

Q3 2021

Earnings Call



# AEye Quarterly Business Update

- » Company Background and Differentiation (First public earnings call)
- » Update on the Business
- » Progress against milestones for 2021
- » Q3, 2021 financial results
- » Q&A

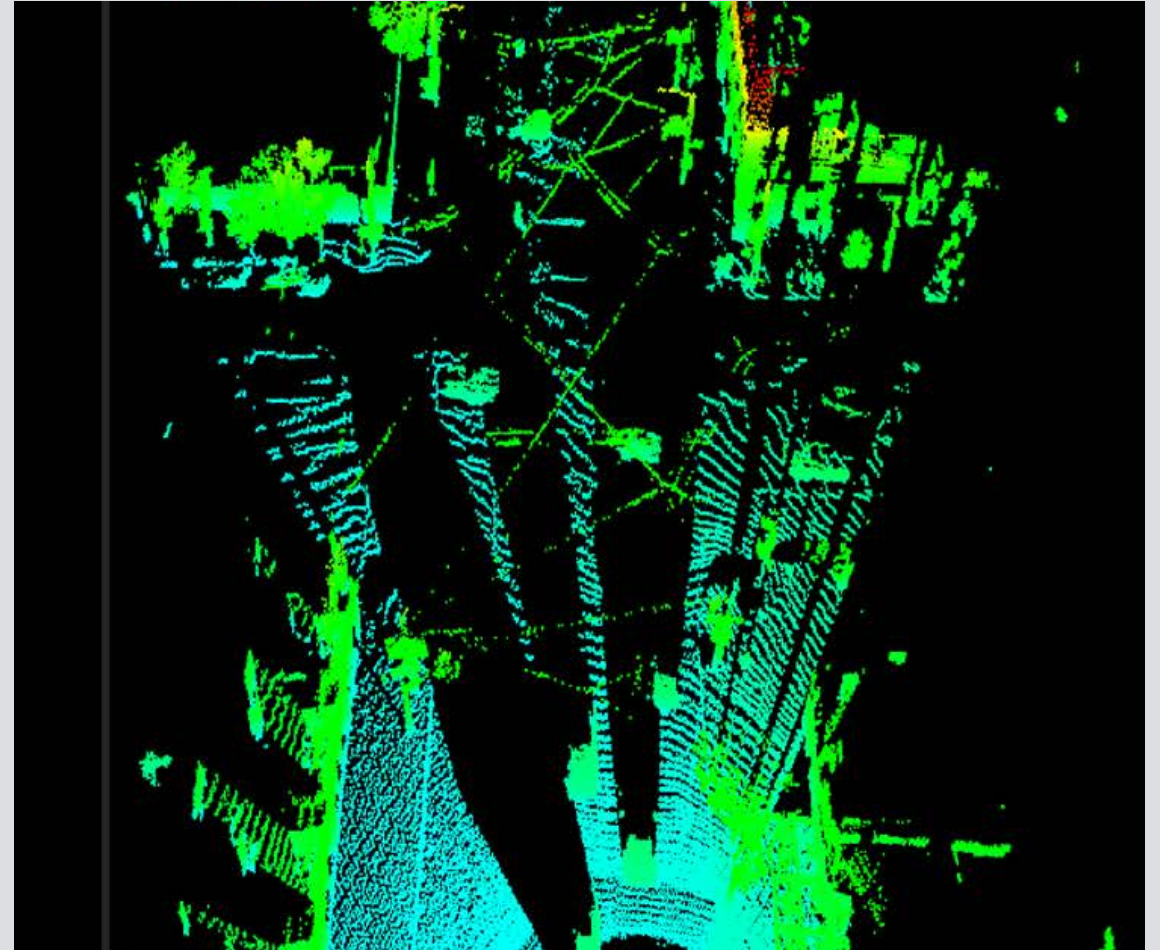
# Overview of AEye

## Technology:

- » Adaptive, intelligent next-gen lidar systems
- » Based on principles of targeting systems and biomimicry
- » Unique intelligent sensor platform
- » Solid-state performance and modular hardware design
- » Eye-safe 1550nm fiber laser
- » Robust patent portfolio with thousands of claims

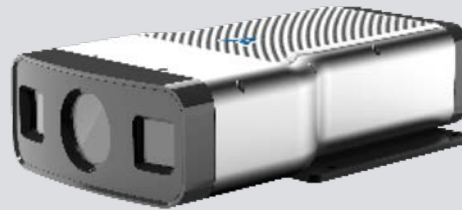
## Business: Secular Play

- » Focused on Automotive, Mobility & Industrial markets
- » Unique go-to-market model that includes software licensing co and direct sales to drive adoption
- » High-margin, capital-light business model
- » DeSPAC completed in Aug. 2021 (Nasdaq listed: LIDR)



# AEye's Track Record of Innovation and Leadership

## AE90 Development Platform



- 2013 - 2016: Commenced visualization, simulation modeling, and prototyping. Leveraged off-the-shelf components and a gaming simulation engine.
- 2017:
  - Introduced for evaluation the **AE10** commercial product, our foundation for adaptive intelligent LiDAR.
  - Patented bistatic design of a receiver allowing for modular packaging and patented our unique Bore sited camera.
  - Patented pulse modulation for LiDAR.
- 2018:
  - Introduced the **AE90** development platform with SDK.
  - Introduced Dynamic Vixels™.
  - Set performance records of 1,000m range and 100Hz scan rates as verified by VSI, one of the nation's leading independent testing houses.

## 4Sight M Platform for Industrial and Mobility Markets



- 2019:
  - Announced LiDAR-based **perception** software designed to run in the sensor. Our network architecture enabled processing in sensor, car or cloud.
  - Created a scalable manufacturing model using CMs and Tier 1's which is capital light and channel compatible.
  - Announced investments and partnerships with multiple Tier 1 suppliers (Hella, LG, Aisin).
- 2020:
  - Launched the **4Sight** series of products with a single architecture and a common supply chain.
  - Received 26 awards for innovation and performance in hardware, software, and artificial intelligence.
  - Announced selection by Continental as high-performance LiDAR supplier: Continental invested in AEye.
  - Over 50 customer evaluation and pilot programs with companies in the industrial and mobility markets.

## HRL131 ADAS Platform



- 2021:
  - Received **HRL131** B samples from Continental and transferred industrial product manufacturing to Sanmina.
  - Upgraded **4Sight M** to improve performance, cost, size, and power.
  - Became public via merger with CFAC, listed on NASDAQ under symbol LIDR.
  - Achieved >100 filed patents globally.
  - Announced partnerships with TuSimple, NVIDIA, and Continental for full stack ADAS solutions.
  - Announced partnerships in multiple industrial markets
  - Established offices in Germany, Japan, and Korea.
  - Established new performance metrics for LiDAR industry in range (1,000m in weather), speed (20,000Hz), and resolution (1,600 points/degree<sup>2</sup>).

# Technology Vision

Founded in 2013 to create AI-driven sensing system that perform better than the human eye and visual cortex – focusing on information that matters



Commercializing technologies used for military targeting systems to make autonomous vehicles smarter and safer

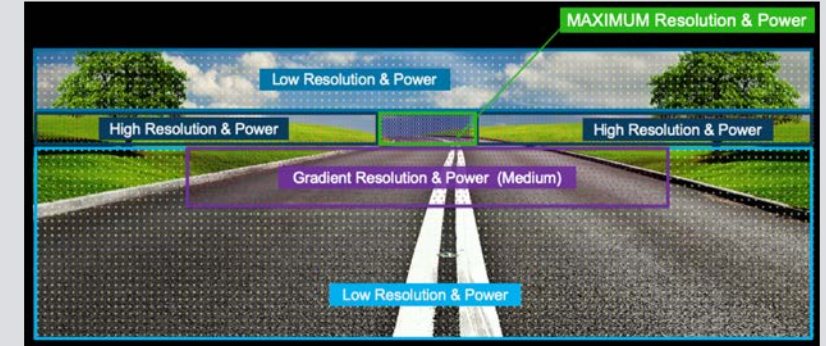
## Key Principles of Differentiated Approach

- **Hardware:** Innovative Bistatic system architecture leverages parallel processing and modular hardware components
- **Sensor Software Platform:** Embedded software platform uses adaptive edge processing with feedback loops to allow adaptive optimization and deterministic AI
- **Perception Software:** Customizable to market and vehicle type leveraging a network-centric data/communications capabilities across industries

The world is dynamic. The way your vehicle senses should be as well.

# Why Software-Definability is So Important

Uniquely applying intelligence to each use case



One size does not fit all.

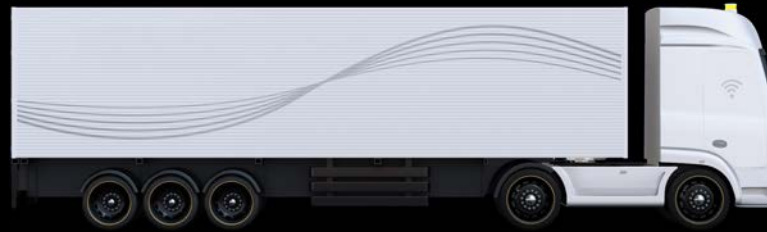
5x-10x Better Performance



Front Facing or  
360  
Short Range  
Cost



Urban or Highway  
Grill or Windshield  
Short or Long Range



Very long range  
Grill or Windshield or Roof  
Mount  
Inline or Retrofit



Shock and  
Vibration  
Personnel Safety  
Closed Loop

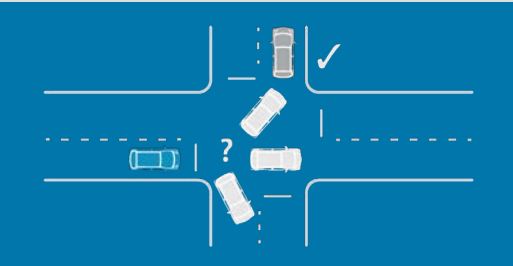
# Increasing Levels of Software Value-Added

## ADAS

- Process at edge of network
- Network-enabled edge processing with triggers
- Extensible through SDK

## Mobility, Rail, ITS, Industrial, Construction, Aerospace and Defense

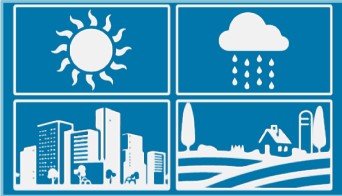
### Predictive



### Responsive



### Triggered



### Design

Single customized deterministic pattern for a specific use case

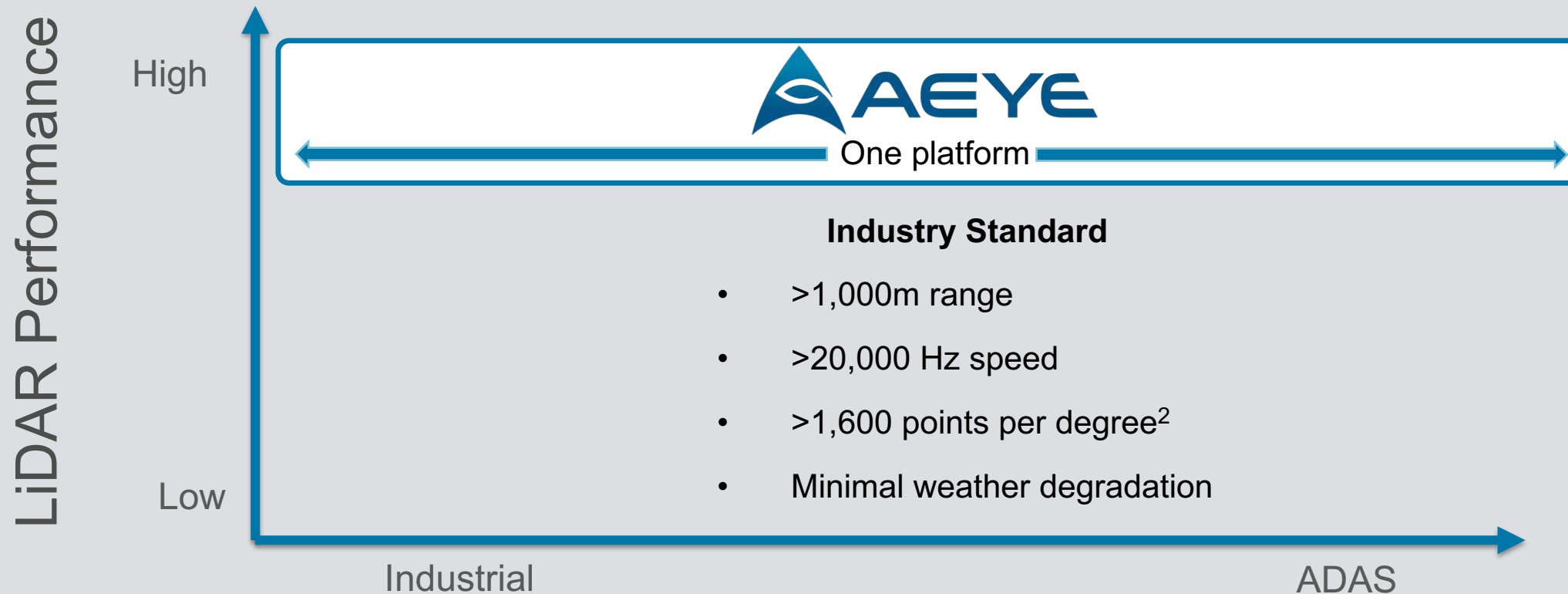
Library of deterministic patterns triggered by external input

Real-time situationally-aware scan patterns dynamically generated

Motion forecasting to pre-determine greatest threats and focus sensor network  
Address the most challenging edge cases

# Markets

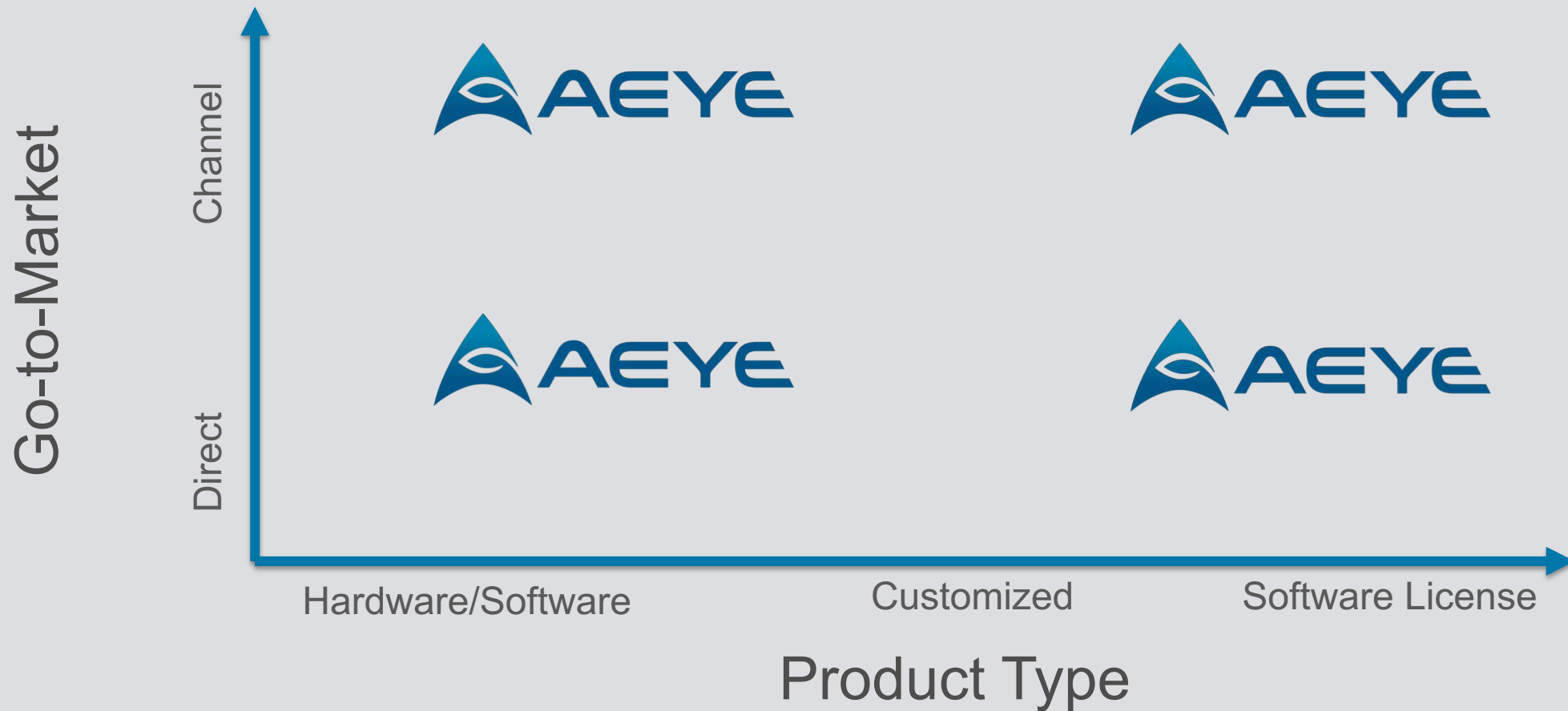
AEye unique technical architecture addresses the needs of all markets with fundamentally the same product





# Sales

AEye unique technical architecture **also** enables a flexible, scalable business model that was designed to be capital light and partnership friendly



# Customer and Partner Highlights

# Customer Highlights

## Deep Dive: Continental



### Continental Partnership Status

- Selected by Continental to meet premium OEM requirements
- Long-range, high-performance Continental LiDAR product based on AEye technology
- B-samples in production now, SOP in 2024.
- Collaborative engineering, operations and sales resources
- Invested in AEye
- Continental's EVP of ADAS joined AEye's advisory board

### HRL131 Start of Production: 2024



**ADAS supplier to 25 OEMs,  
50 brands, 300 models**

**100mm ADAS units delivered  
2017-2019**

Radar, Camera, LiDAR, ADCUs

- €44.5 billion in revenue (2019)
- 241,458 employees (2019)
- 595 locations in 59 Countries

Source: Continental.

# Customer Highlights



- Jointly exhibited at the IAA trade show in Munich in September
- Joint customer development with major global automotive OEMs
- Collaborating on several major RFP/RFI/RFQ processes



**Gunnar Juergens**

Vice-President of LiDAR at Continental

# Traction in Industrial Markets

Trucking



“AEye’s software-configurable hardware enables us to utilize a single sensor for both low speed, wide Field-of-View cut-ins and high speed, long-range, small object detection – flexibility that is incredibly powerful for addressing the wide scope of trucking corner cases.”

*- Chuck Price, Chief Product Officer at TuSimple*

Mobility



“AI-driven sensing and perception are critical to solving the most challenging corner cases in automated and autonomous driving. As an NVIDIA ecosystem partner, AEye’s adaptive, intelligent-sensing capabilities complement our DRIVE platform, which enables safe AV development and deployment.”

*- Glenn Schuster, Sr. Director of Sensor Ecosystems, NVIDIA*

Construction



“The highest quality perception is needed in every environment in which autonomy is operating. Construction, mining, and other adverse environments present challenges to sensors, yet lidar can play an essential role here as one component of the sensing solution. Thus the customer’s requirements for safety and efficiency are fulfilled.”

*- Richard Bishop, Transportation and Autonomous Vehicle Industry Expert*

Rail



“For the rail industry, operating safely is a key objective and reliant on timely and accurate information. Today, LiDAR provides the foundational data and insight to identify safety risks and in my view will become even more critical to safe rail operations in the future..”

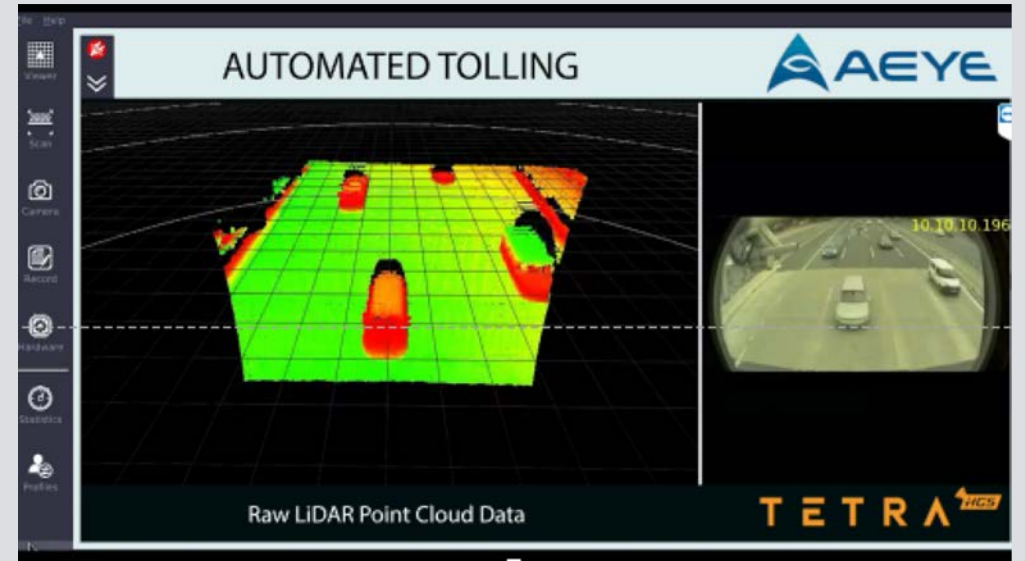
*- Keith Dierkx, Former Global Head of Rail at IBM*

# Traction in Industrial Markets - ITS Launch



## Partners

SEOUL  
ROBOTICS.



# Manufacturing and Innovation Highlights



# Manufacturing and Innovation Highlights



**Continental** 

ADAS  
Producing B Samples



**SANMINA**

Industrial  
4Sight M

# Manufacturing and Innovation Highlights



- Advanced Development Center
- Partner Innovation Center/ Shared office space



- Industry-leading open testing facility (under construction)
- Institutionalized 3<sup>rd</sup> Party Performance Validation

# Financial Update

# Strategic Milestones for 2021

Status

## FINANCIAL

- **MILESTONE:** Complete deSPAC transaction in Q3'21
- **COMMENT:** Listed on Nasdaq (LIDR) in August '21, raising over \$200 million net of fees and eliminating over \$50 million of debt

## PRODUCT

- **MILESTONE:** Demonstrate performance advantages of AEye LiDAR
- **COMMENT:** Established new LiDAR industry performance standards for range, speed and resolution, and validated superior weather performance

## MANUFACTURING

- **MILESTONE:** Transition initial automotive ADAS B-sample to production at Continental; transition production of 4Sight M product to Sanmina in Q4'21 for the industrial markets
- **COMMENT:** Initial production of automotive ADAS B-sample transitioned to Continental; on track to transition industrial product (4Sight M) to Sanmina in Q4'21

## CUSTOMERS & PARTNERS

- **MILESTONE:** Demonstrate commercial traction with leading customers and partners
- **COMMENT:** Advancing key relationships including Continental (ADAS), TuSimple (trucking), Nvidia (mobility), Komatsu (construction), Hitachi (rail), and Mitsubishi, Econolite, Intetra and Seoul Robotics (all in support of our recent ITS launch)

## GOVERNANCE

- **MILESTONE:** Establish strong public-company board of directors
- **COMMENT:** Elected new board of directors with highly respected board members and led by Carol DiBattiste as Chair

## SCALING THE COMPANY

- **MILESTONE:** Expand our US and worldwide reach to support launch
- **COMMENT:** Substantially increased our base of key employees in the US; also expanding in Germany, Japan and S. Korea

## INNOVATION

- **MILESTONE:** Substantially expand patent portfolio
- **COMMENT:** Achieved 100 total patents filed to date, protecting AEye's groundbreaking IP



# Financial Summary: Q3 '21

Revenue	\$0.1M
GAAP Net Loss	\$(17.4)M
GAAP EPS	\$(0.15)
Non-GAAP Net Loss <sup>(1)</sup>	\$(13.7)M
Non-GAAP EPS	\$(0.12)
Adjusted EBITDA	\$(12.5)M
Weighted Avg. Shares for EPS	114.9M
Outstanding Shares at 9/30/21	154.6M
Cash, Cash Equivalents & Marketable Securities	\$182.4M
Debt	\$---

Notes:

(1) Non-GAAP net loss has been adjusted for stock-based compensation expense of \$2.3M, expenses related to registration statement on Form S-1 on behalf of selling stockholders of \$1.8M, change in fair value of embedded derivative and warrant liabilities of \$(0.3)M.

(2) Adjusted EBITDA further adjusts Non-GAAP net loss for depreciation and amortization expense of \$0.3M, interest income and other of \$(0.1)M and interest expense and other of \$0.9M.

# Our people, Our future

# Attracting the Leaders in LiDAR



Rick Tewell – COO

- Formerly COO at Velodyne



Hod Finkelstein – Chief R&D Officer

- Formerly CTO at Sense Photonics



Bernd Reichert – Senior Vice President - ADAS

- Formerly Global Vice President for ADAS and LiDAR at Valeo



T.R. Ramachadran – Chief Product Officer

- Formerly CMO at Cepton and Vice-President of Product Management at Velodyne

# Why AEye Video



Thank You

