



Third Quarter 2018 Investor Presentation

October 25, 2018



Safe Harbor Disclosure



This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. The words "anticipate," "expect," "believe," "will," "may," "should," "estimate," "project," "outlook," "forecast" or other similar words are used to identify such forward-looking statements. However, the absence of these words does not mean that the statements are not forward-looking. The forward-looking statements represent the expectations or beliefs of Arlo Technologies, Inc. (the "Company") concerning future events based on information available at the time such statements were made and include statements regarding: the future financial flexibility and ability to pursue long-term strategies; the Company's future operating performance and financial condition; expectations regarding the timing, distribution, sales momentum and market acceptance of recent and anticipated new product introductions that position the Company for growth; future market growth; and expectations regarding seasonal changes in the Company's business performance. These statements are based on management's current expectations and are subject to certain risks and uncertainties, including the following: future demand for the Company's products may be lower than anticipated; consumers may choose not to adopt the Company's new product offerings or adopt competing products; product performance may be adversely affected by real world operating conditions; the Company may be unsuccessful or experience delays in manufacturing and distributing its new and existing products; telecommunications service providers may choose to slow their deployment of the Company's products or utilize competing products; the Company may be unable to collect receivables as they become due; the Company may fail to manage costs, including the cost of developing new products and manufacturing and distribution of its existing offerings; the Company may fail to successfully continue to effect operating expense savings; changes in the level of the Company's cash resources and the Company's planned usage of such resources, including potential repurchases of the Company's common stock; changes in the Company's stock price and developments in the business that could increase the Company's cash needs; fluctuations in foreign exchange rates; and the actions and financial health of the Company's customers. Further, certain forward-looking statements are based on assumptions as to future events that may not prove to be accurate. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements. Further information on potential risk factors that could affect the Company and its business are detailed in the Company's periodic filings with the Securities and Exchange Commission, including in the Company's quarterly report on Form 10-Q for the fiscal quarter ended July 1, 2018. Given these circumstances, you should not place undue reliance on these forward-looking statements. The Company undertakes no obligation to release publicly any revisions to any forward-looking statements contained herein to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

All product and company names herein are or may be trademarks of their respective owners.

Q3 By The Numbers



third quarter
revenue



cameras
shipped



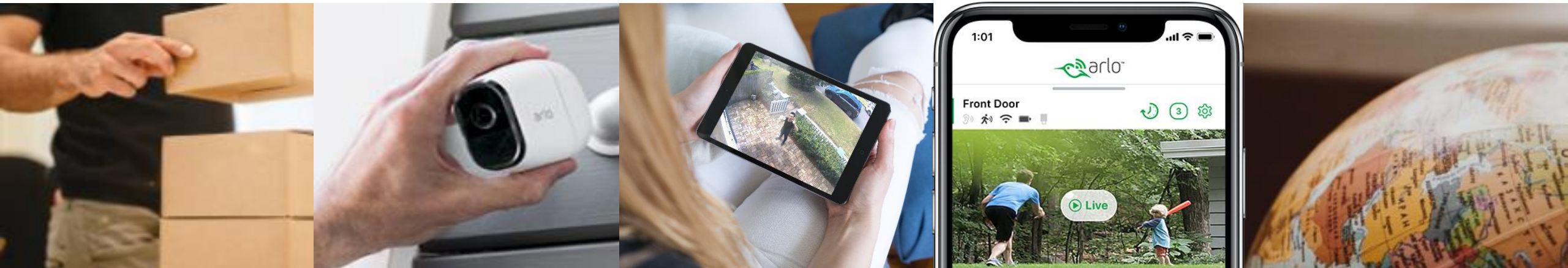
registered
users



paid
subscribers



videos streamed
per day



Note: Cameras shipped and registered users measured cumulatively as of September 30, 2018. Videos streamed per day measured for Q3 2018.

Building a Next-Gen IoT Platform

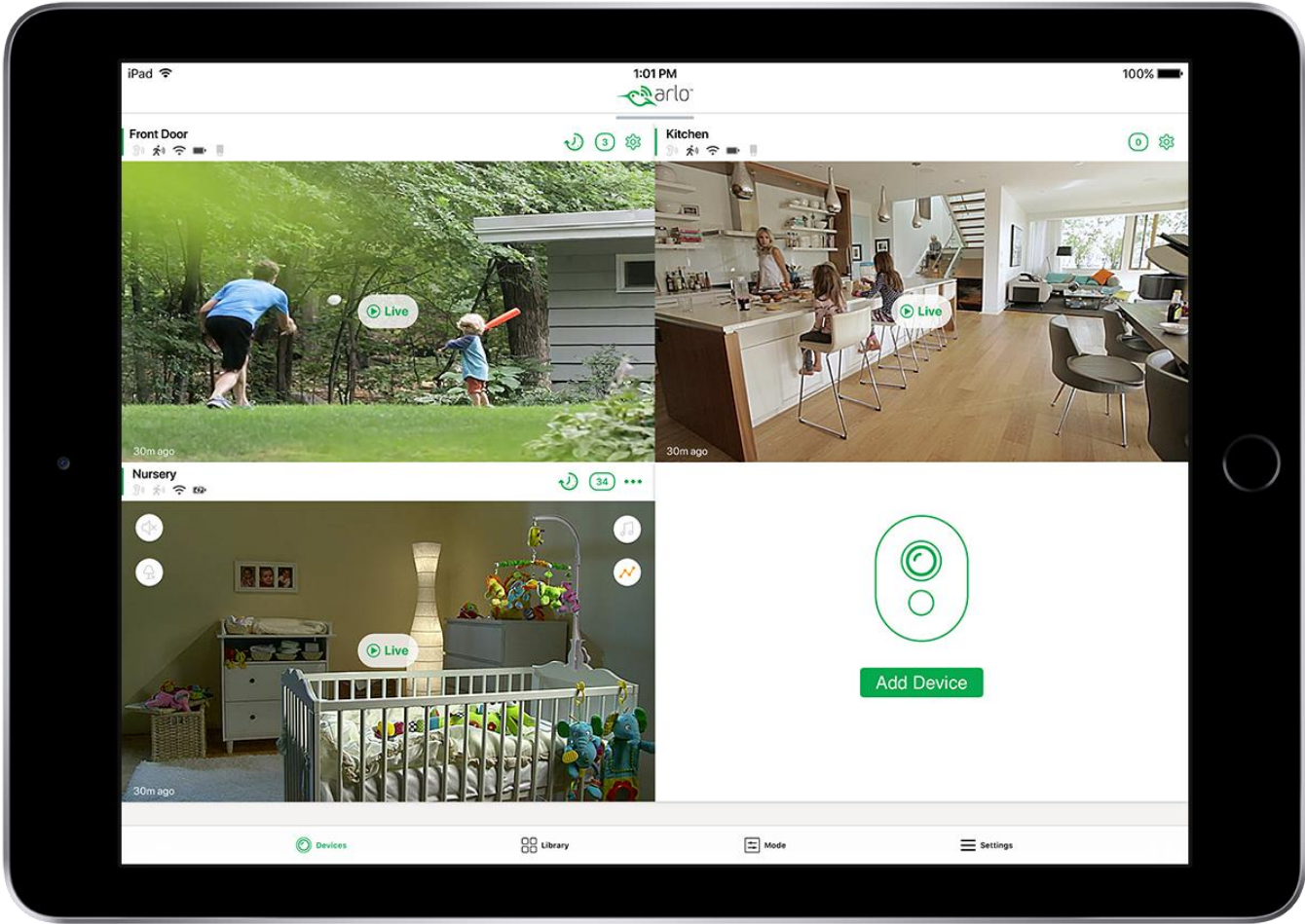


End-To-End Connected Lifestyle Platform
New Generation of IoT Providing Continuous Peace of Mind

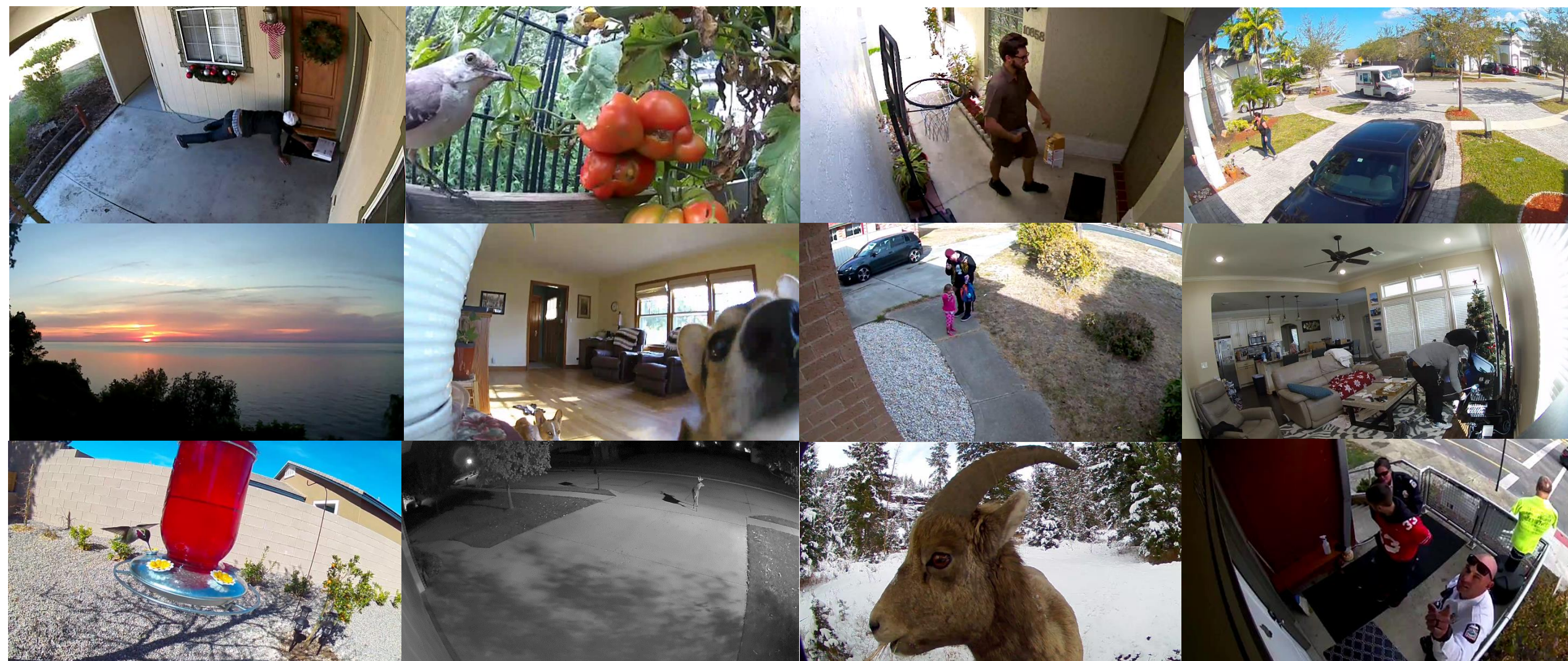
Out Of Box Experience



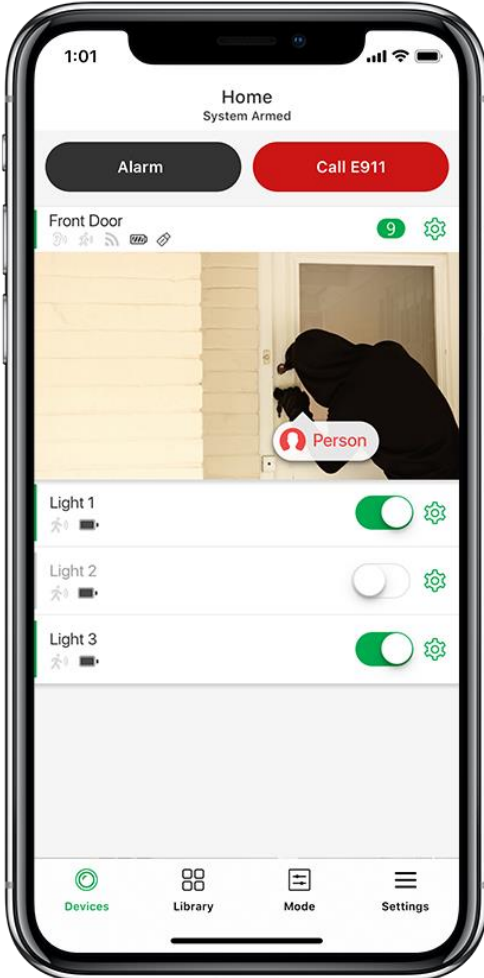
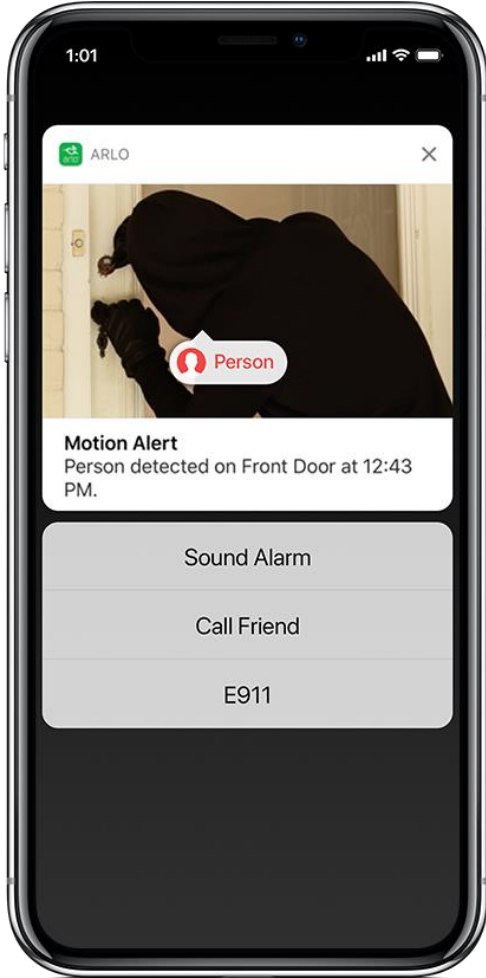
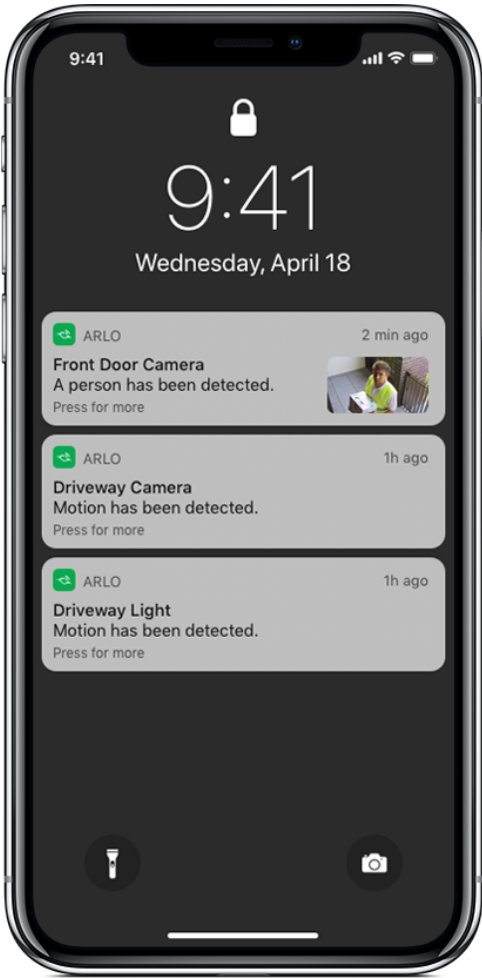
Simple DIY Setup



Emotional Content Driving Deep Engagement



Engaging Notifications



Updated Arlo Smart



Emergency Contact
E911, quick contacts



Rich Notifications
Image, video in notifications w/ CTA



Cloud Activity Zones
Motion zones for battery cameras



Person Detection
CV detection of persons



Animal Detection
CV detection of animals



Vehicle Detection
CV detection of vehicles

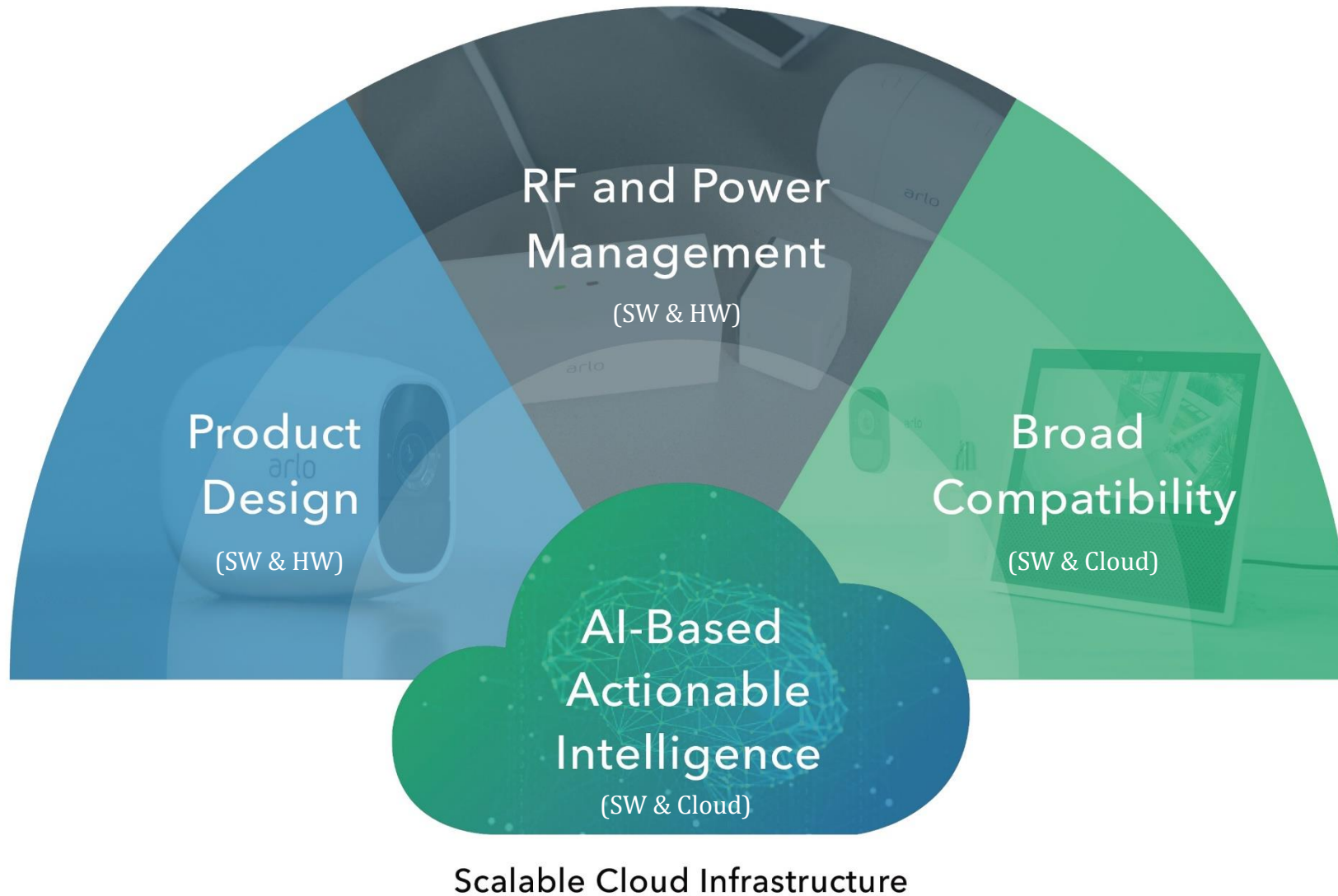


Package Detection
CV detection of packages
BETA



Alarm Detection
Audio detection of
smoke and CO2 alarms

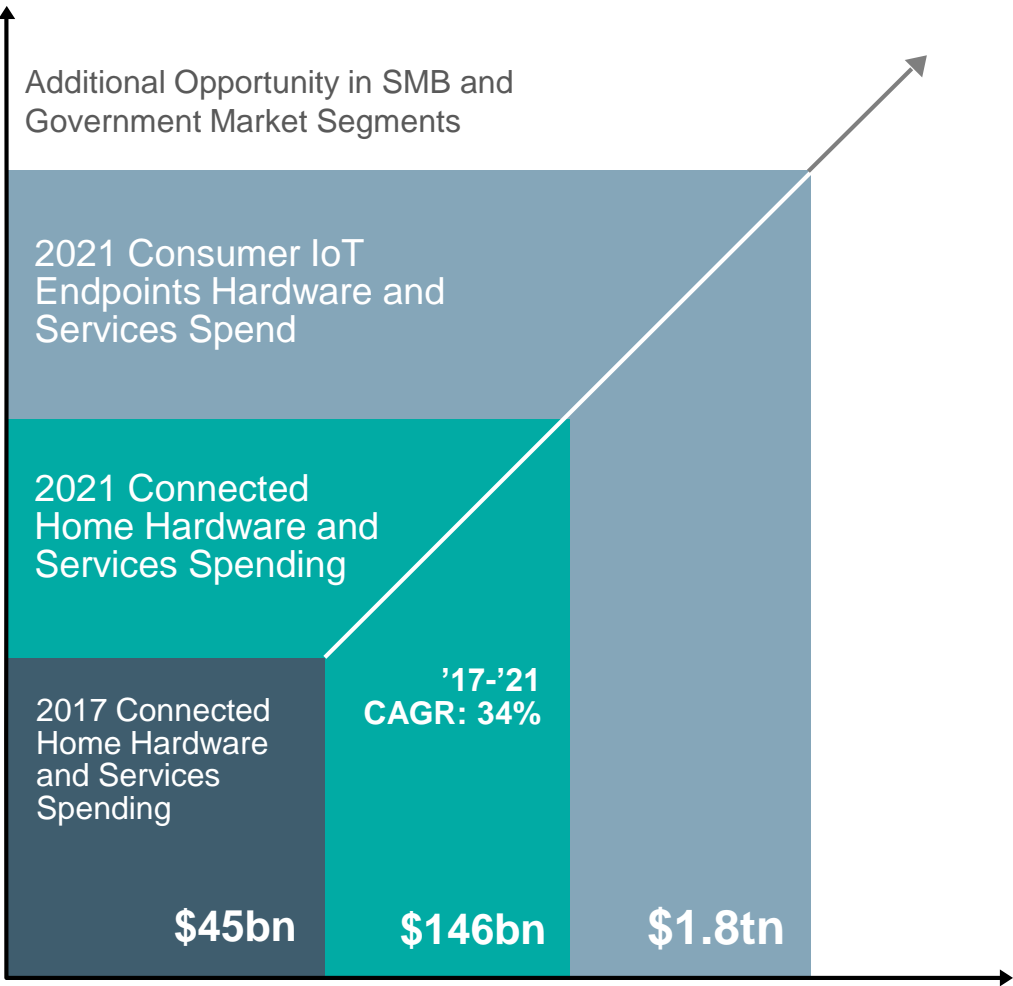
Differentiated Software & Hardware Technologies



Massive Market Opportunity Driven by Secular Tailwinds



Market Opportunity

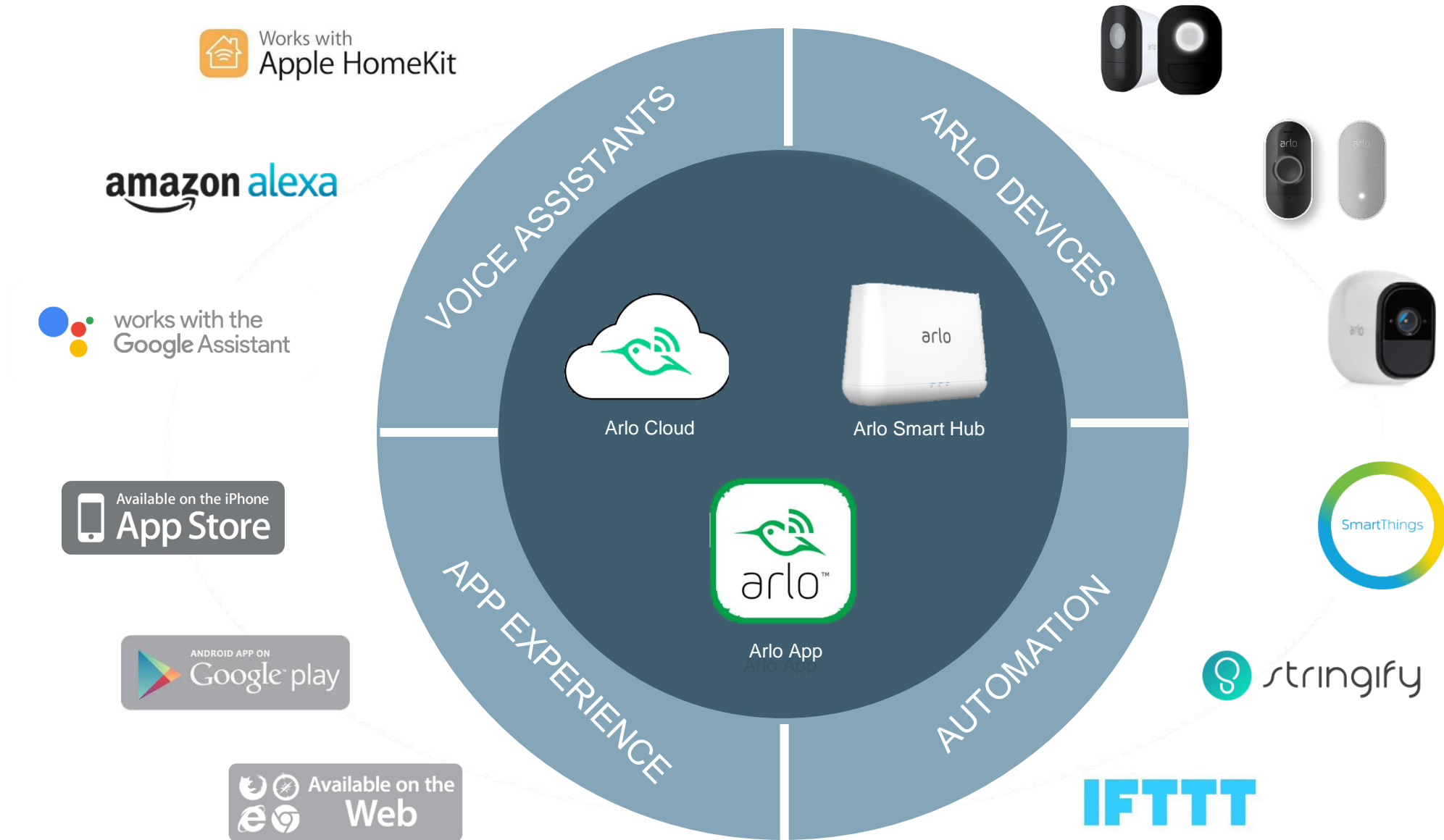


Secular Trends

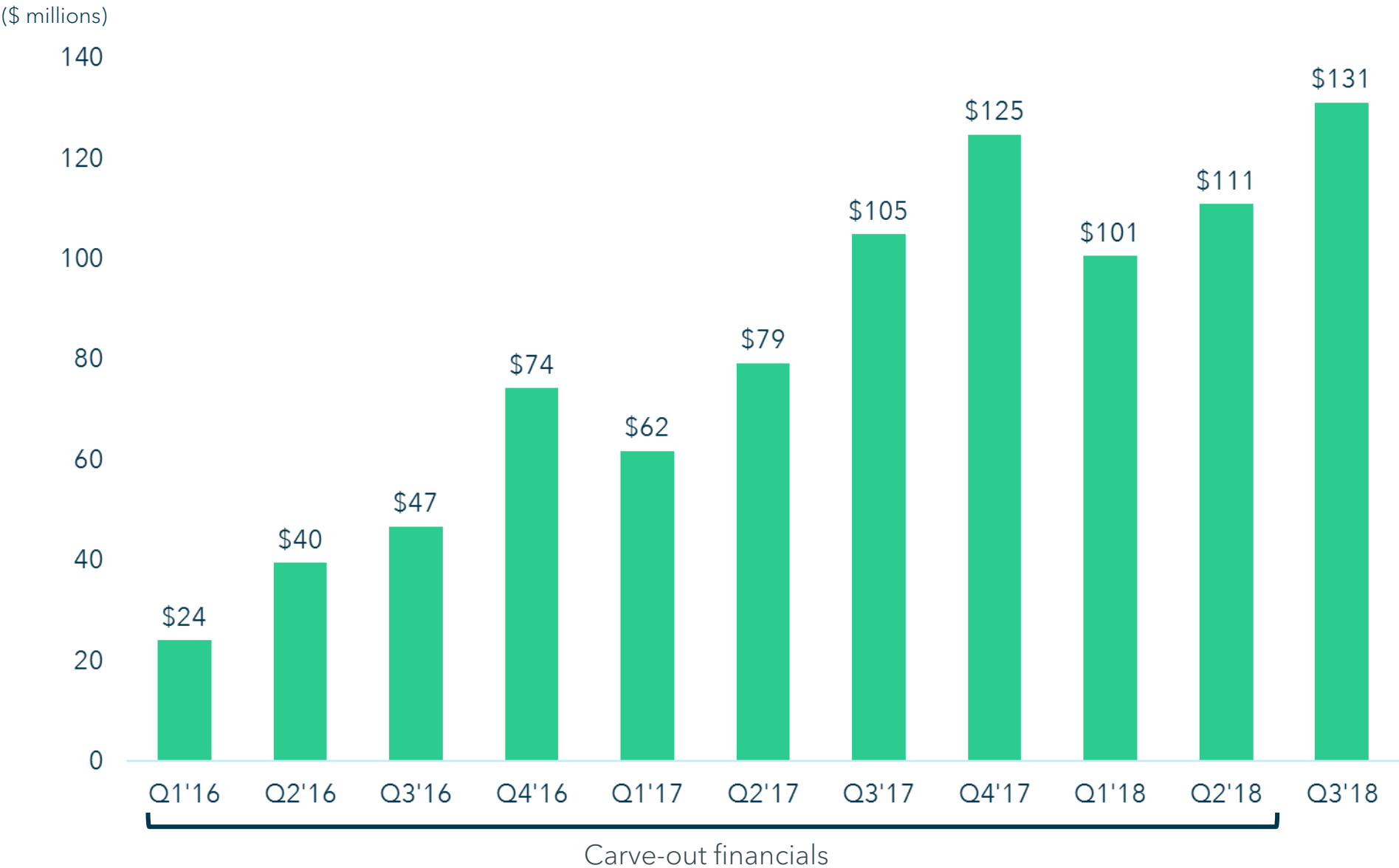


Gartner, Forecast: Internet of Things — Endpoints and Associated Services, Worldwide, 2017, 21 December 2017, Table 4.1 (Home Automation/Other, Home Energy Management, Home Security and Safety) & 12.1 (Home Security and Safety, Home Automation, Energy Management, Other).
Gartner, Forecast: Internet of Things—Endpoints and Associated Services, Worldwide, 2017, 21 December 2017, Table 4.1.

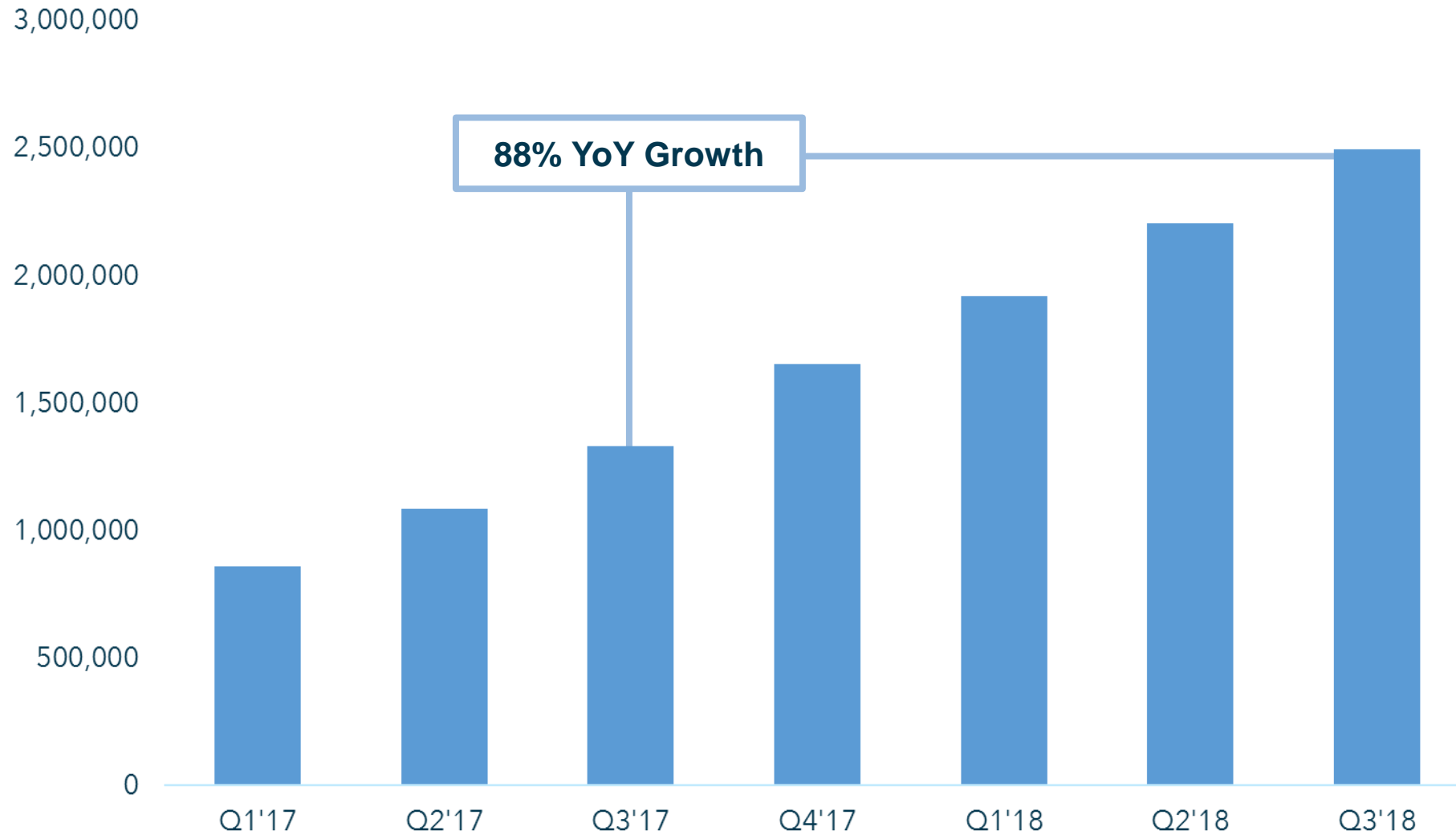
Center of the Smart Home & Connected Lifestyle



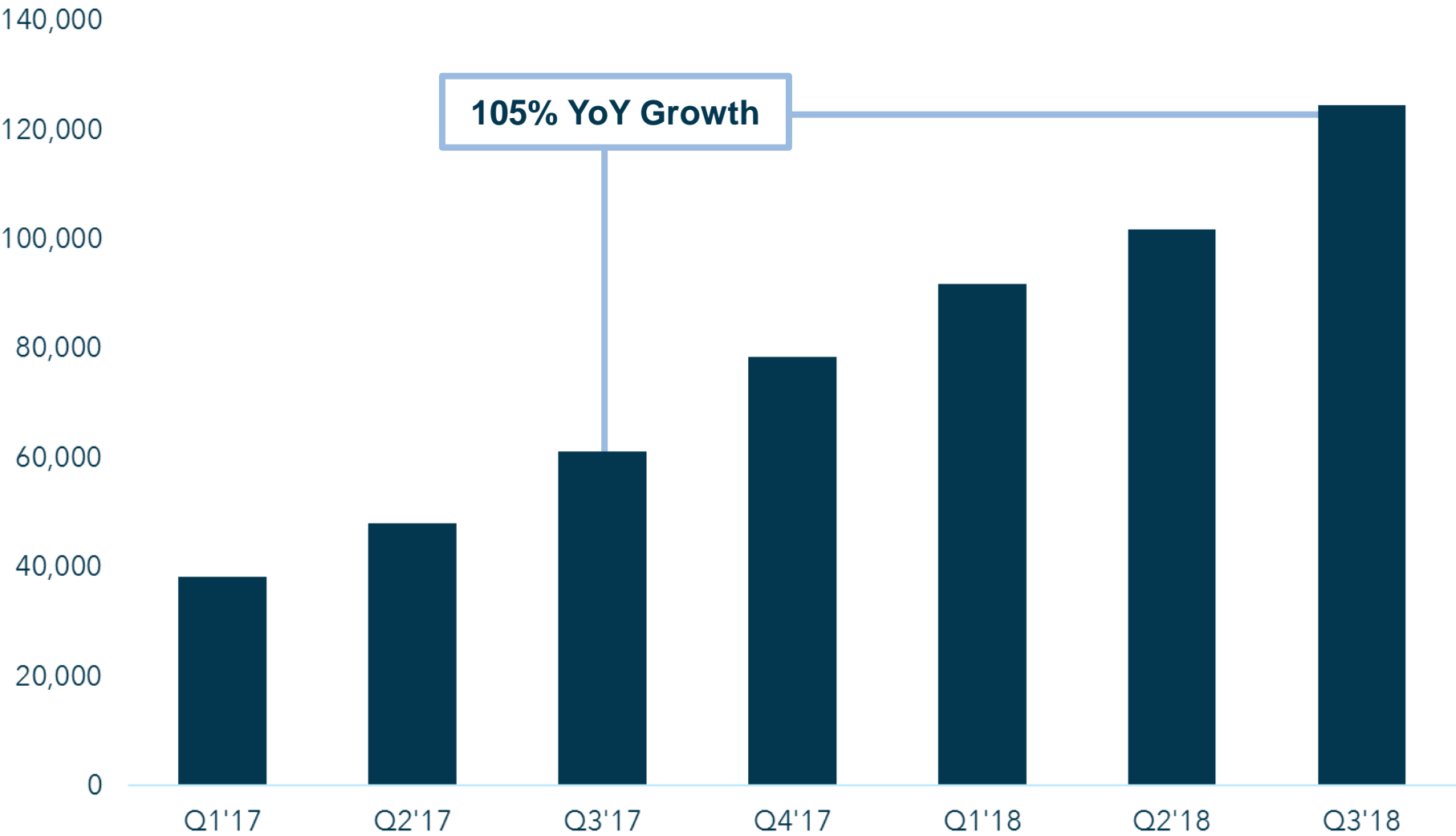
Rapid Revenue Growth Since Inception



Expanding the Registered User Install Base



Driving Paid Subscribers



Investment Highlights



- 1 Significant and Growing Market Opportunity Driven by Secular Tailwinds
- 2 Differentiated Technology Supports Deep Product Portfolio & Broad Ecosystem
- 3 Engaging & Sticky Platform Driving Services Subscription
- 4 Established Market Leader with Proven Channel and Operations Strategy
- 5 Multiple Levers Drive Growth at Scale

