

SmartRent®

Investor Presentation

September 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 expectations regarding key 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) manage risks associated with our third-party suppliers and manufacturers and partners for our products; (4) produce or obtain quality products and services on a timely basis or in sufficient quantity; (5) meet legal obligations, including laws and regulations related to security and privacy; (6) prevent unauthorized or inadvertent access to our information technology systems and customer or resident data; (7) hire, retain, manage and motivate employees, including key personnel; (8) prevent interruptions to, or other problems with, our website and interactive user interface, information technology systems, manufacturing processes or other operations; (9) prevent or successfully resolve legal proceedings, recall claims, and governmental inquiries; and (10) manage risks associated with product liability, warranty, personal injury, property damage and recall matters. 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.

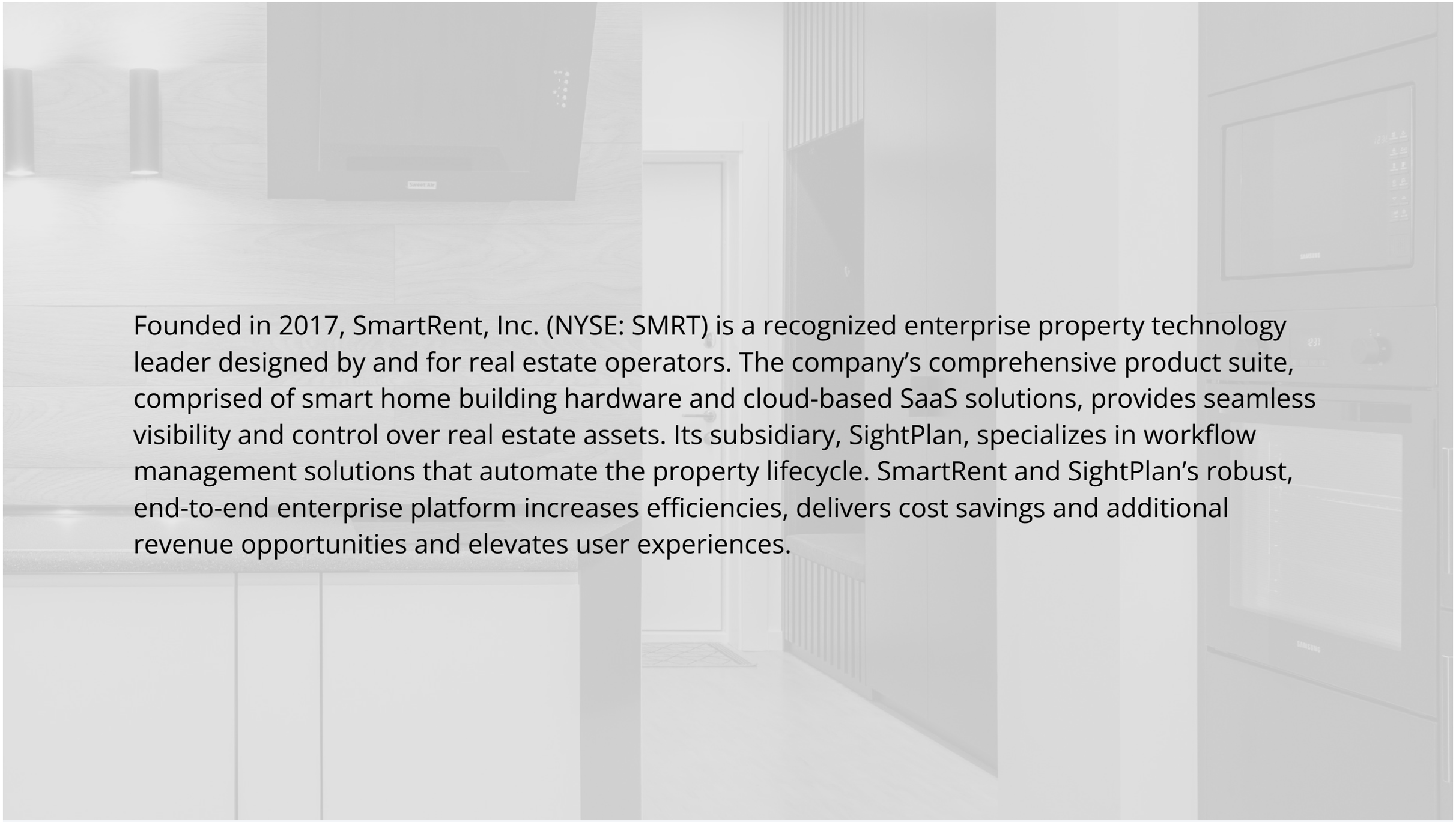
The forward-looking statements herein represent the judgment of the Company as of the date of this presentation, and we disclaim any intent or obligation to update forward-looking statements, unless required by applicable law. This presentation should be reviewed in conjunction with the information included 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 measures 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.



Founded in 2017, SmartRent, Inc. (NYSE: SMRT) is a recognized enterprise property technology leader designed by and for real estate operators. The company's comprehensive product suite, comprised of smart home building hardware and cloud-based SaaS solutions, provides seamless visibility and control over real estate assets. Its subsidiary, SightPlan, specializes in workflow management solutions that automate the property lifecycle. SmartRent and SightPlan's robust, end-to-end enterprise platform increases efficiencies, delivers cost savings and additional revenue opportunities and elevates user experiences.

Second Quarter Highlights [1]

- 60,000 Unit deployments reach new quarterly record, up 153%, bringing total unit deployments to over 450,000 up 113%.
- Total revenues up 96% to $42.4 million marking another quarterly record.
- Continued strong demand growth as total customers reach 447 with over 6 million units owned or controlled.
- Generated 2.3% gross profit margin driven by Hosted Services ARPU growth and improved efficiencies in Professional Services.
- Solid cash position of $263 million and no debt.
- Backlog reaches record 100,000 units as supply chain delays limit deployments.
- Outlook revision warranted to align with component availability.

1. Information as of June 30, 2022. Source: SmartRent SEC filings.
Results compared to prior year period unless otherwise noted.

SmartRent's scale leads to new company records.



2.0M+
Total Devices Installed



2M+
Total Users



450K+
Total Units Deployed



3,800+
Apartment Communities Served



447
Unique Customers



6.0M+
Unit Opportunity from Existing Customers

Select Financial Results[1]

($ Millions)

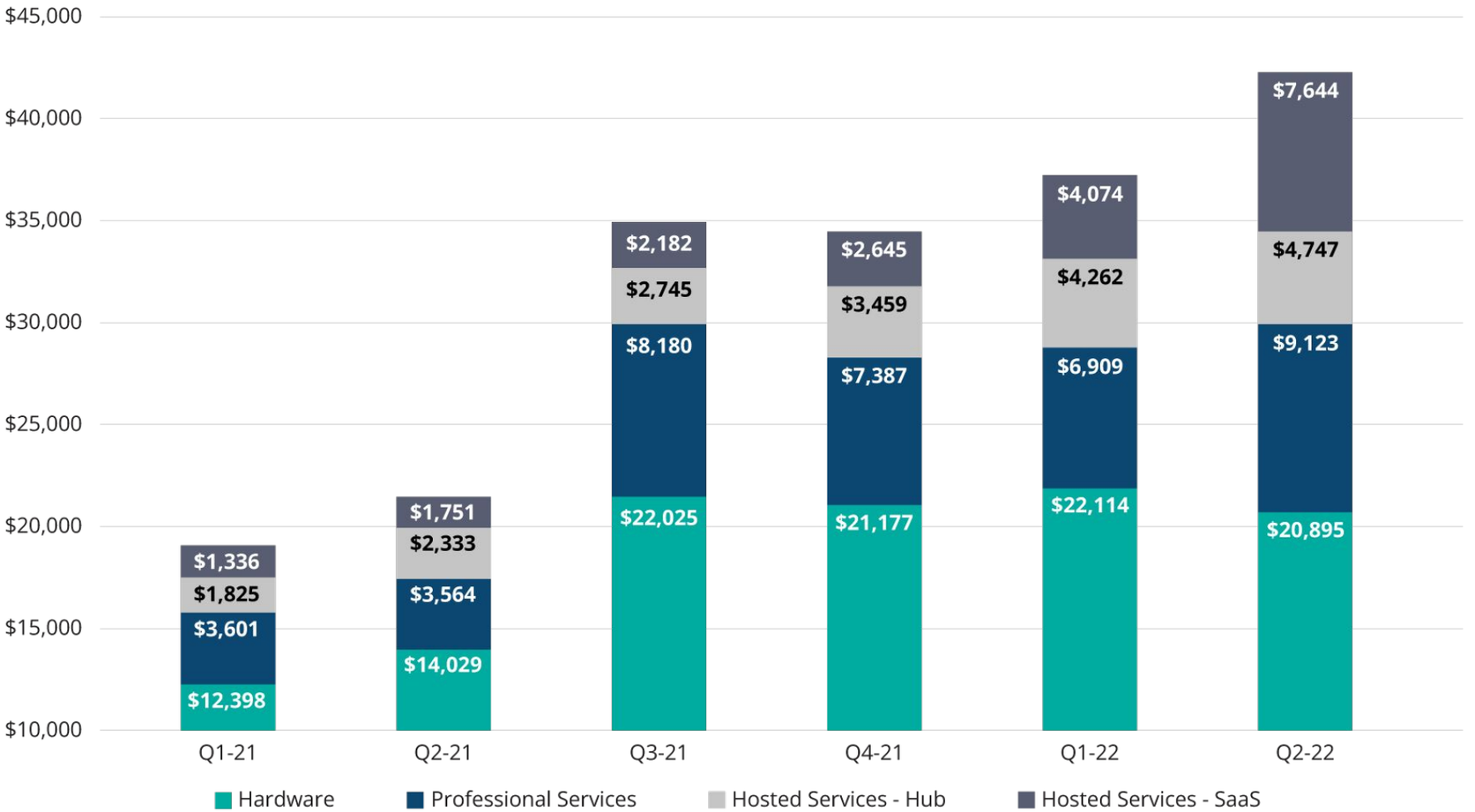
	Q2-22	Q2-21	Y-o-Y Growth
Total Revenue	$42.4	$21.7	96%
Scaling SaaS ARR	$30.6	$7.0	337%
Net Loss	($25.6)	($10.1)	NM
Adjusted EBITDA	($19.8)	($9.3)	NM
Deferred Revenue	$125.4	$74.5	68%
Cash	$263.2		

Notable Linked-Quarter Improvements	Q2-22	Q2-21	Q-o-Q Improvement
Adjusted EBITDA	($19.8)	($23.1)	$3.3
Total Gross Margin	2.3%	(12.7%)	1500 bps
Professional Services Margin	(54.7%)	(119.5%)	6480 bps
Hosted Services Margin	48.7%	39.1%	960 bps

Information as of June 30, 2022. Source: SmartRent SEC filings.
1. Numbers may not tie due to rounding

Record Total Revenue

Revenue by Type ($ in thousands)



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

96%

Total Revenue Growth Y-o-Y

156%

Professional Services Revenue Growth Y-o-Y

203%

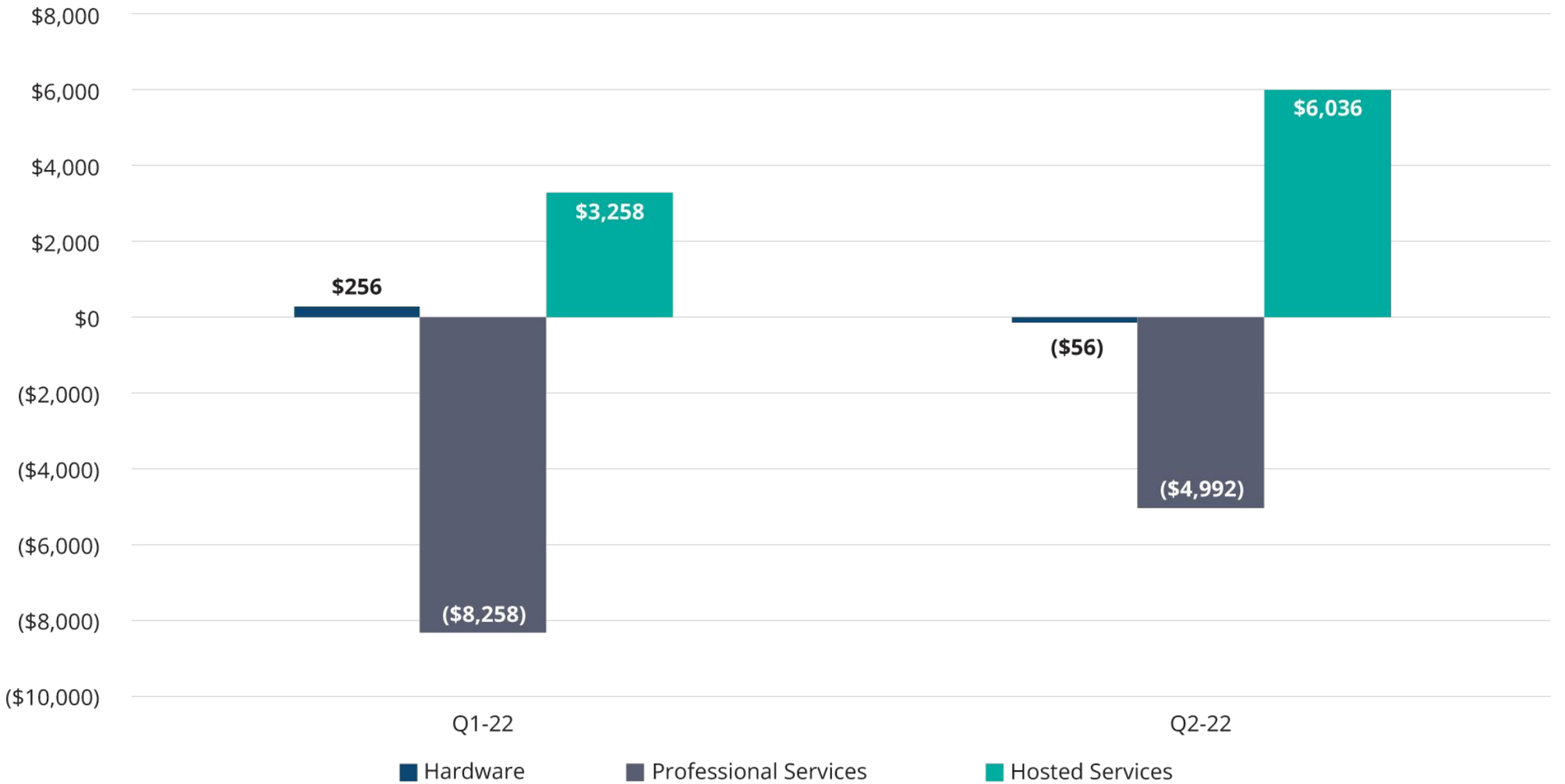
Hosted Services Revenue Growth Y-o-Y

62%

SaaS Revenue Contribution to Hosted Services

Gross Margins Improving

Gross Margins ($ in thousands)

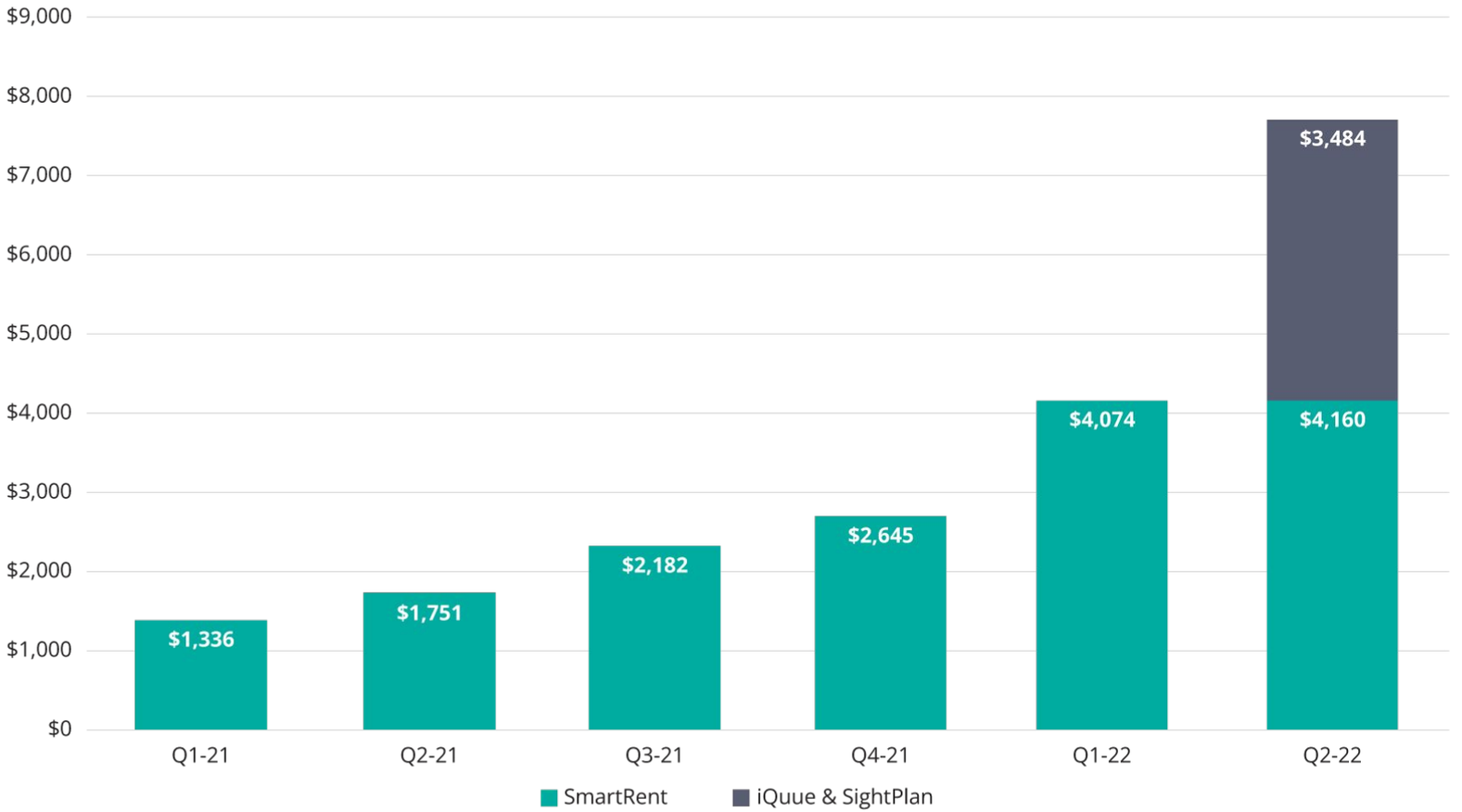


Information as of June 30, 2022. Source: SmartRent SEC filings.

SaaS Revenue Accelerating

Strong momentum driven by growth in deployed unit base and the contribution of SightPlan revenues for a full quarter.

SaaS Revenue ($ in thousands)



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

$30.6M

SaaS ARR

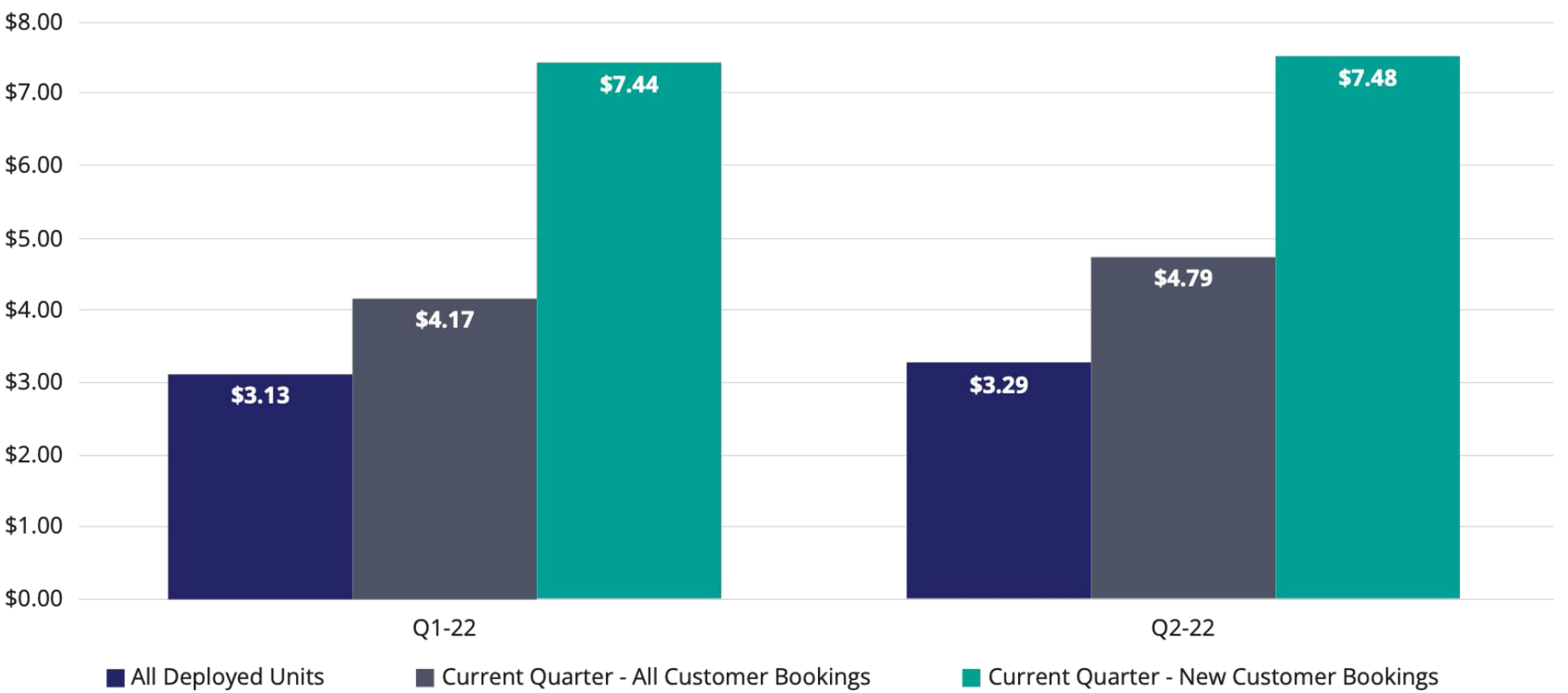
$6.05

SaaS ARPU
(Including SightPlan)

SaaS ARPU

SaaS ARPU improving as we book new units and expand into the long-tail.

SaaS ARPU (Excluding SightPlan)



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

46%

Uplift on 2Q Bookings SaaS ARPU v. Deployed Unit Base

56%

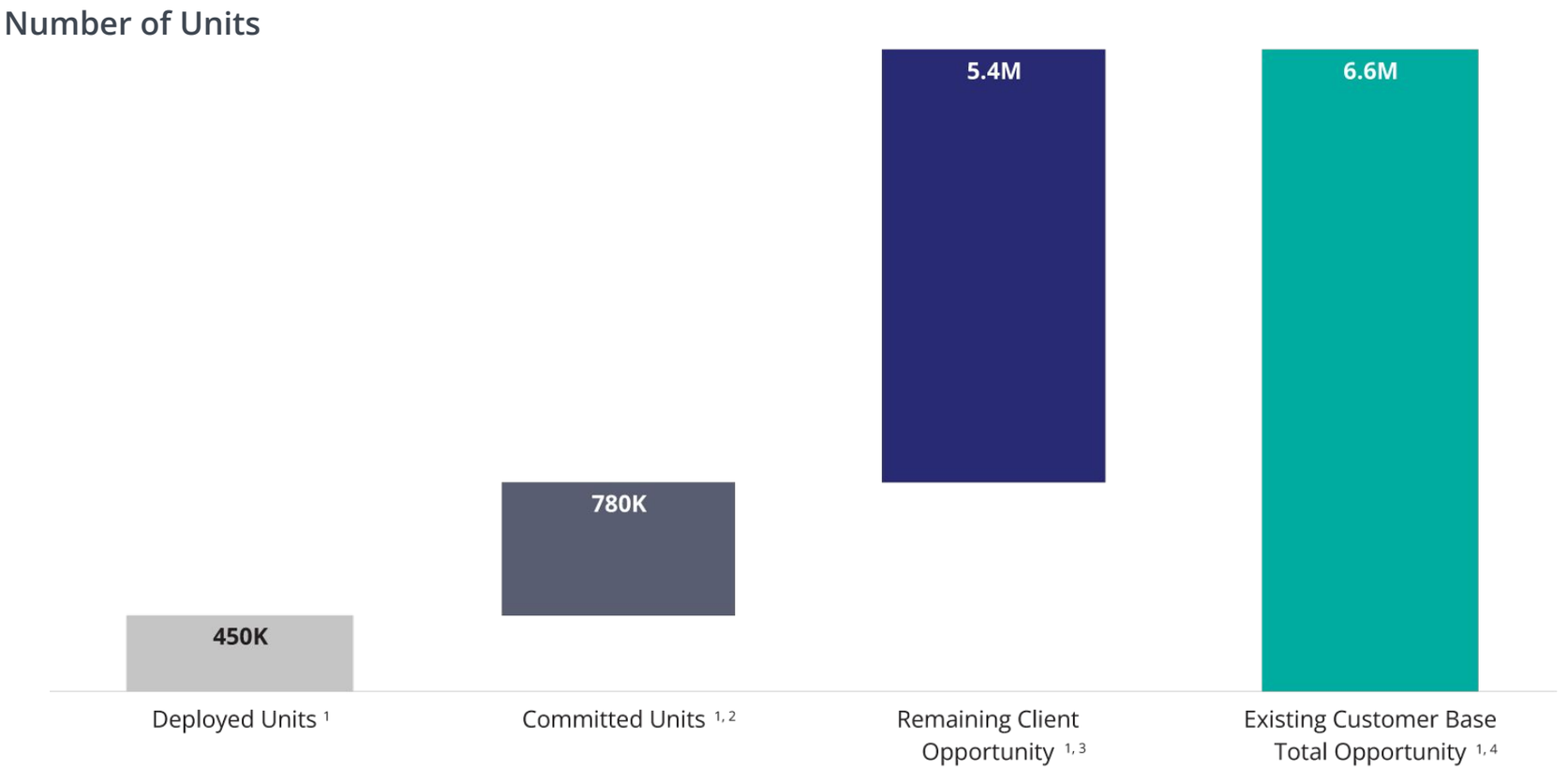
SaaS ARPU Difference Between All 2Q Bookings and New Customers

12%

Y-o-Y organic SaaS ARPU Growth on Deployed Unit Base

Solid Demand Growth Continues

Organic growth opportunity is visible in the near-term through committed units and in the long-term as existing owned and controlled units are converted to deployed units.



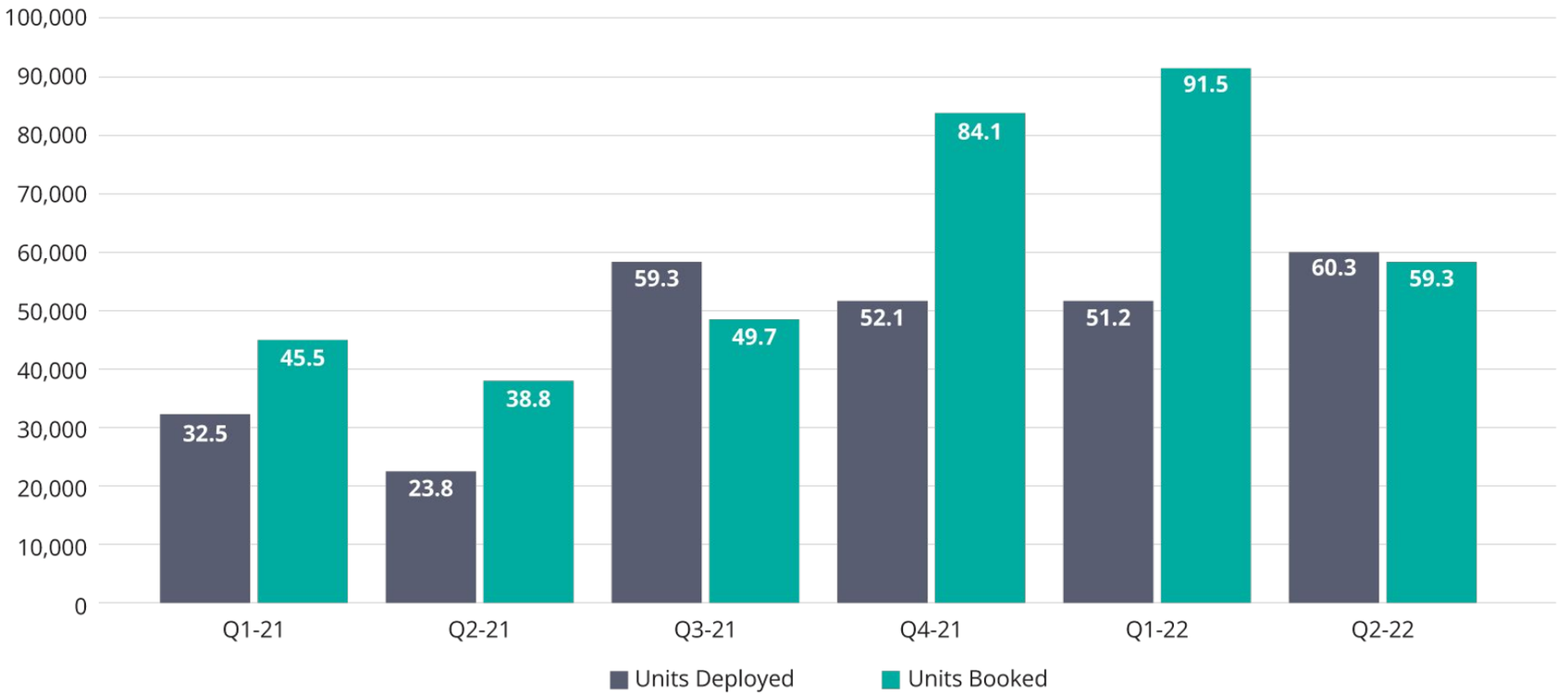
Notes:

1. Information as of June 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 and 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.
4. Total unit deployment opportunity from our customer base including deployed units, committed units, and the remaining client opportunity.

Supply Chain Disruptions Lead to Record Backlog

Backlog grows.

Units Deployed & Units Booked (units in thousands)



100K+

Booked Unit Backlog

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

Financial & Business Outlook

The Company continues to experience strong demand for its smart home enterprise solutions but also faces unprecedented supply chain constraints related to certain component parts in its product line and select third-party hardware devices. The Company has contractual agreements for deployments that are currently on hold due to supply chain constraints and are now included in its record backlog. Consequently, the Company adjusted its outlook for full-year 2022 and provided guidance for the third quarter.

Full Year Guidance	**2021 Actuals**	**Current Outlook**	**Prior Outlook**
Total Revenue (000's)	$110.6	$155.0 to $180.0	$220.0 to $250.0
Adjusted EBITDA (000's)	($21.8)	($75.0) to ($70.0)	($50.0) to ($35.0)
Units Deployed	167,743	190,000 to 220,000	280,000 to 320,000

3Q 2022 Guidance	
Total Revenue (000's)	$43,000 to $47,000
Units Deployed	45,000 to 50,000

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."

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

SmartRent®

Financial Statements, KPIs & Defined Terms



Consolidated Balance Sheet

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

	June 30, 2022	December 31, 2021
ASSETS		
Current assets		
Cash and cash equivalents	$ 255,008	$ 430,841
Restricted cash, current portion	7,660	1,268
Accounts receivable, net	45,135	45,486
Inventory	59,235	33,208
Deferred cost of revenue, current portion	11,345	7,835
Prepaid expenses and other current assets	11,047	17,369
Total current assets	389,430	536,007
Property and equipment, net	1,899	1,874
Deferred cost of revenue	21,708	18,334
Goodwill	117,889	12,666
Intangible assets, net	33,214	3,590
Other long-term assets	11,667	7,212
Total assets	$ 575,807	$ 579,683
LIABILITIES, CONVERTIBLE PREFERRED STOCK AND STOCKHOLDERS' EQUITY		
Current liabilities		
Accounts payable	$ 14,774	$ 6,149
Accrued expenses and other current liabilities	23,045	22,234
Deferred revenue, current portion	65,108	42,185
Total current liabilities	102,927	70,568
Deferred revenue	60,337	53,412
Other long-term liabilities	7,935	6,201
Total liabilities	171,199	130,181
Commitments and contingencies		
Convertible preferred stock, $0.0001 par value; 50,000 and 50,000 shares authorized as of June 30, 2022 and December 31, 2021; no shares of preferred stock issued and outstanding as of June 30, 2022 and December 31, 2021	-	-
Stockholders' equity		
Common stock, $0.0001 par value; 500,000 shares authorized as of June 30, 2022 and December 31, 2021, respectively; 197,502 and 193,864 shares issued and outstanding as of June 30, 2022 and December 31, 2021	20	19
Additional paid-in capital	608,755	604,077
Accumulated deficit	(203,586)	(154,603)
Accumulated other comprehensive (loss) income	(581)	9
Total stockholders' equity	404,608	449,502
Total liabilities, convertible preferred stock and stockholders' equity	$ 575,807	$ 579,683

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

Consolidated Statement of Operations

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

	For the three months ended June 30,		For the six months ended June 30,	
	2022	2021	2022	2021
Revenue				
Hardware	$ 20,895	$ 14,029	$ 43,009	$ 26,427
Professional services	9,123	3,564	16,032	7,165
Hosted services	12,391	4,084	20,727	7,245
Total revenue	42,409	21,677	79,768	40,837
Cost of revenue				
Hardware	20,951	12,514	42,809	24,657
Professional services	14,115	6,274	29,282	11,734
Hosted services	6,355	2,606	11,433	4,577
Total cost of revenue	41,421	21,394	83,524	40,968
Operating expense				
Research and development	8,030	4,083	14,476	7,176
Sales and marketing	6,139	2,392	11,301	4,146
General and administrative	13,832	3,806	25,783	7,763
Total operating expense	28,001	10,281	51,560	19,085
Loss from operations	(27,013)	(9,998)	(55,316)	(19,216)
Interest income (expense), net	253	(64)	241	(142)
Other income, net	162	52	276	127
Loss before income taxes	(26,598)	(10,010)	(54,799)	(19,231)
Income tax benefit (expense)	1,009	(41)	5,816	(87)
Net loss	(25,589)	(10,051)	(48,983)	(19,318)
Other comprehensive loss				
Foreign currency translation adjustment	(407)	63	(590)	(65)
Comprehensive loss	$ (25,996)	$ (9,988)	$ (49,573)	$ (19,383)
Net loss per common share				
Basic and diluted	$ (0.13)	$ (4.87)	$ (0.25)	$ (1.99)
Weighted-average number of shares used in computing net loss per share				
Basic and diluted	195,693	2,064	194,381	9,721

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

Reconciliation of Non-GAAP Metrics

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

	For the three months ended June 30,		For the six months ended June 30,	
	2022	2021	2022	2021
Net Loss	$ (25,589)	$ (10,051)	$ (48,983)	$ (19,318)
Interest income, net	(253)	64	(241)	142
Provision for income taxes	(1,009)	41	(5,816)	87
Depreciation and amortization	1,227	93	1,636	173
EBITDA	(25,624)	(25,624)	(53,404)	(18,916)
Stock-based compensation	3,823	428	7,346	855
Non-employee warrant expense	21	167	238	399
Compensation expense in connection with acquisitions	1,830	-	2,109	-
Other non-recurring acquisition expenses	119	-	739	-
Adjusted EBITDA	$ (19,831)	$ (9,258)	$ (49,972)	$ (17,662)

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

Select Operating Metrics

	Quarter Ended June 30			Six Months Ended June 30		
Quarterly KPIs	**2022**	**2021**	**% Change**	**2022**	**2021**	**% Change**
New Units Deployed	60,329	23,834	153.1%	111,525	56,320	98.0%
Units Booked	59,306	38,812	52.8%	150,788	84,348	78.8%
Bookings (in '000s)	$56,887	$30,495	86.5%	$128,872	$62,913	104.8%
Bookings SaaS ARPU	$4.79	$3.83	25.3%	$4.41	$3.96	11.4%

	As of June 30		
Aggregate Unit KPIs	**2022**	**2021**	**% Change**
Committed Units	780,036	606,455	28.6%
Total Units Deployed	451,010	211,425	113.3%
Total Deployed and Committed Units	1,231,046	817,880	50.5%

SmartRent Revenue Streams

Three revenue streams, initiated by Units Booked and Units Deployed, recognized at differing points of time and for varying duration.

Hardware

- Recognized when the hardware is shipped and title is transferred to customer.
- Generally deployed the quarter after Booking.

Professional Services

- Recognized over time as the installations are completed.
- Generally deployed the quarter after Booking.

Hosted Services

- Comprised of Alloy SmartHub amortization and SaaS subscription.
- Smart Hub revenue recognized over 48 months.
- SaaS revenue is recognized monthly and commences at the time the unit is deployed.

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

Definition of Key Operating Metrics

SmartRent regularly monitors a number of operating and financial metrics including the following non-GAAP financial measures which the Company believes are key measures of its growth, to evaluate its operating performance, identify trends affecting its business, formulate business plans, measure its progress and make strategic decisions. The Company's Key Operating Metrics may not provide accurate predictions of future GAAP financial results.

Units Deployed is defined as the aggregate number of the Company's SmartHubs 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.

New Units Deployed is defined as the aggregate number of SmartHubs 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 SmartHubs 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 SmartHubs associated with binding orders executed during a stated measurement period. The Company utilizes the concept of Units Booked to assist in assessing 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.

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

SmartRent®

Company Background

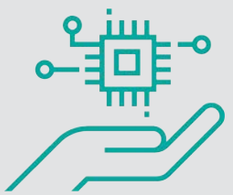
Key Investment Highlights

- Leading enterprise property technology provider
- Large addressable market
- Highly visible pipeline of demand
- Significant growth opportunity
- Attractive financial profile
- Commitment to sustainability



Competitive Advantage

Effective technology solutions built by real estate operators.



Flexible Technology Solutions

- Comprehensive open architecture platform maximizes flexibility and allows for customized solutions.
- Hardware agnostic.
- Deeply integrated into most existing property management systems.



White Glove Implementation

- Customer journey drives design and deployment of our operating platform.
- Retrofit and new build installation capabilities increases TAM while mitigating risk of new construction cyclicality.
- Dedicated installation services, ongoing customer and resident support, enhance customer connectivity.



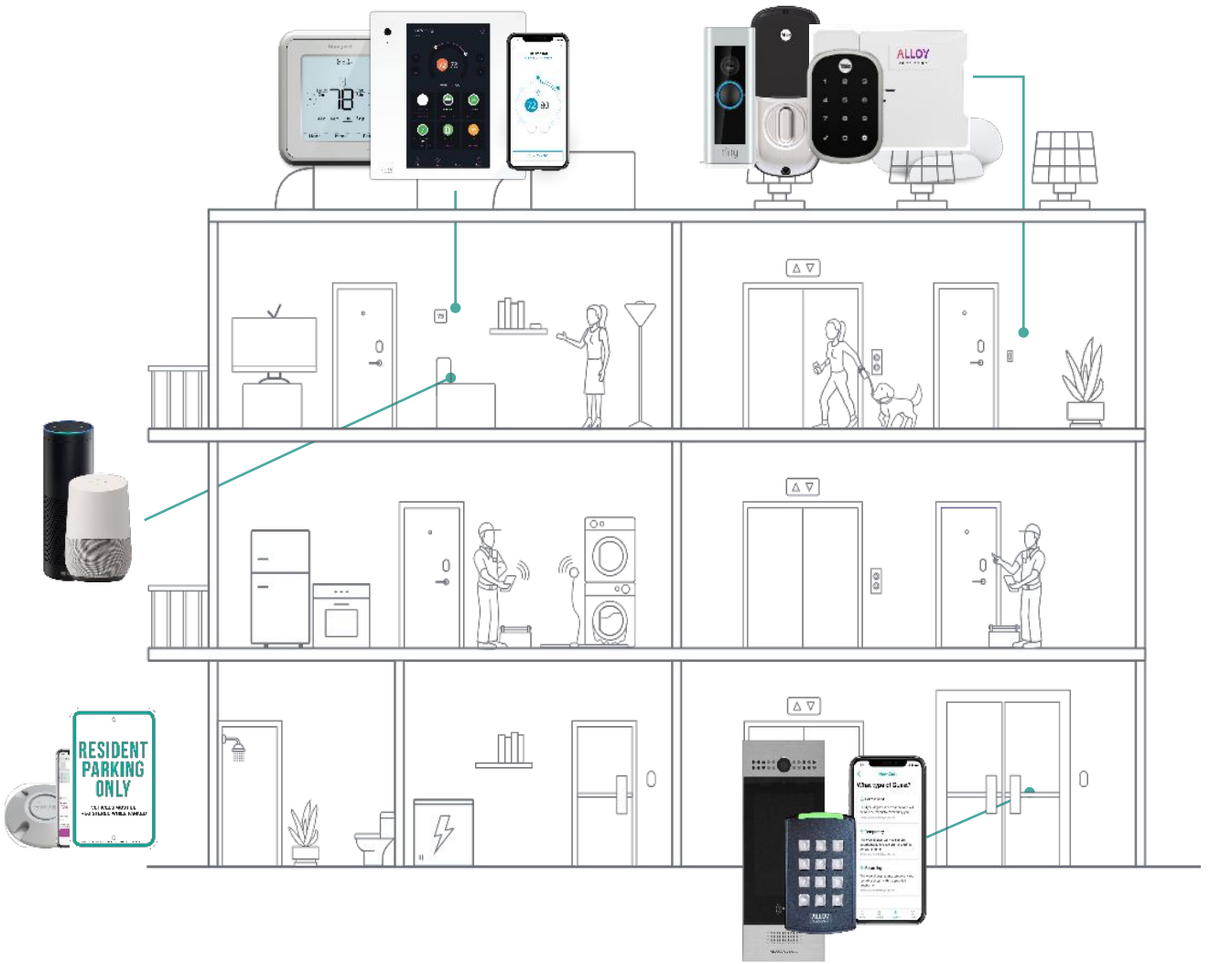
Brand Strength

- Category leader with first mover advantage, switching costs exponentially increase over time.
- Deep industry relationships with largest multifamily & SFR operators, homebuilders and I-buyers that should drive multi-year recurring revenue.
- Partnership with largest and most active VC in prop tech industry.

We are an enterprise software company, providing fully-integrated solutions to the real estate industry

We are hardware agnostic and deeply integrated into most property management systems.





Flexible product offering with expansion opportunity

Standard Smart Home Package



Alloy Hub


Yale YRD256 Lock



Alloy Leak Sensor



Honeywell T6 Pro Thermostat

Flexible Options


LoRa/WiFi Leak Detector



Honeywell WiFi


Schlage BLE


Salto BLE

Upgrades



Motion Sensor



Contact Sensor


Voice Assistants


Switch/Dimmer



Video Doorbells



Smart Plug


Shades


Garage Doors

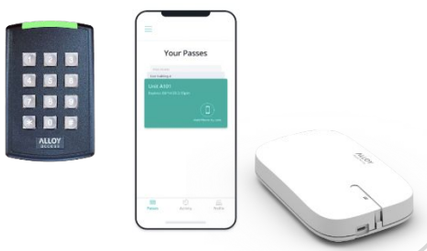
Fusion Hub



Self-guided Tours



Access Control



Smart Intercom



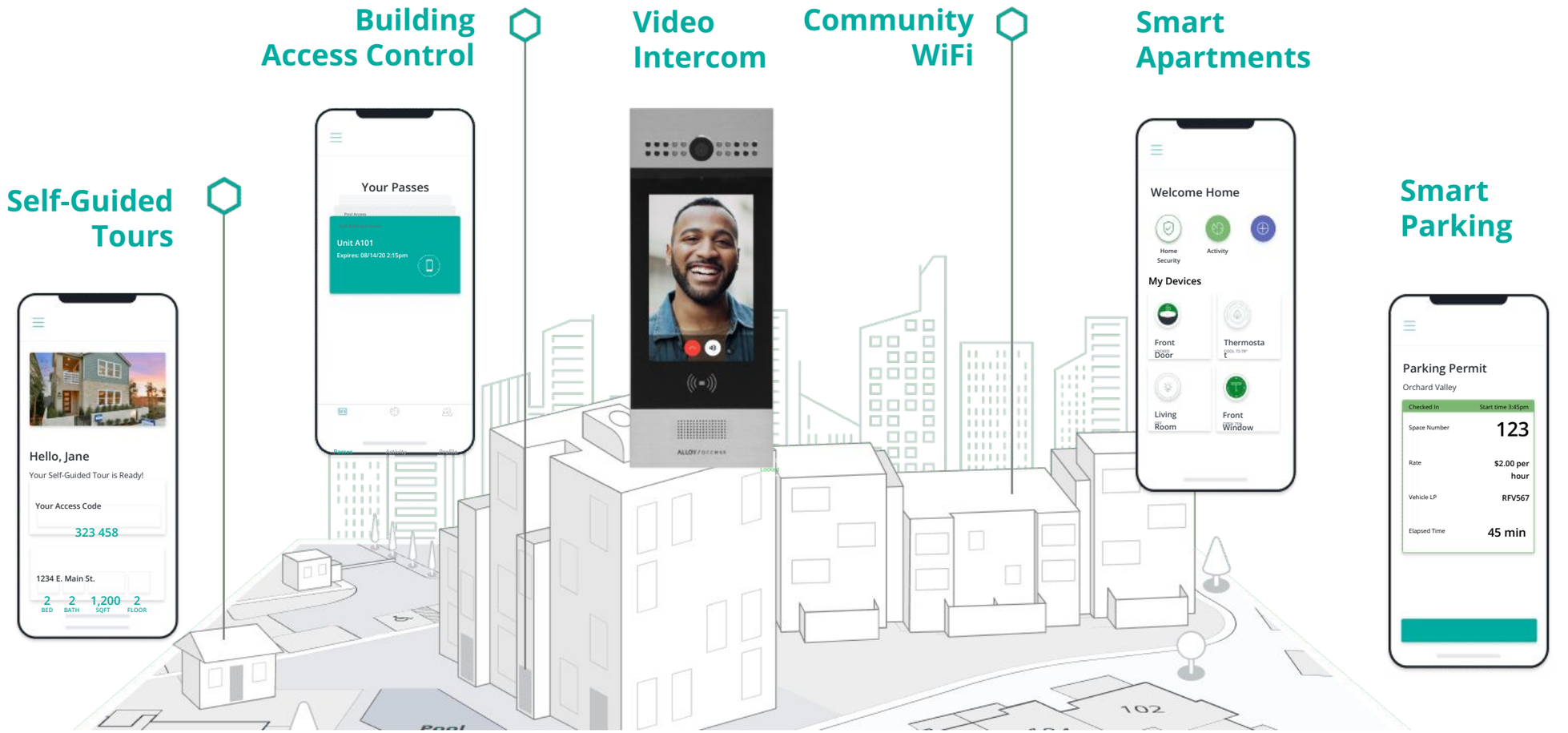
Managed WiFi and Parking



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

Product Ecosystem

Proven land-and-expand model that we believe will continue to fuel growth. Every product can be an entry point with switching costs exponentially increasing over time. As we expand, privacy remains a key focus.



SmartRent advances product roadmap and broadens support of property operations with acquisition of SightPlan

SightPlan is a next-generation operating platform for the real estate industry. SightPlan's SaaS solutions enable owners, REITs, and third-party managers to increase net operating income, improve efficiencies, and streamline task management processes in an all-in-one platform.



SightPlan
A SmartRent Company

Answer

Automate leasing and resident call handling with advanced speech recognition and easy-to-use follow-up tools that save time and money.

Engage

Strengthen relationships with the community by providing an app and portal that enables residents to interact with the onsite team when and where they want.

Work

Give the on-site team tools to respond quickly, stay on task, and engage in preventive maintenance, while providing the actionable insights needed to make decisions.

Inspect

Automate the inspections process to quickly assess property and unit conditions, plan for capital improvement expenses, and monitor the performance of the portfolio.

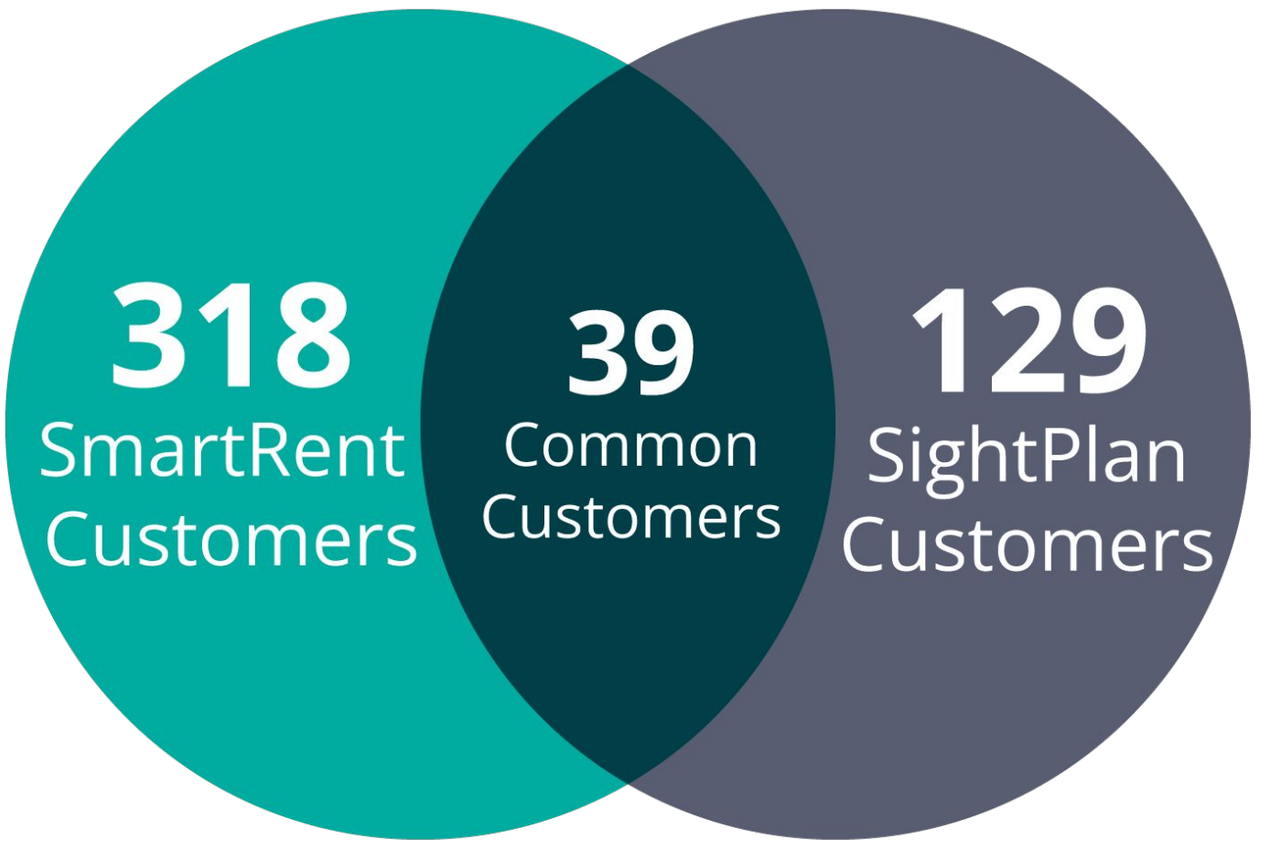
Audit

Review everything in the books from rent roll and deposits to resident lease files to quickly and reliably determine a community's financial accuracy.

3rd Party Certified Partnerships, Connections, and Open API Integrations

- Accounting / Property Management System
- Single Sign On (SSO)
- Spend Management / Procurement Vendors
- Resident Loyalty

The SmartRent / SightPlan organic growth opportunity is significant with 447 potential cross-sell customer opportunities with a 6 million+ unit count



SmartRent delivers undeniable value to owners / operators

50%
Return on investment[1]
3-year payback period[1]

Operating Expenses
20-30%
Savings on Utilities, Staffing
- Maximize Resident Engagement
- Fully Integrated Ecosystem
- Improved Building Quality
- Increased Asset Values

Asset Protection
70-90%
Decrease in Water Damage Expense
- Help Owners/Operators Meet Decarbonization Goals
- 2,800+ Water Leaks Detected
- Reduced Insurance Costs
- 366K+ MWH Electricity Saved

Revenue Generation
$25-100/month
Rent Increase / Unit
- Higher Rent
- Increase Resident Retention
- Accelerated Leasing Velocity
- Ancillary Monetization Opportunities

Cost Reduction
20-50%
Decrease in Leasing Costs
- Re-leasing Costs
- Resident Onboarding / Opportunity Costs
- Customer Servicing Costs
- Property Management Systems Redundancies

1. Company estimate based on customer feedback relating to SmartRent platform performance through 12/31/2021

Large addressable market opportunity

We are initially targeting three large end-markets.



28M

Institutionally Owned Multifamily US Units



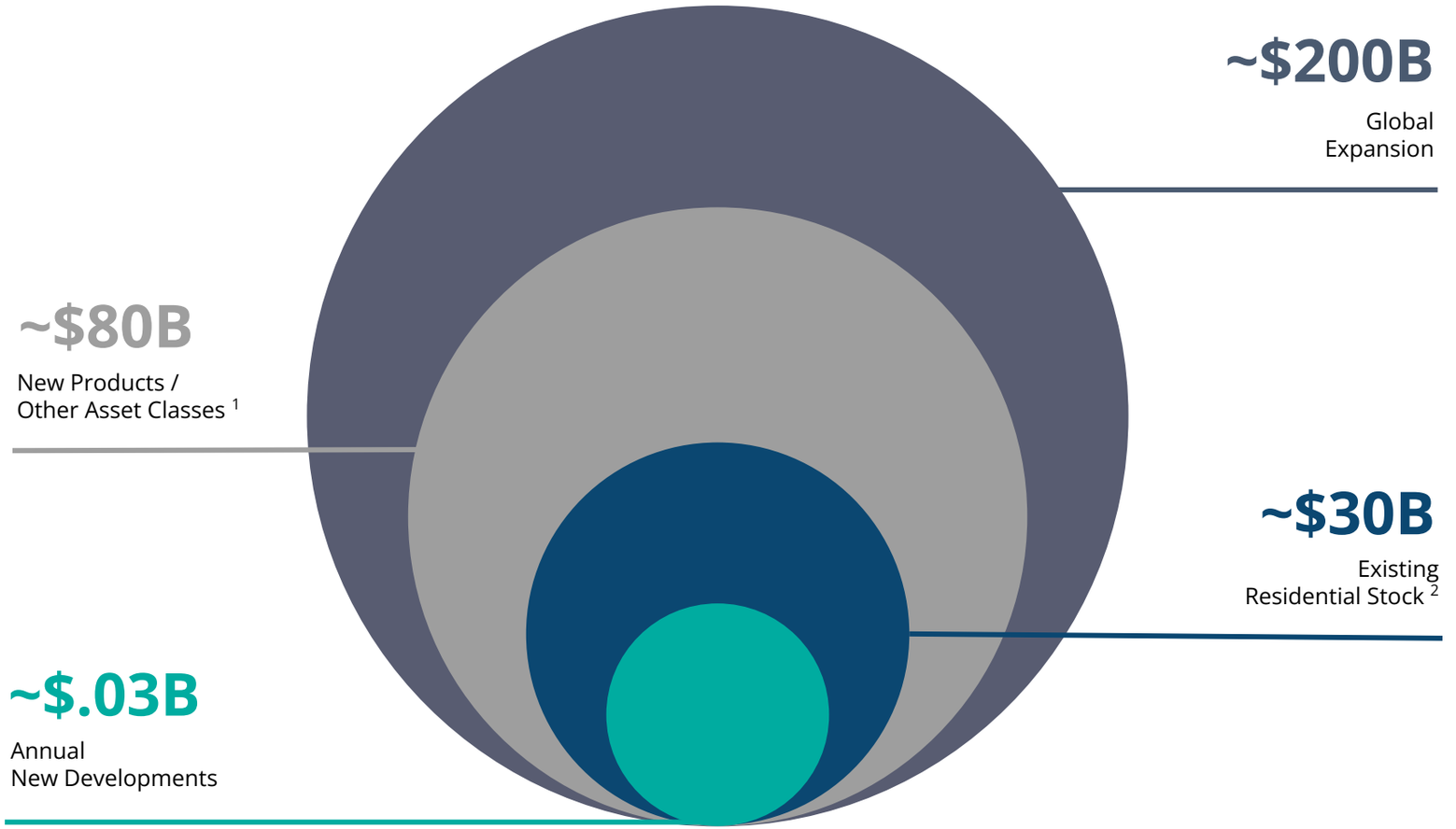
15M

Single Family US Rental Residences



6.9M

Homebuilders / iBuyers Annual U.S. Homes Sold[3]

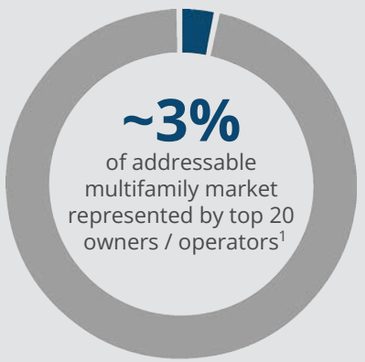


Source: NAREIT, John Burns Real Estate Consulting, Statista, company assumptions.

1. Assumes 43M multifamily and single family units, 15M of other rental units, commercial real estate opportunity.
2. Assumes 43M multifamily and single family units and ~$700M annual revenue opportunity.
3. 6.1M existing homes sold in 2021 and 771K newly constructed homes sold in 2021 based on U.S. Census Bureau data.

Industry leaders have chosen SmartRent

Many of the top multifamily owners are SmartRent clients.



1.4M
Units Owned

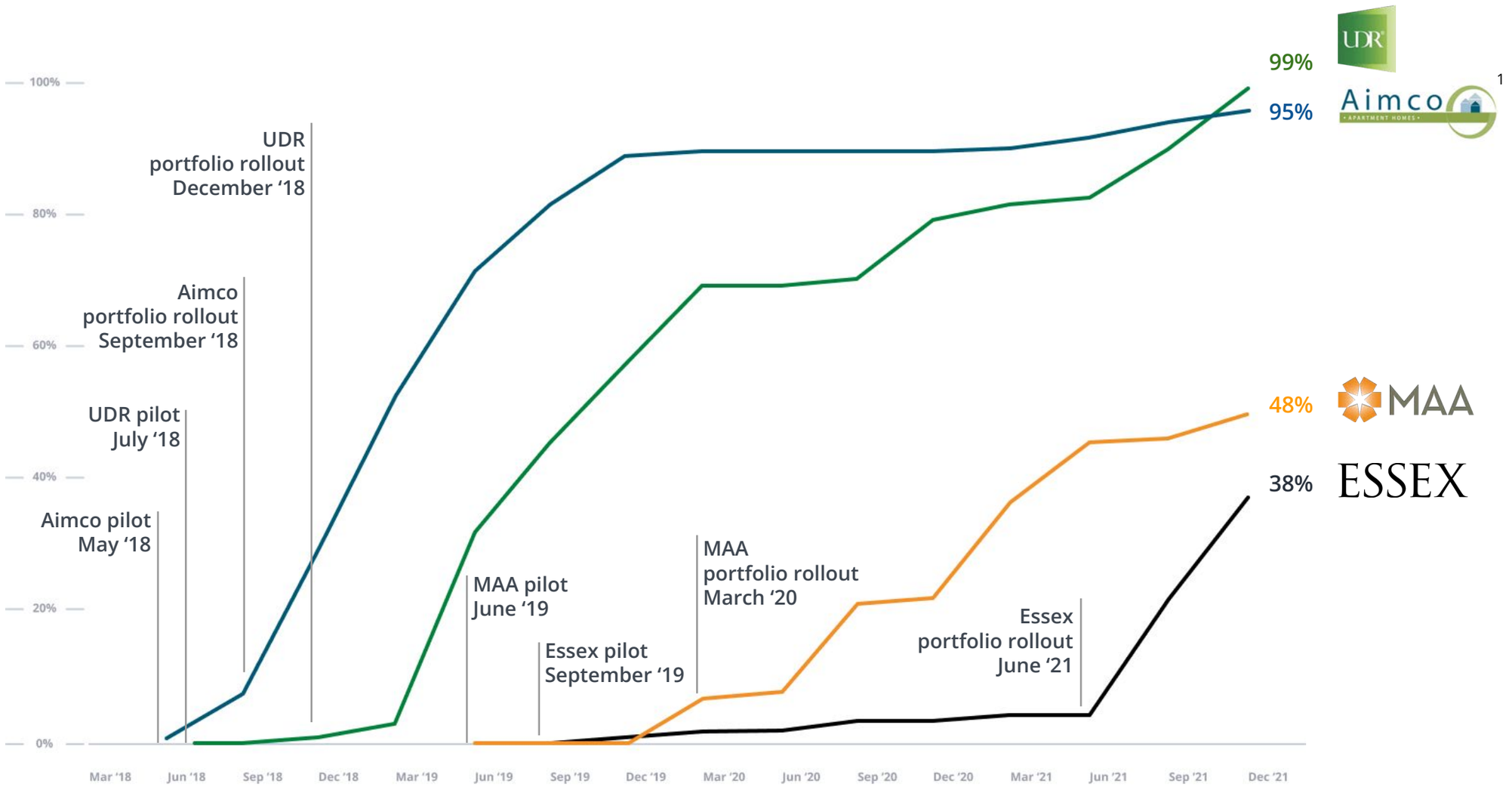
43M
Units in the U.S.[2]

Recognized thought leaders for the rest of the residential industry.

2022 NMHC Owner Rank	Company Name	Units Owned (K)	SmartRent Client	SmartRent Investor
1	Starwood Capital Group	115	✔	●
2	MAA	100	✔	●
3	Morgan Properties	94	✔	
4	AvalonBay Communities	82	✔	
5	Greystar Real Estate Partners	80	✔	●
6	Equity Residential	79	✔	●
7	The Related Companies, LP	75		●
8	Nuveen Real Estate	70	✔	●
9	Edward Rose Building Enterprise	68	✔	●
10	Monarch Investment & Management Group	67	✔	
11	PGIM Real Estate	64		
12	The Irvine Company	63		
13	Essex Property Trust	62	✔	●
14	Weidner Apartment Homes	61	✔	
15	Harbor Group International	59		
16	Hunt Companies, Inc.	59	✔	●
17	Camden Property Trust	58		
18	UDR, Inc.	56	✔	●
19	The Michaels Organization	55		
20	Lincoln Property Company	54	✔	●

Source: NMHC, Company filings, SmartRent data as of 6/30/2022.
1. NMHC top owners list identifies top owners who are also members of NMHC, excludes non-members.
2. Assumes 28M rental apartment units and 15M single family rental residences in the U.S..

Illustrative sales cycle and portfolio roll out



Source: Company Data as of 06/30/2022.

1. AIR (Apartments Income REIT Corp.) was spun-off from Aimco in December 2020. Portfolio roll out represents AIR and Aimco combined units.

Our platform facilitates customer energy conservation programs



Building Data & Analytics

- Our software provides owners / operators with predictive maintenance tools.
- SmartRent tracks valuable asset and amenity data to inform operations.
- We assist Smart Appliance Companies integration with building software.



Green Initiatives

- By deploying our solutions, owners / operators are able to substantially reduce energy consumption.
- SmartRent's leak sensors prevent water damage across entire portfolios.
- SmartRent helps owners / operators reduce carbon emissions and solve peaker plants[1] issues.

1. Power plants that run only during peak demand for electricity.

SmartRent's product suite enhances sustainability goals

Our platform mitigates risks and positively impacts our client's communities, the resident experience, and the environment.



HVAC Control

Reduces overall energy consumption by setting limitations on vacant units, controlling ventilation, and providing automated work orders based on temperature and humidity thresholds.



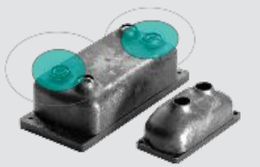
Leak Detection

Minimizes water damage and water waste with real-time leak alerts. Reduces insurance costs for landlords and helps residents to protect their apartments and belongings.



Water Management

Fluid monitoring, leak detection, and shut off controls minimizes water damage and water waste. Data, analytics, and automated work orders assist residents who may not be aware of an issue.



Waste Monitoring

Streamlined pickup scheduling and fire detection aids residents. while also reducing waste collection routes by 30%-63%, thereby cutting greenhouse gas emissions from trucks.



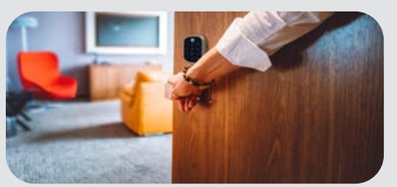
Smart Appliances

Remote diagnostics, overflow monitoring, and proactive maintenance reduces the number and magnitude of appliance failures for residents.



Smart Lighting

Circadian and scheduled melanopic lighting boosts resident energy, mood, and sleep and reduces unnecessary energy consumption.



Access Control

Alloy Access has been developed to offer a seamless, community wide access control experience enhancing safety for residents, site teams and guests alike.

SmartRent helps clients achieve sustainability goals while meaningfully reducing costs

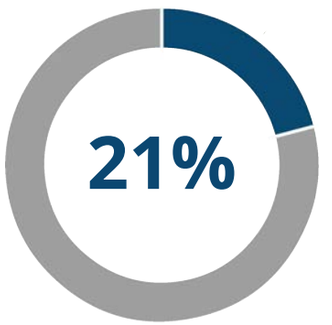
2,564
Water Leaks Prevented [1]

366K+
MWH Electricity Saved [2]

4%
Estimated reduction in U.S. energy consumption if all rental buildings had SmartRent [3]

50
Peaker Plants Avoided [3]

100%
We believe peaker plant issues could be avoided if all the rental buildings had SmartRent



Residential real estate accounts for 21% of total U.S. energy consumption.[4]

Select Customers

ESSEX PROPERTY TRUST, INC.

S&P 500 | Total market cap: $27 billion

Earned 2020 "Green Star" for sustainability performance by GRESB

Essex has developed sixteen apartment communities that are LEED Certified, including six Gold and eight Silver certifications

UDR

S&P 500 | Total market cap: $20 billion

UDR named Smart Buildings Innovator 2020 by Logical Buildings for 2nd year in a row

2020 Global Real Estate Sustainability Benchmark ("GRESB") score of 83, far exceeding the average of 70

1. Per company data.
2. Based on 1M installed and committed units, assuming 2kwh per apartment/home saved per day during half a year, assumes 43M rental units in the U.S. for total reduction figure.
3. Based on 1M installed and committed units, assuming for each 20,000 units or homes, a peaker plant can be avoided, resulting in 5% decrease in peaker plants based on 1,000 peaker plants in the U.S.
4. Per U.S. Energy Information Administration, for 2019.

Energy Management

Energy platform manages data with >300 utility companies to facilitate ESG reporting.

Case Study 1

Client A with **~125 communities** generates **~$500,000** in annual Demand Response revenue and **>$1M of upfront rebates for smart devices**.

Case Study 2

Client B with **~250 communities** generates **~$700,000** in annual Demand Response revenue and **>$6M of upfront rebates for smart devices**.

No Size Limits

No minimum site size

Flexibility

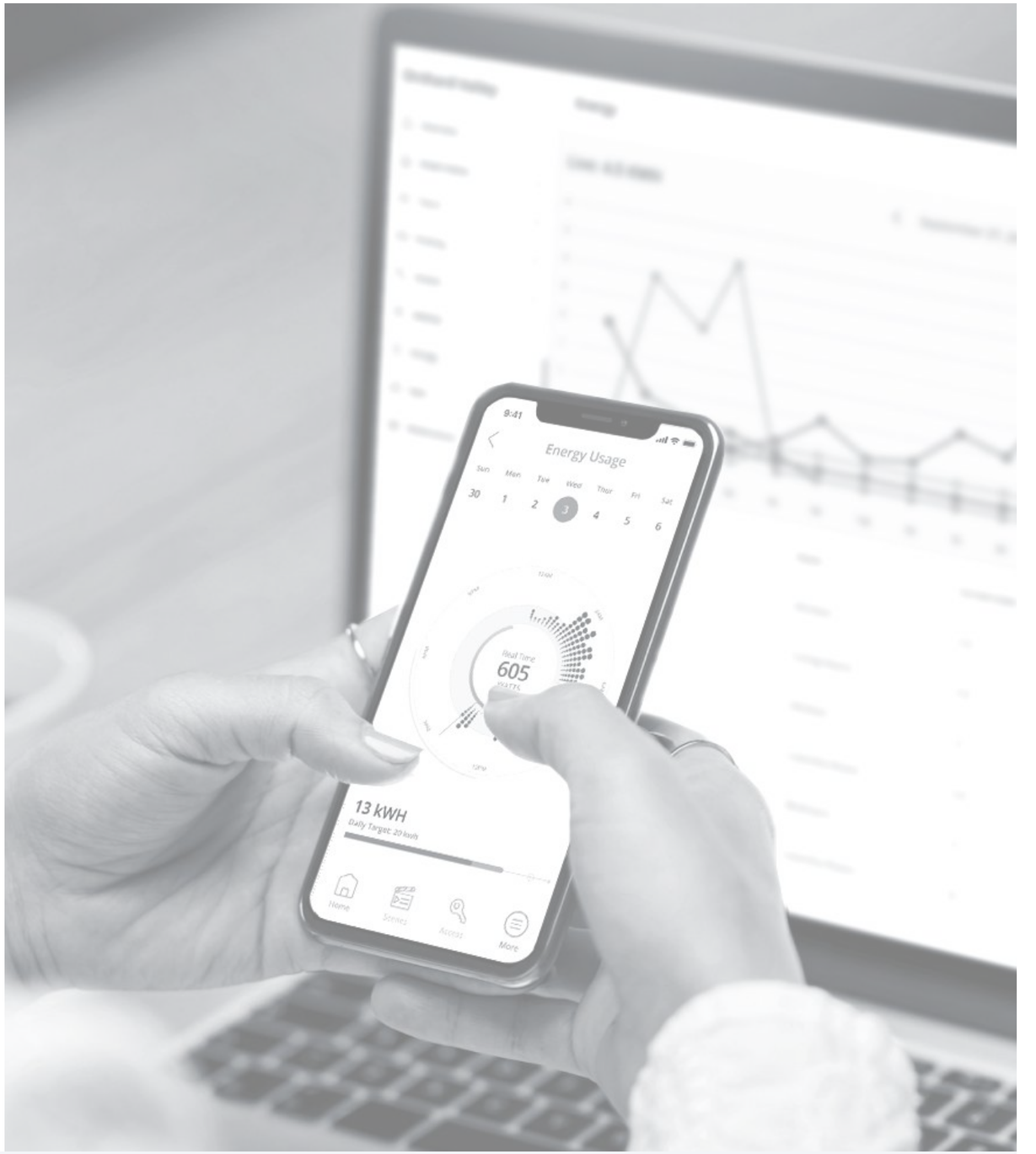
Accommodate any schedule

Energy Reporting

Improve energy efficiency

DRMS

Accommodate any schedule




SmartRent®