SmartRent®



3Q Earnings Deck

November 2022

Forward Looking Statements

This presentation contains forward-looking statements within the meaning of the safe harbor from civil liability provided for such statements by Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended). Forward-looking statements address our expected future business and financial performance, and may contain words such as "goal," "target," "future," "estimate," "expect," "anticipate," "intend," "plan," "seek," "project," "may," "should," "will," the negative form of these expressions or similar expressions. These statements are based on management's current beliefs, expectations assumptions about future events, conditions and results and on information currently available to us. Although we believe that the expectations reflected in the forward-looking statements reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur.

Examples of forward-looking statements include, among others, statements regarding the benefits of the Company's strategic acquisitions, changes in the market for our products and services, expected financial results, product portfolio enhancements, expansion plans and opportunities and earnings guidance related to financial and operational metrics. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those currently anticipated. Some of the factors that could cause actual results to differ materially from those expressed or implied by the forward-looking statements include, among other things, our ability to: (1) execute our business strategy; (2) anticipate the uncertainties inherent in the development of new business lines and business strategies; (3) successfully manage and ensure that our suppliers produce or obtain quality products and services on a timely basis or in sufficient quantity; (4) product or obtain quality products and services on a timely basis or in sufficient quantity; (5) hire, retain, manage and motivate employees, including key personnel; (6) expand our products and solutions to meet the demands of the market; (7) develop, design, and sell services that are differentiated from our competitors, and successfully manage the competitiveness of our market and pricing levels; (8) accelerate the adoption of our products and services; (9) successfully identify, acquire, and integrate quality acquisition targets; (10) successfully pursue, defend, resolve or anticipate the outcome of pending or future legal proceedings, recall claims, and government inquiries; (11) meet legal obligations, including laws and regulations applicable to our business, including security and privacy laws and state and local regulations; (12) prevent unauthorized or inadvertent access to our information technology systems and customer or resident data; (13) successfully manage interruptions to, or other problems with, our website and interactive user interface, information technology systems, manufacturing processes or other operations; (14) acquire and protect our intellectual property and acquire or make investments in other businesses, patents, technologies, products or services to grow the business; and (15) manage risks associated with product liability, warranty, personal injury, property damage and recall matters as well as operational risks associated with the COVID-19 pandemic. The foregoing list of factors is not exhaustive and new factors may emerge from time to time that could also affect actual performance and results.

The forward-looking statements herein represent the judgment of the Company as of the date of this presentation, and we disclaim any intent or obligation to update forward-looking statements, unless required by applicable law. This presentation should be reviewed in conjunction with the information included in our press releases, reports and other filings with the SEC. Understanding the information contained in these filings is important to fully understanding our reported results and business outlook for future periods.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size, growth and other data about our industry and our business. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

Use of Non-GAAP Financial Measures

In addition to disclosing financial results that are determined in accordance with GAAP, SmartRent also discloses certain non-GAAP financial measures in this investor presentation. These financial measures are not recognized measures under GAAP and should not be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. Adjusted EBITDA is a non-GAAP financial measure as defined by SEC rules. This non-GAAP financial measure, as defined below by SmartRent, may be determined or calculated differently by other companies. A reconciliation of this non-GAAP measurement to the most directly comparable GAAP financial measurement has been provided in this investor presentation, and investors are encouraged to review the reconciliation. As detailed in the reconciliation, the GAAP measure most directly comparable to Adjusted EBITDA is net income or loss. Adjusted EBITDA is not used as a measure of SmartRent's liquidity and should not be considered as an alternative to net income or loss or any other measure of financial performance presented in accordance with GAAP.

SmartRent's management uses Adjusted EBITDA in a number of ways to assess the Company's financial and operating performance and believes that this measures provides useful information to investors regarding financial and business trends related to SmartRent's results of operations. Adjusted EBITDA is also used to identify certain expenses and make decisions designed to help SmartRent meet its current financial goals and optimize its financial performance, while neutralizing the impact of expenses included in its operating results which could otherwise mask underlying trends in its business. SmartRent's management believes that investors are provided with a more meaningful understanding of SmartRent's ongoing operating performance when non-GAAP financial information is viewed with GAAP financial information.

Third Quarter Highlights

- Record revenue of $47.5 million
  - Up 12% quarter-over-quarter
  - Up to 35% year-over-year
- Over 53,000 units deployed, surpassing the 500,000 unit milestone
- SaaS ARR of $31.8 million
  - Up 4% q-o-q
  - Up to 264% y-o-y
- Gross margin of $1.2 million
  - Up 20% q-o-q
  - Up 117% y-o-y
- Net loss of ($26.0) million and Adjusted EBITDA of ($17.6) million
  - Net loss down 1% q-o-q, up 3% y-o-y
  - Adjusted EBITDA up 11% q-o-q, down 9% y-o-y
- $217.4 million in cash, no debt

Note: Information as of September 30, 2022. Source: SmartRent SEC filings.

SmartRent's scale solidifies its industry-leading position



504K+

Total Units Deployed



502

Unique Customers

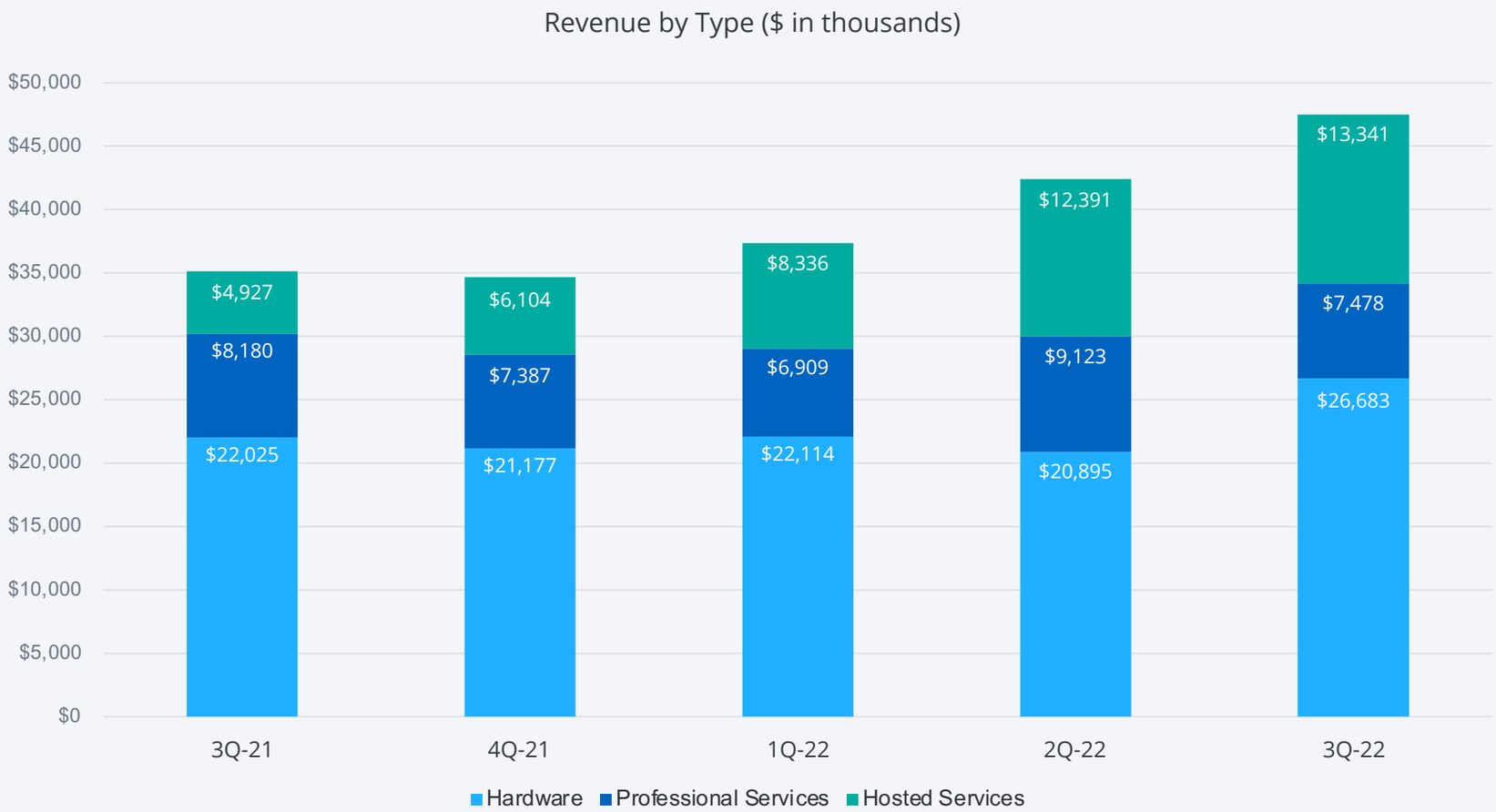


6.7M+

Unit Opportunity from Existing Customers

Record Quarterly Revenue

Robust demand, improved pricing and recurring SaaS lead to a record quarter



12%

Total Revenue Growth

28%

Hardware Revenue Growth

(18%)

Professional Services Revenue Growth

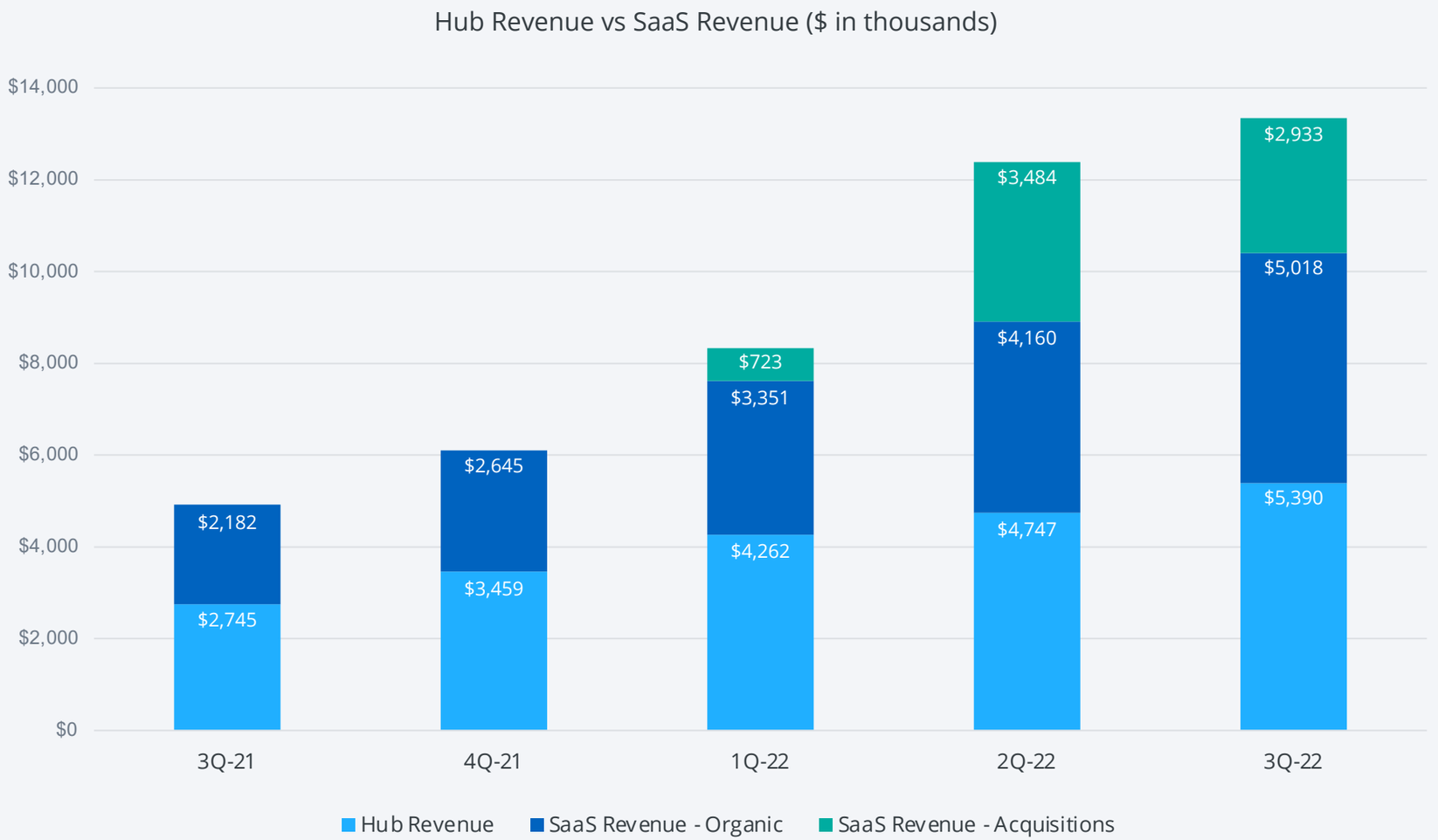
8%

Hosted Services Revenue Growth

Note: All metrics are sequential unless otherwise noted

Accelerating SaaS Contribution to Hosted Services

Strong momentum driven by growth in deployed unit base and the contribution of SightPlan revenues



$31.8M

3Q-22 SaaS ARR

4%

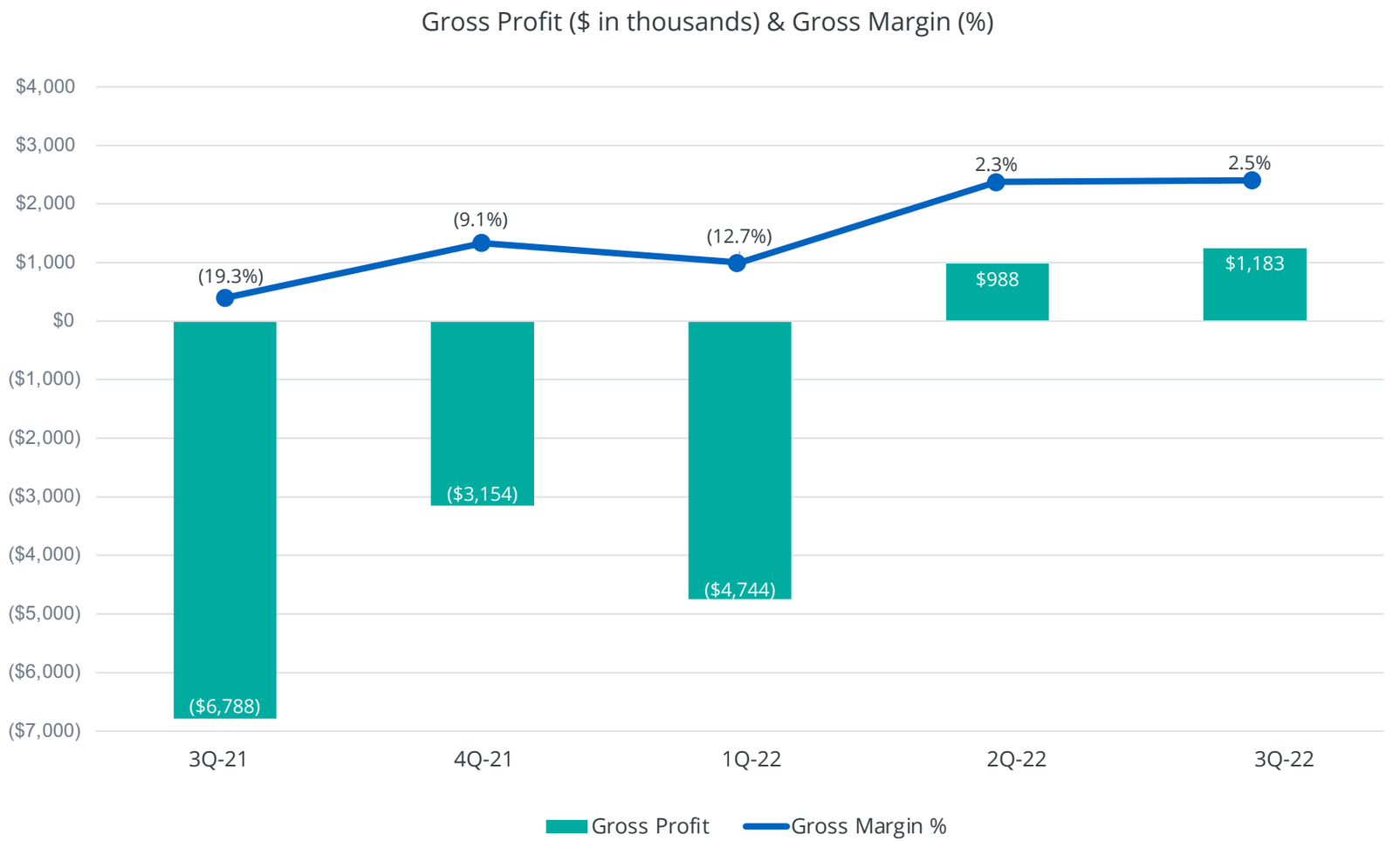
SaaS ARR growth, including acquisitions

21%

Organic SaaS ARR growth

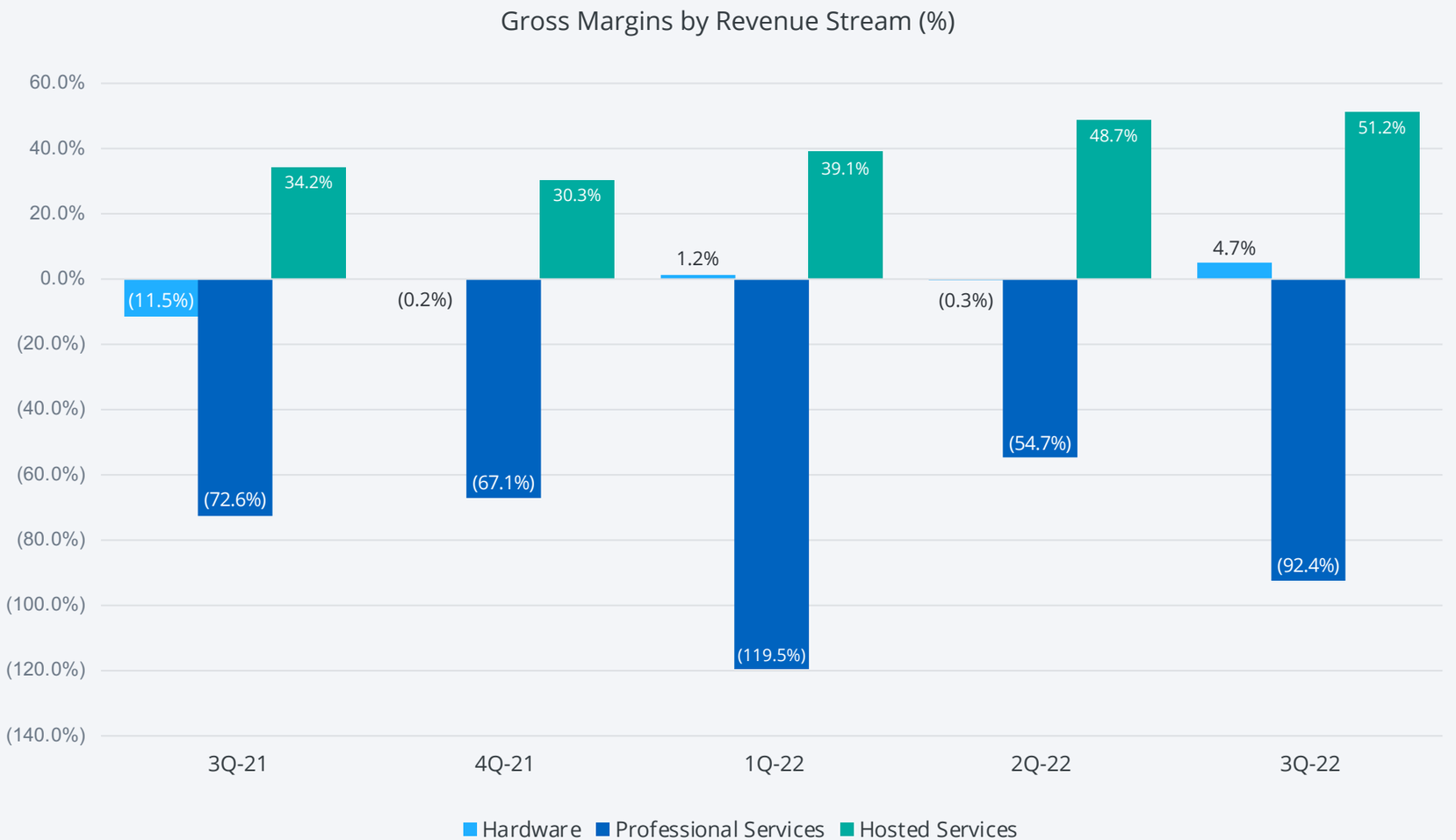
Consecutive Quarters of Positive Gross Margins

Improved unit economics and economies of scale drive positive gross margins



Hardware and Hosted Services Margins Increase

Professional services gross margin hindered by constrained quarterly unit volume



5.0%

Hardware Margin Percentage Point Improvement

(37.7%)

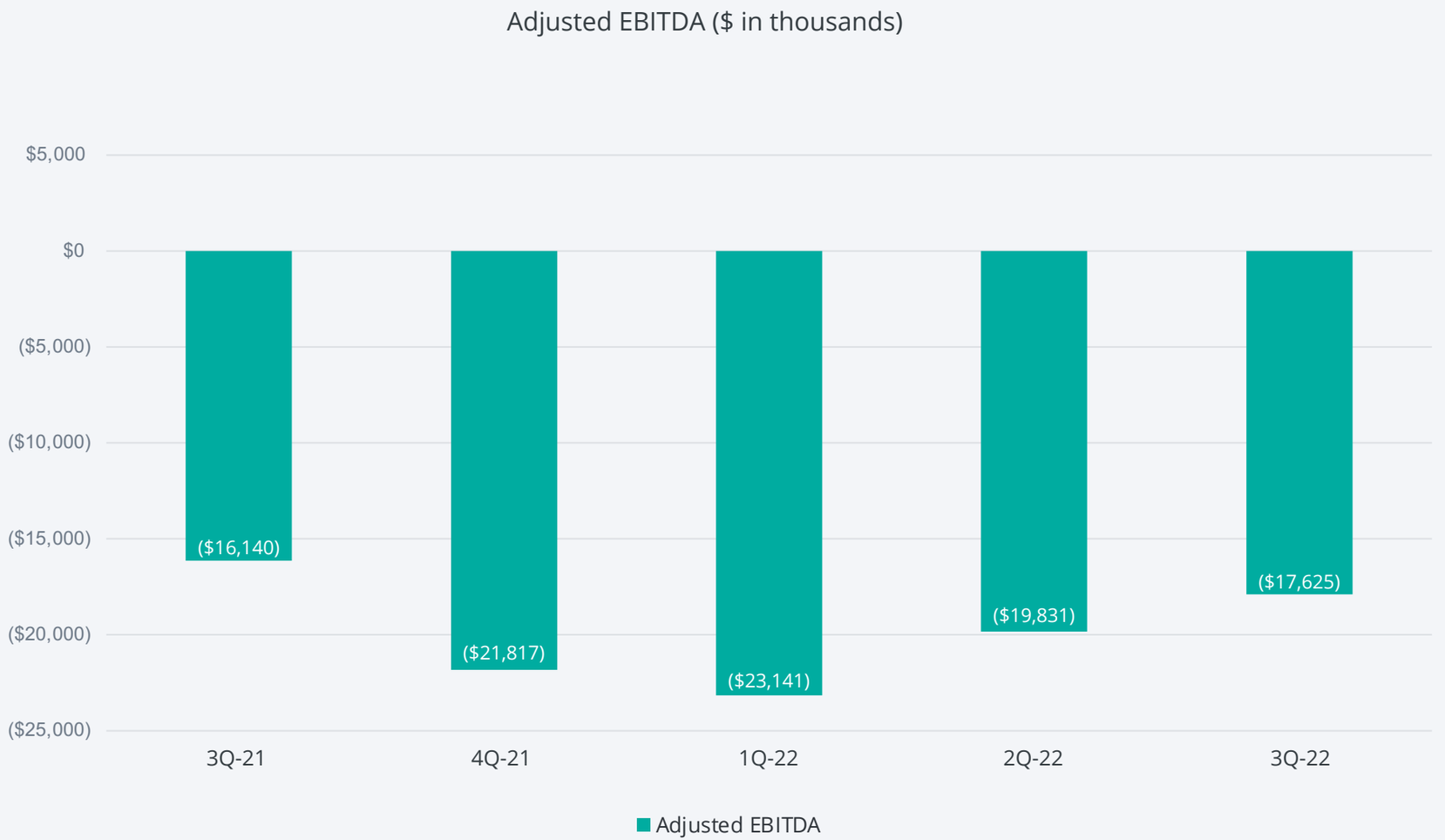
Professional Services Margin Percentage Point Change

2.5%

Hosted Services Margin Percentage Point Improvement

Consecutive Adjusted EBITDA Improvements

Improvements in gross margins and operating efficiencies leading to a path to profitability in 2023



$2.2M

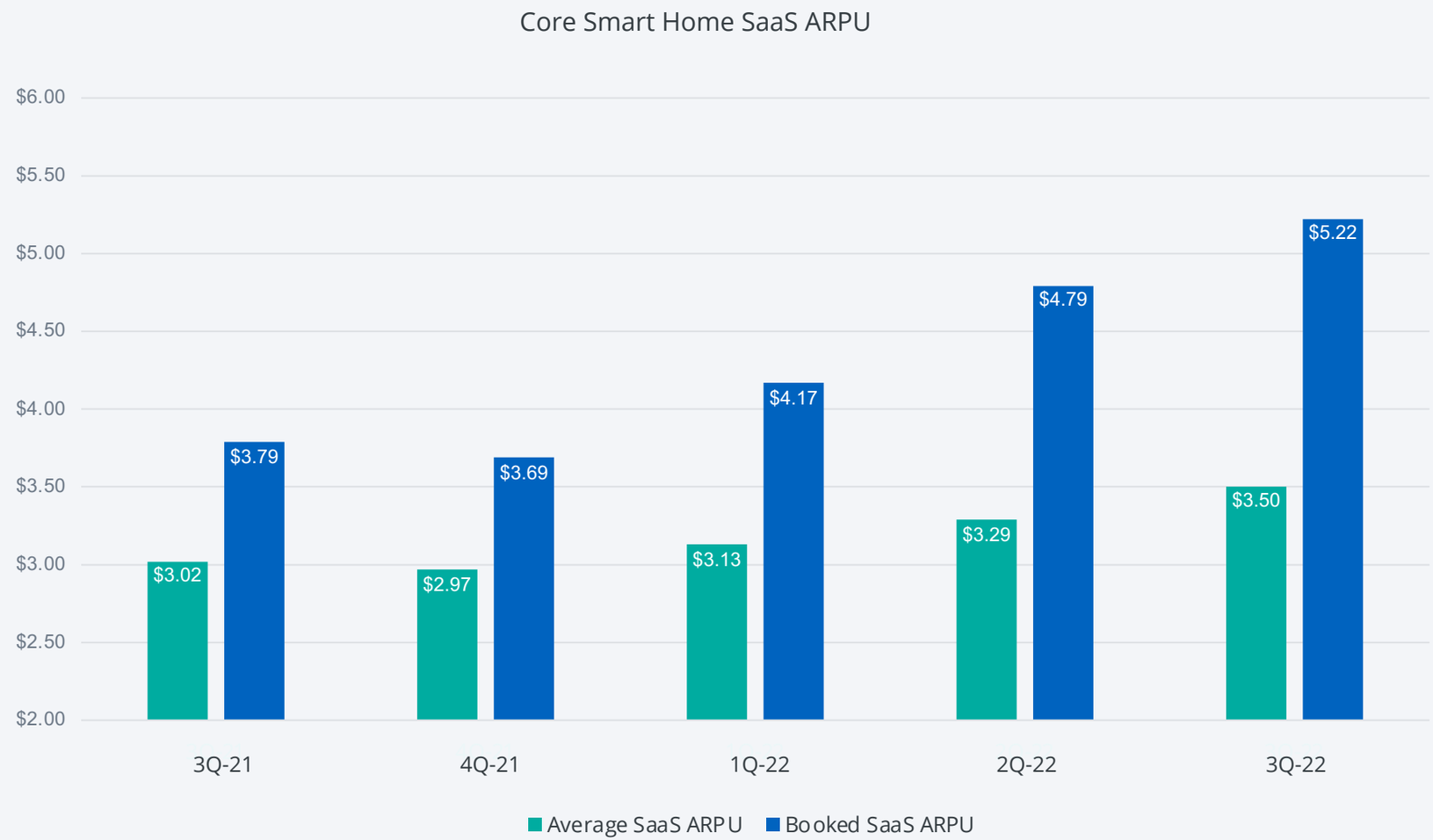
Adjusted EBITDA Improvement

11%

Adjusted EBITDA Improvement Growth

Organic SaaS ARPU Growth Continues

Current booking SaaS ARPU growth continues to pull up SaaS ARPU for all deployed units



6.4%

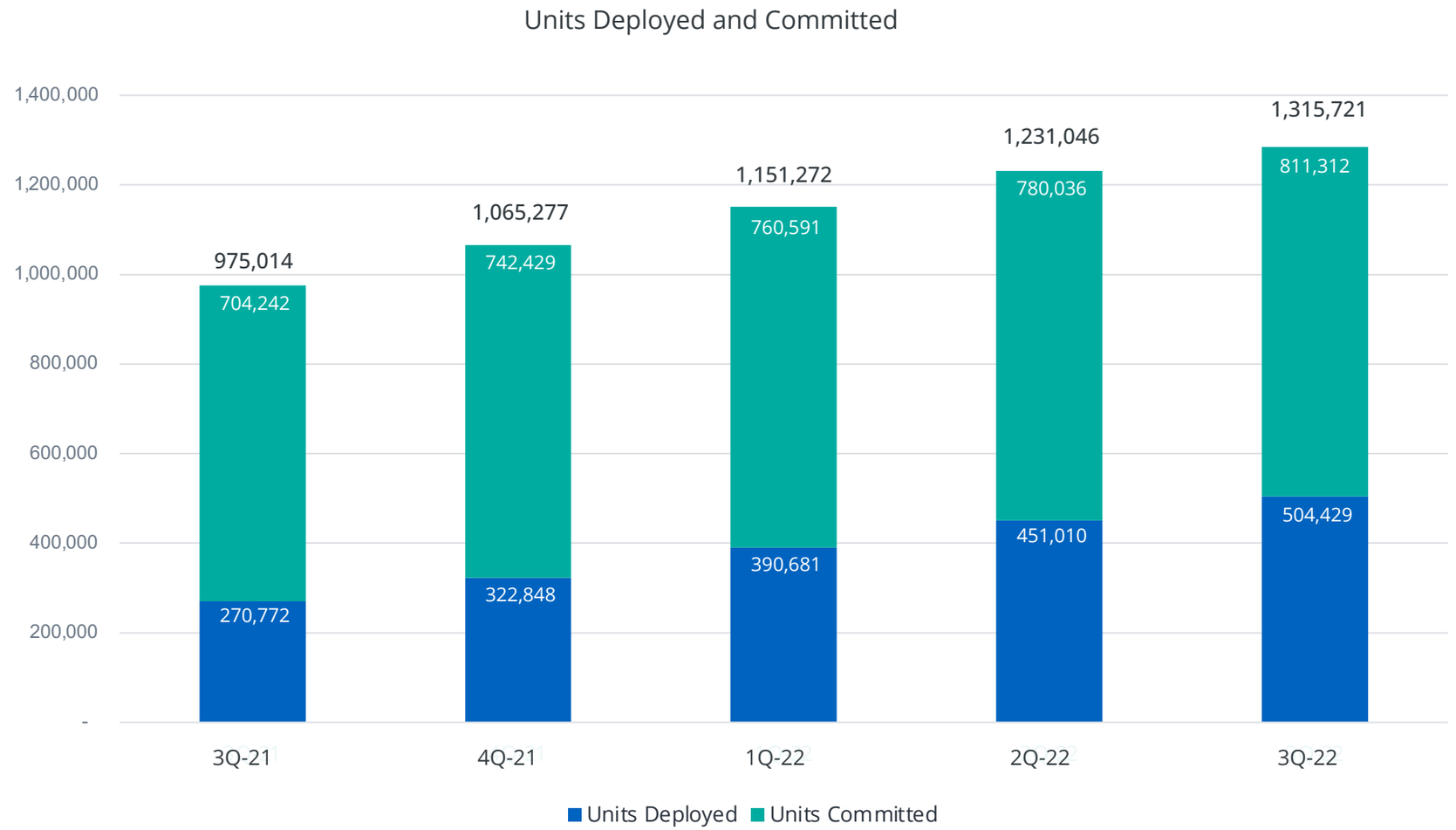
SaaS ARPU Growth for All Deployed Units

9.0%

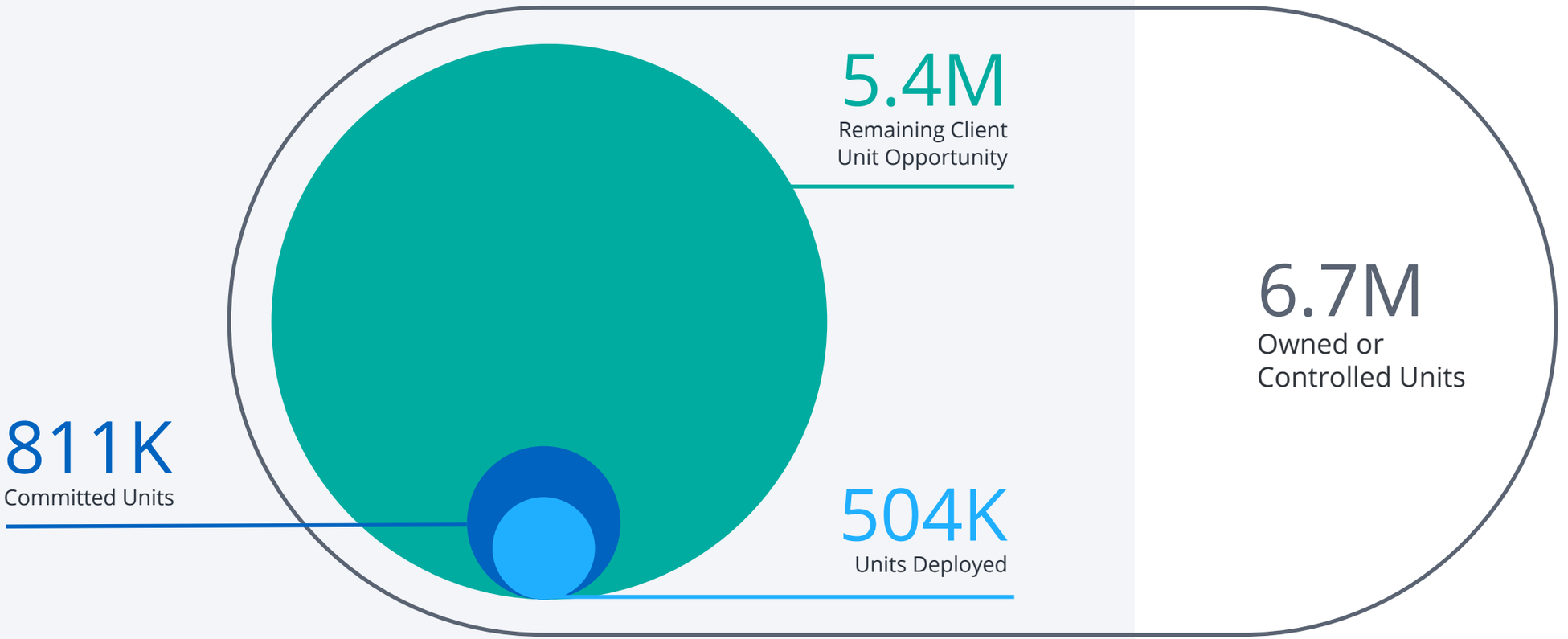
SaaS ARPU Growth for Booked Units in the Quarter

Deployed Units and Committed Units Exhibit Steady Growth

Market demand continues to drive increase in Units Committed and Units Deployed



Strong Organic Growth Opportunity



Note: 1. Information as of September 30, 2022. Source: SmartRent SEC filings.
2. We define Committed Units as both (i) units that are subject to binding purchase orders from customers and (ii) units that existing customers who are parties to a SmartRent master services agreement have informed us (on a non-binding basis) that they intend to order in the future for deployment within two years of the measurement date.
3. Remaining units for existing customers, excluding deployed units and committed units.

Financial & Business Outlook

	Full Year Guidance	
	Previous Guidance	Revised Guidance
Total Revenue	$155M to $180M	$165M to $180M
Adjusted EBITDA	($75M) to ($70M)	($75M) to ($70M)
Units Deployed	190,000 to 220,000	200,000 to 220,000

The above estimates represent a range of possible outcomes and may differ materially from actual results. These estimates exclude the impact of potential acquisitions, capital markets activities, and unforeseen continued challenges with supply chain and logistics. The estimates are forward-looking based on the Company's current assessment of demand for its product, execution capabilities and market conditions, as well as other risks outlined above under the caption "Forward Looking Statements."

Note: Information as of September 30, 2022. Source: SmartRent SEC filings.

TTM Condensed Consolidated Balance Sheet

(Unaudited, $ in thousands, except per share amounts)

	Three months ended				
	9/30/22	6/30/22	3/31/22	12/31/21	9/30/21
Cash and cash equivalents	$ 210,112	$ 255,008	$ 278,003	$ 430,841	$ 472,502
Accounts receivable, net	64,085	45,135	62,543	45,486	32,942
Inventory	61,258	59,235	42,259	33,208	22,415
Total current assets	363,542	389,430	417,966	536,007	557,357
Goodwill and intangible assets, net	150,057	151,103	150,978	16,256	4,162
Total assets	551,138	575,807	599,938	579,683	582,834
Deferred revenue, current portion	63,840	65,108	58,765	42,185	37,909
Total current liabilities	97,836	102,927	105,021	70,568	61,567
Deferred revenue, long-term portion	64,329	60,337	58,007	53,412	46,772
Total liabilities	169,269	171,199	169,791	130,181	110,413
Total stockholders' equity (including convertible preferred stock)	381,869	404,608	430,147	449,502	472,421
Total liabilities, convertible preferred stock and stockholders' equity	551,138	575,807	599,938	579,683	582,834

Note: Information as of September 30, 2022. Source: SmartRent SEC filings.

TTM Condensed Consolidated Statement of Operations

(Unaudited, $ in thousands, except per share amounts)

	Three months ended				
	9/30/22	6/30/22	3/31/22	12/31/21	9/30/21
Revenue					
Hardware	$ 26,683	$ 20,895	$ 22,114	$ 21,177	$ 22,025
Professional services	7,478	9,123	6,909	7,387	8,180
Hosted services	13,341	12,391	8,336	6,104	4,927
Total revenue	47,502	42,409	37,359	34,668	35,132
Cost of revenue					
Hardware	25,417	20,951	21,858	21,226	24,565
Professional services	14,386	14,115	15,167	12,340	14,115
Hosted services	6,516	6,355	5,078	4,256	3,240
Total cost of revenue	46,319	41,421	42,103	37,822	41,920
Total operating expense	27,848	28,001	23,559	22,755	19,739
Loss from operations	(26,665)	(27,013)	(28,303)	(25,909)	(26,527)
Net loss	(25,950)	(25,589)	(23,394)	(25,958)	(26,685)
Other comprehensive loss					
Foreign currency translation adjustment	(493)	(407)	(183)	(92)	(69)
Comprehensive loss	(26,443)	(25,996)	(23,577)	(26,050)	(26,754)
Net loss per common share					
Basic and diluted	$ (0.13)	$ (0.13)	$ (0.12)	$ (0.13)	$ (0.31)
Weighted-average number of shares used in computing net loss per share					
Basic and diluted	196,486	196,693	193,055	192,053	85,273

Note: Information as of September 30, 2022. Source: SmartRent SEC filings.

Reconciliation of Non-GAAP Metrics

($ in thousands)

	Three months ended				
Reconciliation of Non-GAAP Measures	**9/30/22**	**6/30/22**	**3/31/22**	**12/31/21**	**9/30/21**
Net loss	$ (25,950)	$ (25,589)	$ (23,394)	$ (25,958)	$ (26,685)
Interest income, net	(506)	(253)	12	50	57
Provision for income taxes	81	(1,009)	(4,807)	(15)	43
Depreciation and amortization	1,240	1,227	409	160	130
EBITDA	(25,135)	(25,624)	(27,780)	(25,763)	(26,455)
Stock-based compensation	3,272	3,823	3,523	2,969	4,307
Compensation expense in connection with acquisitions	1,341	1,830	279	-	-
Other non-recurring acquisition expenses	405	119	620	-	-
Asset impairment	2,441	-	-	-	-
Loss on warranty accrual	-	-	-	730	5,700
Other adjustments	51	21	217	247	308
Adjusted EBITDA	$ (17,625)	$ (19,831)	$ (23,141)	$ (21,817)	$ (16,140)

Note: Information as of September 30, 2022. Source: SmartRent SEC filings.

Definition of Key Operating Metrics

SmartRent regularly monitors several operating and financial metrics to evaluate its operating performance, identify trends affecting its business, formulate business plans, measure its progress, and make strategic decisions. SmartRent's key operating metrics may not provide accurate predictions of future GAAP financial results.

Total Units Deployed is defined as the aggregate number of Hub Devices that have been installed (also including customer self-installations) as of a stated measurement date. The Company uses this operating metric to assess the general health and trajectory of its business growth.

Units Deployed is defined as the aggregate number of Hub Devices that have been installed (also including customer self-installations) during a stated measurement period. The Company uses this operating metric to assess the general health and trajectory of its business growth.

Committed Units is defined as the aggregate number of Hub Device units that are subject to binding orders from customers together with units that existing customers who are parties to a SmartRent master services agreement have informed us (on a non-binding basis) that they intend to order in the future for deployment within two years of the measurement date. The Company tracks the number of Committed Units to assess the general health and trajectory of its business and to assist in its longer-term resource analysis.

Units Booked is defined as the aggregate number of Hub Device units associated with binding orders executed during a stated measurement period. The Company utilizes the concept of Units Booked to measure estimated near-term resource demand and the resulting approximate range of post-delivery revenue that it will earn and record. Units Booked represent binding orders only and accordingly are a subset of Committed Units.

Annual Recurring Revenue ("ARR") is defined as the annualized value of our recurring SaaS revenue earned in the current quarter.