



Owlet, Inc.

(NYSE: OWLT)

Q1 2026

Financial Results

May 7, 2026



Owlet, Inc. (NYSE: OWLT) | Q1 2026 Financial Results

Conference Call

Speakers

- Kurt Workman - President, CEO, and Co-Founder
- Amanda Twede Crawford - CFO
- Jay Gentzkow - VP Investor Relations and Corporate Development

Webcast

- Domestic Callers: 833-461-5787
- International Callers: 585-542-9983
 - Meeting ID: 479023892
- Webcast Archive Available: investors.owletcare.com

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Disclaimer

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including, without limitation, statements regarding the Company's expected financial performance, including the Company's financial outlook, outlook based upon global regulatory clearances, approvals, certifications and/or classifications, growth prospects, future operational efficiencies or results, expected market opportunity and acceptance, and changes in senior management. In some cases, you can identify forward-looking statements by terms such as "estimate," "may," "believes," "plans," "expects," "anticipates," "intends," "goal," "potential," "upcoming," "outlook," "guidance," the negation thereof, or similar expressions, although not all forward-looking statements contain these identifying words. Forward-looking statements are based on the Company's expectations at the time such statements are made, speak only as of the dates they are made and are susceptible to a number of risks, uncertainties and other factors. For all such forward-looking statements, the Company claims the protection of the safe harbor for forward-looking statements contained in the Reform Act. The Company's actual results, performance or achievements may differ materially from any future results, performance or achievements expressed or implied by our forward-looking statements. Many important factors could affect the Company's future results and cause those results to differ materially from those expressed in or implied by the Company's forward-looking statements. Such factors include, but are not limited to, please add for (i) the commercial success of Owlet's products, including its subscription services, and the Company's ability to support, scale and maintain its subscription services --- and revise subsequent numbers (ii) the regulatory pathway for Owlet's products, including submissions to, actions taken by and decisions and responses from regulators, such as the FDA and similar regulators outside of the United States, as well as Owlet's ability to obtain and maintain regulatory approval or certification for our products and other regulatory requirements and legal proceedings; (iii) Owlet's competition and the Company's ability to profitably grow and manage growth; (iv) the Company's ability to enhance future operating and financial results or obtain additional financing to continue as a going concern; (v) Owlet's ability to obtain additional financing in the future, as well risks associated with the Company's current loan and debt agreements, including compliance with debt covenants, restrictions on the Company's access to capital, the impact of the Company's overall debt levels and the Company's ability to generate sufficient future cash flows to meet Owlet's debt service obligations and operate Owlet's business; (vi) the ability of Owlet to implement strategic initiatives, reduce costs, grow revenues, develop and launch new products, innovate and enhance existing products, meet customer demands and adapt to changes in consumer preferences and retail trends; (vii) Owlet's ability to acquire, defend and protect its intellectual property and satisfy regulatory requirements, including but not limited to requirements concerning privacy and data protection, breaches and loss, as well as other risks associated with Owlet's digital platforms and technologies; (viii) Owlet's ability to maintain relationships with customers, manufacturers and suppliers and retain Owlet's management and key employees; (ix) Owlet's ability to upgrade and maintain its information technology systems; (x) changes in applicable laws or regulations in the United States and other jurisdictions; (xi) the impact of and disruption to Owlet's business, financial condition, operations, supply chain and logistics due to economic and other conditions beyond the Company's control, such as health epidemics or pandemics, macro-economic uncertainties, tariffs or trade restrictions, social unrest, hostilities, natural disasters or other catastrophic events; (xii) the possibility that Owlet may be adversely affected by other economic, business, regulatory, competitive or other factors, such as changes in discretionary consumer spending and consumer preferences; and (xiii) other risks and uncertainties set forth in the Company's other releases, public statements and filings with the U.S. Securities and Exchange Commission ("SEC"), including those identified in the "Risk Factors" section of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2025, as updated in the Company's quarterly reports on Form 10-Q, as any such factors may be updated from time to time in the Company's other filings with the SEC. All such forward-looking statements attributable to the Company or any person acting on the Company's behalf are expressly qualified in their entirety by the cautionary statements contained or referred to above. Moreover, the Company operates in an evolving environment. Except as required by law, the Company assumes no obligation to update any forward-looking statements after the date of this presentation, whether because of new information, future events or otherwise, although Owlet may do so from time to time. The Company does not endorse any projections regarding future performance that may be made by third parties.

Non-GAAP Financial Measures

To supplement our unaudited condensed consolidated financial statements, which are prepared in conformity with U.S. GAAP, we use adjusted EBITDA, a non-GAAP financial measure, to enhance our understanding of U.S. GAAP financial measures, as an internal measure of business operating performance, and as a performance measure for benchmarking against our peers and competitors. We believe our presentation of adjusted EBITDA provides a meaningful perspective of the underlying operating performance of our current business and enables investors to better understand and evaluate our historical and prospective operating performance. We believe that this non-GAAP financial measure is an important supplemental measure of operating performance because it excludes items that vary from period to period without correlation to our core operating performance and highlight trends in our business that may not otherwise be apparent when relying solely on GAAP financial measures. Due to the nature of the items being excluded, such items do not reflect future gains, losses, expenses or benefits and are not indicative of our future operating performance. We believe investors, analysts and other interested parties use adjusted EBITDA in evaluating issuers, and the presentation of these measures facilitates a comparative assessment of our operating performance in addition to our performance based on GAAP results.

Non-GAAP financial measures should not be considered as an alternative to net loss as a measure of financial performance or any other performance measure derived in accordance with GAAP, and should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items.

Adjusted EBITDA is defined as net income (loss) adjusted for income tax provision, interest expense, net, depreciation and amortization, impairment of intangible assets, common stock warrant liability adjustment, stock-based compensation, and charges related to certain legal matters.

Owlet Business Update

2026 Strategic Priorities | Sharpening Our Focus

1

Owlet360 Subscription and Owlet OnCall Telehealth

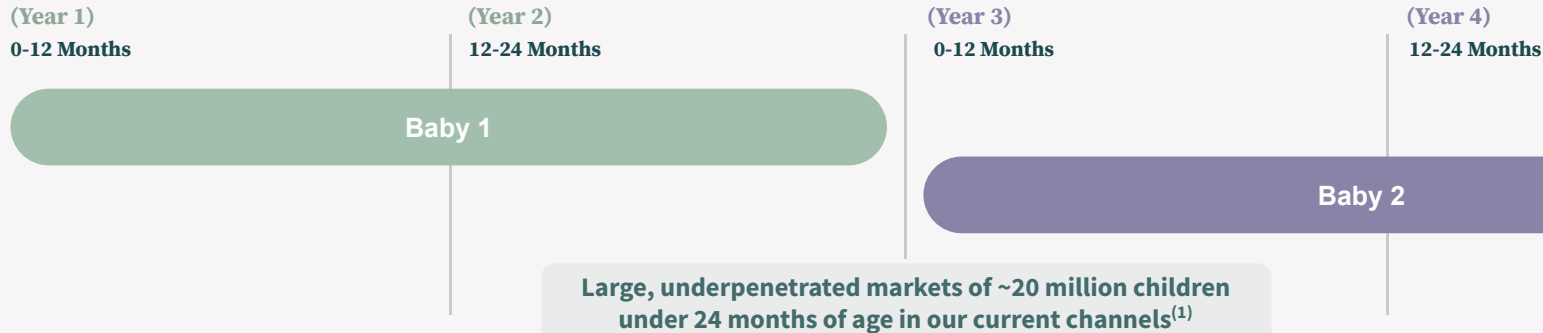
2

Win the Markets We're In

3

Operational Efficiency and Profitable Growth

The 4 Year Parenting *Loop* is a Massive Opportunity for Owlet



4X

Winning the user experience in the first 24 months sets up a **4 year customer relationship**, significantly expanding LTV

Owlet Business Update | First Quarter 2026

Revenue

\$22.5M

Growth of 6.4% y/y

Gross Margin

54.5%

Expanded 80 bps y/y

Adj. EBITDA

(\$1.5)M

Down y/y primarily due to tariffs

Business Highlights

- Owlet360 subscription engine is thriving
 - 115,000+ paying subscribers to end Q1'26
 - \$2.7M in Q1'26 subscription revenue
 - MRR surpassed \$1 million to end Q1'26
 - Dream Sock U.S. penetration rate increased to 34%
- Owlet OnCall telehealth service officially going live in our app

Updating FY 2026 Guidance

- 2026 Revenue expectation of \$118 – \$122 million | *Increase of 12% to 15% over 2025*
- 2026 Gross Margin expectation of 50% – 52%
- 2026 Adj. EBITDA expectation of \$7 – \$9 million | *Increase of 250% to 350% over 2025*

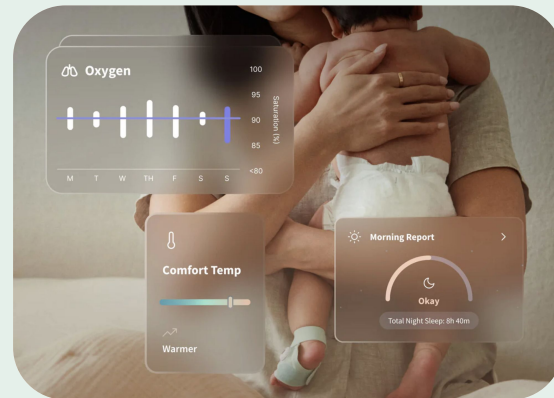
Drive Adoption of Dream Sock & Duo in Core Markets

- Domestic Duo sell-through = **45% growth** y/y
- Domestic Dream Sock sell-through = **3% growth** y/y
- Dream Sock NPS = **77**
- Overall Blended Product NPS = **71**
- International Revenue = **22% growth** y/y
- International Sell-Through = **37% growth** y/y



Expand Subscription Platform with Owlet360 and Owlet OnCall

- Owlet360 = **115,000 paying subscribers** to end Q1'26
- MRR = surpassed **\$1 million** to end Q1'26
- Dream Sock U.S. penetration rate **increased to 34%**
- Rolled out **Camera Extended Clips** for Dream Sight
 - Extends cloud archive to 14 days and clip duration to 60 seconds
- Launching **White Noise** for Dream Sight camera
 - Transforms Dream Sight camera into a daily sleep essential, increasing engagement and retention
- **Owlet OnCall telehealth** is officially going live in our app
 - For the first time, Owlet parents can communicate directly with a pediatrician in our app

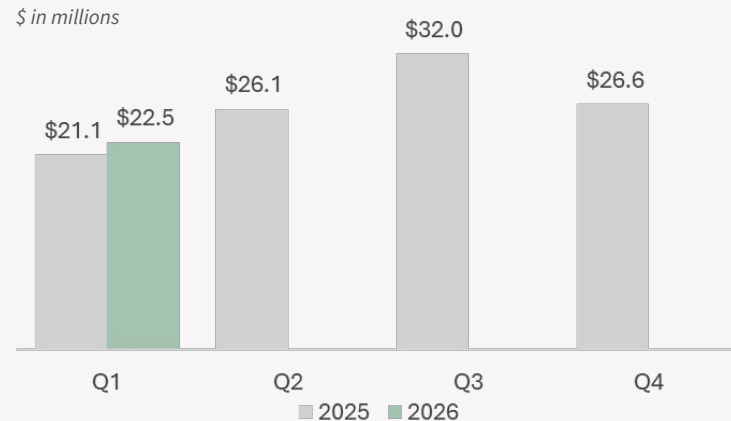


Financial Highlights

Financial Review | Q1 2026

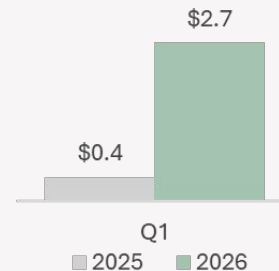
Total Revenue

- **\$22.5M** Q1'26 total revenue
- **6.4% growth** y/y



Subscription Revenue

- Record **\$2.7M** Q1'26 subscription revenue

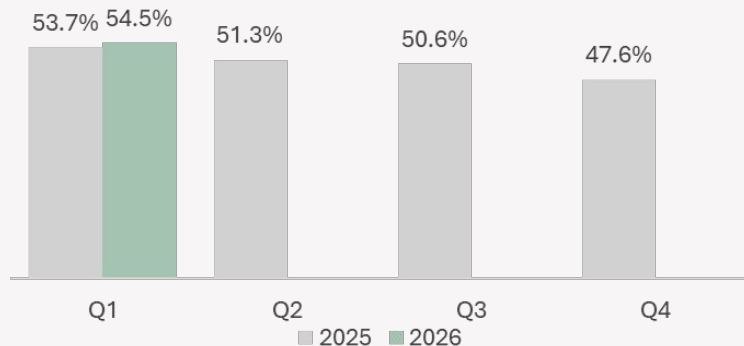


Financial Review | Q1 2026

Overall Gross Margin

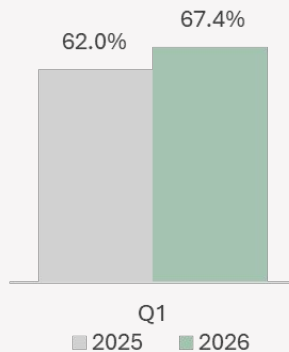
- **54.5%** Q1'26 overall gross margin
- Expanded 80 bps y/y despite tariffs

\$ in millions



Subscription Gross Margin

- **67.4%** Q1'26 subscription gross margin
- Majority of subscription costs are app store fees



Financial Review | Q1 2026

Operating Expenses

- **\$17.7M** Q1'26 total operating expenses
- OpEx as a percentage of revenue was 79% in Q1'26 vs. 66% in Q1'25

\$ in millions



Adj. EBITDA

- **\$(1.5)M** Q1'26 adj. EBITDA
- Down y/y primarily due to tariffs

\$ in millions



Updated 2026 Guidance

	Previous Guidance		New 2026E Guidance	
Revenue	\$126M – \$130M	▶	\$118M – \$122M	<i>12% – 15% growth y/y</i>
Gross Margin	49% – 52%	▶	50% – 52%	<i>Assumes improved tariff rate assumption of 15%</i>
Adj. EBITDA	\$3M – \$5M	▶	\$7M – \$9M	<i>250% – 350% growth y/y</i>

Note: Adjusted EBITDA is defined as net income (loss) adjusted for income tax provision, interest expense, net, depreciation and amortization, impairment of intangible assets, common stock warrant liability adjustment, stock-based compensation, and charges related to certain legal matters.

Appendix

Non-GAAP EBITDA Reconciliation

Quarterly Adjusted EBITDA Reconciliation	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Net income (loss)	3,025	(37,647)	4,134	(9,190)	(3,336)
Income tax provision	12	33	9	(26)	7
Interest expense, net	991	979	860	588	683
Depreciation and amortization	119	109	141	152	185
Restructuring costs	-	-	-	-	-
Common stock warrant liability adjustment	(6,687)	34,753	(4,266)	2,771	(2,625)
Stock-based compensation	1,657	1,588	1,271	4,832	3,490
Transaction costs	-	-	472	960	-
Impairment of intangible assets	5	15	16	10	1
Charges related to certain legal matters	905	463	(1,078)	(8)	49
Adjusted EBITDA	27	293	1,559	89	(1,546)

Thank You