A.EYE™

THIRD QUARTER 2026 EARNINGS

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Nasdaq | LIDR

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Matt Fisch

Chief Executive Officer



ACCELERATING COMMERCIAL MOMENTUM

Q3 2026 Commercial Dashboard

32

Revenue-generating Customers

Up 28% vs. Q2 earnings

First STRATOS™ Revenue

From Swiftstrike AI Collaboration

Counter-UAS integration underway

~10x

YoY Revenue Growth

~2.5x QoQ revenue growth

5th

Consecutive Order From Lead Defense Customer

Defense engagements growing QoQ

Third quarter 2026 revenue of $506K represents 5th consecutive quarter of revenue growth

CUSTOMER PIPELINE

Improving Visibility into Revenue Acceleration

STAGE 1 · LEADS

>200

Active technical engagements

Each one a candidate for a paid POC

STAGE 2 · PAID POCS

32

Customers integrating and validating

Integrating

Validating

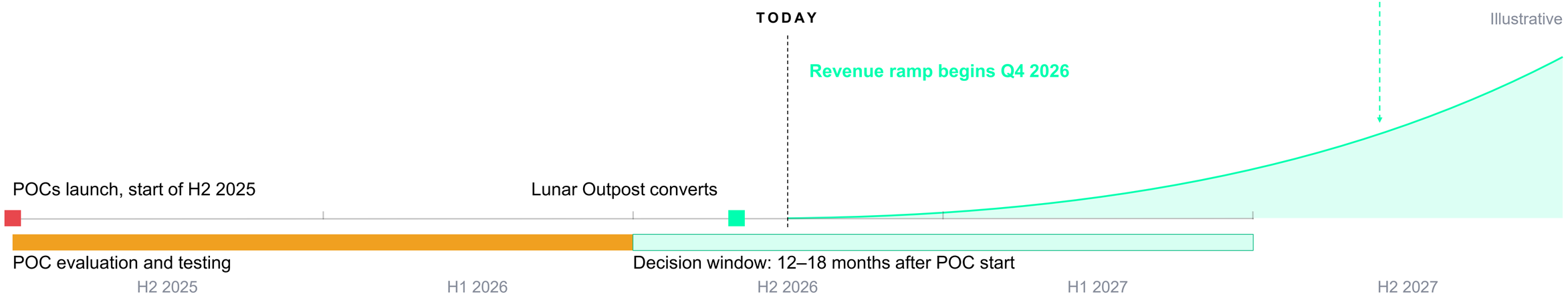
Nearing decision

STAGE 3 · DECISION

Converting

Lunar Outpost is now generating significant commercial revenue

More conversions expected in the next 6–9 months



New Markets Are Converting

Apollo™ continues to gain commercial traction in space mobility and sports analytics

SPACE MOBILITY

Lunar Outpost program now contributing revenue

» Binding, multi-million-dollar agreement for the Pegasus Lunar Terrain Vehicle

» Ramp underway, giving visibility into future revenue

» This triggered a surge in technical engagements by answering an unmet need in space mobility

SPORTS ANALYTICS

Second customer in sports analytics

» New sensor order following Alive3D's selection of Apollo™

» Same platform reconfigured via software for elite sports use case

WHY IT MATTERS

Same platform, expanding market

» Both use cases were beyond the reach of first-generation lidar

» Each new vertical is served from one platform, without expanding the product portfolio

» Broadens our addressable market with increasingly less capital required

Industry Vertical Momentum



Defense

» Remains our most active vertical -- engagements continue to grow QoQ

» First STRATOS™ revenue from Swiftstrike AI counter-UAS integration

» Lead customer placed fifth consecutive order

» Defense distributors expanding Apollo™ and STRATOS'™ international reach



Aerospace

» Lunar Outpost selected Apollo™ for its Pegasus Lunar Terrain Vehicle; now contributing revenue and ramping

» Same software-defined platform extends from defense to lunar mobility, no new hardware stack

» Inbound space-mobility interest up sharply since the announcement



Smart Infrastructure

» OPTIS™ now monitoring intersections and highways in Detroit and highways in Florida; Bay Area smart intersection remains operational

» Second sports analytics customer follows Alive3D, extending Apollo™ into elite-sports tracking

» Multiple rail RFIs and proofs of concept advancing toward commercial decisions



Automotive and Trucking

» Apollo™ validated on NVIDIA DRIVE AGX Thor™ and part of the DRIVE Hyperion ecosystem.

» Active in multiple OEM L3/L4 evaluations

» MoveAWheeL relationship expanding, with multiple opportunities in development

Strategic Priorities

1

Convert the pipeline into commercial deployments

» 32 revenue-generating customers, up from 25 last quarter; convert POCs to commercial wins

» 200+ active engagements feeding the POC funnel

2

Scale operations to deliver commercial ramp while maintaining capital discipline

» $63.1M cash and marketable securities, virtually debt-free

» $35M full-year 2026 cash consumption, including ~$5M in working capital to support the commercial ramp

» Operational runway into 2028

» Targeting 15% cash consumption reduction in FY27

3

Extend our software-defined performance lead

» Build on first STRATOS™ revenue toward broader commercialization

» Expand OPTIS full-stack sense-to-act deployments

» Apollo™ detects at up to 1 km, STRATOS™ at up to 1.5 km

» Leverage range and configurability to open new markets while keeping costs low

Conor Tierney

Chief Financial Officer



WHERE WE ARE

Three Phases of Commercialization

Phase two begins when evaluations convert into commercial contracts

PHASE 1 · FOUNDATION

COMPLETE

» Engineering programs and technical evaluations

» Proof-of-concept deployments across verticals

» Partner and manufacturing framework in place

PHASE 2 · CONVERSION

WE ARE HERE

» Evaluations convert into commercial contracts

» Operational backbone built to serve them

» Revenue scale and positive margin come later in the phase

PHASE 3 · SCALE

AHEAD

» Multi-year programs at production volume

» Operating leverage on a partner-led cost base

» Path to sustained profitability

Q3’26 Financial Summary

(in millions, except per share amounts)

	Quarterly Results (unaudited)	
Key Financial Metrics[1]	**Q3 2026**	**Q2 2026**
GAAP Net Loss	$(11.2)	$(10.0)
GAAP EPS	$(0.24)	$(0.22)
Non-GAAP Net Loss[2]	$(7.2)	$(7.6)
Non-GAAP EPS[2]	$(0.15)	$(0.17)
Net Cash Used in Operating Activities	$(8.0)	$(7.3)
Weighted Avg Shares for EPS	46.5	45.9
Cash, Cash Equivalents, and Marketable Securities	$63.1	$71.5

(1) This table discloses select financial metrics, for full financial information refer to our third quarter 2026 earnings release
(2) Excludes stock-based compensation expense, expenses related to financing arrangements, change in fair value of warrant liabilities, and arbitration award. See reconciliation of GAAP to Non-GAAP Financial Measures on Slide 14

Financial Outlook

- Fourth-quarter 2026 revenue expected to approximately double Q3 and be our first $1 million revenue quarter driven mainly by Apollo™ commercial programs
- Q4 revenue is expected to establish a new quarterly revenue baseline with significant upside potential in 2027
- Full-year 2026 cash consumption expected at $35 million, inclusive of approximately $5 million in working capital to support the commercial ramp
- 2027 cash consumption targeted at approximately 15% below the 2026 expected number
- Strong balance sheet, with $63.1 million in cash and marketable securities at quarter end and virtually no debt, providing operational runway into 2028 to support commercialization and customer deployments

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Appendix

Reconciliation of GAAP to Non-GAAP Financial Measures
(in thousands, except share amounts and per share data)

	Quarterly Results (unaudited)	
Reconciliation to Non-GAAP Net Loss	**Q3 2026**	**Q2 2026**
GAAP Net Loss	$(11,244)	$(10,022)
Stock-based compensation	3,255	2,419
Stock issuance costs	414	97
Change in fair value of warrant liabilities	(75)	(130)
Arbitration award	458	-
Non-GAAP Net Loss	$(7,192)	$(7,636)
Per Share Data:		
Non-GAAP net loss per common share (basic and diluted)	$(0.15)	$(0.17)
Weighted average common shares outstanding (basic and diluted)	46,538,088	45,915,091

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THANK YOU

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