UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): March 16, 2023

Life360, Inc.
(Exact name of registrant as specified in its charter)

Delaware	**000-56424**	**26-0197666**
(State or other jurisdiction of incorporation or organization)	(Commission File Number)	(I.R.S. Employer Identification No.)

1900 South Norfolk Street, Suite 310
San Mateo, CA 94403
(Address of principal executive offices, including zip code)

(415) 484-5244
(Registrant's telephone number, including area code)

Not applicable.
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
None.	None.	None.

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☒

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 2.02 Results of Operations and Financial Condition.

We are furnishing this Current Report on Form 8-K in connection with the disclosure of information, in the form of textual information from a media release issued on March 16, 2023. A copy of the media release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

Item 7.01 Regulation FD Disclosure.

We are furnishing this Item 7.01 of this Current Report on Form 8-K in connection with the disclosure of information, in the form of the textual information from a PowerPoint presentation to be given during a conference call and webcast on March 16, 2023 at 6:30 p.m. Eastern Time. A copy of the PowerPoint presentation to be used for the conference call and webcast is furnished as Exhibit 99.2 to this Current Report on Form 8-K.

The information in Item 2.02 (including Exhibit 99.1) and Item 7.01 (including Exhibit 99.2) of this Current Report on Form 8-K is furnished and shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

The text included with this Item 2.02 and Item 7.01 of this Current Report on Form 8-K and the replay of the conference call and webcast will be available on our website located at www.life360.com, although we reserve the right to discontinue that availability at any time.

Item 9.01 Financial Statements and Exhibits.
(d) Exhibits

Exhibit No.	**Description**
99.1	Media release of the Registrant dated March 16, 2023
99.2	Life360, Inc. Investor Presentation

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

		LIFE360, INC.	
Dated:	March 16, 2023	By:	/s/ Russell Burke
			Russell Burke
			Chief Financial Officer

17 March 2023

Life360 reports CY 2022 results

- **CY22 revenue of $228.3 million, in line with guidance. YoY increase of 103%, with Subscription revenue of $153.3 million up 77% YoY**
- **CY22 year-end Annualized Monthly Revenue[1] (AMR) (excluding hardware) of $224.4 million, up 61% YoY, ahead of guidance. January 2023 AMR of $229.6 million reflects full monthly benefit of subscriber price increases**
- **CY22 net loss of $91.6 million; CY22 Adjusted EBITDA loss of $40.1 million in line with guidance**
- **January 2023 U.S. Average Revenue Per Paying Circle (ARPPC) of $138.36 increased 42% YoY reflecting the full month benefits of higher pricing**
- **Record annual growth in Global Monthly Active Users (MAU) of more than 13.1 million, up 37% YoY, with record net additions in both the U.S. and International markets**
- **Year-end cash, cash equivalents and restricted cash of $90.4 million in line with guidance**
- **CY23 guidance for more than 50% YoY growth for core Life360 subscription revenue.[2] Consolidated revenue of $300 million - $310 million and positive Adjusted EBITDA[3] and Operating Cash Flow of $5 million - $10 million expected for the full year, with positive Adjusted EBITDA and Operating Cash Flow targeted on a quarterly basis beginning with Q2'23 and for full CY23.**

San Francisco area-based Life360, Inc. (Life360 or the Company) (ASX: 360) today reported unaudited financial results for the year ended December 31, 2022. Life360 Chief Executive Officer Chris Hulls said: "2022 has been a tremendous year of progress for Life360. Our largest ever annual Global MAU growth to almost 50 million cements our position as the market-leading family safety membership service. We finished the year with a 61% YoY uplift in December AMR; this has accelerated to 64% in January[4] with the full month benefit of the significant price increases implemented across our monthly U.S. iOS membership base in late 2022. As previously foreshadowed, Q4 Paying Circles were in line with Q3, while achieving an almost 50% price increase for existing monthly iOS subscribers. Our January 2023 monthly ARPPC increased 42% YoY in the U.S.; we see further upside with the rollout of U.S price increases for our existing monthly Android subscribers expected to take effect during the second quarter of CY23.

"The churn impact from the November 2022 iOS price increase performed better than expected, showcasing our strong value proposition, as well as the loyalty and engagement of our member base. We are back to subscriber growth in the U.S. in January and February, and International subscriber trends remain very strong. Tile Membership bundling has launched and is scaling up over the course of March as we optimize the user experience. The early signals are positive, and we are excited about the opportunity to improve paid user conversion and retention, and deploy upsell strategies over the longer term following encouraging results from our 'Gift with Membership' trials in CY22.

"Tile's Q4 hardware unit sales delivered a seasonal uplift, however continued to be impacted by headwinds in the U.S. consumer electronics markets. Retailers adopted a very cautious approach, resulting in much lower inventory in retail channels. We also saw aggressive competition from Apple, which is nonetheless driving the category forward. While hardware sales were below previous expectations, we have taken a prudent approach to managing hardware inventory, limiting the impact on our Adjusted EBITDA and operating cash flow. While we are excited about the potential for long-term category growth, Tile's primary strategic value remains the opportunity to drive subscription revenue.

"Looking forward to CY23, we are very optimistic about our ability to continue to deepen our user engagement and reinforce our competitive position by ongoing investment to improve the core user experience. We have delivered impressive subscription revenue growth in CY22, and see the opportunity to further leverage our proven pricing power and ongoing Membership enhancements to deliver continued strong growth momentum. For Tile we see opportunities to leverage category creation with product use case orientation, and differentiation such as the recently launched Anti-Theft Mode. This new feature is designed to protect valuables from theft by increasing the chances of recovery, providing a key point of differentiation

Note: The financial information in this announcement is unaudited. All references to $ are to U.S. $.

with AirTags. We are also excited about our International opportunity, based on the successful playbook deployed in Canada, and impressive CY22 performance in major territories. The full membership offering is expected to launch in the UK during the second half, as previously advised.

"We are approaching CY23 with an appropriate balance of fiscal responsibility and prudent investment to position the business for long-term success, and make the most of the many exciting growth options available to us. As we announced in January, we have streamlined our workforce to drive a sharpened focus on our key strategic product initiatives, with annualized savings of at least $15 million. We also see opportunities for additional operating cost savings, including for platform commissions to continue reducing over time, and greater marketing efficiency. In CY22 we implemented a multi-year strategy to reduce our cloud infrastructure costs, with significant efficiency improvements achieved during the year. We anticipate further efficiencies in CY23 through operational optimization and a long-term agreement with our preferred provider. These positive initiatives benefit the cost base, and together with strong revenue growth will allow us to leverage scale, and deliver our first full year of positive Adjusted EBITDA[3] and operating cash flow in CY23. And in a time of continued macro uncertainty, we have a strong balance sheet, with cash, restricted cash and cash equivalents of more than $90 million at CY22 year-end."

1 We use Annualized Monthly Revenue ("AMR") to identify the annualized monthly value of active customer agreements for a particular period. AMR includes the annualized monthly value of subscription, data and partnership agreements. All components of these agreements that are not expected to recur are excluded.

2 Core Life360 subscription revenue excludes Tile and Jiobit subscriptions

3 Adjusted EBITDA is a Non-GAAP measure. For the definition of Adjusted EBITDA and the use of this Non-GAAP measure, as well as a reconciliation of Net Loss to Adjusted EBITDA, refer to the Non-GAAP Financial Measures section below

4 The increase in AMR represents the uplift from December 2021 to January 2023

Key Performance Indicators[5]

(in millions, except ARPPC, ARPPS, and ASP)	Q4 2022	Q4 2021	% YoY	CY 2022	CY 2021	% YoY
Life360 Core[6]						
Monthly Active Users (MAU) - Global	48.6	35.5	36.9 %	48.6	35.5	36.9 %
U.S.	30.9	23.7	30.7 %	30.9	23.7	30.7 %
International	17.6	11.8	49.2 %	17.6	11.8	49.2 %
Australia	1.4	1.0	40.5 %	1.4	1.0	40.5 %
Paying Circles - Total	1.5	1.2	23.0 %	1.5	1.2	23.0 %
U.S.	1.2	1.0	17.4 %	1.2	1.0	17.4 %
International	0.3	0.2	47.6 %	0.3	0.2	47.6 %
Average Revenue per Paying Circle (ARPPC)	$ 103.89	$ 88.69	17.1 %	$ 95.40	$ 80.20	19.0 %
Life360 Consolidated (Adjusted for 2021)[7]						
Subscriptions	2.1	1.8	19.7 %	2.1	1.8	19.7 %
Average Revenue per Paying Subscription (ARPPS)	$ 86.39	$ 74.04	16.7 %	$ 79.75	$ 67.70	17.8 %
Net hardware units shipped	1.7	3.3	(48.9)%	3.6	6.2	(42.1)%
Average Sale Price (ASP)	$ 11.48	$ 15.12	(24.1)%	$ 13.47	$ 15.04	(10.4)%
Annualized Monthly Revenue (AMR)[8]	$ 224.4	$ 139.8	60.6 %	$ 224.4	$ 139.8	60.6 %

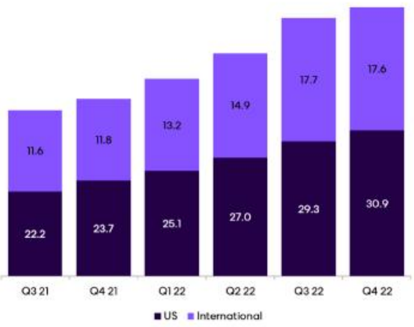
5 All references to $ are to U.S. $. Additionally, numbers may not add or recalculate due to rounding

6 Life360 Core metrics relate solely to the Life360 mobile application

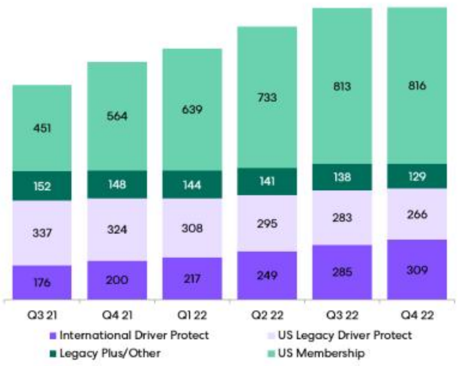
7 With the exception of AMR, metrics presented for the years and periods ended December 31, 2022 and 2021 are adjusted and include pre-acquisition data for Tile and Jiobit related to periods before the acquisitions of Tile on January 5, 2022 and Jiobit on September 1, 2021.

8 We use Annualized Monthly Revenue ("AMR") to identify the annualized monthly value of active customer agreements at the end of a reporting period. AMR includes the annualized monthly value of subscription, data and partnership agreements. All components of these agreements that are not expected to recur are excluded.

Monthly Active Users (MAU) (millions)



Paying Circles (thousands)



- Global MAU increased 37% YoY to 48.6 million, with CY22 delivering a record 13.1 million net additions, representing the highest ever net adds across both the U.S. and International markets. U.S. MAU increased 31% YoY, with net adds of 7.3 million. International MAU increased 49% with 5.8 million net adds benefiting from ongoing momentum in developed markets, particularly the UK, and a surge in new users in the Philippines. Q4 International MAU were largely unchanged QoQ, due to some normalization of the very substantial Q3 Philippines surge.
- Paying Circles increased 23% YoY, with International markets up 48%, delivering record net adds for the year despite nominal marketing spend. U.S. Paying Circles increased 17% YoY, a strong performance in the context of significant price increases for new members introduced in August, and for all monthly iOS members beginning in mid-November. As previously foreshadowed, Q4 U.S. Paying Circles were in line with Q3. Cumulative new and upsell subscribers in the Membership plans were 816 thousand, up 45% YoY, comprising Silver 10%, Gold 84% and Platinum 6% of total.
- CY22 Global ARPPC accelerated 19% YoY reflecting U.S. price increases late in the period. International ARPPC increased 4% YoY.
- CY22 Net Hardware Units Shipped reduced 42% YoY due to weak consumer electronics demand, the exit from less profitable sales channels and significant inventory reduction by major retailers. We believe the business enters CY23 with appropriate levels of inventory for Q1 bundling and in retail channels.

Operating Results[9]

Revenue

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
($ millions)	*(unaudited)*		*(unaudited)*	
Revenue				
Subscription	$ 45.4	$ 27.1	$ 153.3	$ 86.6
Hardware	19.6	1.0	47.9	1.0
Other	6.3	6.9	27.1	25.1
Total revenue	**$ 71.3**	**$ 34.9**	**$ 228.3**	**$ 112.6**
Annualized Monthly Revenue - December	$ 224.4	$ 139.8	$ 224.4	$ 139.8

- Q4'22 Consolidated subscription revenue increased 68% YoY (including Tile and Jiobit). Life360 core subscription revenue increased 51% YoY for Q4, and 54% for CY22, in line with guidance. CY22 revenue growth was supported by the 23% YoY uplift in Paying Circles, and 19% higher ARPPC.

- Q4'22 Hardware revenue delivered a seasonal uplift versus Q3 while experiencing YoY declines (on an adjusted basis, including Tile pre-acquisition data). The challenging environment for consumer hardware impacted Q4 and CY22 results.
- Q4'22 Other revenue was slightly lower YoY while increasing YoY for CY22. These trends reflect the new de-risked business model adopted early in the year.
- December AMR increased 61% YoY as a result of strong subscription performance and the addition of Tile and Jiobit subscription revenue.

[9] All references to $ are to U.S. $. Additionally, numbers may not add or recalculate due to rounding

Gross Profit[10]

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
($ millions)	*(unaudited)*		*(unaudited)*	
Gross Profit	$ 45.0	$ 26.8	$ 148.6	$ 89.9
Gross Margin	*63.1 %*	*76.6 %*	*65.1 %*	*79.8 %*
Gross Margin (Subscription Only)	*82.6 %*	*78.2 %*	*80.0 %*	*79.4 %*

- Gross profit margin reduced versus Q4'21 and CY21 due to the Tile and Jiobit acquisitions, and hardware's traditionally lower gross margins. Q4'22 Subscription only gross margins increased to 82.6% as higher pricing benefited revenue. For the year ended December 31, 2022 subscription only gross margins increased to 80.0%.

[10] Gross Profit and Gross Margin presented here have been calculated utilizing unaudited GAAP financial results. Refer to the Investor Presentation for management's assessment of Gross Margin and Gross Profit utilizing Non-GAAP financial results.

Operating expenses

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
($ millions)	*(unaudited)*		*(unaudited)*	
Research and development	$ 25.2	$ 15.2	$ 102.5	$ 51.0
Sales and marketing	22.0	15.3	92.4	47.5
Paid acquisition & TV	*5.2*	*4.5*	*26.5*	*12.5*
Commissions	*8.7*	*6.7*	*31.4*	*22.1*
Other sales and marketing	*8.1*	*4.1*	*34.5*	*12.9*
General and administrative	10.5	10.2	48.1	23.7
Total operating expenses	**$ 57.7**	**$ 40.6**	**$ 243.0**	**$ 122.1**

- YoY operating expense growth reflects the acquisitions of Tile and Jiobit, including increased headcount and the resulting increase in Stock Based Compensation, deal-related depreciation and amortization, and investment in integrating the combined businesses. In addition there was continued investment in efficient marketing spend, and commissions increased in line with higher subscription revenue.

EBITDA and Adjusted EBITDA[11]

($ millions)	Three Months Ended December 31, 2022 (unaudited)	Three Months Ended December 31, 2021	Year Ended December 31, 2022 (unaudited)	Year Ended December 31, 2021
Net Loss	$ (12.3)	$ (14.9)	$ (91.6)	$ (33.6)
EBITDA	(10.3)	(13.4)	(85.2)	(31.4)
Non-GAAP Adjustments	12.0	8.8	45.1	18.3
Adjusted EBITDA	**$ 1.6**	**$ (4.6)**	**$ (40.1)**	**$ (13.1)**

- Q4'22 delivered a positive Adjusted EBITDA contribution of $1.6 million versus an Adjusted EBITDA loss of $9.4 million in Q3 as a result of continued strong subscription revenue growth, realized cost efficiencies implemented in H1'22 and the seasonal Q4 uplift in hardware sales. CY22 Adjusted EBITDA loss of $40.1 million increased from $13.1 million in CY21 due to the addition of the Tile and Jiobit acquisitions, and investment in integrating the new businesses.

[11] EBITDA and Adjusted EBITDA are non-GAAP measures. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA, refer to the Non-GAAP Financial Measures section below. Additionally, numbers may not add or recalculate due to rounding.

Balance Sheet and Cash Flow[12]

($ millions)	Three months ended December 31, 2022 (unaudited)	Three months ended December 31, 2021	Year ended December 31, 2022 (unaudited)	Year ended December 31, 2021
Net cash provided by/(used in) operating activities	$ (2.2)	$ (11.9)	$ (57.1)	$ (12.2)
Net cash provided by/(used in) investing activities	2.5	(0.1)	(111.6)	(7.1)
Net cash provided by financing activities	31.2	192.9	27.7	194.0
Net Increase (Decrease) in Cash, Cash Equivalents, and Restricted Cash	31.5	180.9	(141.0)	174.7
Cash, Cash Equivalents, and Restricted Cash at the End of the Period	**$ 90.4**	**$ 231.3**	**$ 90.4**	**$ 231.3**

- Life360 ended CY22 with cash, cash equivalents and restricted cash of $90.4 million.
- Q4'22 net cash used in operating activities was $2.2 million of which $2.4 million relates to a one-time Tile acquisition adjustment. Normalized Q4'22 cash provided by operating activities of $0.2 million compared with net cash used of $16.4 million in Q3'22, reflecting the seasonality of the hardware business.
- Q4'22 net cash provided by investing activities of $2.5 million. For CY22, net cash used in investing activities of $111.6 million reflects the Tile acquisition.
- Q4'22 net cash provided by financing activities of $31.2 million is due to cash received from the November 2022 capital raise.

[12] All references to $ are to U.S. $. Additionally, numbers may not add or recalculate due to rounding

Earnings Guidance[13]

For CY23, Life360 expects to deliver:

- Core Life360 subscription revenue growth (excluding Tile and Jiobit) in excess of 50% YoY;
- Hardware revenue growth of 0% to 5%, reflecting the continuing current challenges in the category;
- Other revenue of approximately $26 million;
- Consolidated revenue of $300 million - $310 million;
- Positive Adjusted EBITDA and Operating Cash Flow of $5 million - $10 million, with positive Adjusted EBITDA and Operating Cash Flow anticipated on a quarterly basis beginning with Q2'23 and for the full CY23.[14]

[13] In regards to forward looking non-GAAP guidance, we are not able to reconcile the forward-looking non-GAAP Adjusted EBITDA measure to the closest corresponding GAAP measure without unreasonable efforts because we are unable to predict the ultimate outcome of certain significant items, which are fluid and unpredictable in nature. In addition, the company believes such a reconciliation would imply a degree of precision that may be confusing or misleading to investors. These items include, but are not limited to, litigation costs, convertible notes and derivative liability fair value adjustments, and gain on revaluation of contingent consideration. These items may be material to our results calculated in accordance with GAAP.

[14] Adjusted EBITDA was previously referred to as Underlying EBITDA. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA, refer to the Non-GAAP Financial Measures section below..

Investor Conference Call

A conference call will be held today at 9.30am AEDT, Friday 17 March 2023 (Thursday 16 March U.S. PT at 3.30pm). The call will be held as a Zoom audio webinar.

Participants wishing to ask a question should register and join via their browser **here**. Participants joining via telephone will be in listen only mode.

Dial in details

Australia: +61 2 8015 6011
U.S.: +1 669 900 683
Other countries: **details**
Meeting ID: 912 3982 7774

A replay will be available after the call at https://investors.life360.com

Unaudited financial statements

The Company is filing unaudited financial statements with this release. The Company currently intends to file a Form 10-K that includes audited financial statements early next week. The Company has until 31 March, 2023 to file the Annual Report on Form 10-K with the SEC and will be required to lodge the Form 10-K with the ASX at the same time as it files the Form 10-K with the SEC, under a waiver granted by the ASX (see separate filing). The Company does not expect any material changes in the final audited financial statements.

Authorization

Chris Hulls, Director, Co-Founder and Chief Executive Officer of Life360 authorized this announcement being given to ASX.

About Life360

Life360 operates a platform for today's busy families, bringing them closer together by helping them better know, communicate with, and protect the pets, people and things they care about most. The Company's core offering, the Life360 mobile app, is a market leading app for families, with features that range from communications to driving safety and location sharing. Life360 is based in San Mateo and had approximately 48.6 million monthly active users (MAU) as of December 31, 2022 located in more than 150 countries. For more information, please visit life360.com.

Tile, a Life360 company, locates millions of unique items every day by giving everything the power of smart location. Leveraging its superior nearby finding features and vast community that spans over 150 countries, Tile's cloud-based finding platform helps people find the things that matter to them most. In addition to trackers in multiple form factors for a variety of use cases, Tile's finding technology is embedded in over 55 partner products across audio, travel, wearables, smart home, and PC categories. For more information, please visit Tile.com.

Contacts

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Life360's CDIs are issued in reliance on the exemption from registration contained in Regulation S of the US Securities Act of 1933 (Securities Act) for offers of securities which are made outside the US. Accordingly, the CDIs, have not been, and will not be, registered under the Securities Act or the laws of any state or other jurisdiction in the US. As a result of relying on the Regulation S exemption, the CDIs are 'restricted securities' under Rule 144 of the Securities Act. This means that you are unable to sell the CDIs into the US or to a US person who is not a QIB for the foreseeable future except in very limited circumstances until after the end of the restricted period, unless the re-sale of the CDIs is registered under the Securities Act or an exemption is available. To enforce the above transfer restrictions, all CDIs issued bear a FOR Financial Product designation on the ASX. This designation restricts any CDIs from being sold on ASX to US persons excluding QIBs. However, you are still able to freely transfer your CDIs on ASX to any person other than a US person who is not a QIB. In addition, hedging transactions with regard to the CDIs may only be conducted in accordance with the Securities Act.

Forward-looking statements

This announcement and the accompanying conference call contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Life360 intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements regarding Life360's intentions, objectives, plans, expectations, assumptions and beliefs about future events, including Life360's expectations with respect to the financial and operating performance of its business, including subscription revenue, hardware revenue, consolidated revenue, Adjusted EBITDA, and operating cash flow; its capital position; future growth future price increases; user engagement, conversion and retention and subscriber churn; the strategic value and opportunities for Tile; operating cost savings, including through reduced commissions; and the timing of the completion of the audit for CY22 and the filing of Life360's Annual Report on Form 10-K as well as Life360's expectations of any changes to the information disclosed herein. The words "anticipate", "believe", "expect", "project", "predict", "will", "forecast", "estimate", "likely", "intend", "outlook", "should", "could", "may", "target", "plan" and other similar expressions can generally be used to identify forward-looking statements. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. Investors and prospective investors are cautioned not to place undue reliance on these forward-looking statements as they involve inherent risk and uncertainty (both general and specific) and should note that they are provided as a general guide only and should not be relied on as an indication or guarantee of future performance. There is a risk that such predictions, forecasts, projections and other forward-looking statements will not be achieved. Subject to any continuing obligations under applicable law, Life360 does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date of this announcement, to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any such statements are based.

Although Life360 believes that the expectations reflected in the forward-looking statements and the assumptions upon which they are based are reasonable, Life360 can give no assurance that such expectations and assumptions will prove to be correct and, actual results may vary in a materially positive or negative manner. Forward-looking statements are subject to known and unknown risks, uncertainty, assumptions and contingencies, many of which are outside Life360's control, and are based on estimates and assumptions that are subject to change and may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. Factors that could cause actual results to differ materially from those in the forward-looking statements include risks related to the preliminary nature of financial results and the ongoing review and audit for CY22 and completion thereof, risks related to Life360's business, market risks, Life360's need for additional capital, and the risk that Life360's products and services may not perform as expected, as described in greater detail under the heading "Risk Factors" in Life360's ASX filings, Form 10 Registration Statement filed with the Securities and Exchange Commission ("SEC") on April 26, 2022, as amended by Amendment No. 1 filed on June 13, 2022 and Amendment No. 2 filed on July 5, 2022 and effective as of June 27, 2022 and other reports filed with the SEC. To the maximum extent permitted by law, responsibility for the accuracy or completeness of any forward-looking statements whether as a result of new information, future events or results or otherwise is disclaimed. This announcement should not be relied upon as a recommendation or forecast by Life360. Past performance information given in this document is given for illustrative purposes only and is not necessarily a guide to future performance and no representation or warranty is made by any person as to the likelihood of achievement or reasonableness of any forward-looking statements, forecast financial information, future share price performance or any underlying assumptions. Nothing contained in this document nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of Life360.

Supplemental Business Metrics[15]

(in millions, except ARPPC, ARPPS, and ASP)	**Q1 2021**	**Q2 2021**	**Q3 2021**	**Q4 2021**	**Q1 2022**	**Q2 2022**	**Q3 2022**	**Q4 2022**
Life360 Core								
Monthly Active Users (MAU) - Global	28.1	32.4	33.8	35.5	38.3	42.0	47.0	48.6
U.S.	18.1	20.4	22.2	23.7	25.1	27.0	29.3	30.9
International	10.0	12.1	11.6	11.8	13.2	14.9	17.7	17.6
Australia	0.7	0.8	0.8	1.0	1.0	1.1	1.2	1.4
Paying Circles - Total	0.9	1.0	1.1	1.2	1.3	1.4	1.5	1.5
U.S.	0.7	0.8	0.9	1.0	1.1	1.1	1.2	1.2
International	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3
Average Revenue per Paying Circle (ARPPC)	$75.92	$79.95	$85.78	$88.69	$87.66	$89.34	$91.84	$103.89
Life360 Consolidated (Adjusted for 2021)*								
Subscriptions	1.3	1.5	1.6	1.8	1.8	2.0	2.1	2.1
Average Revenue per Paying Subscription (ARPPS)	$63.70	$66.82	$71.65	$74.04	$73.88	$75.45	$77.00	$86.39
Net hardware units shipped	0.9	1.0	1.0	3.3	0.7	0.5	0.7	1.7
Average Sale Price (ASP)	$15.68	$15.70	$13.58	$15.12	$15.08	$14.48	$15.63	$11.48

**Metrics presented for the periods Q4'21, Q3'21, Q2'21 and Q1'21 are adjusted to include data related to periods before the acquisitions of Jiobit, Inc. on September 1, 2021 and Tile, Inc. on January 5, 2022.*

[15] All references to $ are to U.S. $. Additionally, numbers may not add or recalculate due to rounding

Consolidated Statements of Operations and Comprehensive Loss

(Dollars in U.S. $, in thousands, except share and per share data)

	Year Ended December 31,		
	2022	2021	2020
	(unaudited)		
Subscription revenue	$ 153,287	$ 86,551	$ 58,472
Hardware revenue	47,884	952	—
Other revenue (including related party revenue of $0, $0 and $195, respectively)	27,134	25,140	22,183
Total revenue	228,305	112,643	80,655
Cost of subscription revenue	30,659	17,807	13,582
Cost of hardware revenue	45,441	1,340	—
Cost of other revenue	3,607	3,621	1,813
Total cost of revenue	79,707	22,768	15,395
Gross Profit	148,598	89,875	65,260
Operating expenses:			
Research and development	102,480	50,994	39,643
Sales and marketing	92,419	47,473	30,190
General and administrative	48,110	23,670	12,078
Total operating expenses	243,009	122,137	81,911
Loss from operations	(94,411)	(32,262)	(16,651)
Other income (expense):			
Convertible notes fair value adjustment	1,786	(511)	—
Derivative liability fair value adjustment	1,295	(733)	—
Other income (expense), net	13	(178)	317
Total other income (expense), net	3,094	(1,422)	317
Loss before income taxes	(91,317)	(33,684)	(16,334)
Provision (benefit) for income taxes	312	(127)	—
Net loss	(91,629)	(33,557)	(16,334)
Net loss per share, basic	$ (1.47)	$ (0.65)	$ (0.33)
Net loss per share, diluted	$ (1.50)	$ (0.65)	$ (0.33)
Weighted-average shares used in computing net loss per share, basic	62,209,545	51,656,195	49,346,050
Weighted-average shares used in computing net loss per share, diluted	62,839,593	51,656,195	49,346,050
Comprehensive loss			
Net loss	(91,629)	(33,557)	(16,334)
Change in foreign currency translation adjustment	(6)	—	—
Total comprehensive loss	$ (91,635)	$ (33,557)	$ (16,334)

Consolidated Balance Sheets

(Dollars in U.S. $, in thousands, except share and per share data)

	December 31, 2022 (unaudited)	December 31, 2021
Assets		
Current Assets:		
Cash and cash equivalents	$ 75,444	$ 230,990
Restricted cash, current	13,274	—
Accounts receivable, net	33,125	11,772
Inventory	10,826	2,009
Costs capitalized to obtain contracts, net	1,438	1,319
Prepaid expenses and other current assets	8,548	10,590
Total current assets	142,655	256,680
Restricted cash, noncurrent	1,647	355
Property and equipment, net	393	580
Costs capitalized to obtain contracts, noncurrent	626	330
Prepaid expenses and other assets, noncurrent	7,134	3,691
Right-of-use-asset	802	1,627
Intangible assets, net	52,699	7,986
Goodwill	133,674	31,127
Total Assets	$ 339,630	$ 302,376
Liabilities and Stockholders' Equity		
Current Liabilities:		
Accounts payable	$ 13,791	$ 3,248
Accrued expenses and other current liabilities	27,015	10,547
Escrow liability	13,274	—
Contingent consideration	—	9,500
Convertible notes, current ($3,513 and $4,222 measured at fair value, respectively)	3,513	4,222
Deferred revenue, current	30,056	13,929
Total current liabilities	87,649	41,446
Convertible notes, noncurrent ($3,425 and $8,071 measured at fair value, respectively)	4,060	8,284
Derivative liability, noncurrent	101	1,396
Deferred revenue, noncurrent	2,706	—
Other liabilities, noncurrent	576	1,205
Total Liabilities	$ 95,092	$ 52,331
Commitments and Contingencies		
Stockholders' Equity		
Common Stock, $0.001 par value; 100,000,000 shares authorized as of December 31, 2022 and December 31, 2021; 65,239,843 and 60,221,799 issued and outstanding as of December 31, 2022 and December 31, 2021, respectively	67	61
Additional paid-in capital	501,763	416,278
Notes due from affiliates	(314)	(951)
Accumulated deficit	(256,972)	(165,343)
Accumulated other comprehensive income	(6)	—
Total stockholders' equity	244,538	250,045
Total Liabilities and Stockholders' Equity	$ 339,630	$ 302,376

Consolidated Statements of Cash Flows

(Dollars in U.S. $, in thousands)

	Year Ended December 31,		
	2022	2021	2020
	(unaudited)		
Cash Flows from Operating Activities:			
Net loss	$ (91,629)	$ (33,557)	$ (16,334)
Adjustments to reconcile net loss to net cash used in operating activities:			
Depreciation and amortization	9,199	876	657
Amortization of costs capitalized to obtain contracts	2,928	4,014	7,021
Stock-based compensation expense	34,680	11,754	8,091
Compensation expense in connection with revesting notes	(87)	184	—
Non-cash interest (income) expense, net	474	166	(23)
Convertible notes fair value adjustment	(1,786)	511	—
Derivative liability fair value adjustment	(1,295)	733	—
(Gain)/loss on revaluation of contingent consideration	(5,279)	3,600	—
Non-cash revenue from affiliate	(1,504)	—	—
Changes in operating assets and liabilities, net of acquisitions:			
Accounts receivable, net	6,474	(2,689)	(1,149)
Prepaid expenses and other assets	10,629	(943)	(2,220)
Inventory	(497)	(859)	—
Costs capitalized to obtain contracts, net	(3,343)	(1,713)	(5,240)
Accounts payable	(12,654)	559	1,925
Accrued expenses and other liabilities	(7,722)	4,720	438
Deferred revenue	4,660	1,671	770
Other liabilities, noncurrent	(303)	(1,180)	(1,186)
Net cash used in operating activities	(57,055)	(12,153)	(7,250)
Cash Flows from Investing Activities:			
Cash paid for acquisitions, net of cash acquired	(110,933)	(2,983)	—
Internal use software	(701)	—	—
Purchase of capital assets	—	(81)	(653)
Cash advance on convertible note receivable	—	(4,000)	—
Net cash used in investing activities	(111,634)	(7,064)	(653)
Cash Flows from Financing Activities:			
Proceeds from the exercise of options	2,394	3,543	1,594
Taxes paid related to net settlement of equity awards	(4,077)	(4,725)	(1,149)
Proceeds from repayment of notes due from affiliates	648	—	—
Payments on borrowings	—	(41)	(3,115)
Proceeds from borrowings	—	—	3,115
Repayment of convertible notes	(3,471)	—	—
Proceeds from capital raise, net of $1,050, $5,757, and $0 of transaction costs, respectively	32,215	193,064	—
Cash received in advance of the issuance of convertible notes	—	2,110	—
Net cash provided by financing activities	27,709	193,951	445
Net Increase (Decrease) in Cash, Cash Equivalents, and Restricted Cash	(140,980)	174,734	(7,458)
Cash, Cash Equivalents and Restricted Cash at the Beginning of the Period	231,345	56,611	64,069
Cash, Cash Equivalents, and Restricted Cash at the End of the Period	$ 90,365	$ 231,345	$ 56,611
Supplemental disclosure:			
Cash paid during the period for taxes	—	(33)	—
Cash paid during the period for interest	(514)	(24)	—
Non-cash investing and financing activities:			
Fair value of stock issued in connection with an acquisition	$ 15,409	$ 13,821	$ —
Fair value of convertible debt issued in connection with an acquisition	—	11,597	—
Fair value of contingent consideration issued in connection with an acquisition	—	5,900	—
Fair value of vested options assumed in connection with an acquisition	—	533	—
Forgiveness of convertible note receivable in connection with an acquisition	—	4,023	—
Relative fair value of warrants issued with convertible debt	—	844	—
Beneficial conversion feature related to convertible debt	—	603	—
Fair value of bifurcated derivative related to convertible debt	—	663	—
Fair value of warrants held as investment in affiliate	5,474	—	—
Fair value of stock issued in settlement of contingent consideration	4,221	—	—
Total non-cash investing and financing activities:	$ 25,104	$ 37,984	$ —

Non-GAAP Financial Measures

We collect and analyze operating and financial data to evaluate the health of our business, allocate our resources and assess our performance.

EBITDA and Adjusted EBITDA

In addition to total revenue, net loss and other results under GAAP, we utilize non-GAAP calculations of earnings before interest, taxes, depreciation and amortization ("EBITDA") and adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"). EBITDA is defined as net loss, excluding (i) convertible notes and derivative liability fair value adjustments, (ii) provision (benefit) for income taxes, (iii) depreciation and amortization and (iv) other income (expense). Adjusted EBITDA is defined as net loss, excluding (i) convertible notes and derivative liability fair value adjustments, (ii) provision (benefit) for income taxes, (iii) depreciation and amortization, (iv) other income (expense), (v) stock-based compensation, (vi) costs related to filing our Registration Statement on Form 10 filed with the Securities and Exchange Commission ("Form 10"), (vii) acquisition and integration costs, and (viii) (gain)/loss on revaluation of contingent consideration.

The above items are excluded from EBITDA and Adjusted EBITDA because these items are non-cash in nature, or because the amount and timing of these items are unpredictable, are not driven by core results of operations and render comparisons with prior periods and competitors less meaningful. We believe EBITDA and Adjusted EBITDA provide useful information to investors and others in understanding and evaluating our results of operations, as well as providing useful measures for period-to-period comparisons of our business performance. Moreover, we have included EBITDA and Adjusted EBITDA in this media release because they are key measurements used by our management team internally to make operating decisions, including those related to operating expenses, evaluate performance, and perform strategic planning and annual budgeting. However, these non-GAAP financial measures are presented for supplemental informational purposes only, should not be considered a substitute for or superior to financial information presented in accordance with GAAP, and may be different from similarly titled non-GAAP financial measures used by other companies. As such, you should consider these non-GAAP financial measures in addition to other financial performance measures presented in accordance with GAAP, including various cash flow metrics, net loss and our other GAAP results.

The following table presents a reconciliation of net loss, the most directly comparable GAAP measure, to EBITDA and Adjusted EBITDA.

	Quarter Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
	(in thousands)			
Net loss	$ (12,303)	$ (14,887)	$ (91,629)	$ (33,557)
Add (deduct):				
Convertible notes fair value adjustment	89	511	(1,786)	511
Derivative liability fair value adjustment [1]	(112)	321	(1,295)	733
Provision (benefit) for income taxes	228	17	312	(127)
Depreciation and amortization [2]	2,368	417	9,199	876
Other (income) expense, net	(614)	183	(13)	178
EBITDA	$ (10,344)	$ (13,438)	$ (85,212)	$ (31,386)
Stock-based compensation	10,193	3,538	34,680	11,938
Form 10 and IPO related costs	923	—	3,766	—
Acquisition and integration costs	852	1,683	11,949	2,744
(Gain)/loss on revaluation of contingent consideration	—	3,600	(5,279)	3,600
Adjusted EBITDA	$ 1,624	$ (4,617)	$ (40,096)	$ (13,104)

(1) To reflect the change in value of the derivative liability associated with the July 2021 Convertible Notes.
(2) Includes depreciation on fixed assets and amortization of acquired intangible assets

Adjusted Loss from Ordinary Activities after Tax

Adjusted loss from ordinary activities after tax is defined as net loss, excluding (i) stock-based compensation, (ii) Form 10 transaction costs, (iii) acquisition and integration costs, (iv) gain on revaluation of contingent consideration, and (v) amortization attributable to intangible assets in connection with acquisitions.

The above items are excluded from net loss because these items are non-cash in nature, or because the amount and timing of these items are unpredictable, are not driven by core results of operations and render comparisons with prior periods and competitors less meaningful. We believe adjusted loss from ordinary activities after tax provides useful information to investors in understanding and evaluating our results of operations.

This non-GAAP financial measure is presented for supplemental informational purposes only, should not be considered a substitute for or superior to financial information presented in accordance with GAAP, and may be different from similarly titled non-GAAP financial measures used by other companies. As such, you should consider this non-GAAP financial measure in addition to other financial performance measures presented in accordance with GAAP, including various cash flow metrics, net loss and our other GAAP results.

The following table presents a reconciliation of net loss, the most directly comparable GAAP measure, to Adjusted loss from ordinary activities after tax.

	Year Ended December 31,		
	2022	2021	2020
		(in thousands)	
Net loss	$ (91,629)	$ (33,557)	$ (16,334)
Stock-based compensation	34,680	11,938	8,091
Form 10 and IPO related costs	3,766	—	—
Acquisition and integration costs	11,949	2,744	—
(Gain)/loss on revaluation of contingent consideration	(5,279)	3,600	
Non-recurring adjustment to reflect the deferral of portion of monthly subscription sales through a channel partner	—	—	862
Amortization attributable to intangible assets in connection with acquisitions	8,610	414	—
Adjusted loss from ordinary activities after tax	$ (37,903)	$ (14,861)	$ (7,381)


CY22 Results
Investor Presentation
17 March 2023
Life360

Disclaimer

This document dated 17 March 2023 has been prepared by Life360, Inc. (ARBN 629 412 942) (Company) and is provided for information purposes only. It contains summary information about the Company and its activities and is current as at the date of this document. It should be read in conjunction with the Company's periodic and continuous disclosure announcements filed with the Australian Securities Exchange and the U.S. Securities and Exchange Commission, available at www.asx.com.au and www.sec.gov, respectively.

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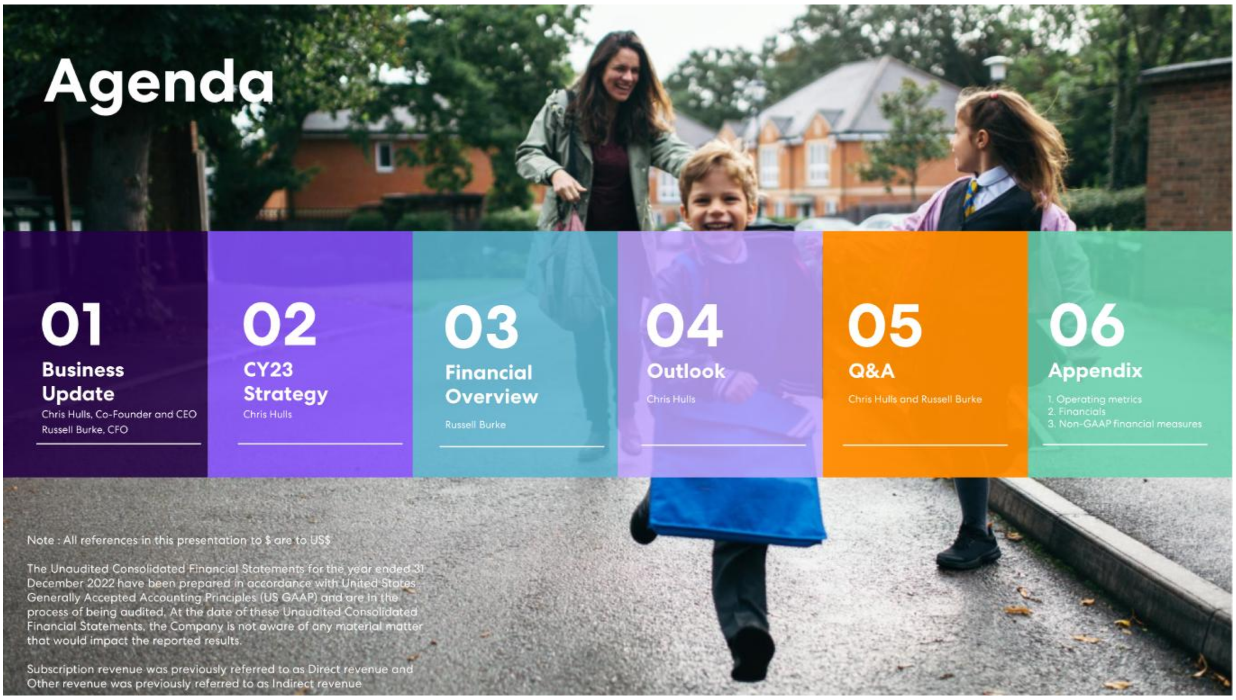
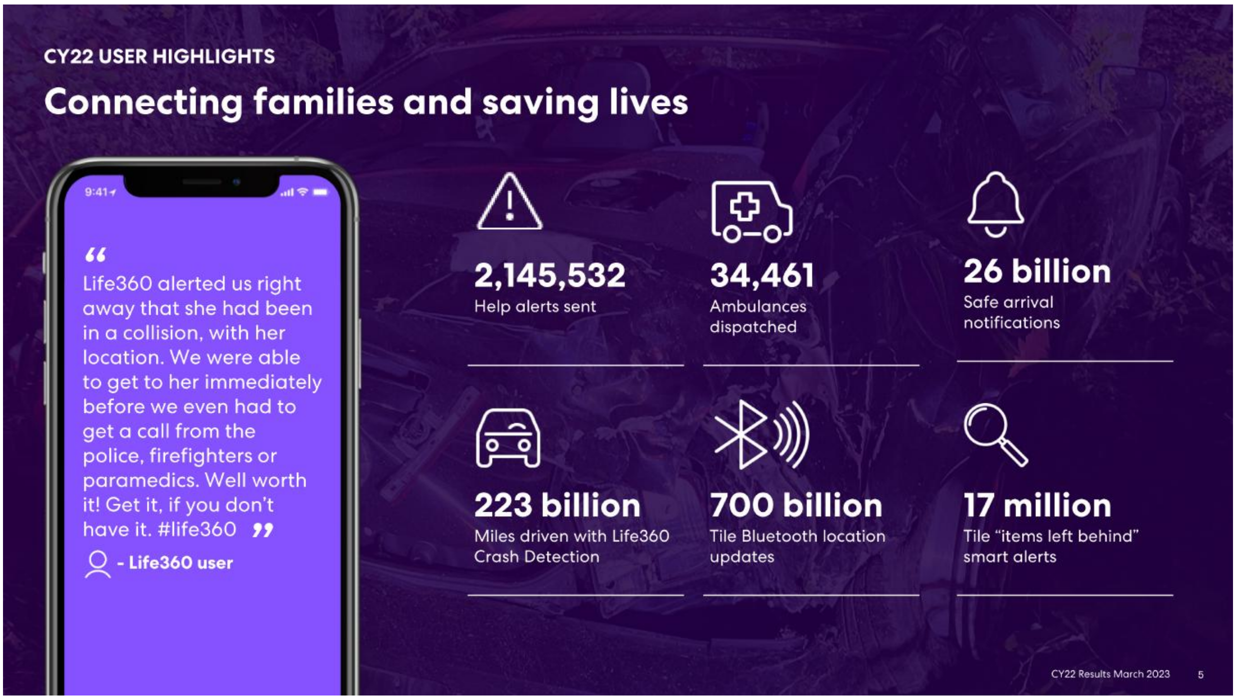
Certain statements in this document constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 ("PLSRA"), Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Statements that are not historical in nature, including the words "anticipate", "expect", "suggests", "plan", "believe", "intend", "estimates", "targets", "projects", "should", "could", "would", "may", "will", "forecast" and other similar expressions are intended to identify forward-looking statements. These forward-looking statements include, but are not limited to, statements regarding: the Company's growth strategy and business plan and the Company's ability to effectively manage its growth and meet future capital requirements; the Company's expectations regarding future financial performance, including its expectations regarding its revenue, revenue growth, adjusted EBITDA, and operating cash flow, and the Company's ability to achieve or maintain future profitability; the Company's ability to further penetrate its existing member base, maintain and expand its member base and increase monetization of its member base; the Company's ability to expand internationally and the significance of its global opportunity; the Company's ability to anticipate market needs or develop new products and services or enhance existing products and services to meet those needs; and the Company's ability to increase sales of its products and services. Such forward-looking statements are prediction, projections and other statements about future events that are based on current expectations and assumptions and, as a result, involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company and which may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. Forward-looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance. They can be affected by inaccurate assumptions we might make or by known or unknown risks or uncertainties. Given these uncertainties, recipients are cautioned to not place undue reliance on any forward-looking statement. Forward-looking statements speak only as of the date they are made. Subject to any continuing obligations under applicable law the Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements in this document to reflect any change in expectations in relation to such forward-looking statements or any change in events, conditions or circumstances on which any such statement is based.

This document contains unaudited financial information for the Company that has been prepared by the Company's management. The Company's results are reported under US-GAAP. Investors should be aware that certain financial data included in this presentation including average revenue per paying circle (ARPPC), and average revenue per User (ARPU) is "non-IFRS information" under Regulatory Guide 230 (Disclosing non-IFRS financial information) published by ASIC or "non-GAAP financial measures" within the meaning of Regulation G of the Exchange Act.

All values are stated in US dollars unless otherwise stated.


Agenda
01
Business Update
Chris Hulls, Co-Founder and CEO
Russell Burke, CFO
02
CY23 Strategy
Chris Hulls
03
Financial Overview
Russell Burke
04
Outlook
Chris Hulls
05
Q&A
Chris Hulls and Russell Burke
06
Appendix
1. Operating metrics
2. Financials
3. Non-GAAP financial measures
Note : All references in this presentation to $ are to US$
The Unaudited Consolidated Financial Statements for the year ended 31 December 2022 have been prepared in accordance with United States Generally Accepted Accounting Principles (US GAAP) and are in the process of being audited. At the date of these Unaudited Consolidated Financial Statements, the Company is not aware of any material matter that would impact the reported results.
Subscription revenue was previously referred to as Direct revenue and Other revenue was previously referred to as Indirect revenue


01
Business Update
Chris Hulls, Co-Founder and CEO
Russell Burke, CFO


CY22 USER HIGHLIGHTS
Connecting families and saving lives
9:41
"Life360 alerted us right away that she had been in a collision, with her location. We were able to get to her immediately before we even had to get a call from the police, firefighters or paramedics. Well worth it! Get it, if you don't have it. #life360"
- Life360 user
2,145,532
Help alerts sent
34,461
Ambulances dispatched
26 billion
Safe arrival notifications
223 billion
Miles driven with Life360 Crash Detection
700 billion
Tile Bluetooth location updates
17 million
Tile "items left behind" smart alerts
CY22 Results March 2023
5

CY22 ACHIEVEMENTS

Cementing our position as the market-leading family safety membership service

Delivered strong core subscription momentum

- **~49m** Global Monthly Active Users **+ 37% YoY**
- **1.5m** Global Paying Circles **+ 23% YoY** while raising U.S. pricing
- **+22%** YoY lift in CY22 U.S. ARPPC reflecting price increase

Executed Tile integration strategy

- Full team integrations of Life360, Tile and Jiobit
- Major product enhancements: ~8x increase in Tile Finding network, Tiles on Life360 map
- Platform established for bundled Tile hardware Membership offering

Established a pathway to profitability

- **$224m*** Annualized Monthly Revenue **+61% YoY**
- Unified platform in place to support improved subscriber metrics
- Integrated leaner cost base and reducing commissions expected to drive efficiencies

*December 2022 Annualized Monthly Revenue (AMR) excluding hardware revenue

CY22 RESULTS SUMMARY

Delivering on growth

$M	CY21	CY22 *(unaudited)*	% ch YoY	CY22 Guidance
Revenue				
Subscription	86.6	153.3	*+77%*	
Hardware	1.0	47.9	*NM*	
Other	25.1	27.1	*8%*	
Total revenue	**112.6**	**228.3**	***+103%***	**225-240**
Annualized Monthly Revenue (AMR) (excluding Hardware)	139.8	224.4	*+61%*	>215
Adjusted* EBITDA	**(13.1)**	**(40.1)**		**(37)-(41)**
Adjusted net profit/(loss)	**(14.9)**	**(37.9)**		
Cash and cash equivalents**	**231.3**	**90.4**		**~90**

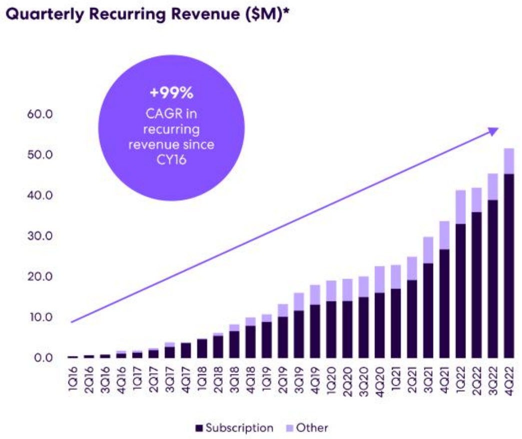
Note: Tables may not add due to rounding.
*Adjusted EBITDA was previously referred to as Underlying EBITDA. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA see Appendix 3
** Cash and cash equivalents includes Restricted Cash. CY22 guidance including November 2022 capital raise of $32.2m net of transaction costs

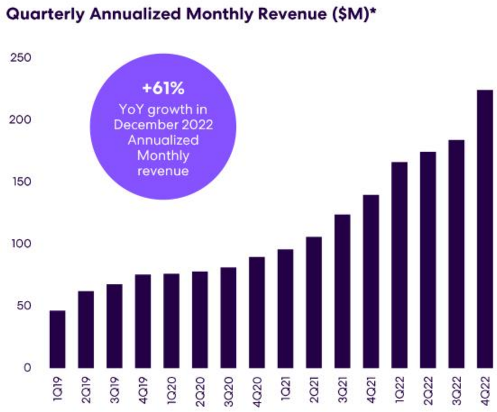
Commentary

- Strong subscription revenue momentum, up 77% including Tile and Jiobit subscriptions, and 54% for Life360 subscriptions on a like-for-like basis
- Hardware revenue constrained by broad consumer electronics category softness, strategic shift to prioritize higher margin sales channels and deliberate strategy to clear channel inventory
- Annualized Monthly Revenue (excluding hardware) up 61% to $224.4 million. January 2023 AMR of $229.6 million, reflecting full monthly benefit of subscriber price increases
- CY22 Adjusted EBITDA loss in line with prior guidance
- CY22 year-end cash and cash equivalents in line with prior guidance

ACCELERATING SUBSCRIPTION REVENUE GROWTH

AMR has more than tripled since our IPO in May 2019



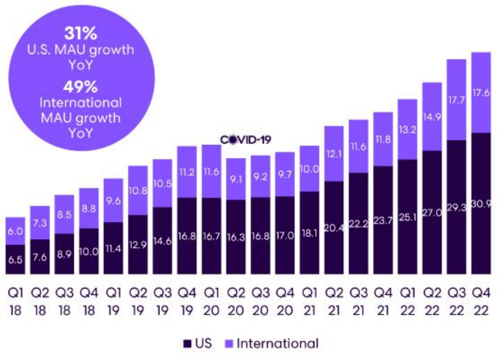


*Recurring Revenue and Annualized Monthly Revenue are unaudited and exclude hardware. Annualized Monthly Revenue (AMR) is a financial measure used by the Company to identify the annualized monthly value of active customer agreements at the end of a reporting period.

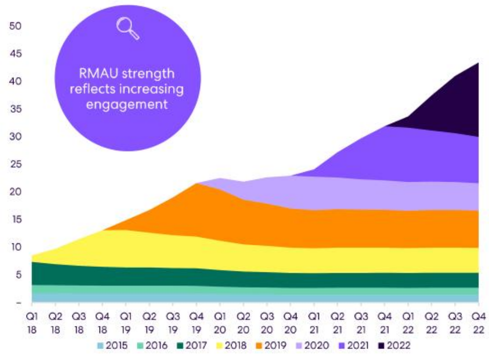
GLOBAL MAU REACHING NEW HEIGHTS WITH STRONG RETENTION

Year-on-year growth of 37%

Life360 Core Monthly Active Users (MAU)(M)



Life360 Core Returning Monthly Active Users by cohort (RMAU)*(M)



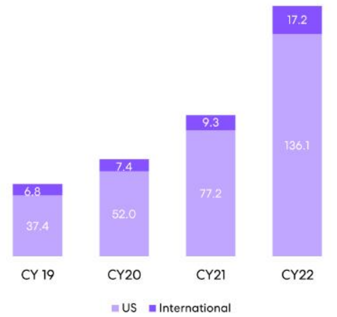
*Returning Monthly Active Users are defined as users that are active in a given month who have registered more than 30 days ago

SUBSCRIPTION REVENUE

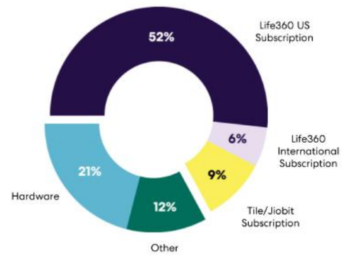
YoY increase of 54% for Life360 core subscription

- Strong subscription growth across U.S. and international, with consolidated revenue uplift of 77% including the contribution of Tile and Jiobit subscriptions
- Core Life360 subscription revenue growth of 54%, in line with guidance provided in August 2022
- Global revenue growth underpinned by 23% YoY uplift in Paying Circles, and 19% increase in CY22 ARPPC, with early benefits from CY22 H2 U.S. price increase
- International revenue growth of 85%, fuelled by 48% uplift in Paying Circles, with particular strength in key countries, and inclusion of Tile and Jiobit subscriptions

Consolidated Subscription revenue ($M)*



Subscription revenue as a % of total consolidated revenue (CY22)

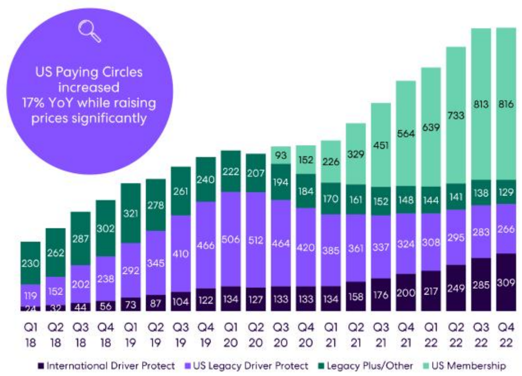


*CY22 revenue is unaudited. CY20 revenue is normalised revenue excluding non-recurring adjustment. Direct revenue allocations by region for CY20 have been reclassified to conform with new methodology

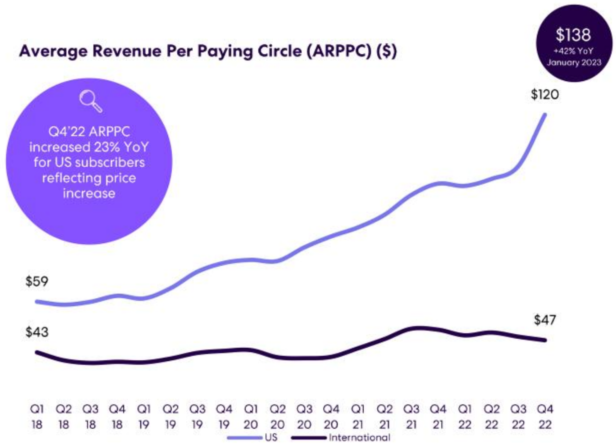
PAYING CIRCLE GROWTH AND ACCELERATING ARPPC GROWTH

Price increase accelerating ARPPC uplift

Paying Circles by product line (000s)*



Average Revenue Per Paying Circle (ARPPC) ($)

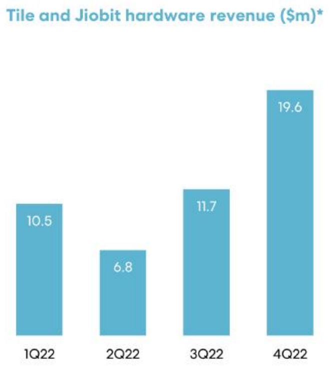


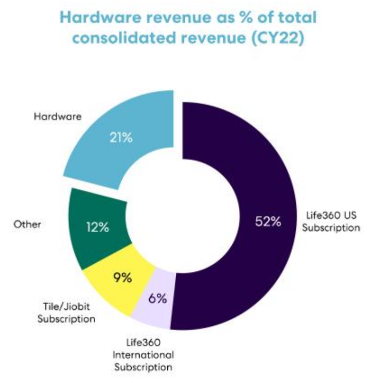
*Price increase took effect across all Membership tiers from November 2022
Cumulative new and upsell subscribers in the Membership plans of 816,000, comprising Silver (10%), Gold (84%) and Platinum (6%)
CY22 revenue is unaudited.

HARDWARE REVENUE

Valuable addition to Life360's location ecosystem

- Standalone hardware positions Tile item location tracker as part of the Life360 ecosystem. This includes prioritizing inventory for bundled membership distribution to drive subscription revenue growth
- Results reflect strategic shift to prioritize higher margin sales channels to drive stronger unit economics
- Clearing of retail channel inventory in CY22 H2 supported inventory risk management and CY23 opportunities
- Expectation for CY23 revenue growth of 0% - 5%, based on difficulty of forecasting hardware sales in the current challenging environment, as well as a more constrained approach to marketing investment and promotional activities
- Maintain strong confidence in category creation opportunities. CY23 plans include creative Tile product differentiation within the broader category





*CY22 revenue is unaudited. Q1'22 revenue is adjusted and includes Tile revenue pre-acquisition

OTHER REVENUE

Revenue stabilization reflects de-risking of Data business

Data

- New partnership with Placer.ai in January 2022 transitioned Life360 solely to sales of aggregated insights
- Intentional decision to trade off growth opportunity for predictability and reduced regulatory risk

Lead Generation

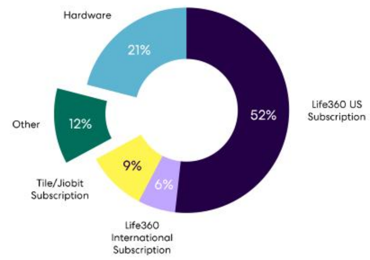
- Limited strategic focus area in the short term, with significant long term growth potential

Total Other Revenue

- Expectations for CY23 revenue of ~$26 million based on current agreements

Other revenue ($m)*

Other Revenue as % of total consolidated revenue (CY22)



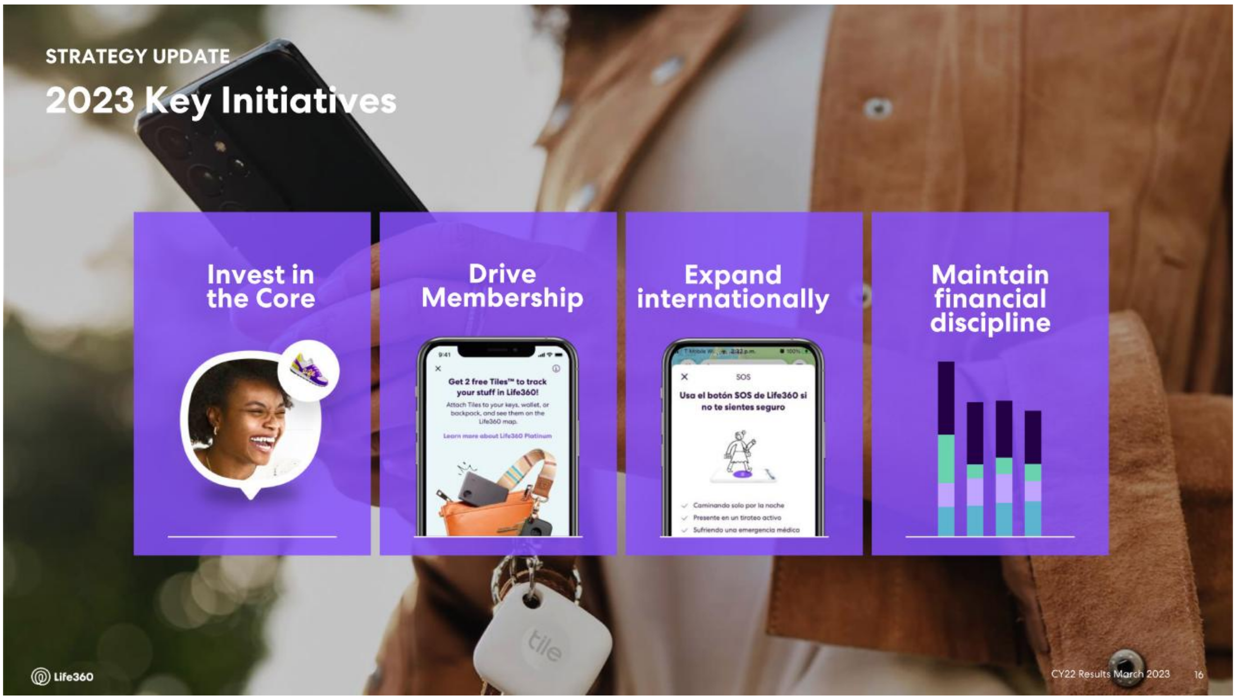
*CY22 revenue is unaudited


02
CY23
Strategy
Chris Hulls, Co-Founder and CEO

WHY WE EXIST

Life360 is on a mission to simplify safety so families can live fully

Safety and security is a multi-billion dollar category and the incumbents have not adapted to the needs of digitally native consumers. Life360 is taking a mobile and family first approach to disrupt the market.



STRATEGY UPDATE
2023 Key Initiatives
Invest in the Core
Drive Membership
Get 2 free Tiles™ to track your stuff in Life360!
Attach Tiles to your keys, wallet, or backpack, and see them on the Life360 map.
Learn more about Life360 Platinum
Expand internationally
SOS
Usa el botón SOS de Life360 si no te sientes seguro
Caminando solo por la noche
Presente en un tiroteo activo
Sufriendo una emergencia médica
Maintain financial discipline
tile
Life360
CY22 Results March 2023
16

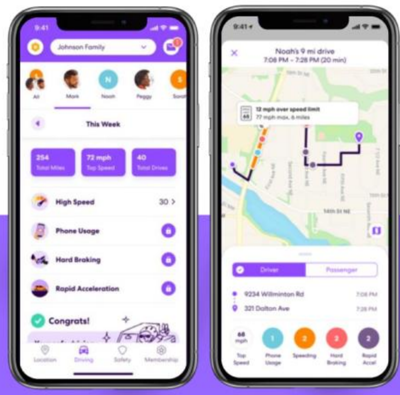
STRATEGY UPDATE

Invest in the Core

Continue to improve the core experience - increase user engagement for long-term growth

Bring the map to life

Amplify member communications to drive engagement

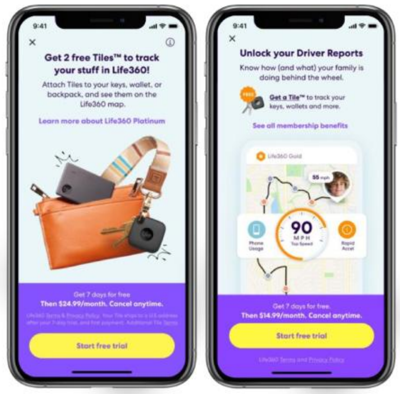


Deliver a world-class driving experience

STRATEGY UPDATE

Drive Membership

Leverage hardware bundling and pricing power to drive continued subscription revenue growth

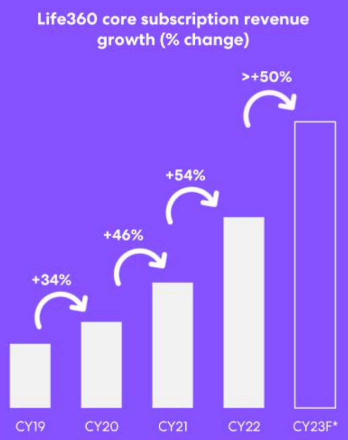


Drive Membership with Tile bundling

- Increase conversion and retention

Leverage pricing power to increase ARPPC

- U.S. Android price increase to take effect from Q2'23 for existing subscribers

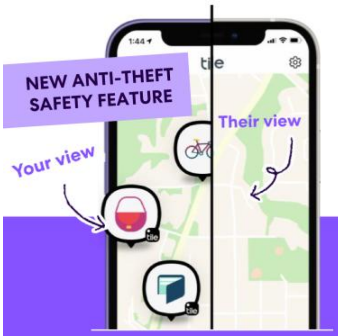


* Based on CY23 guidance

STRATEGY UPDATE

Drive Membership

Leverage Tile category creation through differentiation



Developing creative and differentiated features

To protect valuables from theft, activate Anti-Theft Mode to hide Tiles from users of Tile's Bluetooth device finder, Scan and Secure

Product innovation to provide specific use case products and accessories

Tile for cars, bikes, luggage, clothing, electronics, keys

Building creative marketing campaigns

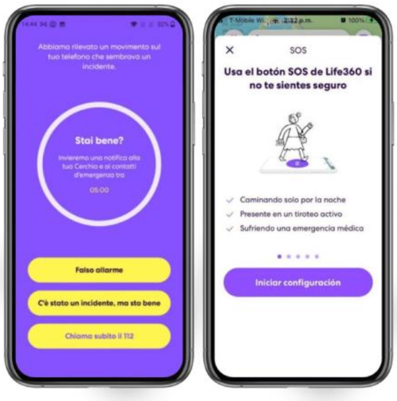
Leveraging Life360's ~50m user base to drive accelerated Membership adoption and direct hardware sales

Source: 1. Time.com 2. National Insurance Crime Bureau, 3. NPR.org

STRATEGY UPDATE

Expand internationally

Establish a beachhead for international expansion



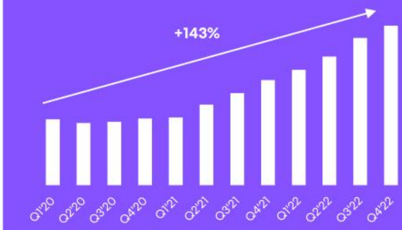
Enhance global core features to improve the international user experience

- Establishment of dedicated international management team based in the UK
- Launch of triple tier premium membership in the UK in CY23 H2, followed by major European markets
- European region represents major growth engine, with market size comparable to the U.S. market, with significant growth potential in 2024 and beyond

International launch of triple tier Membership

+47% CY22 Life360 Core International Subscription revenue YoY growth

Paying Circles (Australia, Canada, UK)



Australia, Canada, UK Q1'20 to Q4'22

+118% MAU

+129% RMAU

Life360

STRATEGY UPDATE

Expand internationally

Canada case study illustrates International upside

Canada launch key metrics

December 2021 to December 2022 - % change

- Paying Circles +10%
- Monthly Active Users +32%
- Revenue* +72%
- ARPPC for new subscribers** >+120%

CY22 revenue is unaudited
*Revenue is for CY22 versus CY21
** ARPPC represents post-Membership launch versus pre-Membership launch

Life360

- The full Membership experience launched in Canada in November 2021
- The successful playbook established in Canada will be rolled out to other international territories
- The evolution to the triple tier Membership in Canada has underpinned very substantial growth in ARPPC and revenue

CY22 YoY Core Subscription revenue growth

+47% Total International

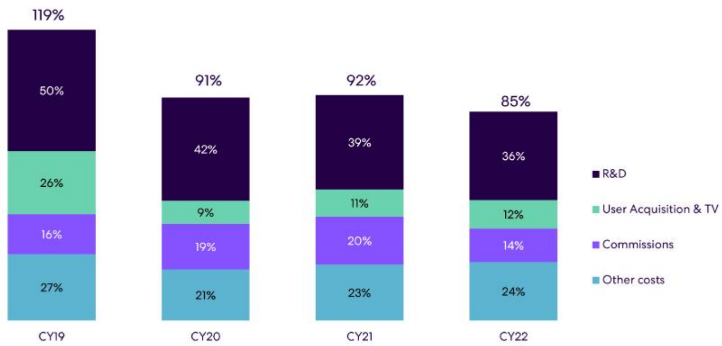
+72% Canada

STRATEGY UPDATE

Maintain financial discipline

At pivot point to leverage scale in the cost base

Operating Costs by category declining as % total revenue*



*Operating costs exclude Cost of Sales, Depreciation and Amortization, Stock Based Compensation and transaction costs. CY22 is based on unaudited financial information.

Life360

Expense drivers for CY23 and beyond

- Cost base at scale providing profitability leverage
- More than $15 million annualized savings expected from CY23 Q1 reorganization and restrained hiring
- Platform commissions reducing over time
- Increasing marketing efficiency

ESG : PROGRESSING OUR SUSTAINABILITY JOURNEY IN CY22

Life360 Core Values are Family Safety and Security

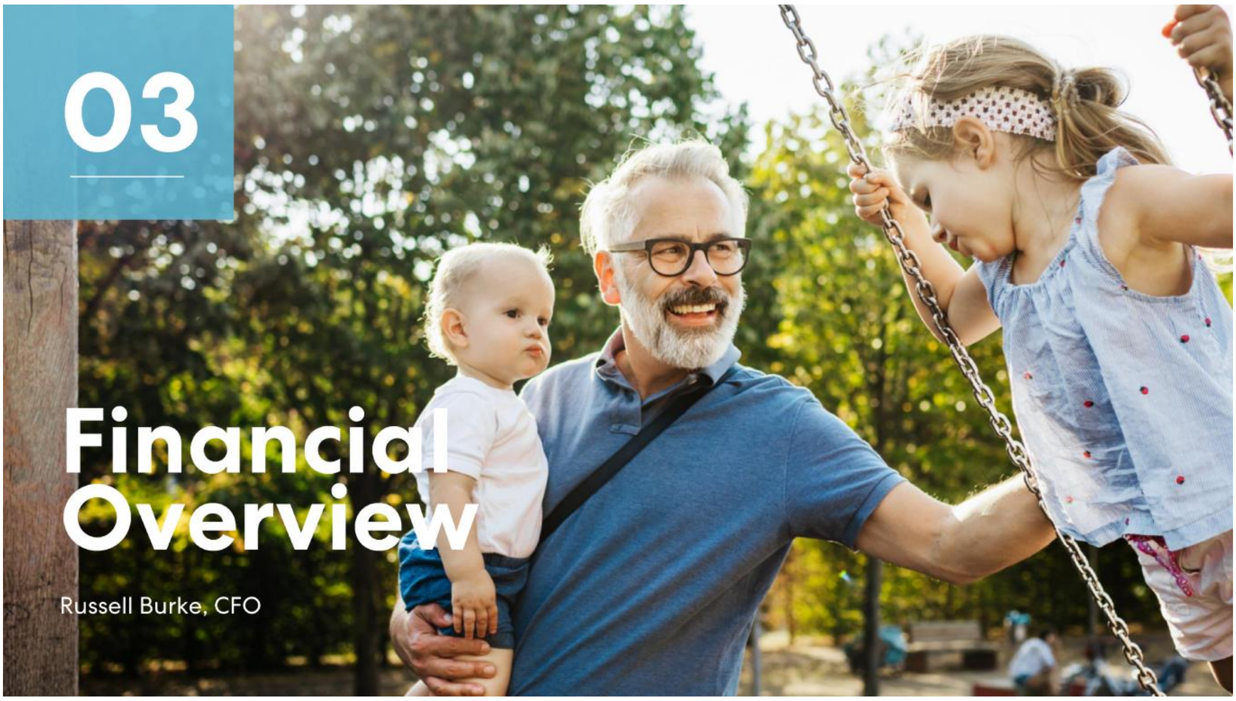
- **Our Values**: Refreshed values following the acquisitions of Tile and Jiobit
- **Culture:** Established a new approach to create a culture of belonging
- **People and talent training**: Launched a formal Learning and Development strategy aligned with our employee value proposition
- **Additional employee benefits**: New benefits including Platinum Life360 membership and Tile credits, mental health support, family planning, fitness and medical care

- **Emissions**: Achieved carbon neutrality for 2020 and 2021
- **IT resources**: Minimizing initial IT set-up to avoid e-waste
- **Travel**: Remote-first company reduces commuting requirements. Carpooling required for all in-person company gatherings
- **Digital communications**: Migration to all digital employee communications to eliminate physical deliveries

- **Financial Sustainability**: Development of a "Path to Profitability" to ensure the long-term financial sustainability of the Company
- **Data:** New commercial agreement to de-identify and commercialize only aggregated data insights
- **Data security**: Rollout of company wide training programs to enhance security practices
- **ESG reporting**: Establishment of dedicated cross functional ESG committee committed to providing reporting transparency

- **Free user experience:** Ongoing investment in the free user experience, and expansion of free features that support family safety and security
- **Privacy:** New privacy policy developed to incorporate the acquisitions of Tile and Jiobit, coming into effect in January 2023
- **Philanthropy:** Employee volunteering initiatives and fund raising to support groups dedicated to supporting families

Further information on Life360's ESG initiatives will be included in the 2022 Annual Report


03
Financial Overview
Russell Burke, CFO

FINANCIAL OVERVIEW

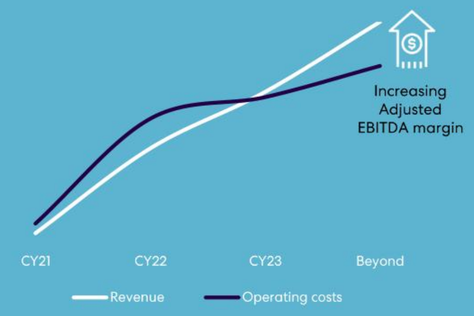
Pathway to profitability

	CY23 **Full year of price increases and cost efficiencies**	CY24 and Beyond **Scaling the integrated business**
Profitability targets	Positive Adjusted EBITDA* & operating cash flow expected from CY23Q2 and for CY23 year	Adjusted EBITDA margin expansion Trajectory to positive EBITDA
Revenue drivers	• Full year subscriber revenue uplift from U.S. price increases and bundled offer - Higher conversion rates - Higher ARPPC through U.S. upsell and Android price increase - International expansion	
Expense drivers	• Cost base at scale providing profitability leverage • Reducing commissions from out of app purchases • Limited growth in headcount	

*Adjusted EBITDA was previously referred to as Underlying EBITDA. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA see Appendix 3

Life360

Revenue and Cost history and outlook

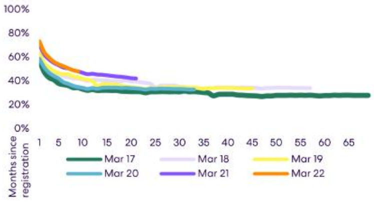


FINANCIAL OVERVIEW

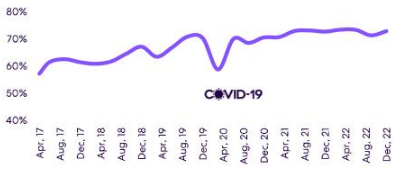
Market leading retention metrics

US Organic User Retention

Relative retention by cohort (% total)



Month 1 user retention over time



US Membership Subscription Retention

Relative retention by cohort (% total monthly subscribers)

Monthly U.S. ARPPC before and after price increase (US$)

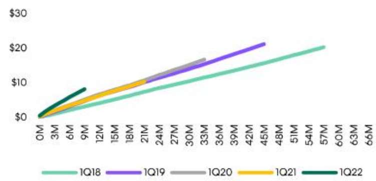
Commentary

- The line chart indicates how long users within a given cohort remain with Life360
- Month 1 user retention increased in 2020 and 2021 due to investments in the user experience, remaining stable at the historically higher levels in 2022
- This benefits longer-term user retention, supporting higher levels of user growth, with U.S. MAU up more than 30% YoY in CY22
- U.S. Membership subscription retention was impacted by the price increase for existing monthly iOS subscribers (fully implemented by mid-December) and was more than offset by the significant uplift in U.S. ARPPC which increased more than 40% YoY
- Resumption of normalized growth and churn patterns in Q1'23

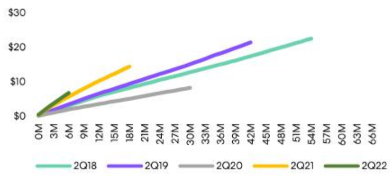
FINANCIAL OVERVIEW

User cohort cumulative revenue $M*

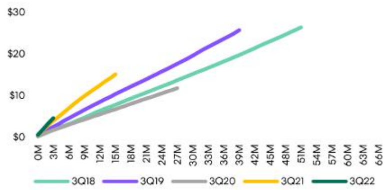
Quarter 1



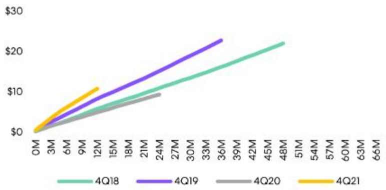
Quarter 2



Quarter 3



Quarter 4**



*CY22 revenue is unaudited. Revenue per cohort includes global subscription and other revenue generated by each quarterly cohort over time. Excludes legacy ADT partnership revenue

**Insufficient data for 4Q22

Life360

Commentary

- CY22 Q1 revenues increased due to higher conversion rates exiting CY21, and higher registrations
- CY22 Q2-Q3 revenues modestly above CY21, with month 1 revenues increasing approximately 10%, supported by stabilization of conversion rates, and increased registrations
- Increased conversion to paid earlier in a cohort's lifecycle driving significant uplift in cohort revenue for CY21 Q2 cohorts onwards
- COVID impacted revenue for CY20 Q2 to CY21 Q1

FINANCIAL OVERVIEW

Marketing Payback $M

*Insufficient data for 4Q22
CY22 is based on unaudited financial information

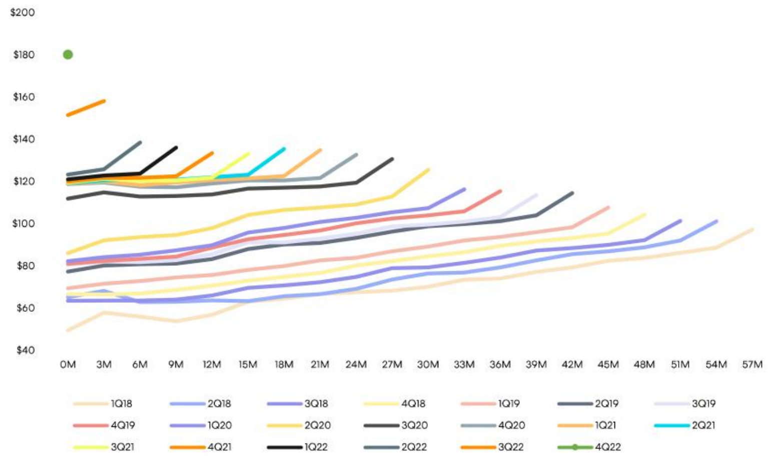
Life360

Commentary

- Blended summary provides performance insight into overall efforts across all channels in aggregate
- CY'22 user acquisition and TV spend increased, building on the strength of the 2021 performance, and continuing to achieve breakeven well within breakeven targets of 24 months
- 2H'21 investment into marketing accelerated, including a national brand campaign and an expansion of performance marketing spend
- Return to growth in 1H'21 underpinned the decision to increase marketing spend including investments in brand and TV spend

FINANCIAL OVERVIEW

Significant U.S. ARPPC uplift from progressive price increases in CY22 H2



Life360

Pricing Summary

U.S. price increases implemented in CY22 H2

All New Subs (iOS + android)

(from August 2022)

	Before	After
Silver	$4.99	$7.99
Gold	$9.99	$14.99
Platinum	$19.99	$24.99
No change Annual		

Existing Subs (iOS only)

(users notified October 2022, fully implemented by mid-December 2022)

	Before	After
Silver	$4.99	$7.99
Gold	$9.99	$14.99
Platinum	$19.99	$24.99
No change Annual		

Legacy Subs (iOS only)

(users notified October 2022, fully implemented by mid-December 2022)

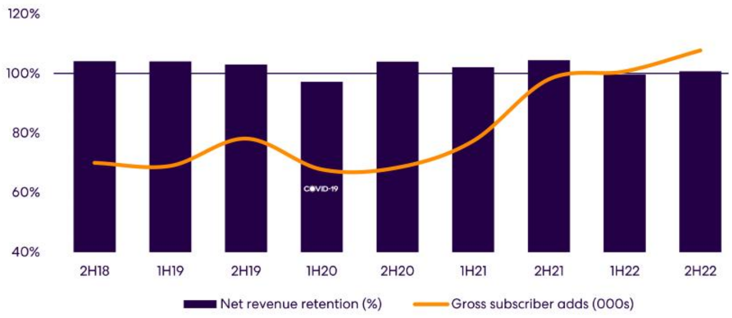
	Before	After
Plus	$2.99	$7.99
Driver Protect	$7.99	$12.99
Platinum Intro	$14.99	$19.99
No change Annual		

Price increases for existing monthly Android subscribers to be implemented in CY23

FINANCIAL OVERVIEW

Net subscription revenue retention above 100% even as absolute growth in subscribers accelerates

Net Revenue Retention - Subscription (vs Previous Half)*



Net revenue retention is measured based on the revenue in the final month of the previous period compared to the revenue from the same set of users earned over the next six months (e.g. for 1H19, revenue retention is calculated as the average monthly revenue over the period vs. the revenue earned in December 2018).

Commentary

- The strength of Life360's freemium model is reflected in net subscription revenue retention maintaining at 100% or greater. This is supported by success in driving free users to paid subscriptions, and paid subscribers into higher price plans
- In each half year period (excluding 1H20), net revenue retention is at or above 100% across the cohort of users who had signed up by the end of the previous period
- Retention remains strong even as absolute subscriber growth accelerates, indicating that subscriber quality is being maintained

FINANCIAL OVERVIEW

Key Financial Metrics (Non-GAAP)

$M	CY22	CY21	% ch YoY
INCOME STATEMENT			
U.S. subscription revenue	*136.1*	*77.2*	*76%*
International subscription revenue	*17.2*	*9.3*	*85%*
Subscription revenue	153.3	86.6	77 %
Hardware revenue	47.9	1.0	NM
Other revenue	27.1	25.1	8 %
Total revenue	**228.3**	**112.6**	**103 %**
Non-GAAP Gross Profit	**154.8**	**90.7**	**71 %**
Non-GAAP Gross Margin %	*68 %*	*81 %*	
Non-GAAP Subscription Gross Margin %	*81 %*	*80 %*	
Research and Development	(82.5)	(43.5)	(89)%
User Acquisition & TV costs	(26.5)	(12.5)	(112)%
Other Sales & Marketing	(26.0)	(11.6)	(124)%
Commissions	(31.4)	(22.1)	(42)%
General & Administrative	(28.6)	(14.1)	(103)%
Non-GAAP Operating Expenses	**(194.9)**	**(103.8)**	**(88)%**
Adjusted EBITDA*	**(40.1)**	**(13.1)**	**(206)%**
Adjusted EBITDA Margin %	*(18)%*	*(12)%*	
Stock-based Compensation	(34.7)	(11.9)	(191)%
Other Non-GAAP adjustments	(10.4)	(6.3)	(64)%
EBITDA**	**(85.2)**	**(31.3)**	**(172)%**
Net Profit/(Loss)	**(91.6)**	**(33.6)**	**(173)%**
CASH FLOW			
Net cash used in operating activities	(57.1)	(12.2)	(369)%
Net cash used in investing activities	(111.6)	(7.1)	NM
Net cash provided by financing activities	27.7	194.0	(86)%
Cash and cash equivalents and restricted cash	**90.4**	**231.3**	**(61)%**

Note: Tables may not add due to rounding. Refer to the non-GAAP reconciliation in Appendix 2.
*Adjusted EBITDA was previously referred to as Underlying EBITDA. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA see Appendix 3
**EBITDA was previously referred to as Statutory EBITDA

Life360

Commentary

- Non-GAAP gross margin reduced YoY due to hardware costs associated with the Tile and Jiobit acquisitions. Non-GAAP subscription gross margins increased by 1 percentage point, underpinned by technology cost efficiencies and a shift to higher-pricing
- Non-GAAP Operating Expenses increased by 88% due to the contribution of Tile from the date of acquisition and full year contribution from Jiobit
- Adjusted EBITDA loss increased to $(40.1)m, reflecting due to expenses associated with the Tile and Jiobit acquisitions and investment in integrating the new businesses
- SBC increased 191% as a result of headcount growth from the Tile and Jiobit acquisitions, and the competitive environment for talent
- Operating cash outflows reflected higher Adjusted EBITDA losses resulting from the Tile and Jiobit acquisitions and integration expenses, and investment to grow the business
- Investing cash outflows relate to the Tile acquisition
- Financing cash inflows reflect the net proceeds from the November 2022 capital raise, convertible note repayment and net proceeds from exercise of options and RSUs net of repurchase
- Total net cash outflow of $(141)m, with cash and cash equivalents, and restricted cash of $90.4m at December 2022

FINANCIAL OVERVIEW

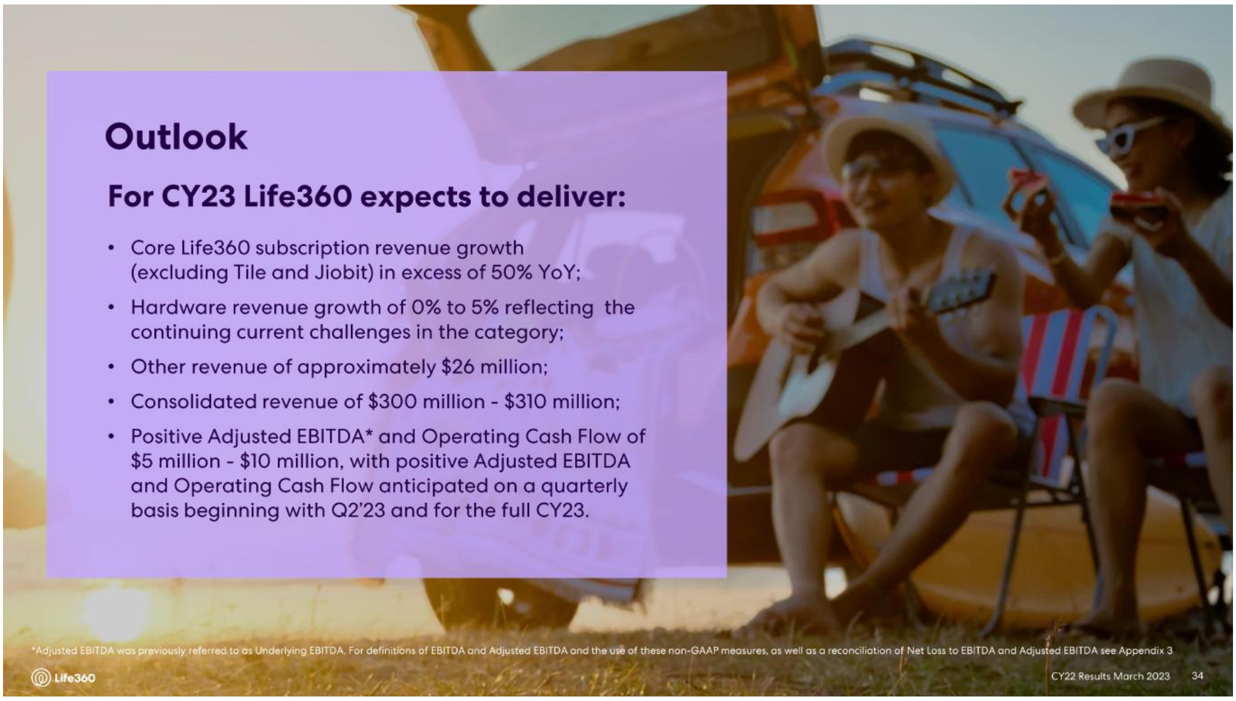
Income Statement (GAAP)

$M	CY22	CY21
	(unaudited)	
Revenue		
Subscription	153.3	86.6
Hardware	47.9	1.0
Other	27.1	25.1
Total revenue	**228.3**	**112.6**
Cost of subscription revenue	(30.7)	(17.8)
Cost of hardware revenue	(45.4)	(1.3)
Cost of other revenue	(3.6)	(3.6)
Total cost of revenue	(79.7)	(22.8)
Gross Profit	**148.6**	**89.9**
Operating expenses		
Research and Development	(102.5)	(51.0)
Sales and marketing	(92.4)	(47.5)
General and administrative	(48.1)	(23.7)
Total operating expenses	**(243.0)**	**(122.1)**
Loss from operations	**(94.4)**	**(32.3)**
Other income (expense)		
Convertible notes fair value adjustment	1.8	(0.5)
Derivative liability fair value adjustment	1.3	(0.7)
Other income (expense), net	-	(0.2)
Total other income (expense), net	3.1	(1.4)
Loss before income taxes	**(91.3)**	**(33.7)**
Provision (benefit) for income taxes	0.3	(0.1)
Net loss	**(91.6)**	**(33.6)**
Net loss per share, basic	$(1.47)	$(0.65)
Net loss per share, diluted	$(1.50)	$(0.65)
Weighted-average shares used in computing net loss per share, basic	62,209,545	51,656,195
Weighted-average shares used in computing net loss per share, diluted	62,839,593	51,656,195

Note: Tables may not add due to rounding.

04

Outlook


Outlook
For CY23 Life360 expects to deliver:
• Core Life360 subscription revenue growth (excluding Tile and Jiobit) in excess of 50% YoY;
• Hardware revenue growth of 0% to 5% reflecting the continuing current challenges in the category;
• Other revenue of approximately $26 million;
• Consolidated revenue of $300 million - $310 million;
• Positive Adjusted EBITDA* and Operating Cash Flow of $5 million - $10 million, with positive Adjusted EBITDA and Operating Cash Flow anticipated on a quarterly basis beginning with Q2'23 and for the full CY23.
*Adjusted EBITDA was previously referred to as Underlying EBITDA. For definitions of EBITDA and Adjusted EBITDA and the use of these non-GAAP measures, as well as a reconciliation of Net Loss to EBITDA and Adjusted EBITDA see Appendix 3
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CY22 Results March 2023
34

05

Q&A


06
Appendix

APPENDIX 1

Operating Metrics

(in millions, except ARPPC,ARPPS,ASP)	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Life360 Core*						
Monthly Active Users (MAU) - Total	33.8	35.5	38.3	42.0	47.0	48.6
US	22.2	23.7	25.1	27.0	29.3	30.9
International	11.6	11.8	13.2	14.9	17.7	17.6
Australia	0.8	1.0	1.0	1.1	1.2	1.4
Paying Circles - Total	1.1	1.2	1.3	1.4	1.5	1.5
US - Total	0.9	1.0	1.1	1.1	1.2	1.2
US – Membership subscribers	0.5	0.6	0.6	0.7	0.8	0.8
International	0.2	0.2	0.2	0.3	0.3	0.3
Average Revenue Per Paying Circle (ARPPC)	$85.78	$88.69	$87.66	$89.34	$91.84	$103.89
Life360 Consolidated (Adjusted for 2021)**						
Subscriptions	1.6	1.8	1.8	2.0	2.1	2.1
Average Revenue per Paying Subscription (ARPPS)	$71.65	$74.04	$73.88	$75.45	$77.00	$86.39
Hardware units shipped	1.0	3.3	0.7	0.5	0.7	1.7
Average Sale Price (ASP)	$13.58	$15.12	$15.08	$14.48	$15.63	$11.48
Annualized Monthly Revenue (AMR)	$123.8	$139.8	$166.1	$174.4	$184.0	$224.4

* Life360 Core reflects Life360 App only
**With the exception of AMR, metrics presented for the periods ended Q4'21, Q3'21, Q2'21, Q1'21 are adjusted to include data related to periods before the acquisitions of Jiobit, Inc. on September 1, 2021 and Tile, Inc. on January 5, 2022
CY22 is based on unaudited financial information

APPENDIX 2

Cost of Revenue and Operating expenses

GAAP to Non-GAAP reconciliation

Cost of revenue

$M	CY22	CY21
Cost of subscription revenue, GAAP	30.7	17.8
Less: Depreciation and amortization	(1.0)	(0.2)
Less: Stock Based Compensation	(0.7)	(0.4)
Total cost of subscription revenue, Non-GAAP	28.9	17.2
Cost of hardware revenue, GAAP	45.4	1.3
Less: Depreciation and amortization	(3.6)	(0.0)
Less: Stock Based Compensation	(0.5)	(0.0)
Less: Acquisition and transaction related expenses	(0.1)	(0.0)
Total cost of hardware revenue, Non-GAAP	41.2	1.3
Cost of other revenue, GAAP	3.6	3.6
Less: Depreciation and amortization	0.0	(0.1)
Less: Stock Based Compensation	(0.2)	(0.1)
Total cost of other revenue, Non-GAAP	3.4	3.4

Operating expenses

$M	CY22	CY21
Research and Development expense, GAAP	102.5	51.0
Less: Stock Based Compensation	(19.4)	(7.5)
Less: Acquisition and transaction related expenses	(0.6)	0.0
Research and Development expense, Non-GAAP	82.5	43.5
Sales and Marketing expense, GAAP	92.4	47.5
Less: Depreciation and amortization	(4.2)	(0.5)
Less: Stock Based Compensation	(3.8)	(0.8)
Less: Acquisition and transaction related expenses	(0.5)	(0.0)
Less: User Acquisition & TV Costs	(26.5)	(12.5)
Less: Commissions	(31.4)	(22.1)
Sales and marketing expense, Non-GAAP	26.0	11.6
General and administrative expense, GAAP	48.1	23.7
Less: Depreciation and Amortization	(0.4)	(0.1)
Less: Stock Based Compensation	(10.0)	(3.2)
Less: Acquisition and transaction related expenses	(9.1)	(6.3)
General and Administrative expense, Non-GAAP	28.6	14.1
Total Operating expenses, GAAP	243.0	122.1
Less: Depreciation and Amortization	(4.6)	(0.6)
Less: Stock Based Compensation	(33.2)	(11.4)
Less: Acquisition and transaction related expenses	(10.3)	(6.3)
Total operating expenses, Non-GAAP	194.9	103.8

APPENDIX 2

Balance Sheet (GAAP)

$M	Dec 2022	Dec 2021
	(unaudited)	
Cash and cash equivalents	75.4	231.0
Restricted cash, current	13.3	-
Accounts receivable, net	33.1	11.8
Inventory	10.8	2.0
Costs capitalised to obtain revenue contracts, net	1.4	1.3
Prepaid expenses and other current assets	8.5	10.6
Total current assets	**142.7**	**256.7**
Restricted cash, noncurrent	1.6	0.4
Property and equipment, net	0.4	0.6
Costs capitalised to obtain contracts, noncurrent	0.6	0.3
Prepaid expenses and other assets, noncurrent	7.1	3.7
Right-of-use asset	0.8	1.6
Intangible assets, net	52.7	8.0
Goodwill	133.7	31.1
Total noncurrent assets	**196.9**	**45.7**
Total assets	**339.6**	**302.4**
Accounts payable and other current liabilities	54.1	13.8
Contingent consideration	-	9.5
Convertible notes, current	3.5	4.2
Deferred revenue, current	30.1	13.9
Total current liabilities	**87.6**	**41.4**
Convertible notes, noncurrent	4.1	8.3
Other liabilities, noncurrent	3.4	2.6
Total noncurrent liabilities	**7.4**	**10.9**
Total liabilities	**95.1**	**52.3**
Common stock	0.1	0.1
Additional paid-in capital	501.8	416.3
Notes from affiliates	(0.3)	(1.0)
Accumulated deficit	(257.0)	(165.3)
Total stockholders' equity	**244.5**	**250.0**
Total liabilities and stockholders' equity	**339.6**	**302.4**

Note: Tables may not add due to rounding

APPENDIX 2

Cash Flow (GAAP)

$M	Dec 2022	Dec 2021
	(unaudited)	
Cash Flows from Operating Activities:		
Net loss	(91.6)	(33.6)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	9.2	0.9
Amortization of costs capitalized to obtain contracts	2.9	4.0
Stock-based compensation expense	34.7	11.8
Compensation expense in connection with revesting notes	(0.1)	0.2
Non-cash interest (income) expense, net	0.5	0.2
Convertible notes fair value adjustment	(1.8)	0.5
Derivative liability fair value adjustment	(1.3)	0.7
(Gain)/loss on revaluation of contingent consideration	(5.3)	3.6
Non-cash revenue from affiliate	(1.5)	-
Changes in operating assets and liabilities, net of acquisitions:		
Accounts receivable, net	6.5	(2.7)
Prepaid expenses and other assets	10.6	(0.9)
Inventory	(0.5)	(0.9)
Costs capitalized to obtain contracts, net	(3.3)	(1.7)
Accounts payable	(12.7)	0.6
Accrued expenses and other liabilities	(7.7)	4.7
Deferred revenue	4.7	1.7
Other liabilities, noncurrent	(0.3)	(1.2)
Net cash used in operating activities	**(57.1)**	**(12.2)**
Cash Flows from Investing Activities:		
Cash paid for acquisitions, net of cash acquired	(110.9)	(3.0)
Internal use software	(0.7)	-
Purchase of capital assets	-	(0.1)
Cash advance on convertible note receivable	-	(4.0)
Net cash used in investing activities	**(111.6)**	**(7.1)**
Cash Flows from Financing Activities:		
Proceeds from the exercise of options	2.4	3.5
Taxes paid related to net settlement of equity awards	(4.1)	(4.7)
Proceeds from repayment of notes due from affiliates	0.6	-
Repayment of convertible notes	-	0.0
Proceeds from capital raise, net of $1,0m and $5.7m of transaction costs, respectively	32.2	193.1
Cash received in advance of the issuance of convertible notes	0.0	2.1
Net cash provided by financing activities	**27.7**	**194.0**
Net Increase (Decrease) in Cash, Cash Equivalents, and Restricted Cash	(141.0)	174.7
Cash, Cash Equivalents and Restricted Cash at the Beginning of the Period	231.3	56.6
Cash, Cash Equivalents and Restricted Cash at the End of the Period	**90.4**	**231.3**

Note: Tables may not add due to rounding

APPENDIX 3

Non-GAAP Financial Measures

(in thousands)	CY22	CY21
EBITDA		
Net loss	$ (91,629)	$ (33,557)
Add (deduct):		
Convertible notes fair value adjustment	(1,786)	511
Derivative liability fair value adjustment [1]	(1,295)	733
Provision (benefit) for income taxes	312	(127)
Depreciation and amortization [2]	9,199	876
Other (income) expense, net	(13)	178
EBITDA	**$ (85,212)**	**$ (31,386)**
Stock-based compensation	34,680	11,938
Form 10 and IPO related costs	3,766	-
Acquisition and integration costs	11,949	2,744
(Gain)/loss on revaluation of contingent consideration	(5,279)	3,600
Adjusted EBITDA	**$ (40,096)**	**$ (13,104)**

(1) To reflect the change in value of the derivative liability associated with the July 2021 Convertible Notes
(2) Includes depreciation on fixed assets and amortization of acquired intangible assets

We collect and analyze operating and financial data to evaluate the health of our business, allocate our resources and assess our performance.

EBITDA and Adjusted EBITDA

In addition to total revenue, net loss and other results under GAAP, we utilize non-GAAP calculations of earnings before interest, taxes, depreciation and amortization ("EBITDA") and adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"). EBITDA is defined as net loss, excluding (i) convertible notes and derivative liability fair value adjustments, (ii) provision (benefit) for income taxes, (iii) depreciation and amortization and (iv) other income (expense). Adjusted EBITDA is defined as net loss, excluding (i) convertible notes and derivative liability fair value adjustments, (ii) provision (benefit) for income taxes, (iii) depreciation and amortization, (iv) other income (expense), (v) stock-based compensation, (vi) costs related to filing our Registration Statement on Form 10 filed with the Securities and Exchange Commission ("Form 10"), (vii) acquisition and integration costs, and (viii) (gain)/loss on revaluation of contingent consideration. The above items are excluded from EBITDA and Adjusted EBITDA because these items are non-cash in nature, or because the amount and timing of these items are unpredictable, are not driven by core results of operations and render comparisons with prior periods and competitors less meaningful. We believe EBITDA and Adjusted EBITDA provide useful information to investors and others in understanding and evaluating our results of operations, as well as providing useful measures for period-to-period comparisons of our business performance. Moreover, we have included EBITDA and Adjusted EBITDA because they are key measurements used by our management team internally to make operating decisions, including those related to operating expenses, evaluate performance, and perform strategic planning and annual budgeting. However, these non-GAAP financial measures are presented for supplemental informational purposes only, should not be considered a substitute for or superior to financial information presented in accordance with GAAP, and may be different from similarly titled non-GAAP financial measures used by other companies. As such, you should consider these non-GAAP financial measures in addition to other financial performance measures presented in accordance with GAAP, including various cash flow metrics, net loss and our other GAAP results.

APPENDIX 3

Non-GAAP Financial Measures cont'd

The following table presents a reconciliation of net loss, the most directly comparable GAAP measure, to Adjusted loss from ordinary activities after tax.

(in thousands)		CY22		CY21
EBITDA				
Net loss	$	(91,629)	$	(33,557)
Stock-based compensation		34,680		11,938
Form 10 and IPO related costs		3,766		-
Acquisition and integration costs		11,949		2,744
(Gain)/loss on revaluation of contingent consideration		(5,279)		3,600
Non-recurring adjustment to reflect the deferral of portion of monthly subscription sales through a channel partner		-		-
Amortization attributable to intangible assets in connection with acquisitions		8,610		414
Adjusted loss from ordinary activities after tax	**$**	**(37,903)**	**$**	**(14,861)**

Adjusted loss from ordinary activities after tax

Adjusted loss from ordinary activities after tax is defined as net loss, excluding (i) stock-based compensation, (ii) Form 10 transaction costs, (iii) acquisition and integration costs, (iv) gain on revaluation of contingent consideration, and (v) amortization attributable to intangible assets in connection with acquisitions.

The above items are excluded from net loss because these items are non-cash in nature, or because the amount and timing of these items are unpredictable, are not driven by core results of operations and render comparisons with prior periods and competitors less meaningful. We believe adjusted loss from ordinary activities after tax provides useful information to investors in understanding and evaluating our results of operations.

This non-GAAP financial measure is presented for supplemental informational purposes only, should not be considered a substitute for or superior to financial information presented in accordance with GAAP, and may be different from similarly titled non-GAAP financial measures used by other companies. As such, you should consider this non-GAAP financial measure in addition to other financial performance measures presented in accordance with GAAP, including various cash flow metrics, net loss and our other GAAP results.


Thank you
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