

A large, faint watermark of the TASER logo is centered in the background. It features a stylized lightning bolt striking a circular target, with the word 'TASER' written across the target.

TASER

Q3 2015 Results Supplement

November 3, 2015

Please refer to TASER's 8-K as filed with the Securities and Exchange Commission for additional information.

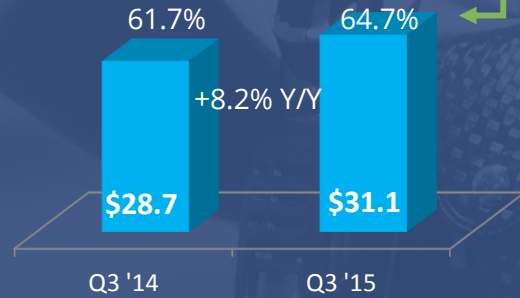
3Q15 Results Dashboard

IN MILLIONS, EXCEPT PER SHARE DATA

Revenue



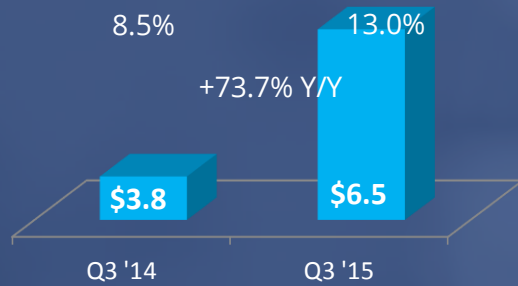
Gross Margin



S G & A



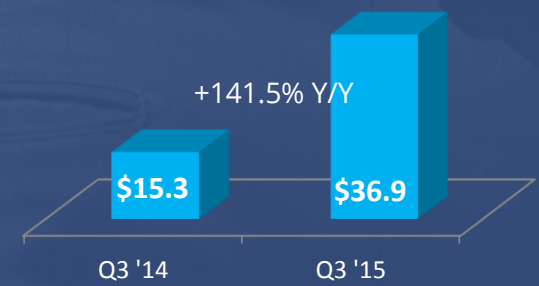
R & D



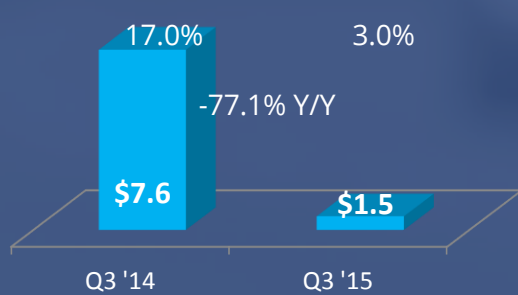
Op Inc



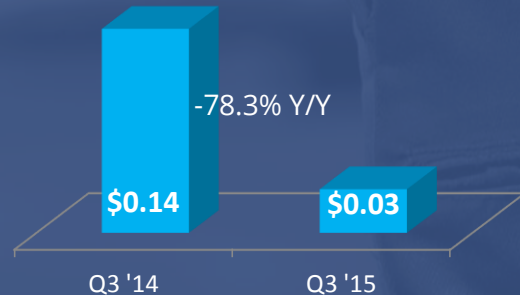
Bookings



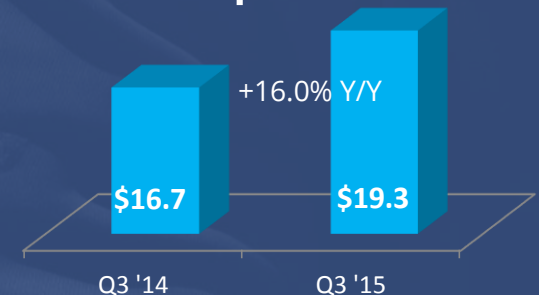
Net Income



Diluted EPS



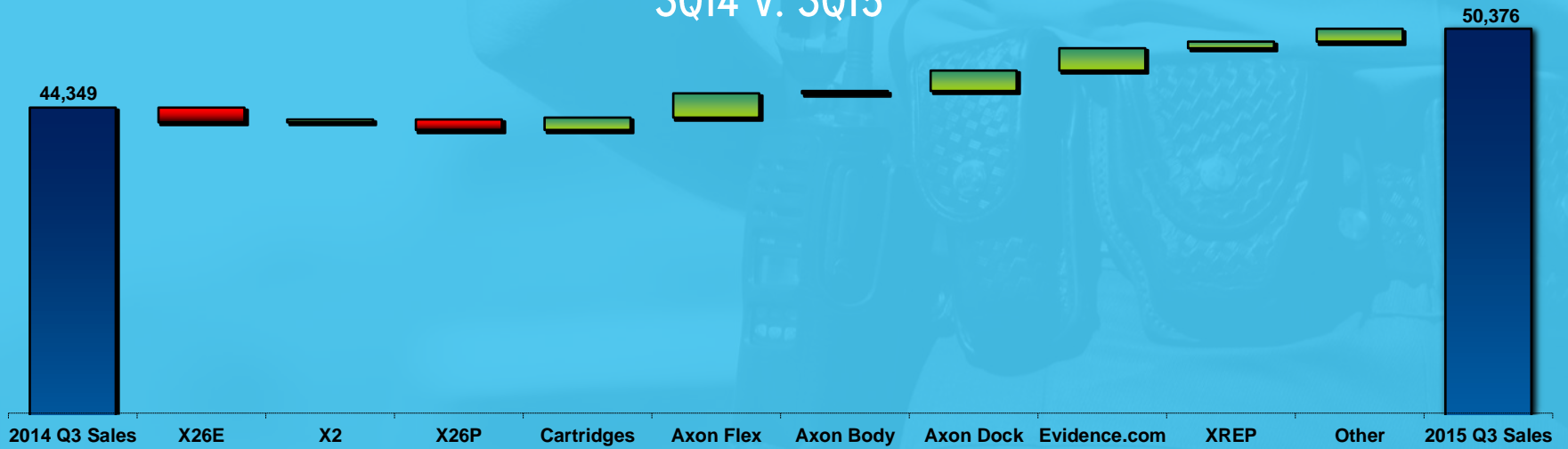
Op. CF



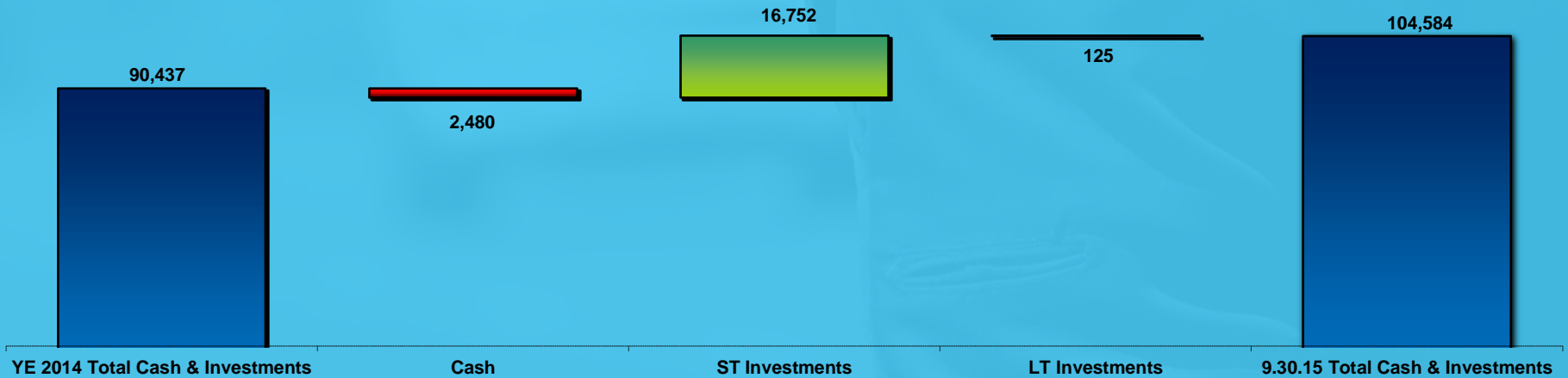
3Q15 Results Drivers

In thousands

Revenue Drivers 3Q14 v. 3Q15



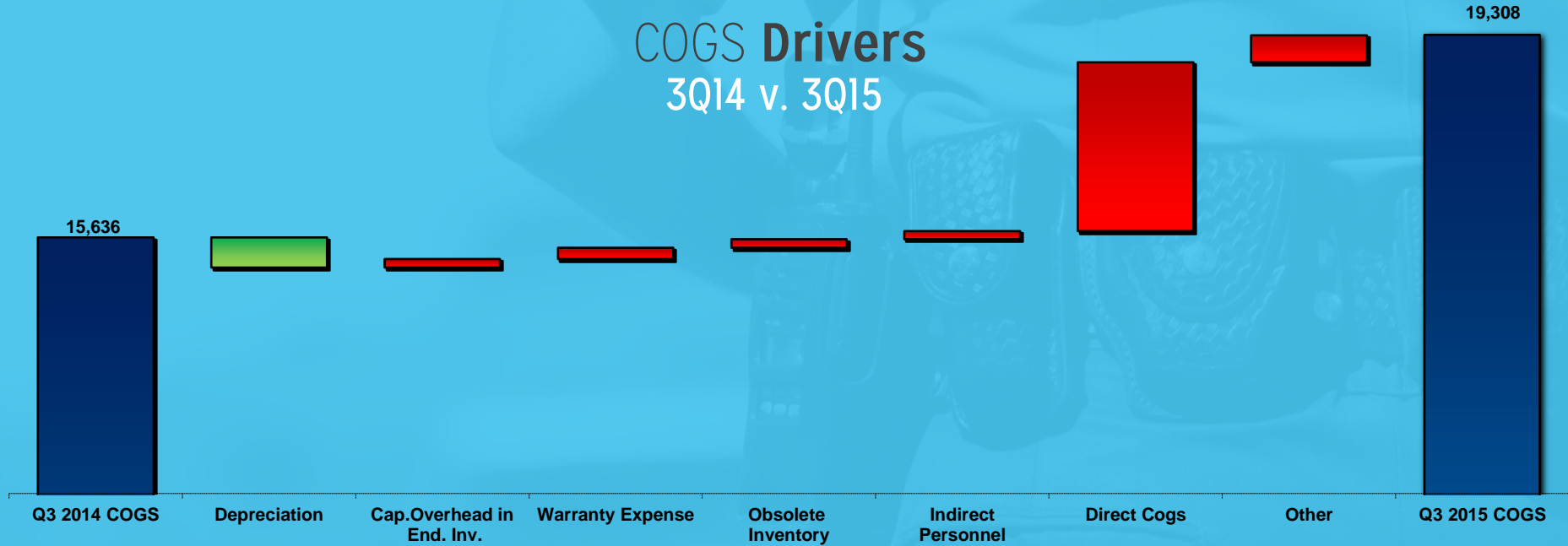
Cash & Investments



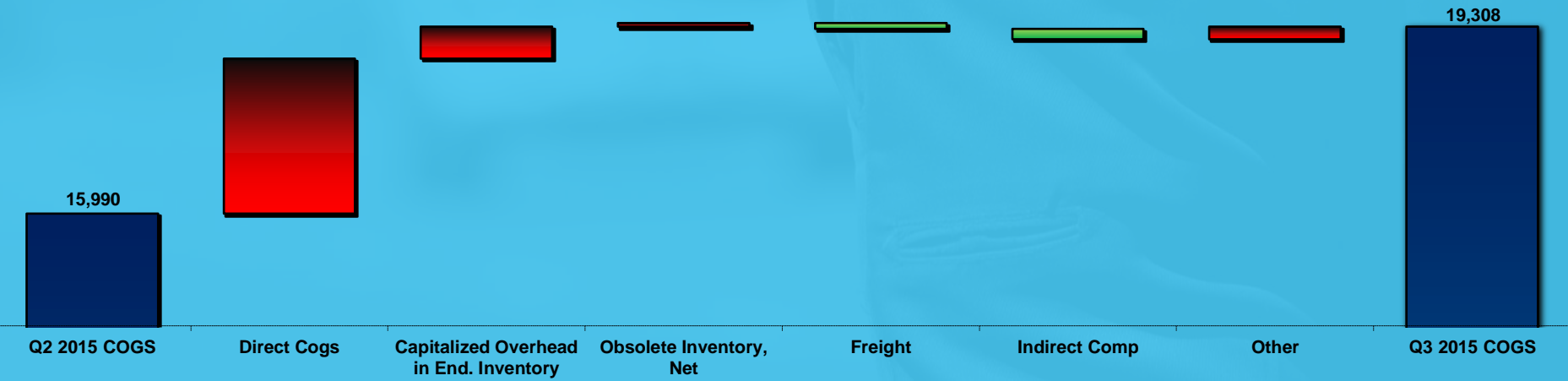
3Q15 Results Drivers

In thousands

COGS Drivers 3Q14 v. 3Q15



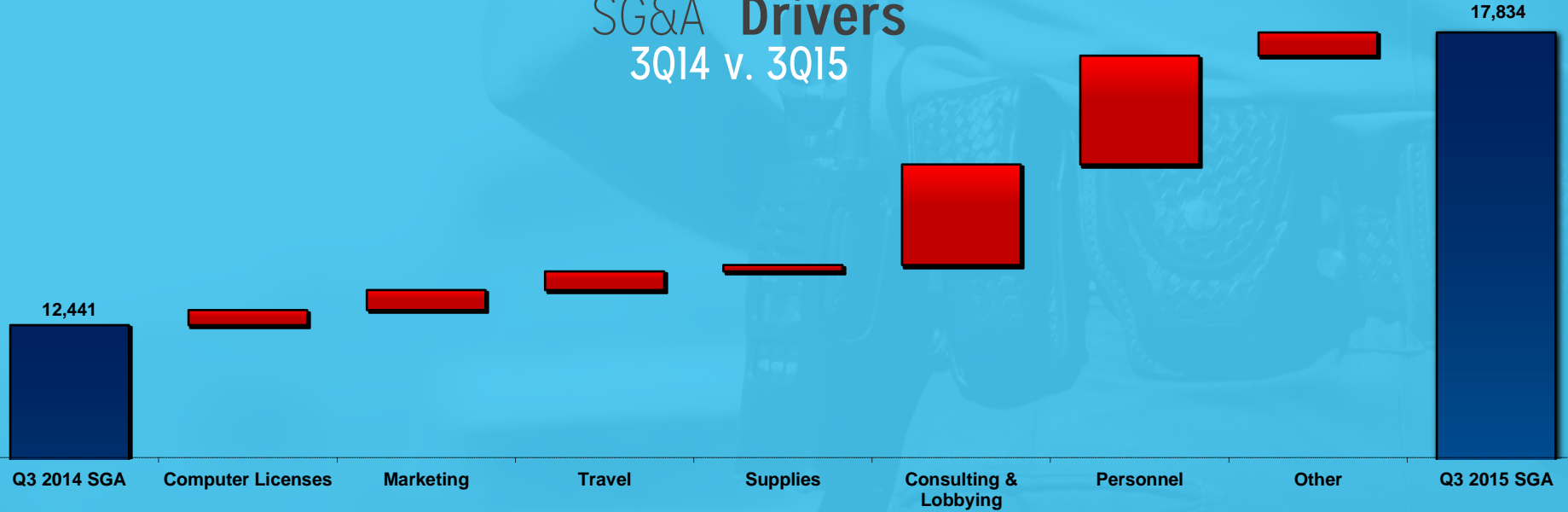
COGS Drivers 2Q15 v. 3Q15



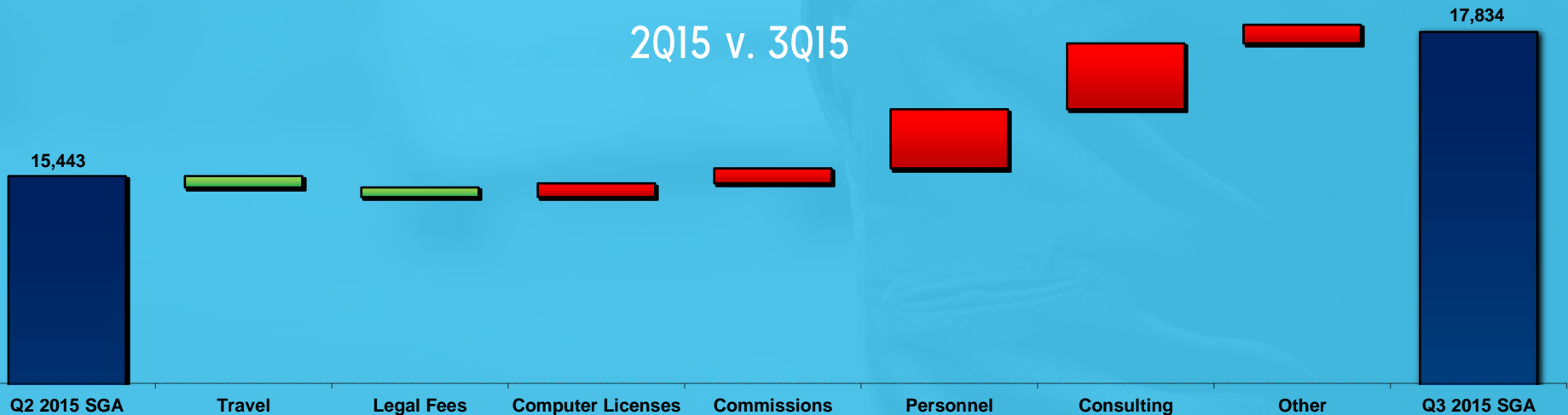
3Q15 Results Drivers

In thousands

SG&A Drivers 3Q14 v. 3Q15

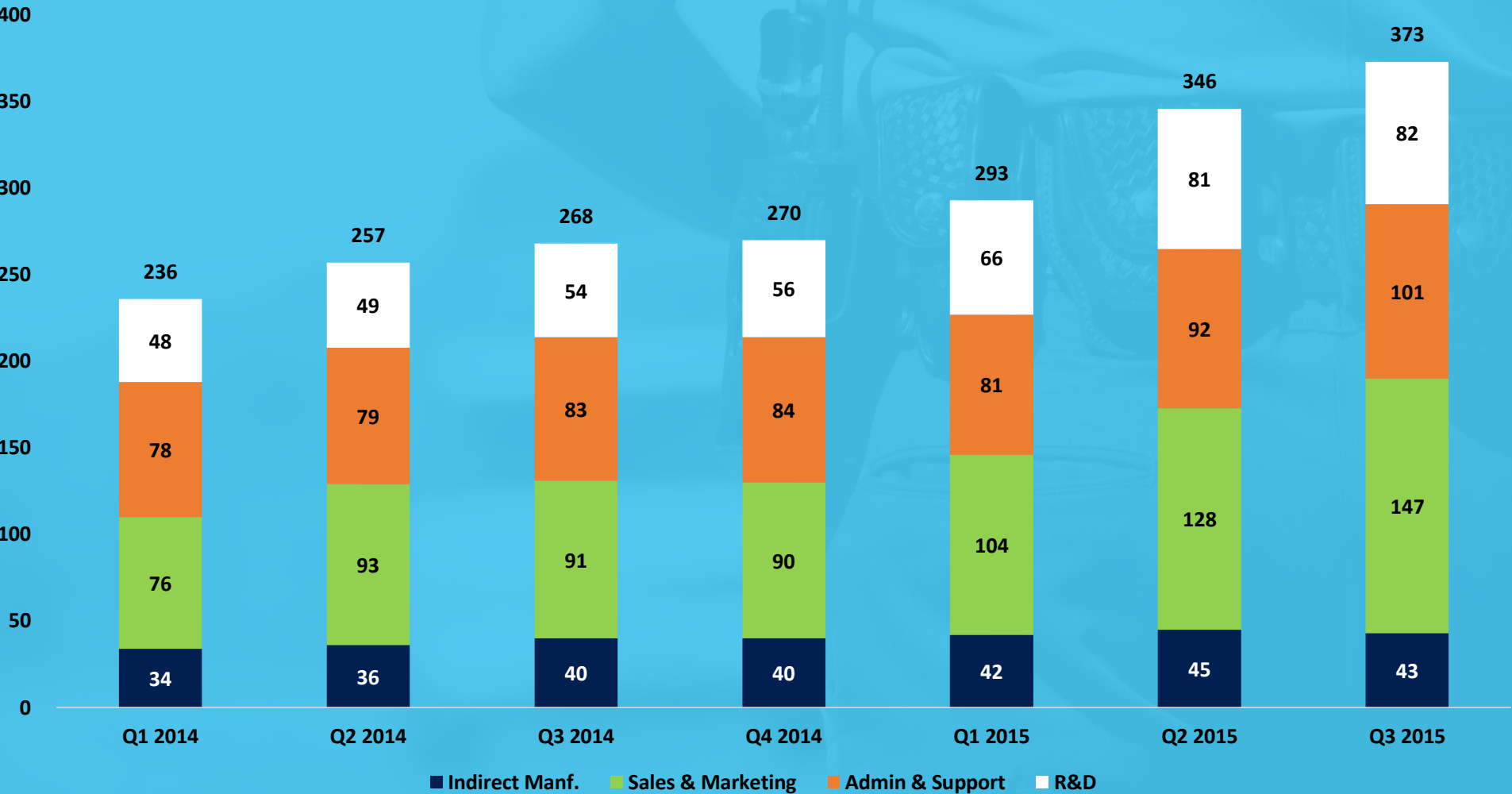


SG&A Drivers 2Q15 v. 3Q15



3Q15 Results Drivers

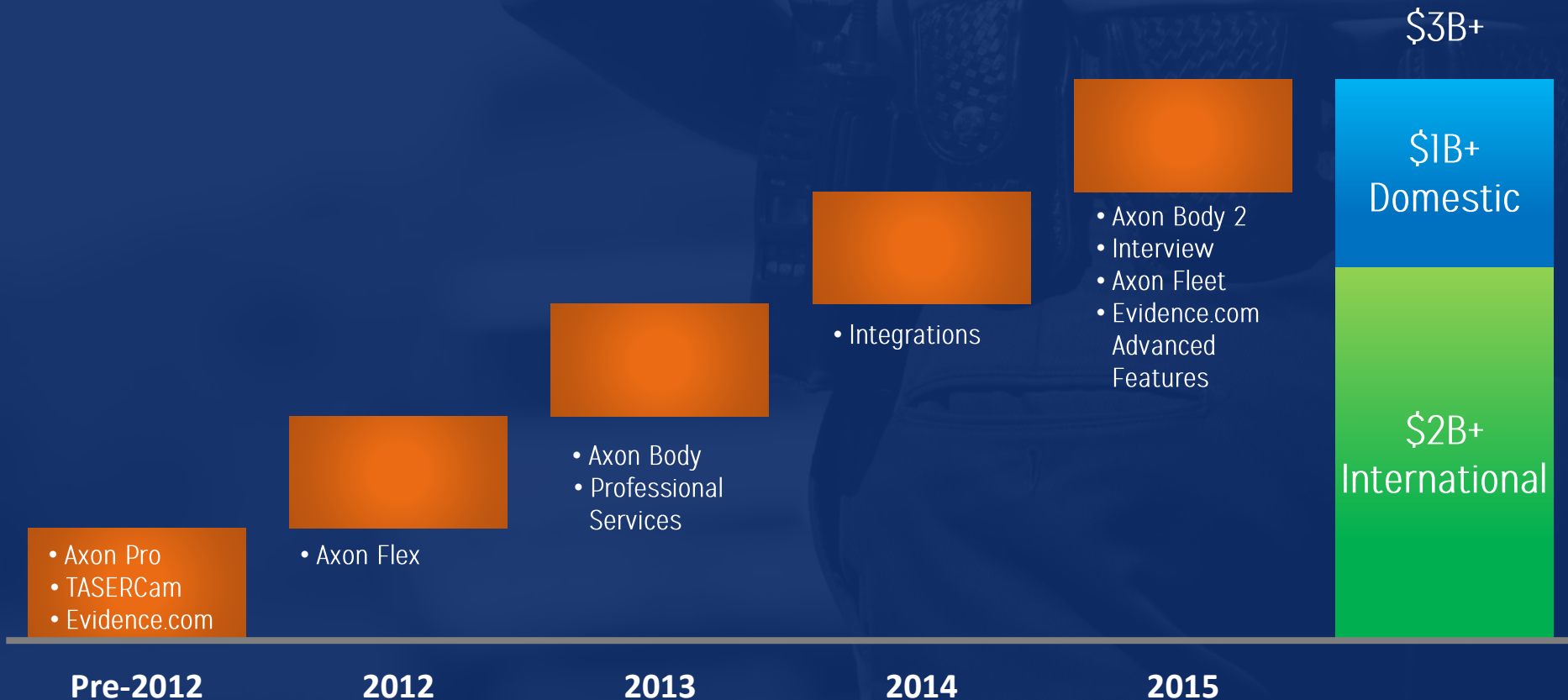
Hiring Update



***Salaried headcount is exclusive of manufacturing employees and interns*

Axon **Addressable Market**

We continue to Expand our Addressable Market



Notes: International reflects current focus where direct resources have been placed.

*Domestic TAM assumes 628,000 patrol officers, 450,000 patrol vehicles, 50,000 interview rooms

**Int'l TAM assumes 1.3 million patrol officers in target markets & approx. double the number of vehicles and interview rooms as the domestic market.

Source: DOJ, gov.uk, statcan.gc.ca, aic.gov.au, World Police Encyclopedia, Company estimates

Axon **Addressable Market**

Domestic Evidence.com Licenses

1,000,000+

Patrol Officers & Vehicles

45,000

E.com Licenses

Notes:

**Domestic TAM assumes 628,000 patrol officers, 450,000 patrol vehicles, 50,000 interview rooms*

Source: DOJ, gov.uk, statcan.gc.ca, aic.gov.au, World Police Encyclopedia, Company estimates