



Fourth Quarter 2024 Earnings

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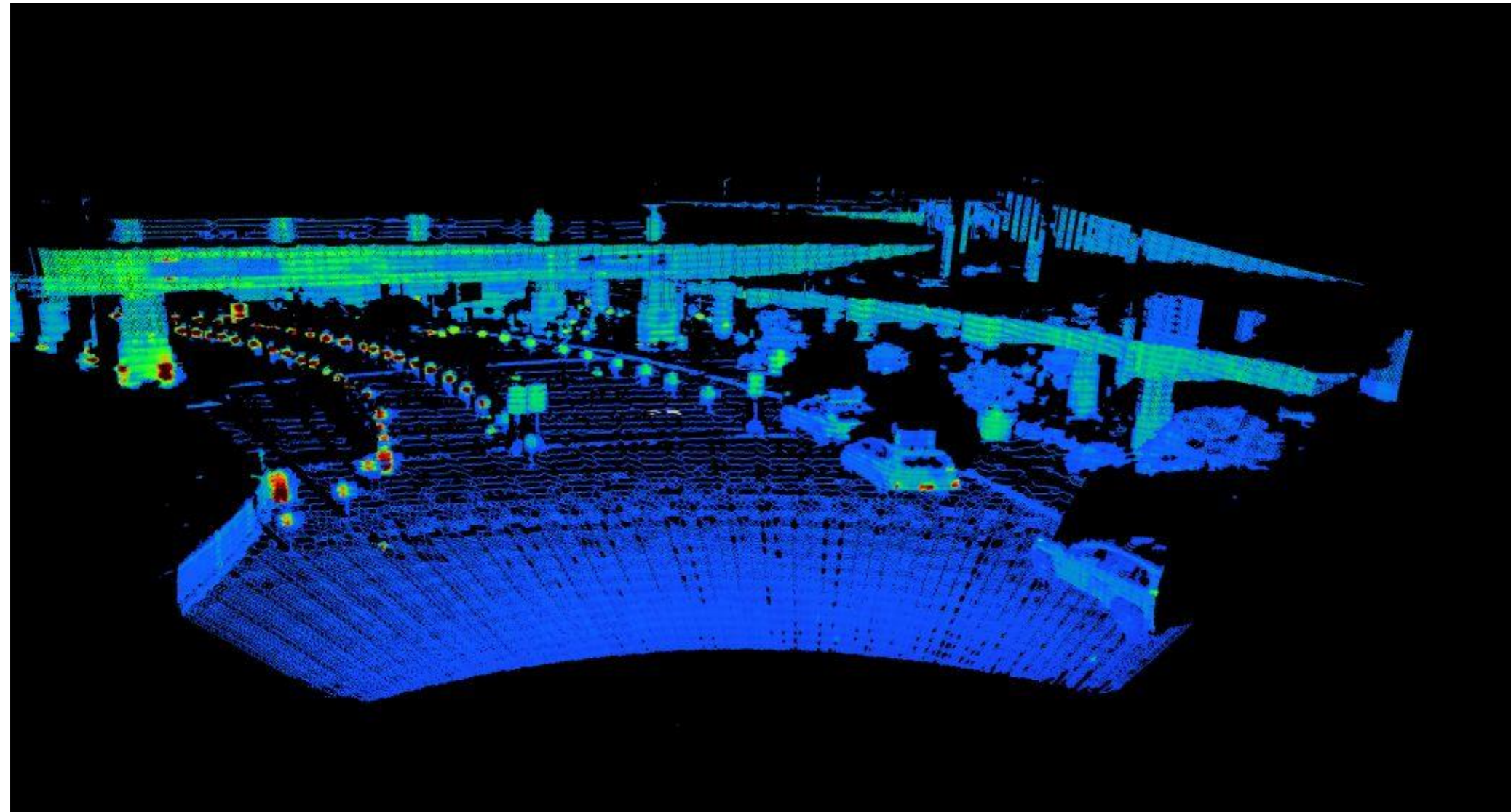
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Matt Fisch

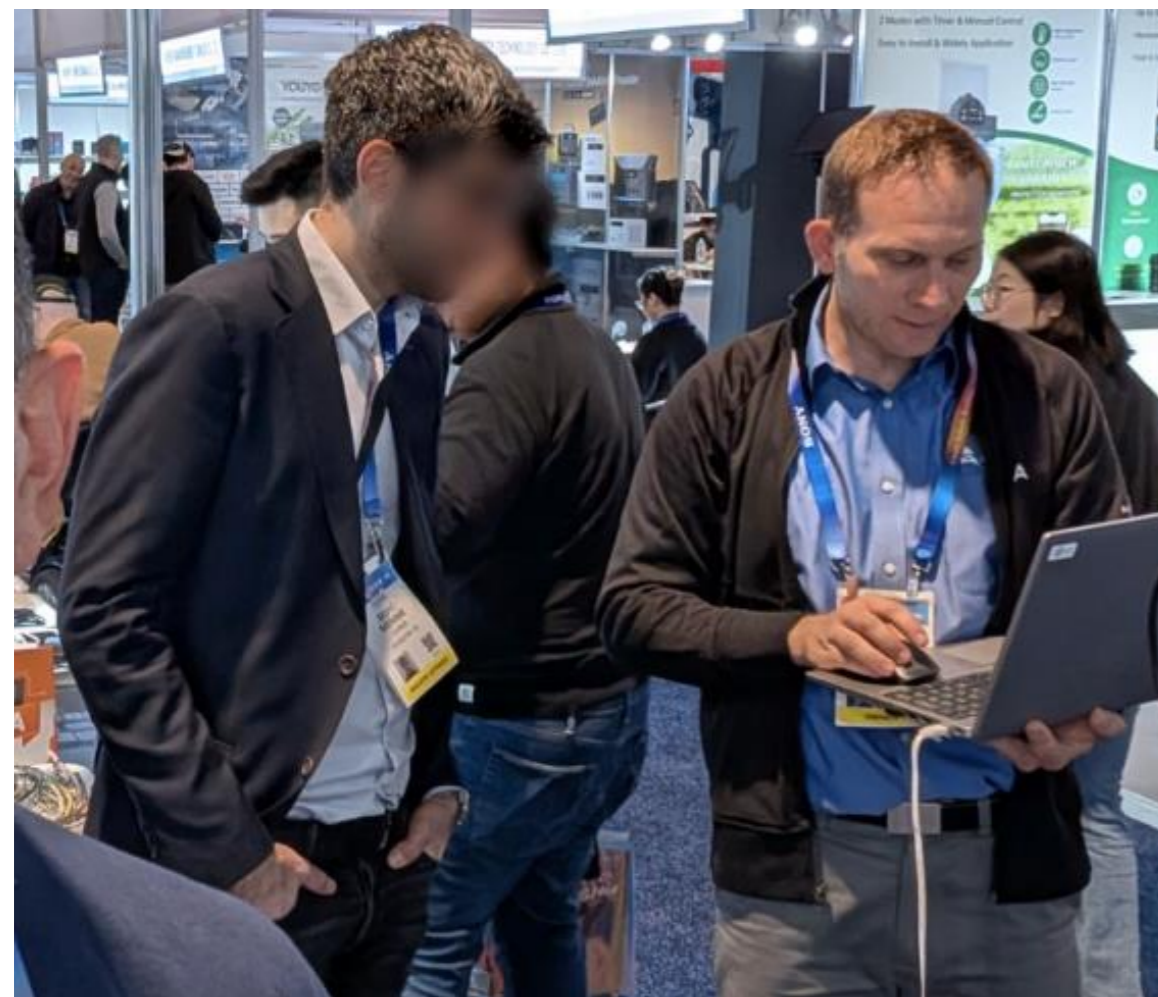
CEO

AEye



U.S. Launch of Apollo at CES

- » Demonstrated Apollo's behind-the-windshield capabilities through live test drives
- » Offers unparalleled high-resolution, long-range detection capabilities at 1km
- » Believed to be the only lidar sensor that seamlessly mounts behind-the-windshield while meeting ADAS performance needs



AEye demonstrated record-breaking behind-windshield performance of Apollo at CES 2025

LATEST HIGHLIGHTS

KEY MILESTONES



Launched Apollo in the U.S. at CES, showcasing differentiated behind-the-windshield integration



Began production of first Apollo B samples, critical milestone for OEM quoting process



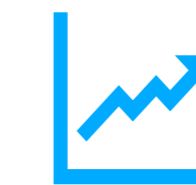
On-track for Apollo manufacturing ramp with global Tier 1 partner



Field testing Apollo with customers for security, rail, and intelligent traffic systems



Beat quarterly cash burn guidance for fourth consecutive quarter



Raised additional growth capital, extending cash runway to mid-2026



Conor Tierney

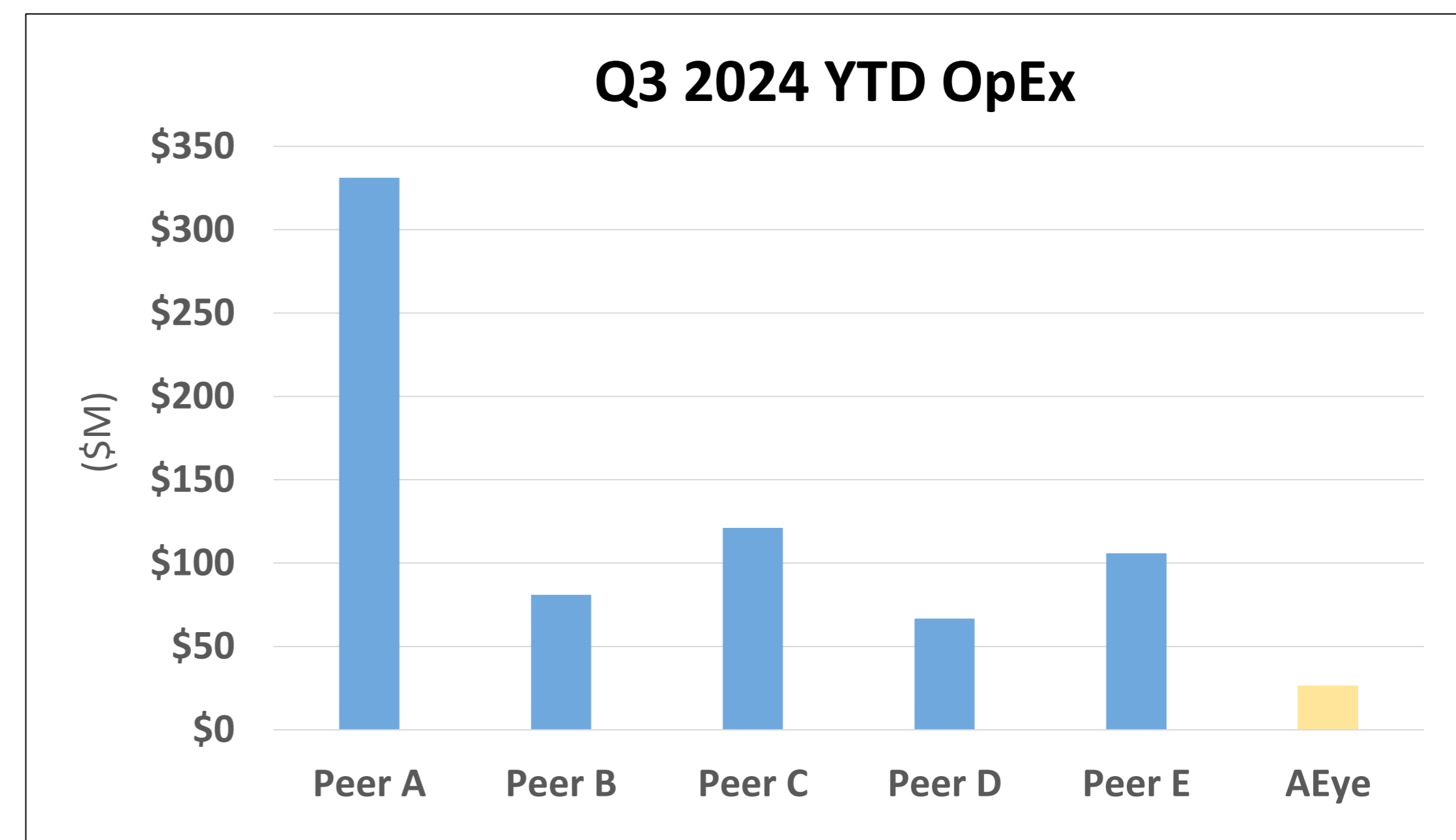
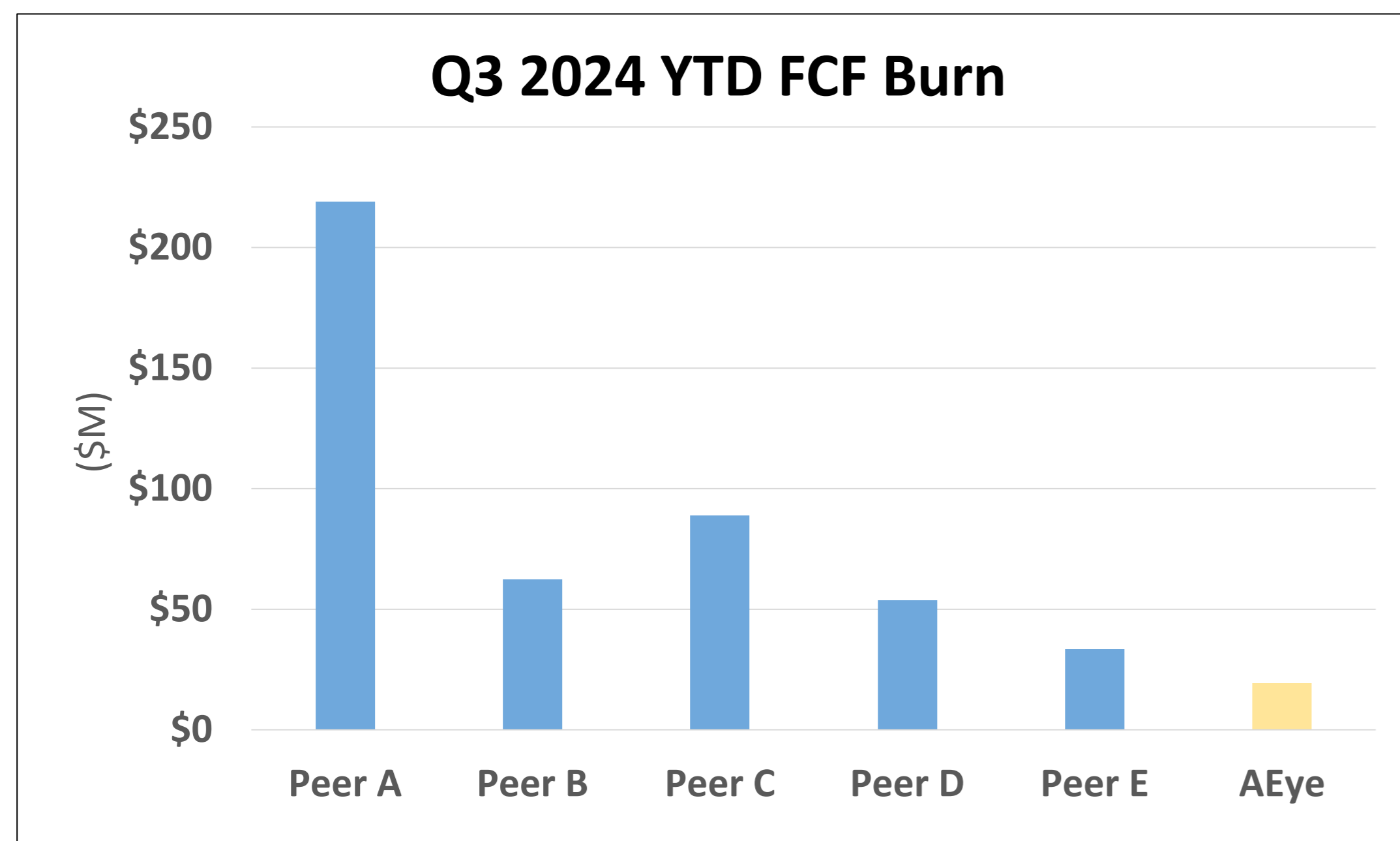
CFO

AEye

A Capital-Light Business Model that Sets Us Apart

Peer Comparison

- » Favorable cost structure
 - » Peer cost structures are up to 12x higher than AEye
- » Total potential liquidity (including ELOC and ATM) should extend runway to high-volume production
- » Cash burn of \$4.8 million in Q4'24, down sequentially and beating quarterly guidance of \$4.9 million



*AEye cash burn data excludes net financing proceeds
All comparisons exclude China-based peers*

Q4'24 Financial Summary

(in millions, except per share amounts)

Key Financial Metrics ⁽¹⁾	Quarterly Results (unaudited)	
	Q3 2024	Q4 2024
GAAP Net Loss	\$(8.7)	\$(8.5)
GAAP EPS	\$(1.01)	\$(0.93)
Non-GAAP Net Loss ⁽²⁾	\$(6.0)	\$(6.3)
Non-GAAP EPS ⁽²⁾	\$(0.70)	\$(0.69)
Net Cash Used in Operating Activities	\$(5.4)	\$(4.8)
Weighted Avg Shares for EPS	8.6	9.1
Cash, Cash Equivalents, and Marketable Securities	\$22.4	\$22.3

(1) This table discloses select financial metrics, for full financial information refer to our fourth quarter 2024 earnings release

(2) Excludes stock-based compensation expense, expenses related to financing arrangements, change in fair value of warrant liabilities, and gain (loss) on termination of operating lease, net

FY 2025 Cash Burn Outlook

- » **Expecting FY 2025 cash burn of \$25 million, up slightly YoY primarily due to increased investment required to ramp Apollo to high-volume production**
- » **Anticipating a temporary increase in Q1 2025 cash burn due primarily to one-time payroll-related costs**
- » **Total potential liquidity (cash, ELOC, ATM) enables OEM engagement and extends runway needed to continue reaching key milestones for Apollo**



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Thank you

