SMARTRENT®

INVESTOR OVERVIEW

Smart Community and Smart Operations Solutions for the Rental Housing Industry

AUGUST 5, 2026



FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements generally relate to future events or our future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as "goal," "target," "future," "estimate," "expect," "anticipate," "intend," "plan," "seek," "project," "may," "should," "will," or the negative form of these expressions or similar expressions. Forward-looking statements expressed or implied in this presentation include, but are not limited to, statements regarding our SaaS expansion; expected market opportunity; cost reductions; expected future business and financial performance and areas of focus; expected growth in revenue and Adjusted EBITDA; expected growth of our community WiFi solution; expected growth in ARR; expected capital allocation; expected customer benefits and our stock repurchase program. 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 are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. 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) attract, train, and retain effective officers, key employees and directors; and manage risks associated with the leadership transition; (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) comply with laws and regulations applicable to our business, including privacy regulations; (11) realize the benefits expected from our stock repurchase program; and (12) maintain key strategic relationships with partners and distributors. 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 press release, including EBITDA, Adjusted EBITDA and Core Revenue. 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. All historic non-GAAP financial measures have been reconciled with the most directly comparable GAAP financial measures - these non-GAAP financial measures are not intended to supersede or replace our GAAP results. We define EBITDA as net income (loss) computed in accordance with GAAP before interest income, net, income tax expense (benefit) and depreciation and amortization. We define Adjusted EBITDA as EBITDA before expenses related to non-recurring legal matters, stock-based compensation expense, goodwill impairment, non-recurring warranty provisions, other acquisition expenses, and other expenses caused by non-recurring, or unusual, events that are not indicative of our ongoing business. We define Core Revenue as total revenue excluding hub amortization. EBITDA, Adjusted EBITDA and Core Revenue may be determined or calculated differently by other companies. Reconciliations of these non-GAAP measures to the most directly comparable GAAP financial measures have been provided in the financial statement tables included in this press release, and investors are encouraged to review the reconciliations. EBITDA, Adjusted EBITDA and Core Revenue are not used as measures of SmartRent's liquidity and should not be considered alternatives to net income or loss or any other measure of financial performance presented in accordance with GAAP. SmartRent's management uses EBITDA and Adjusted EBITDA in a number of ways to assess the Company's financial and operating performance and believes that these measures provide useful information to investors regarding financial and business trends related to SmartRent's results of operations. EBITDA and Adjusted EBITDA are also used to identify certain expenses and make decisions designed to help SmartRent meet its identified financial and operational goals and to optimize its financial performance, while neutralizing the impact of some expenses included in our 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. SmartRent's management believes Core Revenue more accurately reflects the underlying volume of the business as it excludes non-cash revenue from hubs shipped in prior years.

INVESTMENT HIGHLIGHTS

Transforming property operations with a hardware-enabled SaaS platform

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Leading Smart Home Technology Provider to the Rental Housing Market

End-to-End Open-API Platform with the Broadest Combination of Hardware & SaaS Solutions

Attractive Investment Returns for Customers on Existing and New Offerings

Fortress Balance Sheet

Largest Operators in the Industry Utilize SmartRent

Growing Recurring Revenue Base, High-Margin SaaS Mix

Large and Under-penetrated Market

Disciplined Capital Allocation

VISION 2028

Two clear priorities for value creation

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ACCELERATING GROWTH BY REINFORCING AND EXPANDING OUR COMPETITIVE MOAT

- Growing our installed footprint at a double-digit pace
- Scaling a world-class go-to-market organization to facilitate increased revenue velocity
- Deepening platform integration with increasing infusion of data, analytics and AI, offering expanded ROI for customers and an elevated resident experience

ACHIEVING PROFITABILITY THROUGH A MORE SCALABLE, LEVERAGEABLE OPERATING MODEL

- Simplifying hardware architecture by investing in next-generation capabilities that increase insights and foster a more leverageable platform
- Continuing to strengthen internal operating rigor to drive sustainable leverage and free cash flow

Directional Goals: Installed Base Growth

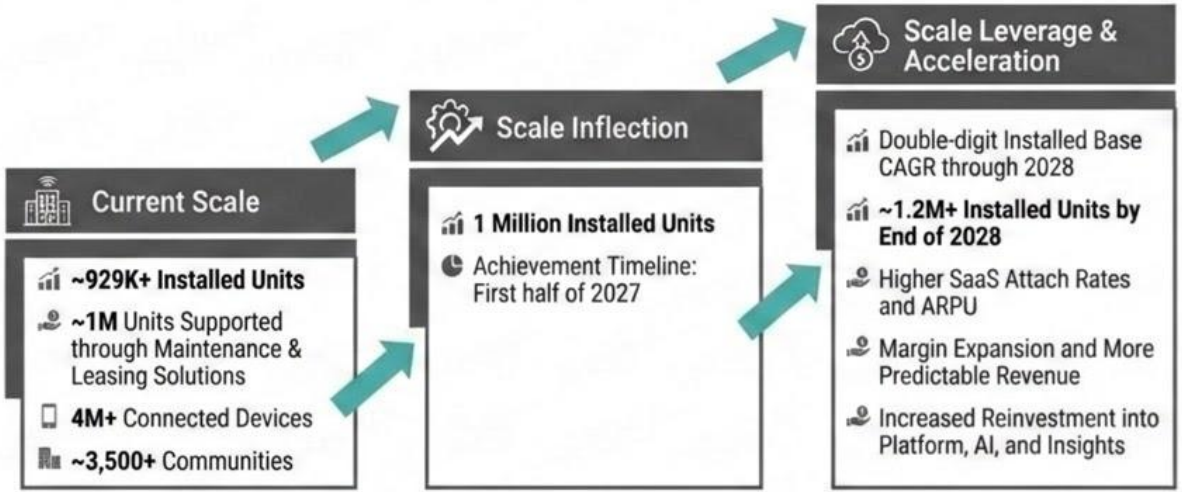
- **March to One Million:** ~1M+ Installed Units in the first half of 2027
- **Long-Term Target:** ~1.2M+ Installed Units by end of 2028
- **Growth Trajectory:** Double-digit CAGR installed base through end of 2028

VISION 2028

MARCH TO ONE MILLION UNITS

Expanding the Installed Base to Drive Recurring Revenue

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SMARTRENT AT A GLANCE

March to One Million Units

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Leading smart home technology provider in the rental housing industry with more deployed units than all other providers combined

Powerful combination of hardware and sophisticated SaaS solutions

Robust platform offers seamless visibility and control, empowering property owners to simplify operations, automate workflows, and deliver exceptional resident experiences

SmartRent's scalability and reliability solidifies the company's industry-leading position

~4M+ Devices Installed	**3,500+** Communities	**2017** Founded
~1M SmartOperations Units	**~600** Unique Customers	**2021** NYSE Listed
~929K Total Units Deployed(1)	**~5.8M** Opportunities with Existing Customers	**15 of 20** Top Owners Choose SmartRent(2)

1. Company data as of June 30, 2026
2. NMHC top owner list as of January 2025.

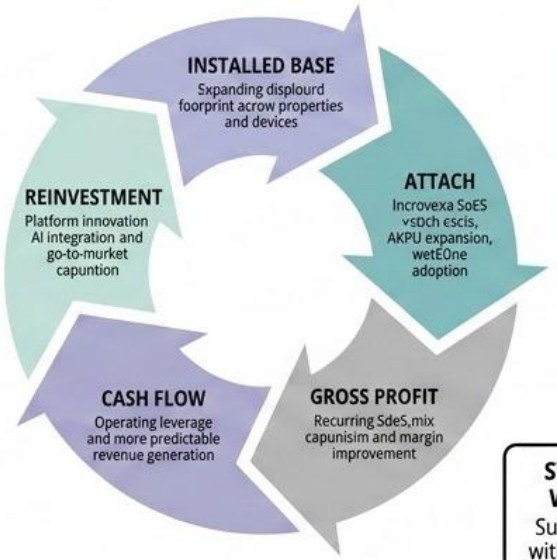
VALUE CREATION FRAMEWORK

Disciplined Execution Driving Durable Cash Generation

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PROOF OF SCALE TODAY

- ~929K+ Installed Units
- ~4M+ Devices Installed
- ~3,500+ Communities
- ~1M Units Supported through Maintenance & Leasing Solutions



APPROACHING ~1M DEPLOYED UNITS

- Expected in the first half of 2027
- Double-Digit Installed Base CAGR through 2028

STRONG ROI THROUGH KEY WORKFLOW INTEGRATION

Supports the continued expansion with existing and new deployments.

TOP-TIER MULTIFAMILY CLIENT BASE

Scale + Enterprise Reinforce Competitive Moat

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15 of the **Top 20** Multifamily Operators

SmartRent's solutions have allowed us to take our property operations to the next level. **Every day, we are realizing benefits in the form of increased efficiencies, and in the enhanced experiences** we are able to deliver to our on-site teams and residents.

–Equity Residential



~3% **of addressable multifamily market represented by top 20 owners / operators[1]**

Source: NMHC, Company filings, SmartRent data as of March 31, 2026

1. NMHC top owners list identifies top owners who are also members of NMHC, excludes non-members, assumes 28M rental apartment units and 15M single family rental residences in the U.S.

COMPELLING ORGANIC GROWTH OPPORTUNITY

Vast White Space Within Installed Base

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VISION 2028

> ~1.2M+
Units Deployed

Double-Digit CAGR
Installed Base Growth

~6.8M
US Units Owned or Controlled by our ~600 Customers

~5.8M
Substantial growth opportunity within existing customer base

~929K+
Units Deployed

Expansion Opportunity

SmartRent's existing client base **owns or controls ~6.8M units**, providing ample opportunity to grow

Note: Information as of June 30, 2026. Source: SmartRent SEC filings.

SUSTAINABLE COMPETITIVE ADVANTAGE

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Effective **Technology Solutions** Built by Real Estate Operators

Flexible Technology Solutions

Customer needs drive the design and deployment of our solutions

Professional White Glove Installation

Retrofit and new build installation capabilities increases TAM while mitigating risk of new construction cyclicality

Brand Strength

Category leader with first mover advantage and high long-term customer loyalty(1)

(1) Customer Churn 0.00% for Smart Communities Solutions, for the quarter ended June 30, 2026

Building Blocks to SaaS ARR Growth

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Focus on key metrics that **drive growth** in annual recurring revenue and **enhance company performance**.



Driving Market Leadership and Consistent Profitability

Units Deployed

Expanding Our Reach

Strategically expanding the deployment of our units across new and existing markets, setting the stage for amplified recurring revenue streams.

Avg Revenue Per Unit (ARPU)

Elevating Customer Value

Leverage early market entry to continually refine and enrich our offerings, enhancing customer satisfaction and driving up the average revenue per user through advanced features that meet customer needs.

Net Revenue Retention

Cultivating Loyalty

Customer Net Revenue Retention rates(1) in excess of 100% are a testament to success in maintaining and growing revenue from existing customers through upselling and cross-selling.

(1) Property Net Revenue Retention 99%, Customer Net Revenue Retention 111%, for the quarter ended June 30, 2026, Source: SmartRent SEC filings

BENEFITS OF SMART COMMUNITIES

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Our **Smart Communities Solutions** allow owners and operators to provide residents with an elevated user experience.





Access Control

Allows properties to grant common area access to residents such as gyms, pools, meeting rooms, etc.

Resident App and Experience

The SMRT Resident app gives the resident control, comfort and convenience in the palm of their hands. With just a tap residents can lock and unlock their front door, control their thermostats and more.







Self-Guided Tours

Allows prospects to tour a home on their own without needing on-site staff. Prospects don't need to download an app and can allow for multiple showings at one time.

Smart Apartments

A platform that connects all smart devices in a community to a single dashboard, saving money for owners and operators, time for site teams and an elevated experience for residents.

Package Management

Smart Package Room identifies, tracks and manages every packaged delivered to a community and helps residents easily retrieve their packages.

BENEFITS OF SMART OPERATIONS

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Our **Smart Operations Solutions** allow for seamless, effortless data sharing for fast workflows.

Audit Management

Empowers owners and operators to conduct lease-file audits with greater certainty and efficiency.

Inspection Management

Automates property inspections that monitor the performance and condition of the portfolio. As well as schedule and conduct inspections, perform due diligence and plan for improvements.

Answer Automation

Automates the process of providing accurate and timely responses to common inquiries and leasing questions. Residents can easily create work orders that are automatically assigned, improving response times and increasing user satisfaction.

Work Management

Brings mobile maintenance, project management, asset tracking and communications all into one easy-to-use platform fostering collaboration and accountability.

Customer Value Proof Points

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20 - 30%* | Savings on Utilities

Operational Efficiencies

Reach Centralization Goals
Self-Guided Tours to Optimize Showing Hours
Automate Work Order Creation with Integrated PMS
Operate in One Platform for a Fully Integrated Ecosystem
Automated Documentation
Built in Communication Channels

70 - 90%* | Decrease in Water Damage Expenses

Asset Protection

Automate Alerts
Helps Owners/Operators Meet Decarbonization Goals
Leak Detection/Lower Insurance Premiums
Vacant Unit Management
Preventative Maintenance Tracking
Track Fixed Assets
Enhanced Capital Improvement Assessment

$30 - $60* | Rent Increase per Unit/Month

Revenue Generation

Ancillary Monetization Opportunities
Increase Resident Retention/Premium Rental Rates
Reduce Resident/Site Team Onboarding Costs
Accelerate Leasing Velocity
Reduced Vacancy Loss Through Increased Turn Times

*Based on customer feedback through 2022

ROBUST BALANCE SHEET

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$93M
Cash balance as of June 30, 2026

Exceptional Liquidity
Ensuring substantial operational and strategic flexibility. Ready capital for organic reinvestments, acquisitions and innovation

$75M
Undrawn Line of Credit

Access to Capital
Additional financial leverage to seize investment opportunities quickly and effectively as they arise, ensuring we can continue to expand and innovate without delay

NO DEBT

Debt-free position
Reflects our conservative financial management and strategic planning. A clear signal of our commitment to sustainable growth and fiscal prudence

Fortress Balance Sheet Supporting Strategic Growth

CAPITAL ALLOCATION: BLUEPRINT FOR LONG-TERM VALUE CREATION

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Capital allocation philosophy aligned to value creation. Systematically deploying resources to amplify our competitive edge and drive sustainable growth

Value-Creating Growth

Organic Reinvestment

Focused on Installed Base Expansion & SaaS Margin Leverage

Robust Financial Health

Maintaining an A+ Balance Sheet

Maintain a strong balance sheet, transition to sustainable free cash flow and enhancing financial flexibility to support long-term strategies.

Return of Capital

Capital Return

$25M[1] Stock Repurchase Program to demonstrate confidence in our intrinsic value.

Opportunistic M&A

Strategic Acquisition(s)

Maintaining reserves to swiftly capitalize on strategic acquisitions that enhance value.

1. Information as of July 24, 2026. Board approved a new $25.0M share repurchase authorization following the repurchase of 2.8M shares ($3.4M) during Q2 2026. Source: SmartRent SEC filings.

SMART COMMUNITY FEATURES

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APPENDIX

TTM CONDENSED CONSOLIDATED BALANCE SHEET

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Condensed Balance Sheets	6/30/26	3/31/26	12/31/25	9/30/25	6/30/25
Cash and cash equivalents	$ 92,662	$ 98,821	$ 104,550	$ 100,022	$ 105,044
Accounts receivable, net	38,105	36,753	47,401	52,195	58,571
Inventory	21,331	24,397	26,670	28,087	33,352
Total current assets	162,399	168,574	187,878	201,465	217,543
Goodwill and intangible assets, net	109,903	110,872	111,840	112,809	113,777
Total assets	293,698	300,236	320,925	335,797	353,969
Deferred revenue, current portion	19,022	24,920	32,966	36,195	37,807
Total current liabilities	42,684	42,719	60,018	72,623	80,059
Deferred revenue, long-term portion	20,647	21,368	22,968	22,561	28,550
Total liabilities	68,560	69,562	88,786	101,385	115,120
Total stockholders' equity (including convertible preferred stock)	225,138	230,674	232,139	234,412	238,849
Total liabilities, convertible preferred stock and stockholders' eq	293,698	300,236	320,925	335,797	353,969

Note: Information as of June 30, 2026. Source: SmartRent SEC filings

TTM CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

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

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Condensed Statements of Operations	6/30/26	3/31/26	12/31/25	9/30/25	6/30/25
Revenue					
Hardware	$ 13,624	$ 15,381	$ 12,494	$ 11,506	$ 15,143
Professional services	$ 8,636	$ 6,033	$ 5,878	$ 7,035	$ 4,327
Hosted services	$ 17,584	$ 17,269	$ 18,100	$ 17,661	$ 18,838
Total revenue	39,844	38,683	36,472	36,202	38,308
Cost of revenue					
Hardware	11,914	12,576	12,165	13,836	12,868
Professional services	6,860	5,898	5,837	6,800	6,237
Hosted services	4,850	5,088	4,400	5,997	6,535
Total cost of revenue	23,624	23,562	22,402	26,633	25,640
Total operating expense	22,681	20,215	18,045	16,596	24,353
Impairment charge	-	-	-		
Loss from operations	(6,461)	(5,094)	(3,975)	(7,027)	(11,685)
Net loss	(5,641)	(4,448)	(3,244)	(6,270)	(10,860)
Other comprehensive loss					
Foreign currency translation adjustment	387	(467)	(260)	(6)	639
Comprehensive loss	(5,254)	(4,915)	(3,504)	(6,276)	(10,221)
Net loss per common share					
Basic and diluted	$ (0.03)	$ (0.02)	$ (0.02)	$ (0.03)	$ (0.06)
Weighted-average number of shares used in computing net loss per share					
Basic and diluted	192,414	191,654	189,217	188,376	188,755

Note: Information as of June 30, 2026. Source: SmartRent SEC filings

RECONCILIATION OF NET LOSS TO EBITDA AND ADJUSTED EBITDA

(Unaudited, $ in thousands)

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Reconcilation of Non-GAAP Measures	6/30/26	3/31/26	12/31/25	9/30/25	6/30/25
Net loss	$ (5,641)	$ (4,448)	$ (3,244)	$ (6,270)	$ (10,860)
Interest income, net	(726)	(761)	(818)	(891)	(1,012)
Income tax expense (benefit)	(162)	40	(90)	56	(33)
Depreciation and amortization	2,291	2,223	2,220	2,201	2,066
EBITDA	(4,238)	(2,946)	(1,932)	(4,904)	(9,839)
Legal matter	1,385	37	31	(2,464)	(780)
Stock-based compensation	3,233	3,057	1,698	2,084	2,161
Goodwill Impairment	-	-	-		
Inventory Impairment	-	-		1,794	
Impairment on equity investment					
Compensation expense in connection with acquisitions					
Severance charges					
Other acquisition expenses					(283)
Non-recurring warranty provision				(350)	
Other non-operating expenses*	337	226	417	915	1,392
Adjusted EBITDA	$ 717	$ 374	$ 214	$ (2,925)	$ (7,349)

Note: Information as of June 30, 2026. Source: SmartRent SEC filings, *includes severance costs.

KEY OPERATING METRICS

(Unaudited, $ in thousands)

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	For the three months ended June 30,				
		2026		2025	% Change
Hardware					
Hardware Units Shipped		23,249		26,543	(12)%
Hardware ARPU[2]	$	586	$	571	3%
Professional Services					
New Units Deployed		18,857		21,068	(10)%
Professional Services ARPU[2]	$	580	$	365	59%
Hosted Services					
Units Deployed [1]		929,487		847,956	10%
Average aggregate units deployed		920,366		837,784	10%
SaaS ARPU[2]	$	5.84	$	5.66	3%
Bookings - TTM					
Units Booked - TTM		112,560		80,218	40%
Bookings (in 000's) - TTM	$	124,676	$	107,203	16%
Units Booked SaaS ARPU - TTM[2]	$	7.09	$	9.08	(22)%

(1) As of the last date of the quarter
(2) ARPU metrics may vary significantly based on scope and mix during the period.

Note: Information as of June 30, 2026. Source: SmartRent SEC filings.

RECONCILIATION OF TOTAL REVENUE TO CORE REVENUE

(Unaudited, $ in thousands)

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	For the three months ended June 30,		For the six months ended June 30,	
	2026	2025	2026	2025
	(dollars in thousands)		(dollars in thousands)	
Total revenue	$ 39,844	$ 38,308	$ 78,527	$ 79,652
Hub amortization revenue	(1,456)	(4,619)	(3,506)	(9,277)
Total core revenue	$ 38,388	$ 33,689	$ 75,021	$ 70,375

Note: Information as of June 30, 2026. Source: SmartRent SEC filings

DEFINITION OF KEY OPERATING METRICS

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We review the following operating metrics to evaluate our business, measure our performance, identify trends affecting our business, formulate business plans and make strategic decisions. Our metrics are not based on any standardized industry methodology and are not necessarily calculated in the same manner or comparable to similarly titled measures presented by other companies. Similarly, our metrics may differ from estimates published by third parties or from similarly titled metrics of our competitors due to differences in methodology. The numbers that we use to calculate the below metrics are based on internal data. While these numbers are based on what we believe to be reasonable judgments and estimates for the applicable period of measurement, there are inherent challenges in measuring usage. We regularly review and may adjust our processes for calculating our internal metrics to improve their accuracy. If investors or analysts do not perceive our metrics to be accurate representations of our business or If investors or analysts do not perceive our metrics to be accurate representations of our business, or if we discover material inaccuracies in our metrics, our business could be harmed.

New Units Deployed

The aggregate number of Hub Devices that were installed (including customer self-installations) and resulted in a new active subscription during a stated measurement period.

Annual Recurring Revenue ("ARR")

Annualized value of our SaaS Revenue earned in the current quarter, which we calculate by taking the total amount of SaaS Revenue in the current quarter and multiplying that amount by four.

Units Booked SaaS ARPU

The first year ARR for binding orders with Units Booked executed during the stated measurement period divided by the total Units Booked in the same period, divided by the number of months in the period.

Hardware ARPU

Total hardware revenue during a given period divided by the total Units Shipped during the same period.

Professional Services ARPU

Total professional services revenue during a given period divided by the total New Units Deployed, excluding customer self-installations, during the same period.

Customer Net Revenue Retention

SaaS Revenue at the end of the current period related to customers which had SaaS Revenue at the end of the same period in the prior year, divided by SaaS Revenue at the end of the same period in the prior year for those same customers.

Property Net Revenue Retention

SaaS Revenue at the end of the current period related to properties which had SaaS Revenue at the end of the same period in the prior year, divided by SaaS Revenue at the end of the same period in the prior year for those same properties.

Units Deployed

The aggregate number of Hub Devices that have been installed (including customer self installs) and have an active subscription as of a stated measurement date.

Units Booked

The aggregate number of Hub Device units subject to binding orders executed during a stated measurement period that are expected to result in a New Unit Deployed.

Bookings

The contract value of hardware, professional services, and the first year of ARR for binding orders executed during a stated measurement period, including renewals and upgrades.

Units Shipped

The aggregate number of Hub Devices that have been shipped to customers during a stated measurement period.

SaaS ARPU

Total SaaS Revenue during a given period divided by the average aggregate Units Deployed in the same period divided by the number of months in the period..

Customer Churn

Cancelled deployed units during the measurement period divided by Units Deployed as of the beginning of the measurement period.

SaaS Revenue

SaaS Revenue as subscription revenue from fees paid by customers for access to one or more of SmartRent's software applications, including access controls, asset monitoring and related services, and our Community WiFi solution.

THANK YOU

For more information, please contact
investors@smartrent.com