

# **Investor Presentation**



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Forward-Looking Statements partnerships or that global automotive-grade production at scale can be achieved; risks that competitors will This presentation of AEye, Inc. ("AEye" or the "Company") includes statements that are not historical facts, be displace AEye at various customers, potential or actual; risks that laws and regulations are adopted but rather are forward-looking statements within the meaning of the federal securities laws, including safe impacting the use of lidar that AEye is unable to comply with, in whole or in part; risks of employee retention; harbor provisions under the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking the volatility in the price of AEye's securities; the timing of when AEye's customers may adopt AEye's statements are sometimes accompanied by words such as "believe," "continue," "project," "expect," technology into their products on a commercial basis, which could be delayed for issues related to or "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "predict," "plan," "may," "should," "will," unrelated to AEye's technology, including regulatory, safety, or reliability issues; changes in competitive and "would," "potential," "seem," "seek," "outlook," and similar expressions that predict or indicate future events or regulated industries in which AEye operates; variations in operating performance across competitors, trends or that are not statements of historical matters. 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Many factors could cause actual future events to differ from the forward-looking used in our products; and defects in production processes at our facilities or the facilities of our contract statements in this presentation, including, but not limited to: the size of the market opportunity available to manufacturers. These risks and uncertainties may be amplified by the COVID-19 pandemic, which has AEye; the ability of AEye to participate and gain market share in the market opportunity, regardless of the caused, and may continue to cause, significant economic uncertainty. The foregoing list of factors is not size of the market opportunity; the market acceptance of the differentiated technology offered by the exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties Company; the ability of customers and strategic partners to effectively implement the technology offered by described in the "Risk Factors" section of the Quarterly Report on Form 10-Q that AEye filed with the U.S. the Company; the ability of the management team to successfully bring the Company's technology to Securities and Exchange Commission (the "SEC") and other documents filed by AEye or that will be filed by market; risks that lidar adoption is slower than anticipated or fails to occur at all; risks that AEye's relationship AEye from time to time with the SEC. These filings identify and address other important risks and with Continental or any or all of AEye's other strategic partnerships does not yield the expected results or in 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. There the timeframe anticipated, or that such relationships terminate sooner than expected; risks that AEye may not be in a position to adequately or timely address either the near or long-term opportunities that may or may be additional risks that AEye presently knows or that AEye currently believes are immaterial that could may not exist in the evolving autonomous transportation industry; AEye's limited operating history; AEye's also cause actual results to differ from those contained in any forward-looking statement. ability to successfully leverage existing value chains and realize the benefits of AEye's capital-light business model; AEye's ability to achieve the benefits expected from its relationships with certain customers and







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#### Industry and Market Data



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# **Investment Highlights**



### Secular Growth Opportunity



### **Disruptive Software-based Technology Platform**



### **Unique Business Model Drives Adoption**



### **Capital Light and Scalable**



### Visionary and Experienced Management Team



The unique information LiDAR produces offers major improvements in safety and efficiency Expecting broad adoption of LiDAR for automotive and industrial applications

 Unique, adaptive, intelligent LiDAR enables new features and functions Breakthrough, proprietary modular design – over 120 patents filed

 Platform licensing through strategic partners (Tier 1's) to address the automotive markets Products sold directly and through systems integrators to industrial markets

Dedicated outsourced manufacturing partners in both automotive and industrial Modular HW design and components that leverage global innovation by Tier 2 suppliers

Seasoned business and technology leaders across management and board Track record of building and managing publicly-traded companies





## Large and Rapidly Growing Projected Market Opportunity

### **Single Platform Enabling Multiple Markets**









### LiDAR Will Be Everywhere

AEye adaptive LiDAR enables new features and business models for all key markets





**Smart City / ITS** Automated City

**Off-Highway / Industrial** Automated Jobsite





Mobility / AV Autonomy on Demand

### **Commercial Vehicles** Hub-to-Hub Automation

Automotive Highway Autopilot





# **Differentiated Technology and Approach**

To create an artificial intelligence sensing system that performs better than the human eye and visual cortex, focusing on information that matters - without missing anything



### 4Sight<sup>™</sup> Intelligent Sensing Platform

- Modular architecture leveraging mature auto components
- Software-defined lidar platform for enhanced performance for varying use cases
- → Deterministic edge artificial intelligence enhances safety margin





# 4Sight is a Single Platform Enabling Multiple Markets

### **Industrial Product**





AEye 4SightM

2022 Production





Smart City / ITS





Off-Highway

Rail

4SIGHT **Intelligent Sensing Platform** One Platform for Multiple Markets

### **Automotive Product**



### **Continental HRL131**

2024 Production





Passenger Vehicles



**Commercial Vehicles** 



Mobility





# 4Sight Intelligent Sensing Platform – Software Stack Options



Triggered

Software Configured at Design

Customized for specific use cases



Performance modes triggered by external inputs (speed, maps, weather, etc.)

### Predictive









### **Differentiated Business Model**

Leverage 4Sight Intelligent Sensing Platform and common components for both products







### **Continental Status**

A single, aligned team through SOP and beyond

### Long-Range, High-Performance LiDAR for **Passenger and Commercial Vehicles**

Start of production planned for 2024 in Ingolstadt, Germany ———— First B-Samples delivered from Conti facility

Full-stack option is available combining LiDAR, Camera, Radar and ADCUs — Continental designated as responsible party to the OEM

Common development and production processes — Committed resources through SOP and beyond



# Ontinental<sup>3</sup> ⊥ AEYE<sup>™</sup>

Jointly engaged with 6 OEMs — Joint customer development with major global OEMs





# **Experienced Senior Leadership**

### Leadership Team



Blair LaCorte CEO





Luis Dussan Founder & CTO







Jordan Greene **GM**, Auto & Co-Founder





**Brent Blanchard GM**, Industrial

	(intel)
LSI	<b>O</b> Seagate



#### **Hod Finkelstein Chief R&D Officer**





John Stockton **SVP of Technology** 





#### **Bob Brown** CFO Velodyne Lidar LSI 💥 Veri Silicon 🕼



#### **Rick Tewell COO**





### T.R. Ramachandran CPO

Velodyne Lidar CEPTON LSI 🎇



Dr. Allan Steinhardt **Chief Scientist** 

**DARPA** Booz | Allen | Hamilton BAE IIII Cornell



#### **Bernd Reichert SVP of Auto**

Valeo Visteon®

Johnson Controls



Abhijit Thatte **SVP of Software** 









# Thank You

