

SONOS

Historical Product Revenue by Quarter - Fiscal 2018 through Fiscal 2019

\$s

	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19
Sonos Speakers	\$ 421,815,502	\$ 154,723,486	\$ 160,598,435	\$ 227,928,732	\$ 965,066,155	\$ 436,105,789	\$ 160,504,858	\$ 194,285,425	\$ 217,526,414	\$ 1,008,422,486
Sonos System Products	44,652,206	30,189,811	43,558,646	38,182,688	156,583,350	52,433,810	38,564,118	46,487,622	49,686,055	187,171,605
Partner Products and Other Revenue	2,482,109	1,806,942	4,241,367	6,828,151	15,358,569	7,831,825	11,103,807	19,345,709	26,947,464	65,228,806
Total Revenue	\$ 468,949,817	\$ 186,720,240	\$ 208,398,448	\$ 272,939,571	\$ 1,137,008,074	\$ 496,371,424	\$ 210,172,784	\$ 260,118,756	\$ 294,159,933	\$ 1,260,822,897

NOTE: As stated in the Company's fourth quarter and fiscal 2019 letter to shareholders on November 20, 2019, beginning in the first quarter of fiscal 2020, Sonos would begin reporting its product revenue in the following categories: Sonos Speakers, Sonos System Products, and Partner Products and Other Revenue.

The Company is providing this information to compare current period product revenue to historical periods.

Please refer to our reports filed with the Securities and Exchange Commission for further information regarding these metrics.

The information provided herein is unaudited and should be read in conjunction with the financials statements for the periods listed.

DISCLAIMER:

Investors are cautioned not to place undue reliance on these historical financial results. These historical financial results are being presented for informational purposes only and should not be regarded as an indication that Sonos, Inc. ("Sonos") considers such results to be a reliable prediction of future events, and such results should not be relied upon as such. These historical financial results speak as of the fiscal year ended September 28, 2019 and do not reflect, and we do not intend to publicly update these historical financial results to reflect, circumstances existing after the fiscal year ended September 28, 2019 or the occurrence of future events. In addition, Sonos' independent auditors have not examined, compiled or performed any procedures with respect to these historical financial results, and have not expressed any opinion or any other form of assurance of the accuracy of such information, and accordingly assume no responsibility for them. Further, no representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of these historical financial results.