FORWARD-LOOKING STATEMENTS

This presentation includes, and any related discussion may include, forward-looking statements regarding future events or results within the meaning of the Private Securities Litigation Reform Act. All statements other than statements of historical fact may be forward-looking statements, including but not limited to statements related to our financial prospects and other projections of our outlook or performance and our future business plans, and statements using such words as “expect,” “anticipate,” “believe,” “plan,” “intend,” “could,” “will” and other similar expressions. Forward-looking statements involve risks and uncertainties, which could cause actual results to differ materially from those expressed or implied in the forward-looking statements. Among the important factors that could cause or contribute to such differences are customer concentration, given that the majority of our sales depend on a few large customer relationships, the impact of the COVID-19 pandemic on our business and financial results, delays in adoption of our products and services by our customers and their end users, changes in demand for our products from our customers and their end users, changes in requirements for our products imposed by our customers or by the third party providers of software and/or platforms that we use, our ability to effectively integrate, market and sell acquired product lines, new and changing technologies, customer acceptance and timing of deployment of those technologies, our ability to compete effectively with other software and technology companies, and the existence and terms of our outstanding convertible notes and related agreements. These and other factors discussed in our filings with the Securities and Exchange Commission, including our filings on Forms 10-K and 10-Q, could cause actual results to differ materially from those expressed or implied in any forward-looking statements. The forward-looking statements contained in this presentation and in any related discussion are made on the basis of the views and assumptions of management as of the date of such statements are made, and we do not undertake any obligation to update these statements to reflect events or circumstances occurring after the date of this presentation.
SMITH MICRO (NASDAQ: SMSI)

40 Years of Mobile Software Expertise

Trusted by carriers, manufacturers and enterprises worldwide. Developed deep expertise in mobile platform and operating systems, highly scalable architecture and mobile industry standards.

CUSTOMERS
• Global service providers
• OEMs
• Wireless & Cable Service Providers

SOLUTIONS
• Family location & digital parenting
• Consumer IoT management
• Retail engagement & in-store journeys
• Next generation voice messaging

LEADERSHIP
• Millions of Smith Micro device agents or apps deployed worldwide
• Worldwide hosting of SaaS platforms
WHAT WE DO

✓ Deliver world class carrier grade software solutions

✓ Implement strategies and tactics to lead a successful implementation and launch

✓ Provide expertise in all aspects of the program from launch through all stages of life

✓ Processes and execution to exceed expectations of our partners

✓ Support to make the program a success from training to marketing to customer care in collaboration with our partners
PRODUCT LINEUP

SafePath®
Digital Family Lifestyle™

ViewSpot®
Bring Devices to Life

CommSuite®
Next Generation Messaging
WHY DIGITAL FAMILY SAFETY SOLUTIONS?

Today’s connected family is on the go and parents need better tools to protect their families both inside and outside of the home.

Smartphones and other screens offer more communication and entertainment opportunities than ever; but with those opportunities certain threats become more visible.

Parents want security and ease. Kids want autonomy and freedom. Many parents don’t realize that the right digital safety tool can accomplish both - SafePath is that tool.
The SafePath Platform provides a comprehensive connected life experience by connecting SafePath Family, IoT, Home and Drive solutions under a single pane of glass.

The breadth and depth of SafePath allows carriers and service providers to adopt the entire platform or select individual components and match different offerings to create their own service offering.
We work closely with our partners to rebrand SafePath screens to create stunning designs that give their customers a premier and branded experience they’ve come to expect.
EXPERTISE FOR GROWTH

Partnership Focused on Mutual Success

- Direct Marketing/CRM
- Promotion on Carrier-Owned Assets
- Digital Marketing B2B2C Direct to Carrier Customers
- Customer Care Support/Care SPIFFS
- Store Collateral/Employee Training
- Indirect Retailer
- Bundling
- Retail SPIFFS
- Education Segment
- Service Portfolio Expansion - Home, IOT, Drive
**THE TREMENDOUS OPPORTUNITY**

**FOCUS ON FAMILY ...**

Families – most profitable, long-term subscribers

They depend on/trust our customers

Tremendous value and upside anticipating and serving their needs before OTT players

You anchor families’ investment in – and management of – new devices, lines and data plans.

**... VALUE ADDED SERVICES ARE STICKY ...**

Family services are sticky

Family should be the mechanism that moves those relationships from transactional to "trusted adviser"

Bridge the inevitable network transitions

SafePath users network churn less than overall customer network churn

**... ACHIEVING GREATER VALUE**

We believe the total market opportunity can generate between $300M and $500M per annum per carrier customer

By penetrating ~20% of Families ...

... and by adding new services to the portfolio
Easily Create Dynamic Content
- Bold content delivered to devices and display screens
- Consistent branding
- Engaging to customers
- Drive increased sales

Make Immediate Pricing Updates
- Ensure pricing compliance
- Deliver consistent and reliable pricing information
- Eliminate paper waste and labor
- Deploy a quick and simple solution

Deliver Meaningful Analytics
- Provides immediate operational information and customer feedback
- Delivers actionable insights for swift action
- Drives analysis and actions to support acquisition and retention efforts
GLOBAL FOOTPRINT

15K+ Retail Locations
150M+ Audience

Smith Micro Offices
- Pittsburgh PA – USA HQ
- Aliso Viejo CA – USA
- Belgrade - Serbia
- Braga - Portugal
- Prague - Czech Republic
- Stockholm - Sweden
- Zilina - Slovakia
COMMSUITE – THE NEXT GENERATION

Monetize, modernize and brand the voice messaging experience

Support SMS and MMS messages on any device

Provides best in class Spam capabilities

Retrieve messages on Voice Assistants

Deliver users ads for other products or promotions
REVENUE TRENDS

REVENUE

- Significant opportunity to increase revenues as migration to SafePath is completed.
- CommSuite revenues have declined as legacy Sprint subscribers transitioned over to the T-Mobile network and off the CommSuite platform.
**OPERATING EXPENSE TRENDS**

**OPERATING EXPENSES – NON GAAP**

- Selling & Marketing
- Research & Development
- General & Administrative

- Historical level of Research & Development costs reflects investment to migrate customers acquired in Avast family safety mobile business to SafePath platform.
- Company has been focused on significantly reducing level of operating expenses and anticipates a substantial further decrease in Q2 2023.

Note: Non-GAAP expense excludes amortization (noncash), stock compensation (noncash), severance, IP, CFO transition costs and offering/acquisition expenses. For a full reconciliation see the most recent earnings report filed on Form 8-K.
INVESTMENT THESIS

• Dominant Player in white-label Family Safety Mobile application space
• Existing contracts with all three Tier One Wireless Carriers in the United States
• Significant untapped available market will allow for significant growth potential
• Recurring revenue stream with ~70% Gross Margins
• Expected opportunities for cost rationalization post-SafePath migrations
# Operating Expense Reconciliation

## GAAP

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Selling and Marketing Expenses</th>
<th>Research and Development Expenses</th>
<th>General and Administrative Expenses</th>
<th>Depreciation &amp; Amort. of Intangible Assets</th>
<th>Total Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q1-23</strong></td>
<td>$3,554 (162)</td>
<td>$5,868 (224)</td>
<td>$3,475 (559)</td>
<td>$1,686 (1,686)</td>
<td>$14,583 (945)</td>
</tr>
<tr>
<td><strong>Q4-22</strong></td>
<td>$3,196 (186)</td>
<td>$6,633 (274)</td>
<td>$3,618 (639)</td>
<td>$1,786 (1,786)</td>
<td>$15,233 (1,099)</td>
</tr>
<tr>
<td><strong>Q3-22</strong></td>
<td>$2,986 (180)</td>
<td>$7,409 (279)</td>
<td>$4,208 (636)</td>
<td>$1,822 (1,822)</td>
<td>$16,425 (1,095)</td>
</tr>
<tr>
<td><strong>Q2-22</strong></td>
<td>$3,720 (73)</td>
<td>$8,081 (268)</td>
<td>$3,753 (767)</td>
<td>$1,877 (1,877)</td>
<td>$17,431 (1,106)</td>
</tr>
<tr>
<td><strong>Q1-22</strong></td>
<td>$2,981 (83)</td>
<td>$7,265 (261)</td>
<td>$3,923 (721)</td>
<td>$1,967 (1,967)</td>
<td>$16,136 (1,066)</td>
</tr>
</tbody>
</table>
Family is more than just people – it’s also every connected device that is a part of the everyday Digital Family Lifestyle™

- Children
- Elderly
- Pets/Things
- Car
- Home Network