, Axon Body 2, Axon Flex, Axon Flex 2, and TASER Cam recorders, as of fourth quarter 2016.

Law enforcement agencies that use Evidence.com have collectively stored more than 7 petabytes of data. A file is uploaded to Evidence.com every .58 seconds and 90 videos every minute.

Thirty-seven members of the Major City Chiefs Association, representing the largest cities in the US, UK and Canada, have deployed the Axon cameras and Evidence management solutions.

The largest purchase of body cameras in the world is 22,000 Axon Body 2 cameras by the London Metropolitan Police Service in London, UK and the largest purchase in the U.S. is the Los Angeles Police Department with 7,545 Axon cameras.

FEATURES & KEY BENEFITS

The latest Axon Body 2 and Axon Flex 2 cameras are part of the company's growing platform that connects cloud, mobile and wearable technologies to give law enforcement agencies a
true end-to-end solution. The cameras have a pre-event buffer to capture footage up to two minutes before an event occurs and include a variety of other features including HD video, 64 GB of storage, Wi-Fi capability, 12-hour battery life, record time of up to 70 hours and low-light capability.

Additionally, Axon’s leading digital evidence system, Evidence.com, is a full-featured management solution that allows agencies to securely store and track access to any type of digital evidence including videos, photos, reports and download logs from TASER CEW devices. Evidence.com is designed around easy-to-use dashboards that turn geospatial multi-media evidence, such as GPS tagged video, into visual dashboards and tactical maps with full click-through to underlying video data.

Axon’s wearable tech cameras provide law enforcement with a multitude of benefits, including:

- Reduces the number of false complaints
- Decreases use of force
- Improves the behavior of suspects and the quality of evidence gathered
- Enhances public trust and creates safer communities at a lower cost
- Decreases litigation and increases cost savings for each agency
- Number of expedited pleas and associated cost savings as a result of Axon camera usage
- Technology infrastructure savings as a result of Evidence.com

Evidence.com provides both law enforcement and legal professionals with a multitude of benefits, including:

- Secure chain of custody for uploading, storing and transferring all digital evidence
- Immediate visibility of digital evidence from critical incidents in the field
- Seamless integration with an agency’s existing devices and data systems
- Guaranteed cost ROI by lowering maintenance costs and execution risks
- Strengthened trust between the agency and the community

**IN-DEPTH AXON PRODUCT & DIGITAL EVIDENCE MANAGEMENT SYSTEM FACTS**

In 2017 Axon made two AI acquisitions to form our new Axon AI R&D team. These investments in artificial intelligence will have a transformative impact on Axon products by making workflows smarter including deep data analysis on the more than 7 petabytes of customer data hosted across the Axon Network.
Axon AI will transform key customer workflows using computer vision and natural language processing along with machine learning techniques. The addition of artificial intelligence to Axon’s upcoming records management system (RMS) has the potential to automate the collection and analysis of virtually all information in public safety while extracting key insights never before possible. The benefits of this groundbreaking technology leads to a future of hands-free reporting and real time intel in the field.

Axon Flex 2 camera: worn on the body or head and allows officers to capture their exact point of view of 120° field of view. It includes Axon Signal technology, HD, and a 12+ hour battery life. The Flex 2 has multiple mounting options, including a seamless integration with Oakley, Inc.’s Flak Jacket® eyewear, as well as a collar, epaulette, ball cap and helmet mounts. ($599)

Axon Body 2 camera: worn on the body with 143° field of view, HD, Wi-Fi offload, Axon Signal technology and a 12+ hour battery life. ($399)

Axon Fleet: an in-car video system with advanced capabilities and a price that’s 90 percent less than traditional systems. Axon Fleet includes Axon Signal technology, HD video and a flexible design. ($499)

Axon Interview: a dedicated interview room solution that offers the ability for an HD camera and high gain microphone to be permanently installed in an interrogation room to conduct interviews, which can then be uploaded to Evidence.com.

Axon Capture: a mobile application built specifically for law enforcement that allows officers to capture digital evidence right from the field. The app eliminates the need to carry three separate devices for photo, video and audio recordings. Officers can record evidence, adds tags, titles or GPS coordinates to any recordings before uploading data to Evidence.com.

Axon View: a mobile application that wirelessly connects with Axon’s camera to provide instant playback of unfolding events from the field.

Axon Five: image-processing software specifically designed for investigative, forensic and security applications. Its primary purpose is to provide forensic investigators a complete and unique solution to process and analyze digital images and video data in a simple, fast and precise way.

Axon Convert: a standalone software solution that allows agencies to convert unplayable file formats with ease, making manual conversion a thing of the past.

Axon Detect: a software package for forensic image authentication and tamper detection on digital photos.

Evidence.com: a digital evidence management system that allows agencies to upload and store evidence, tag files as needed, redact footage and share cases with public safety stake-
holders.

Evidence.com ranges from $15 - $79 per month depending on the level of service, warranties, storage level, professional services, etc.

For more information and additional resources on body cameras, visit the BJA Body-Worn Camera - Bureau of Justice Assistance, National Conference of State Legislatures, and Urban Institute.

AXON LEADERSHIP

Leadership Team

Our team is made up of leaders with broad business and technology experience. You will find them working in the same open work spaces as everyone else, always ready for new ideas.

Rick Smith, Founder & CEO
Luke Larson, President
Jawad Ahsan, Chief Financial Officer
Doug Klint, General Counsel
Marcus Womack, General Manager of Axon
Joshua Isner, Executive Vice President of Global Sales
Darren Steele, VP of Marketing
Kathy Trontell, Chief Information Officer
Todd Basche, Executive Vice President, Axon Devices
Glenn Hickman, VP of Engineering
Jay Reitz, VP of Engineering for Evidence.com
Sayce Falk, Director Business Development
Arvind S. Bobra, Director of Finance
Gretchen Mastellon, VP People Operations
AXON NEWSROOM

www.axon.com/press

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