LATCH®

Disclaimer

Forward-Looking Statements

This presentation contains certain forward-looking statements regarding Latch, Inc. (“Latch” or the “Company”) within the meaning of the federal securities laws, including adoption of Latch’s technology and products. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "would," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections, and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Forward-looking information includes, but is not limited to, statements regarding: the Company’s future products, performance, and operations, and the related benefits to shareholders, customers, and residents; the impact of the May 2022 workforce reduction on the Company’s business; and the Company’s strategy. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including Latch’s ability to implement business plans and changes and developments in the industry in which Latch competes. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" section of Latch’s Annual Report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”) on March 1, 2022, and other documents filed by Latch from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and the Company assumes no obligation to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law, including the securities laws of the United States and the rules and regulations of the SEC. The Company does not give any assurance that it will achieve its expectations.

Disclosure Statements

Key Business Metrics
Latch reviews key business metrics to measure its performance, identify trends affecting its business, formulate business plans and make strategic decisions that will impact the future operational results of the Company. For definitions of our key business metrics, see our most recent Quarterly Report on Form 10-Q or Annual Report on Form 10-K filed with the SEC. Increases or decreases in the Company's key business metrics may not correspond with increases or decreases in its revenue.

The limitations these key business metrics have as an analytical tool include: (1) they might not accurately predict the Company's future financial results and (2) other companies, including companies in Latch's industry, may calculate key business metrics or similarly titled measures differently, which reduces their usefulness as comparative measures.

Non-GAAP Financial Measures
To supplement our financial statements presented in accordance with generally accepted accounting principles ("GAAP") and to provide investors with additional information regarding our financial results, we have presented in this presentation Adjusted EBITDA, a non-GAAP financial measure. Adjusted EBITDA is not based on any standardized methodology prescribed by GAAP and is not necessarily comparable to similarly titled measures presented by other companies.

We define Adjusted EBITDA as our net loss, excluding the impact of stock-based compensation expense, depreciation and amortization expense, interest income, interest expense, provision for income taxes, restructuring, one-time litigation expenses, loss on extinguishment of debt, gain or loss on change in fair value of derivative instruments, warrant liabilities and trading securities and our transaction related expenses. The most directly comparable GAAP measure is net loss. We monitor, and have presented in this presentation, Adjusted EBITDA because it is a key measure used by our management and Board of Directors to understand and evaluate our operating performance, to establish budgets and to develop operational goals for managing our business. In particular, we believe excluding the impact of these expenses in calculating Adjusted EBITDA can provide a useful measure for period-to-period comparisons of our core operating performance. We believe Adjusted EBITDA helps identify underlying trends in our business that could otherwise be masked by the effect of the expenses that we include in net loss. Accordingly, we believe Adjusted EBITDA provides useful information to investors, analysts and others in understanding and evaluating our operating results, enhancing the overall understanding of our past performance.

Adjusted EBITDA is not prepared in accordance with GAAP and should not be considered in isolation of, or as an alternative to, measures prepared in accordance with GAAP. There are a number of limitations related to the use of Adjusted EBITDA rather than net loss, which is the most directly comparable financial measure calculated and presented in accordance with GAAP. In addition, the expenses and other items that we exclude in our calculations of Adjusted EBITDA may differ from the expenses and other items, if any, that other companies may exclude from Adjusted EBITDA when they report their operating results.

In addition, other companies may use other measures to evaluate their performance, all of which could reduce the usefulness of Adjusted EBITDA as a tool for comparison.

We make spaces better places to live, work, and visit.

We've been focused on this mission since 2013.

LATCH

Real estate owners and operators use LatchOS to drive net operating income at their properties and portfolios.

$$ Increasing revenue.

Up to **$200-500** per apt per year(1)

- Premium experience and positioning
- Accelerated lease up
- Decelerated turnover
- Increased Rent/amenity fee upside
- Ancillary monetization opportunities
- Future-proof system

$$ Reducing expenses.

Up to **$100-300** per apt per year(1)

- Consolidation of manual systems
- Recurring rekeying expenses
- Lockout responses
- Resident onboarding/offboarding
- Delivery management
- Service provider oversight

(1) Source: Latch estimates. Depends on average rent, future upsells, and on-site staff

Core strengths underpin our business.

Massive total addressable market that is undergoing a once in a lifetime transition from analog to digital infrastructure.

Leading provider of a full-stack of software, firmware, and hardware technology delivering the most innovative and effective product to our customers, with the highest standards of quality and security.

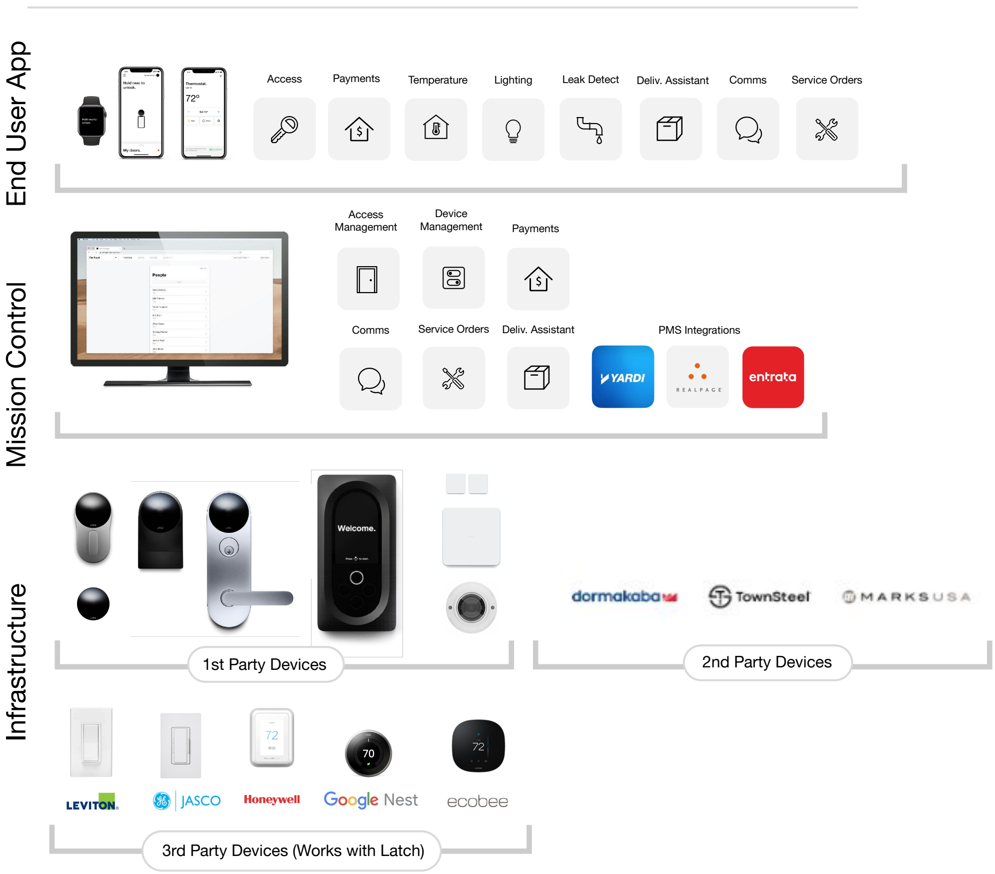
Large pipeline of customer demand for our products and services, with extensive opportunities to sell deeper into existing customer portfolios.

Long-term pre-paid enterprise software agreements with high switching cost. Highly sticky customer relationships with building owners and residents.

Strong financial foundation and unit economics position Latch for sustained efficient growth.

Strong balance sheet with opportunities to extend market leadership.

Latch Product Universe

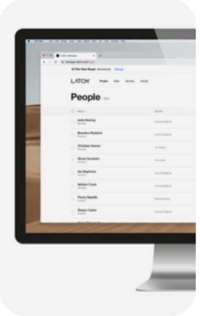


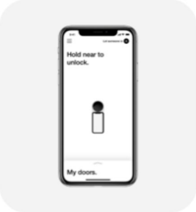
Since launch, we've developed and deployed devices, software, and services in support of this mission.

We've partnered with the largest real estate owners and the leading players in the space to continuously expand our product ecosystem.

We are the product, design, and technology leader.

We've done it without cutting corners, creating foundational IP, patented products, and experiences that have set the bar for the entire industry.





~131
Patents Granted or Pending Worldwide

Certified

>6
Product Design Awards

Real Time Internet Independence

>40%
Engineers

Security and Privacy at the Core

Note: Latch data as of June 1, 2022

Our core business is very strong, growing rapidly, and poised for future expansion.

We believe our focus on product innovation, security, and privacy will continue to be a key differentiator as our industry matures and the demand for our technology continues to grow.

Q1'22 Spaces	126.8K
Q1'22 ARR	$7.9M
Q1'22 Spaces Growth	129%
Q1'22 ARR Growth	137%
Software Revenue (TTM)	$9.6M
Total Revenue (TTM)	$48.4M
Software Revenue Growth (TTM)	104.5%
Software Margin[1] (TTM)	90%

Source: Latch Q1'22 Financial Results. (1) TTM Software Margin (non-GAAP) of 90% can be calculated by dividing the difference of TTM Software Revenue (the nearest GAAP metric) of $9.6m and TTM Software cost of goods sold of $0.9m by the TTM Software Revenue of $9.6m.

While navigating unprecedented supply chain challenges and construction delays, we remain focused on making the right long term and short term decisions.

We announced a reset to our cost structure in late May, resulting in $40M of annual run-rate savings, to enable investments in more focused growth.

Reorganized our product and engineering organizations to get back to the basics of building, shipping, and selling amazing products to our customers.

Reorganized our sales and marketing functions and adjusted our salesforce compensation structure to focus our sales teams on what we believe matters most to our growth, continuing to increase recurring software and services revenue.

We are also pushing forward with our strategic priorities to expand the ways we monetize our customers and users. And we have several near term product launches that enable this.

$335 Million

of cash plus marketable securities
(as of March 31, 2022)

We continue to believe we are fully capitalized to fund our growth plan to free cash flow breakeven.

The future is bright.

The current market opportunity for our enterprise software in the US alone is enormous.

The scale of the actual opportunity is even larger.

$9B

Latch TAM today[2]

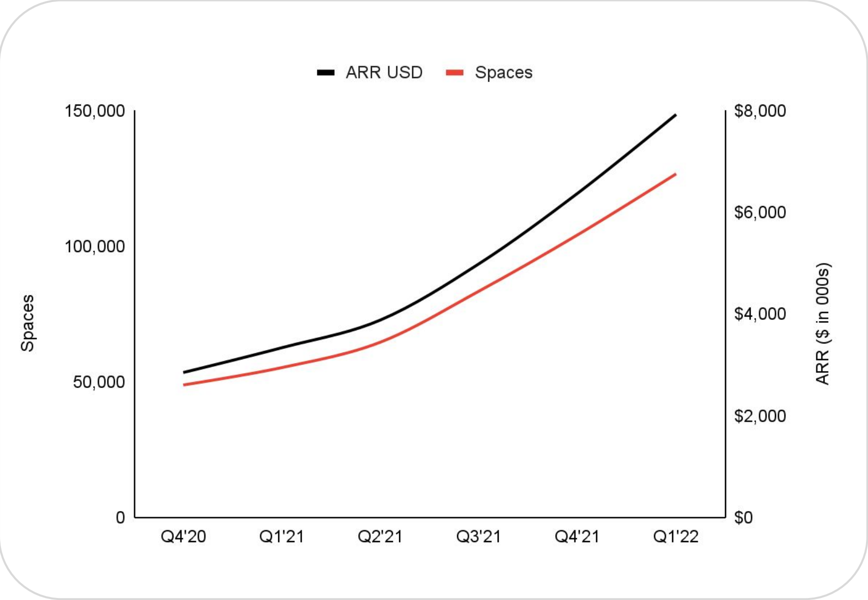
$3.8T

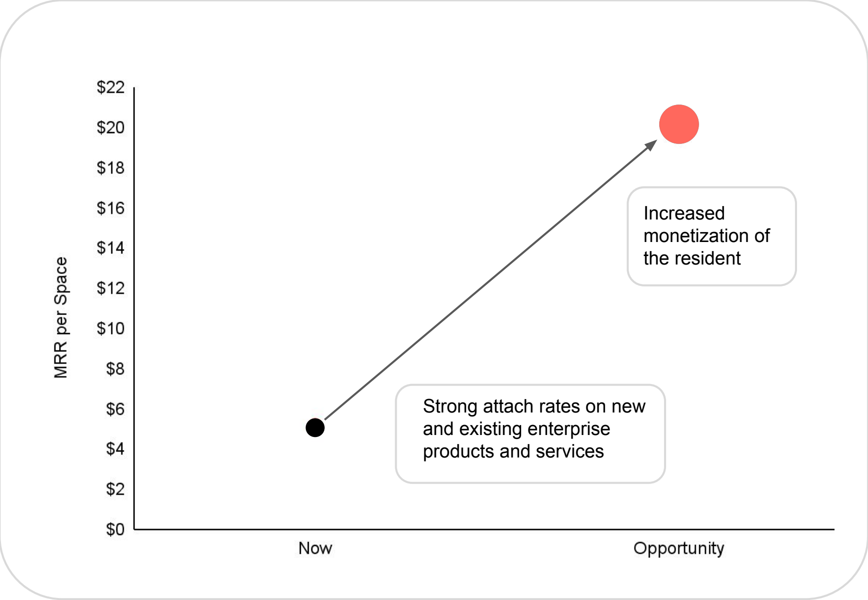
Annual US spending on and in rental spaces[1]

Not to scale

(1) 47M rental units x average $20k national rent for 1-BD + $62k average US household spending
(2) 47M rental units x $15/month

We are focused on growing spaces on our platform and increasing the monetization of those spaces.





Potential monetization per Space, for illustration purposes only

Latch is a product company and we've been a part of driving two major industry evolutions and we're about to drive a third…

We started with smart access.

Latch Access - A seamless, differentiated full building access experience, enabling residents, guests, and service providers.

We expanded with smart home.

LatchOS - Recognizing how building needs were evolving, we introduced the full building operating system category in 2020, unifying resident experience and building infrastructure.

Next we're driving smart living.

Latch Living - Today is the dawn of the smart living era and allows us to build services and experiences with all of the spaces already using our products.

As part of this shift into solving the next era of problems for our customers, we are pushing forward across three product areas.

Latch Infrastructure

Latch Mission Control

Latch App

Latch Infrastructure

Latch Lens

The Latch Lens program is one of the ways we allow access device partners to connect their best-in-class hardware portfolios to LatchOS. We've recently announced partnerships with Townsteel, Marks USA, and dormakaba and have already delivered more than $1 million of revenue from 2nd party devices and associated software in Q1.

Latch T

The Latch T is one of the new retrofit products we are planning to launch this fall. We believe this product will help us land and expand at new spaces and upsell our entire ecosystem over time.

Matter Support

Our active support of the open Matter device standard will allow us to continue to rapidly scale Latch-enabled spaces through 2nd party and 3rd party products that are brought to life with differentiated Latch software and services.

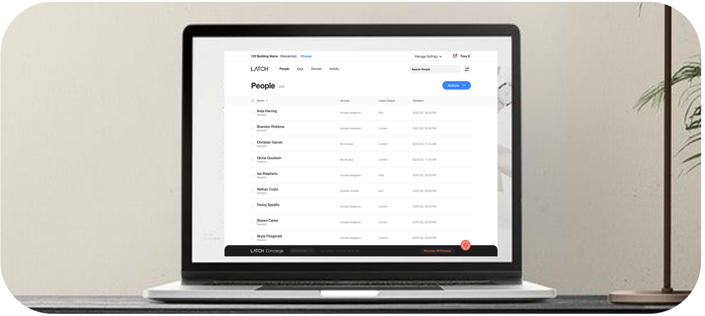
Latch Mission Control

Higher software attach rates through a comprehensive package of open solutions.

Two years ago, we announced the first version of our full building operating system, LatchOS, which now powers over 125,000 spaces.

LatchOS provides real estate operators, residents, and service providers the capabilities they need to solve the problems they face every day in their spaces, and we provide tailored solutions through our LatchOS modules, including Smart Access, Delivery & Guest Management, Smart Home. Today, we are focused on continuing to drive higher attach rates of new software modules, developed in partnership with leading real estate owners.

With the launch of LatchOS2 scheduled for later this year, we expect to introduce new data analytics, monetization, payment, and communication features for each space managed with our platform.



Latch App

Daily engagement drives our ability to provide new value to the resident, which drives value for our customers.

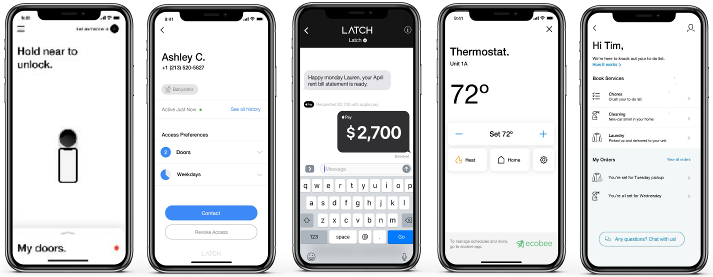
The Latch Living era is about a fundamental shift in how multi-family operators and residents think about their space.

Building upon our existing LatchOS platform and impressive resident engagement, we are excited to continue delivering additional software and services directly to the resident. Latch enables a unified resident experience with a single interface through the Latch App for all resident-facing interactions and Latch experiences in our customers' buildings.

Upon the launch of LatchOS2 expected for later this year, we are excited to add new features around payments, booking, and services.

The average resident interacts with our app

4.6x a day(1)



(1)Average app usage in Q1'22

APPENDIX

Consolidated Statement of Operations (Unaudited)

(in thousands, except share and per share amounts)

	Three Months Ended March 31, 2022	Three Months Ended March 31, 2021
Revenue:		
Hardware	$ 9,055	$ 5,014
Software	3,039	1,615
Services	1,561	-
Total revenue	13,655	6,629
Cost of revenue[1]:		
Hardware	10,992	6,028
Software	323	134
Services	1,718	-
Total cost of revenue	13,033	6,162
Operating expenses:		
Research and development	18,257	9,615
Sales and marketing	17,296	3,750
General and administrative	14,178	17,696
Depreciation and amortization	1,506	653
Total operating expenses	51,237	31,714
Loss from operations	(50,615)	(31,247)
Other income (expense)		
Change in fair value of derivative liabilities	-	-
Change in fair value of warrant liability	6,267	-
Change in fair value of trading securities	1,000	-
Loss on extinguishment of debt	-	-
Interest expense, net	(864)	(3,318)
Other expense	(2)	(3,536)
Total other income (expense), net	6,401	(6,854)
Loss before income taxes	(44,214)	(38,101)
Provision for income taxes	17	-
Net loss	$ (44,231)	$ (38,101)
Net Loss per common share		
Basic and diluted net loss per common share	$ (0.31)	$ (3.65)
Weighted averages shares outstanding		
Basic and diluted	141,970,190	10,438,778

(1) Exclusive of depreciation and amortization shown in operating expense below.

LATCH

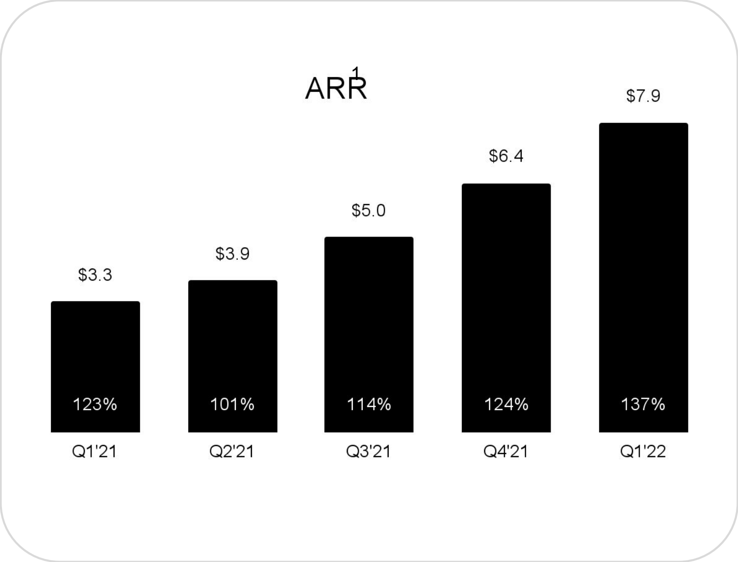
Definition of Key Business Metrics

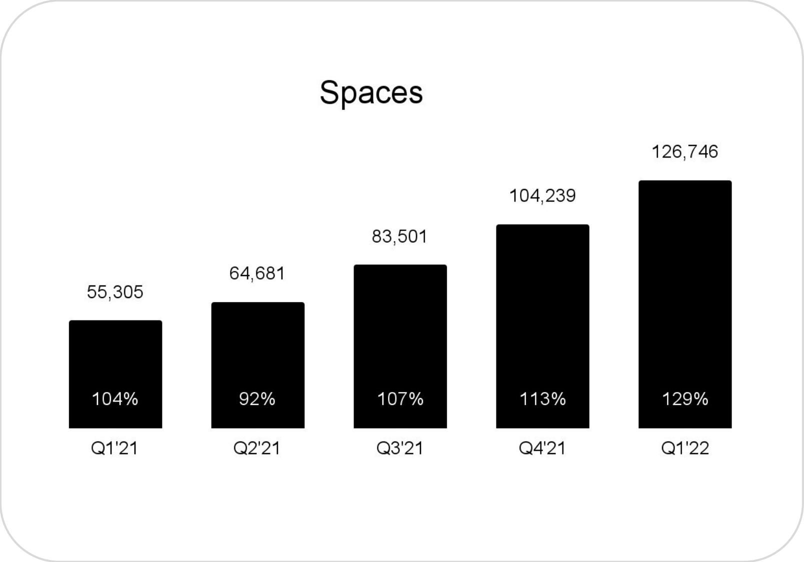
Latch reviews key business metrics to measure its performance, identify trends affecting its business, formulate business plans, and make strategic decisions that will impact our future operating results. For definitions of our key business metrics, see our most recent Quarterly Report on Form 10-Q or Annual Report on Form 10-K filed with the SEC. Increases or decreases in our key business metrics may not correspond with increases or decreases in its revenue.

ARR: We use ARR to measure the recurring cash we expect to collect from our customers. ARR is defined as the annualized value of our active software contracts. A contract is considered active if a signed contract is in effect as of the end of the period. The contract value represents the cash value to Latch, net of promotional, term, and any other discounts. ARR is calculated as the total contract value divided by the contract term in months, multiplied by twelve. We believe ARR provides useful information to investors because it measures the health and growth of our software business.

Spaces: We use Spaces to measure the quantity of units with active software contracts in buildings that generate ARR. Units represent apartments, other dwelling units, or commercial spaces in a building. We believe Spaces provides useful information to investors by indicating the size of the opportunity to grow total revenue by increasing additional hardware, software and services revenue generated by each Space.

Key Business Metrics





(1) The bridge between quarterly ARR and software revenue is primarily comprised of the significant financing component.
(2) Growth rates shown are calculated on a year-over-year basis.

Significant Financing Component Dynamics

Consider a single contract with a Present Value of $100 and a 10% cost of financing.

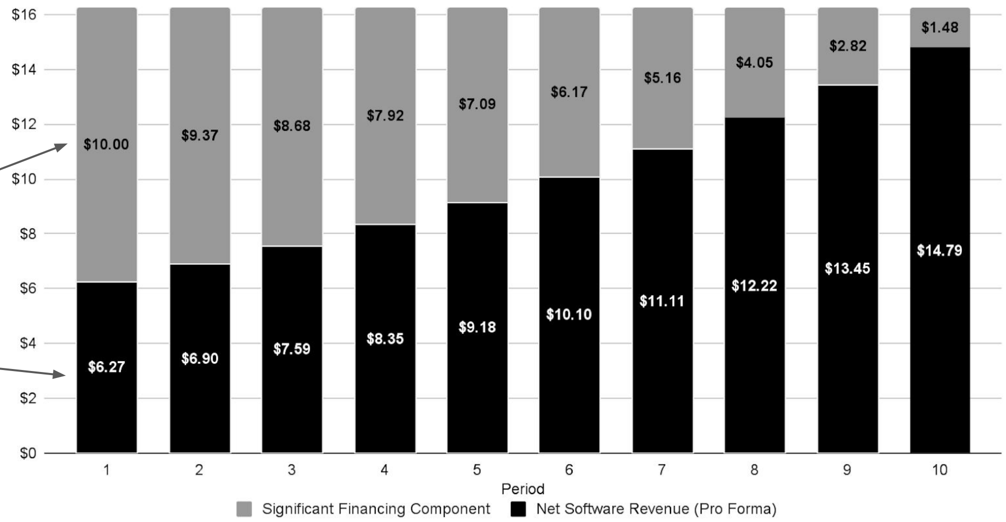
If financed over ten periods, each installment payment will be $16.27; this is the top line revenue on the P&L of each period.

The interest component of each installment will decrease over the ten periods; this is the Significant Financing Component recognized as interest expense in the P&L.

P&L Line Item (1)	Period 1	Period 2	Period 3
Software Revenue (net of promotional discounts)	$16.27	$16.27	$16.27
Interest Expense (2)	$10.00	$9.37	$8.68
Net Software Revenue (Pro Forma) (3)	**$6.27**	**$6.90**	**$7.59**

Non-cash Significant Financing Component shrinks over the length of the contract

Net Software Revenue (Pro Forma) grows over the length of the contract (3)



(1) The calculations presented on this slide are for illustrative purposes only and do not reflect the Company's actual revenue or expenses.
(2) Refer to footnote (1) on slide 28 for additional detail regarding this interest component.
(3) Net Software Revenue (Pro Forma) is GAAP Software Revenue net of interest expense related to the Significant Financing Component. Net Software Revenue (Pro Forma) recognized from deferred revenue is effectively the net cash consideration received from customers. Deferred revenue represents the Net Software Revenue (Pro Forma) to be recognized in future periods.

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