

## **NAPCO TO SHOWCASE NEW PRODUCTS AT THE PREMIER SECURITY TRADESHOW IN AMERICA**

**-Open letter from our CEO below-**

AMITYVILLE, N.Y., March 24, 2025 /PRNewswire/ -- NAPCO Security Technologies, Inc. (NASDAQ: NSSC), one of the leading designers and manufacturers of high-tech electronic security devices, wireless recurring communication services for intrusion, commercial fire alarm, access control and locking applications, as well as a leading provider of school safety solutions, today announced that it will be showcasing its wide range of products at the International Security Conference & Exposition, ISC West 2025 trade show taking place in Las Vegas, NV, March 31-April 4, 2025 at the Venetian Expo Center.

Dear Valued NAPCO Investors, Dealers, Distributors and Installers,

We are very excited about the upcoming International Security show ISCW, whose exhibits open on April 2 through April 4. Attendance of approximately 20,000 installing dealers are expected at this expo, which is the premier security trade show in America. We have a prominent front row booth located at the show's main entrance showcasing our latest cutting-edge security products. Many of these new products will be adding more commercial (thus low churn) monthly revenue to the approximately \$82 million dollars of recurring revenue as we continue our efforts toward our goals to have more than 50%++ of our sales to be recurring revenue generated from our security products and maintain a gross profit of over 90% on such recurring sales.

We are also doing a mostly live from the trade show floor video feed. It starts at 10:00 am to 12:00 PM and will resume from 1:00 PM and goes to 4:00 PM on Wednesday April 2. It will be viewable on [www.securitytoday.com](http://www.securitytoday.com), the Trade Publication website. It will be footage of booth activity along with at least 6 on-camera interviews by product segment, e.g., Alarms, Locking and Access Control. The on-camera interviews will be with NAPCO personnel and 3 magazine editor/reporters plus others with a roving cameraman/interviewer. These will be mostly live due to video transmission limitations at a busy trade show.

This *ISCW NAPCO Booth Live* "spot" will be heavily publicized all over the security industry to its universe of installation companies with pre- and post-show emails from the trade magazines and NAPCO. It will be edited and used by the NAPCO sales team all year long.

### **THE PRODUCTS WE WILL BE SHOWCASING INCLUDE:**

#### **New Recurring Revenue Products for NAPCO & its dealers**

- **StarLink Fire MAX 2:** a multi carrier communicator which is a generational leap forward for transmitting fire alarm signals from every brand of old and new fire systems to the dealer's central station. A modern substitute for copper phone lines and UL, SOC 2 certified NOC network system, NFPA 72 compliant.
- **StarLink Black MAX 2:** an economical multi-carrier intrusion communicator with a broad range of universal alarm reporting capabilities working with all brands of alarm systems old and new. Expanded coverage across North America including Puerto Rico and parts of the Caribbean. A modern substitute for copper phone lines and ETL listed, SOC 2 certified NOC network system.
- **FireLink 64 Addressable Fire Alarm Panel:** has a built-in multi carrier communicator. Integrates a host of high-performance fire alarm features for an

economical price. Also, a new remote LCD annunciator option to facilitate large systems will be available. UL, SOC 2 certified NOC network system, NFPA 72 compliant.

- **MVP EZ:** an app-based platform designed for locksmiths and smaller dealers, enabling them to offer new flat-rate billable cloud-based remote management services to their SMB accounts, with a simple feature set at an affordable flat monthly rate. Operable solely via smartphone, it allows easy configuration, command, and control of the entire system, for a few to 50 doors, adding locks or panels, by simply scanning their QR code with the phone's camera.
- **MVP Access:** a fully customizable enterprise PC/server-based system with unlimited users, ID-types, access doors and schedules, plus, top features like video and intercom integration, geofencing, multi-factor authentication, and Bluetooth credentials. Billed monthly, per door, it operates through NAPCO's Network Operations Center with SOC 2 cyber protection for data privacy.

### **New Products Which Enhance Existing Alarm Systems That Generate Recurring Revenue**

- **XK5 Slimline Keypad:** features fresh, sleek styling to boost the sales of our Gemini Alarm System product line. It is ideal for new system buyers or upgrading existing Gemini systems, as it is backward compatible.
- **New Touchscreen2R:** a Designer look and feel with a built-in wireless receiver for all our alarm system sensors for doors, windows, fire and gas detectors compatible with NAPCO's Gemini alarm system product line ranging from 8 to 255 zones of coverage.
- **Matching Prima 2nd Keypad/Touchscreen:** for larger homes, as part of a full, growing lineup of upsell accessories for NAPCO's cell/Wi-Fi connected Security, Video & Connected Home platform, designed overall to enable the fastest possible installations and RMR account acquisitions.

### **New Locking Products**

- **Marks USA's Smart Deadbolts:** keyless entry, enhanced security, and simplified locking management. Ideal for the huge growing market of multifamily housing units. Features include one-motion egress, ADA code compliance, and deadbolt security with easier installation compared to traditional mortise locks. Key-free management is easy and integrated with NAPCO's MVP EZ & MVP Access Cloud-Based Services Platforms, billed by door, as part of a recurring monthly subscription.
- **High-Visibility Indicator Lock Series:** provides instant at-a-glance door lock status with bold red and green indicators for enhanced security and peace of mind. Teamed with the trusted Marks 5 Series Grade 1 Mortise Lockbody, the SKA500 Series offers single or double-sided viewing of lock status from afar, ideal for healthcare, schools, and businesses, ensuring quick security assessment in both every day and emergency situations.

These advancements underscore NAPCO's commitment to delivering innovative, user-friendly security solutions that meet the evolving needs of both residential and commercial customers.

If you are unable to come to the expo, don't worry as you will be able to view on opening day, Wednesday April 2, NAPCO's live streaming video and share in the excitement.

All the best,  
Richard Soloway, CEO

About NAPCO Security Technologies, Inc.  
NAPCO Security Technologies, Inc., is one of the world's leading manufacturers and

service providers of high-tech electronic security devices as well as a leading provider of school safety solutions. The Company consists of four Divisions: NAPCO, plus three wholly owned subsidiaries: Alarm Lock, Continental Instruments, and Marks USA. Headquartered in Amityville, New York, its products are installed by tens of thousands of security professionals worldwide in commercial, industrial, institutional, residential and government applications. NAPCO products have earned a reputation for innovation, technical excellence and reliability, positioning the Company for growth in the multi-billion dollar and rapidly expanding electronic security market. For additional information on NAPCO, please visit the Company's web site at <http://www.napcosecurity.com>.

#### Safe Harbor Statement

*This press release contains forward-looking statements that are based on current expectations, estimates, forecasts and projections of future performance based on management's judgment, beliefs, current trends, and anticipated product performance. These forward-looking statements include, but are not limited to, statements relating to the impact of COVID-19 pandemic; the growth of recurring service revenue and annual run rate; the introduction of new access control and locking products; the opportunities for fire alarm products; and our ability to execute our business strategies. Actual results, performance or achievements could differ materially from those anticipated in such forward-looking statements as a result of certain factors, including those risk factors set forth in the Company's filings with the Securities and Exchange Commission, such as our annual report on Form 10-K and quarterly reports on Form 10-Q. Other unknown or unpredictable factors or underlying assumptions subsequently proving to be incorrect could cause actual results to differ materially from those in the forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, level of activity, performance, or achievements. You should not place undue reliance on these forward-looking statements. All information provided in this press release is as of today's date, unless otherwise stated, and the Company undertakes no duty to update such information, except as required under applicable law.*

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