



Q1 FY27 Investor Presentation

June 4, 2026



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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, 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,” 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 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.

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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 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.



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Q1 FY27
Business Highlights



samsara

OUR MISSION

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

Figures as of Q1 FY27
Fiscal year ends on the Saturday closest to February 1
See Appendix for definitions, reconciliations, and methodology.

~\$2.0B

Q1 FY27 ARR
30% Y/Y Growth Actuals
and Constant Currency

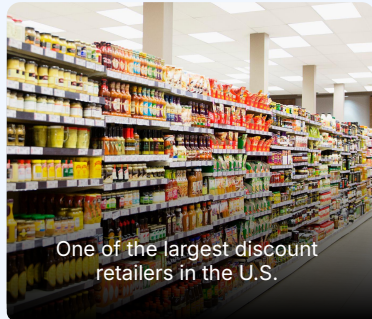
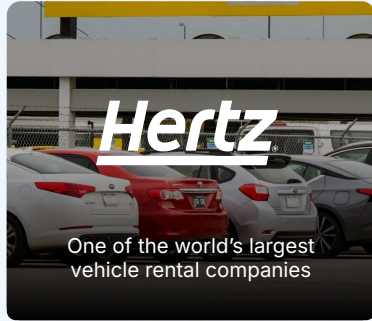
\$101M

Q1 FY27 NNARR
30% Y/Y Growth Actuals and 27%
Constant Currency

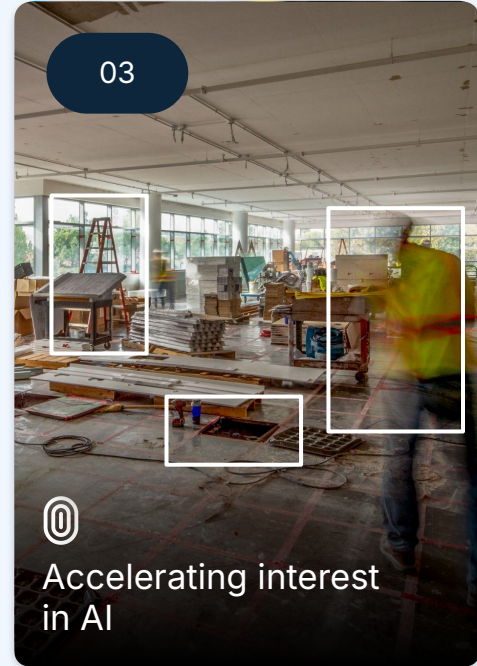
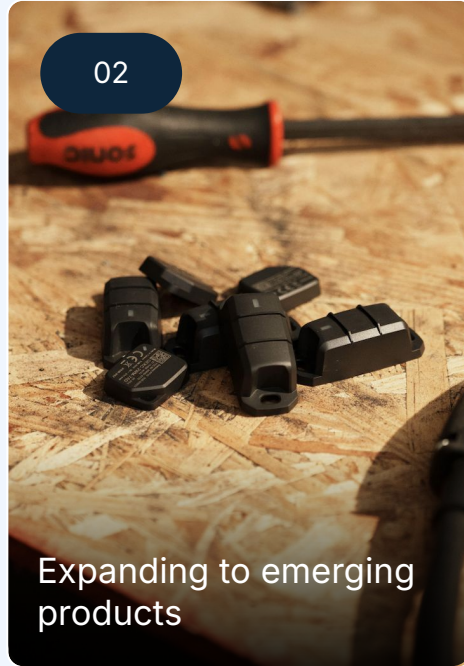
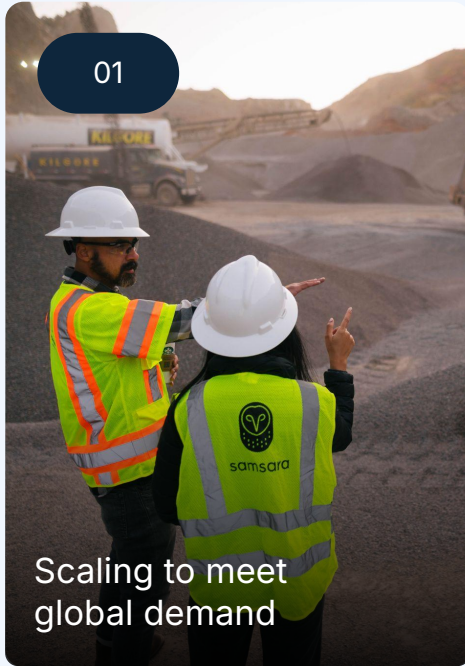
\$1.2B

ARR from \$100K+ ARR
Customers
37% Y/Y Growth

Select large customer wins



Consistent drivers of Samsara adoption



Partnering with the builders of global infrastructure



AI & data center buildout



Energy & grid infrastructure

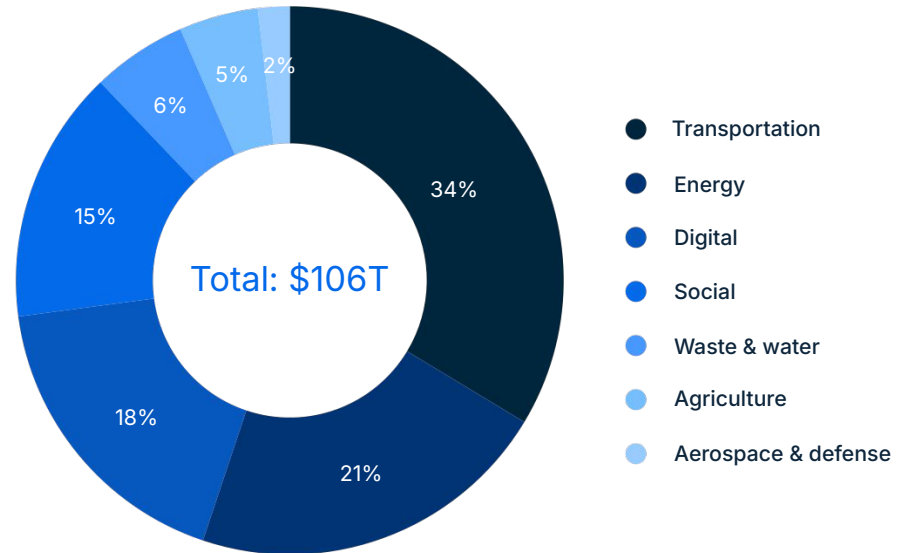


Public infrastructure modernization



Private enterprise transformation

Projected infrastructure investment through 2040
(\$ in trillion)



Source: McKinsey & Company, "The infrastructure moment: Investing in the expanding foundations of modern society," September 2025.

Note: Figures do not sum due to rounding.



A global engineering, architecture, and environmental consulting firm

34K+

Employees

450+

Locations

6

Continents

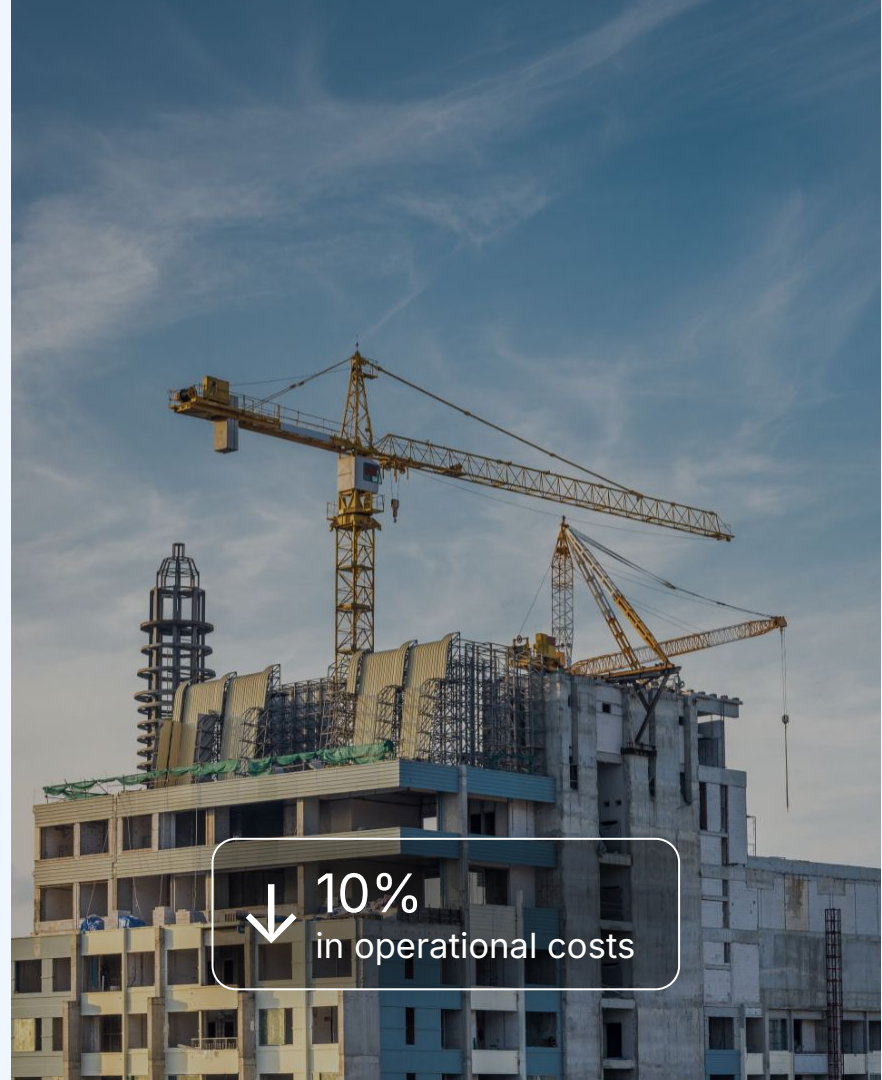
AI Video-Based Safety

Asset Tags

Telematics

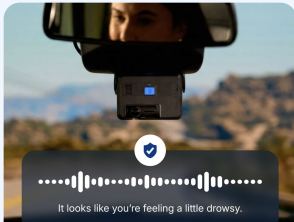
Connected Workflows

↓ 10%
in operational costs

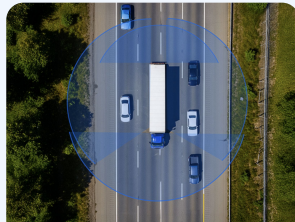


Emerging product portfolio

20%+ of Q1 FY27 NNACV from Emerging Products



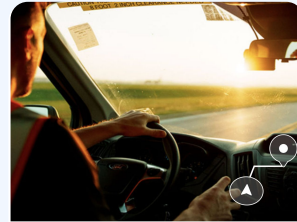
Agent



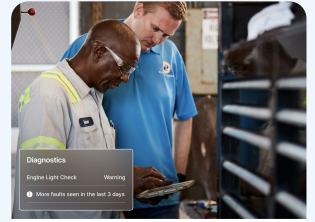
AI Multicam



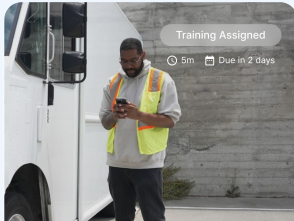
Asset Tags



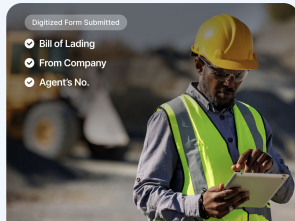
Commercial Navigation



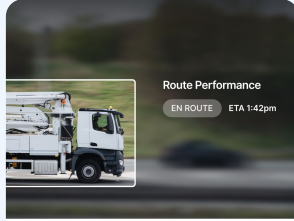
Connected Asset Maintenance



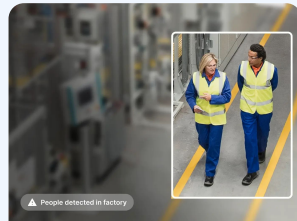
Connected Training



Connected Workflows



Routing



Site Visibility



Wearable



Samsara maintenance solutions

Data-driven approach to shift customers from reactive to proactive maintenance

Samsara Connected Asset Maintenance

Benefits



Maximizing asset uptime



Extending asset lifecycles



Optimizing resource allocation



Improving safety and compliance



Increasing fuel efficiency



Lowering emergency repair costs

Fault code intelligence

Interpret engine fault codes and recommend action

Real-time vehicle diagnostics

Continuous monitoring of vehicle health

Work order management

Create, assign, and track work orders automatically

Single dashboard

Monitor overall fleet health and maintenance performance in one view

Technician experience

Mobile interface for mechanics to manage jobs

Customizable maintenance alerts

Configure notifications based on fault codes, diagnostics, or service thresholds

Integrated warranty

Track coverage and recover eligible claims

Inventory management

Monitor parts stock and vendor costs



One of Canada's largest supermarket chains

1.6K+

Stores

128K+

Employees

AI Video-Based Safety

Telematics

Asset Gateways

Connected Asset Maintenance

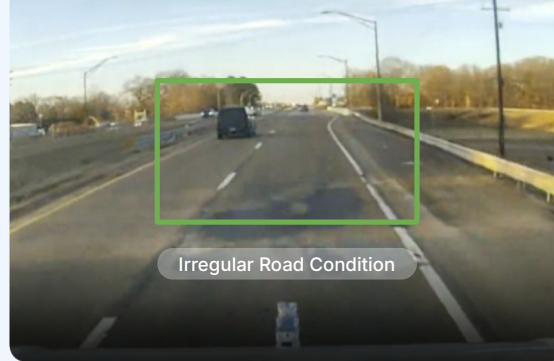


Introducing our new operational AI products

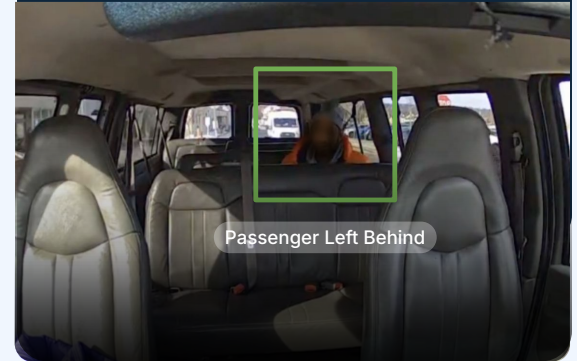
Waste Intelligence



Ground Intelligence



Ridership Management



Revenue generating Samsara Waste Intelligence

Service Verification



Overfill Detection



Contamination Detection



Cost savings

Samsara Ground Intelligence

Unlocking billions in savings for our customers

\$3 billion

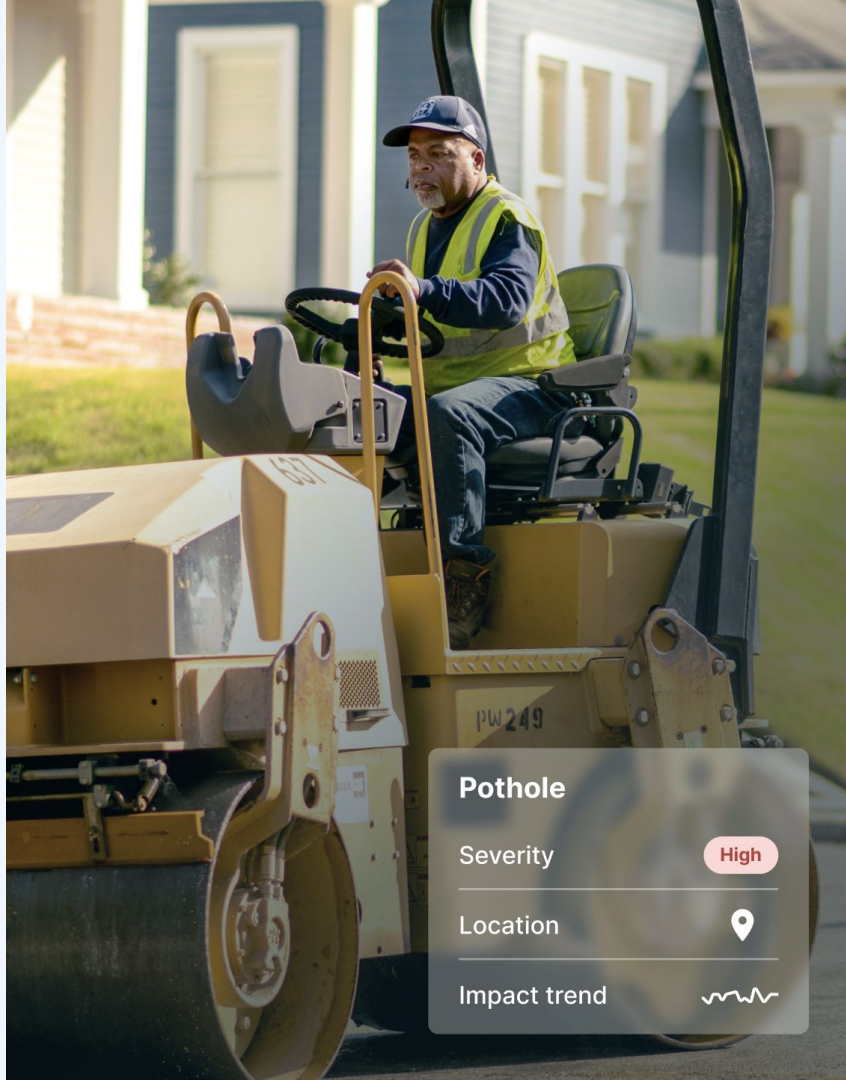
annual vehicle damage cost from potholes

39%

of major U.S. roads in poor or mediocre condition

99%

of major U.S. roads covered by Samsara network



Pothole

Severity

High

Location



Impact trend



Source: AAA Oregon/Idaho, "Pothole Damage Costs U.S. Drivers \$3 Billion Annually"; American Society of Civil Engineers, "2025 Report Card for America's Infrastructure".



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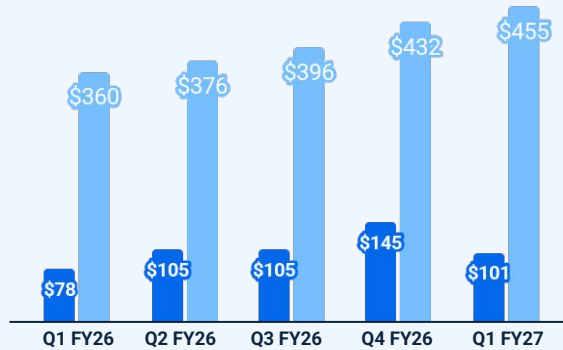




Q1 FY27
Financial Highlights

Rapid Growth at Scale

Net New ARR (\$M)



Qtr Y/Y Growth / cc	5%/8%	19%/19%	24%/23%	33%/31%	30%/27%
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LTM Y/Y Growth / cc	13%/14%	13%/14%	14%/15%	21%/21%	27%/25%
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■ Quarterly NNARR ■ LTM NNARR

Ending ARR (\$M)



Y/Y Growth / cc	31%/31%	30%/30%	29%/29%	30%/30%	30%/30%
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Revenue (\$M)

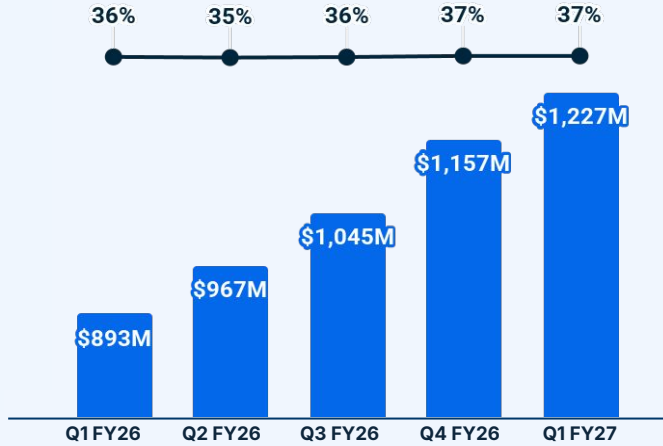


Y/Y Growth / cc	31%/32%	30%/31%	29%/29%	28%/27%	31%/29%
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Large Customer Momentum

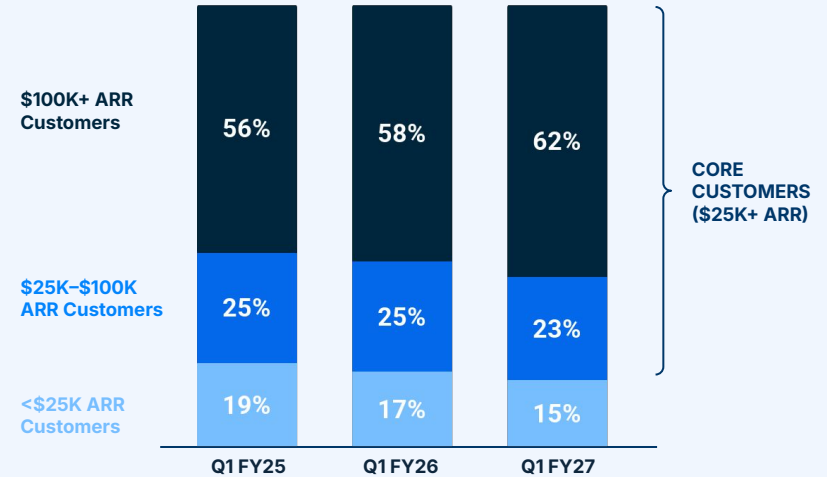
Large Customer Scale and Growth



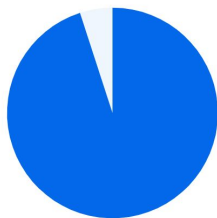
	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
# of 100K+ Customers	2,638	2,771	2,990	3,194	3,363
Avg. ARR / \$100K+ Customer	\$338K	\$349K	\$350K	\$362K	\$365K

■ Total ARR from 100K+ ARR customers ● Y/Y growth of ARR from \$100K+ ARR customers

ARR Mix by Customer Segment



Multi-product Strength



96%

\$100K+ ARR customers
subscribe to 2+ products



70%

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



9 of Top-10

net new ACV deals in Q1
included 2+ products



4 of Top-10

net new ACV deals in Q1
included 4+ products



Success in New Frontiers

Emerging Products



20%+

net new ACV from emerging products

End Market Diversity



2nd

highest-ever net new ACV mix from wholesale & retail trade

International Momentum



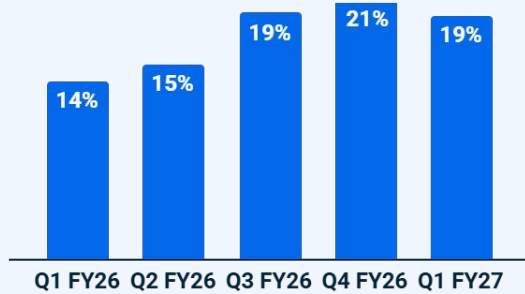
18%

net new ACV from non-US geographies in Q1, tied for a quarterly record



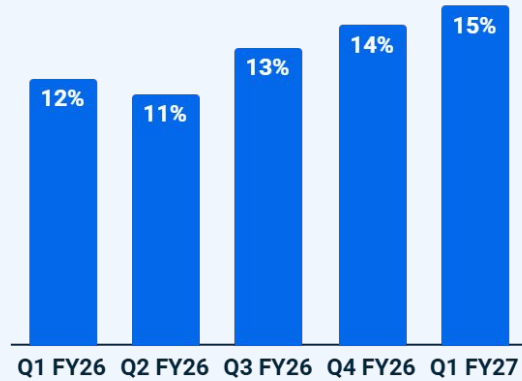
Improving Operating Efficiency

Non-GAAP Operating Margin

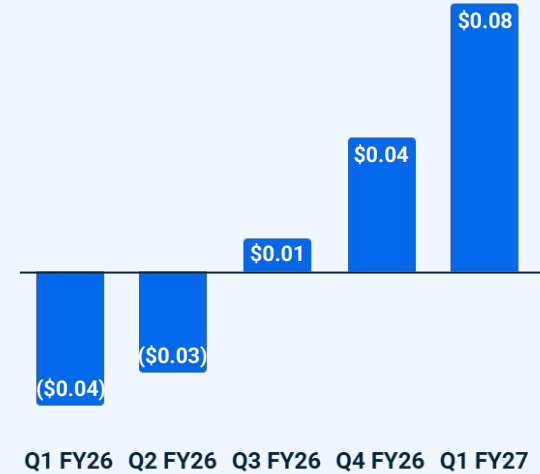


COGS % of Rev ¹	21%	22%	22%	23%	24%
OPEX % of Rev ¹	65%	63%	59%	57%	57%

Free Cash Flow Margin



GAAP EPS



SBC % of Rev	21%	21%	19%	18%	16%
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Financial Guidance

	Q2 FY27	FY27
Total Revenue Y/Y Revenue Growth Y/Y Adj. Revenue Growth ¹	\$482 - \$484 million 23% - 24% growth 22% - 23% growth	\$2.005 - \$2.013 billion 24% growth 23% - 24% growth
Non-GAAP Operating Margin %²	18%	20%
Non-GAAP EPS² GAAP EPS	\$0.15 - \$0.16 GAAP Profitable	\$0.70 - \$0.72 GAAP Profitable ³



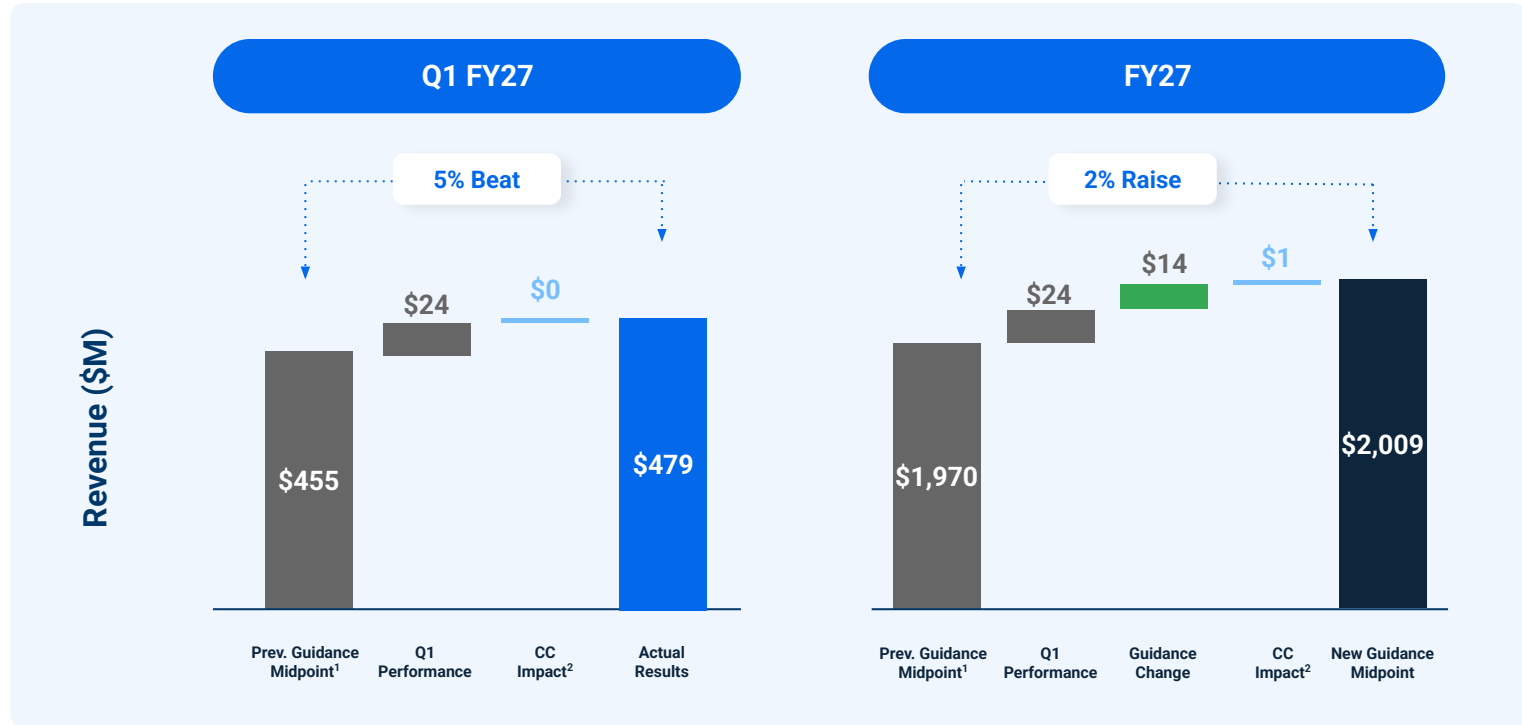
Fiscal year ends on the Saturday closest to February 1.

¹ Constant Currency impact to revenue guidance is expected to be a \$3M positive impact for Q2 FY27 and a \$11M positive impact for FY27. 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.

³ We expect to be FY27 GAAP EPS profitable excluding the \$30 million arbitration award from one of our lawsuits against Motive for claims of breach of contract, fraud, unfair competition, and false advertising.

CC Impact on Actual Results





Q&A

Appendix

Currency Impact to Revenue and Net New ARR



GAAP to Non-GAAP Reconciliations

	FY24	FY25	FY26	Q1 FY26	Q1 FY27
GAAP revenue	\$937,385	\$1,249,199	\$1,618,635	\$366,884	\$478,844
<i>Less: Additional week in Q4 FY24</i>	\$19,734	\$0	\$0	\$0	\$0
<i>Add: Constant currency adjustment</i>	\$0	\$0	(\$2,061)	\$3,565	(\$5,126)
Adjusted revenue	\$917,651	\$1,249,199	\$1,616,574	\$370,449	\$473,718
Y/Y Revenue Growth	44%	33%	30%	31%	31%
Y/Y Adjusted Revenue Growth	41%	33%	29%	32%	29%
GAAP gross profit	\$690,353	\$950,878	\$1,242,086	\$283,715	\$361,143
GAAP gross margin	74%	76%	77%	77%	75%
<i>Add: Stock-based compensation expense-related charges</i>	\$12,725	\$15,349	\$18,575	\$4,361	\$5,166
Non-GAAP gross profit	\$703,078	\$966,227	\$1,260,661	\$288,076	\$366,309
Non-GAAP gross margin	75%	77%	78%	79%	76%



GAAP to Non-GAAP Reconciliations

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

	FY24	FY25	FY26	Q1 FY26	Q1 FY27
GAAP S&M expense	\$486,649	\$601,648	\$683,780	\$165,400	\$203,603
GAAP S&M margin (% of total revenue)	52%	48%	42%	45%	43%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$75,203)</i>	<i>(\$90,471)</i>	<i>(\$94,697)</i>	<i>(\$25,580)</i>	<i>(\$24,620)</i>
Non-GAAP S&M expense	\$411,446	\$511,177	\$589,083	\$139,820	\$178,983
Non-GAAP S&M margin (% of total revenue)	44%	41%	36%	38%	37%
GAAP R&D expense	\$258,581	\$299,716	\$344,589	\$83,242	\$97,567
GAAP R&D margin (% of total revenue)	28%	24%	21%	23%	20%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$95,220)</i>	<i>(\$107,250)</i>	<i>(\$125,314)</i>	<i>(\$29,556)</i>	<i>(\$32,109)</i>
Non-GAAP R&D expense	\$163,361	\$192,466	\$219,275	\$53,686	\$65,458
Non-GAAP R&D margin (% of total revenue)	17%	15%	14%	15%	14%
GAAP G&A expense	\$195,043	\$234,609	\$266,293	\$68,328	\$52,778
GAAP G&A margin (% of total revenue)	21%	19%	17%	19%	11%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$68,042)</i>	<i>(\$85,577)</i>	<i>(\$96,389)</i>	<i>(\$24,829)</i>	<i>(\$21,922)</i>
Non-GAAP G&A expense	\$127,001	\$149,032	\$169,904	\$43,499	\$30,856
Non-GAAP G&A margin (% of total revenue)	14%	12%	11%	12%	6%



GAAP to Non-GAAP Reconciliations

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

	FY24	FY25	FY26	Q1 FY26	Q1 FY27
GAAP income (loss) from operations	(\$323,347)	(\$189,973)	(\$52,576)	(\$33,255)	\$7,195
GAAP operating margin	(34%)	(15%)	(3%)	(9%)	2%
<i>Add: Stock-based compensation expense-related charges</i>	\$251,190	\$298,647	\$334,975	\$84,326	\$83,817
<i>Add: Lease modification, impairment, and related charges</i>	\$4,762	\$4,028	\$0	\$0	\$0
<i>Add: Legal settlement</i>	\$68,665	\$850	\$0	\$0	\$0
Non-GAAP operating income	\$1,270	\$113,552	\$282,399	\$51,071	\$91,012
Non-GAAP operating margin	0%	9%	17%	14%	19%
GAAP net income (loss)	(\$286,726)	(\$154,907)	(\$9,117)	(\$22,121)	\$44,508
<i>Add: Stock-based compensation expense-related charges</i>	\$251,190	\$298,647	\$334,975	\$84,326	\$83,817
<i>Add: Lease modification, impairment, and related charges</i>	\$4,762	\$4,028	\$0	\$0	\$0
<i>Add: Legal settlement</i>	\$68,665	\$850	\$0	\$0	\$0
<i>Less: Legal gain from arbitration award</i>	\$0	\$0	\$0	\$0	(\$30,329)
Non-GAAP net income	\$37,891	\$148,618	\$325,858	\$62,205	\$97,996



GAAP to Non-GAAP Reconciliations

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

	FY24	FY25	FY26	Q1 FY26	Q1 FY27
GAAP net income (loss) per share, diluted	(\$0.54)	(\$0.28)	(\$0.02)	(\$0.04)	\$0.08
Non-GAAP net income per share, diluted	\$0.07	\$0.26	\$0.56	\$0.11	\$0.17
Weighted-average shares used in computing GAAP net income (loss) per share, diluted	534,878,501	556,317,440	573,483,155	567,740,728	587,674,441
Weighted-average shares used in computing Non-GAAP net income per share, diluted	562,651,874	578,287,245	585,363,583	582,805,383	587,674,441
Net cash provided by (used in) operating activities	(\$11,815)	\$131,659	\$236,210	\$52,612	\$81,413
<i>Net cash provided by (used in) operating activities margin</i>	<i>(1%)</i>	<i>11%</i>	<i>15%</i>	<i>14%</i>	<i>17%</i>
<i>Add: Purchases of property and equipment</i>	<i>(\$10,953)</i>	<i>(\$20,177)</i>	<i>(\$28,766)</i>	<i>(\$6,920)</i>	<i>(\$8,236)</i>
Free cash flow	(\$22,768)	\$111,482	\$207,444	\$45,692	\$73,177
<i>Free cash flow margin</i>	<i>(2%)</i>	<i>9%</i>	<i>13%</i>	<i>12%</i>	<i>15%</i>
<i>Less: Purchases of property and equipment for build-out of corporate office facilities, 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	\$45,692	\$73,177
<i>Adjusted free cash flow margin</i>	<i>3%</i>	<i>9%</i>	<i>13%</i>	<i>12%</i>	<i>15%</i>



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.

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.





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