ALARM.COM

Leading SaaS platform for intelligently connected properties

August 2026

Safe Harbor Statement

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements that involve risks and uncertainties. All statements other than statements of historical fact contained in this presentation, including, but not limited to, statements regarding our potential market opportunity in both the residential and commercial markets and growth drivers, including addressable markets and industry trends, expansion into new international markets and other verticals and other business and product development plans, including statements regarding product and feature releases and related benefits, market demand for our offerings, are forward-looking statements. Any such statements are not guarantees of future performance, but are based on our assumptions, expectations and beliefs as of the date of this presentation and are subject to substantial risks, uncertainties, assumptions, and changes in circumstances that may cause our actual results, performance, or achievements to differ materially from those expressed or implied in any forward-looking statement. Investors should not place undue reliance on our forward-looking statements. Our actual results and operations may differ materially from these forward-looking statements. The global economy, credit markets and financial markets have and may continue to experience significant volatility as a result of significant worldwide events, including public health crises, and geopolitical upheaval (including the ongoing conflicts in Ukraine, and in Israel and surrounding areas), disruptions to global supply chains, fluctuations in interest rates, tariffs, risk of recession and inflation (collectively, the Macroeconomic Conditions).

Macroeconomic Conditions and their economic effects may reduce demand, the reliability of the Company's network operations centers, the Company's ability to retain service provider partners and residential and commercial subscribers and sustain its growth rate, the Company's ability to manage growth and execute on its business strategies, the effects of increased competition and evolving technologies, the Company's ability to integrate acquired assets and businesses and to manage service provider partners, customers and employees, consumer demand for interactive security, video monitoring, intelligent automation, energy management and wellness solutions, the Company's reliance on its service provider network to attract new customers and retain existing customers, the Company's dependence on its suppliers, the potential loss of any key supplier or the inability of a key supplier to deliver their products to us on time or at the contracted price, the reliability of the Company's hardware and wireless network suppliers and enhanced United States tax, tariff, import/export restrictions, or other trade barriers, as well as other risks and uncertainties discussed in the "Risk Factors" section of the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission on February 19, 2026 and other subsequent filings the Company makes with the Securities and Exchange Commission from time to time. Except as required by law, we assume no obligation to update these forward-looking statements publicly or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future. Any information in this presentation on new products, features or functionality is intended to outline our general product direction. The information on new products, features, and functionality is not a commitment, promise or legal obligation to deliver any feature or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion.

NON-GAAP FINANCIAL MEASURES

This presentation also contains certain non-GAAP financial measures as defined by the SEC rules. These non-GAAP financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. As required by Regulation G, we have provided a reconciliation of those measures to their most directly comparable GAAP measures, which is available in the Appendix slides to this presentation. Please refer to our August 6, 2026 press release for information as to why we believe these non-GAAP financial measures are useful to investors and others in assessing our operating results. We urge investors not to rely on any single financial measure to evaluate our business.

AGENDA

Company Overview

Market Opportunity

The Alarm.com Platform

Our Solutions

Growth Drivers

Financial Overview

Company Overview

The cloud based (SaaS) operating system which enables service providers and their subscribers to intelligently manage and control their residential and commercial properties with highly advanced IoT technology solutions.

Founded in
2000

IPO
in June 2015;
Nasdaq:
ALRM

~12,000
service provider partners

2,058
employees

Note: Partners and employees as of December 31, 2025.

Key Investment Highlights

Clear Leader in Large & Growing Markets

Innovating to Expand Market Opportunities

SaaS Recurring Revenue Model

Strong Profitable Growth

Efficient Service Provider Go-to-Market

Alarm.com Contributes

- ✓ SaaS software for subscribers and service providers
- ✓ Enterprise services drive service provider efficiency
- ✓ Innovation engine for partners

Winning Partnership

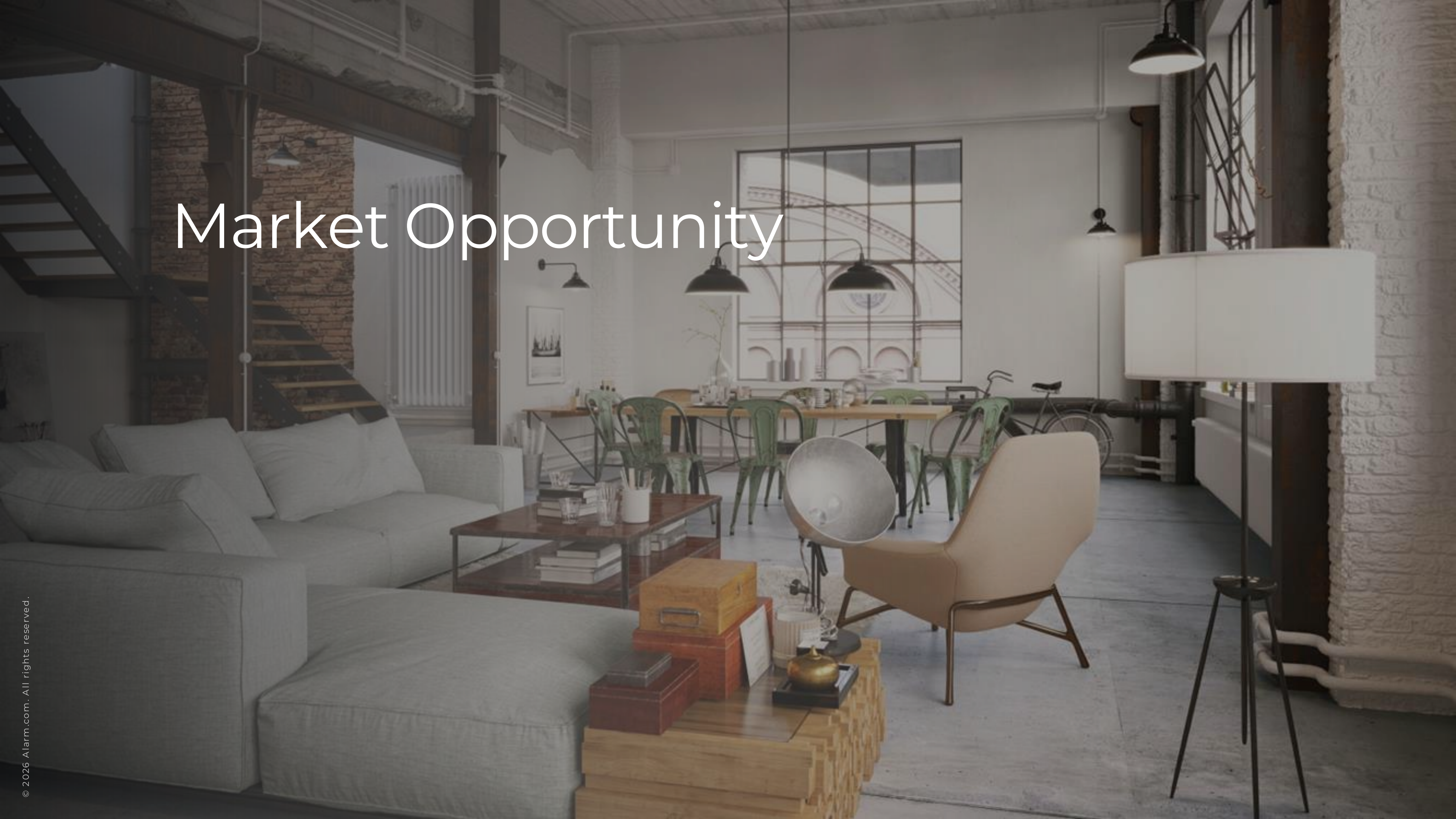
Service Provider Contributes

- ✓ Customer acquisition and marketing
- ✓ System installation and ongoing support
- ✓ Monitoring and emergency dispatch

~12K

Service provider partners [1]

1-As of December 31, 2025.



Market Opportunity

Market Opportunity

Over 500 million serviceable properties and growing

Leveraging our technology leadership and scale in core markets to expand into emerging market opportunities.

Growth in Adjacent Markets

Commercial
Video analytics
Advanced monitoring & Event response
Active shooter events

International Expansion

Currently in 80+ countries, partnered with leading global security providers, and expanding market depth and breadth.

Develop Emerging AI and IoT Opportunities

Lead secular technology trends and emerging opportunities.

Global Residential Opportunity

US & Canada Markets

140 million
Addressable properties

29 Million

400M

Total Serviceable Homes [1]

67M

Homes with Monitored Security [1]

Properties Powered by Alarm.com

International Markets

262 Million
Addressable properties

38 Million

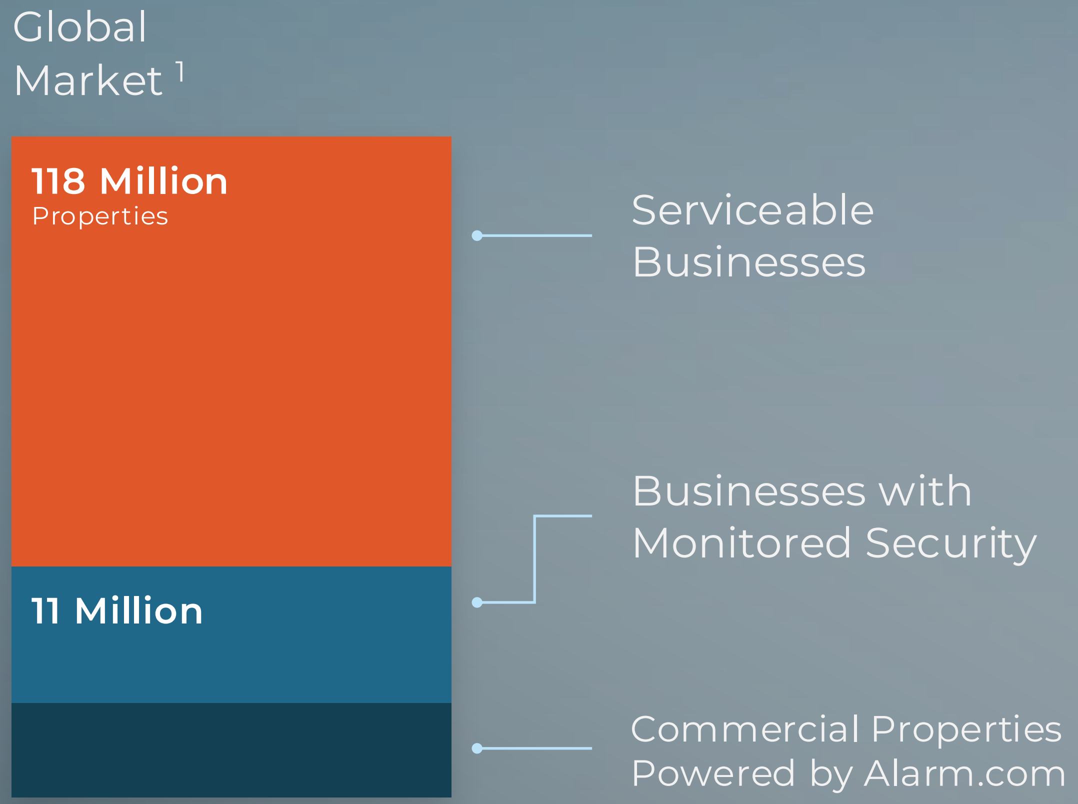
1-Parks Associates, Residential Security Forecast, 2025 and Properitary Alarm.com Research.

Global Commercial Opportunity

Growth Dynamics

Long-term cyclical upgrade opportunity from traditional systems to Alarm.com's intelligent, unified security, video, and access control solutions.

Robust solution suite increases commercial account ARPU by 2 to 6 times over residential.



1-Omdia, Commercial Remote Monitoring Services Report, 2022. Properitary Alarm.com Research.

Commercial Opportunity

Small & Medium Business Segment

- ✓ Opportunity to upgrade from traditional systems to integrated, smart business solutions
- ✓ ~6M target properties in U.S. with high penetration of traditional services

Enterprise Commercial Segment

- ✓ Legacy video solutions are shifting to cloud-based architectures powered by A.I. capabilities
- ✓ Video Surveillance-as-a-Service revenue is expected to grow at a 26% CAGR from 2023 to 2028.

Sources: Omdia, Commercial Remote Monitoring Services Report, 2022 and Video Surveillance & Analytics Database, 2024.

The Alarm.com Platform

Alarm.com Platform

A unified experience

Intelligent Solutions

Security · Access · Video · Energy · Lights · Garage · Water · Wellness · Solar

Internet of Things Ecosystem

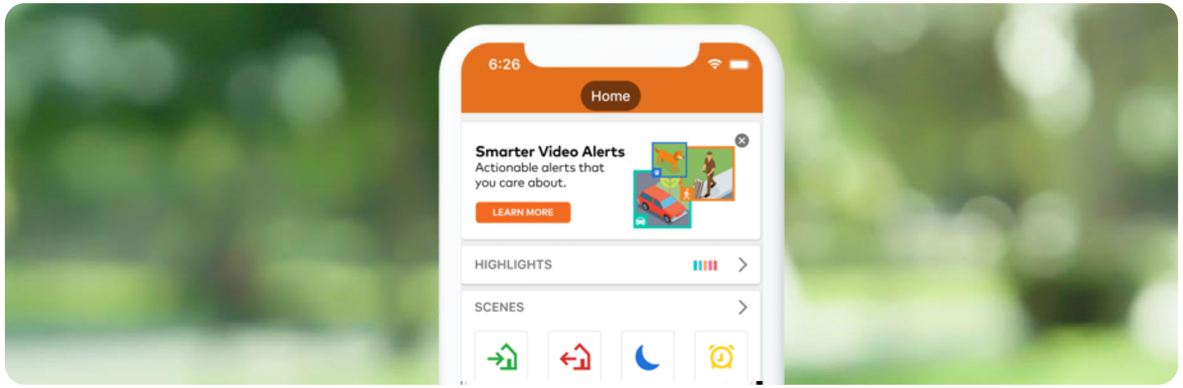
Aeotec, Alfred, BALDWIN, danalock, deako LIGHTING, DSC, EATON, ecobee, ENPHASE, GENIE, HAVEN, HID, iblinds, iDevices, inovelli, JASCO, Johnson Controls, Kwikset, LENNOX, LEVITON, LiftMaster, LUTRON, MERCURY SECURITY, MOEN, NORTEK CONTROL, ORRO, OVERHEAD DOOR, PHYN, Qolsys, rachio, RAIN BIRD, SCHLAGE, Schneider Electric, sengled, SKYBELL, solaredge, somfy, SONOS, SQUARE D, STELPRO, Yale

Advanced Cloud Platform

powered by ALARM.COM®

Intelligent Cloud-Based Solutions

For Subscribers



Interactive Security

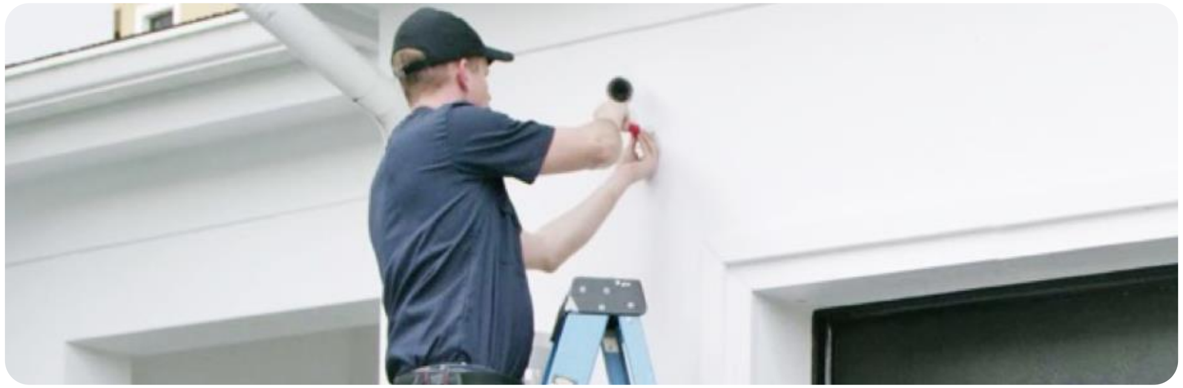
Intelligent Automation

Video Surveillance

Wellness Solutions

Energy Management

For Service Providers



Sales & Marketing

Business Intelligence

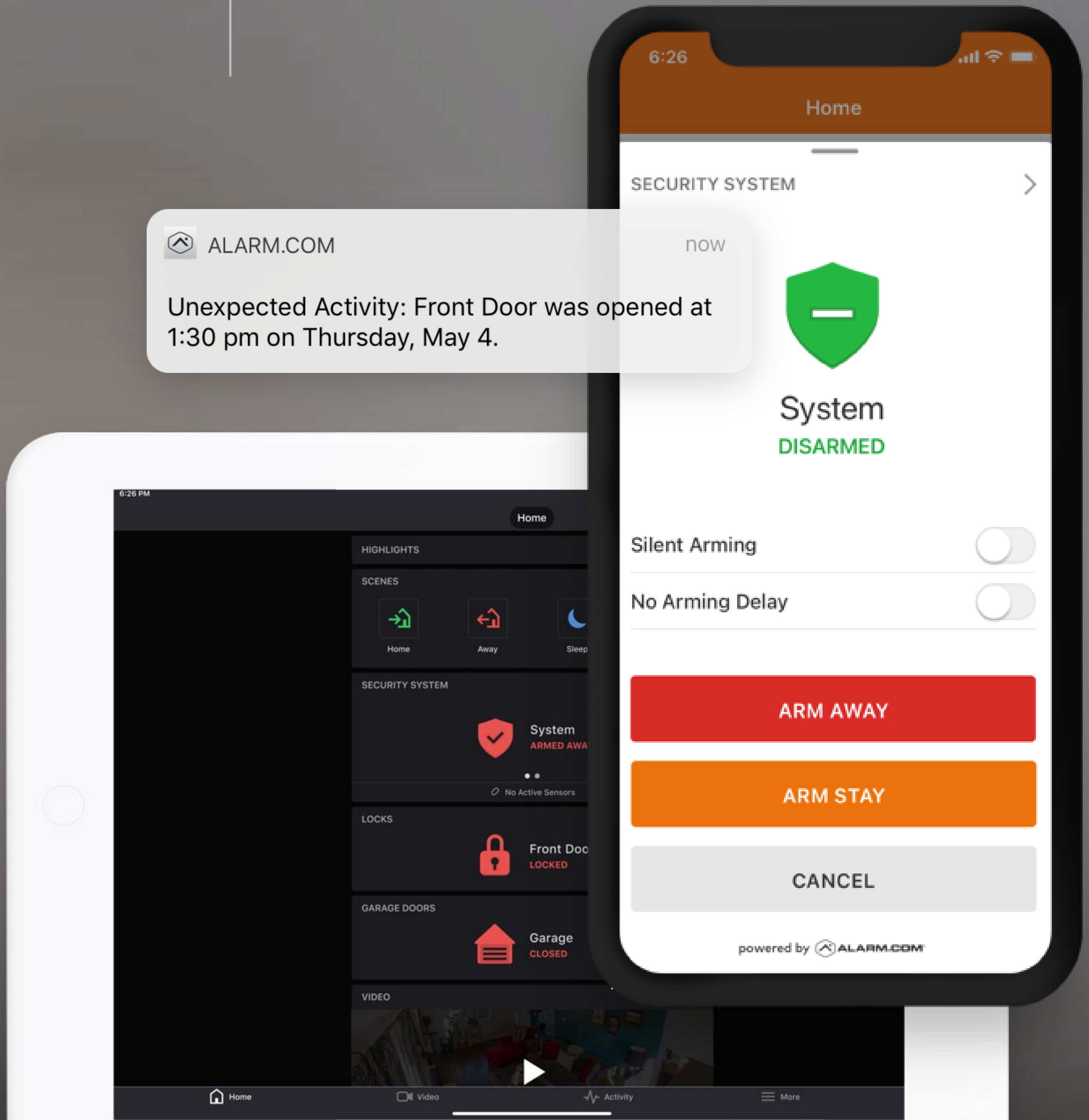
Installation & Support

Remote Diagnostics

Customer Engagement

Smarter Security

- ✓ Reinvented home security
- ✓ AI - powered smart alerts
- ✓ Proactive protection and awareness
- ✓ Securely manage property access with multi-device user codes and schedules
- ✓ Patented security capabilities



Video Analytics

Enhanced Service plans for residential and business customers

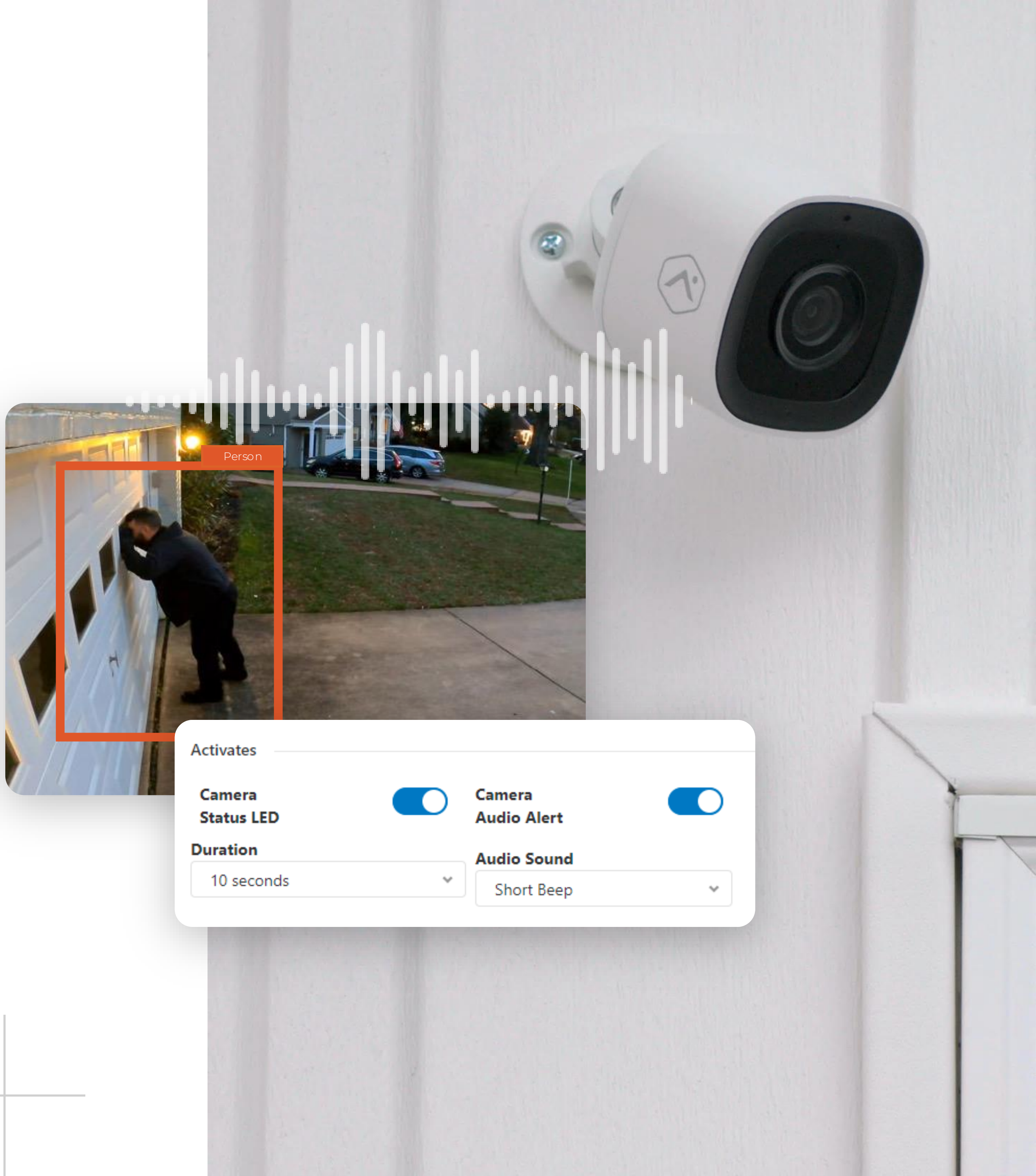
Alerts that matter

- ✓ Advanced security and awareness
- ✓ Detect cars, people, and animals
- ✓ Easily customize to identify highly specific activity
- ✓ Catch the unexpected and deter the unwanted

Perimeter Guard®

AI-based object detection and smart alerts

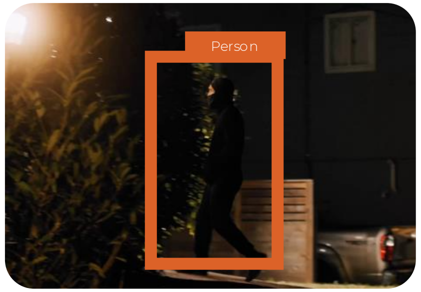
- ✓ Feature specifically reacts to individuals entering your property
- ✓ Attention-grabbing audio alerts and blinking red LED ensure people are fully aware of the camera's presence – deterring intrusion
- ✓ Easily configure as part of a Video Analytics rule



AI Deterrence

“You are trespassing on private property”

AI-based proactive deterrence for residential and commercial markets



Video Analytics

Detects a person, animal, or vehicle, and responds automatically

Warning Response

3000 Lumen floodlight and red and blue warning response lights

Escalated Response

Engage and deter potential bad actors with two-way talk-down.

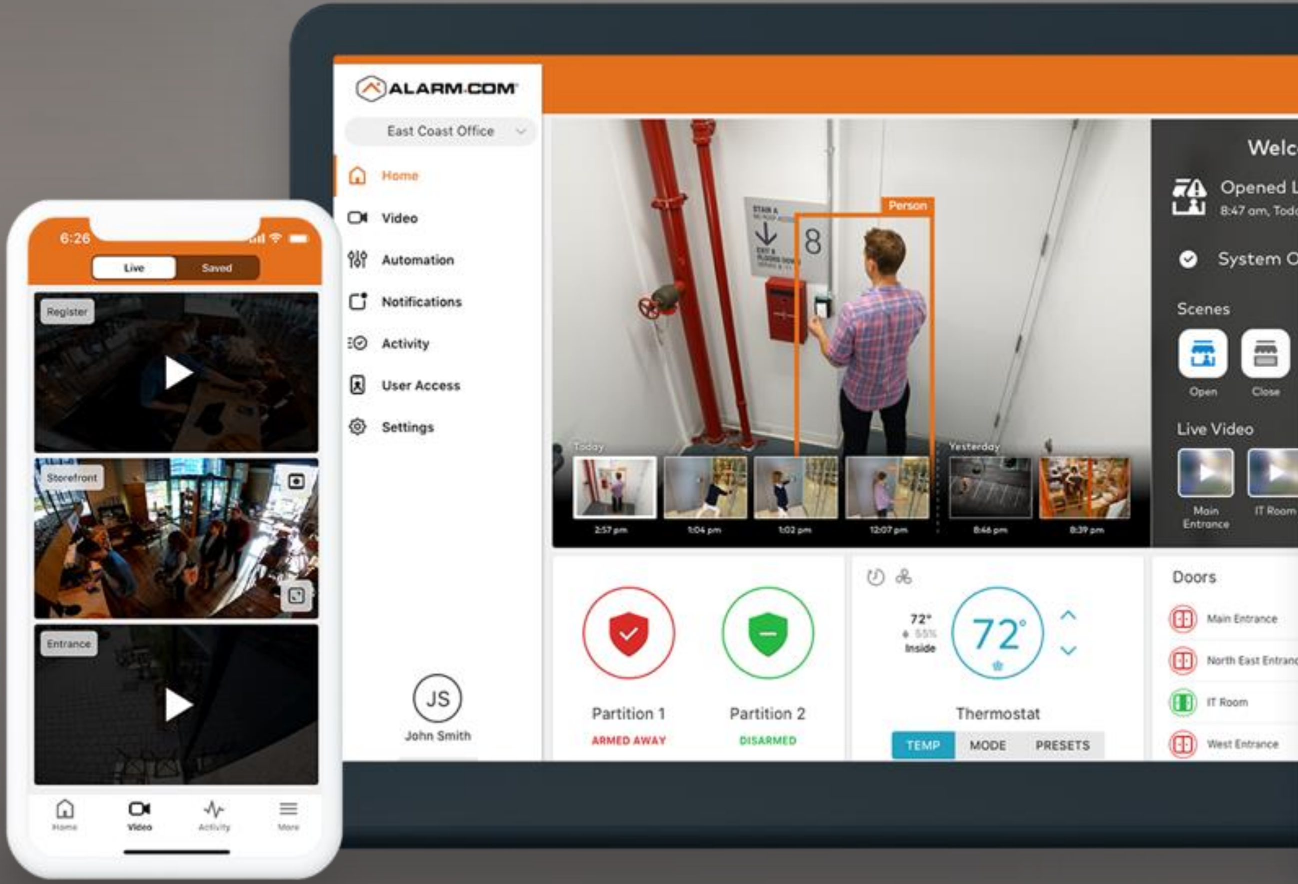
A Unified Commercial Solution

Integrated solutions drive depth of service and increased ARPU

Security & Intrusion

Video Surveillance

Access Control



Total Business Awareness

- Alarm activated
- Business opened late/closed early
- Power outage
- Unexpected activity
- Temperature out of range
- Invalid access attempt
- Vehicle/person approaching after hours
- Occupancy limit exceeded
- Location summary

ALARM.COM for BUSINESS

Play Video

ALARM AI

- Large Language Models
- Video Analytics
- Service Provider Analytics
- HVAC Analytics
- Quality Engineering Analytics
- Unexpected Activity
- Wellness
- Business Intelligence

Play Video

Growth Drivers

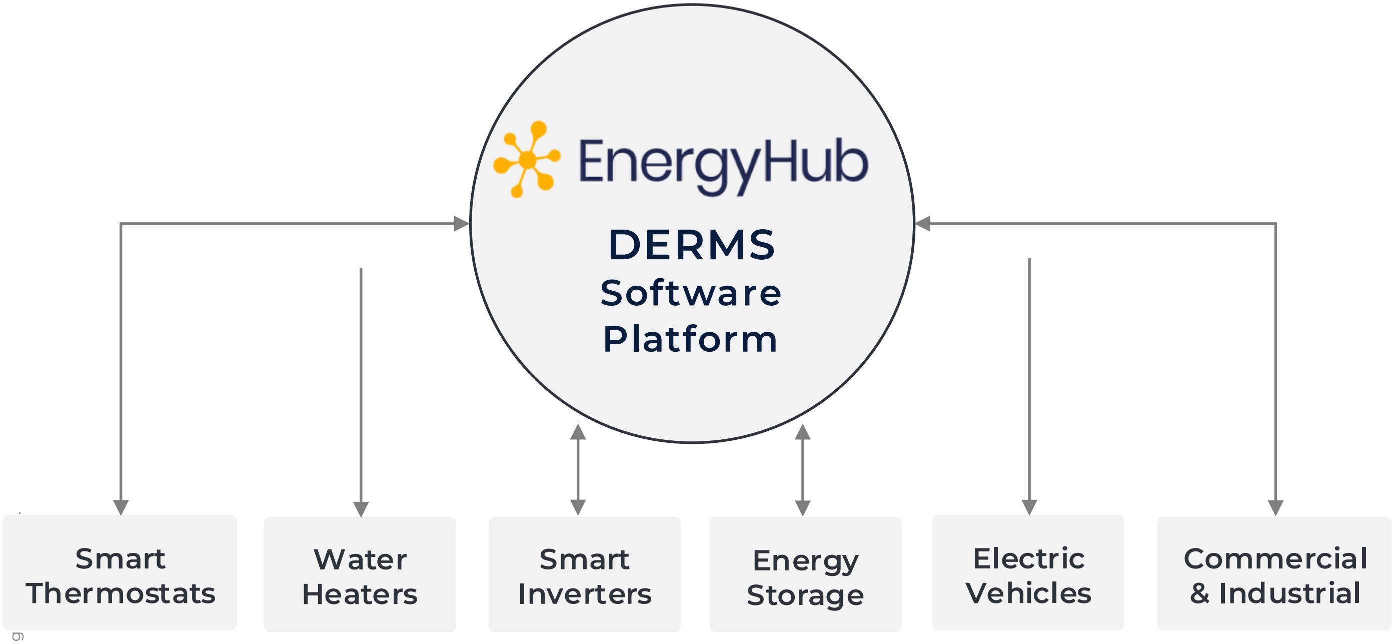
Compelling Growth Drivers

- Grow commercial
- Grow international
- Expand EnergyHub
- Add more subscribers
- Upsell existing subscribers
- Grow vertical businesses
- Add service provider partners

EnergyHub

Enterprise software solutions for energy utilities

Harnesses millions of distributed energy resources (DERs) to create virtual power plants (VPPs) that provide critical grid flexibility and load management capabilities for utilities.



Market leader

Supports 300+ programs across ~240 utilities and local power companies.

Over 2.5m DERs enrolled and actively orchestrated

Largest multi-class connected device ecosystem

Pioneered Bring Your Own Thermostat® program delivery model

Growing TAM

The global market for VPPs is estimated to be $5 billion in 2024, and expected to grow at a CAGR of 22% from 2025 to 2030[1]

Select Partners

aps | AVANGRID | DUKE ENERGY | EVERSOURCE | SOUTHERN CALIFORNIA EDISON | nationalgrid | LA DWP Los Angeles Department of Water & Power

1 - Grand View Research. *Virtual Power Plant Market Size*, 2025-2030

Global Market

2B

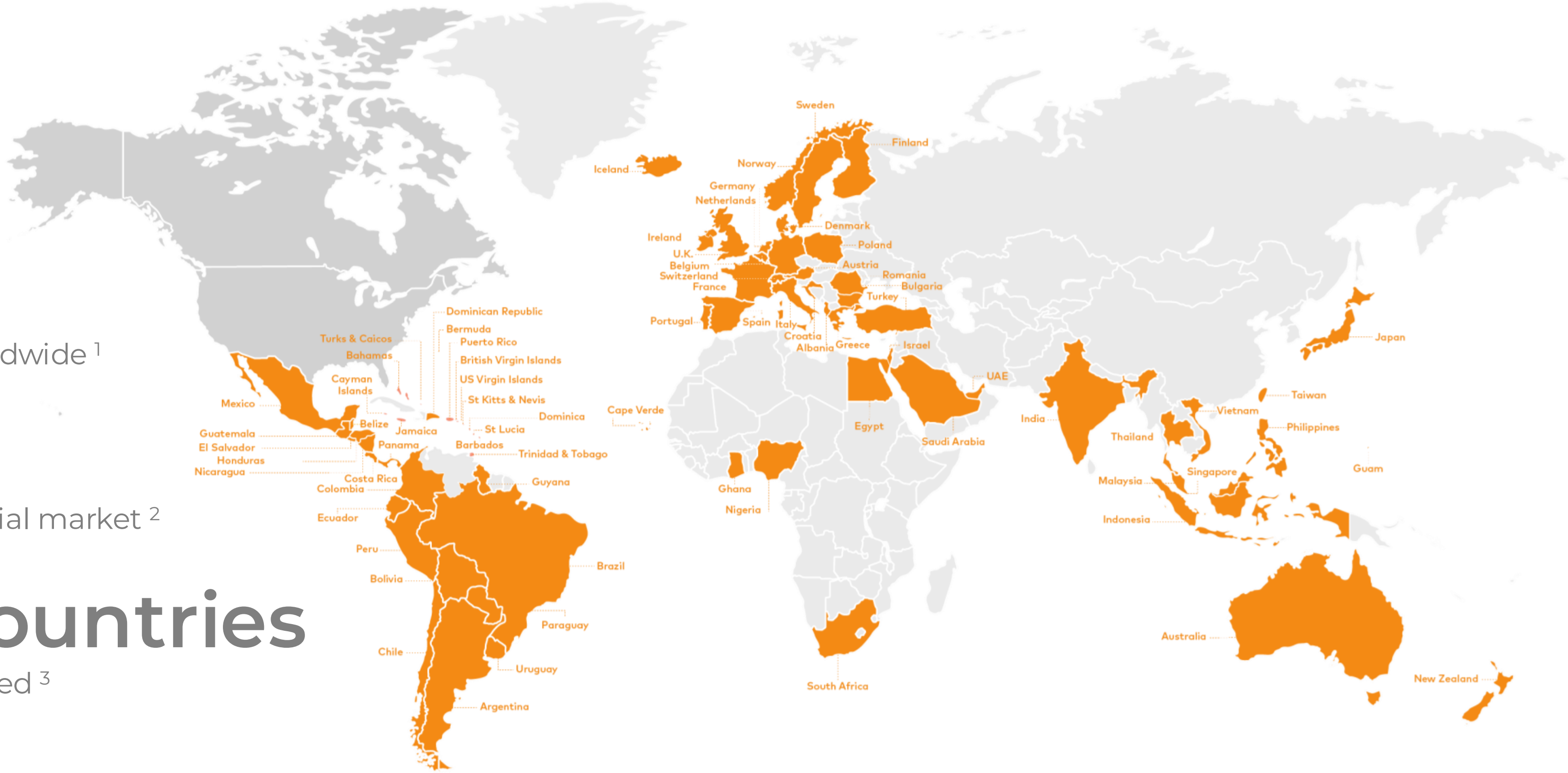
Households worldwide [1]

$32B

Global commercial market [2]

80+ Countries

Solutions delivered [3]



Select International Partners

G4S | gtd | Johnson Controls | NET | SECURITAS

Alarm.com services are available

1 – World Population Review 2026.
2 – Omdia, Physical Physical Security Equipment & Services Report, 2024.
3 – As of Dec. 31, 2025.

PointCentral®

Enterprise smart home automation services for property management of multi-family dwellings, single-family homes, and vacation rentals.

Advantages

- ✓ Operational efficiencies for operators
- ✓ Asset protection for owners
- ✓ In-demand amenity for residents

Market Opportunity

27 MILLION
Multi-family units

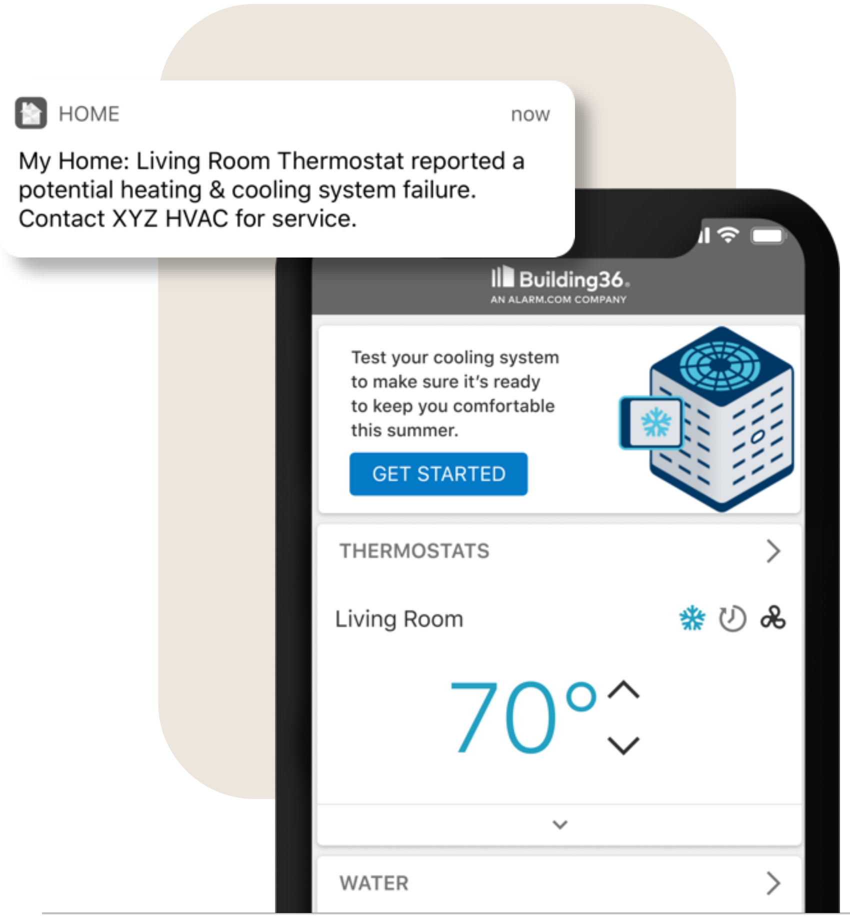
~2 MILLION
Vacation rental properties

Sources: National Multifamily Housing Council, Urban Institute, Wall Street Journal, and Hostfully industry report, 2021.

Building36®

Enabling the HVAC channel to deliver advanced smart home automation solutions

- ✓ Integrated home energy management, automation, and video services
- ✓ Service revenue opportunity for HVAC channel
- ✓ AI models monitor HVAC and proactively detects trouble conditions before escalating into higher cost repairs or failures



Select Partners

LENNOX · Amana Heating & Air Conditioning · BELIMO · GRUNDFOS · RBM FOR EFFICIENCY

Conserving Energy and Resources

Our EnergyHub Subsidiary Enables Decarbonization

Renewable Energy Resources

EnergyHub enables utilities to increase use of zero-carbon generation by intelligently managing electricity demand to match the output of intermittent renewable energy resources.

42m pounds of CO2 Emissions Reduction

Electric utilities avoided an estimated 42 million pounds of CO2 emissions in 2022 alone using EnergyHub's demand response software.

Electric Vehicles (EVs)

The mass-scale adoption of EVs is essential to decarbonizing the transportation sector but will significantly increase electricity demand. EnergyHub intelligently manages EV charging to enable utilities to meet peak charging demand and allow for greater EV adoption.

Alarm.com Leverages a Rich Set of Data to Reduce Energy and Water Waste

ENERGY STAR® rated Smart Thermostat

Our smart thermostats know when the property is empty or if a window or door is left open and automatically adjusts to save energy.

Whole Home Smart Water Solutions

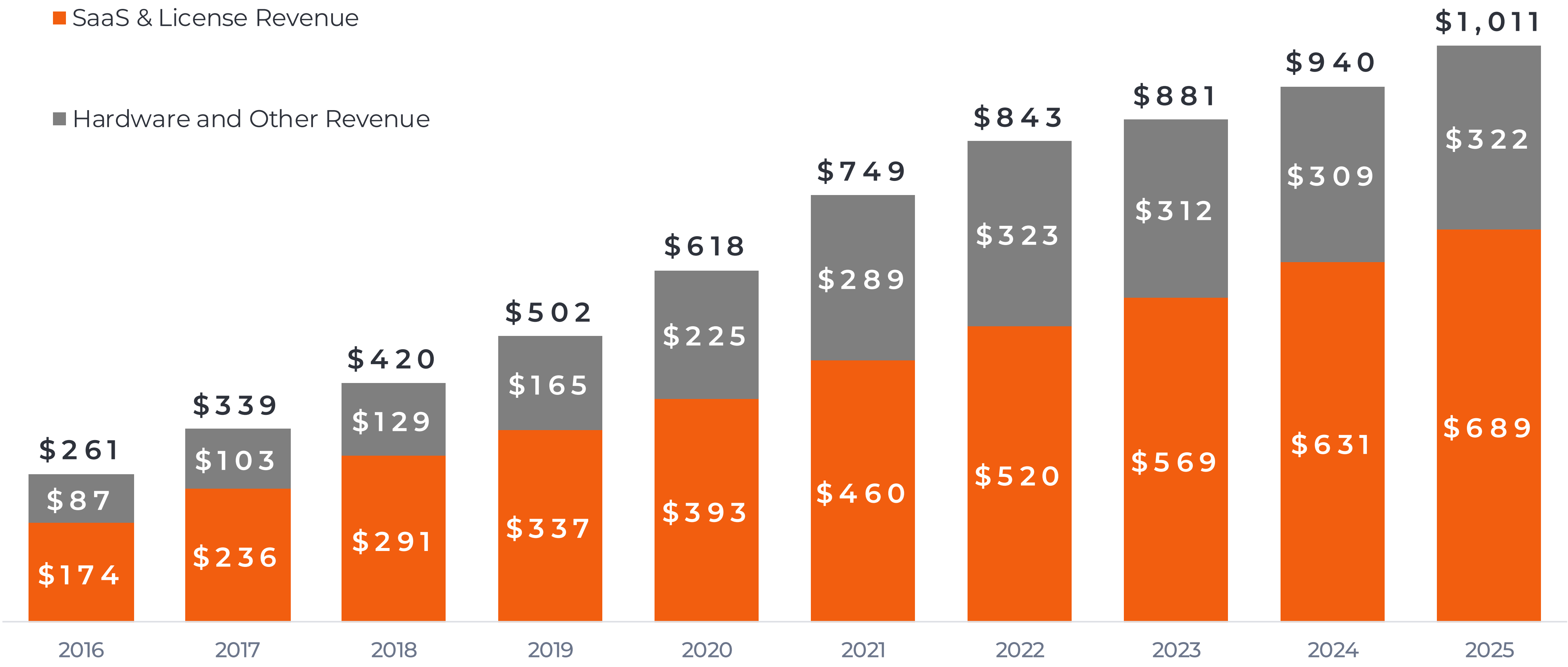
Devices and sensors work together to monitor water flow. When leaks or floods are detected, Alarm.com helps eliminate waste by automatically alerting subscribers and shutting off the water supply. Our solution also provides information about water usage, historical trends, and comparisons with expected usage levels.

HVAC analytics

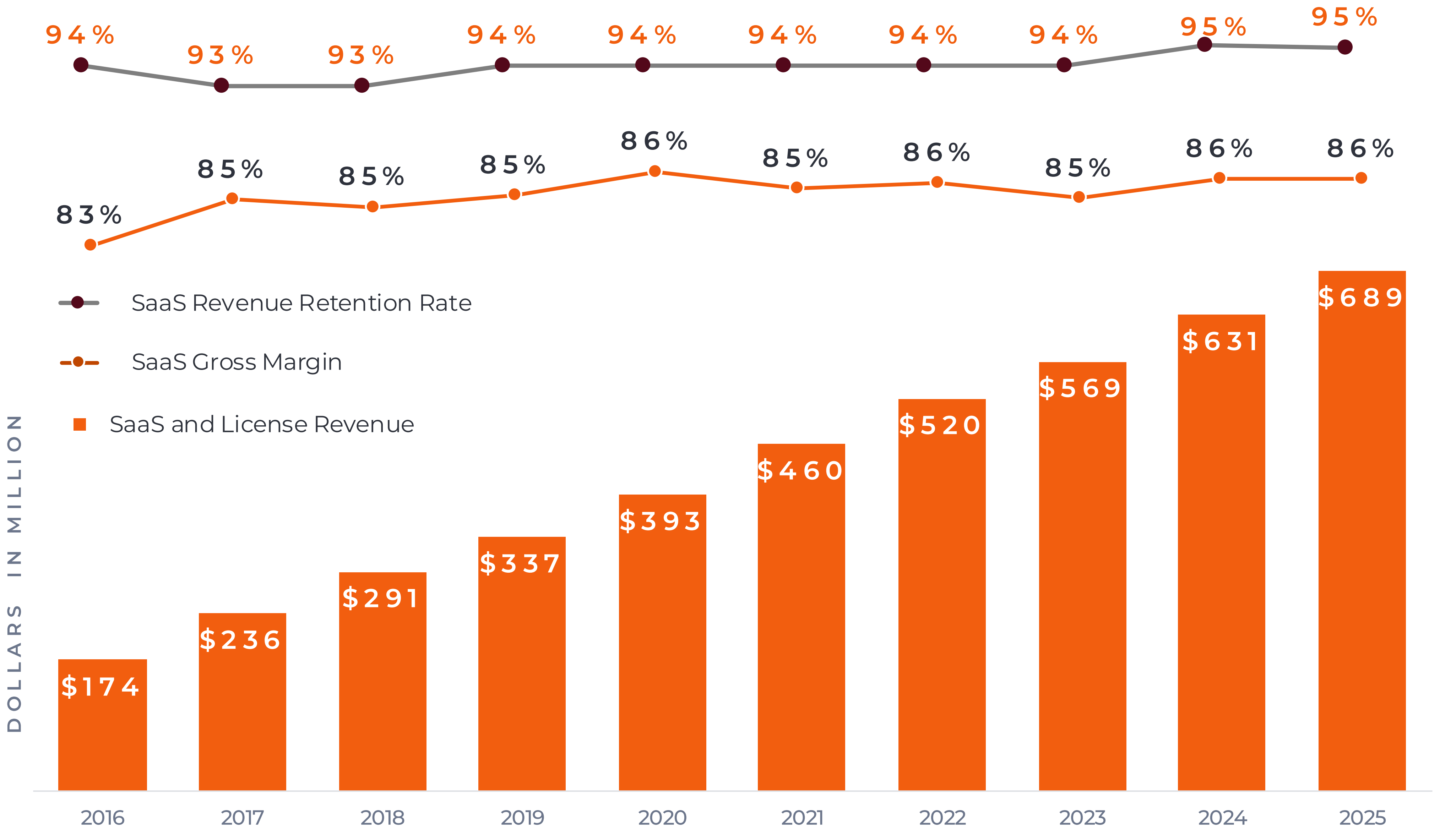
Machine learning monitors HVAC system performance and proactively alerts homeowners about inefficient operations and trouble conditions.

Financial Overview

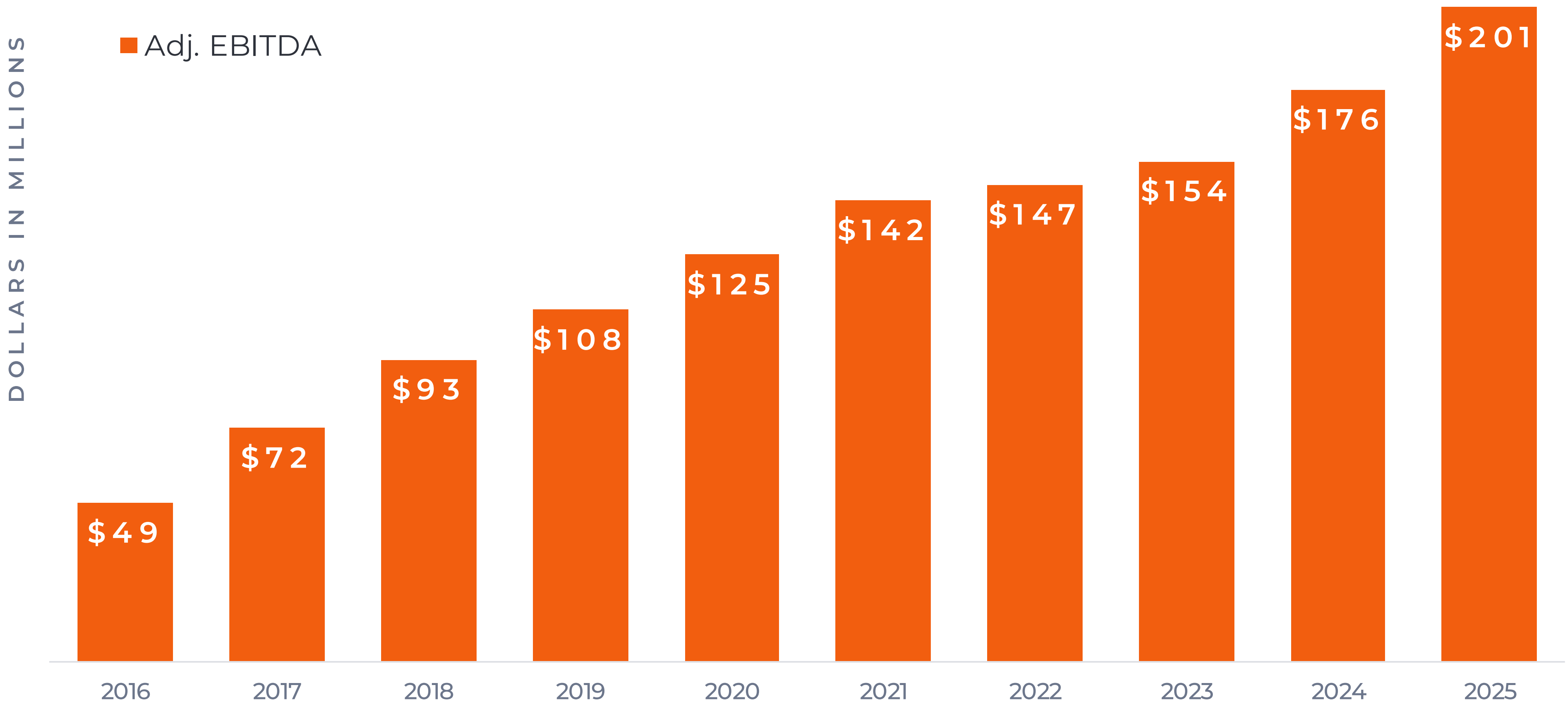
Consistent Revenue Growth



High SaaS Gross Margins & Retention Rate



Track Record of Profitability



Appendix

Investor Data Sheet 1/4

Alarm.com Holdings, Inc.

Select Financial Data | Fiscal Year End December 31 | ($ in thousands)

Statement of Operations Data:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
SaaS and license revenue	$569,200	$631,198	$689,397	$159,276	$165,651	$163,800	$169,993	$175,372	$180,232	$181,524	$188,778
Hardware and other revenue	312,482	308,629	321,790	81,221	76,589	75,022	84,315	81,028	81,425	83,669	88,956
Total Revenue	**$881,682**	**$939,827**	**$1,011,187**	**$240,497**	**$242,240**	**$238,822**	**$254,308**	**$256,400**	**$261,657**	**$265,193**	**$277,734**
Cost of SaaS and license revenue	85,898	89,512	96,200	23,099	23,891	21,568	23,653	24,233	26,746	27,895	29,917
Cost of hardware and other revenue	239,261	236,637	246,095	61,649	59,713	56,666	63,809	63,329	62,291	62,616	65,736
Total Cost of Revenue	**$325,159**	**$326,149**	**$342,295**	**$84,748**	**$83,604**	**$78,234**	**$87,462**	**$87,562**	**$89,037**	**$90,511**	**$95,653**
Net income	$80,340	$122,513	$131,628	$36,456	$30,133	$27,712	$34,217	$35,100	$34,599	$23,382	$24,208
Net income attributable to common stockholders	81,043	124,116	132,574	36,682	30,328	27,950	34,552	35,338	34,734	23,583	24,246
Net income attributable to common stockholders per share, diluted	$1.53	$2.29	$2.46	$0.67	$0.56	$0.52	$0.63	$0.65	$0.66	$0.47	$0.48
Weighted-average common shares outstanding - diluted	54,625,434	57,993,019	58,923,815	59,780,908	59,961,161	60,077,647	60,137,204	58,461,103	56,587,638	56,322,662	55,924,506
Balance Sheet Data (as of):											
Cash and cash equivalents	$696,983	$1,220,701	$960,584	$1,170,605	$1,220,701	$1,186,195	$1,024,862	$1,066,583	$960,584	$497,449	$479,418
Non-GAAP Financial Measures[1]:											
Non-GAAP adjusted EBITDA[1]	$153,967	$176,246	$201,309	$50,157	$46,189	$45,828	$49,894	$55,522	$50,065	$49,573	$57,704
Non-GAAP adjusted net income[1]	112,599	125,840	141,290	35,130	32,305	32,031	34,977	39,333	34,949	34,520	41,042
Non-GAAP adjusted net income attributable to common stockholders[1]	113,154	127,106	142,037	35,308	32,459	32,219	35,241	39,521	35,056	34,679	41,072

1 - Non-GAAP adjusted EBITDA, adjusted net income and adjusted net income attributable to common stockholders are non-GAAP financial measures - see next page for reconciliation to GAAP.

Investor Data Sheet 2/4

Alarm.com Holdings, Inc.

Non-GAAP Reconciliations | Fiscal Year Ended December 31 | ($ in thousands)

Non-GAAP Adjusted EBITDA:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Net income	$80,340	$122,513	$131,628	$36,456	$30,133	$27,712	$34,217	$35,100	$34,599	$23,382	$24,208
Adjustments:											
Interest expense, interest income and certain activity within other (expense) / income, net	(32,229)	(36,059)	(33,120)	(9,888)	(9,562)	(5,769)	(6,005)	(10,686)	(10,660)	2,606	704
Provision for income taxes	17,485	19,294	37,620	6,718	8,945	7,307	5,458	15,200	9,655	5,856	7,737
Income from equity method investments, net	-	-	(2,642)	-	-	25	(341)	(2,793)	467	(245)	(849)
Amortization and depreciation expense	31,424	29,131	30,819	7,612	7,102	7,024	7,534	7,793	8,468	9,092	8,964
Stock-based compensation expense	47,283	41,242	33,190	9,194	9,567	9,458	8,934	8,221	6,577	8,049	7,576
Acquisition-related expense	621	108	1,872	61	3	50	10	898	914	59	33
Litigation expense	9,043	17	1,942	4	1	21	87	1,789	45	774	9,331
Total adjustments	73,627	53,733	69,681	13,701	16,056	18,116	15,677	20,422	15,466	26,191	33,496
Non-GAAP Adjusted EBITDA	**$153,967**	**$176,246**	**$201,309**	**$50,157**	**$46,189**	**$45,828**	**$49,894**	**$55,522**	**$50,065**	**$49,573**	**$57,704**
Net Income Margin	**9%**	**13%**	**13%**	**15%**	**12%**	**12%**	**13%**	**14%**	**13%**	**9%**	**9%**
Non-GAAP Adjusted EBITDA Margin	**17%**	**19%**	**20%**	**21%**	**19%**	**19%**	**20%**	**22%**	**19%**	**19%**	**21%**

Non-GAAP Adjusted Net Income:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Net income, as reported	$80,340	$122,513	$131,628	$36,456	$30,133	$27,712	$34,217	$35,100	$34,599	$23,382	$24,208
Provision for income taxes	17,485	19,294	37,620	6,718	8,945	7,307	5,458	15,200	9,655	5,856	7,737
Income from equity method investments, net	-	-	(2,642)	-	-	25	(341)	(2,793)	467	(245)	(849)
Income before income taxes	97,825	141,807	166,606	43,174	39,078	35,044	39,334	47,507	44,721	28,993	31,096
Adjustments:											
Interest income and certain activity within other (expense) / income, net	(35,658)	(47,485)	(50,414)	(14,203)	(13,909)	(10,083)	(10,326)	(15,012)	(14,993)	(1,066)	(2,839)
Amortization expense	20,271	18,806	19,621	4,753	4,652	4,558	4,731	4,874	5,458	6,030	6,026
Amortization of debt discount and debt issuance costs	3,145	4,796	6,031	1,485	1,500	1,498	1,504	1,511	1,518	857	729
Stock-based compensation expense	47,283	41,242	33,190	9,194	9,567	9,458	8,934	8,221	6,577	8,049	7,576
Acquisition-related expense	621	108	1,872	61	3	50	10	898	914	59	33
Litigation expense	9,043	17	1,942	4	1	21	87	1,789	45	774	9,331
Total adjustments	44,705	17,484	12,242	1,294	1,814	5,502	4,940	2,281	(481)	14,703	20,856
Income taxes	(29,931)	(33,451)	(37,558)	(9,338)	(8,587)	(8,515)	(9,297)	(10,455)	(9,291)	(9,176)	(10,910)
Non-GAAP Adjusted Net Income	**$112,599**	**$125,840**	**$141,290**	**$35,130**	**$32,305**	**$32,031**	**$34,977**	**$39,333**	**$34,949**	**$34,520**	**$41,042**

Investor Data Sheet 3/4

Alarm.com Holdings, Inc.

Non-GAAP Reconciliations | Fiscal Year Ended December 31 | ($ in thousands)

Non-GAAP Adjusted Net Income Attributable to Common Stockholders:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Net income attributable to common stockholders, as reported	$81,043	$124,116	$132,574	$36,682	$30,328	$27,950	$34,552	$35,338	$34,734	$23,583	$24,246
Provision for income taxes	17,485	19,294	37,620	6,718	8,945	7,307	5,458	15,200	9,655	5,856	7,737
Income from equity method investments, net	-	-	(2,642)	-	-	25	(341)	(2,793)	467	(245)	(849)
Income attributable to common stockholders before taxes	98,528	143,410	167,552	43,400	39,273	35,282	39,669	47,745	44,856	29,194	31,134
Adjustments:											
Interest income and certain activity within other (expense) / income, net	(35,658)	(47,485)	(50,414)	(14,203)	(13,909)	(10,083)	(10,326)	(15,012)	(14,993)	(1,066)	(2,839)
Amortization expense	20,271	18,806	19,621	4,753	4,652	4,558	4,731	4,874	5,458	6,030	6,026
Amortization of debt discount and debt issuance costs	3,145	4,796	6,031	1,485	1,500	1,498	1,504	1,511	1,518	857	729
Stock-based compensation expense	47,283	41,242	33,190	9,194	9,567	9,458	8,934	8,221	6,577	8,049	7,576
Acquisition-related expense	621	108	1,872	61	3	50	10	898	914	59	33
Litigation expense	9,043	17	1,942	4	1	21	87	1,789	45	774	9,331
Total adjustments	44,705	17,484	12,242	1,294	1,814	5,502	4,940	2,281	(481)	14,703	20,856
Income taxes	(30,079)	(33,788)	(37,757)	(9,386)	(8,628)	(8,565)	(9,368)	(10,505)	(9,319)	(9,218)	(10,918)
Non-GAAP Adjusted Net Income Attributable to Common Stockholders	**$113,154**	**$127,106**	**$142,037**	**$35,308**	**$32,459**	**$32,219**	**$35,241**	**$39,521**	**$35,056**	**$34,679**	**$41,072**
Non-GAAP Adjusted Net Income Attributable to Common Stockholders per Share - Diluted	**$2.07**	**$2.28**	**$2.62**	**$0.62**	**$0.58**	**$0.57**	**$0.62**	**$0.76**	**$0.72**	**$0.60**	**$0.77**
Non-GAAP Free Cash Flow:											
Cash flows from operating activities	$135,965	$206,413	$153,330	$77,337	$56,260	$24,057	$22,716	$70,628	$35,929	$50,635	$41,887
Additions to property and equipment	(7,517)	(10,133)	(16,281)	(2,807)	(2,268)	(6,115)	(4,552)	(4,754)	(860)	(912)	(4,847)
Non-GAAP Free Cash Flow	**$128,448**	**$196,280**	**$137,049**	**$74,530**	**$53,992**	**$17,942**	**$18,164**	**$65,874**	**$35,069**	**$49,723**	**$37,040**

Investor Data Sheet 4/4

Alarm.com Holdings, Inc.

Non-GAAP Reconciliations | Fiscal Year Ended December 31 | ($ in thousands)

Non-GAAP Adjusted Total Operating Expenses:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Total operating expenses	489,694	$505,130	535,254	$122,555	127,781	$130,941	134,824	$131,817	137,672	$143,039	$149,597
Adjustments:											
Amortization and depreciation expense	(31,424)	(29,131)	(30,819)	(7,612)	(7,102)	(7,024)	(7,534)	(7,793)	(8,468)	(9,092)	(8,964)
Stock-based compensation expense included in total operating expenses	(47,278)	(41,240)	(33,190)	(9,194)	(9,567)	(9,458)	(8,934)	(8,221)	(6,577)	(8,049)	(7,576)
Acquisition-related expense	(621)	(108)	(1,872)	(61)	(3)	(50)	(10)	(898)	(914)	(59)	(33)
Litigation expense	(9,043)	(17)	(1,942)	(4)	(1)	(21)	(87)	(1,789)	(45)	(774)	(9,331)
Non-GAAP Adjusted Total Operating Expenses:	**$401,328**	**$434,634**	**$467,431**	**$105,684**	**$111,108**	**$114,388**	**$118,259**	**$113,116**	**$121,668**	**$125,065**	**$123,693**
Non-GAAP Adjusted Research and Development Expense:											
Research and development expense	245,114	$255,878	270,229	$62,221	61,971	$68,367	69,070	$66,637	66,155	$72,059	$71,008
Adjustments:											
Stock-based compensation expense included in research and development expense	(30,728)	(25,327)	(20,275)	(5,572)	(5,239)	(6,006)	(5,840)	(4,858)	(3,571)	(4,251)	(3,908)
Non-GAAP Adjusted Research and Development Expense	**$214,386**	**$230,551**	**$249,954**	**$56,649**	**$56,732**	**$62,361**	**$63,230**	**$61,779**	**$62,584**	**$67,808**	**$67,100**

Supplemental Financial Data

Alarm.com Holdings, Inc.

Supplemental Financial Data | Fiscal Year Ended December 31 | ($ in thousands)

Supplemental Financial Data:	2023	2024	2025	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
SaaS and license revenue	$569,200	$631,198	$689,397	$159,276	$165,651	$163,800	$169,993	$175,372	$180,232	$181,524	$188,778
Hardware and other revenue	312,482	308,629	321,790	81,221	76,589	75,022	84,315	81,028	81,425	83,669	88,956
Total revenue	$881,682	939,827	$1,011,187	240,497	$242,240	238,822	$254,308	256,400	$261,657	265,193	277,734
Cost of SaaS and license revenue	85,898	89,512	96,200	23,099	23,891	21,568	23,653	24,233	26,746	27,895	29,917
Cost of hardware and other revenue	239,261	236,637	246,095	61,649	59,713	56,666	63,809	63,329	62,291	62,616	65,736
Total cost of revenue	325,159	326,149	342,295	84,748	83,604	78,234	87,462	87,562	89,037	90,511	95,653
Sales and marketing	100,226	111,242	123,788	27,010	30,941	28,549	31,136	29,498	34,605	34,434	32,979
General and administrative	112,930	108,879	110,418	25,712	27,767	27,001	27,084	27,889	28,444	27,454	36,646
Research and development	245,114	255,878	270,229	62,221	61,971	68,367	69,070	66,637	66,155	72,059	71,008
Amortization and depreciation	31,424	29,131	30,819	7,612	7,102	7,024	7,534	7,793	8,468	9,092	8,964
Total operating expenses	489,694	505,130	535,254	122,555	127,781	130,941	134,824	131,817	137,672	143,039	149,597
Operating income	66,829	108,548	133,638	33,194	30,855	29,647	32,022	37,021	34,948	31,643	32,484
Interest expense	(3,429)	(11,426)	(17,294)	(4,315)	(4,347)	(4,314)	(4,321)	(4,326)	(4,333)	(3,672)	(3,543)
Interest income	29,801	47,359	45,617	14,384	13,579	12,371	11,808	11,274	10,164	4,931	4,491
Other (expense) / income, net	4,624	(2,674)	4,645	(89)	(1,009)	(2,660)	(175)	3,538	3,942	(3,909)	(2,336)
Income before income taxes	97,825	141,807	166,606	43,174	39,078	35,044	39,334	47,507	44,721	28,993	31,096
Provision for income taxes	17,485	19,294	37,620	6,718	8,945	7,307	5,458	15,200	9,655	5,856	7,737
Income from equity method investments, net	-	-	(2,642)	-	-	25	(341)	(2,793)	467	(245)	(849)
Net Income	**80,340**	**$122,513**	**131,628**	**$36,456**	**30,133**	**$27,712**	**34,217**	**$35,100**	**34,599**	**$23,382**	**$24,208**
Net Income Attributable to Common Stockholders	**$81,043**	**$124,116**	**$132,574**	**$36,682**	**$30,328**	**$27,950**	**$34,552**	**$35,338**	**$34,734**	**$23,583**	**$24,246**
Stock-based Compensation Expense Data:											
Cost of hardware and other revenue	$ 5	$ 2	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sales and marketing	3,522	2,833	2,441	545	809	480	620	642	699	742	592
General and administrative	13,028	13,080	10,474	3,077	3,519	2,972	2,474	2,721	2,307	3,056	3,076
Research and development	30,728	25,327	20,275	5,572	5,239	6,006	5,840	4,858	3,571	4,251	3,908
Total Stock-based Compensation Expense	**$47,283**	**$41,242**	**$33,190**	**$9,194**	**$9,567**	**$9,458**	**$8,934**	**$8,221**	**$6,577**	**$8,049**	**$7,576**
As a Percent of Revenue:											
Cost of SaaS and license revenue as a percentage of SaaS and license revenue	15%	14%	14%	15%	14%	13%	14%	14%	15%	15%	16%
Cost of hardware and other revenue as a percentage of hardware and other revenue	77%	77%	76%	76%	78%	76%	76%	78%	77%	75%	74%
Sales and marketing	11%	12%	12%	11%	13%	12%	12%	12%	12%	13%	12%
General and administrative	13%	12%	11%	11%	11%	11%	11%	11%	11%	10%	13%
Research and development	28%	27%	27%	26%	25%	28%	27%	26%	25%	27%	26%
Amortization and depreciation	4%	3%	3%	3%	3%	3%	3%	3%	3%	4%	3%
Total operating expenses	56%	54%	53%	51%	52%	54%	53%	52%	53%	54%	54%
Operating income	7%	11%	13%	14%	13%	13%	13%	14%	13%	12%	12%
Net Income	**9%**	**13%**	**13%**	**15%**	**12%**	**12%**	**13%**	**14%**	**12%**	**9%**	**9%**
Net Income Attributable to Common Stockholders	**9%**	**13%**	**13%**	**15%**	**13%**	**12%**	**14%**	**14%**	**13%**	**9%**	**9%**

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ONE INTELLIGENT PLATFORM