

samsara

Q1 FY26 Investor Presentation

June 5, 2025

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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 the use 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 capitalized software 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 believe that non-GAAP gross profit and non-GAAP gross margin provide our management and investors consistency and comparability with our past financial performance and facilitate period-to-period comparisons of operations. 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 capitalized software and employer taxes on employee equity transactions, lease modification, impairment, and related charges, and legal settlements. Non-GAAP operating margin is defined as non-GAAP operating income (loss) as a percentage of total revenue. We believe that non-GAAP operating expenses and non-GAAP operating income (loss) 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. 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 computed in accordance with GAAP.

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Q1 FY26
Business Highlights

https://www.qxo.com/news/qxo-extends-tender-offer-to-acquire-beacon-roofing-supply-2

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OUR MISSION

To increase the safety, efficiency, and sustainability of the operations that power the global economy

$1.54B
Q1 FY26 ARR
31% Y/Y Growth
31% Y/Y Adjusted for Constant Currency [1]

2,638
$100K+ ARR CUSTOMERS [2]
35% Y/Y Growth

$46M
Q1 FY26 ADJ. FREE CASH FLOW
12% Adj. FCF Margin

Figures as of Q1 FY26
Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions and reconciliations, as applicable
[1] Adjusted ARR growth is ARR growth adjusted for constant currency. Refer to Appendix for constant currency methodology
[2] Based on updated methodology for aggregating affiliated customer entities. See Appendix for more detailed comparison using updated methodology

Select Large Customer Wins

Fortune 500

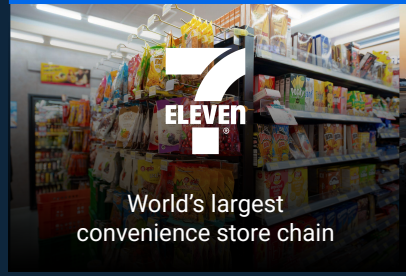


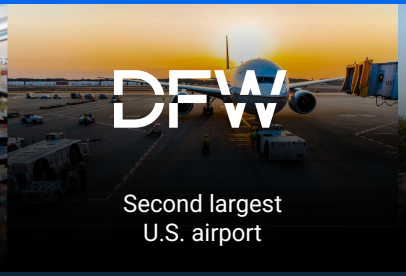




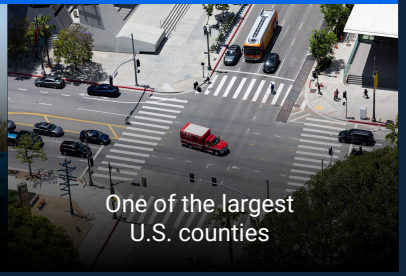


Other









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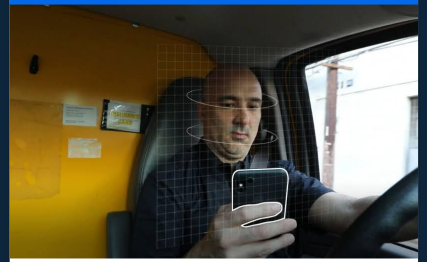
Samsara 2025 State of Connected Operations Report

Distracted Driving in Physical Operations

Our learnings from 1,500+ commercial drivers with ~15,000 years of experience

Distracted Driving



79%

of drivers have experienced a **near-miss** while driving distracted

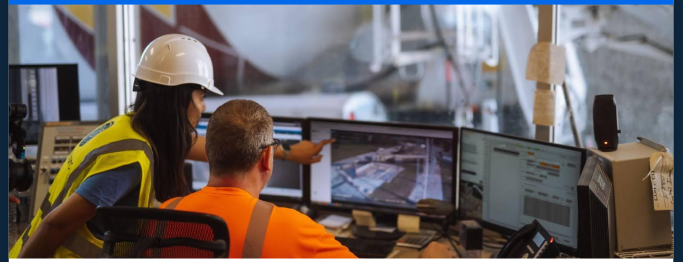
Driver Fatigue



67%

of drivers have experienced **drowsiness**

Coaching & Reinforcement Opportunities



95%

of drivers agree coaching has **positively impacted habits**

82%

of drivers believe **positive reinforcement** is more effective in discouraging distracted driving

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Statistics from Samsara State of Connected Operations Report

Samsara's AI-Powered Safety Solutions



Distracted Driving

- Mobile Phone Usage
- Smoking
- Eating & Drinking
- Inattentive Driving



Driver Fatigue

- Drowsiness Detection
- Lane Drift



Speeding

- Audible Alerts
- Reports



Coaching & Reinforcement Opportunities

- Connected Training
- Rewards and Recognition



Collision Risk

- Following Distance
- Lane Departure
- Risky Maneuvers
- Unsafe Parking
- Blind Spot



Traffic Violations

- Rolling Stop
- Railroad Crossing



Policy Violations

- No Seat Belt
- Obstructed Camera



Harsh Driving

- Harsh Acceleration
- Harsh Braking
- Harsh Turning

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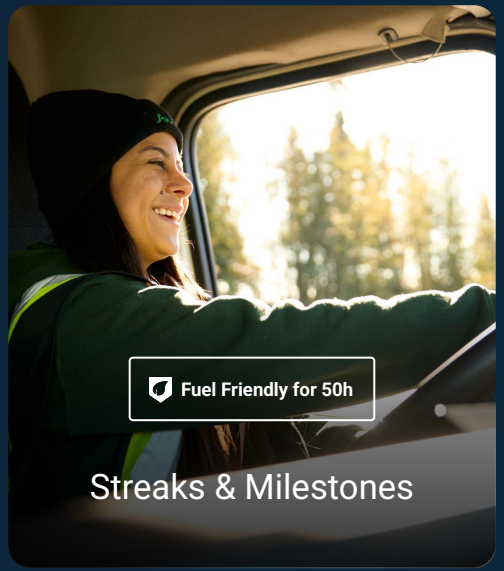
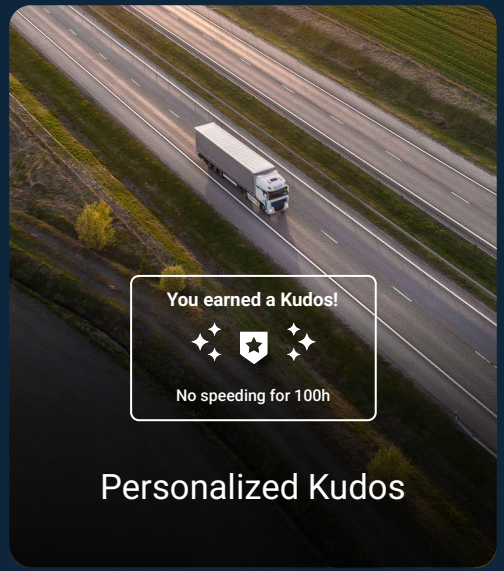
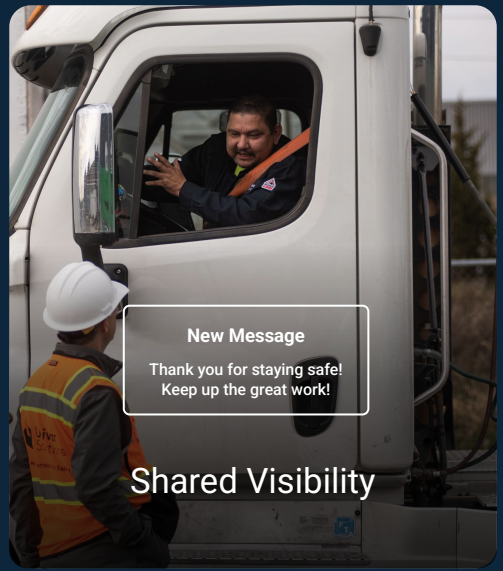
Launching Recognition to Build a Stronger Safety Culture



Streaks & Milestones



Personalized Kudos



Shared Visibility

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Leading Retail Propane Company

One of the largest retail propane companies in the U.S.

75%↓
reduction in safety events

87%↓
reduction in no seat belt usage

50%↓
reduction in mobile usage

3K+
Vehicles

2K+
Employees

Statistics reported by customer

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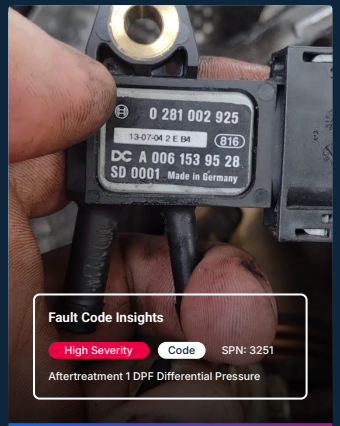
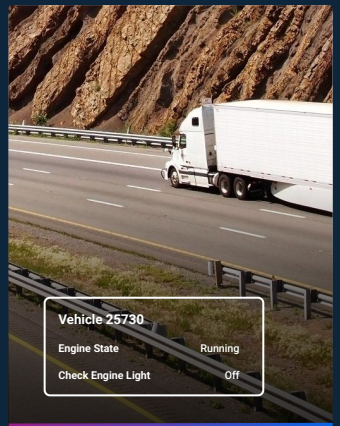
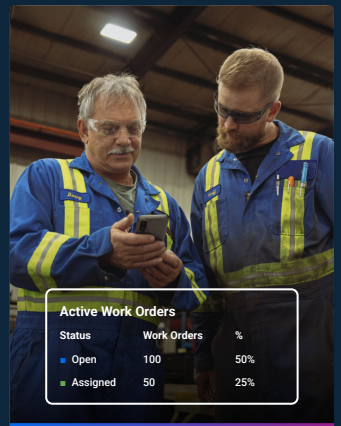
AI-Powered Maintenance Solutions



Samsara Assistant - fault code intelligence



Real-time vehicle diagnostics



Work order creation with pre-populated data



Paperless DVIRs via Connected Workflows



Customizable maintenance alerts

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Driving Efficiency Savings in Maintenance

10th largest mobile crane rental company in the world

20%
unplanned maintenance, down from 34%

$500K+
annual maintenance labor saved

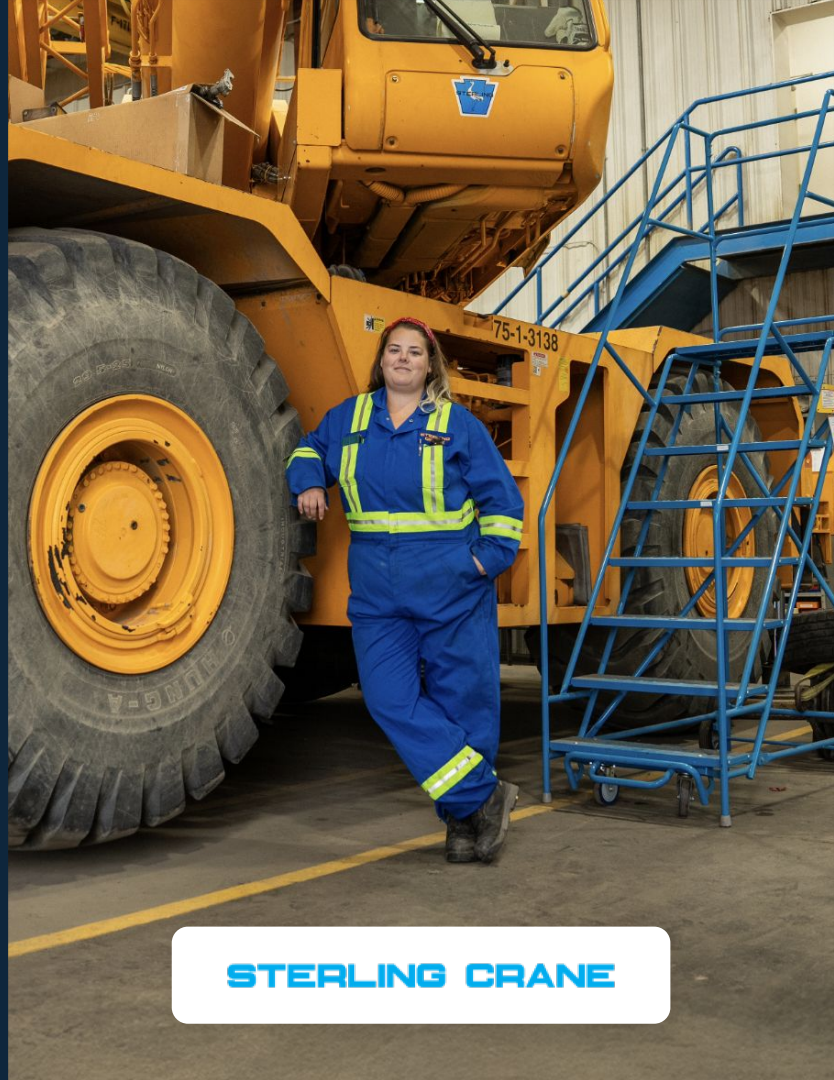
10K+
technician hours saved

Maintenance & replacement costs

$1M+
saved in on-road equipment

$2M+
saved in off-road equipment

Statistics reported by customer



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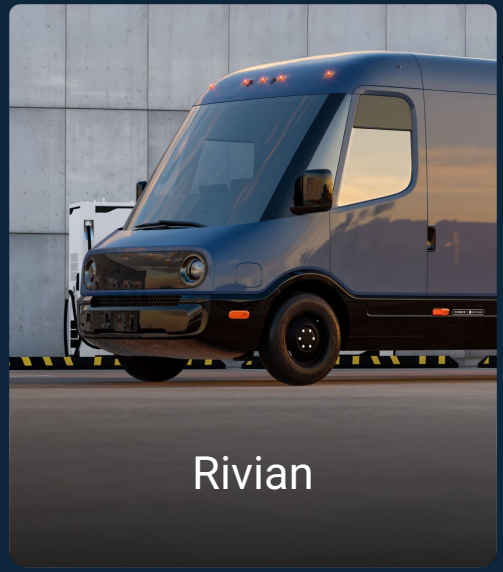
Investing in OEM Relationships







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BEYOND 25

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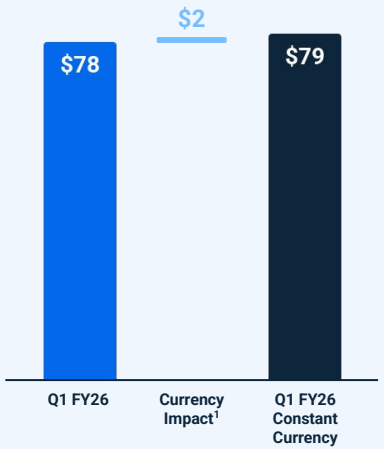
Q1 FY26
Financial Highlights

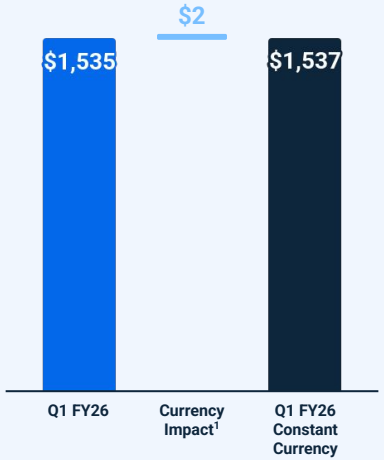
Rapid Growth at Scale

Q1 FY26 Net New ARR ($M)



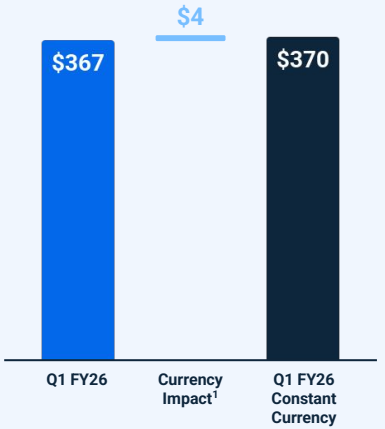
	Q1 FY26	Currency Impact[1]	Q1 FY26 Constant Currency
Y/Y Growth	5%		8%

Q1 FY26 Ending ARR ($M)



	Q1 FY26	Currency Impact[1]	Q1 FY26 Constant Currency
Y/Y Growth	31%		31%

Q1 FY26 Revenue ($M)



	Q1 FY26	Currency Impact[1]	Q1 FY26 Constant Currency
Y/Y Growth	31%		32%

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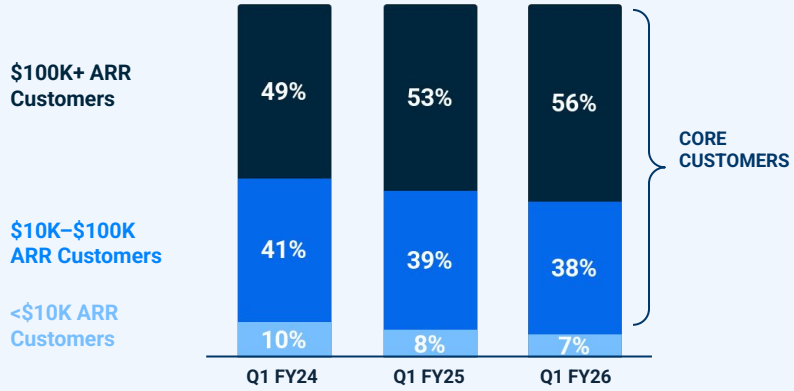
Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions
Note some numbers may not add up due to rounding
[1] See Appendix for constant currency methodology

Large Customer Momentum

Previous Methodology

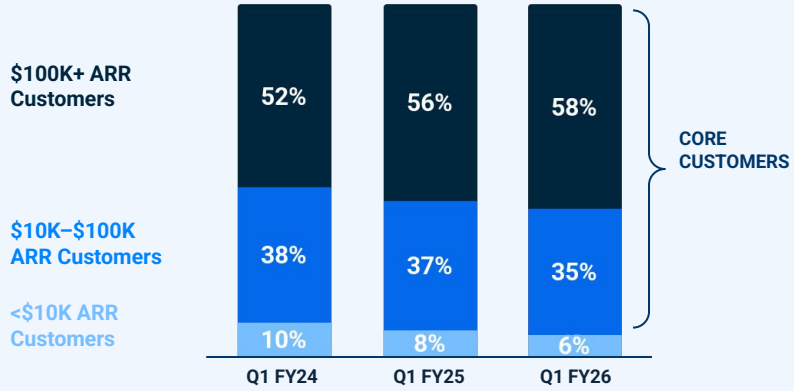
ARR Mix



	Q1 FY24	Q1 FY25	Q1 FY26
$100K+ ARR Customers	1,375	1,964	2,666
Avg. ARR Per $100K+ ARR Customer	$305K	$316K	$321K

Updated Methodology

ARR Mix



	Q1 FY24	Q1 FY25	Q1 FY26
$100K+ ARR Customers	1,379	1,953	2,638
Avg. ARR Per $100K+ ARR Customer	$324K	$336K	$338K

Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions, including updated methodology for counting affiliated entities with a shared parent organization as a single customer

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Multi-product Strength

85%+ core customers use multiple products

New Logos



8 of Top-10

new customer deals
were multi-product

Expansion



8 of Top-10

expansion deals
were multi-product

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Continued Success in New Frontiers

International Momentum



18%

net new ACV mix from non-US geographies in Q1, tied for highest ever

End Market Diversity



7th

consecutive quarter construction contributed the highest net new ACV mix

Emerging Products



4th

consecutive quarter of accelerated year-over-year net new ACV growth in Equipment Monitoring

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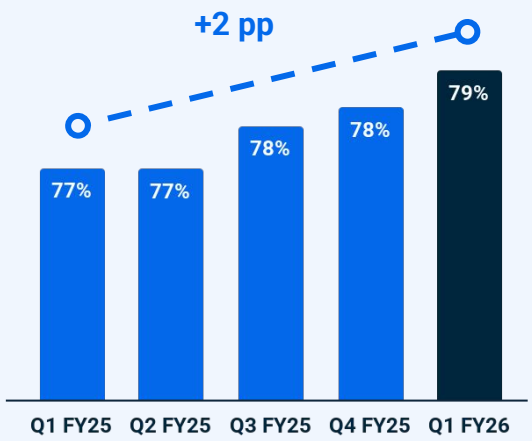
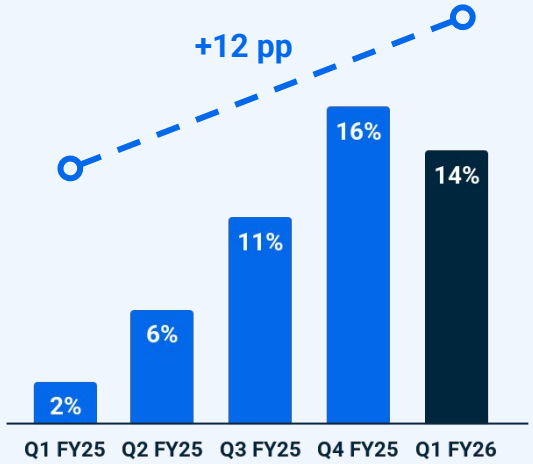
Improving Operating Efficiency

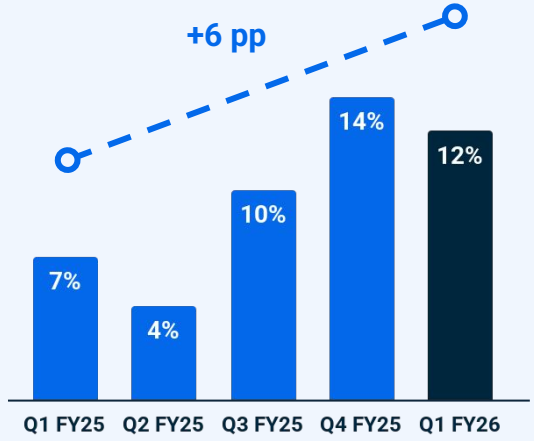
Non-GAAP Gross Margin



Non-GAAP Operating Margin



Adj. Free Cash Flow Margin



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

Financial Guidance

	Q2 FY26	FY26
Total Revenue *Y/Y Revenue Growth* *Y/Y Revenue Growth (Constant Currency)[1]*	$371 million - $373 million *24% growth* *24% growth*	$1.547 billion - $1.555 billion *24% growth* *24% - 25% growth*
Non-GAAP Operating Margin %[2]	9%	13%
Non-GAAP EPS[2]	$0.06 - $0.07	$0.39 - $0.41

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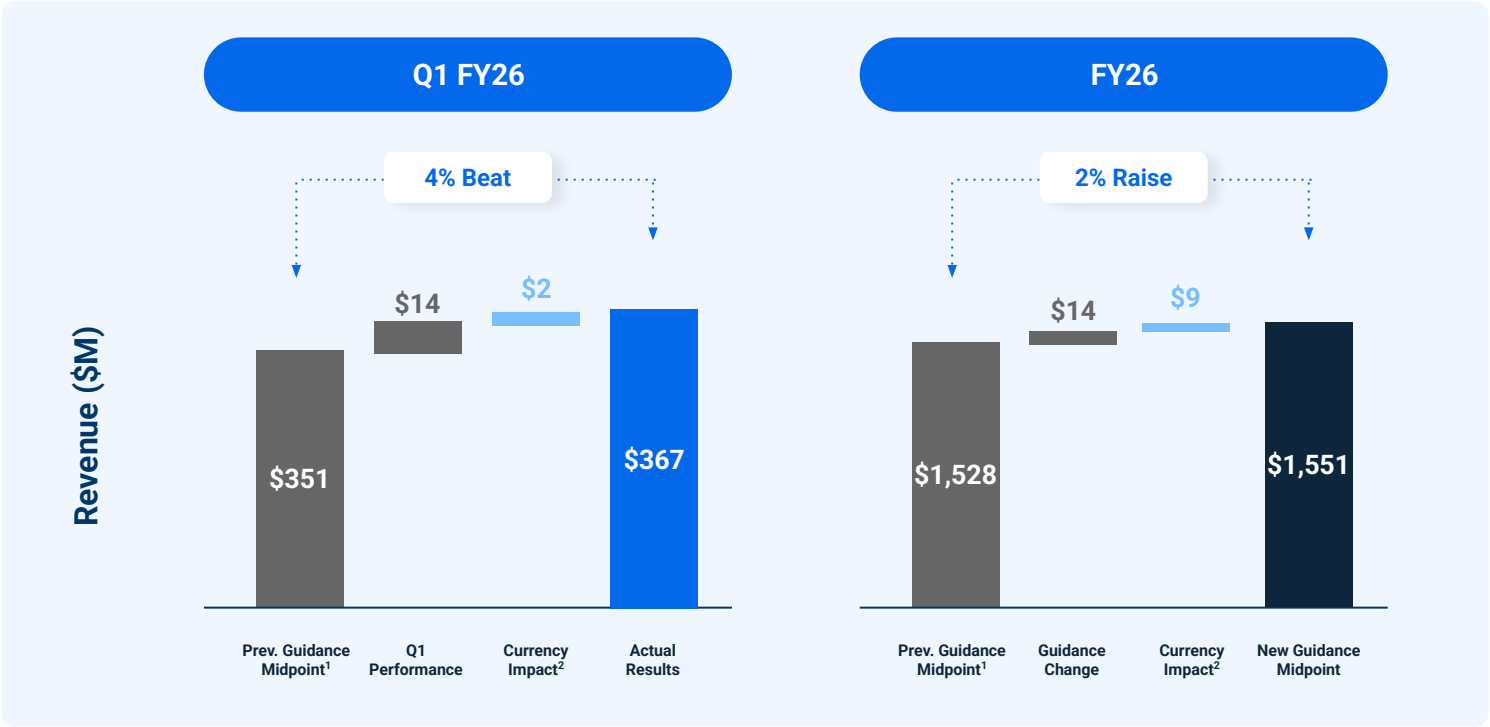
Fiscal year ends on the Saturday closest to February 1

[1] Constant Currency impact to revenue guidance is expected to be $1M headwind for Q2 FY26 and $2M headwind for FY26. See Appendix for constant currency methodology

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

CC Impact on Actual Results



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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 3/06/25

[2] GAAP subscription revenues included in our previous guidance is based on the 2/1/25 exchange rates for contracts denominated in currencies other than US Dollar. Constant currency impact in Q1 2026 and FY26 represent the impact of the difference between the actual average foreign exchange rates in the period used to calculate our Q1 2026 actual results and the foreign exchange rates as of 2/1/25 assumed in our previously issued guidance dated 3/6/25

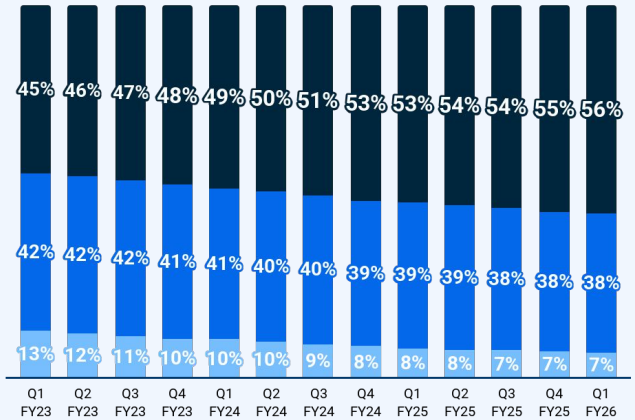
Q&A

Appendix

Large Customer Detail

Previous Methodology

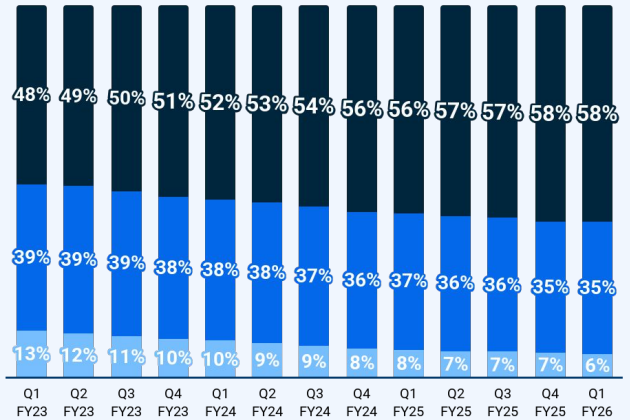
ARR Mix



	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
$100K+ ARR Customers	897	989	1,113	1,237	1,375	1,515	1,663	1,848	1,964	2,133	2,303	2,506	2,666
Avg. ARR Per $100K+ ARR Customer	$305K	$308K	$305K	$310K	$305K	$306K	$307K	$313K	$316K	$318K	$318K	$323K	$321K

Updated Methodology

ARR Mix



	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
$100K+ ARR Customers	898	991	1,115	1,243	1,379	1,518	1,663	1,848	1,953	2,120	2,292	2,484	2,638
Avg. ARR Per $100K+ ARR Customer	$327K	$326K	$324K	$329K	$324K	$325K	$326K	$332K	$336K	$337K	$336K	$340K	$338K

Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions, including updated methodology for counting affiliated entities with a shared parent organization as a single customer

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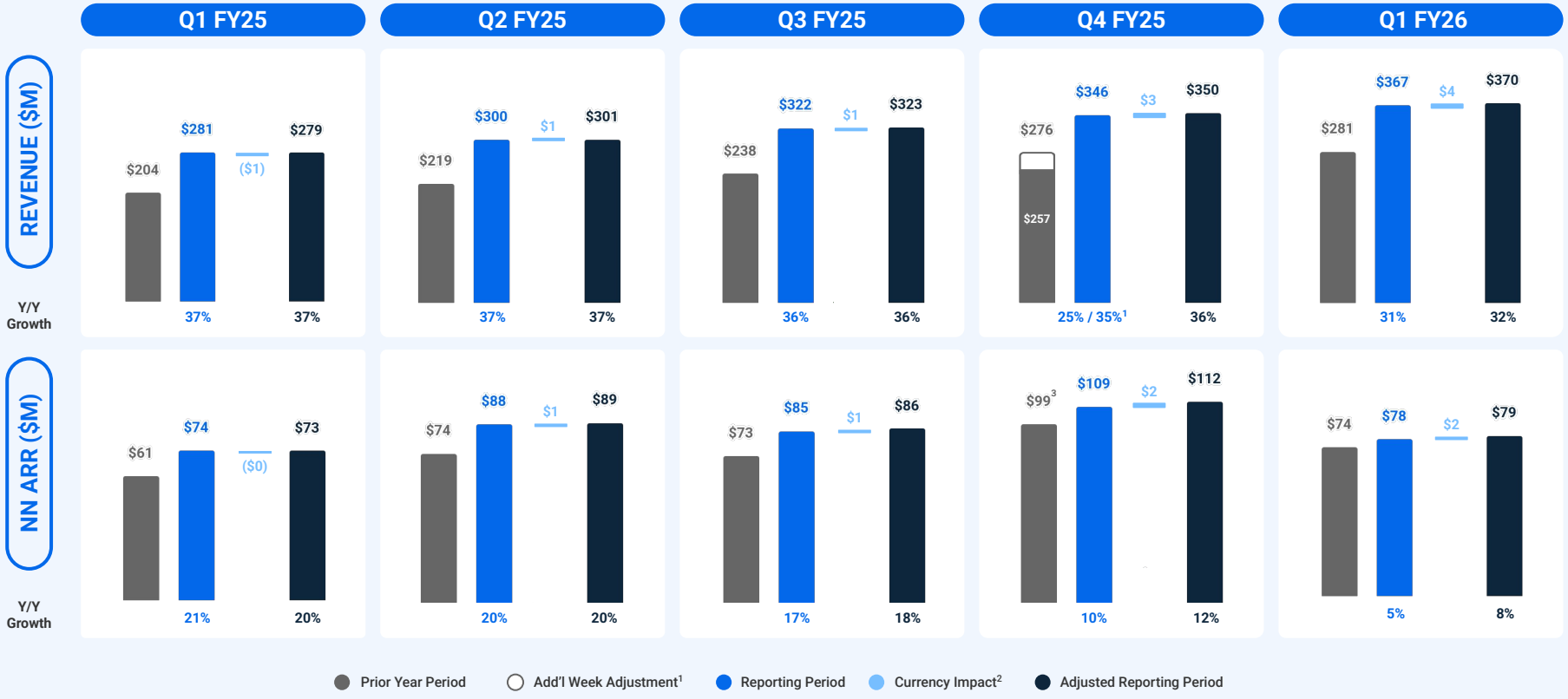
Adjusted Revenue and Net New ARR



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

[1] Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter. The extra week resulted in approximately $20M (1/14 x $276M) of additional Q4 FY24 revenue. Removing the impact of the additional week of Q4 FY24 revenue enables comparability across periods.

[2] See Appendix for constant currency methodology

[3] Note that Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter. It is difficult to quantify the potential impact of the additional week to Q4 FY24 net new ARR (and thus not included in adjusted net new ARR). However, one approach to evaluate the potential impact is to remove one week or $7M (1/14 x $99M), which would result in $92M of Q4 FY24 net new ARR

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

GAAP to Non-GAAP Reconciliations

	FY23	FY24	FY25	Q1 FY25	Q1 FY26
GAAP revenue	$652,545	$937,385	$1,249,199	$280,726	$366,884
Less: Additional week in Q4 FY24	*$0*	*$19,734*	*$0*	*$0*	*$0*
Add: Constant currency adjustment	*$0*	*$0*	*$4,259*	*$0*	*$3,565*
Adjusted revenue	$652,545	$917,651	$1,253,458	$280,726	$370,449
Y/Y Revenue Growth	*52%*	*44%*	*33%*	*37%*	*31%*
Y/Y Adjusted Revenue Growth	*52%*	*41%*	*37%*	*37%*	*32%*
GAAP gross profit	$469,889	$690,353	$950,878	$212,101	$283,715
GAAP gross margin	*72%*	*74%*	*76%*	*76%*	*77%*
Add: Stock-based compensation expense-related charges	*$9,466*	*$12,725*	*$15,349*	$3,766	*$4,361*
Non-GAAP gross profit	$479,355	$703,078	$966,227	$215,867	$288,076
Non-GAAP gross margin	*73%*	*75%*	*77%*	*77%*	*79%*

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GAAP to Non-GAAP Reconciliations

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

	FY23	FY24	FY25	Q1 FY25	Q1 FY26
GAAP S&M expense	**$370,098**	**$486,649**	**$601,648**	**$147,437**	**$165,400**
GAAP S&M margin (% of total revenue)	*57%*	*52%*	*48%*	*53%*	*45%*
Less: Stock-based compensation expense-related charges	***($54,072)***	***($75,203)***	***($90,471)***	***($20,682)***	***($25,580)***
Non-GAAP S&M expense	$316,026	$411,446	$511,177	$126,755	$139,820
Non-GAAP S&M margin (% of total revenue)	*48%*	*44%*	*41%*	*45%*	*38%*
GAAP R&D expense	**$187,405**	**$258,581**	**$299,716**	**$72,973**	**$83,242**
GAAP R&D margin (% of total revenue)	*29%*	*28%*	*24%*	*26%*	*23%*
Less: Stock-based compensation expense-related charges	***($64,184)***	***($95,220)***	***($107,250)***	***($26,264)***	***($29,556)***
Non-GAAP R&D expense	$123,221	$163,361	$192,466	$46,709	$53,686
Non-GAAP R&D margin (% of total revenue)	*19%*	*17%*	*15%*	*17%*	*15%*
GAAP G&A expense	**$170,785**	**$195,043**	**$234,609**	**$57,688**	**$68,328**
GAAP G&A margin (% of total revenue)	*26%*	*21%*	*19%*	*21%*	*19%*
Less: Stock-based compensation expense-related charges	***($53,702)***	***($68,042)***	***($85,577)***	***($21,444)***	***($24,829)***
Non-GAAP G&A expense	$117,083	$127,001	$149,032	$36,244	$43,499
Non-GAAP G&A margin (% of total revenue)	*18%*	*14%*	*12%*	*13%*	*12%*

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GAAP to Non-GAAP Reconciliations

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

	FY23	FY24	FY25	Q1 FY25	Q1 FY26
GAAP operating loss	($259,455)	($323,347)	($189,973)	($65,997)	($33,255)
GAAP operating margin	*(40%)*	*(34%)*	*(15%)*	*(24%)*	*(9%)*
Add: Stock-based compensation expense-related charges	***$181,424***	***$251,190***	***$298,647***	***$72,156***	***$84,326***
Add: Lease modification, impairment, and related charges	***$1,056***	***$4,762***	***$4,028***	***$0***	***$0***
Add: Legal settlement	***$0***	***$68,665***	***$850***	***$0***	***$0***
Non-GAAP operating income (loss)	($76,975)	$1,270	$113,552	$6,159	$51,071
Non-GAAP operating margin	*(12%)*	*0%*	*9%*	*2%*	*14%*
Net cash provided by (used in) operating activities	($103,021)	($11,815)	$131,659	$23,670	$52,612
Net cash provided by (used in) operating activities margin	*(16%)*	*(1%)*	*11%*	*8%*	*14%*
Add: Purchases of property and equipment	*($33,240)*	*($10,953)*	*($20,177)*	*($5,062)*	*$0*
Free cash flow	($136,261)	($22,768)	$111,482	$18,608	$45,692
Free cash flow margin	*(21%)*	*(2%)*	*9%*	*7%*	*12%*
Less: Purchases of property and equipment for build-out of corporate office facilities, net of tenant allowances	***$26,227***	***($10,179)***	***$0***	***$0***	***$0***
Less: Legal settlement	***$0***	***$60,000***	***$0***	***$0***	***$0***
Adjusted free cash flow	($110,034)	$27,053	$111,482	$18,608	$45,692
Adjusted free cash flow margin	*(17%)*	*3%*	*9%*	*7%*	*12%*

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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, 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.

Adjusted Revenue / Adjusted Revenue Growth
We define adjusted revenue as revenue excluding the effect of an additional week in Q4 FY24 and adjusted for Constant Currency. We calculate the effect of an additional week in Q4 FY24 by multiplying Q4 FY24 by 13/14 to remove the impact of an additional week of revenue recognition (because Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter). Adjusted revenue growth is defined as the percentage increase in adjusted revenue over a given period.

Adjusted ARR / Adjusted ARR Growth
We define adjusted ARR and adjusted ARR growth as ARR and ARR growth adjusted for Constant Currency.

Adjusted Net New ARR / Adjusted Net New ARR Growth
We define adjusted net new ARR and adjusted net new ARR growth as net new ARR and net new ARR growth adjusted for Constant Currency.

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 $10,000 at the end of a reporting period.

Core Customer
We define a core customer as a customer that has ARR of greater than or equal to $10,000 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 $10,000 ARR in the case of core customers, or $100,000 ARR in the case of $100K+ ARR customers, during their lifetime as a Samsara customer.

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. 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.

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