



Q2 FY27 | SEP 3, 2026

INVESTOR PRESENTATION



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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. These statements may relate to, but are not limited to, expectations of future operating results or financial performance, market size and growth, industry developments and trends, the calculation of certain of our financial and operating metrics, capital expenditures, future payroll tax obligations, estimates regarding share issuances and dilution, plans for future operations, including expansion into new geographies and products, headcount and productivity growth, macroeconomic conditions, including tariff and trade policies, fluctuations in currency exchange rates, competitive position, our pace of product development, our product roadmap and our technological capabilities, including AI, inventory capacity and supply chain conditions, customer purchasing of, adoption of, and expected results from our Connected Operations® Platform, including cost-savings and return on investment, and strategic relationships, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and could cause actual results and events to differ. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “intend,” “potential,” “would,” “continue,” “ongoing,” “guidance” or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Forward-looking statements are based on information available at the time those statements are made, including information furnished to us by third parties that we have not independently verified, and/or management’s good faith beliefs and assumptions as of that time with respect to future events and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. In light of these risks and uncertainties, the future events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. These risks and uncertainties include our ability to retain customers and expand the use of our solution by our customers, our ability to attract new customers, our future financial performance, including trends in revenue and annual recurring revenue (“ARR”), annual contract value (“ACV”), net retention rate, costs of revenue, gross profit or gross margin, operating expenses, customer counts, non-GAAP financial measures (such as revenue and revenue growth rate adjusted for constant currency, non-GAAP gross margin, non-GAAP operating margin, free cash flow, free cash flow margin, adjusted free cash flow, and adjusted free cash flow margin), our ability to achieve or maintain profitability, the demand for our products or for solutions for connected operations in general, geopolitical conflicts, the impact of political elections, and other macroeconomic conditions globally on our and our customers’, partners’ and suppliers’ operations and future financial performance, possible harm caused by silicon component shortages and other supply chain constraints, the length of our sales cycles, possible harm caused by a security breach or other incident affecting our or our customers’ assets or data, our ability to compete successfully in competitive markets, our ability to respond to rapid technological, legal, and regulatory changes, and our ability to continue to innovate. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties, including those more fully described in our filings and reports that we may file from time to time with the Securities and Exchange Commission, including our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q. Except as required by law, we do not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation contains statistical data, estimates and forecasts, including estimates involving actual or anticipated benefits of our solution, that are based on publicly available information or information and data furnished to us by third parties such as our customers, as well as other information based on our internal sources. While we believe the information and data included in this presentation are based on reasonable assumptions, this information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the information and data provided by third parties and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.

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This presentation also includes certain non-GAAP financial measures, which have not been prepared in accordance with generally accepted accounting principles in the United States (“GAAP”). These non-GAAP financial measures are in addition to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. There are a number of limitations related to these of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. Please see the Appendix for reconciliations of these non-GAAP financial measures to their nearest GAAP equivalents.

We believe the presentation of revenue and revenue growth adjusted for constant currency enables comparability across periods. Our non-GAAP gross profit is defined as gross profit excluding the effect of stock-based compensation expense-related charges, including the amortization of deferred stock-based compensation expense for internal-use software and cloud computing arrangements and employer taxes on employee equity transactions, included in cost of revenue and non-GAAP gross margin is defined as non-GAAP gross profit as a percentage of total revenue. We define non-GAAP sales and marketing expense, non-GAAP research and development expense, and non-GAAP general and administrative expense as sales and marketing expense, research and development expense, and general and administrative expense, respectively, excluding the effect of stock-based compensation expense-related charges, including employer taxes on employee equity transactions. Non-GAAP sales and marketing margin, non-GAAP research and development margin, and non-GAAP general and administrative margin are defined as non-GAAP sales and marketing expense, non-GAAP research and development expense, and non-GAAP general and administrative expense, respectively, as a percentage of total revenue. Non-GAAP operating income (loss) is defined as income (loss) from operations excluding the effect of stock-based compensation expense-related charges, including the amortization of deferred stock-based compensation expense for internal-use software and cloud computing arrangements and employer taxes on employee equity transactions, lease modification, impairment, and related charges, and legal settlements and awards. Non-GAAP operating margin is defined as non-GAAP operating income (loss) as a percentage of total revenue. Non-GAAP net income is defined as net income (loss) excluding the effect of stock-based compensation expense-related charges, including the amortization of deferred stock-based compensation expense for internal-use software and cloud computing arrangements and employer taxes on employee equity transactions, lease modification, impairment, and related charges, and legal settlements and awards. Our non-GAAP net income per share, diluted is calculated by dividing non-GAAP net income by the weighted-average number of shares of common stock outstanding during the period, giving effect to all potentially dilutive common stock equivalents (stock options, restricted stock units, and shares issued under our 2021 Employee Stock Purchase Plan) to the extent they are dilutive. We believe that non-GAAP gross profit and non-GAAP gross margin, non-GAAP operating expenses and non-GAAP operating income (loss), and non-GAAP net income and non-GAAP net income per share, diluted provide our management and investors consistency and comparability with our past financial performance and facilitate period-to-period comparisons of operations. Free cash flow is defined as net cash provided by (used in) operating activities reduced by cash used for purchases of property and equipment. Free cash flow margin is calculated as free cash flow as a percentage of total revenue. Adjusted free cash flow is defined as free cash flow excluding the cash impact of non-recurring capital expenditures associated with the build-out of our corporate office facilities in San Francisco, California, net of tenant allowances, and legal settlements and awards. Adjusted free cash flow margin is calculated as adjusted free cash flow as a percentage of total revenue. We believe that these measures are useful in evaluating liquidity and provide information to management and investors about our ability to fund future operating needs and strategic initiatives by excluding the impact of non-recurring events.

Other than with respect to revenue growth adjusted for constant currency, a reconciliation of non-GAAP guidance financial measures to corresponding GAAP guidance financial measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty and potential variability of expenses, such as stock-based compensation expense-related charges and timing of capital expenditures, that may be incurred in the future and cannot be reasonably determined or predicted at this time. It is important to note that these factors could be material to our results of operations calculated in accordance with GAAP.

Q2 FY27

BUSINESS HIGHLIGHTS



OUR MISSION

**IMPROVE THE SAFETY,
EFFICIENCY, AND
SUSTAINABILITY OF THE
OPERATIONS THAT POWER
OUR GLOBAL ECONOMY**

Figures as of Q2 FY27
Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions, reconciliations, and methodology.

\$2.1B

Q2 FY27 ARR
30% Y/Y Growth

\$134M

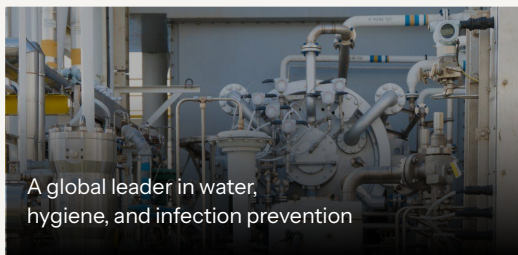
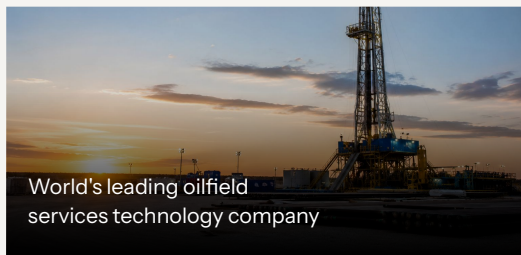
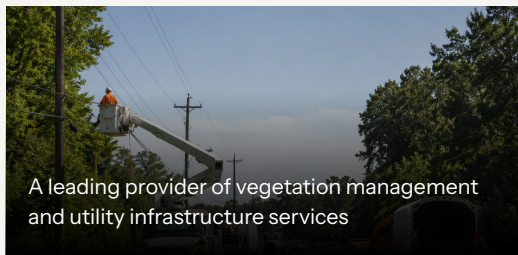
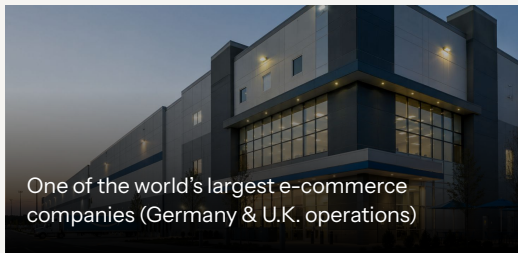
Q2 FY27 NNARR
28% Y/Y Growth

\$1.3B

**ARR from \$100K+
ARR Customers**
38% Y/Y Growth



Select large customer wins



Data highlights

105B+

Miles driven

340M+

Workflows automated

30T+ data points
collected annually



10T+

Q2 FY25 LTM

20T+

Q2 FY26 LTM

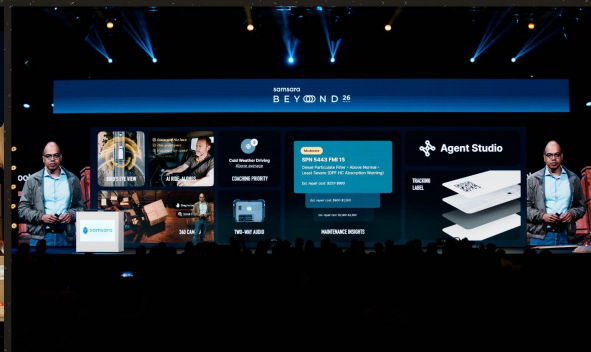
30T+

Q2 FY27 LTM

Stats for twelve-month period ending July 31, 2026



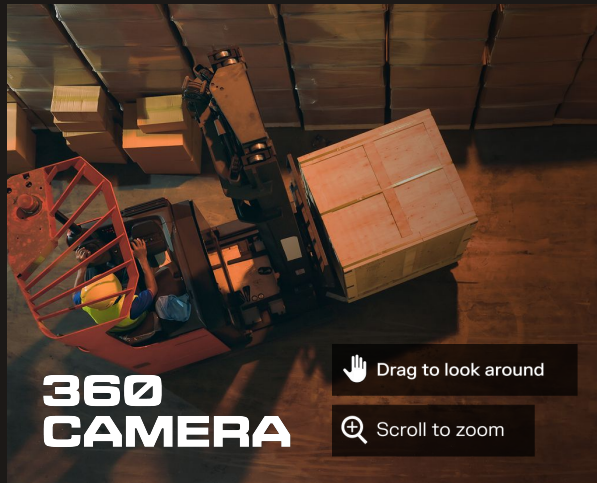
samsara BEYOND 26



TRACKING LABEL



360 CAMERA



🖱️ Drag to look around

🔍 Scroll to zoom

WASTE INTELLIGENCE



GROUND INTELLIGENCE



Route Performance

EN ROUTE

Moderate

SPN 5443 FMI 15

Diesel Particulate Filter - Above Normal - Least Severe (DPF HC Absorption Warning)

Est. repair cost: \$250-\$800

Est. repair cost: \$900-\$1,500

Est. repair cost: \$2,000-\$3,500

Add AI agents to help with everyday work

Agents can be used to monitor vehicle health, and support various workflows across your fleet.

Learn more

Recommended for your fleet

📄

Top-Down Fleet Health

Get a high-level overview of your fleet's overall health, including engine, transmission, and other key components. This report provides a comprehensive overview of your fleet's performance and helps you identify areas for improvement.

📄

Today's Fleet Briefing

Get a detailed overview of your fleet's performance today, including engine, transmission, and other key components. This report provides a comprehensive overview of your fleet's performance and helps you identify areas for improvement.

📄

Weekly Under-the-Hood Report

Get a detailed overview of your fleet's performance, including engine, transmission, and other key components. This report provides a comprehensive overview of your fleet's performance and helps you identify areas for improvement.

📄

Quarterly System Report

Get a detailed overview of your fleet's performance, including engine, transmission, and other key components. This report provides a comprehensive overview of your fleet's performance and helps you identify areas for improvement.

One hardware device powers multiple products

INITIAL HARDWARE
PRODUCT

Vehicle Gateway



AI Dash Cam



AI Multicam



SOFTWARE PRODUCTS
POWERED BY HARDWARE

Connected Asset Maintenance

Ground Intelligence

Routing

Waste Intelligence



Top 5 largest city in the U.S.

Samsara products

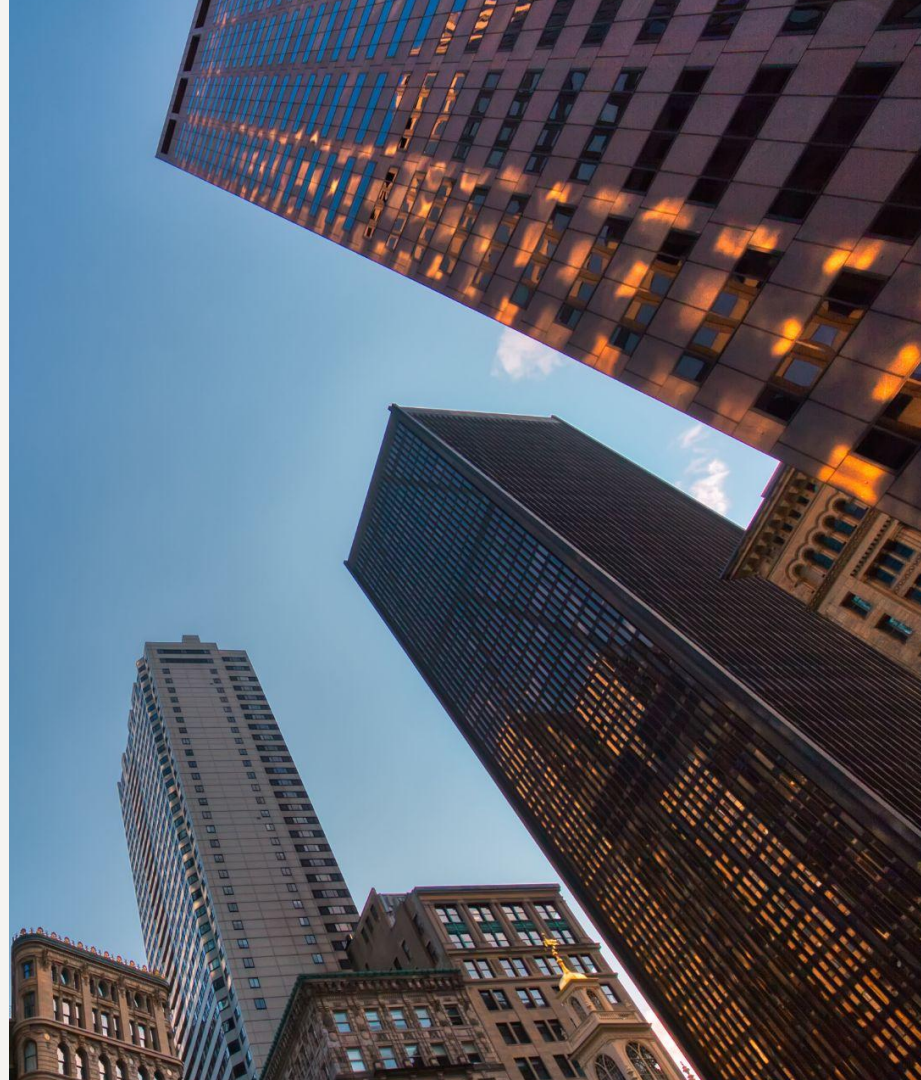
AI Multicam

AI Dash Cam

Vehicle Gateways

Ground Intelligence

Connected Asset Maintenance





A leading heavy civil & general contractor for over 75 years

Samsara products

AI Multicam

Asset Tags

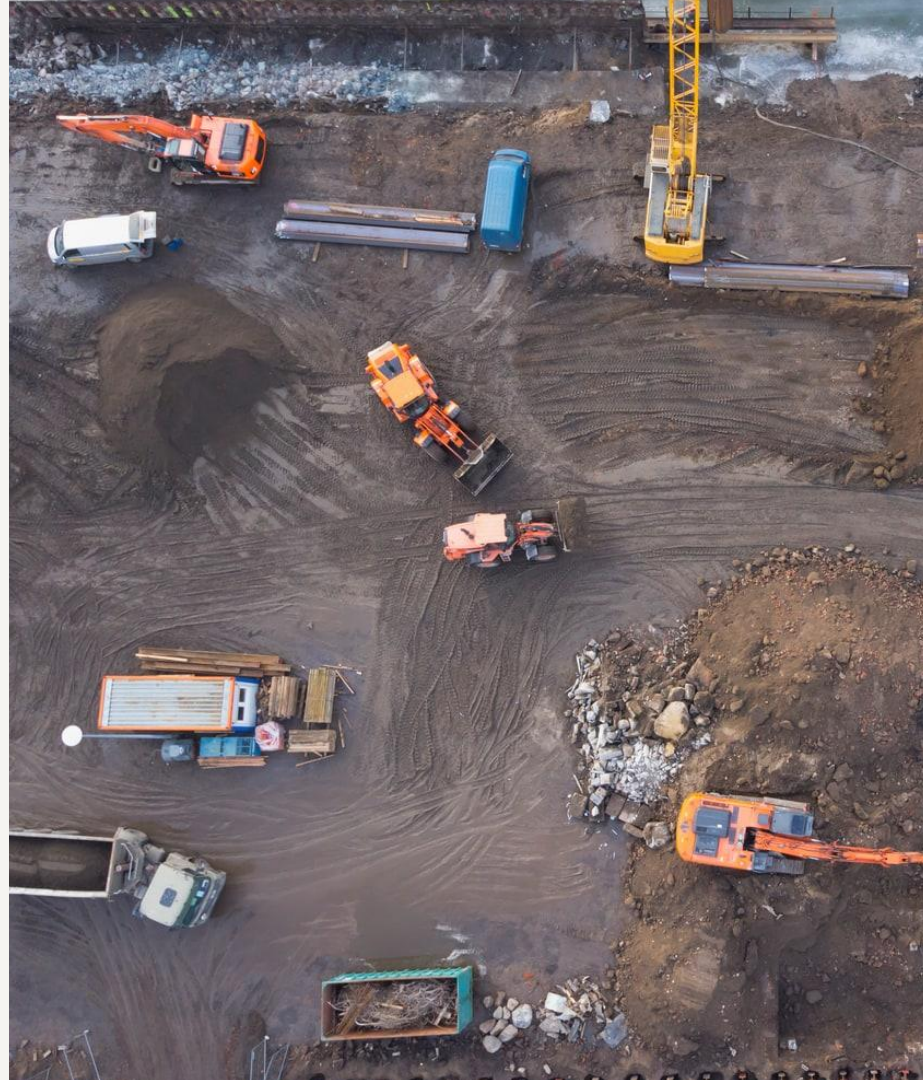
AI Dash Cam

Powered Asset Gateways

Vehicle Gateways

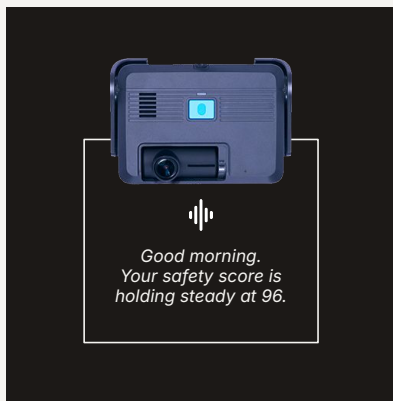
Connected Forms

Connected Asset Maintenance





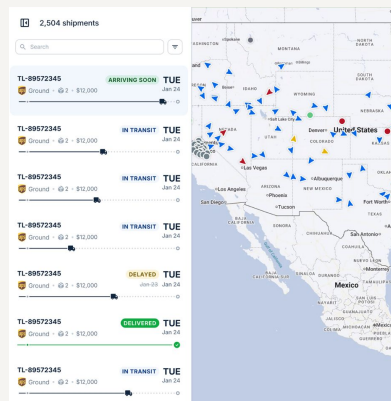
New AI features



Two-Way Voice Agent
through the dash cam



New AI Multicam
detections



Shipment
Center



Bird's Eye
View



SAMSARA COMMUNITY™

5,000+

Members



BRENTTAG



Ferrellgas



pitney bowes





THANK YOU



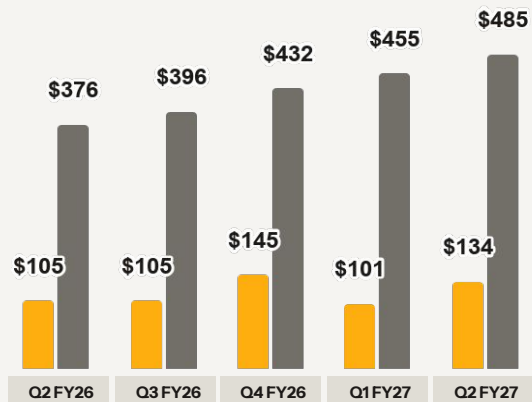
Q2 FY27

FINANCIAL HIGHLIGHTS



Rapid growth at scale

Net new ARR (\$M)



Y/Y Growth / CC

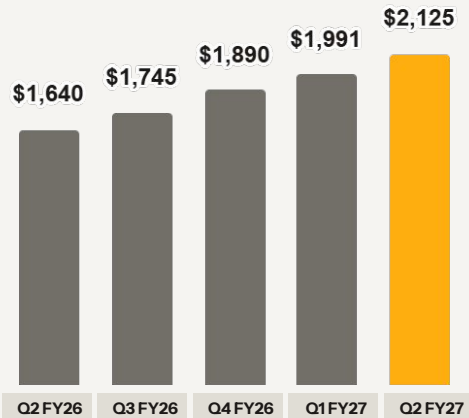
19% / 19% 24% / 23% 33% / 31% 30% / 27% 28% / 28%

Y/Y LTM Growth / CC

13% / 14% 14% / 15% 21% / 21% 27% / 25% 29% / 27%

Quarterly NNARR LTM NNARR

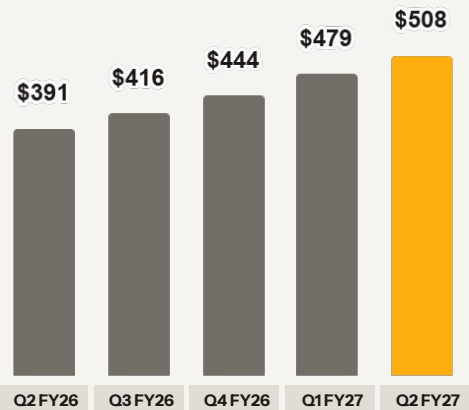
Ending ARR (\$M)



Y/Y Growth / CC

30% / 30% 29% / 29% 30% / 30% 30% / 30% 30% / 30%

Revenue (\$M)



Y/Y Growth / CC

30% / 31% 29% / 29% 28% / 27% 31% / 29% 30% / 29%

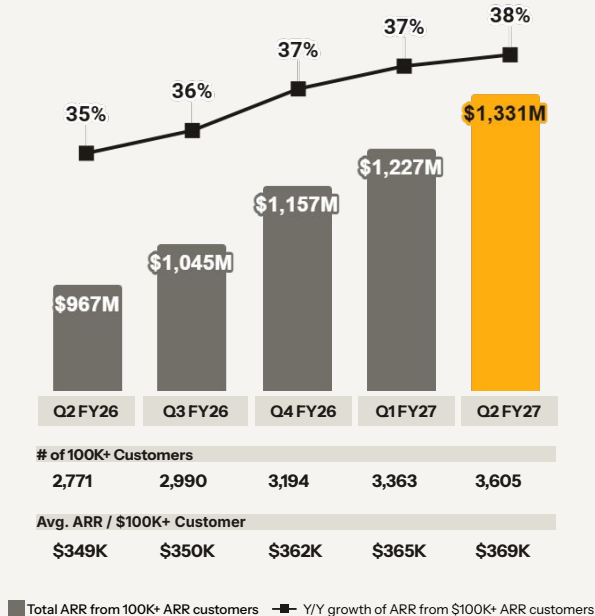
Fiscal year ends on the Saturday closest to February 1.

"CC" refers to constant currency adjusted growth rates. See Appendix for definitions.

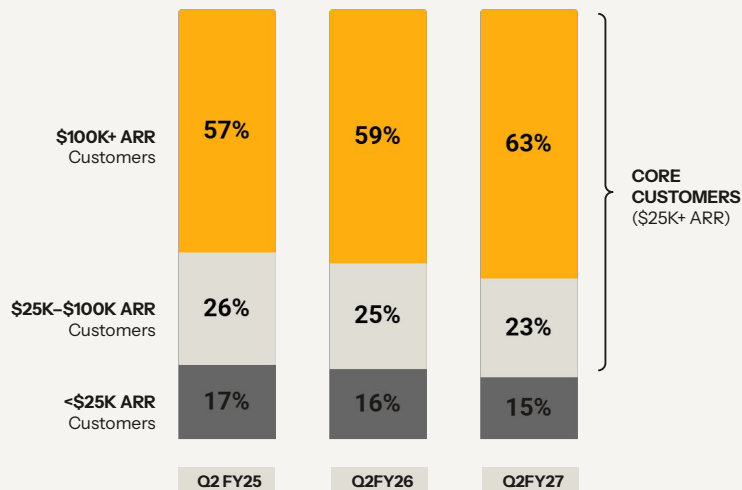


Large customer momentum

Large customer scale and growth



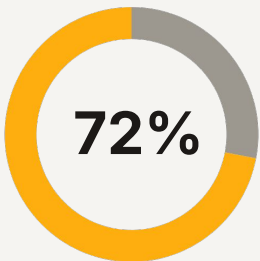
ARR mix by customer cohort



Fiscal year ends on the Saturday closest to February 1.
See Appendix for definitions.



Multi-product strength

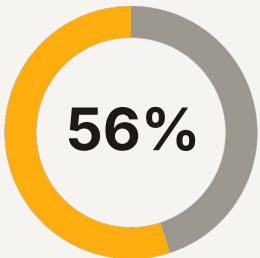


\$100K+ ARR
customers subscribe
to **3+ products**



8 of Top 10

Net new ACV deals included 3+ products



Core customers
subscribe
to **3+ products**



7 of Top 10

Net new ACV deals included 4+ products



Success in new frontiers

Emerging products



20%+

net new ACV from emerging products for the 3rd consecutive quarter

End market diversity



2nd

highest-ever net new ACV mix from public sector

International momentum



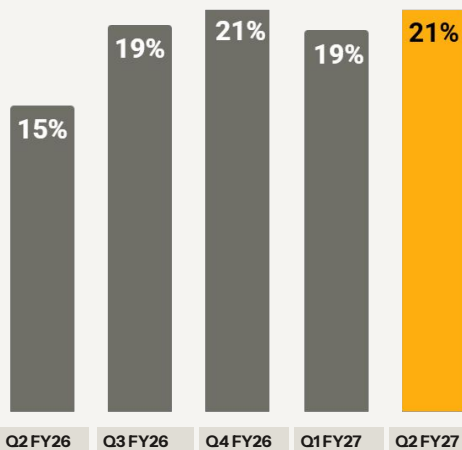
18%

net new ACV from non-US geographies in Q2, tied for a quarterly record

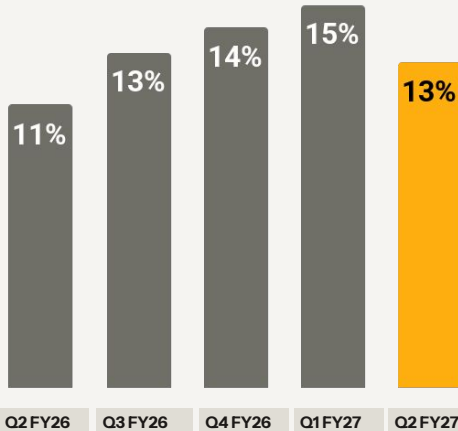


Improving operating efficiency

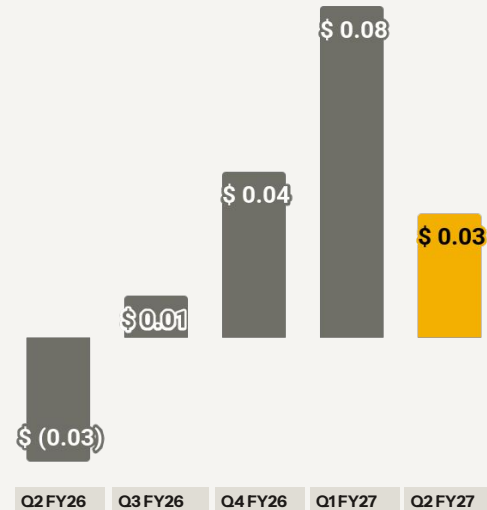
Non-GAAP operating margin



Free cash flow margin



GAAP EPS



Fiscal year ends on the Saturday closest to February 1.
See Appendix for reconciliation to GAAP financial measures.
Note that some numbers may not add up due to rounding.
¹ Percentages reflect non-GAAP measures.



Financial guidance

	Q3 FY27	FY27	Implied Q4
Total Revenue Y/Y Revenue Growth Y/Y Revenue Growth (CC) ¹	\$514 - \$516 million 24% growth 23% - 24% growth	\$2.043 - \$2.047 billion 26% growth 26% growth	\$542 - \$544 million 22% growth 22% growth
Non-GAAP Operating Margin %²	21%	21%	23%
Non-GAAP EPS² GAAP EPS	\$0.18 - \$0.19 GAAP Profitable	\$0.76 - \$0.78 GAAP Profitable	\$0.21 - \$0.22 GAAP Profitable

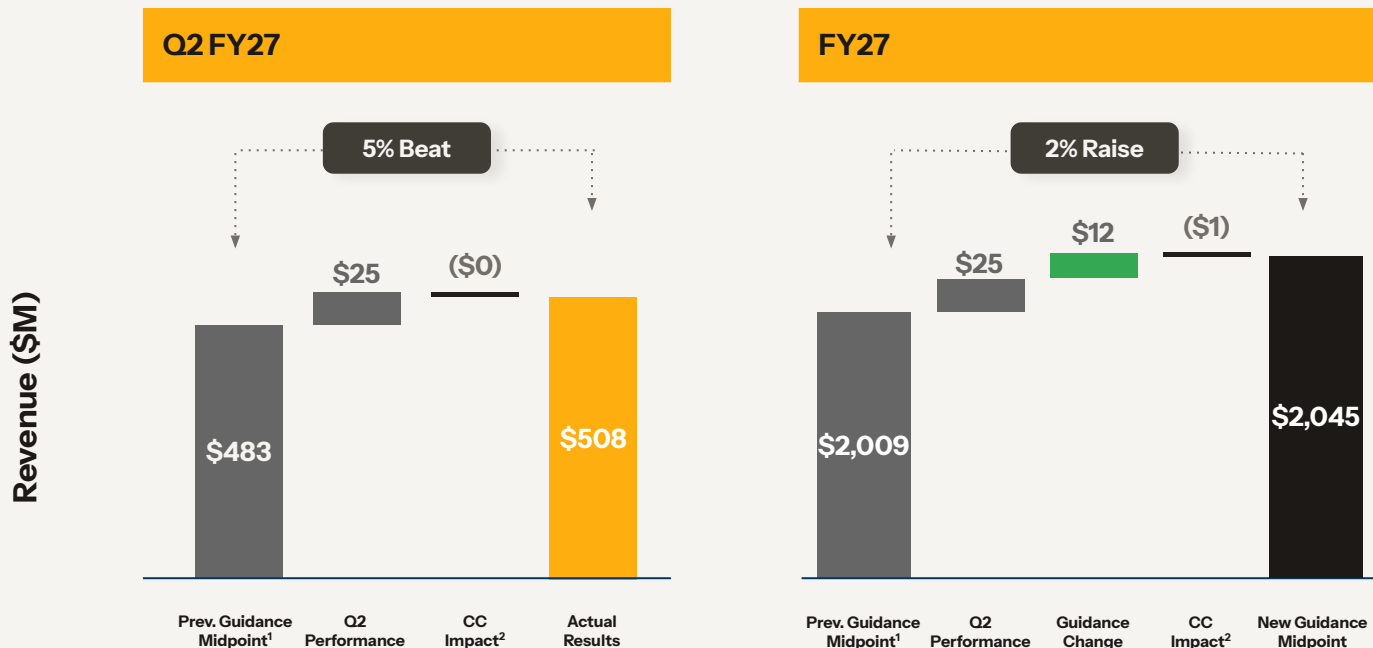
Fiscal year ends on the Saturday closest to February 1.

¹ See Appendix for constant currency methodology. Constant currency impact to revenue guidance is \$2M for Q3 FY27 and \$10M for FY27.

² See Disclaimer and Statement Regarding Use of Non-GAAP Measures and Appendix for information regarding reconciliations to GAAP financial measures.



Results / Updated Guidance vs. Previous Guidance



Fiscal year ends on the Saturday closest to February 1. See Appendix for definitions and reconciliations of GAAP to non-GAAP financial measures

¹ Refers to previously issued financial guidance dated 6/4/26

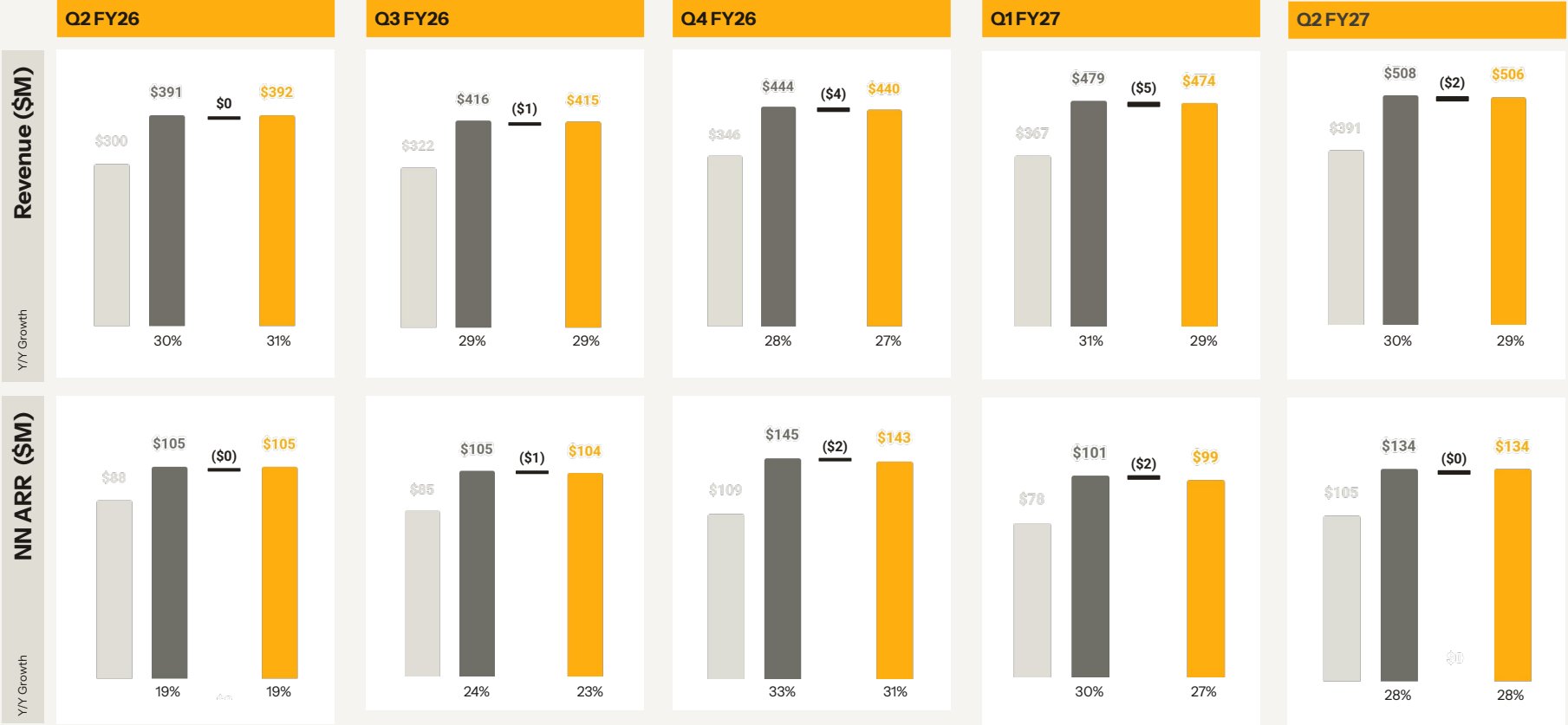
² GAAP subscription revenues included in our previous guidance is based on the 5/2/26 exchange rates for contracts denominated in currencies other than US Dollar. Constant currency impact in Q3 2027 and FY27 represent the impact of the difference between the actual average foreign exchange rates in the period used to calculate our Q2 2027 actual results and the foreign exchange rates as of 5/2/26 assumed in our previously issued guidance dated 6/4/26



Q&A

APPENDIX

Currency Impact to Revenue and Net New ARR



Fiscal year ends on the Saturday closest to February 1. See Appendix for definitions and reconciliations of GAAP to non-GAAP financial measures

● Prior Year Period ● Reporting Period ● Currency Impact ● Adjusted Reporting Period



GAAP to Non-GAAP Reconciliations

Note: Figures (other than %'s) in \$000's

	FY24	FY25	FY26	Q2 FY26	Q2 FY27
GAAP revenue	\$937,385	\$1,249,199	\$1,618,635	\$391,480	\$508,437
<i>Less: Additional week in Q4 FY24</i>	<i>\$19,734</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>
<i>Add: Constant currency adjustment</i>	<i>\$0</i>	<i>\$0</i>	<i>(\$2,061)</i>	<i>\$316</i>	<i>(\$2,297)</i>
Adjusted revenue	\$917,651	\$1,249,199	\$1,616,574	\$391,796	\$506,140
Y/Y Revenue Growth	44%	33%	30%	30%	30%
Y/Y Adjusted Revenue Growth	41%	33%	29%	31%	29%
GAAP gross profit	\$690,353	\$950,878	\$1,242,086	\$300,979	\$392,581
GAAP gross margin	74%	76%	77%	77%	77%
<i>Add: Stock-based compensation expense-related charges</i>	<i>\$12,725</i>	<i>\$15,349</i>	<i>\$18,575</i>	<i>\$4,713</i>	<i>\$5,417</i>
Non-GAAP gross profit	\$703,078	\$966,227	\$1,260,661	\$305,692	\$397,998
Non-GAAP gross margin	75%	77%	78%	78%	78%

Fiscal year ends on the Saturday closest to February 1



GAAP to Non-GAAP Reconciliations

Note: Figures (other than %'s) in \$000's

	FY24	FY25	FY26	Q2 FY26	Q2 FY27
GAAP S&M expense	\$486,649	\$601,648	\$683,780	\$174,083	\$217,774
GAAP S&M margin (% of total revenue)	52%	48%	42%	44%	43%
Less: Stock-based compensation expense-related charges	(\$75,203)	(\$90,471)	(\$94,697)	(\$25,345)	(\$29,447)
Non-GAAP S&M expense	\$411,446	\$511,177	\$589,083	\$148,738	\$188,327
Non-GAAP S&M margin (% of total revenue)	44%	41%	36%	38%	37%
GAAP R&D expense	\$258,581	\$299,716	\$344,589	\$85,612	\$102,556
GAAP R&D margin (% of total revenue)	28%	24%	21%	22%	20%
Less: Stock-based compensation expense-related charges	(\$95,220)	(\$107,250)	(\$125,314)	(\$31,346)	(\$37,498)
Non-GAAP R&D expense	\$163,361	\$192,466	\$219,275	\$54,266	\$65,058
Non-GAAP R&D margin (% of total revenue)	17%	15%	14%	14%	13%
GAAP G&A expense	\$195,043	\$234,609	\$266,293	\$67,903	\$67,376
GAAP G&A margin (% of total revenue)	21%	19%	17%	17%	13%
Less: Stock-based compensation expense-related charges	(\$68,042)	(\$85,577)	(\$96,389)	(\$24,913)	(\$28,744)
Non-GAAP G&A expense	\$127,001	\$149,032	\$169,904	\$42,990	\$38,632
Non-GAAP G&A margin (% of total revenue)	14%	12%	11%	11%	8%

Fiscal year ends on the Saturday closest to February 1



GAAP to Non-GAAP Reconciliations

Note: Figures (other than %s) in \$000's

	FY24	FY25	FY26	Q2 FY26	Q2 FY27
GAAP income (loss) from operations	(\$323,347)	(\$189,973)	(\$52,576)	(\$26,619)	\$4,875
GAAP operating margin	(34%)	(15%)	(3%)	(7%)	1%
Add: Stock-based compensation expense-related charges	\$251,190	\$298,647	\$334,975	\$86,317	\$101,106
Add: Lease modification, impairment, and related charges	\$4,762	\$4,028	\$0	\$0	\$0
Add: Legal settlement	\$68,665	\$850	\$0	\$0	\$0
Non-GAAP operating income	\$1,270	\$113,552	\$282,399	\$59,698	\$105,981
Non-GAAP operating margin	0%	9%	17%	15%	21%
GAAP net income (loss)	(\$286,726)	(\$154,907)	(\$9,117)	(\$16,800)	\$16,242
Add: Stock-based compensation expense-related charges	\$251,190	\$298,647	\$334,975	\$86,317	\$101,106
Add: Lease modification, impairment, and related charges	\$4,762	\$4,028	\$0	\$0	\$0
Add: Legal settlement	\$68,665	\$850	\$0	\$0	\$0
Non-GAAP net income	\$37,891	\$148,618	\$325,858	\$69,517	\$117,348

Fiscal year ends on the Saturday closest to February 1



GAAP to Non-GAAP Reconciliations

Note: Figures (other than %s, share and per share) in \$000's

	FY24	FY25	FY26	Q2 FY26	Q2 FY27
GAAP net income (loss) per share, diluted	(\$0.54)	(\$0.28)	(\$0.02)	(\$0.03)	\$0.03
Non-GAAP net income per share, diluted	\$0.07	\$0.26	\$0.56	\$0.12	\$0.20
Weighted-average shares used in computing GAAP net income (loss) per share, diluted	534,878,501	556,317,440	573,483,155	571,738,084	590,464,665
Weighted-average shares used in computing Non-GAAP net income per share, diluted	562,651,874	578,287,245	585,363,583	585,391,189	590,464,665
Net cash provided by (used in) operating activities	(\$11,815)	\$131,659	\$236,210	\$50,161	\$73,524
<i>Net cash provided by (used in) operating activities margin</i>	<i>(1%)</i>	<i>11%</i>	<i>15%</i>	<i>13%</i>	<i>14%</i>
<i>Add: Purchases of property and equipment</i>	<i>(\$10,953)</i>	<i>(\$20,177)</i>	<i>(\$28,766)</i>	<i>(\$5,969)</i>	<i>(\$8,783)</i>
Free cash flow	(\$22,768)	\$111,482	\$207,444	\$44,192	\$64,741
<i>Free cash flow margin</i>	<i>(2%)</i>	<i>9%</i>	<i>13%</i>	<i>11%</i>	<i>13%</i>
<i>Less: Purchases of property and equipment for build-out of corporate headquarters, net of tenant allowances</i>	<i>(\$10,179)</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>
<i>Less: Legal settlement</i>	<i>\$60,000</i>	<i>\$0</i>	<i>\$1,217</i>	<i>\$0</i>	<i>\$0</i>
Adjusted free cash flow	\$27,053	\$111,482	\$208,661	\$44,192	\$64,741
<i>Adjusted free cash flow margin</i>	<i>3%</i>	<i>9%</i>	<i>13%</i>	<i>11%</i>	<i>13%</i>

Fiscal year ends on the Saturday closest to February 1



Definitions / Methodology

Annual Contract Value (ACV)

We define ACV as the annualized value of a customer's total contract value for Samsara products as of the measurement date.

Net New ACV (NN ACV)

Net New ACV is calculated as the incremental annual contract value, through upsells, cross-sells, or new business, that is recognized in a given reporting period and that was not present as of the beginning of the reporting period.

Annual Recurring Revenue (ARR)

We define ARR as the annualized value of subscription contracts that have commenced revenue recognition as of the measurement date.

Net New ARR (NN ARR)

Net New ARR is calculated as the difference between the annualized value of subscription contracts that have commenced revenue recognition as of the end of the reporting period and the annualized value of subscription contracts that have commenced revenue recognition as of the end of the prior reporting period.

Constant Currency (CC)

Constant Currency is a methodology for assessing how our underlying business performed excluding the effect of foreign currency rate fluctuations. To present this information, current period results for customer contracts denominated in currencies other than U.S. dollars are converted into U.S. dollars using the average currency exchange rates in effect during the comparative period, rather than the actual currency exchange rates in effect during the current period. For ARR and NN ARR, customer contracts denominated in currencies other than U.S. dollars are translated into U.S. dollars based on the currency exchange rate as of the day of the effective date of the contract. For guidance, currency impact on total revenue growth is derived by applying the average currency exchange rates in effect during the comparative period, rather than the currency exchange rates for the guidance period.

Customer

We define a customer as an entity, or group of affiliated entities with a shared parent organization, that has ARR of greater than \$1,000 at the end of a reporting period. Determinations regarding the relationship between customer entities are primarily based on publicly available information and information supplied to us by our customers, and we have not independently verified the legal relationship between entities in all cases. Our customer count is subject to adjustments for acquisitions, spin-offs, segmentation by geography, and other market and commercial activity.

Core Customer

We define a core customer as a customer that has ARR of greater than or equal to \$25,000 at the end of a reporting period.

Large Customer

We define a large customer as a customer that has ARR of greater than \$100,000 at the end of a reporting period.

Dollar-Based Net Retention Rate

We calculate our dollar-based net retention rate as of a period end by starting with the ARR from the specified cohort of customers as of 12 months prior to such period-end, or the Prior Period ARR. We then calculate the ARR from these same customers as of the current period-end, or the Current Period ARR. Current Period ARR includes any expansion, and is net of contraction or attrition over the last 12 months, but excludes ARR from new customers in the current period, as well as any ARR associated with paid trials. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the point-in-time dollar-based net retention rate. We then calculate the weighted average of the trailing 12-month point-in-time dollar-based net retention rates to arrive at the dollar-based net retention rate.

In calculating the dollar-based net retention rate for core customers and for \$100K+ ARR customers, we look at the cohort of customers with a Prior Period ARR greater than \$0 who have met or exceeded \$25,000 in the case of core customers, or \$100,000 ARR in the case of \$100K+ ARR customers, during their lifetime as a Samsara customer.



Definitions / Methodology

Free Cash Flow and Free Cash Flow Margin

We define free cash flow as net cash provided by operating activities reduced by cash used for purchases of property and equipment. Free cash flow margin is calculated as free cash flow as a percentage of total revenue. We believe that free cash flow and free cash flow margin, even if negative, are useful in evaluating liquidity and provide information to management and investors about our ability to fund future operating needs and strategic initiatives.

Adjusted Free Cash Flow and Adjusted Free Cash Flow Margin

We define adjusted free cash flow as net cash provided by (used in) operating activities reduced by cash used for purchases of property and equipment and excluding the cash impact of non-recurring capital expenditures associated with the build-out of our corporate office facilities in San Francisco, California, net of tenant allowances, and legal settlements and awards. Adjusted free cash flow margin is calculated as adjusted free cash flow as a percentage of total revenue. We believe that adjusted free cash flow and adjusted free cash flow margin, even if negative, are useful in evaluating liquidity and provide information to management and investors about our ability to fund future operating needs and strategic initiatives by excluding the impact of non-recurring events.

