

2023 2Q Earnings Deck

August 2023



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) accelerate adoption of our products and services; (2) anticipate the uncertainties inherent in the development of new business lines and business strategies; (3) manage risks associated with our third-party suppliers and manufacturers and partners for our products; (4) manage risks associated with adverse macroeconomic conditions, including inflation, slower growth or recession, barriers to trade, changes to fiscal and monetary policy, tighter credit, higher interest rates, high unemployment, and currency fluctuations; (5) produce or obtain quality products and services on a timely basis or in sufficient quantity; (6) develop, design, manufacture, and sell products and services that are differentiated from those of competitors; (7) realize the benefits expected from our acquisitions; (8) acquire or make investments in other businesses, patents, technologies, products or services to grow the business; (9) successfully pursue, defend, resolve or anticipate the outcome of pending or future litigation matters; (10) attract, train, and retain effective officers, key employees and directors; (11) comply with laws and regulations applicable to our business, including privacy regulations; (12) anticipate the significance and timing of contractual obligations; and (13) maintain key strategic relationships with partners and distributors. 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 measure 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.

2Q 2023 - Improved Operating Performance; Path to Adjusted EBITDA Breakeven by Year End

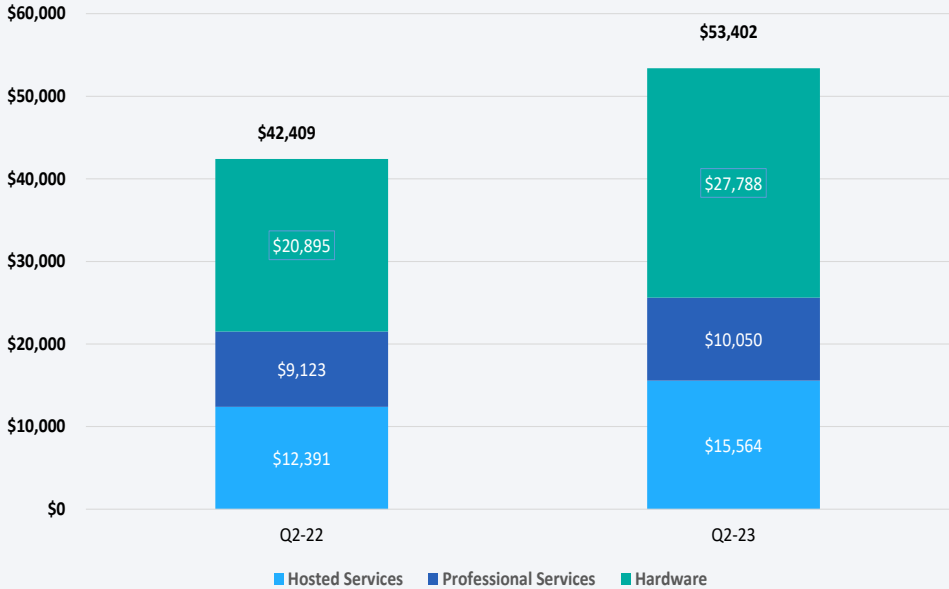
Strong Revenue Growth	Total Revenue of \$53.4M vs. 2Q 2022 of \$42.4M, up 26%: Hosted Services (SaaS) up 26% Y/Y; Deployed Units were up 48K in the period to 650K.
SaaS ARR	SaaS ARR was up 8% to \$38.8M From \$36.0M in Q1 2023.
Operating Performance Improvement	Overall Gross Margins were 18.5%, up from 2.3% 2Q 2022, and sequentially improving from 14.0% in 1Q 2023.
Adjusted EBITDA Improvement	Adjusted EBITDA of \$(6.4)M up from \$(19.8)M in 2Q 2022 and sequentially improving from \$(8.5)M in 1Q 2023.
Cash	The company ended 2Q 2023 with \$197M* and no debt.
Guidance	2023 Revenue Guidance Tightened to \$233M - \$250M from \$225M - \$250M. Adjusted EBITDA Guidance Tightened to \$(22)m - \$(18)M from \$(25)M - \$(15)M. Adjusted EBITDA Breakeven by year end (Unchanged).



*Please see our comments on our new distribution agreement and the anticipated positive impact to the balance sheet.

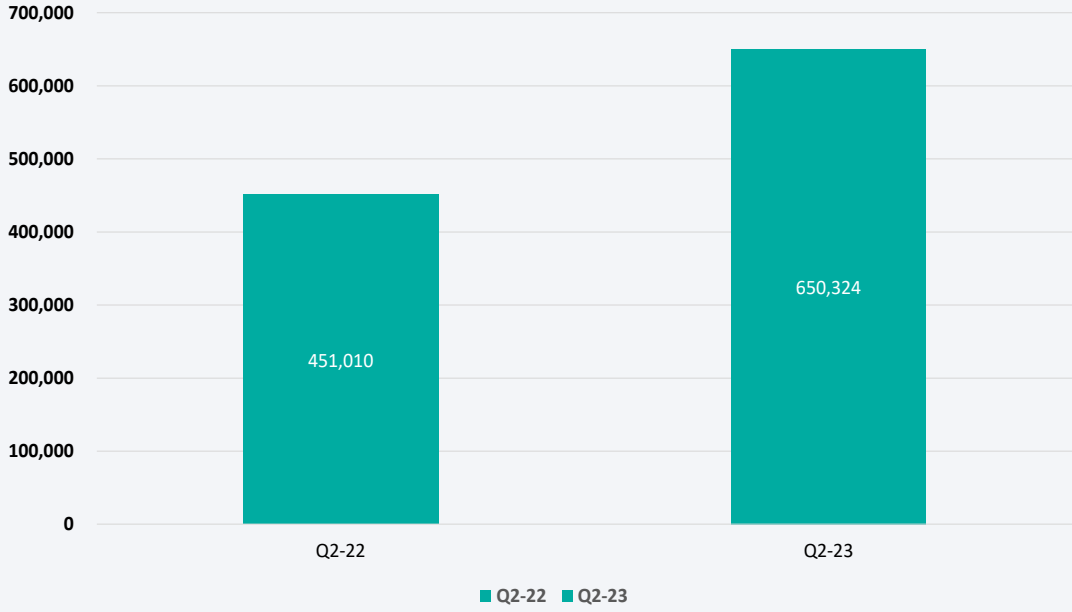
Q2 2023 Performance Y/Y Comparison

Revenue (000's)
+26%



Total Revenue Up 26% y/y
Hosted Revenue Up 26% y/y

Total Units Deployed
+44%



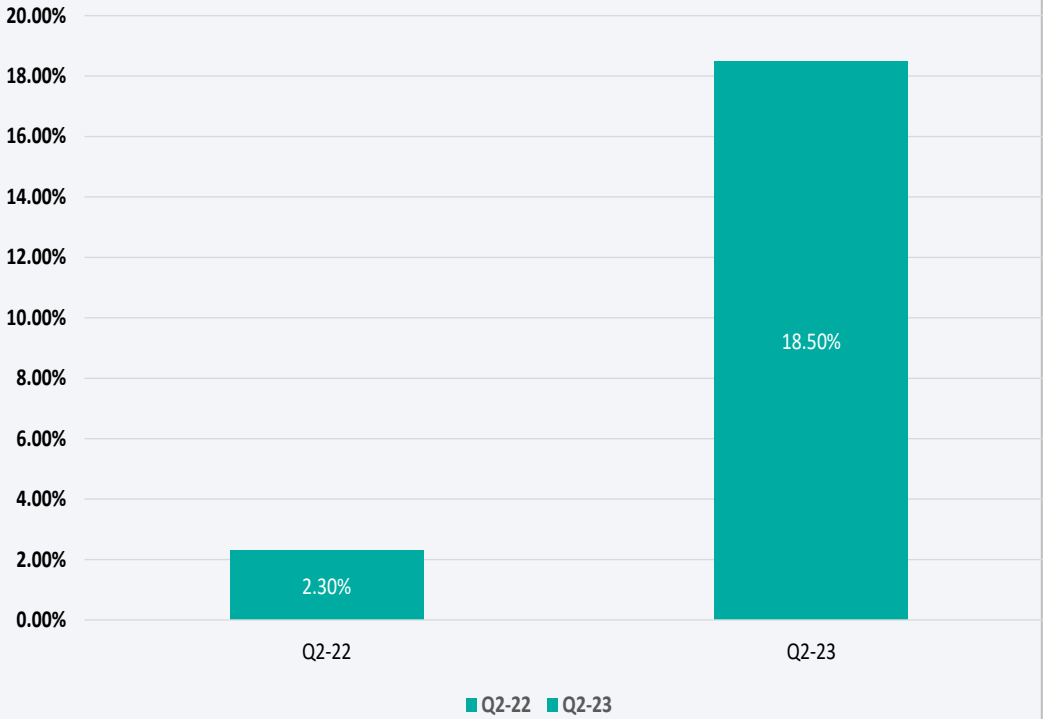
Total Units Deployed Up 44%



Q2 2023 Gross Margin Y/Y Comparison

Gross Margin

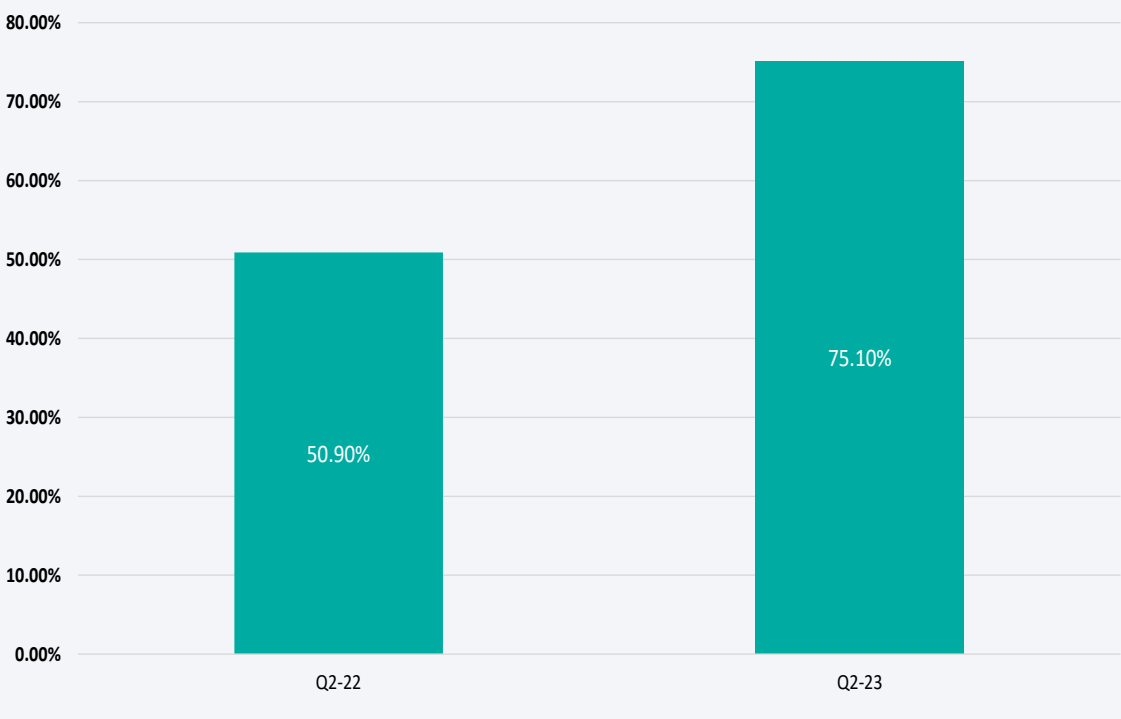
1,620 basis point improvement



Gross Margin Improved to 18.5% from 2.3% y/y
(up sequentially from 14.0% in Q1 2023)

SaaS Gross Margin

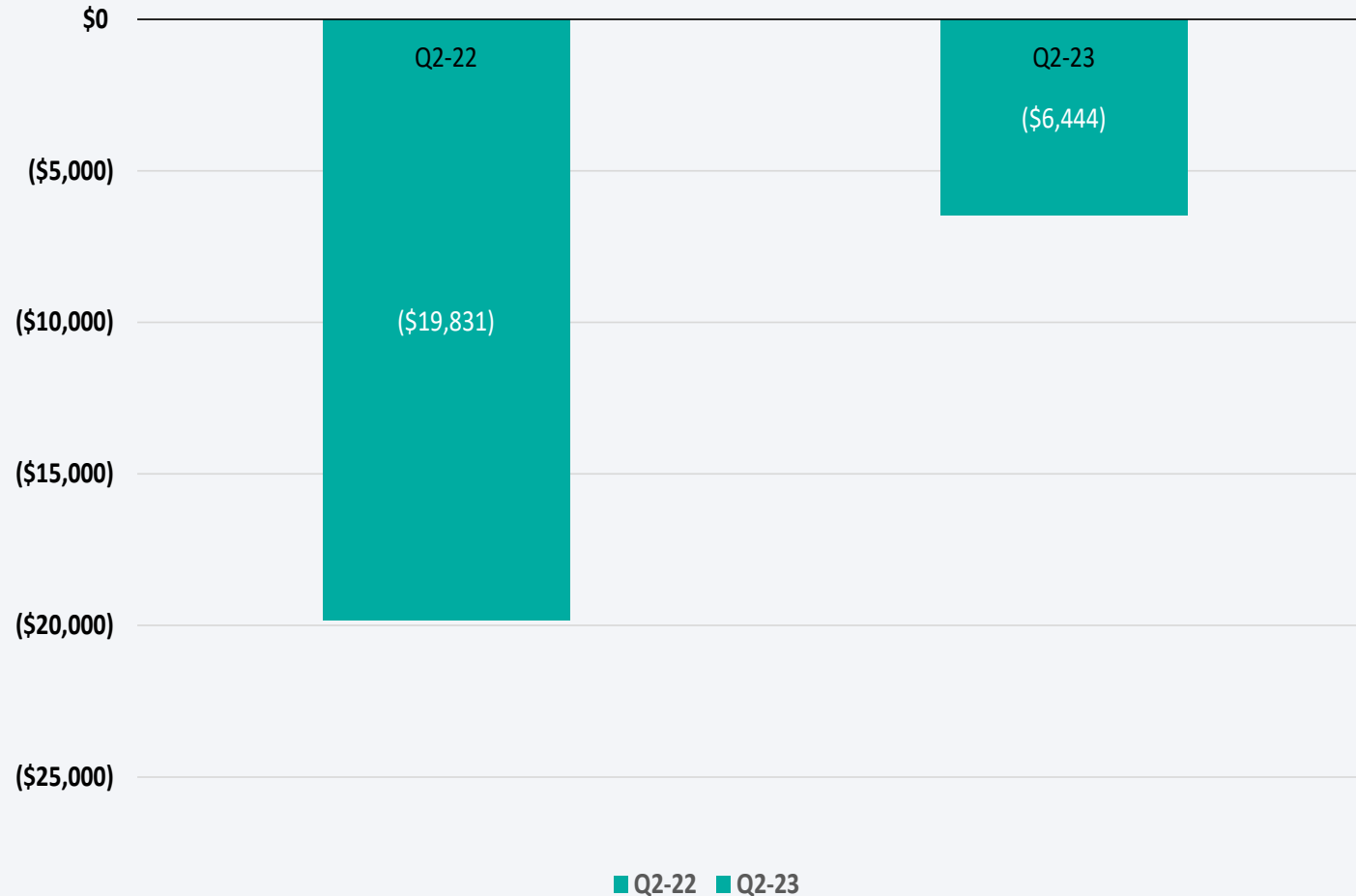
2,420 basis point improvement



SaaS Gross Margin Improved to 75.1% from 50.9% y/y
(up sequentially from 73.4% in Q1 2023)

Adjusted EBITDA Y/Y Comparison

Adjusted EBITDA (000's)
\$13.4M Improvement



Adjusted EBITDA loss improved Y/Y and sequentially – 5 consecutive periods of improvement

On-track to be Adjusted EBITDA breakeven by end of 2023

Cash Flow breakeven within six months of Adjusted EBITDA breakeven

Full-Year 2023 Outlook

	3Q 2023	4Q2023	Current 2023	Previous 2023
Total Revenue	\$57M to \$62M	\$58M to \$70M	\$233M to \$250M	\$225M to \$250M
Adjusted EBITDA	\$(6.5)M to \$(4.5)M	\$0M to \$2M	\$(22)M to \$(18)M	\$(25)M to \$(15)M

Expect Adjusted EBITDA breakeven by year end 2023

Cash Flow breakeven within six months of Adjusted EBITDA breakeven



Preferred Distribution Agreement with ADI Global

Benefits Our Cash Position, Enhances Our Ability to Scale, and Converts Fixed Costs Into Variable Costs

**2Q 2023
Inventory \$60.5M**

**Significant Reduction
in Inventory
(12 months)**

**Less inventory
= More Cash**



- Expect our cash to increase as we transfer a portion of our existing inventory to ADI
- Strengthens our competitive position by enhancing our ability to scale without impacting our working capital
- Enables us to convert fixed costs into variable costs while also reducing the financial exposure we have in lower deployment volume months

ADI Global Distribution, a Resideo Company



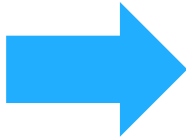
Community WiFi | New Large Market

Unit Economics – based on 200 Unit Apartment Community

Unit Economics (200 Unit Apartment)



\$250K-350K
Cash Expense
to Deploy WiFi




20%
IRR for
REIT/Mgmt Co

Wi-Fi Per Unit



\$70 per
unit cost
Monthly
Revenues



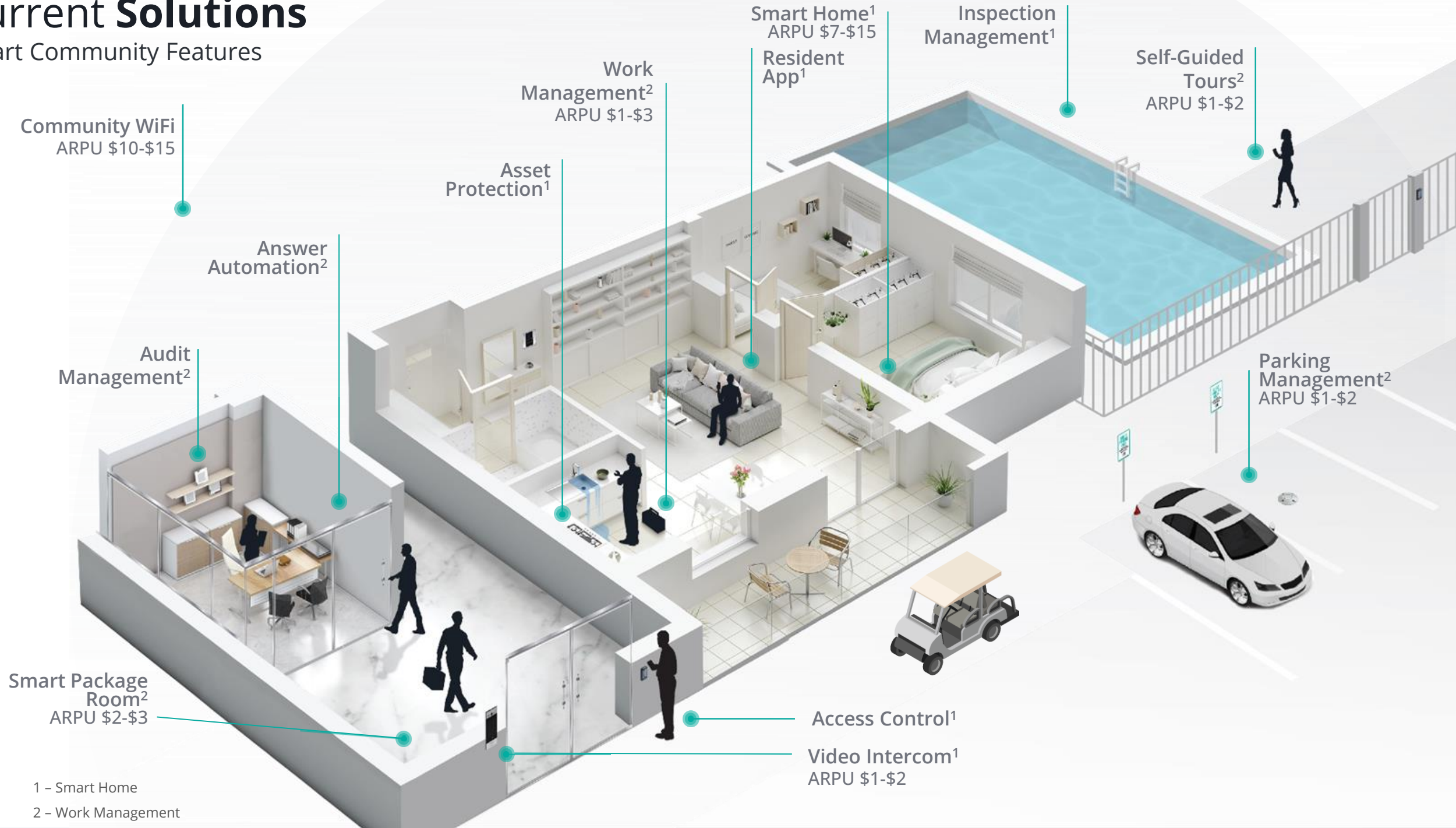
\$10-15 per
resident
SmartRent
Monthly Revenues

- SmartRent is the only company offering a total solution to the multifamily market
- The majority of our customers are looking to deploy their own WiFi
- Expect strong growth in 2025 from WiFi due to long lead and deployment cycles



Current Solutions

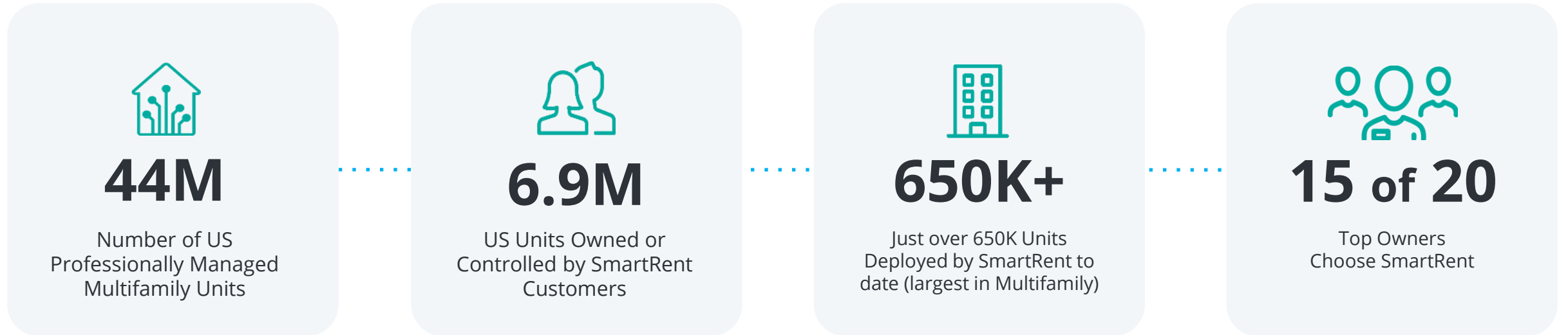
Smart Community Features



1 - Smart Home
2 - Work Management



Large Market For Continued Internal Growth



- Leader in Multifamily
- Current Customer Base Provides a 10-Fold Growth Opportunity
- 15 of the largest 20 REITS in the US use SmartRent (7 of 20 are current investors)
- Over 90% of our revenue is generated from retrofit markets vs. new construction



Q&A/Appendix

TTM Consolidated Balance Sheet

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

	<u>6/30/2023</u>	<u>3/31/2023</u>	<u>12/31/2022</u>	<u>9/30/2022</u>	<u>6/30/2022</u>
Cash and cash equivalents	\$ 196,970	\$ 203,933	\$ 210,409	\$ 210,112	\$ 255,008
Accounts receivable, net	60,032	59,069	62,442	64,085	45,135
Inventory	60,506	66,853	75,725	61,258	59,235
Total current assets	346,205	357,494	378,356	363,542	389,430
Goodwill and intangible assets, net	146,453	147,422	148,391	150,057	151,103
Total assets	521,481	536,340	560,845	551,138	575,807
Deferred revenue, current portion	92,866	88,459	80,020	63,840	65,108
Total current liabilities	120,573	123,375	132,776	97,836	102,927
Deferred revenue, long-term portion	49,970	54,510	59,928	64,329	60,337
Total liabilities	174,276	181,723	196,645	169,269	171,199
Total stockholders' equity (including convertible preferred stock)	347,205	354,617	364,200	381,869	404,608
Total liabilities, convertible preferred stock and stockholders' equity	521,481	536,340	560,845	551,138	575,807



TTM Condensed Consolidated Statement of Operations

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

	Three months ended				
	<u>6/30/2023</u>	<u>3/31/2023</u>	<u>12/31/2022</u>	<u>9/30/2022</u>	<u>6/30/2022</u>
Revenue					
Hardware	\$ 27,788	\$ 37,325	\$ 17,680	\$ 26,683	\$ 20,895
Professional services	10,050	12,769	8,791	7,478	9,123
Hosted services	15,564	14,985	14,080	13,341	12,391
Total revenue	53,402	65,079	40,551	47,502	42,409
Cost of revenue					
Hardware	21,990	32,572	15,063	25,417	20,951
Professional services	15,809	17,634	15,879	14,386	14,115
Hosted services	5,720	5,758	5,688	6,516	6,355
Total cost of revenue	43,519	55,964	36,630	46,319	41,421
Total operating expense	21,970	24,409	26,191	27,848	28,001
Loss from operations	(12,087)	(15,294)	(22,270)	(26,665)	(27,013)
Net loss	(10,349)	(13,215)	(21,389)	(25,950)	(25,589)
Other comprehensive loss					
Foreign currency translation adjustment	(9)	104	898	(493)	(407)
Comprehensive loss	(10,358)	(13,111)	(20,491)	(26,443)	(25,996)
Net loss per common share					
Basic and diluted	\$ (0.05)	\$ (0.07)	\$ (0.11)	\$ (0.13)	\$ (0.13)
Weighted-average number of shares used in computing net loss per share					
Basic and diluted	199,619	198,334	197,011	196,486	196,693



Reconciliation of Non-GAAP Metrics

(\$ in thousands)

	Three months ended				
	6/30/2023	3/31/2023	12/31/2022	9/30/2022	6/30/2022
Net loss	\$ (10,349)	\$ (13,215)	\$ (21,389)	\$ (25,950)	\$ (25,589)
Interest income, net	(1,815)	(2,016)	(1,199)	(506)	(253)
Provision for income taxes	18	(7)	347	81	(1,009)
Depreciation and amortization	1,342	1,254	1,386	1,240	1,227
EBITDA	(10,804)	(13,984)	(20,855)	(25,135)	(25,624)
Stock-based compensation	3,276	3,680	3,098	3,272	3,823
Compensation expense in connection with acquisitions	370	1,625	1,592	1,341	1,830
Severance charges	488	-	-	-	-
Other non-recurring acquisition expenses	226	205	53	405	119
Asset impairment	-	-	2,000	2,441	-
Other adjustments	-	-	-	51	21
Adjusted EBITDA	\$ (6,444)	\$ (8,474)	\$ (14,112)	\$ (17,625)	\$ (19,831)



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.

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