SmartRent®

INVESTOR OVERVIEW

SmartHome Solutions for Multifamily Communities

JUNE 12 2024



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; expected future business and financial performance; expected growth in revenue and Adjusted EBITDA; expected growth of our community WiFi solution; expected growth in ARR; expected growth in adjusted EBITDA profitability and gross margin improvement. 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; (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 release, and SmartRent disclaims any intent or obligation to update forward-looking statements. This press release should be read in conjunction with the information included in the Company's other press releases, reports and other filings with the SEC. Understanding the information contained in these filings is important in order to fully understand the Company's reported financial results and our business outlook for future periods.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 presentation including Adjusted EBITDA. 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. We define Adjusted EBITDA as EBITDA before expenses related to non-recurring legal matters, stock-based compensation, compensation expense in connection with acquisitions, severance charges, other acquisition expenses, and other expenses caused by non-recurring, or unusual, events that are not indicative of our ongoing business. We define EBITDA as net income or loss computed in accordance with GAAP before interest income/expense, income tax expense and depreciation and amortization. Adjusted EBITDA may be determined or calculated differently by other companies. A reconciliation of Adjusted EBITDA to net income or loss, the most directly comparable GAAP financial measure, has been provided in the Appendix. 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. In addition, we have not provided the forward-looking GAAP equivalents or a GAAP reconciliation for forward-looking Adjusted EBITDA in this presentation due to the uncertainty regarding, and the potential variability of, reconciling items such as stock-based compensation expense. Accordingly, a reconciliation of Adjusted EBITDA guidance to net income or loss is not available without unreasonable effort. However, it is important to note that material changes to reconciling items could have a material effect on future GAAP results. 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.

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SMARTRENT INVESTMENT HIGHLIGHTS

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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**
- **Large and Under-penetrated Market**
- **Largest Operators in the Industry Utilize SmartRent**
- **Community WiFi Expands the Market Opportunity**
- **Strong Balance Sheet**
- **Prudent Capital Allocation Priorities**

SMARTRENT AT A GLANCE

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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

2M+ Devices Installed	**3,900+** Communities	**2017** Founded
2M+ Software Users	**~640** Unique Customers	**2021** NYSE Listed
~750K Total Units Deployed[1]	**~6.4M** Opportunities with Existing Customers	**15 of 20** Top Owners Choose SmartRent[2]

[1] Company data as of 3/31/2024
[2] NMHC top owner list as of April 2023.

TOP-TIER MULTIFAMILY CLIENT BASE

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Partnered with **15** of the **Top 20** Multifamily Owners and 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]

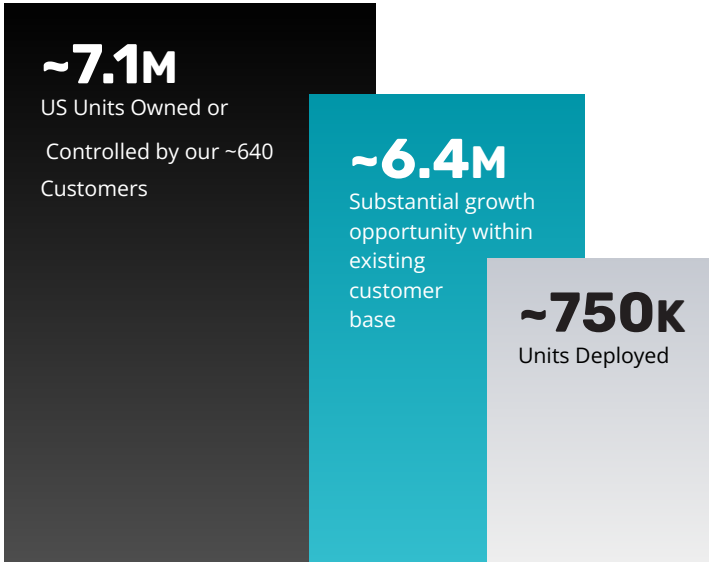
Source: NMHC, Company filings, SmartRent data as of 9/30/2022.

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.

COMPELLING ORGANIC GROWTH OPPORTUNITY

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SmartRent's existing client base **owns or controls ~7.1M units**, providing ample opportunity to grow



Notes

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.

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 0.02% for quarter ending March 31, 2024

SMART COMMUNITY FEATURES

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CUSTOMER BENEFITS

You can expect ~20% IRR in a 3 year period with these benefits

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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

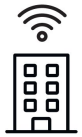
Ancillary Monetization Opportunities
Increase Resident Retention/Premium Rental Rates
Reduce Resident/Site Team Onboarding Costs
Accelerate Leasing Velocity
Reduced Vacancy Loss Through Increased Turn Times

*Based on customer feedback through 2022.

BENEFITS OF SMART COMMUNITIES

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



Community Wifi

A managed WiFi solution that delivers secure, wireless, high-speed internet across an entire property.



Parking Management

Uses smart technologies like sensors and decal to manage community-wide parking in real time by simplifying parking operations and enforcement.



Access Control

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



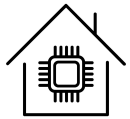
Resident App and Experience

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.

STRONG BALANCE SHEET

$205M

Cash balance as
of March 31, 2024

NO DEBT

$75M

Undrawn Line
of Credit



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PRUDENT CAPITAL ALLOCATION PRIORITIES

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$50M

Stock Repurchase Plan

March 2024 the company announced a $50M Stock Repurchase Program



Community Wifi [1]

Plans to increase investments in Community WiFi and seeing strong Customer demand

[1] The sales cycle and implementation timelines for Community WiFi may vary and can be 3x-4x longer than IoT.

APPENDIX

TTM CONDENSED CONSOLIDATED BALANCE SHEET

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	3/31/24	12/31/23	9/30/23	6/30/23	3/31/23
Cash and cash equivalents	$ 204,701	$ 215,214	$ 211,000	$ 196,970	$ 203,933
Accounts receivable, net	58,093	61,903	63,546	60,032	59,069
Inventory	30,899	41,575	47,521	60,506	66,853
Total current assets	319,477	340,340	344,116	346,205	357,494
Goodwill and intangible assets, net	143,548	144,517	145,485	146,453	147,422
Total assets	485,453	509,756	515,597	521,481	536,340
Deferred revenue, current portion	78,077	77,257	93,445	92,866	88,459
Total current liabilities	106,990	117,309	123,611	120,573	123,375
Deferred revenue, long-term portion	41,491	45,903	44,134	49,970	54,510
Total liabilities	152,366	167,308	172,345	174,276	181,723
Total stockholders' equity (including convertible preferred stock)	333,087	342,448	343,252	347,205	354,617
Total liabilities, convertible preferred stock and stockholders' equity	485,453	509,756	515,597	521,481	536,340

TTM CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

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

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	Three months ended				
	3/31/24	12/31/23	9/30/23	6/30/23	3/31/23
Revenue					
Hardware	$ 29,077	$ 36,457	$ 35,631	$ 27,788	$ 37,325
Professional services	3,458	6,692	5,962	10,050	12,769
Hosted services	17,954	17,104	16,511	15,564	14,985
Total revenue	50,489	60,253	58,104	53,402	65,079
Cost of revenue					
Hardware	18,684	26,662	27,556	21,990	32,572
Professional services	6,448	10,922	11,130	15,809	17,634
Hosted services	5,934	5,669	5,887	5,720	5,758
Total cost of revenue	31,066	43,253	44,573	43,519	55,964
Total operating expense	29,582	22,831	23,478	21,970	24,409
Loss from operations	(10,159)	(5,831)	(9,947)	(12,087)	(15,294)
Net loss	(7,692)	(3,300)	(7,723)	(10,349)	(13,215)
Other comprehensive loss					
Foreign currency translation adjustment	6	53	(188)	(9)	104
Comprehensive loss	(7,686)	(3,247)	(7,911)	(10,358)	(13,111)
Net loss per common share					
Basic and diluted	$ (0.04)	$ (0.02)	$ (0.04)	$ (0.05)	$ (0.07)
Weighted-average number of shares used in computing net loss per share					
Basic and diluted	203,485	203,200	201,584	199,619	198,334

RECONCILIATION OF NET LOSS TO EBITDA AND ADJUSTED EBITDA

(Unaudited, $ in thousands)

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	Three months ended				
	3/31/24	12/31/23	9/30/23	6/30/23	3/31/23
Net loss	$ (7,692)	$ (3,300)	$ (7,723)	$ (10,349)	$ (13,215)
Interest income, net	(2,409)	(2,516)	(2,233)	(1,815)	(2,016)
Income tax expense (benefit)	45	(86)	(33)	18	(7)
Depreciation and amortization	1,501	1,542	1,395	1,342	1,254
EBITDA	(8,555)	(4,360)	(8,594)	(10,804)	(13,984)
Legal matter	5,300	-	-	-	-
Stock-based compensation	3,281	3,042	3,273	3,276	3,680
Compensation expense in connection with acquisitions	-	-	15	370	1,625
Severance charges	231	265	317	488	-
Other acquisition expenses	140	243	(23)	226	205
Non-recurring warranty provision	-	1,746	-	-	-
Other adjustments	-	(193)	-	-	-
Adjusted EBITDA	$ 397	$ 743	$ (5,012)	$ (6,444)	$ (8,474)

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.

New Units Deployed

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

Annual Recurring Revenue ("ARR")

The annualized value of our SaaS revenue earned in the current quarter.

Units Booked SaaS ARPU

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

Units Deployed

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

Bookings

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

Units Booked

The aggregate number of Hub Device units subject to binding orders executed during a stated measurement period.

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.

Customer Churn

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

THANK YOU

For more information, please contact
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