



Nightingale Security Investor Update

March 2026 Letter to Investors

Dear Nightingale Security investors:

We wanted to provide you with an update on Nightingale as we move forward in 2026.

2025 Financial Performance and Sales Momentum

From a sales perspective, our momentum is strong. We finished 2025 with revenues of \$2.3M USD, which was a 65% increase over the \$1.4M USD recorded for 2024. Even more important is the \$12.0M USD in contracted sales we have been awarded, which will be recognized as revenue in 2026 and 2027. This amount includes a 32 system, 3-year contract awarded by a large data center company in December 2025, valued at \$8.5M USD. In addition to this significant contract, we have an additional \$3.5M USD in booked contracts.

The data center customer selected us for this large order after a successful Nightingale Blackbird drone system proof-of-concept project earlier in 2025. Furthermore, a major opportunity with a large city police department, potentially worth up to approximately \$9.0M, remains active, though it has yet to be awarded after more than a year of delays for various reasons. Our sales pipeline remains strong, with outstanding proposals to several Fortune 100 companies, as well as law enforcement agencies, military bases, and FIFA for the World Cup being held in North America this summer.

Product Innovation

We have introduced our next-generation drone ("Block 5"), which will provide more customer-desired features and allow us to reduce inventory costs and manufacturing time.

Working Capital and Growth Strategy

The success we have been seeing is positive but continues to put stress on our working capital and resources. More cash is needed for us to be successful in procuring inventory for recently won projects, successfully executing installations, continually investing in our technology, hiring needed engineering and manufacturing personnel, and increasing our sales efforts and

marketing exposure. We are considering and analyzing various financing options to provide the required working capital as the first quarter of 2026 ends. If you or any others you know may be interested in investing, please contact Mike Tschiderer, Nightingale's CFO at mike@nightingalesecurity.com.

Thank you again for your support of Nightingale. We will endeavor to keep you updated as 2026 progresses.