



samsara

Q4 FY2024 Investor Presentation

March 7, 2024



Disclaimer and Statement Regarding Use of Non-GAAP Measures

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, plans for future operations, including expansion into new geographies and products, headcount and productivity growth, macroeconomic conditions, competitive position, technological capabilities, including AI, inventory capacity and supply chain conditions, customer adoption of and expected results from our Connected Operations Cloud, 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 Applications used 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 adjusted revenue, adjusted revenue growth rate, non-GAAP gross margin, non-GAAP operating margin, free cash flow, 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, the Russia-Ukraine conflict, geopolitical tensions involving China, the conflicts in Israel and Gaza, the emergence of pandemics and epidemics, 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 and develop new Applications. 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 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 from third parties 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.

The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the platform and products of Samsara.

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.

Our adjusted revenue is defined as revenue excluding the impact of an additional week of revenue in Q4 FY24 by multiplying Q4 FY24 revenue by 13/14. Since our Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter, we believe that adjusted revenue and adjusted revenue growth rate enable comparability across periods. Our non-GAAP gross profit is defined as gross profit excluding the effect of stock-based compensation expense-related charges, including 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 useful information to our management and investors 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 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 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 cash paid for 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.

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.



A white rounded rectangle border is centered on the slide, framing the text.

Q4 FY24 Business Highlights



Samsara—The Connected Operations Cloud

OUR MISSION

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

\$1,102M

FY24 ARR¹

39% Y/Y Growth

1,848

\$100K+ ARR CUSTOMERS

49% Y/Y Growth

\$27M

FY24 ADJUSTED FREE CASH FLOW¹

3% Adjusted FCF Margin

Figures as of Q4 FY24

Fiscal year ends on the Saturday closest to February 1

¹ See Appendix for definitions and reconciliations, as applicable.

Leading Provider of Underground Public Utility Location Services

92% ↓

Reduction in mobile phone usage

85% ↓

Reduction in seat belt violations

50% ↓

Reduction in rolling stop signs

Results from initial pilot with customer



USIC★

12K Technicians

13K+ Assets

25K+ locates performed per hour



Largest Publicly Traded Distributor:

Roofing Materials & Building Products

85% ↓

Reduction in safety events

91% ↓

Reduction in distracted driving events

77% ↓

Reduction in collision risk events



2,300 Vehicles

500+ Locations

7,000 Team Members



System of Record for Physical Operations

VOLUME AND BREADTH OF SAMSARA DATA ANNUALLY

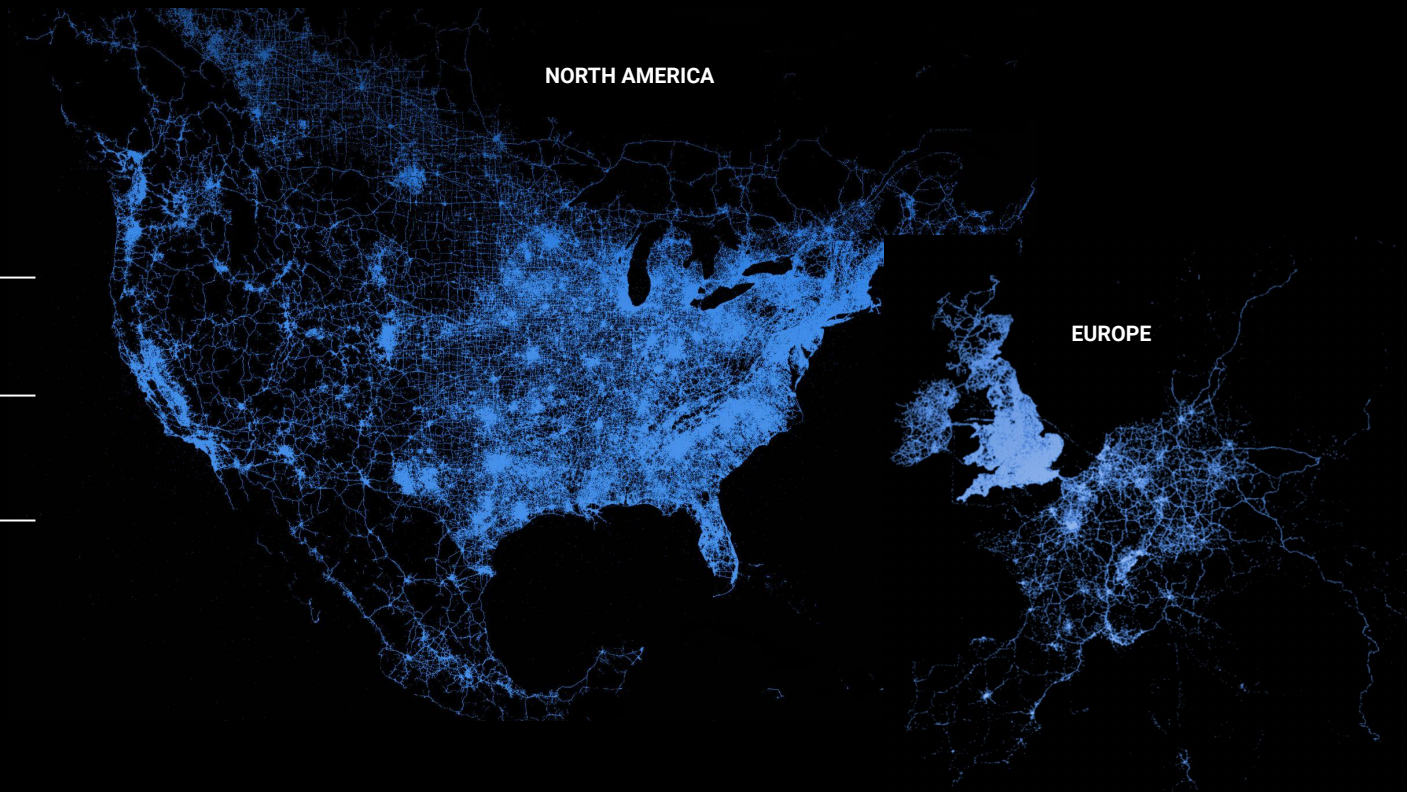
9T+
Data points processed

75B+
API calls

230M+
Workflows digitized

60B+
Miles driven

Stats for FY24



Flywheel of Digitization Delivers Clear and Fast ROI

Fuel savings



Real-time energy insights

Route efficiency

Coaching driver behavior

Lower insurance premiums



Improve safety culture

Safety risk scoring

Real-time proactive alerts to prevent accidents

Lower maintenance costs



Real-time diagnostics

Digital maintenance workflows

Customizable alerts

Improving asset utilization



Real-time location

Utilization reports

Billing and job costing

Improving worker hiring and retention



Better operator experience

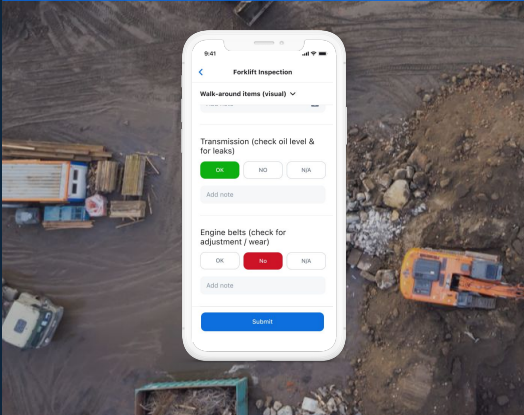
Improve worker safety

Unlock incentive programs



Building for the Long Term

Digitizing Frontline Workflows



International Momentum



Investing in Security



Becoming
a Best
Place to
Work



GLASSDOOR

TOP 10 HIGHEST RATED
TECH COMPANIES FOR
CULTURE & VALUES

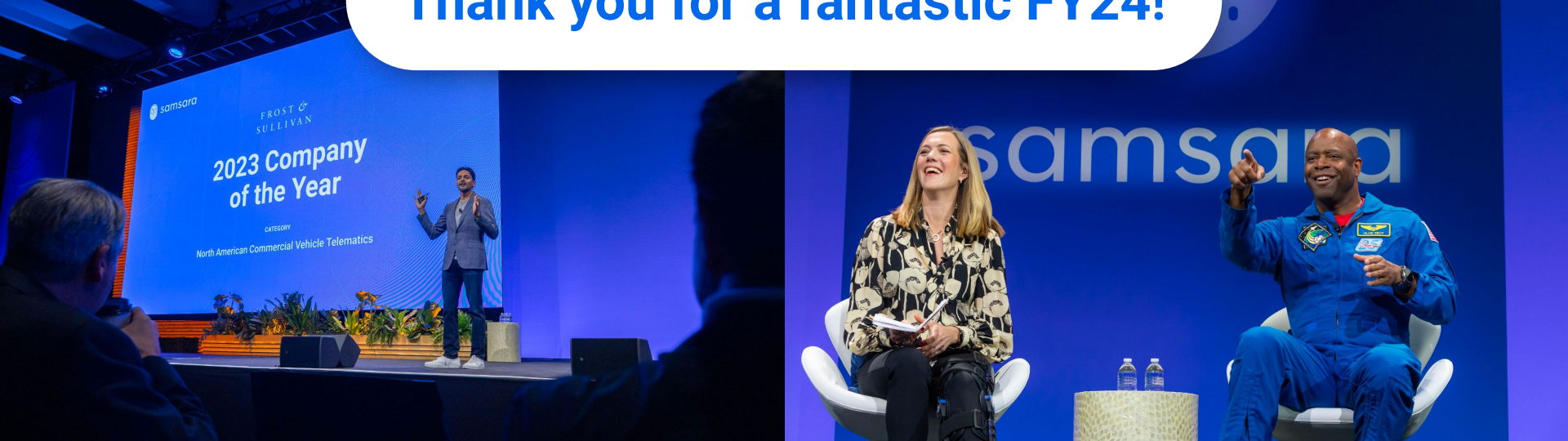


BEST
♥ PLACES
TO WORK
2024





Thank you for a fantastic FY24!

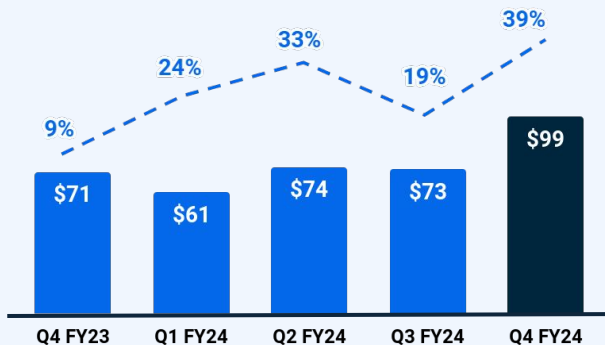


A large white oval border is centered on the slide, framing the text.

Q4 FY24 Financial Highlights

Rapid Growth at Scale: ARR

Net New ARR (\$M)



Ending ARR (\$M)



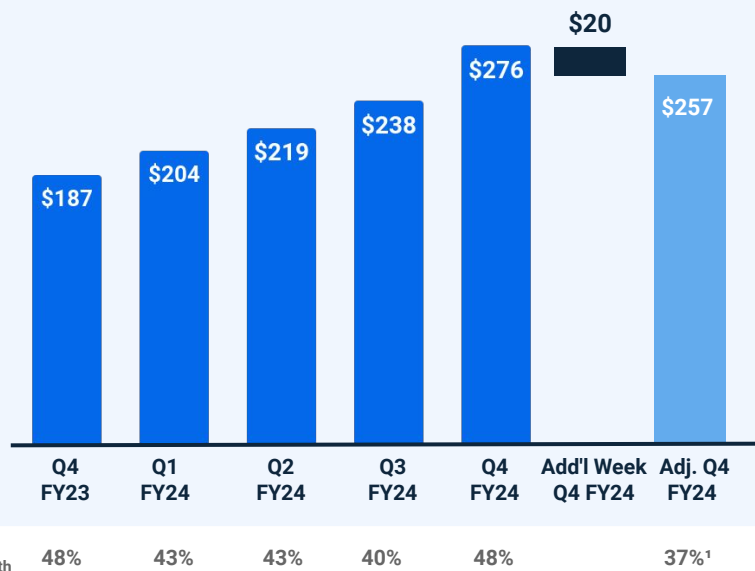
-- Y/Y Growth

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

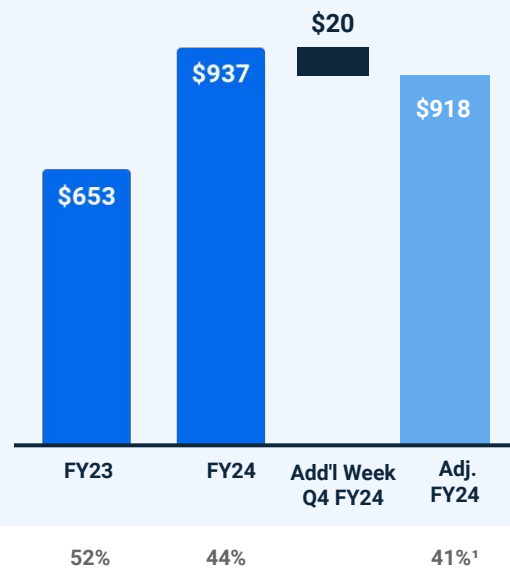


Rapid Growth at Scale: Revenue

Quarterly Revenue (\$M)



Annual Revenue (\$M)



Fiscal year ends on the Saturday closest to February 1

¹ Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter. Adjusted revenue and adjusted revenue growth remove the impact of the additional week of revenue recognition in Q4 FY24 to enable comparability across periods..

Revenue Additional Week Q4 FY24 Adjusted Revenue



Large Customer Momentum

\$100K+ ARR Customers

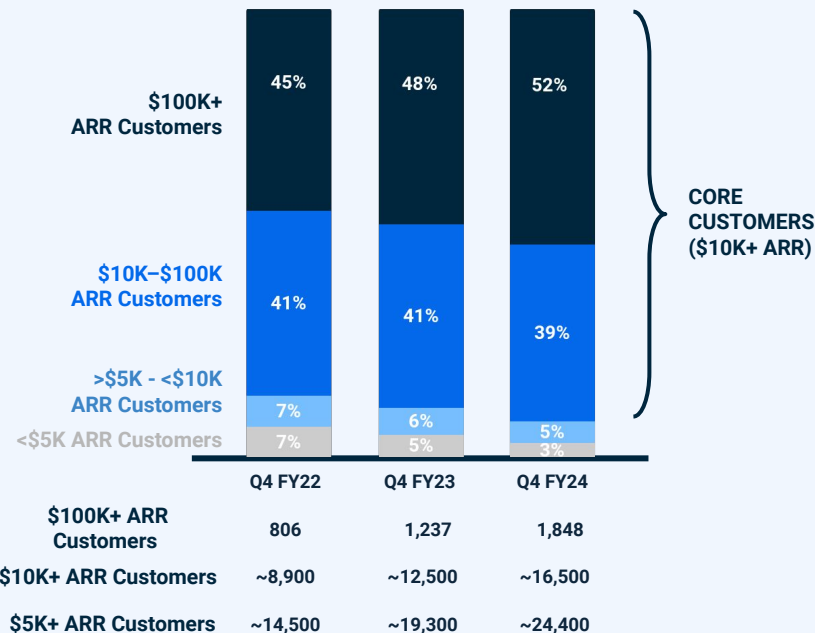


\$1M+ ARR Customers



— Y/Y Growth

ARR MIX



Land and Expand Strength

Net New ACV Split



10 of Top-10

new customer deals were
multi-product transactions

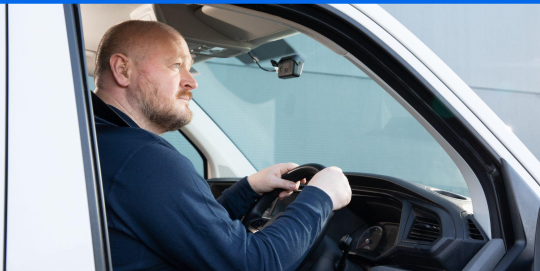
8 of Top-10

expansion deals were
multi-product transactions



Continued Success in New Frontiers

International Momentum



16%

of Q4 net new ACV from
international geographies

End Market Diversity



20%

of Q4 net new ACV from the
construction vertical

Emerging Products



~\$1M

Connected Equipment Expansion
(2nd largest ever)

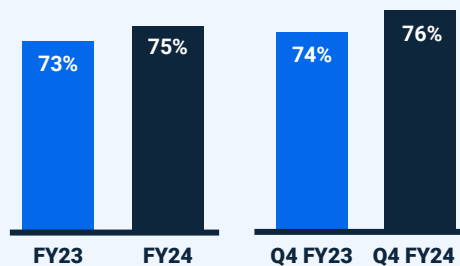
\$250K+

Connected Forms Expansion

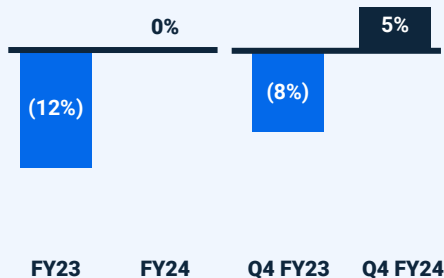


Improving Operating Efficiency

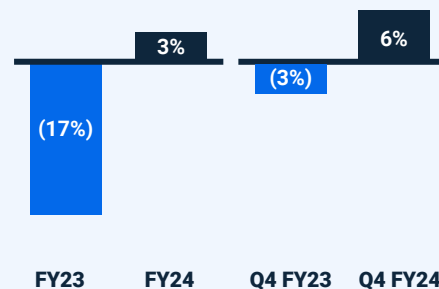
Non-GAAP Gross Margin



Non-GAAP Operating Margin



Adjusted Free Cash Flow Margin



Fiscal year ends on the Saturday closest to February 1
See Appendix for reconciliation to GAAP financial measures



Financial Guidance

	Q1 FY25	FY25
Total Revenue Y/Y Revenue Growth Y/Y Adj. Revenue Growth ¹	\$271 million - \$273 million 33% - 34% growth	\$1,186 million - \$1,196 million 27% - 28% growth 29% - 30% growth
Non-GAAP Operating Margin %²	(3%)	2%
Non-GAAP EPS²	\$0.00 - \$0.01	\$0.11 - \$0.13

Fiscal year ends on the Saturday closest to February 1

¹ Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter. Adjusted revenue and adjusted revenue growth remove the impact of the additional week of revenue recognition in Q4 FY24 to match the comparative period.

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



Q&A

Appendix

GAAP to Non-GAAP Reconciliations

	FY22	FY23	FY24	Q4 FY23	Q4 FY24
GAAP revenue	\$428,345	\$652,545	\$937,385	\$186,577	\$276,274
<i>Less: Additional week in Q4 FY24</i>	\$0	\$0	\$19,734	\$0	\$19,734
Adjusted revenue	\$428,345	\$652,545	\$917,651	\$186,577	\$256,540
Y/Y Revenue Growth	71%	52%	44%	48%	48%
Y/Y Adjusted Revenue Growth	71%	52%	41%	48%	37%
GAAP gross profit	\$303,861	\$469,889	\$690,353	\$135,049	\$207,250
GAAP gross margin	71%	72%	74%	72%	75%
<i>Add: Stock-based compensation expense-related charges</i>	\$6,344	\$9,466	\$12,725	\$2,423	\$3,418
Non-GAAP gross profit	\$310,205	\$479,355	\$703,078	\$137,472	\$210,668
Non-GAAP gross margin	72%	73%	75%	74%	76%



GAAP to Non-GAAP Reconciliations

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

	FY22	FY23	FY24	Q4 FY23	Q4 FY24
GAAP S&M expense	\$291,209	\$370,098	\$486,649	\$96,751	\$133,006
GAAP S&M margin (% of total revenue)	68%	57%	52%	52%	48%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$62,548)</i>	<i>(\$54,072)</i>	<i>(\$75,203)</i>	<i>(\$12,313)</i>	<i>(\$19,893)</i>
Non-GAAP S&M expense	\$228,661	\$316,026	\$411,446	\$84,438	\$113,113
Non-GAAP S&M margin (% of total revenue)	53%	48%	44%	45%	41%
GAAP R&D expense	\$205,125	\$187,405	\$258,581	\$54,603	\$73,426
GAAP R&D margin (% of total revenue)	48%	29%	28%	29%	27%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$102,849)</i>	<i>(\$64,184)</i>	<i>(\$95,220)</i>	<i>(\$17,897)</i>	<i>(\$26,504)</i>
Non-GAAP R&D expense	\$102,276	\$123,221	\$163,361	\$36,706	\$46,922
Non-GAAP R&D margin (% of total revenue)	24%	19%	17%	20%	17%
GAAP G&A expense	\$159,843	\$170,785	\$195,043	\$43,687	\$55,155
GAAP G&A margin (% of total revenue)	37%	26%	21%	23%	20%
<i>Less: Stock-based compensation expense-related charges</i>	<i>(\$66,497)</i>	<i>(\$53,702)</i>	<i>(\$68,042)</i>	<i>(\$12,698)</i>	<i>(\$18,020)</i>
Non-GAAP G&A expense	\$93,346	\$117,083	\$127,001	\$30,989	\$37,135
Non-GAAP G&A margin (% of total revenue)	22%	18%	14%	17%	13%

Fiscal year ends on the Saturday closest to February 1



GAAP to Non-GAAP Reconciliations

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

	FY22	FY23	FY24	Q4 FY23	Q4 FY24
GAAP operating loss	(\$353,848)	(\$259,455)	(\$323,347)	(\$59,992)	(\$123,002)
GAAP operating margin	(83%)	(40%)	(34%)	(32%)	(45%)
Add: Stock-based compensation expense-related charges	\$238,238	\$181,424	\$251,190	\$45,331	\$67,835
Add: Lease modification, impairment, and related charges	\$1,532	\$1,056	\$4,762	\$0	\$0
Add: Legal settlement	\$0	\$0	\$68,665	\$0	\$68,665
Non-GAAP operating income (loss)	(\$114,078)	(\$76,975)	\$1,270	(\$14,661)	\$13,498
Non-GAAP operating margin	(27%)	(12%)	0%	(8%)	5%
Net cash used in operating activities	(\$171,481)	(\$103,021)	(\$11,815)	(\$4,373)	(\$41,878)
Net cash used in operating activities margin	(40%)	(16%)	(1%)	(2%)	(15%)
Add: Purchase of property and equipment	(\$19,353)	(\$33,240)	(\$10,953)	(\$6,003)	(\$2,095)
Free cash flow	(\$190,834)	(\$136,261)	(\$22,768)	(\$10,376)	(\$43,973)
Free cash flow margin	(45%)	(21%)	(2%)	(6%)	(16%)
Less: Purchase of property and equipment for build-out of corporate office facilities, net of tenant allowances	\$11,096	\$26,227	(\$10,179)	\$4,353	\$0
Less: Legal settlement	\$0	\$0	\$60,000	\$0	\$60,000
Adjusted free cash flow	(\$179,738)	(\$110,034)	\$27,053	(\$6,023)	\$16,027
Adjusted free cash flow margin	(42%)	(17%)	3%	(3%)	6%

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 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.

Adjusted Revenue / Adjusted Revenue Growth Rate

Q4 FY24 was a 14-week fiscal quarter instead of a typical 13-week fiscal quarter. To enable comparability across periods, adjusted revenue and adjusted revenue growth rate are calculated by multiplying Q4 FY24 revenue by 13/14 to remove the impact of an additional week of revenue in Q4 FY24.

Customer

We define a customer as an entity that has an ARR of greater than \$1,000 at the end of a reporting period.

Core Customer

We define a core customer as an entity that has an ARR of greater than \$10,000 at the end of a reporting period.

Large Customer

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

Rule of 40

We define achieving Rule of 40 as reaching a sum of year-over-year revenue growth rate and adjusted free cash flow margin, each for the reporting period, of at least 40%.





samsara