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Investor Day

June 24, 2026 • Las Vegas, NV

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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, equity dilution and stock-based compensation expense, customer expansion opportunities, market size and growth opportunities, industry and technological 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, changes to our pricing strategies, headcount and productivity growth, macroeconomic conditions, including tariff and trade policies, fluctuations in currency exchange rates, competitive landscape and position, technological capabilities, including AI, inventory capacity and supply chain conditions, customer adoption of, market penetration 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", "target," "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, lifetime value to customer acquisition cost ratio, stock-based compensation expense, equity dilution, 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 impact of geopolitical conflicts and tension, the emergence of public health crises, and similar macroeconomic events, including financial distress caused by bank failures, the impact of political elections in the United States and abroad, global supply chain challenges, increased costs (such as increases in the cost of memory and computing), foreign currency fluctuations, elevated inflation and interest rates, and changes to monetary, fiscal, and trade (including tariff) policies, on our and our customers' and partners' respective businesses, 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.

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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. Non-GAAP cost of goods sold, or non-GAAP cost of revenue, is defined as cost of revenue 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. 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. Non-GAAP gross margin is defined as non-GAAP gross profit as a percentage of total revenue. Non-GAAP sales and marketing expense, non-GAAP research and development expense, and non-GAAP general and administrative expense are defined 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 cost of goods sold, 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.

Agenda

	Opening Remarks *Mike Chang - SVP Finance*
2:30 – 3:00	Bringing AI to the Physical World *Sanjit Biswas - Chief Executive Officer & Co-Founder*
3:00 – 3:30	AI-Driven Product Velocity *Johan Land - Chief Product Officer* *David Gal - VP Product & Engineering*
3:30– 3:40	Go-to-Market Momentum *Amit Vyas - Chief Revenue Officer*
3:40 – 3:50	Break
3:50 – 4:10	Customer Fireside Chat with Primoris and Performance Food Group *Johan Land - Chief Product Officer*
4:10 – 4:30	Durable and Profitable Growth *Dominic Phillips - Chief Financial Officer*
4:30 – 5:00	Q&A

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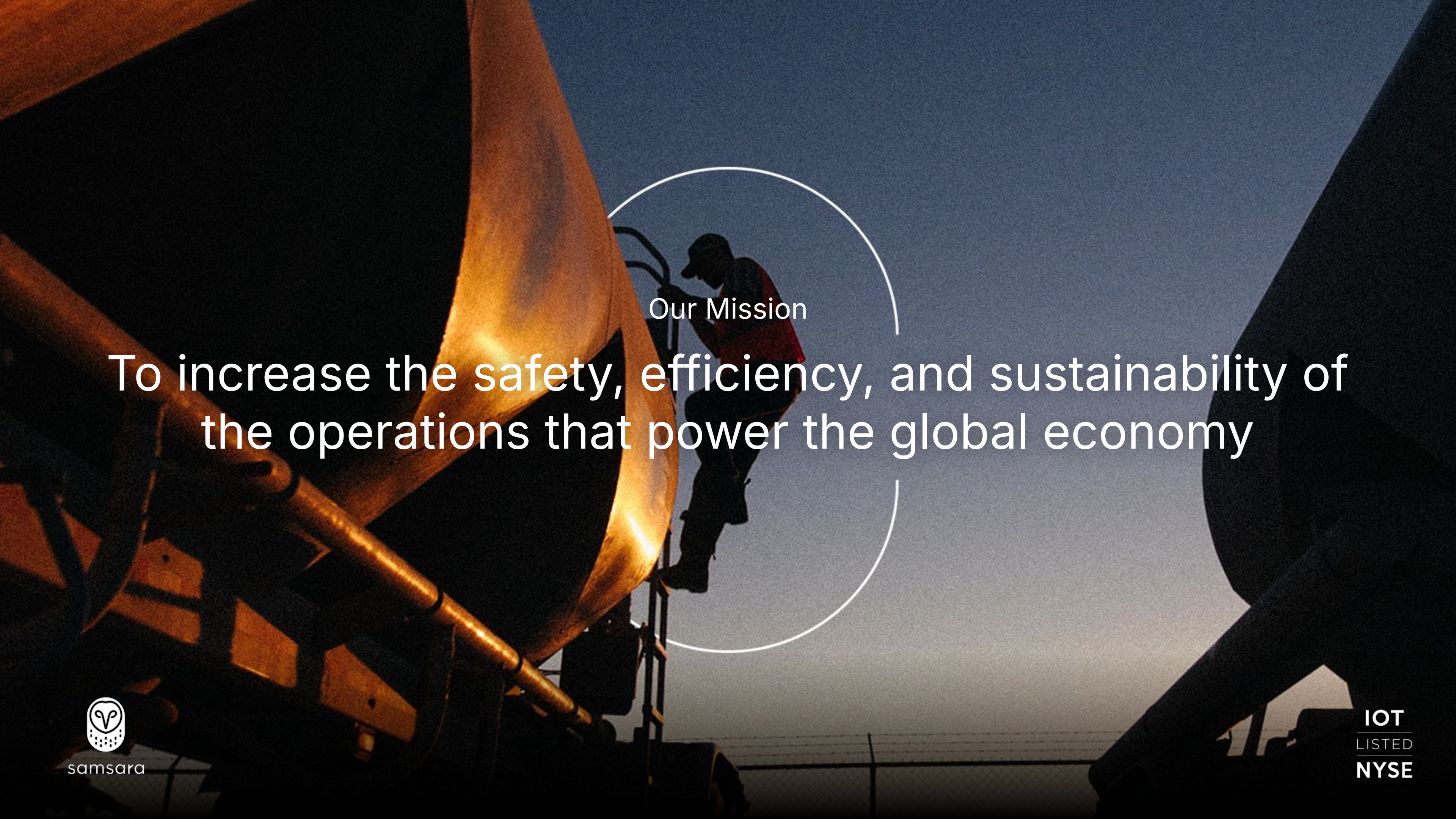
Bringing AI to the Physical World

Sanjit Biswas

Chief Executive Officer & Co-Founder


Our Mission
To increase the safety, efficiency, and sustainability of the operations that power the global economy
samsara
IOT
LISTED
NYSE

AI is transitioning from the digital to the physical world

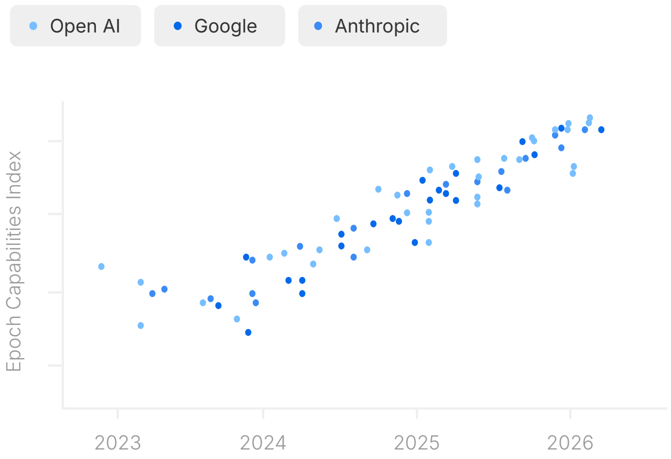
Physical operations will benefit from AI investments

Cost per token decreasing

Average price per million tokens

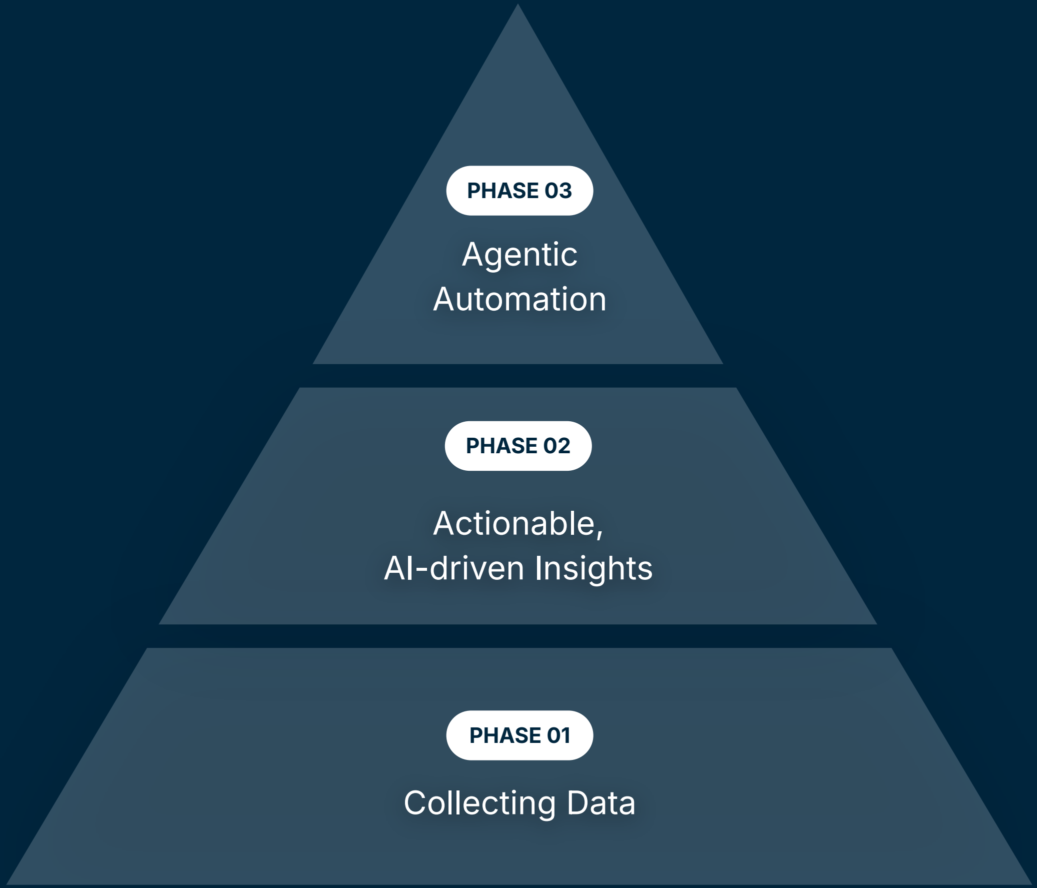
AI capability increasing

Epoch Capabilities Index (ECI)



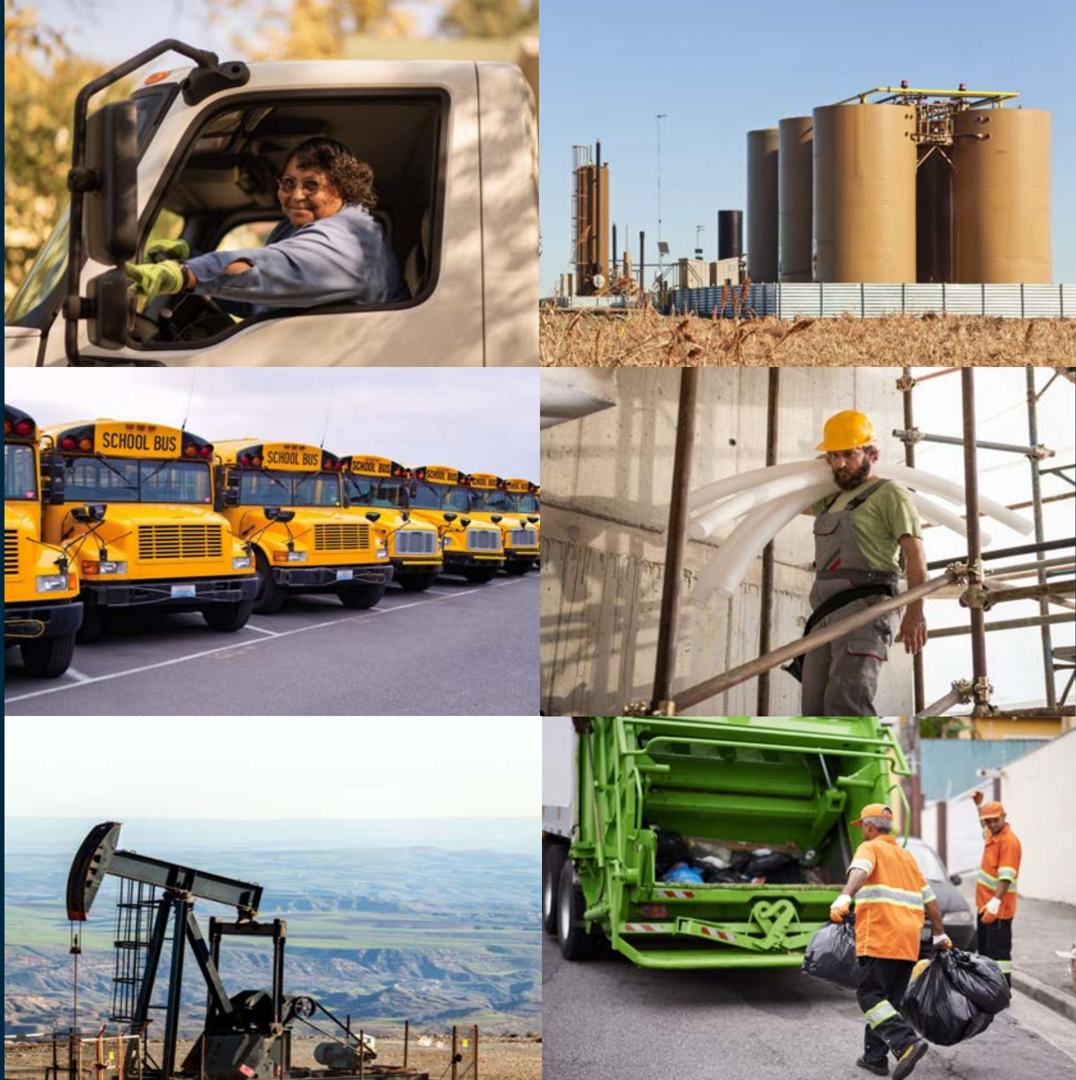
Source: BenchLM LLM API Pricing Trends (March 2023 to April 2026); Epoch AI.

Samsara is bringing AI to the physical world



Phase 01

Physical operations represents >40% of Global GDP



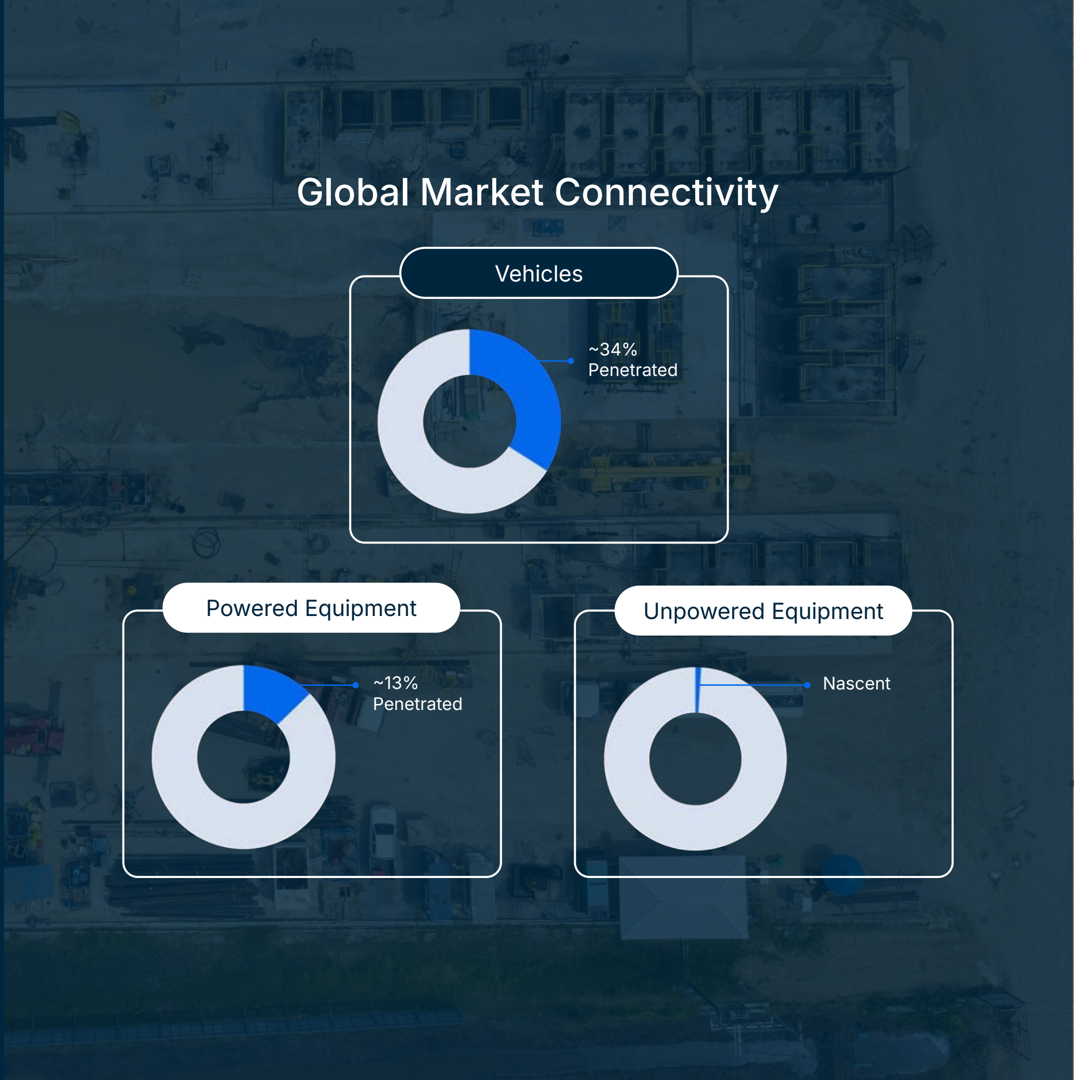
Phase 01

Samsara is building the foundation of physical operations data with IoT hardware

Vehicle Gateway	Passenger car	Sprinter van	Truck	18-wheeler	Pick-up truck	School bus
Powered Asset Gateway	Excavator	Forklift	Trailer	Bulldozer	Tractor	Generator
Asset Tags	Power tools	Construction Equipment	Intermodal container	Medical response equipment	Dumpster	Pallet
AI Cameras	Garbage Truck	Sprinter van	Ambulance	18-wheeler	Excavator	Building
Wearable	Utility technicians	Delivery drivers	Construction workers	Agricultural workers	Healthcare workers	PubSec workers

Phase 01

Physical world is still largely disconnected



See Appendix for methodology.

Phase 01

We're creating the world's largest proprietary operations data set

60T+
proprietary data points

Assets
Vehicles, Powered and Unpowered Equipment, Sites

Data
Location, Video, Diagnostics, Behavioral, Environmental

Customer Volume & Diversity
Industries, Geographies, and Customer Sizes

Time Series Data

Phase 02

Proprietary data fuels actionable insights

Fuel Insights

Spending Patterns

43% of fuel purchases could have been made at cheaper, nearby gas stations.

View purchases

Total Cost
$6,091,079.71 +4.9%

Avg Cost Per Gallon
$4.97 +2.1%

Fleet Benchmarking

Top 25%

Your average
0.01% ▾ 88%
drive time spent severely speeding

Benchmark: Average
0.08%
*Only peers with similar settings.

Asset Utilization

Trailer 205

554 East Main Street,
Seattle, WA 98039

Utilization: 45%

Weather Intelligence

Severity: Severe

Flood Watch issued June 11 at 1:40PM CDT until June 12 at 7:00PM CDT by NWS Shreveport LA

12 drivers in risk zone

37 assets in risk zone

Routing & Navigation

Route CO-283

3 Valley Food — Completed

4 Roots Produce — En route
ETA 11:40am

Predictive Maintenance

MAR 9
Corroded, loose terminals, not holding...

Mechanic Note: Fixing in the next PM

Mark as Resolved

Safety Score

May 01 – May 31

96 ↑ 2 pts

Smart Compliance

94%
COMPLIANT

In Violation	5.31%
Compliant	94.68%

Phase 01 & 02

8x+ ROI on asset-related operations budget

Operations Budget

Labor-Related

Wages
Employee Benefits
Training Costs

Asset-Related

Equipment & Assets
Maintenance & Repair
Depreciation & Amortization
Fuel
Accident-related Costs
Insurance

8X
Return on Investment

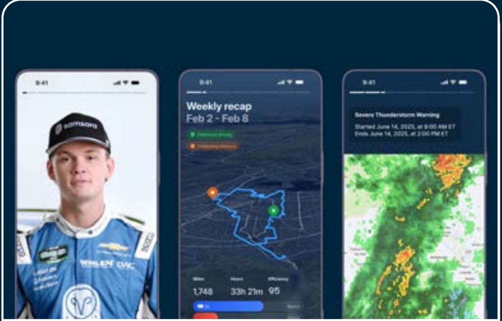
Statistics from IDC Business Value White Paper, sponsored by Samsara, The Business Value of Samsara, IDC #US52102724, and published June 2024.

Phase 03

Samsara AI agents automating tasks

Maintenance Agent

- Preventative maintenance scheduling
- Work order creation & routing
- Warranty claims



Safety Agent

- Worker coaching workflows
- Ride along coaching
- Post-incident reporting
- Automatically change safety settings

Dispatch Agent

- Load assignment & Worker matching
- ETA delay notifications
- Shift length compliance

Example: Maintenance

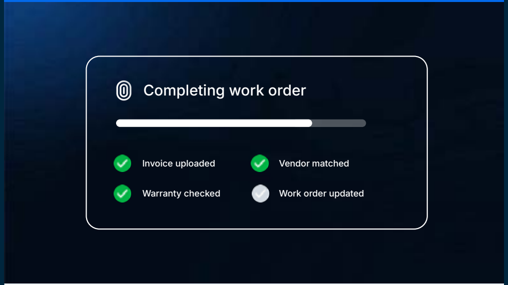
Phase 1

Collect data from field assets

Phase 2

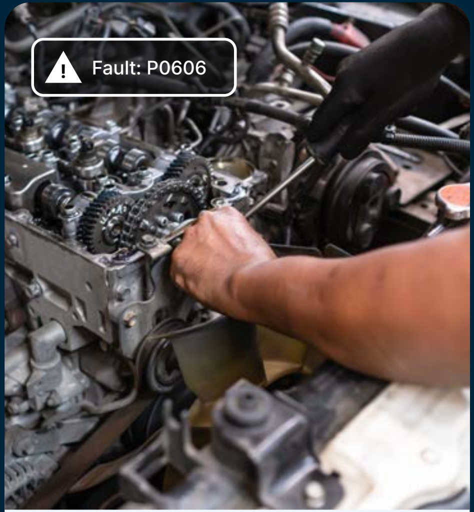
Fault code insights and reports, predictive maintenance

Phase 3

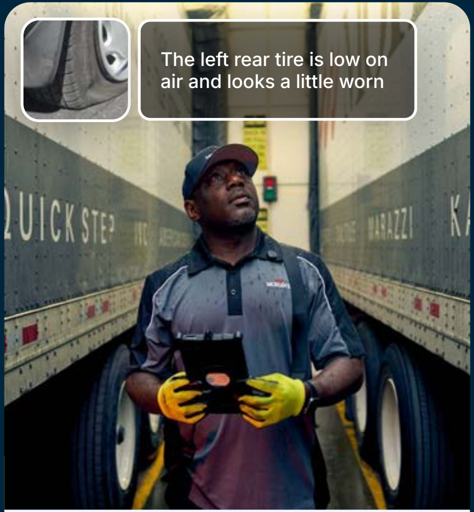


Agents automating warranty claims, work order management

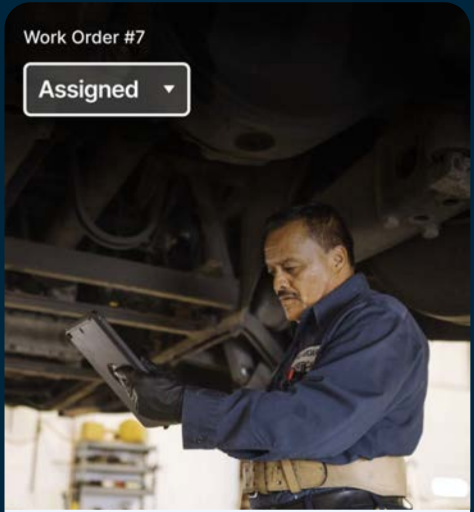
Phase one: data collection



Fault codes and performance



DVIRs and inspections



Work orders and data maintenance inputs

10x+ targeted ROI for maintenance agent

Based on internal targets of potential annual return as a multiple of Samsara investment.
[1] Statistics from IDC Business Value White Paper, sponsored by Samsara, The Business Value of Samsara, IDC #US52102724, and published June 2024.

Samsara's data ecosystem unlocks deeper insights

3rd Party Agent

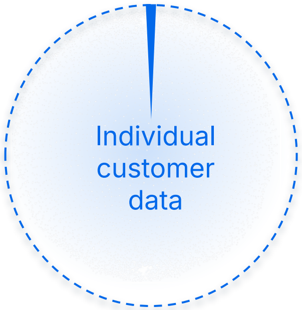
Individual Customer's Data

~1,000

vehicles

~20

of the same make, model, and year



Samsara Agent

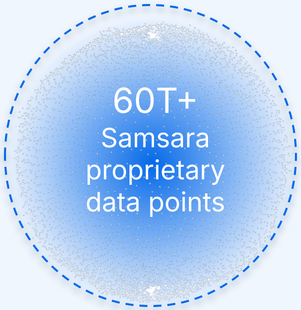
Samsara Data Ecosystem

Millions

vehicles

10,000+

of the same make, model and year




AI for the physical world

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AI-Driven Product Velocity

Johan Land

Chief Product Officer

My background

2021 – 2025
Chief Product Officer

tomtom

2019 – 2021
Chief Product Officer

Kobalt

2019 & Prior
Product Leader

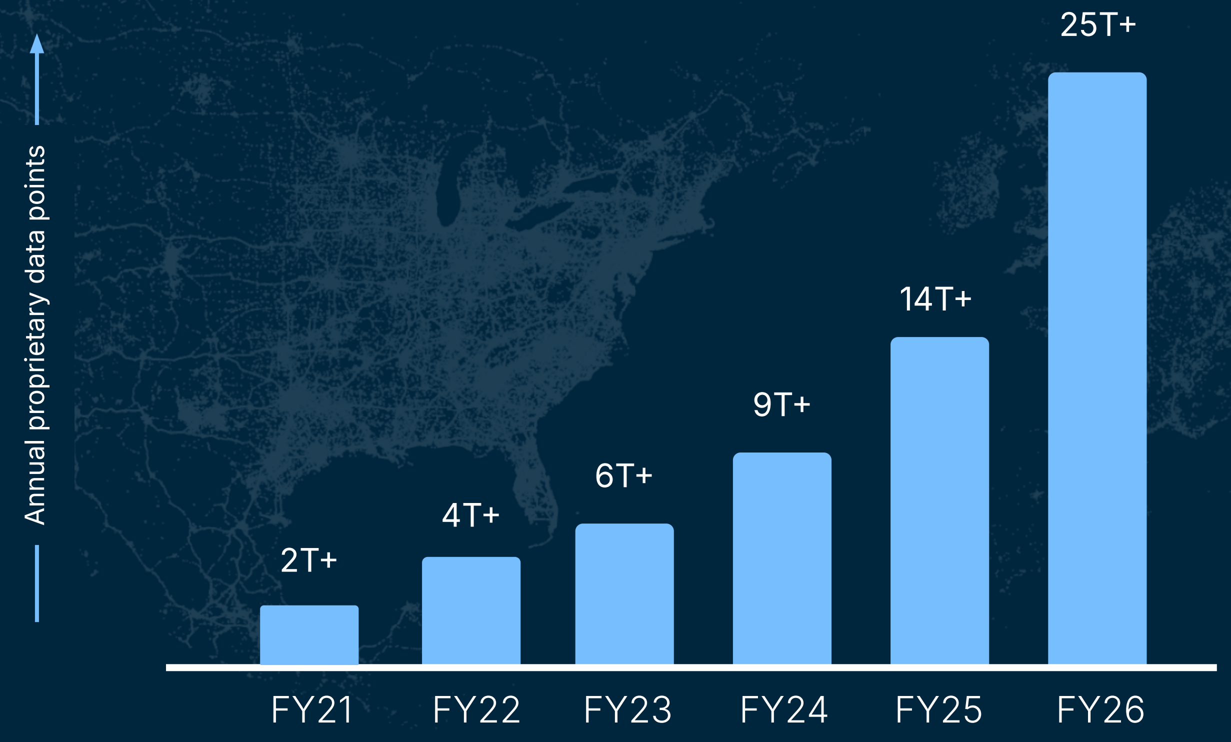
WAYMO
YouTube
Google
McKinsey & Company

Customer

Vision

Growth

Proprietary data asset fueling innovation



New products unlocked through the platform

Samsara Agents

Maintenance, Safety, Dispatch

Operational AI detections

Ground Intelligence, Waste Intelligence

Samsara Tracking Label

Printable Bluetooth Tracking Label

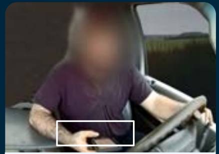
Pricing Model	Consumption	Subscription	Consumption

New Samsara operational AI detections

Driver safety AI detections


Drowsiness


Seat Belt Detection


Mobile phone usage

+

Operational AI detections


Service Verification


Roadside Parking


PPE


Airplane Pushback

40+

AI Detections


Barriers


Safety Cones


Flood/Road Obstruction


Pothole Mapping

Product Demo

Waste Intelligence

Product Demo

Ground Intelligence

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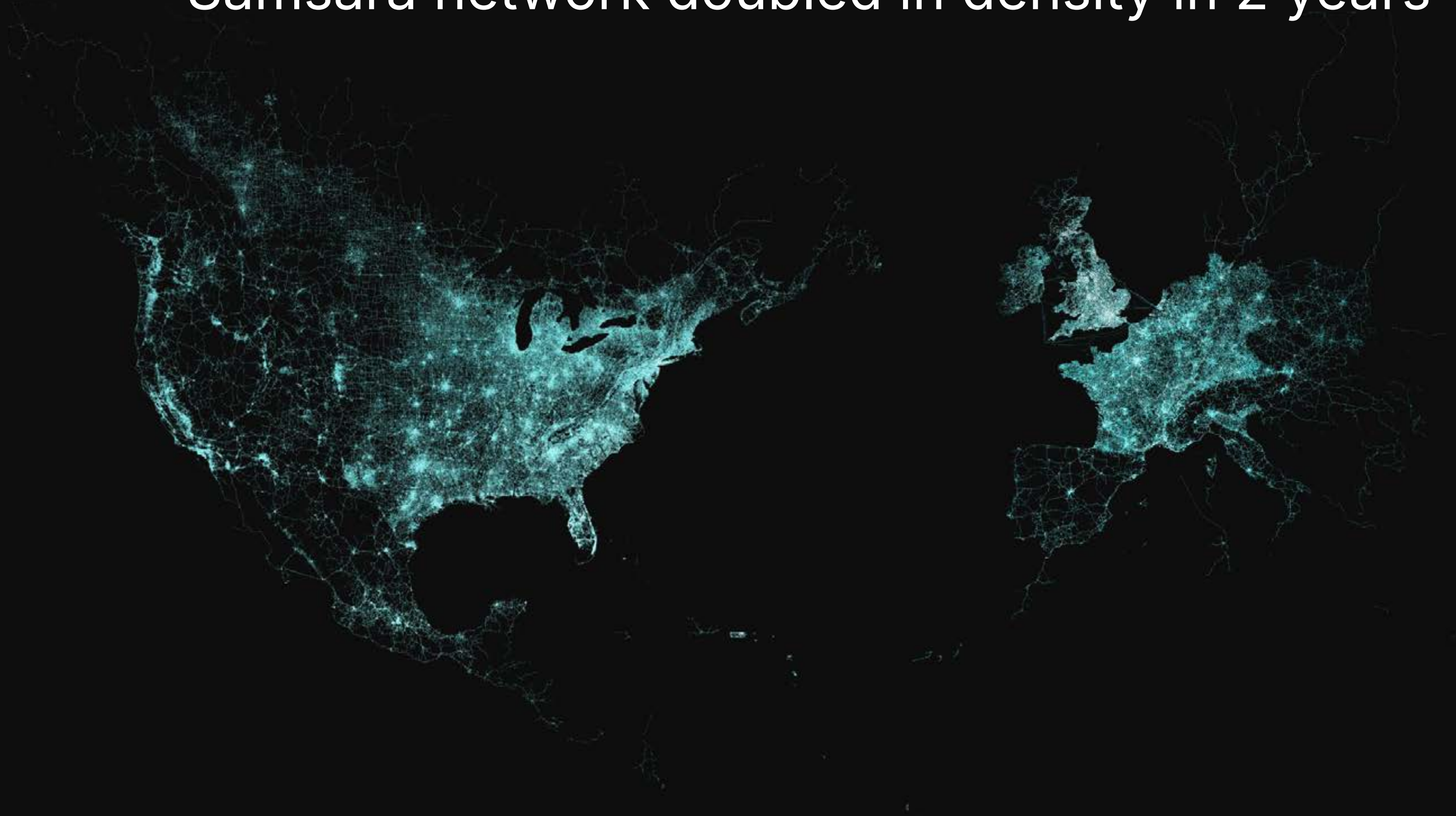
Samsara Tracking Label

David Gal

VP, Product & Engineering

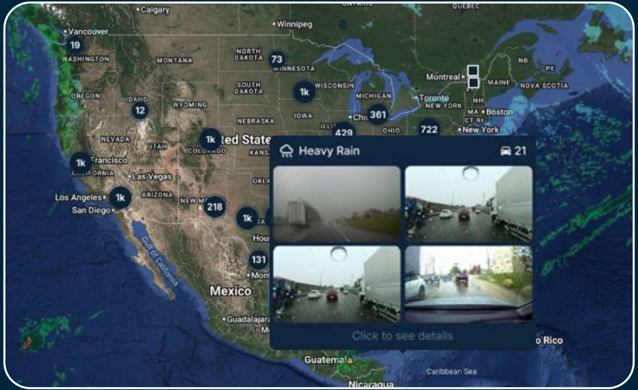
Samsara network doubled in density in 2 years



Operational Visibility

99%

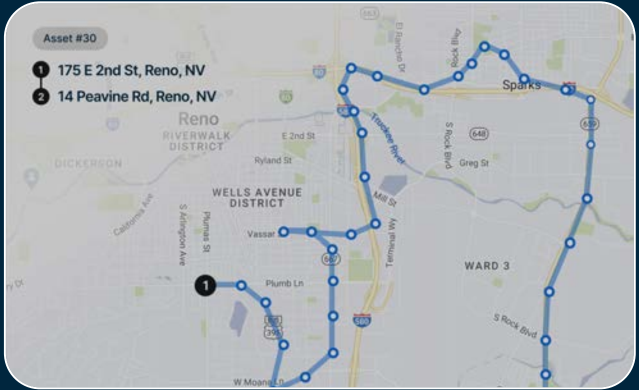
of U.S. roads covered by Samsara cameras, unlocking a new layer of operational visibility



Bluetooth Network

Millions

of assets creating a powerful, interconnected network for real-time visibility



Samsara network powering an entire suite of bluetooth-enabled applications

Asset Tags

Tank Monitoring

Wearable

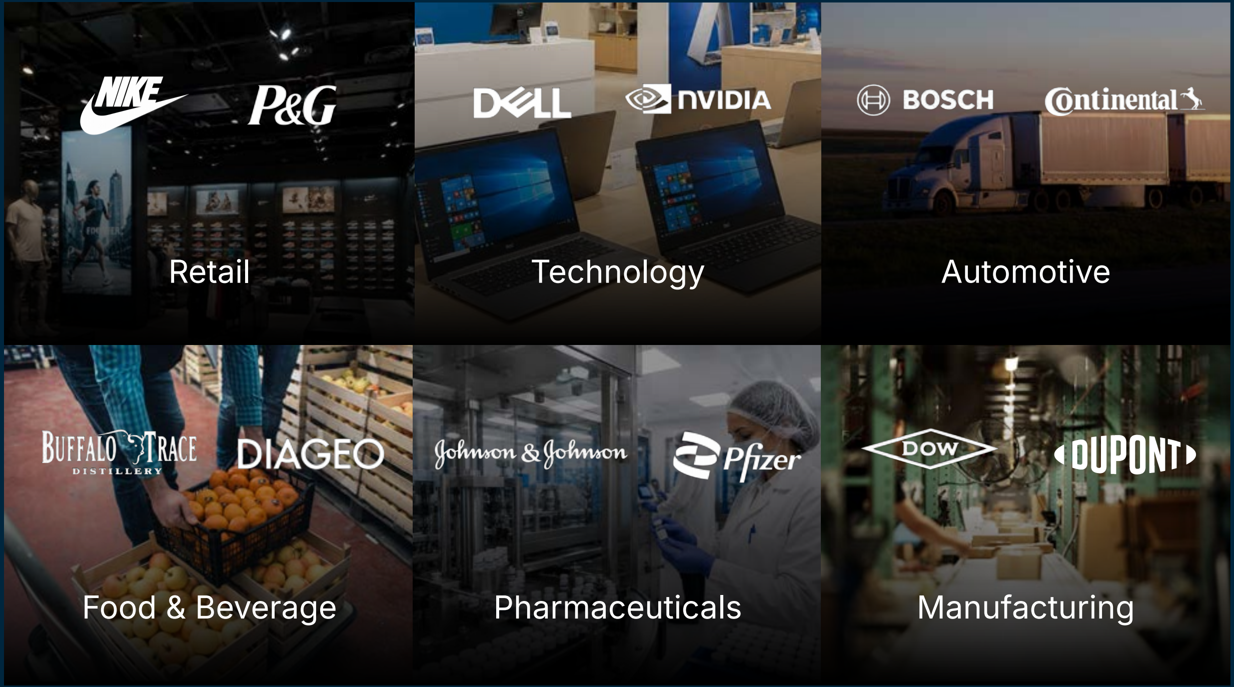
Data Type	Location	Location + Fill Level	Location + Two-way Communication

New Samsara Tracking Label...

- Printable bluetooth tracking label
- Disposable for one-time shipments
- 45-day battery life once activated
- Real-time tracking
- Cost-effective
- Consumption-based pricing

...unlocking a new target customer segment

Shippers



Note: Logos shown are illustrative examples of potential target customers.

Tracking Label ROI

Customer Value

Cargo Theft

Operational Disruption

End Customer Experience

Supply Chain Inefficiency

Tracking Label ROI

How We Deliver ROI

Operational Decision-making

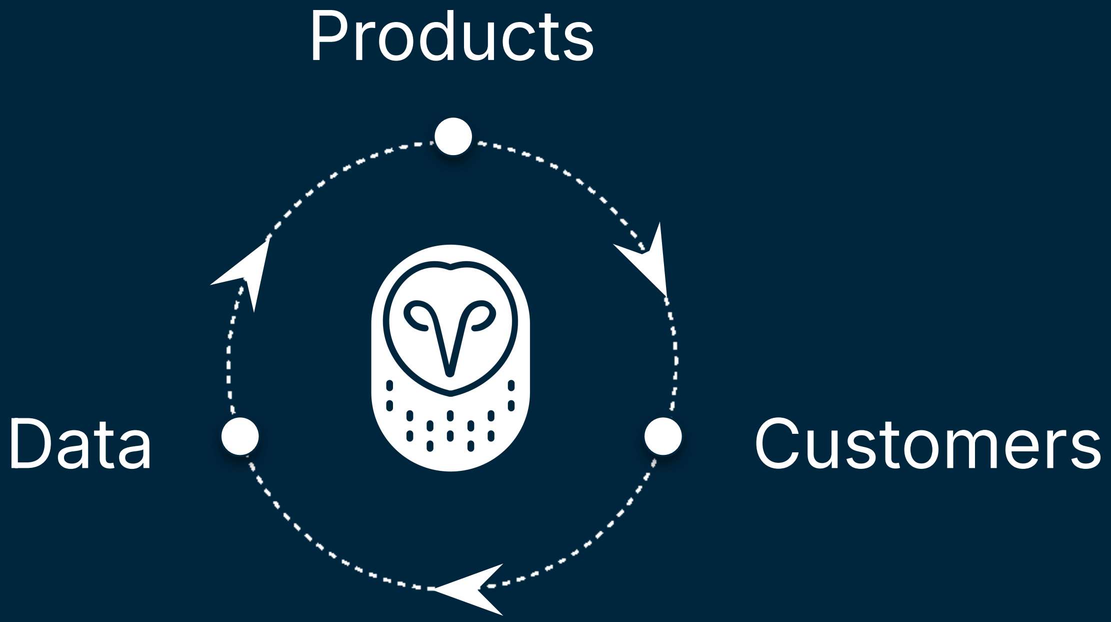
Operational Visibility

Real-time Visibility

Product Demo

Tracking Label

Platform driving innovation



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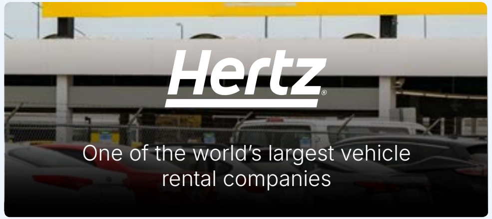
Go-to-Market Momentum

Amit Vyas

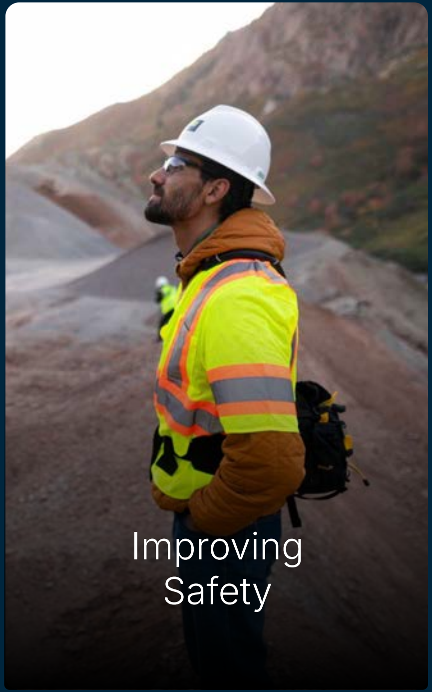
Chief Revenue Officer

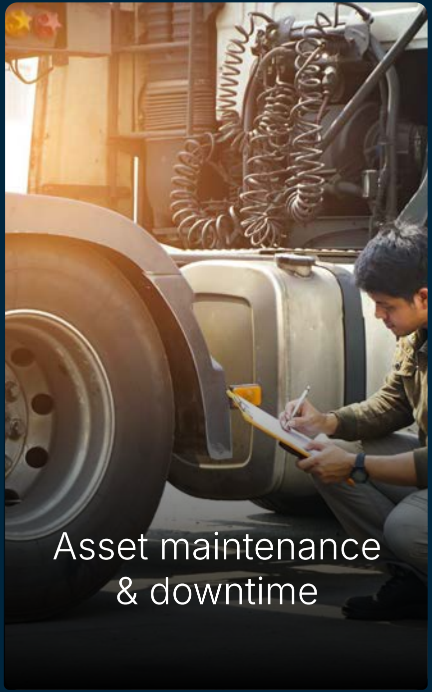
Partnering with the world's largest operators

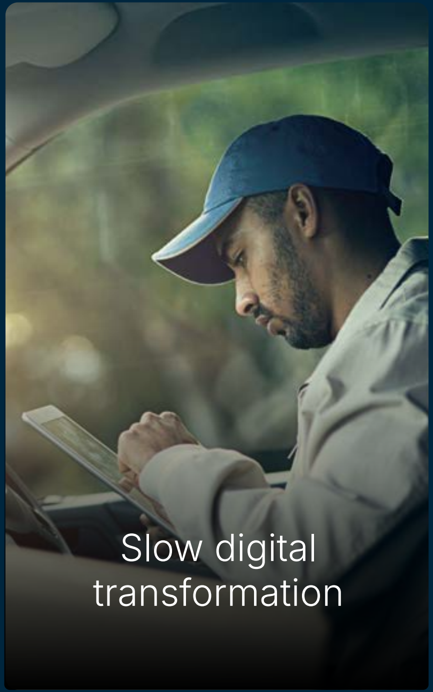
Fortune 500



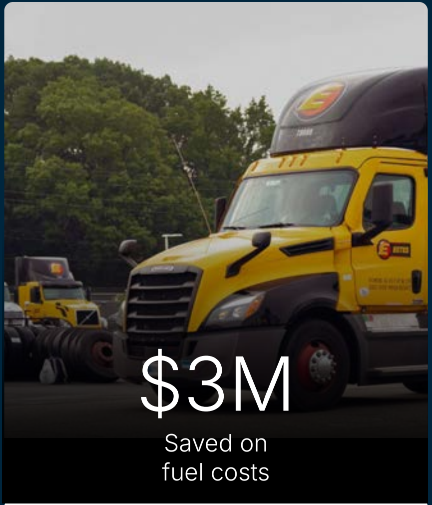
Top customer problems today...





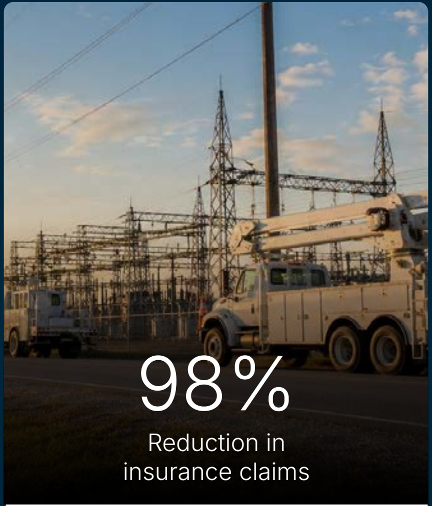


...And here's how we deliver customer ROI



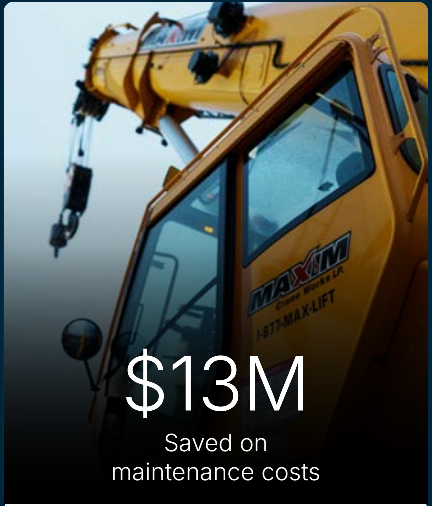
$3M
Saved on
fuel costs

ESTES



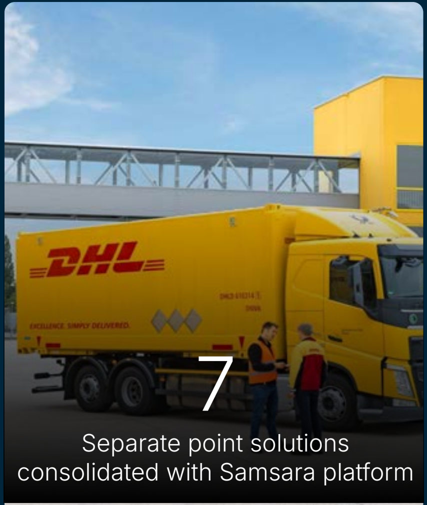
98%
Reduction in
insurance claims

USC Utility Supply and Construction
COMPANY



$13M
Saved on
maintenance costs

MAXIM
Crane Works, L.P.



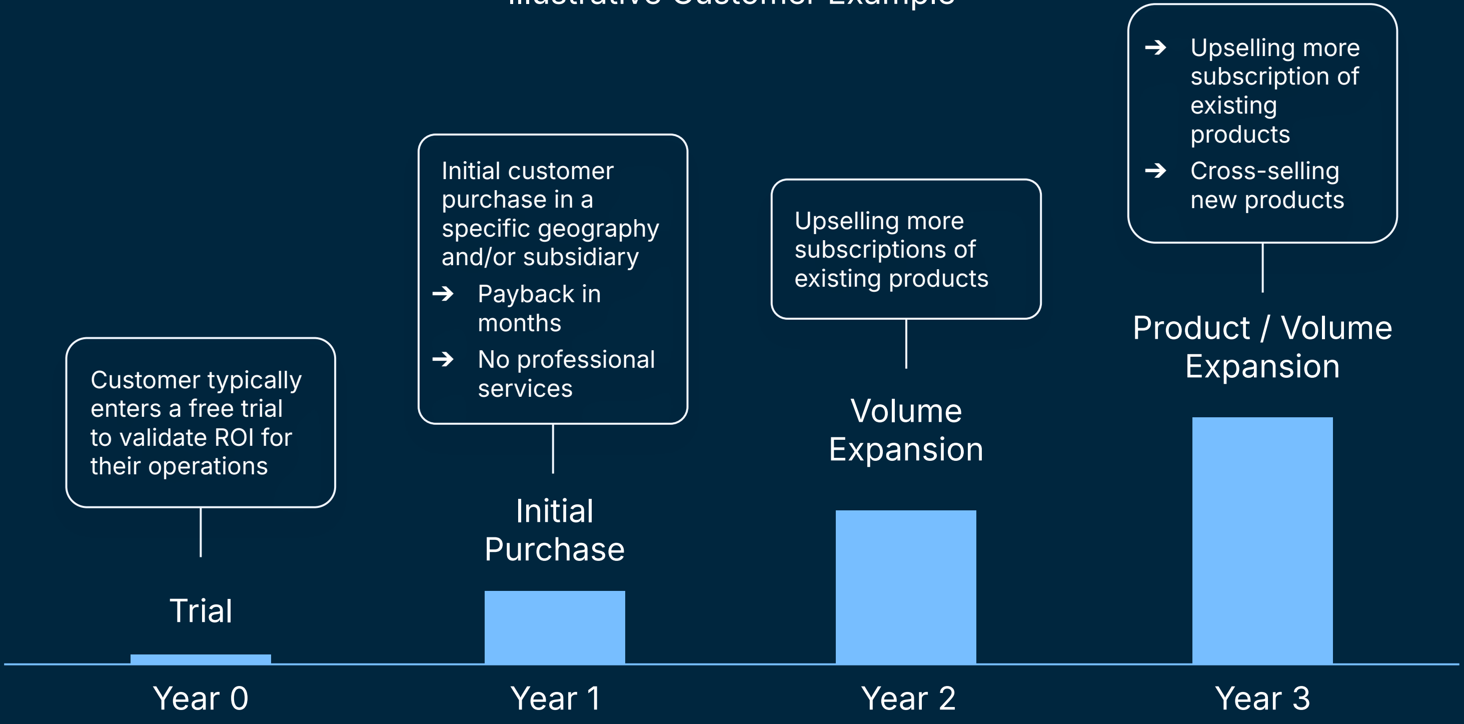
7
Separate point solutions
consolidated with Samsara platform

DHL

Statistics reported by customers.

Multi-year adoption cycles driven by change management

Illustrative Customer Example



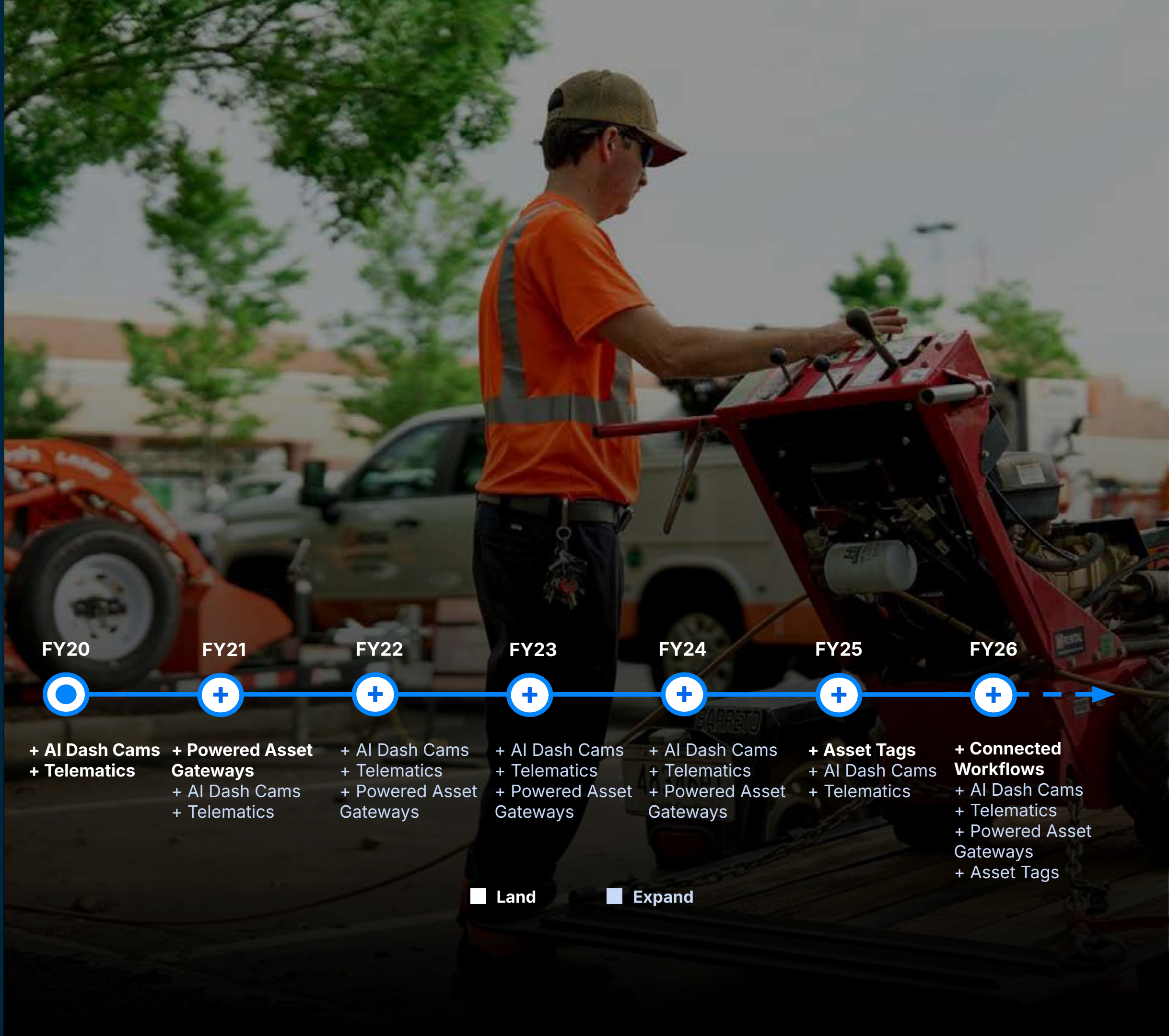
How a leading home improvement retailer transforms their operations with Samsara

400K+

Employees

65%

Reduction in auto liability claims[1]



[1] Statistic reported by customer

FY27 Go-to-market initiatives

Focusing on Enterprise

Global Accounts – Investing in AEs to target largest global opportunities

Selling the Platform

Product Specialists – Dedicated specialists to accelerate emerging product adoption

Driving Efficiency

AI-Assisted ADRs – AI-powered tools helping reps build qualified pipeline faster

Why we win

- Breadth of Product Platform
- Enterprise grade
- Ease of use
- Customer success & support
- Continuous innovation
- Actionable AI Insights

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Customer Fireside Chat

Johan Land

Chief Product Officer

Eric Amlee

Senior Vice President, Fleet

PSC Primoris

Thomas Olitsky

Vice President, Safety

PFG Performance Food Group

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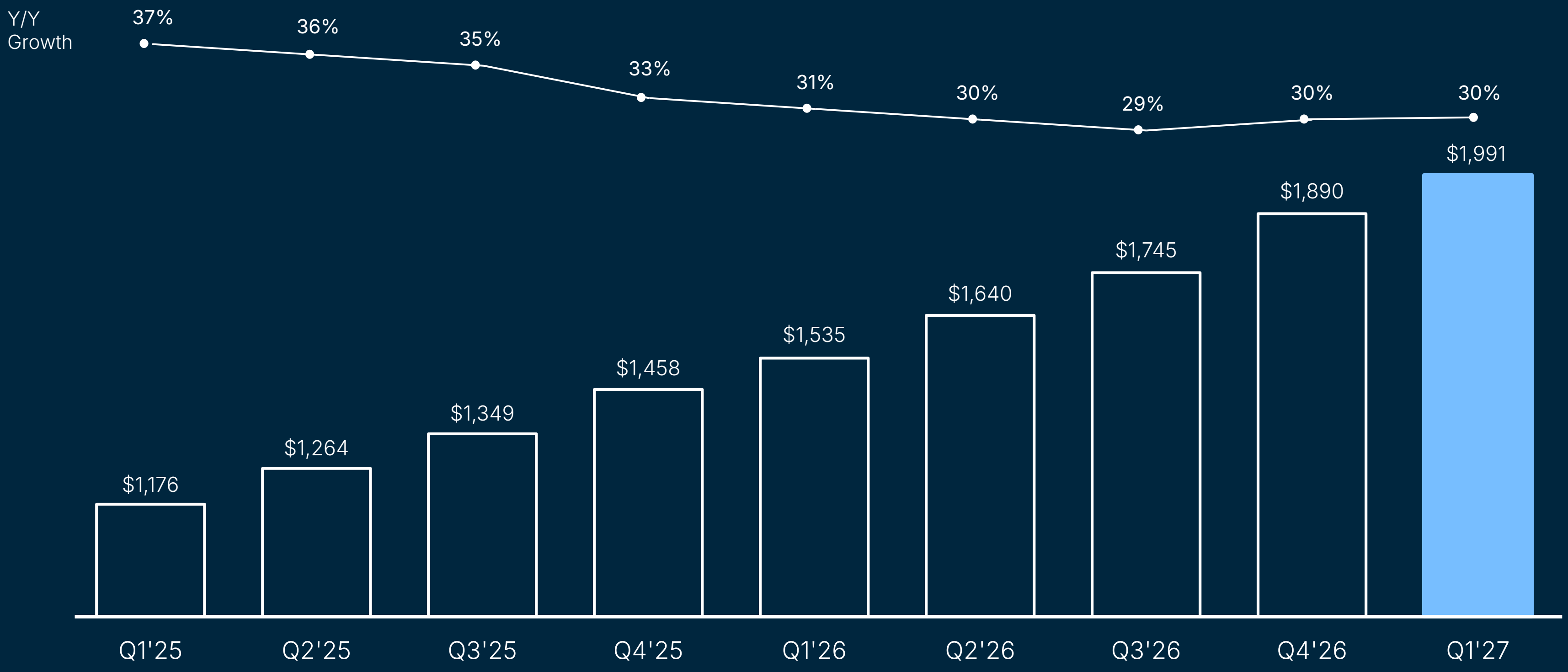
Durable and Profitable Growth

Dominic Phillips
Chief Financial Officer

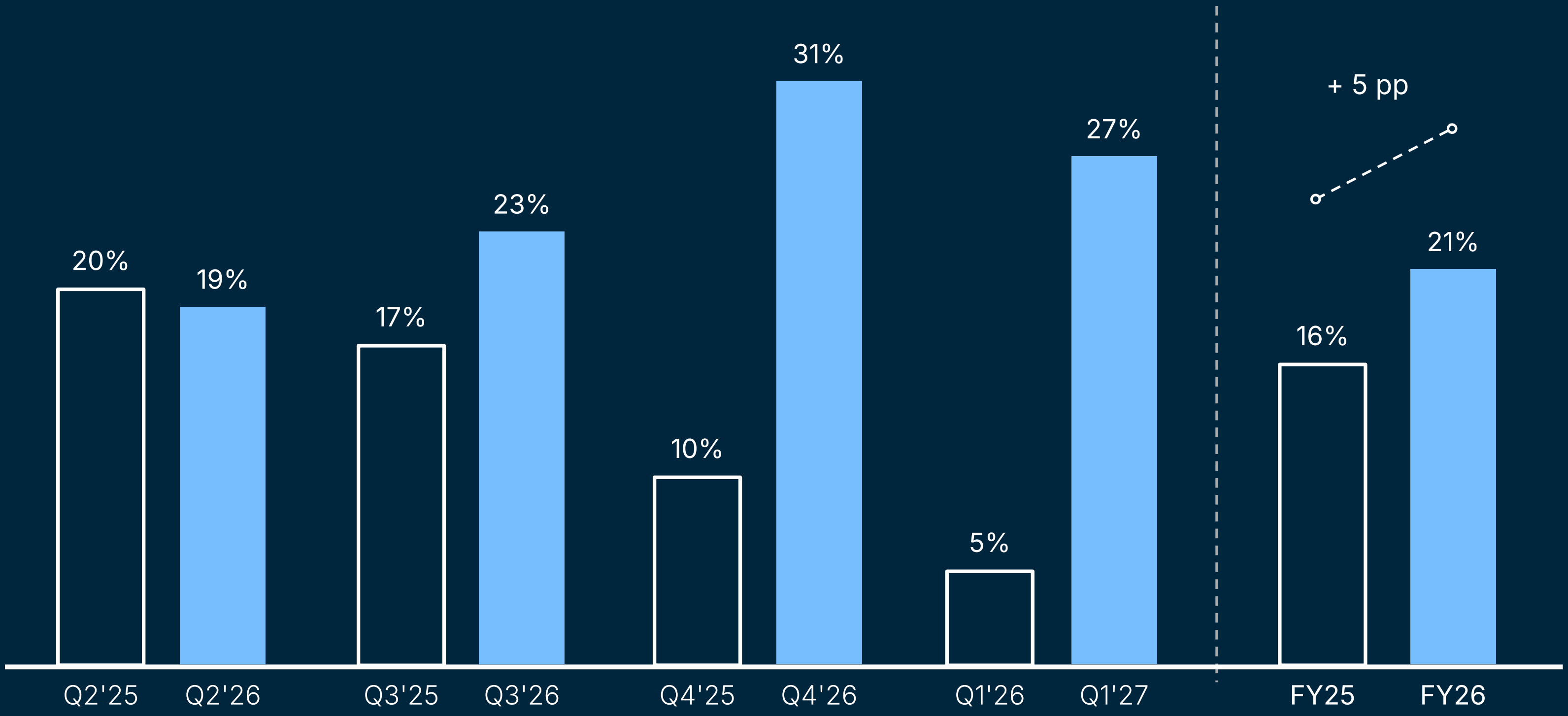
Durable ARR growth...

($M)



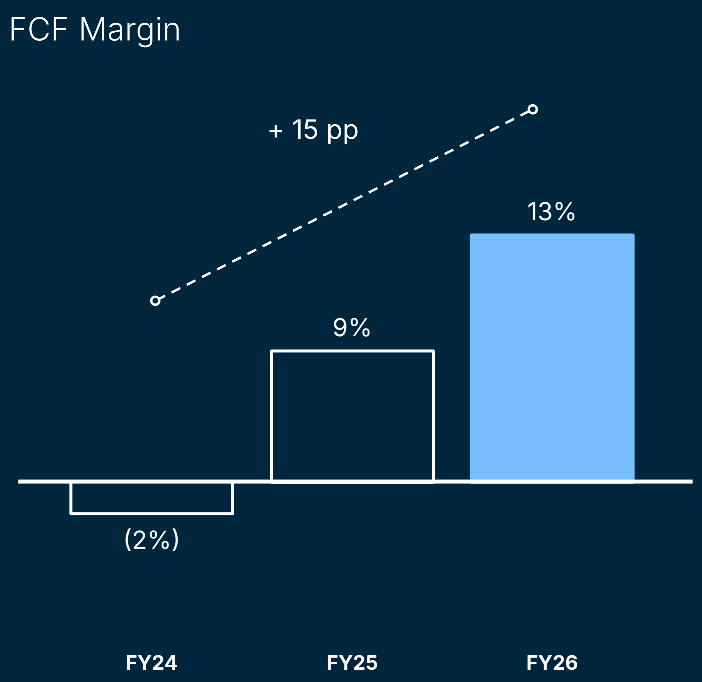
All growth rates (%) reflect Y/Y growth rates adjusted for constant currency. See Appendix for constant currency methodology.

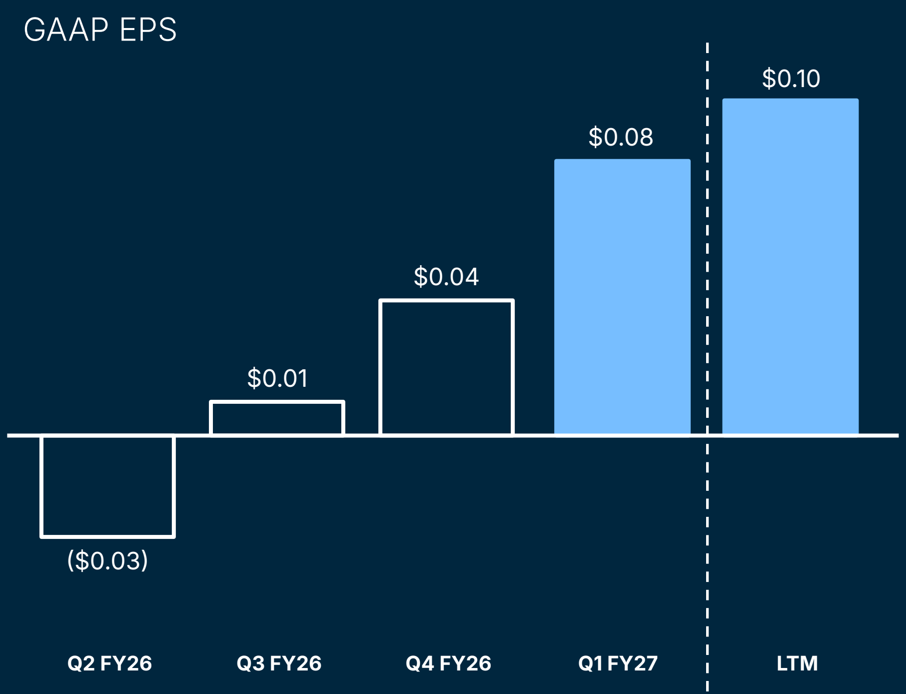
...driven by accelerating net new ARR growth...



Growth rates for Q2 FY26, Q3 FY26, Q4 FY26, Q1 FY27, and FY26 are adjusted for constant currency. See Appendix for constant currency methodology.

...while also delivering significant operating leverage



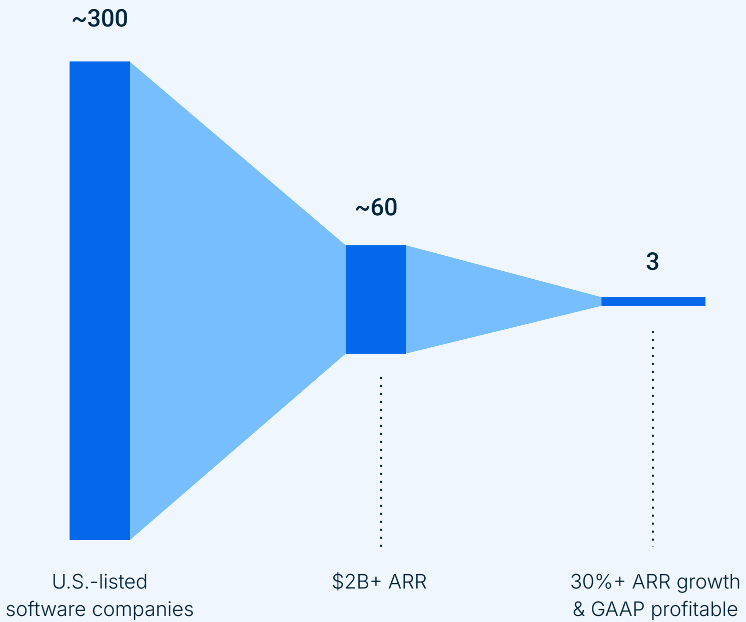


See Appendix for reconciliation to GAAP financial measures.

Samsara is operating in rarified air

U.S.-listed software companies with:

- $2B+ ARR
- 30%+ ARR growth
- GAAP profitable



samsara

Palantir DATADOG

See Appendix for methodology.

Key drivers of durable growth

01
Massive and defensive end markets

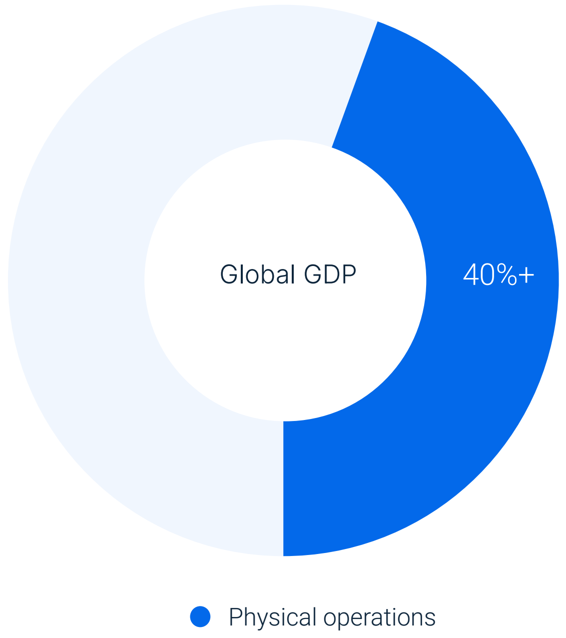
02
Large and growing TAM

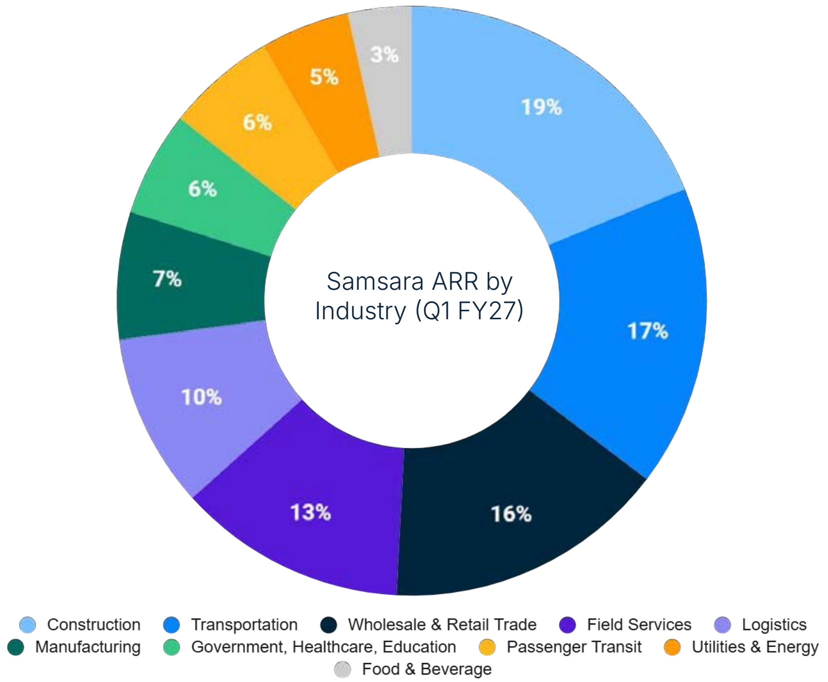
03
Enterprise momentum

04
Multi-product platform

05
Land and expand strength

Physical operations industries are massive...

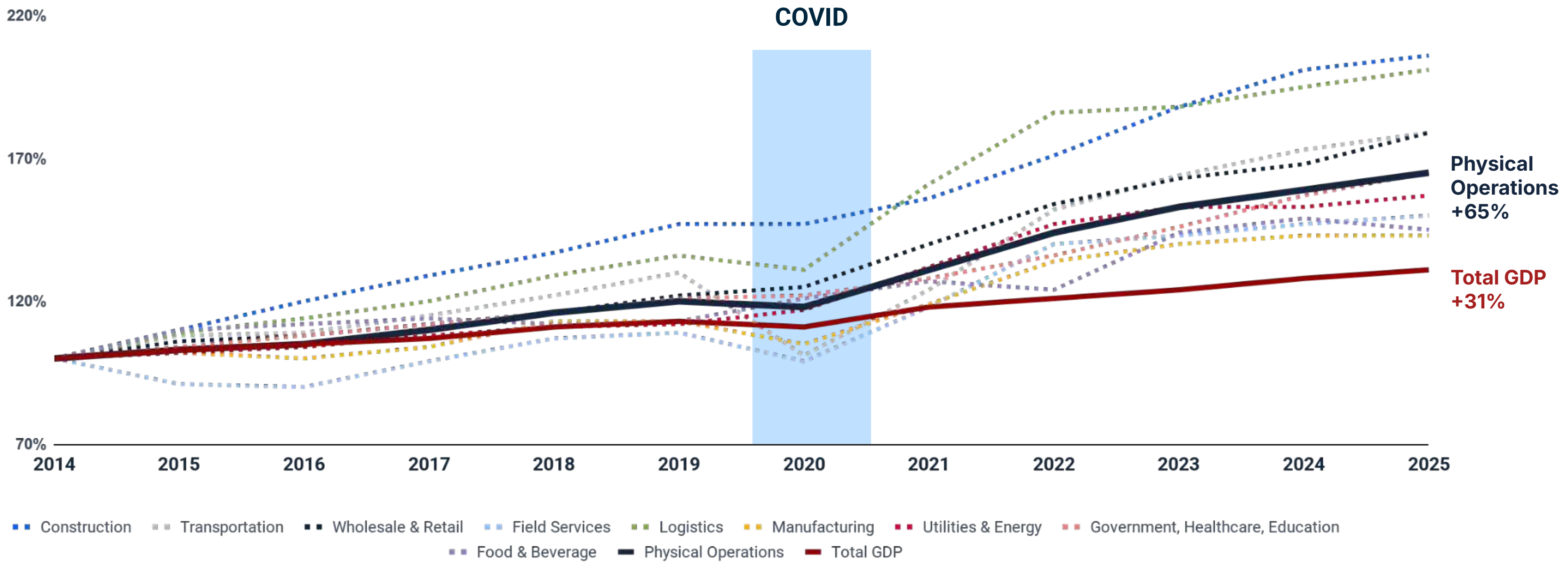




See Appendix for methodology.
Percentages may not add up due to rounding.

...growing quickly...

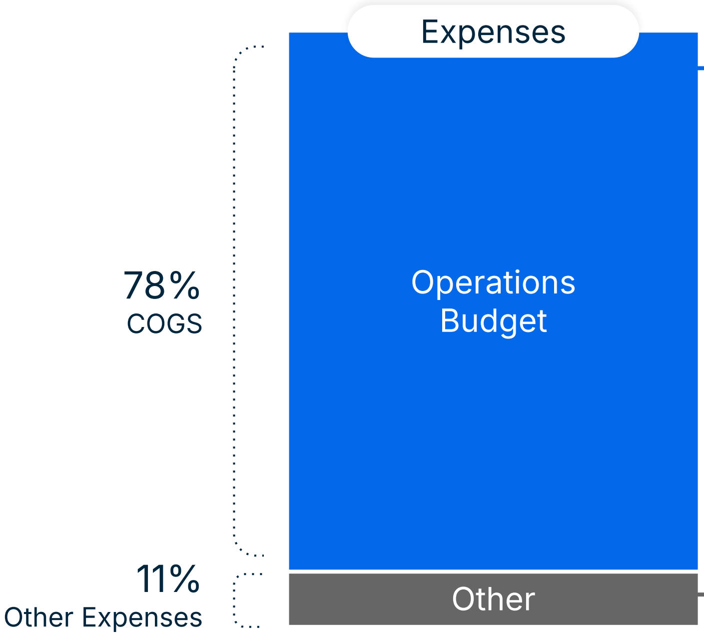
Gross value added (GVA)
as % of 2015 GVA



Source: Bureau of Economic Analysis - Gross Value Added by Industry 2015-2025 (indexed to 2015 gross value added).

...with large, less discretionary Operations budgets...

Top 10 Public Samsara Customers[1]



Operations Budget

Required to deliver revenue and run the business

- Labor
- Equipment & assets
- Maintenance & repair
- Fuel
- Insurance
- Materials
- Depreciation & amortization

Other Expenses

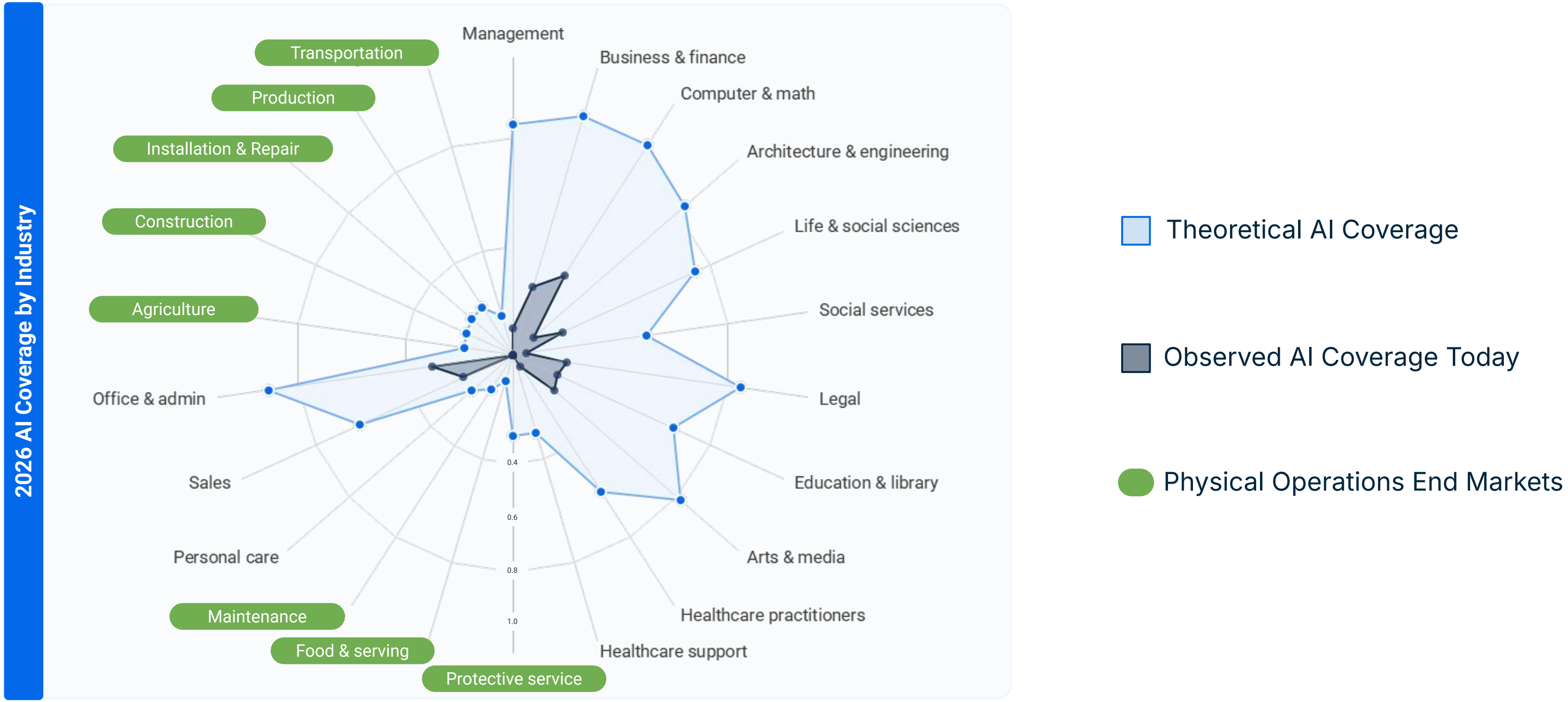
Budget envelope determined by CFO and CIO

- SG&A
- IT budget

See Appendix for methodology.

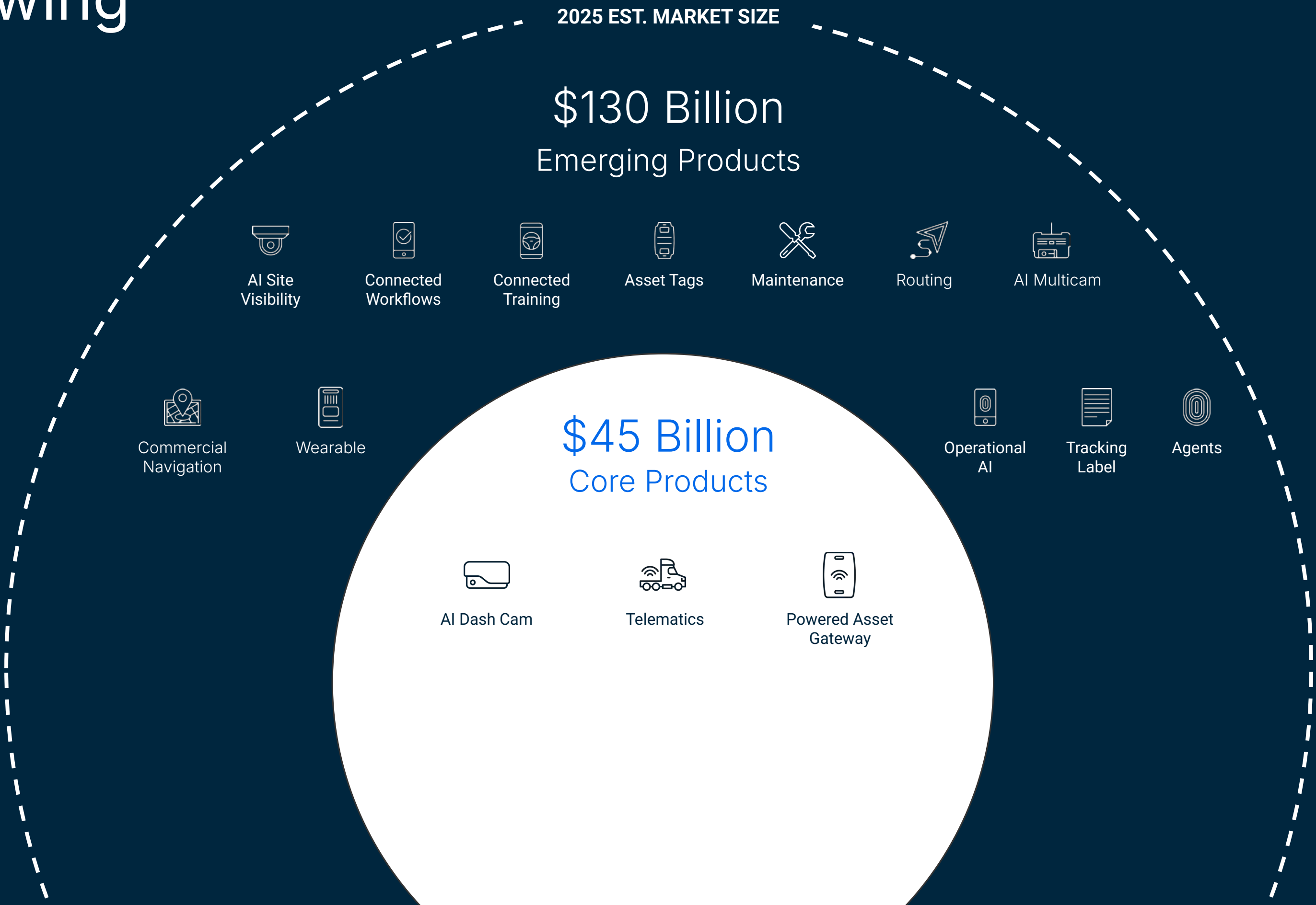
[1] Top 10 publicly traded Samsara customers as of Q4 FY26.

...and are more AI resilient



Source: Anthropic, "*Labor Market Impacts of AI: A New Measure and Early Evidence*," March 2026.

Large and growing $175B TAM...

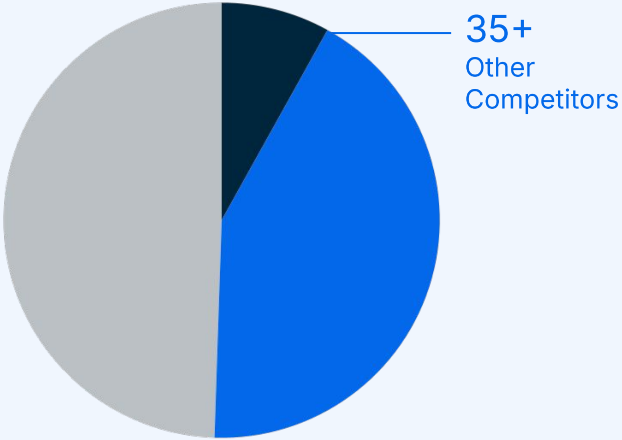


See Appendix for methodology.

...yet still early in digitization

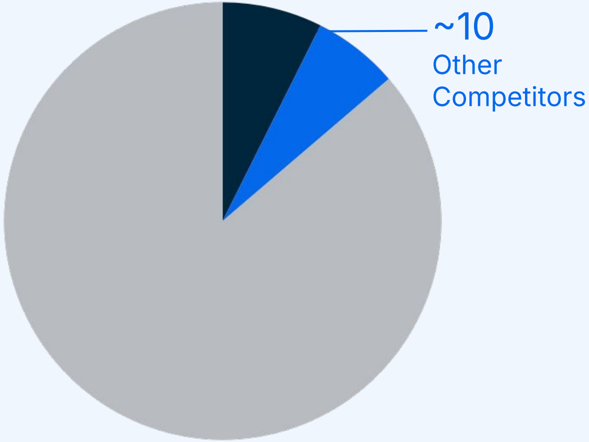
North America

Telematics



~50% Penetrated

AI Dash Cams



~15% Penetrated

Samsara | Other competitors | No solution today

>35M Commercial Vehicles

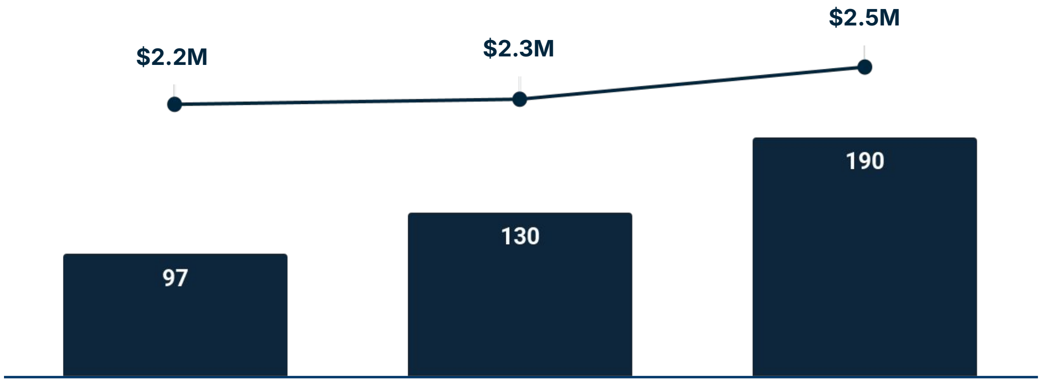
See Appendix for methodology.

Largest customers are fastest growing...

1 Avg. ARR per $1M+ ARR customer

x

2 Number of $1M+ ARR customers



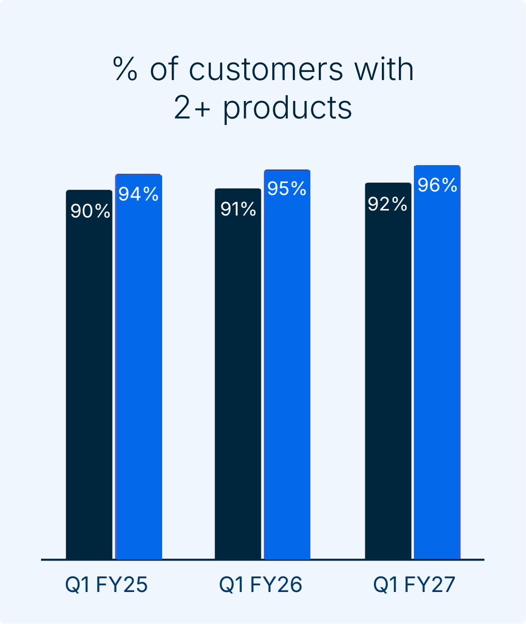
		Q1 FY25	Q1 FY26	Q1 FY27
=	$1M+ ARR ($M)	$215	$293	$474
÷	Total Samsara ARR ($M)	$1,176	$1,535	$1,991
=	$1M+ ARR Mix	18%	19%	24%

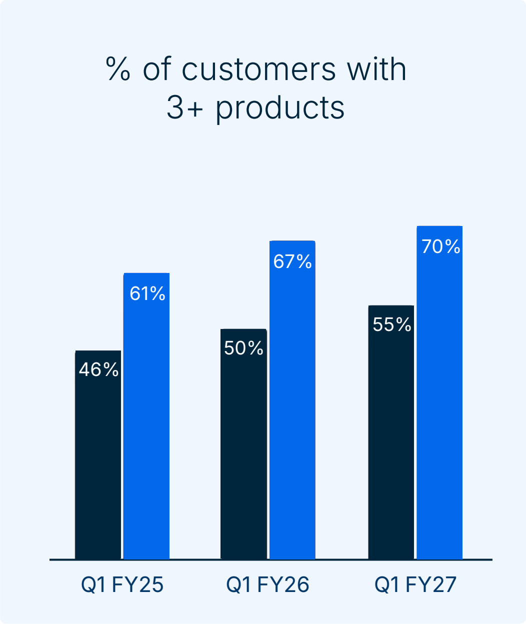
Fiscal year ends on the Saturday closest to February 1.
See Appendix for definitions.

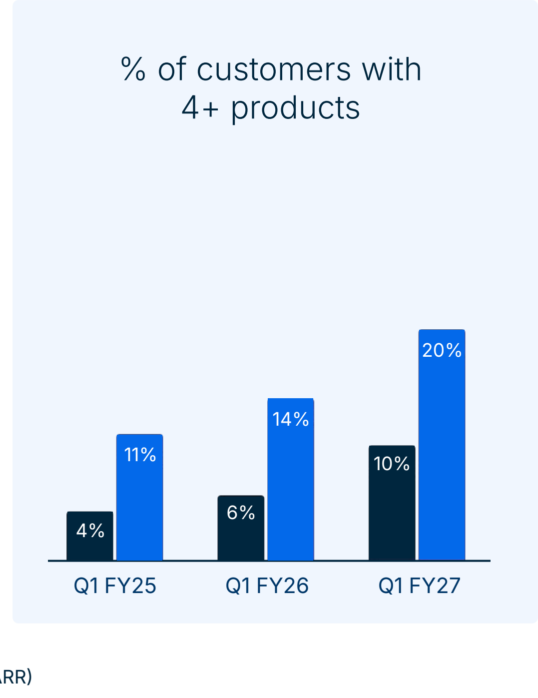
...and continue to grow larger over time

ARR for largest customers ($M)

Multi-product adoption is increasing...







Figures as of Q1 FY27.

...led by ~$150M of emerging product ARR

12
Emerging Products

- Agents
- Tracking Label
- Operational AI
- Wearable
- Commercial Navigation
- AI Multicam
- Routing
- Maintenance
- Asset Tags
- Connected Training
- Connected Workflows
- AI Site Visibility

3
Core Products

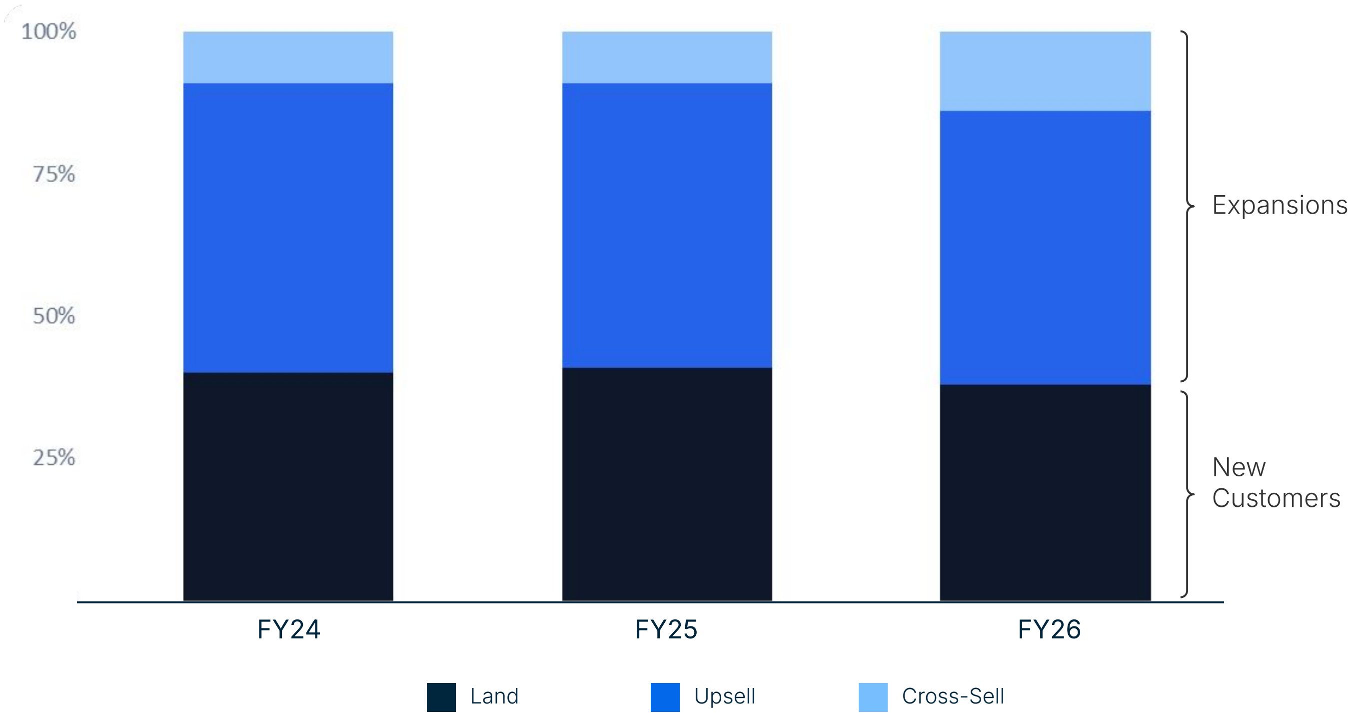
- Powered Asset Gateways
- AI Dash Cams
- Telematics

2nd consecutive quarter

20%+ of NNACV from Emerging Products

As of June 24th, 2026.

Balanced land and expand drives durable growth



Represents percentage of total NNACV.

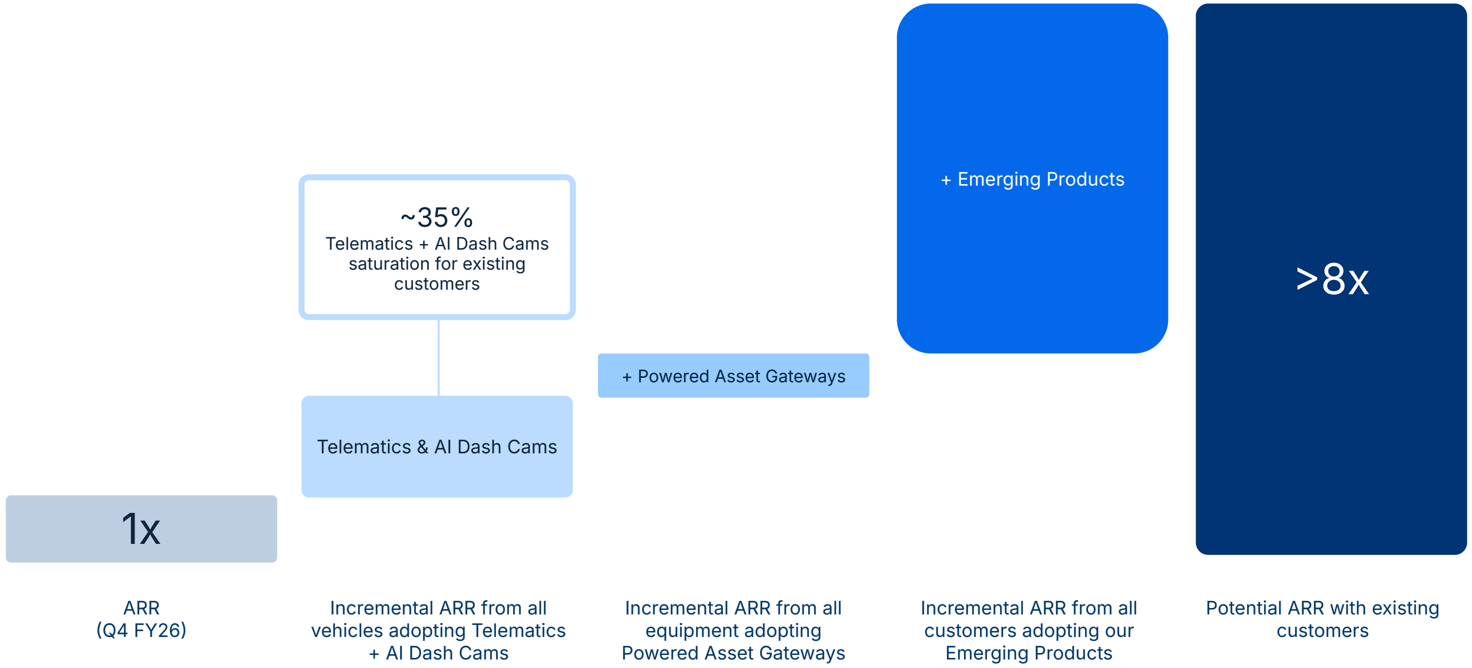
Significant customer acquisition opportunity remains...

~6%

Samsara's current logo penetration

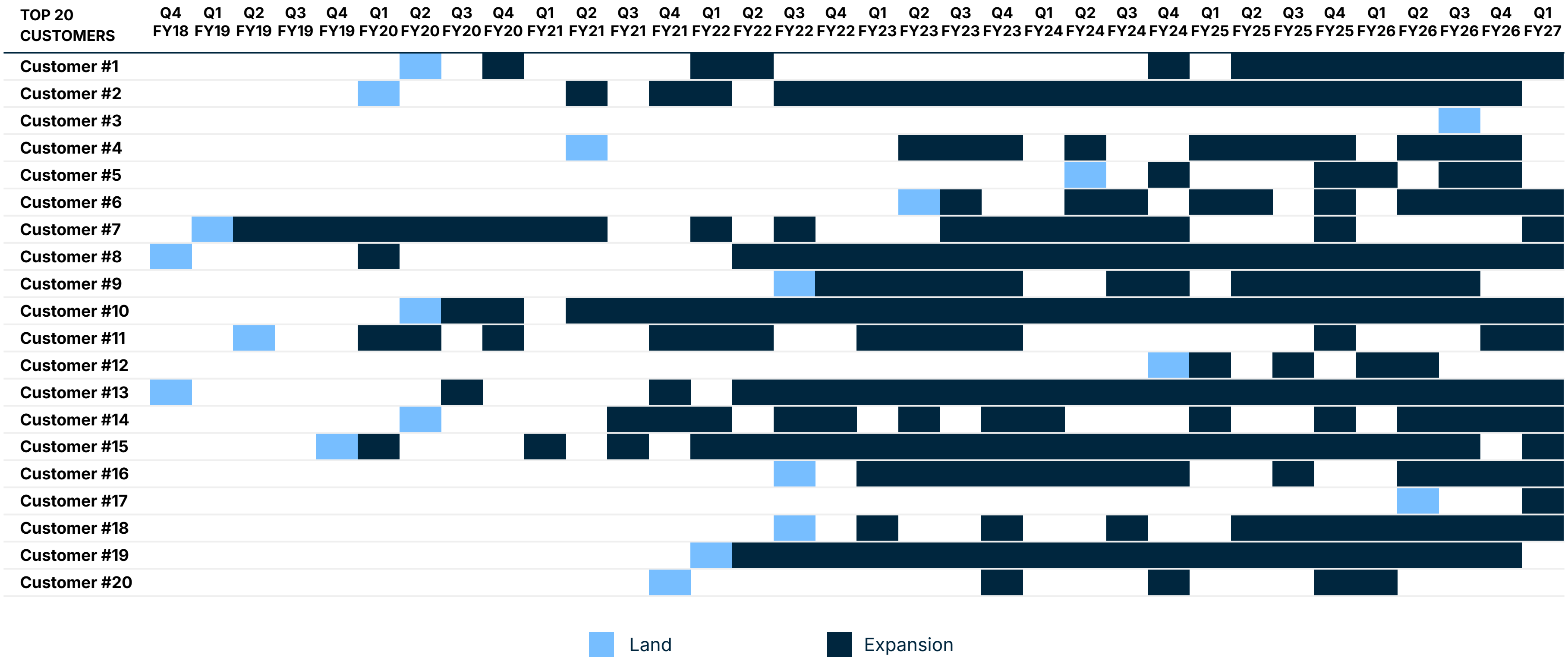
See Appendix for methodology.

...along with significant opportunity for customer expansion...



Assumes full adoption of all products by all current Samsara customers. See Appendix for overview of methodology and key assumptions.

...leading to consistent expansion over time



Key drivers of profitable growth

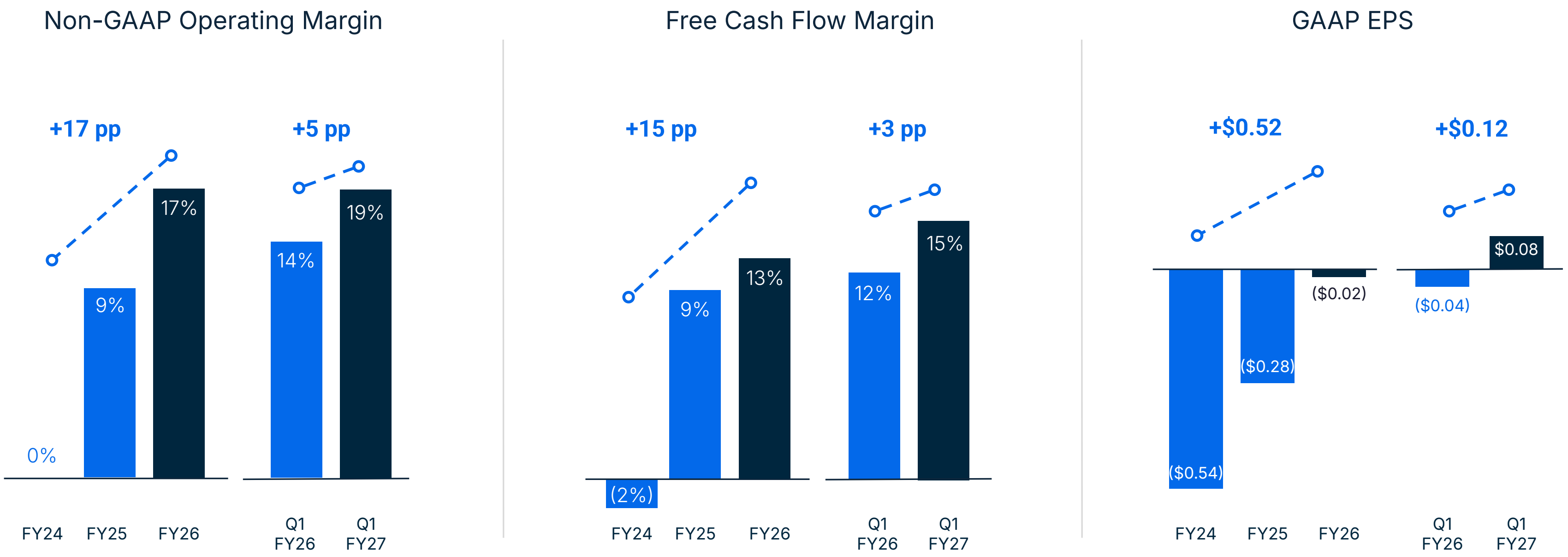
01

Operating leverage

02

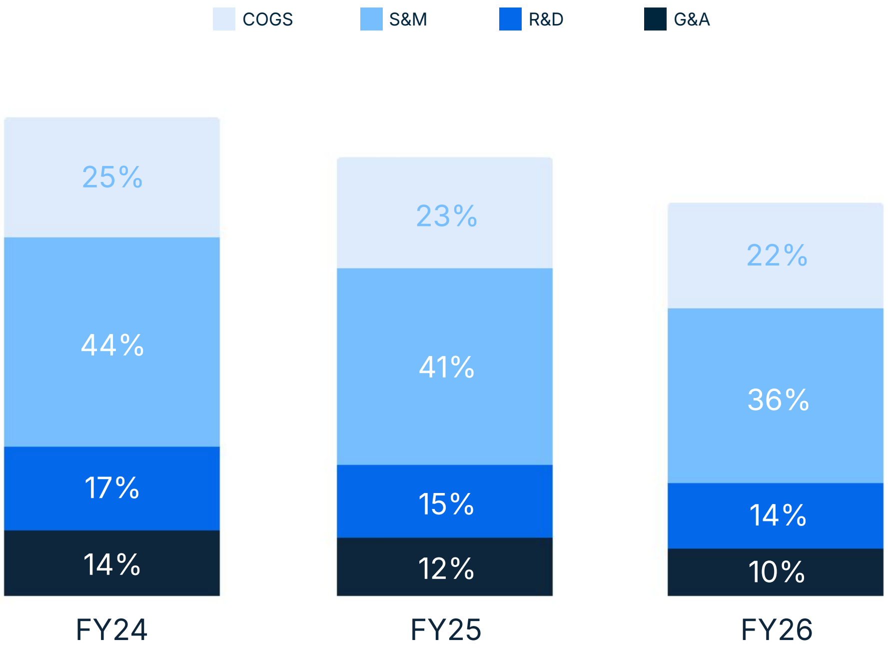
Effectively managing SBC

Profitability is improving with scale



Delivering leverage year-over-year

Non-GAAP Expenses as a % of Revenue



Near-term leverage
(% of revenue)

COGS — Optimization of cloud, cellular, and support offset by higher AI spend and HW

S&M — Increasing renewal base, scaling GTM

R&D — Continue to prioritize product innovation

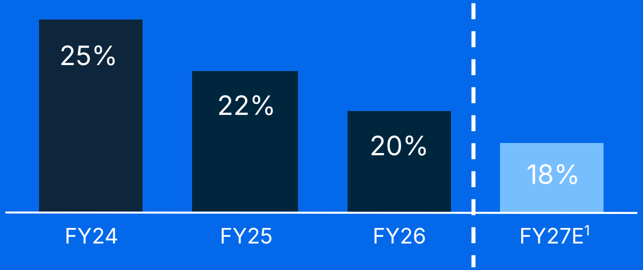
G&A — Economies of scale and automation

Effectively managing SBC

Compensation Philosophy

Total Compensation
=
Salary
+
Variable Cash
+
Equity

SBC Expense as % of Revenue



POTENTIAL LEVERS TO MANAGE SBC

+ Compensation mix (cash vs. equity)
+ Headcount (hiring, location, level)
+ Vesting period

[1] Targets based on current expectations. See disclaimer slide for additional information.

Key investor highlights

01	Massive and fast-growing end markets
02	Large TAM + early innings of digitization
03	Large customer momentum
04	Multi-product adoption is growing fast at scale
05	Significant land and expand opportunities remain
06	Operating leverage while managing dilution and stock-based compensation

Appendix

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

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**
Less: Additional week in Q4 FY24	***$19,734***	***$0***	***$0***	***$0***	***$0***
Add: Constant currency adjustment	***$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%*
Add: Stock-based compensation expense-related charges	***$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%*

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	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%*
Less: Stock-based compensation expense-related charges	***($75,203)***	***($90,471)***	***($94,697)***	***($25,580)***	***($24,620)***
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%*
Less: Stock-based compensation expense-related charges	***($95,220)***	***($107,250)***	***($125,314)***	***($29,556)***	***($32,109)***
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%*
Less: Stock-based compensation expense-related charges	***($68,042)***	***($85,577)***	***($96,389)***	***($24,829)***	***($21,922)***
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%*

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	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%*
Add: Stock-based compensation expense-related charges	*$251,190*	*$298,647*	*$334,975*	*$84,326*	*$83,817*
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	$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
Add: Stock-based compensation expense-related charges	*$251,190*	*$298,647*	*$334,975*	*$84,326*	*$83,817*
Add: Lease modification, impairment, and related charges	*$4,762*	*$4,028*	*$0*	*$0*	*$0*
Add: Legal settlement	*$68,665*	*$850*	*$0*	*$0*	*$0*
Less: Legal gain from arbitration award	*$0*	*$0*	*$0*	*$0*	*($30,329)*
Non-GAAP net income	$37,891	$148,618	$325,858	$62,205	$97,996

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	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
Net cash provided by (used in) operating activities margin	*(1%)*	*11%*	*15%*	*14%*	*17%*
Add: Purchases of property and equipment	*($10,953)*	*($20,177)*	*($28,766)*	*($6,920)*	*($8,236)*
Free cash flow	($22,768)	$111,482	$207,444	$45,692	$73,177
Free cash flow margin	*(2%)*	*9%*	*13%*	*12%*	*15%*
Less: Purchases of property and equipment for build-out of corporate office facilities, net of tenant allowances	*($10,179)*	*$0*	*$0*	*$0*	*$0*
Less: Legal settlement	*$60,000*	*$0*	*$1,217*	*$0*	*$0*
Adjusted free cash flow	$27,053	$111,482	$208,661	$45,692	$73,177
Adjusted free cash flow margin	*3%*	*9%*	*13%*	*12%*	*15%*

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 or NNACV)
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 or NNARR)
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.

Constant Currency (CC) (Cont'd)
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.

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.

Definitions / Methodology (Cont’d)

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.

“10x potential ROI for Maintenance” Slide Methodology

Phase 3 ROI targets for agents assumes agent pricing will be separate from other subscription pricing. Phase 1 and 2 ROI estimates based on statistics from IDC Business Value White Paper, sponsored by Samsara, The Business Value of Samsara, IDC #US52102724, and published June 2024.

“Samsara is operating in rarified air” Slide Methodology

Analysis uses CapIQ data as of June 19th, 2026 and applies a screen on US-based publicly listed software companies with 80%+ subscription-based revenue and filtered by the following criteria: (1) $2.0B+ of ARR (using Q1 CY26 total revenue multiplied by four as a proxy for companies other than Samsara, for which reported ARR is used), (2) 30%+ y/y ARR growth (using the y/y growth rate from Q1 CY25 total revenue multiplied by four to Q1 CY26 total revenue multiplied by four as a proxy for companies other than Samsara, for which reported ARR growth rate is used), and (3) GAAP profitable in the most recently completed quarter. Excludes APP, AXON, FICO, SNPS due to differences in business model and revenue mix.

“Physical world is still largely disconnected” Slide Methodology

Market size and share statistics for global penetration pie charts based on (1) Berg Fleet Management in North America, 15th Edition; (2) Berg Fleet Management in Europe, 20th Edition; (3) Berg Fleet Management in Latin America, 1st Edition; (4) Berg Fleet Management in Southeast Asia, 1st Edition; (5) Berg Fleet Management in South Africa, 7th Edition; (6) Berg Fleet Management in Australia and New Zealand, 10th Edition; (7) Berg Fleet Management in India, 1st Edition; (8) Frost & Sullivan Global Connected Truck Telematics Outlook, 2025; (9) Frost and Sullivan Connected Off-Highway Equipment Market (December 2024).

Definitions / Methodology (Cont'd)

"Large and growing TAM of $175B" Slide Methodology

We define total estimated market size as the combined opportunity of Samsara's product line globally. Estimates based on internal analysis using inputs from Frost & Sullivan, *Global Connected Truck Telematics Outlook, 2025* (March 2025); Gartner, *IoT Endpoint Forecast for All Segments and Regions, 2021-2032* (April 2024); IDC, *Worldwide Video Surveillance Camera Forecast, 2023-2027* (May 2023); Verified Market Research, *Fleet Maintenance Software Market Valuation, 2024-2031*(April 2024); Verified Market Research, *Equipment Maintenance Software Market Insights* (February 2025); Grand View Research, *Route Optimization Software Market Trends*, *2024-2030*; Grand View Research, *Global Navigation Automotive Software Market*, *2018-2030*; Berg, *Lone Worker Safety Solutions, 4th Edition* (February 2025); Gartner, *CRM Customer Service and Support Software* (March 2025); Grand View Research, *Frontline Workers Training Market Analysis, 2024-2030,* Berg Insight, *Smart Labels in Logistics* (March 2026), Market.us, *Global AI in Waste Management* (May 2024), and the Bureau of Labor Statistics and Samsara estimate for the Agent total addressable market.

"Yet still early in digitization" Slide Methodology

Market size and share statistics for North America Vehicle Telematics and North America Video-Based Safety pie charts based on estimates from Frost & Sullivan's reports entitled "Global Connected Truck Telematics Outlook, 2026" and (2) actual installed base numbers for Samsara. Number of competitors for North America Vehicle Telematics based on significant competitors identified in Berg Insight's reports entitled "Fleet Management in the Americas, 15th Edition". Number of competitors for North America Video-Based Safety based on significant competitors identified in Berg Insight's report "The Video Telematics Market, 6th Edition."

"Physical operations industries are massive" Slide Methodology

ARR by industry uses industry data available for Samsara customers comprising ~84% of ARR. Analysis assumes that the remaining customers track the same breakdown by industry as the customers for which data is available.

"with large, less discretionary Operations budgets" Slide Methodology

Analysis uses SEC or other publicly available filings for Samsara's top 10 publicly traded companies as of Q4 FY26 ARR to determine the average percent of revenue of Cost of Goods Sold and Other expenses, as reported for the latest fiscal year for each company. Expense segmentation is based on internal assumptions on how our customers make budget allocation and purchasing decisions.

"Significant customer acquisition opportunity remains…" Slide Methodology

Estimate of global core customer opportunity based on total number of companies in our customer relationship management systems within existing markets (North America and Western Europe) and includes ~13,000 existing core customers as of Q1 FY27.

Definitions / Methodology (Cont'd)

"…along with significant opportunity for customer expansion…" Slide Methodology

Illustrative analysis represents a theoretical maximum for existing customers and is not a forecast or guidance of future ARR. Calculation of ARR expansion opportunity based on internal analysis that assumes full adoption of all products, including recently announced products that are not yet generally available, by all current Samsara customers across their entire operations. Estimates are approximations and are based on various sources, including customer license counts, information furnished by customers, preliminary pipeline sales data, estimates and forecasts from third parties including Berg Insight, Gartner and workforce demographic data from the U.S. Bureau of Labor Statistics. Analysis assumes full implementation of currently planned pricing updates and uses estimated sales prices that are based on various sources, including historical pricing and discounting data, preliminary pipeline sales data, and historical and anticipated list prices for certain products. Actual ARR realization rates are highly unpredictable and will depend on multiple factors, including the Risk Factors disclosed in the filings we make with the Securities and Exchange Commission.