

ASX ANNOUNCEMENT

31 July 2020

2020 Annual General Meeting – Chairman and CEO speeches

San Francisco-based Life360, Inc. (Life360 or the Company) (ASX: 360) will today hold its 2020 Annual General Meeting.

Meeting details

The Annual General Meeting will be by way of a virtual meeting which will be held electronically via webcast and an online voting platform. The meeting will take place at 9.30am (Sydney time) today on 31 July 2020 (4.30pm San Francisco time on 30 July 2020).

Shareholders and other interested parties are able to join the virtual AGM [here](#). Meeting ID 342-919-035.

Speeches and Presentations

Accompanying commentary and the presentations from Chairman John Philip Coghlan and Co-Founder and Chief Executive Officer, Chris Hulls are attached.

Authorisation

Chris Hulls, Director, Co-Founder and Chief Executive Officer of Life360 authorised this announcement being given to ASX.

About Life360

Life360 operates a platform for today's busy families, bringing them closer together by helping them better know, communicate with and protect the people they care about most. The Company's core offering, the Life360 mobile app, is a market leading app for families, with features that range from communications to driving safety and location sharing. Life360 is based in San Francisco and had more than 25 million monthly active users (MAU) as at June 2020, located in 195 countries.

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Chairman and CEO's Speeches and Presentations

John Philip Coghlan - Chairman

Slide 2

Good afternoon to our US investors and good morning to our Australian investors. Welcome to the Annual General Meeting of Life360 Inc.

My name is John Coghlan and I am the Chairman of Life360. On behalf of the Board, it is my pleasure to address shareholders at Life360's 2020 AGM, our first as a publicly listed Company on the ASX.

Today we are very pleased to welcome those of you participating online through our virtual meeting platform provided by Lumi in partnership with our share registrar Computershare. This allows Shareholders, Proxies and Guests to attend the meeting virtually. All attendees can watch a live webcast of the meeting. In addition, shareholders and proxies have the ability to ask questions and submit votes.

It is now after 4:30pm in San Francisco, California on July 30 and correspondingly after 9:30am in Sydney, Australia on July 31. I have been advised that a quorum is present for the matters to be considered at this meeting. I therefore declare this AGM open and welcome each of you to the virtual platform.

Before I proceed with the business of the Meeting, I would like to introduce my fellow Directors. In San Francisco are:

- Chris Hulls, our CEO and Co-Founder , and an Executive Director;
- Alex Haro; a Co-Founder and Non-Executive Director;
- Brit Morin; Independent Non-Executive Director;
- Mark Goines; Independent Non-Executive Director; and Chairman of the Remuneration and Nomination Committee.

In Sydney are:

- James Synge; Independent Non-Executive Director; and
- David Wiadrowski; Independent Non-Executive Director, and Chairman of the Audit and Risk Committee.

Also attending in San Francisco today are Russell Burke our Chief Financial Officer and Jeremy Liegl, our General Counsel and Corporate Secretary.

Our auditor Aftab Jamil from BDO is also in attendance.

The agenda for the Meeting today will be as follows:

- Firstly, I will give a short address on Life360's performance for the 2019 year and an overview of the company's strategy.
- This will be followed by a presentation from our CEO Chris Hulls.
- I will then outline the meeting procedures and continue to the formal items of business.

Slide 3

2019 was a tremendous year of growth for Life360 and one in which we achieved the key targets outlined in the IPO prospectus.

Our operating metrics reflect the achievement of impressive scale. We reached a global Monthly Active User base of more than 27 million, a year-on-year growth rate of more than 47%.

In our listed home of Australia, we grew even more strongly, with an MAU base of more than 570,000, a year-on-year growth rate of around 90%. Equally impressively, more than 80% of this growth was achieved from word-of-mouth.

Our strong financial performance for the year is reflected in annualised monthly revenue of \$75.4 million, a year-on-year growth rate of 66%.

2019 was a year of significant investment in expanding the functionality and quality of the Life360 service. We undertook our first major product redesign which laid the foundation for the recent launch of our new membership model. This investment included the expansion of our international infrastructure, and we now have users in 195 countries, and support 12 languages.

And finally, Life360 finished 2019 with a strong balance sheet and a cash balance of \$64.1 million. At June 2020, the balance sheet continued to be robust with a cash balance of \$58.4 million.

The strength of our balance sheet and the flexibility of our discretionary expense model have been particularly important in the context of the rapid change in the operating environment brought on by the COVID-19 coronavirus pandemic.

I am very proud of the response of the Life360 team during this difficult time for the company and the world. The next important step in our company strategy - the launch of our membership model - has been implemented on schedule while the entire company has been working remotely.

Slide 4

The launch of our membership model is the culmination of a more than 10-year vision for Life360. The platform we have established, our excellent growth profile, and the proceeds from our IPO in May 2019 all support the execution of this vision. Chris will provide more detail during his address. We're optimistic that the additional features will expand the relevance of our services to a much wider range of families and drive long term growth in revenue and value.

Slide 5

In closing, I'd like to thank my fellow Board members for the contribution they have made to Life360 since the IPO in May 2019. Shareholders greatly benefit from their expertise and wise counsel. I would like to make particular mention of our Australian based directors, James Synge and David Wiadrowski, who have greatly assisted us in establishing our ASX listing.

I'd also like to thank our talented people for their hard work and commitment, particularly in the challenging circumstances brought about by COVID-19. I'd like to acknowledge the inspirational leadership of Chris Hulls who has ensured that Life360 hardly missed a beat as the entire company transitioned to remote work on very short notice. The on-time launch of the membership model in these circumstances is testament to the quality of the Life360 team.

And finally, I'd like to thank you, our shareholders, for your continued support and the confidence you have demonstrated in the future growth opportunities for Life360.

I'll now hand over to Chris Hulls who will provide an update on the company's performance, in particular the recent launch of our new membership model.

Chris Hulls – Co-Founder and CEO

Slide 6

Thanks John. I'm delighted to be able to speak to shareholders and provide a brief business update at our first ever AGM. As John mentioned, 2019 was a tremendous year of growth for Life360, with the achievement of the targets set out in our IPO prospectus. The COVID-19 pandemic has meant the world has become a very different place in 2020. Despite that, Life360 has continued to grow, and we have delivered the next important milestone in our long term strategy.

Slide 7

I wanted to first provide a snapshot of our operating performance in 2019 and give you an update on our more recent performance in 2020. This slide shows the history of Life360's revenue by half year. As you can see, we delivered an impressive performance in 2019. And in 2020 we have continued our growth trajectory despite the impact of COVID.

Slide 8

An important driver of our revenue performance is the growth of our Paying Circles or subscribers. During COVID we have seen an impact on our top of funnel acquisition as lockdowns were implemented, particularly in the month of April. When families were not able to leave their homes, they naturally used our app less. However, throughout the crisis, subscriber retention has remained strong, and we returned to growth in June.

Slide 9

I'd like to turn now from our operating metrics to speak briefly about the launch of our new membership offering. This initiative has been the focus of the company in the time since our IPO, and, as John mentioned, is the culmination of our vision for Life360.

Being able to provide families with a one stop shop for peace of mind for all their safety needs is what allows us to live up to the "360" in our Life360 name. We recently conducted an investor briefing to give a detailed view of what the membership offering encompasses. I invite any shareholders who were not able to participate to view a replay on the investor relations section of our website.

Slide 10

Being a one stop shop is a critical component to our new offering. As you can see on the left hand side of this slide, customers would need to spend \$256 each month for a family of four, and subscribe to eight different providers to match what Life360 can offer for one tenth the cost.

The reason we're able to do this is because our growth is supported by word of mouth and we have mobile economics on our side. We're able to use our existing infrastructure to launch new services at a fraction of the cost of legacy providers.

Slide 11

Our new membership offering sets us up for a much bigger reach as a company. Prior to membership, our product was focused on two life stages: families with teens and families with college age kids.

Membership expands our reach to both older and younger families. And what we offer now is just the beginning as we plan to incorporate even more features and value over time. Our goal is to become so essential that signing up for Life360 membership is something that parents will do instinctively - in the same way that 20 years ago drivers would sign up for AAA in the US or NRMA in Australia.

Slide 12

Finally, I'd like to provide you with our view of the current environment.

- While the outlook remains uncertain given the evolving COVID-19 situation in the US, Life360's performance during the June quarter demonstrates the strength and resilience of our business model.
- We will retain our disciplined approach to expenditure while we resume investment in Paid User Acquisition to accelerate growth as the operating environment returns to normal.
- We expect to see growth in MAU and Paying Circles in Q3, however the pace of growth will be subject to COVID-19 conditions in the US, including the resumption of back-to-school activities.
- We also expect the heightened concern around health and safety, combined with the launch of the Membership offering, to only strengthen the use case for families over the long term. In addition, the Membership offering is expected to drive significant growth in Average Revenue Per Paying Circle.
- Operating cash outflow in the CY20 full year is expected to reduce versus CY19.

Thanks for your attention and I'll now hand back to John to conduct the formal business of the meeting.

2020 Annual General Meeting

31 July 2020 AEST/30 July 2020 US PT



Chairman's Address

John Philip Coghlan



CY 2019 Highlights

**Delivering on our strategy to build
and monetise our user base**

Operating Metrics

27.2m

Monthly Active Users
+47% YoY growth

Financial Performance

\$75.4m

Annualised Monthly
Revenue +66% YoY growth

Global Platform

12 195

Languages Countries

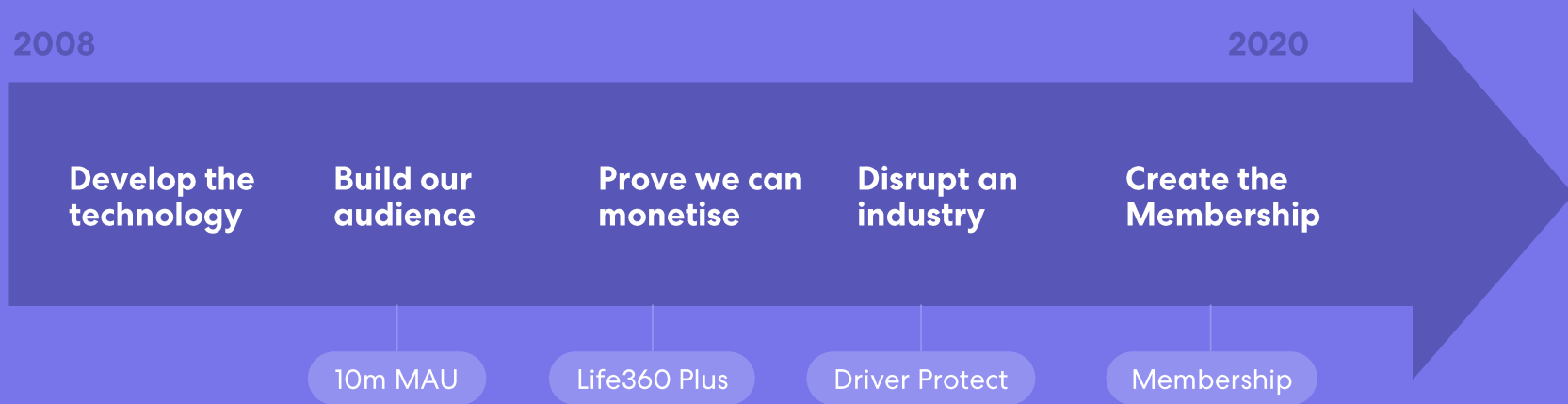
Balance Sheet

\$64.1m

Cash at December 2019

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

Life360 Membership is the culmination of a more than 10-year vision



Chairman's Address

John Philip Coghlan

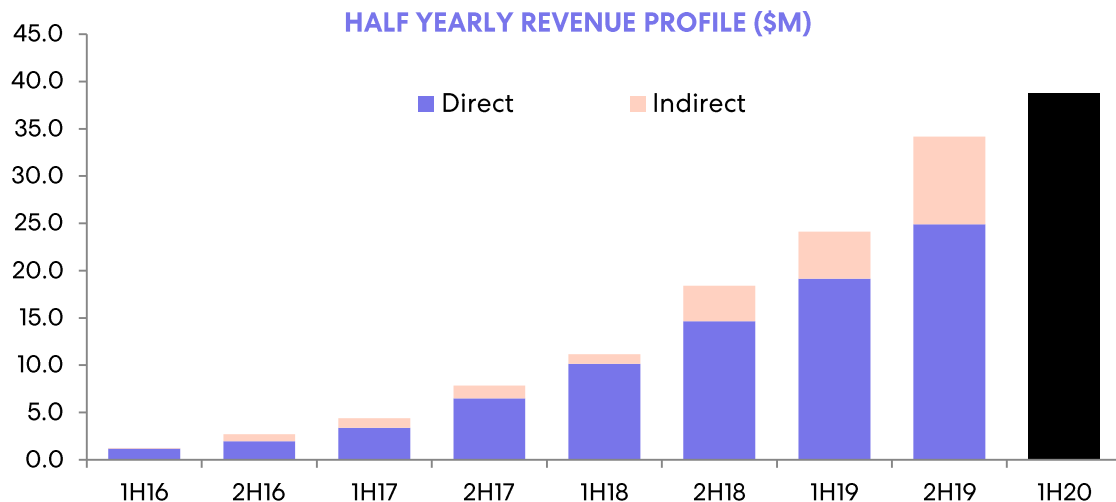


CEO's Address

Chris Hulls



Continued revenue growth notwithstanding COVID-10 impact

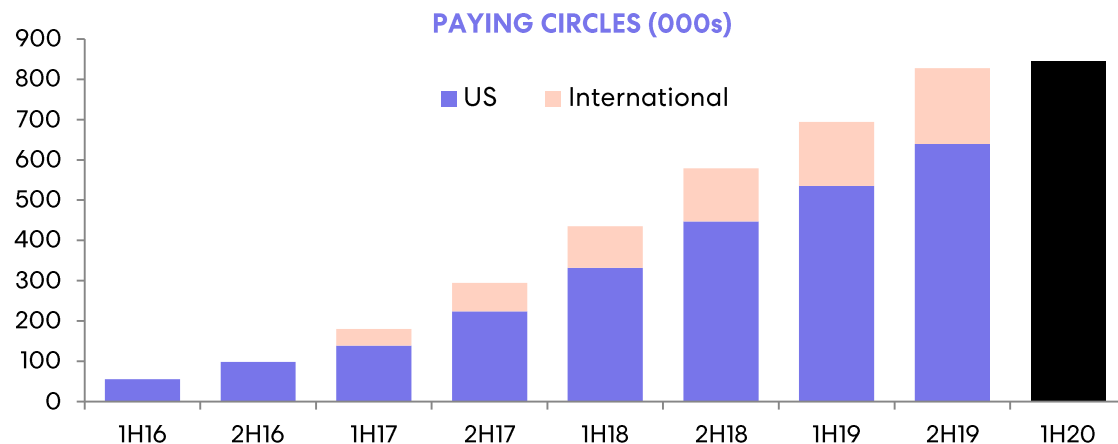


Notes

- Direct revenue comprises subscription fees paid by Paying Circles for premium products
- Indirect revenue is revenue generated from the sale of third party products and services in partnership with companies such as Allstate, and anonymised insights into the data we collect from our User base
- Data series excludes ADT partnership revenue.
- December 2018 excludes revenue generated by the Allstate proof of concept trial
- 1H20 revenue split between direct and indirect has not yet been disclosed

Our subscriber base has been resilient, with healthy retention

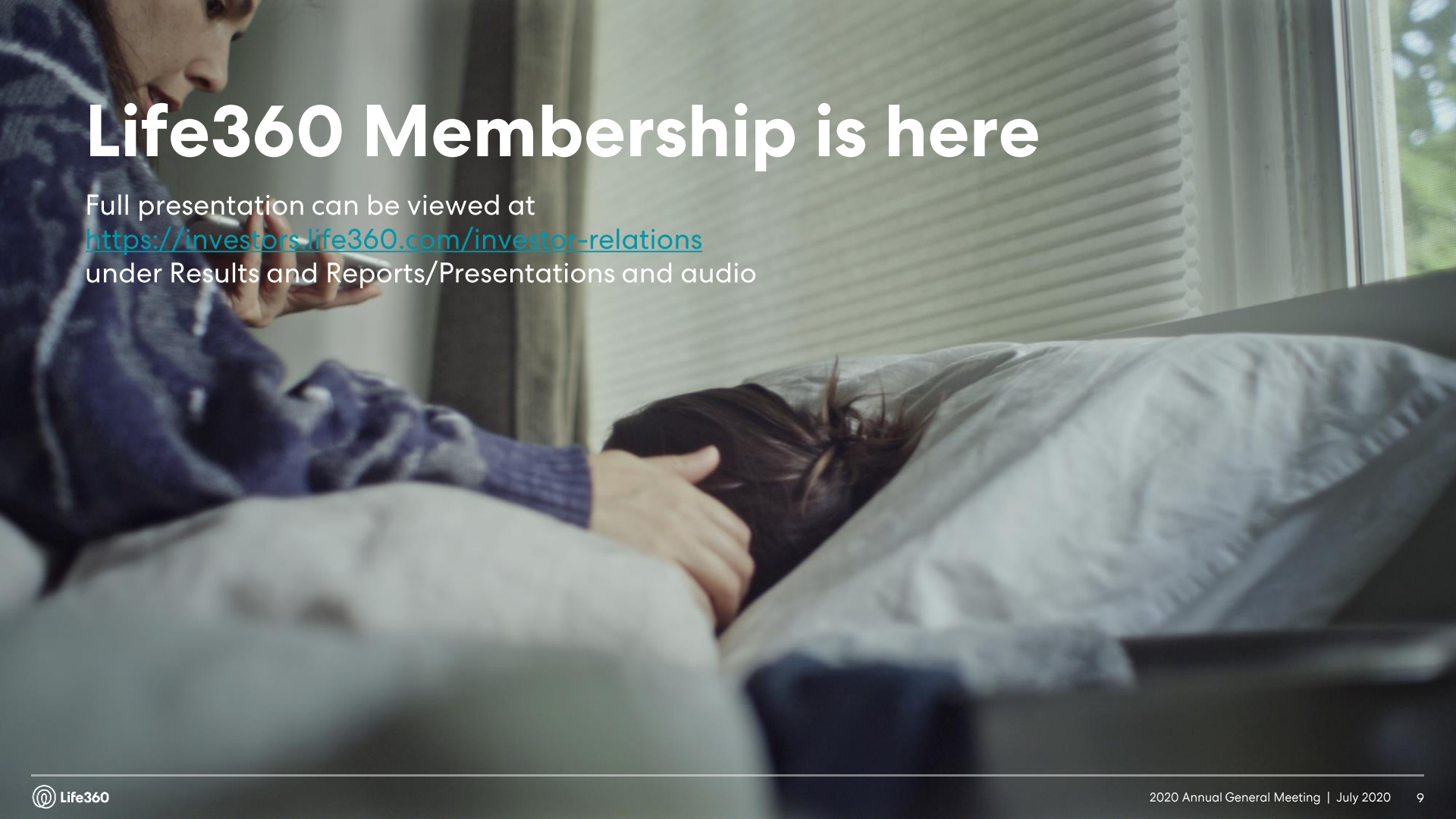
Growth in Paying Circles resumed in June 2020



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Notes

- 1H20 Paying Circles split between US and International has not yet been disclosed



Life360 Membership is here

Full presentation can be viewed at
<https://investors.life360.com/investor-relations>
under Results and Reports/Presentations and audio

Life360 offers a one-stop shop at a fraction of the cost of incumbents

T Mobile

Stolen Phone
Reimbursement

\$45/month



Geozilla
Driver Reports
\$16/month

Teladoc
HEALTH

\$20/month

LifeLock

\$140/month



\$15/month

verizon

Smart Family™

\$5/month

NOONLIGHT

\$10/month

Crime
Report

\$10/month

Total Cost*

\$256.34/month



- ✓ Roadside Assistance
- ✓ Nurse Helpline
- ✓ SOS Alert
- ✓ Driver Reports
- ✓ Stolen Phone Reimbursement
- ✓ ID Theft Protection
- ✓ Crash Detection
- ✓ Disaster Assistance
- ✓ Travel Assistance
- ✓ Location Sharing And more...

Life360 Cost

\$19.99/month

Membership allows us to offer services that hit the emotional triggers of every life stage



Location and Communication

Crash and Roadside Assistance

Identity Protection

SOS

Disaster, Medical, and Travel Assistance

Ongoing Features & Services (i.e. wearables, Life360 insurance offerings, etc)

Outlook

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Disclaimer

This document dated 31 July 2020 has been prepared by Life360, Inc. (ARBN 629 412 942) (Company) and is provided for information purposes only. It contains summary information about the Company and its activities and is current as at the date of this document. It should be read in conjunction with the Company's periodic and continuous disclosure announcements filed with the Australian Securities Exchange, available at www.asx.com.au.

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