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): September 8, 2022

Life360, Inc.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation or organization)

000-56424

(Commission File Number)

26-0197666

(I.R.S. Employer Identification No.)

539 Bryant Street, Suite 402 San Francisco, CA 94107

(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 \boxtimes

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. \Box

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 given during the Bell Potter Technology Decoded Conference on September 8, 2022 at 8:00 a.m. Australian Eastern Standard Time. A copy of the PowerPoint presentation used for the conference is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Item 7.01 of this Current Report on Form 8-K (including Exhibit 99.1) is furnished pursuant to Item 7.01 and shall not be deemed to be "filed" for the purpose of Section 18 of 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 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing. This Item 7.01 of this Current Report on Form 8-K will not be deemed an admission as the materiality of any information in this Item 7.01 that is required to be disclosed solely by Regulation FD.

The text included with this Item 7.01 of this Current Report on Form 8-K 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. Descriptio

<u>P9.1 Life360, Inc. Conference Presentation</u>

104 Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document

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: September 8, 2022 By: /s/ Kirsten Daru

Kirsten Daru

General Counsel and Chief Privacy Officer



Disclaimer

This document does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in the Company nor does it constitute financial product advice. This document is not a prospectus, product disclosure statement or other offer document under Australian law or under any other law. This document has not been filed, registered or approved by regulatory authorities in any jurisdiction.

The information contained in this document is not intended to be relied upon as advice or a recommendation to investors and does not take into account the investment objectives, financial situation, taxation situation or needs of any particular investor. An investor must not act on the basis of any matter contained in this document but must make its own assessment of the Company and conduct its own investigations and analysis. Investors should assess their own individual financial circumstances and consider taking to a financial oblivier, professional adviser or consultant before motiving any investment decision.

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Past performance is not indicative of future performance and no guarantee of future returns is implied or given. 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 the Company.

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 (the "Exchange Act"), including comments about future events, including the Company's expectations about the performance of its business. Such forward-looking statements 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 affire materially from those expressed or implied by such statements. Forward-looking statements are provided as a general guide only, and should not be relief on as an indication or guarantee of future performance. They can be affected by inaccurate assumptions we might moke or by known or unknown risks or uncertainties. Given these uncertainties, recipients are coutained to not place undue reliance on any forward-looking statements. Subject to any continuing obligations under applicable law the Company disclaims any obligation or undertained any undersor or visions to any forward-looking statements or any change in expectations in relation to any forward-looking statements or any change in expectations in relation to any forward-looking statements or any change in expectations or circumstances on which any such statement is based.

Investors should note that this document may contain 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 direct revenue, indirect revenue, overage revenue per poying circle (ARPPC), overage revenue per User (ARPU) and annualised monthly revenue (AMR) a "non-IRRS information" under Regulation Squide 250 (Disclosing non-IRRS information) published by 8/8C or "non-GAAP financial measures within the meaning of Regulation G of the Exchange Act. Note that the Company is not required to comply with Regulation G, and it does not provide a reconciliation and other disclosures about its non-IRRS information or non-GAAP financial measures that would be required by Regulation G.

All values are stated in US dollars unless otherwise state

Agenda

Introduction to Life360

Chris Hulls, Co-Founder and CEO

Leveraging our technology to grow

Chris Hulls, Co-Founder and CEO

Leveraging bundled Membership to grow

David Rice, COO

Outlook

Chris Hulls, Co-Founder and CEO

Q&A

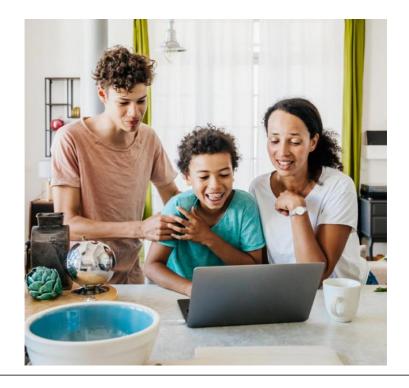
Chris Hulls and David Rice

Appendix

1. Non-GAAP financial measures

Note : All references in this presentation to \$ are to US\$

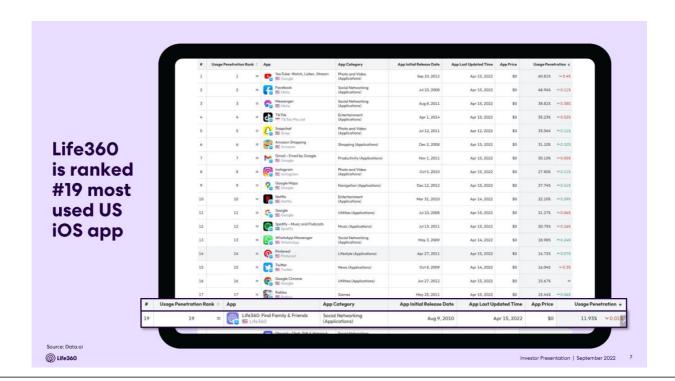












CY22 H1 User Highlights

Connecting families and saving lives



1,138,353 Help alerts sent



105,731,475,183

Miles driven with Life360 Crash Detection



14,349 Ambulances dispatched



12,092,565,856 Safe arrival notifications



373 billion

Tile Bluetooth location updates







My boys were headed to go do chores when they were involved in a pretty serious accident which involved multiple fence posts being hit, some of which actually impaled the windshield of their vehicle. From what I can tell, Life360 immediately called 911 and within less than two minutes of the accident had notified me. Both the boys are home and are going to hopefully make a complete full recovery. Had we not had this app, it's unlikely I would have found out about this or known about the accident for a significant amount of time. It's not a very heavily travelled road. It's not very likely either one of them would have been able to find their phones. So we are so grateful and so thankful for Life360 and what they were able to do for us at our time of need, and we will forever be a customer.



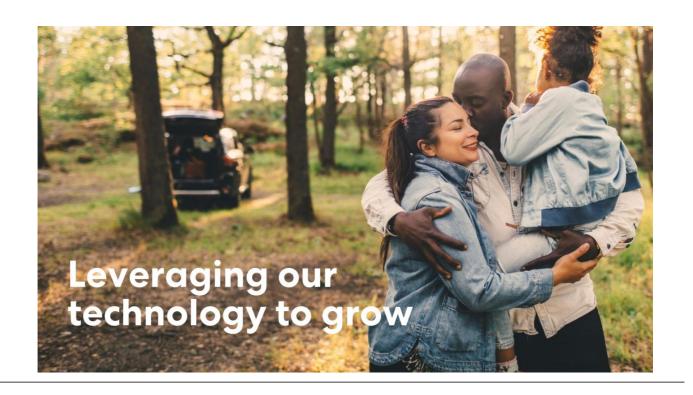
Life360's timeline 15 years of investment and innovation Timeline of key developments 2007 Year Founded April 2018 12 Million MAU Graphs Active Users) April 2018 12 Million MAU Graphs Active Users) September 2021 Acquisition of H2022 Tile and Jiobit integration H2022 Tile and Jiobit integration May 2019 January 2008 The first funding for Graphs Acquisition of Graphs Acquisition of Graphs Acquisition of Tile with a capture of Graphs Android Google's Andr

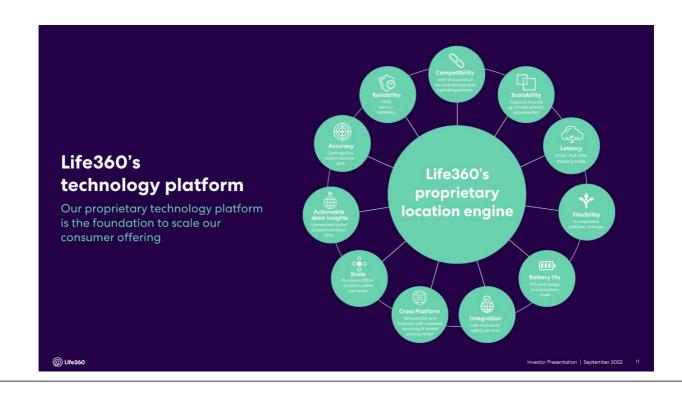
R&D investment since 2016

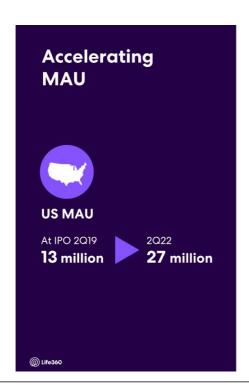


(1) Patents cover the following areas: Battery Power Conservation: Location Fixing and Tracking: Behavioural Pattern Assessment in the Use of a Mobile Device: User Safety, Notification Management; Usage Monitoring and Access Control of Applications, Generation of Notifications in a Workout Group; Generation and Sending of Prepopulated Messages to a Selected Group of Mobile Devices.

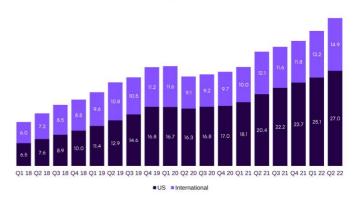
Life360







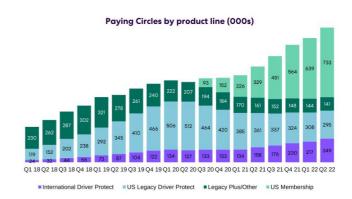
Life360 Core Monthly Active Users (MAU)(M)





Australian Monthly Active Users (MAU)(000s)



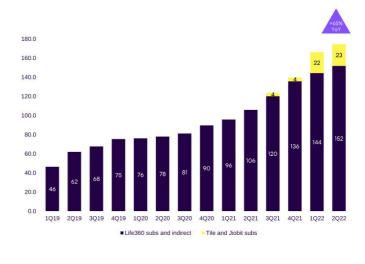


US Average Revenue per Paying Circle





Quarterly Annualised Monthly Revenue (\$M)*





Our flywheel is driving our accelerating growth



DLife360

Expanding and deepening our relationship with families through Membership

At IPO May 2019



Current premium Membership Bundles



Commercial benefits of Membership

- Deeper connection with the Brand, improved retention and virality
- Less price sensitivity
- Member receptivity to multiple services and products
- Ability to bundle services to expand our addressable market

DLife360





Expanded addressable market and brand reach

- Bundled offering will have broader applicability to additional demographics
- Long-term this opens up additional markets such as elder care
- Expanded reach will open additional paid channels and improved top-of-funnel

Higher conversion to paid and increased ARPPC

- Customers are more willing to pay for something they can physically touch
- Bundled offering will enable increased pricing and/or shift to higher tiers
- Potential for paid conversion and ARPPC to increase by double digit percentage

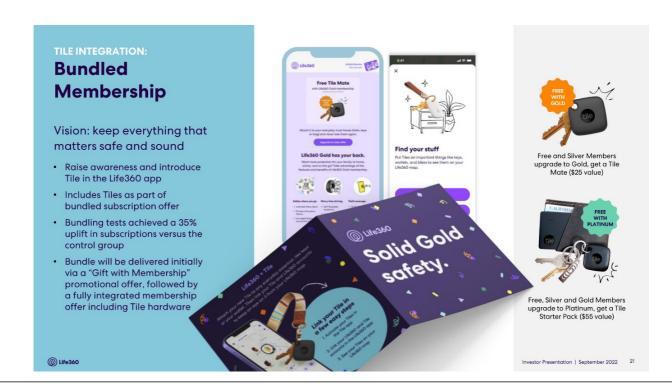
Reduced churn

- Subscriptions tied to physical devices have exceptionally high retention rates
- Jiobit for example, has almost double the 12 month retention as Life360 standalone

Improved pricing power and overall LTV

- Enhanced membership offering will deliver greater pricing power
- Price + Higher Conversion + better retention = improved LTV





THE INTEGRATION:

Back to School brand campaign

Introducing Life360+Tile

- Creative approach to unite the two brands under a family safety umbrella
- Streaming TV, audio and social focused on brand awareness and user acquisition for both brands
- Already driving the lowest costs per install after only a few weeks on-air





Holiday season retail Life360 offer

Testing a new funnel for Life360 subscriber acquisition

- Update signage with Life360 and Tile co-branding
- Bundle offer including Life360 membership with select Tile purchase
- In-box documentation with Life360 activation codes





TILE INTEGRATION:

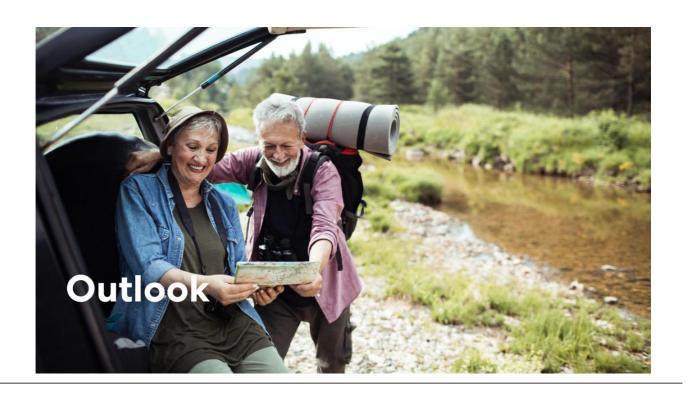
Tile Finding Network

Life360's integration increases Tile's reach by up to 10x

- Combining Life360's global network of more than 42 million smartphone users with Tile app and access point partnerships via Amazon and others
- Enables the only vertically integrated, cross-platform solution of scale in the market
- The expanded platform solves Tile's key disadvantage versus Airtags







Pathway to profitability

	CY22 H1	CY22 H2	CY23	CY24				
	Investing in Tile and Jiobit integration	Rollout of bundled Membership offering	Full year of bundled offering and cost efficiencies	Scaling the integrated business				
Adjusted EBITDA*	\$(32)m	\$(3)-(6)m	Trajectory to profitability and positive cash flow	Profitability and positive cash flow				
Revenue drivers	Continued strong Life360 subscriber growth Low seasonal Tile contribution	H2 subscriber revenue uplift from bundled Membership launch G4 seasonal Tile revenue uplift and profitability	Pricing power from expanded Membership offering Full year subscriber revenue uplift from bundled offer Higher conversion rates Higher ARPPC through US upsell International expansion					
Expense drivers	 Incremental investment of ~\$13 million to rapidly integrate the Life360, Tile and Jiobit businesses 	Efficiencies from H1 Tile integration with ~\$11m of annualised cost savings Highly targeted growth investment	Cost base at scale providing profitability leverage Reducing commissions from out of app purchases Limited growth in headcount					
Cash and cash equivalents	\$79m	~\$65m	Increasing cash balance					

^{*}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 1



Outlook

- · As previously indicated, CY22 H1 was a period of significant investment. The investment and cash burn were as anticipated, and Life360 expects to start realizing the benefits of integration in H2, as we launch the bundled Membership offering and see an uplift in hardware in the seasonally higher holiday period in Q4. As a result, CY22 H2 is expected to see considerably lower cash burn, and a much lower Adjusted EBITDA* loss.
- · For CY22 Life360 expects to deliver:

 - Core Life360 subscription (direct) revenue (excluding Tile and Jiobit) growth in excess of 55%;
 Consolidated revenue of US\$245-260 million for subscription (direct), hardware and other (indirect) revenue;
 Adjusted EBITDA loss* in the range of US\$(35)-(38) million. This includes efficiencies flowing in H2 from the Tile integration and restructuring.
- We have upgraded our guidance for Life360 subscription revenue growth, and narrowed the range for Consolidated Revenue and Adjusted EBITDA.
- Life360 expects to finish CY22 with cash and cash equivalents of approximately \$65 million.
- We expect Life360 to be on a trajectory to consistently positive Adjusted EBITDA and Operating Cash Flow by late CY23, such that we record positive Adjusted EBITDA and operating cashflow for CY24. This trajectory could be further assisted by the positive impact of potential future price changes.







1. 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' is defined as Net Loss, expectation and amortization ('EBITDA') and adjusted earnings before interest, taxes, depreciation and amortization ('Agjusted EBITDA'). EBITDA' is defined as Net Loss, excluding (i) conventible notes and derivative liability fair value adjustments, (ii) provision (benefit) for income taxes, (ii) depreciation and amortization, (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). 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, (v) Form ID utransaction costs, (ivi) acquisition and integration costs, and (vii) gain on revealuation of configeration devices are excluded from Adjusted EBITDA hecause 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 are providen useful information to investors of other in understanding and evaluating our results of operations, as well as providing useful measures for predictions, including and evaluating our results of operating expenses, evaluate performance, and performance and performance

	Three Months Ended June 30,		Six Months Ended June 30,					
	_	2022		2021	_	2022		2021
		(in tho	usands	,		(in thos	sands)
EBITDA								
Net Loss	5	(32,985)	S	(6,804)	\$	(58,207)	\$	(10,656)
Add (deduct):								
Convertible notes fair value adjustment		(532)		_		(2,107)		_
Derivative liability fair value adjustment (1)		(415)		_		(1,328)		_
Provision (benefit) for income taxes		(47)				11		_
Depreciation and amortization (2)		2,301		112		4,502		224
Other (income) expense, net		511		(3)		1,056		(8)
EBITDA	S	(31,167)	S	(6,695)	\$	(56,073)	\$	(10,440)
Stock-based compensation		10,429		2,941		16,524		5,140
Form 10 transaction costs		2,138		_		2,138		_
Acquisition and integration costs		1,136		499		10,394		499
Gain on revaluation of contingent consideration		(1,279)				(5,279)		
Adjusted EBITDA	S	(18,743)	S	(3,255)	\$	(32.296)	\$	(4.801)

(2) Includes depreciation on fixed assets and amortization of acquired intangible assets



1. Non-GAAP Financial Measures cont'd

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 intrangible 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. 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.

	Three Months Ended June 30,			Six Months Ended June 30,					
	2022			2021		2022		2021	
		(in tho	sands	,	97	(in thos	ızand:	,	
Net Loss	S	(32,985)	S	(6,804)	S	(58,207)	\$	(10,656)	
Add (deduct):									
Stock-based compensation		10,429		2,941		16,524		5,140	
Form 10 transaction costs		2.138		-		2,138		-	
Acquisition and integration costs		1,136		499		10,394		499	
Gain on revaluation of contingent consideration		(1,279)				(5,279)		_	
Amortization attributable to intangible assets in connection with acquisitions		2,178		_		4,254		_	
Adjusted loss from ordinary activities after tax		(18,383)		(3,364)	85	(30,176)		(5.017)	



