



Safety At Speed

Conor Tierney - CFO



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Why Lidar is a Critical Technology for Automotive

» Safety

- Sees in 3D: Reduces false alarms
- Extended range protects high speed driving
- Improves sensor redundancy for greater safety performance
- Meets critical cases outlined by recent NHTSA regulations
- Sees where cameras are blind
- Sees smaller objects versus radar

» Autonomy

- Seeing in 3D is critical to feed sound AI decisions
- Missing link to enable high speed driving

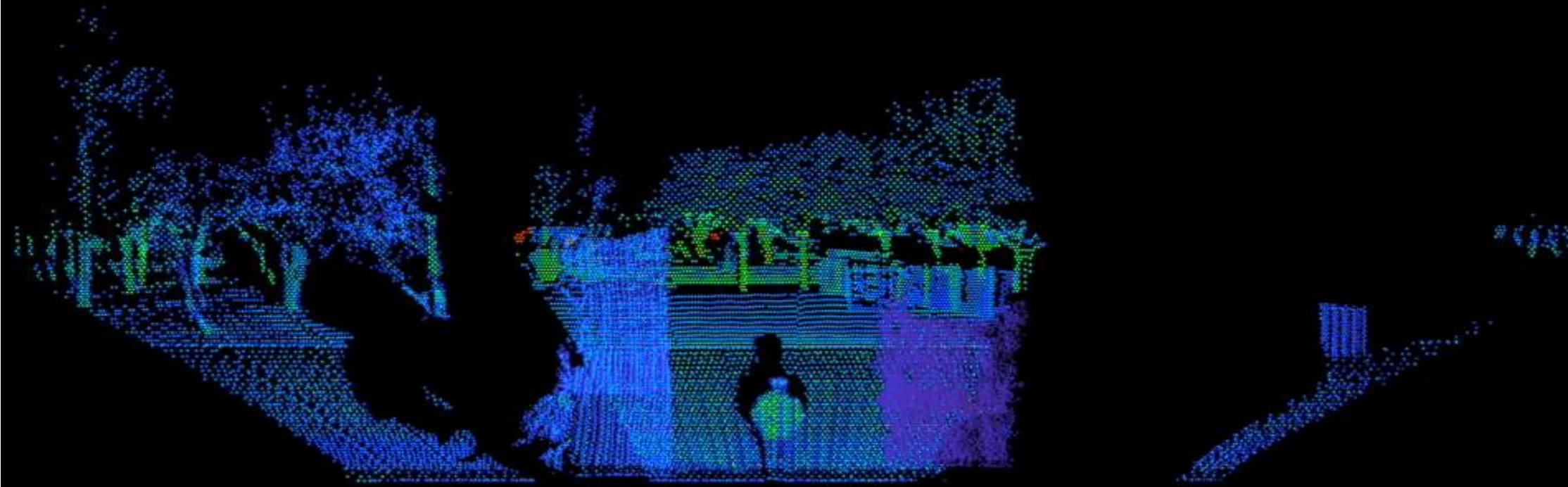
AEye 4Sight Lidar Technology vs. Camera



Lidar Technology: Unmatched 3D Vision and Nighttime Clarity



Pedestrian walking in the dark



4Sight with ROI at Horizon



RGB Camera

Key Investment Drivers

- » Large and Growing Market Opportunity for Lidar
- » Capital-Light, Scalable Business Model
- » Disruptive Technology Innovator
- » Advanced Market-Ready Lidar Product

Experienced Leadership Team



Strong Partners & Investors*

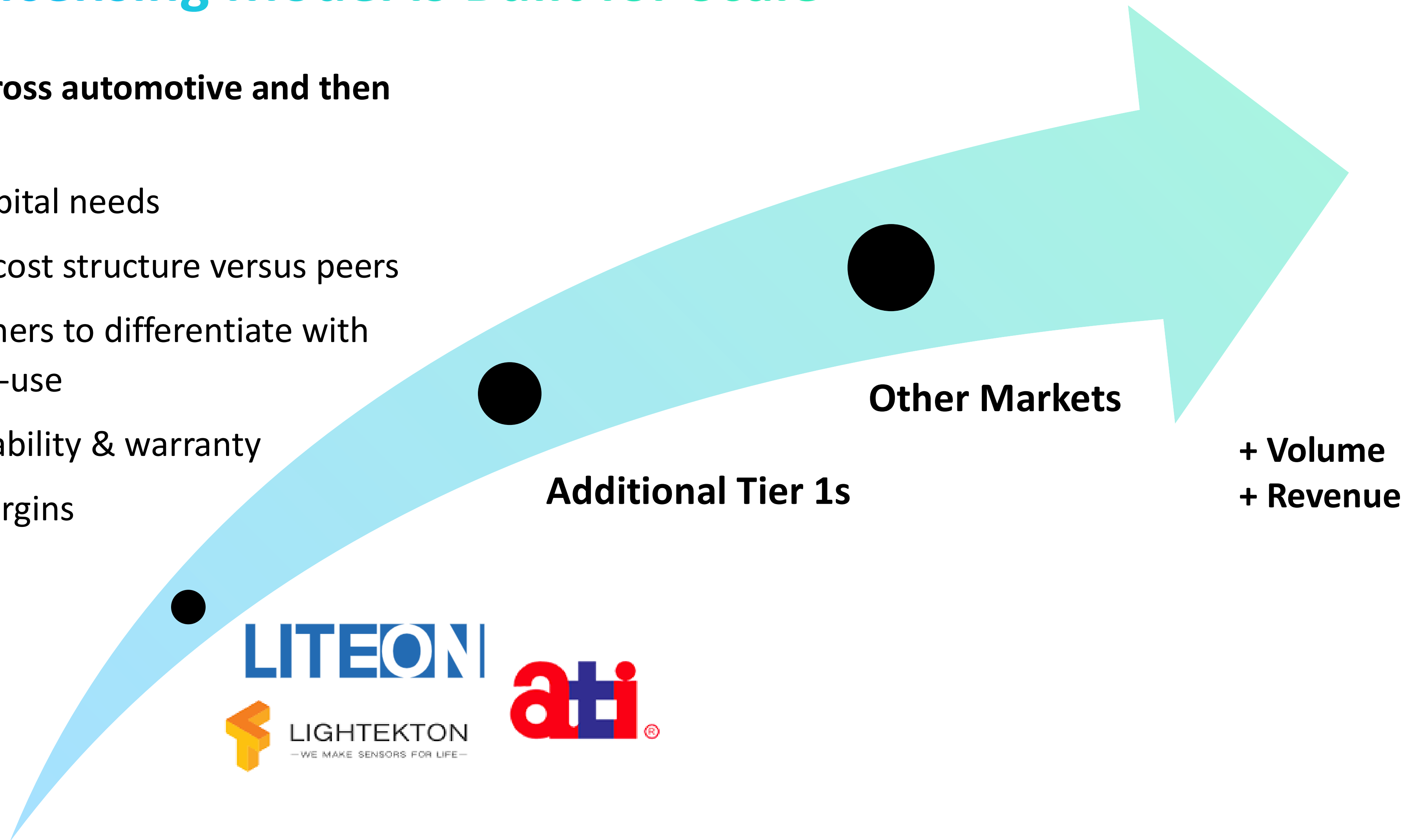


*Includes current and historical partners and investors

Capital-Light Licensing Model is Built for Scale

» “Rinse and repeat” across automotive and then other markets

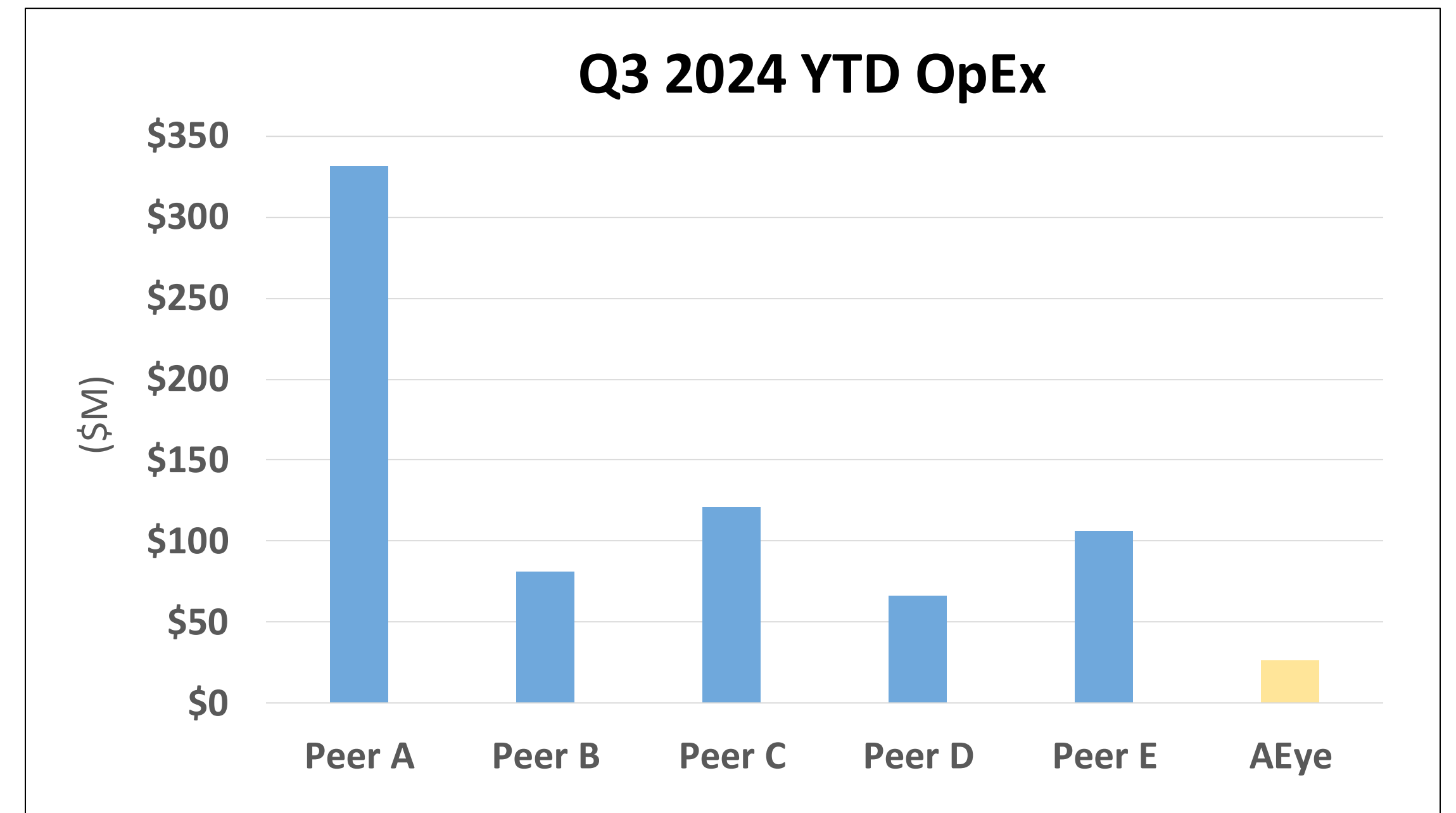
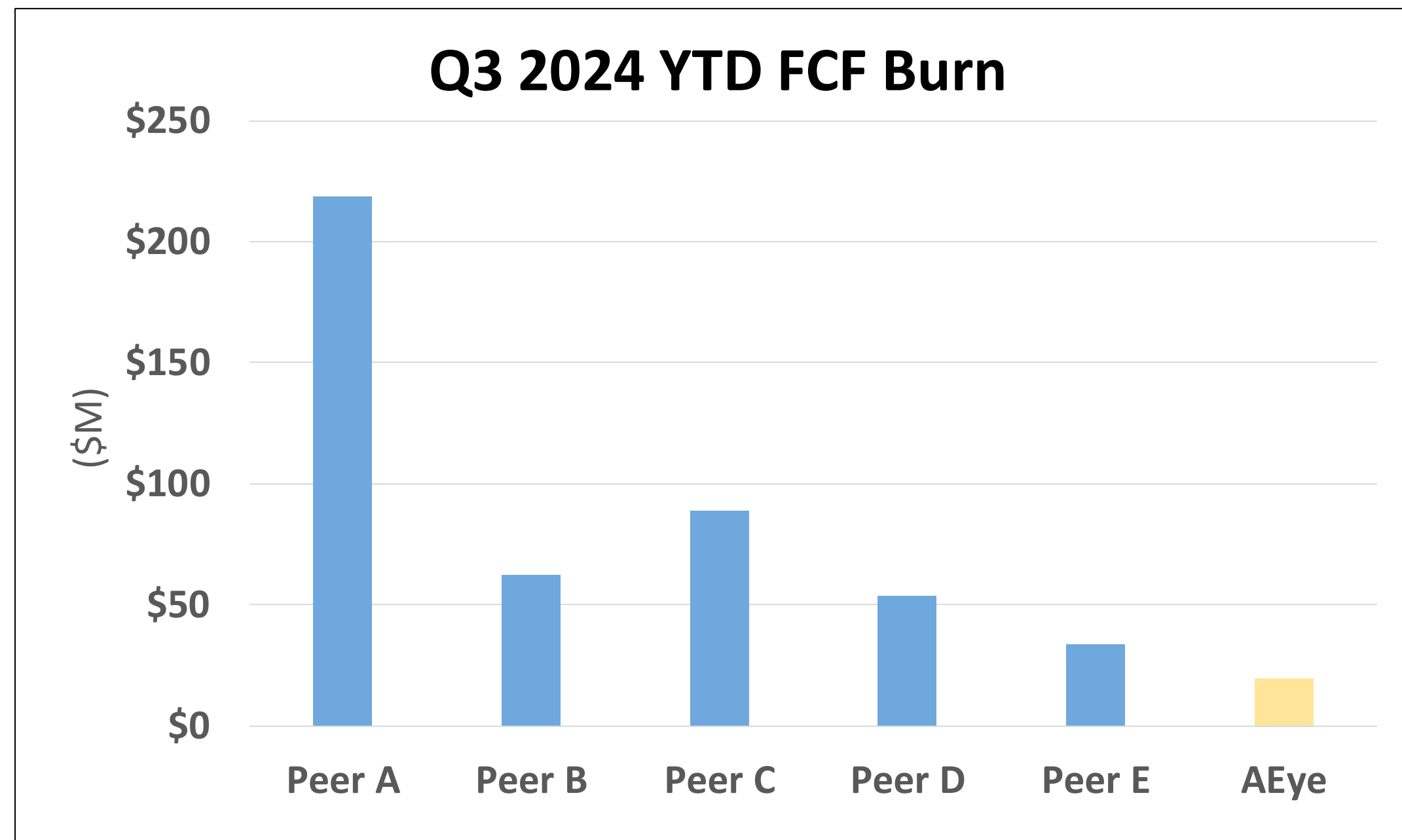
- Minimal working capital needs
- Substantially lower cost structure versus peers
- High ability for partners to differentiate with high supply chain re-use
- No direct product liability & warranty
- High gross profit margins



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) extends runway to high-volume production



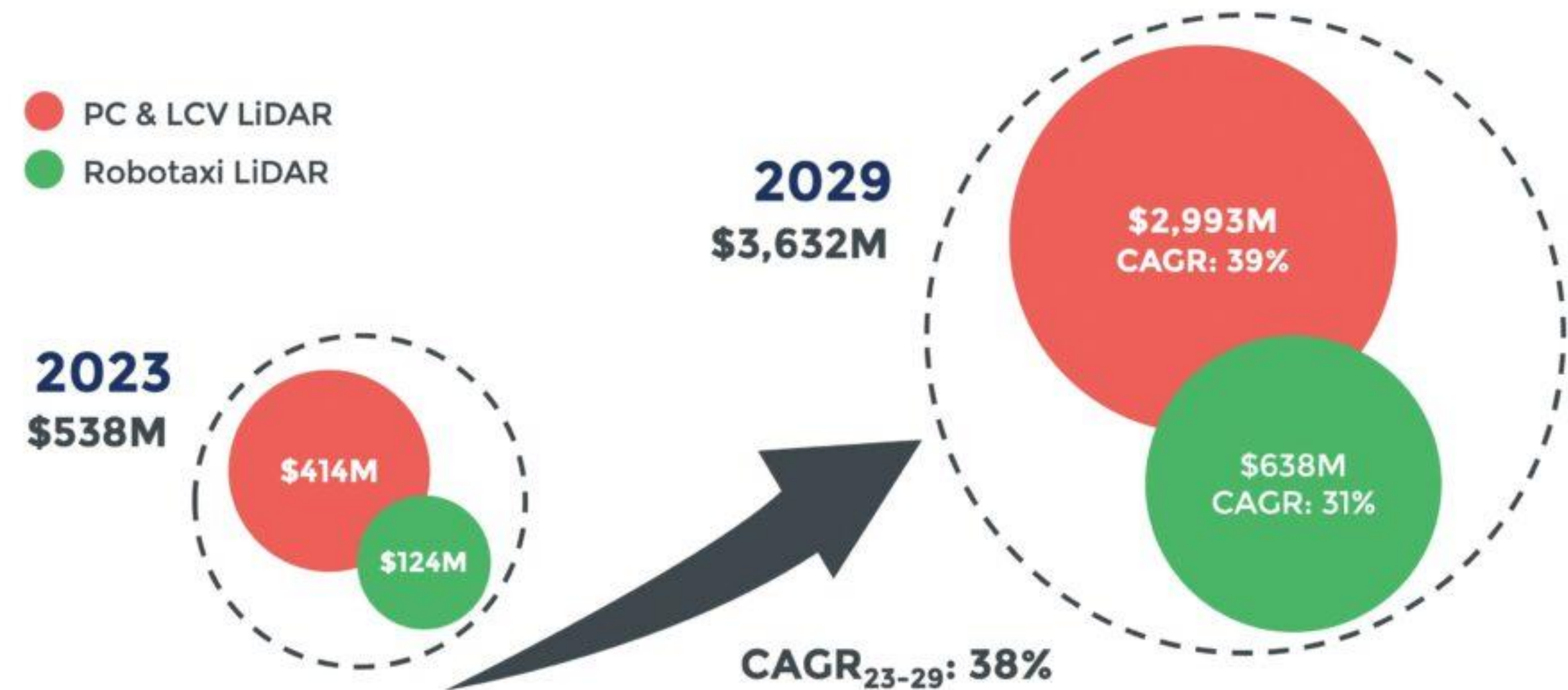
*AEye cash burn data excludes financing costs
All comparisons exclude international peers*

Lidar is a Billion-Dollar Global Market Opportunity

- » **\$5B+ TAM** in all market verticals
- » **\$3.6B TAM** in Automotive ADAS
 - Fastest-growing market segment
- » **\$2.5B TAM** over the next 3 years in China
 - **Over 90%** of automotive design awards are from China-based OEMs
 - China leads the world in lidar adoption

LIDAR MARKET FORECAST – PC & LCV AND ROBOTAXI MARKET SEGMENTS

Source: LiDAR for Automotive report, Yole Intelligence, 2024



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Apollo Proven Behind Windshield

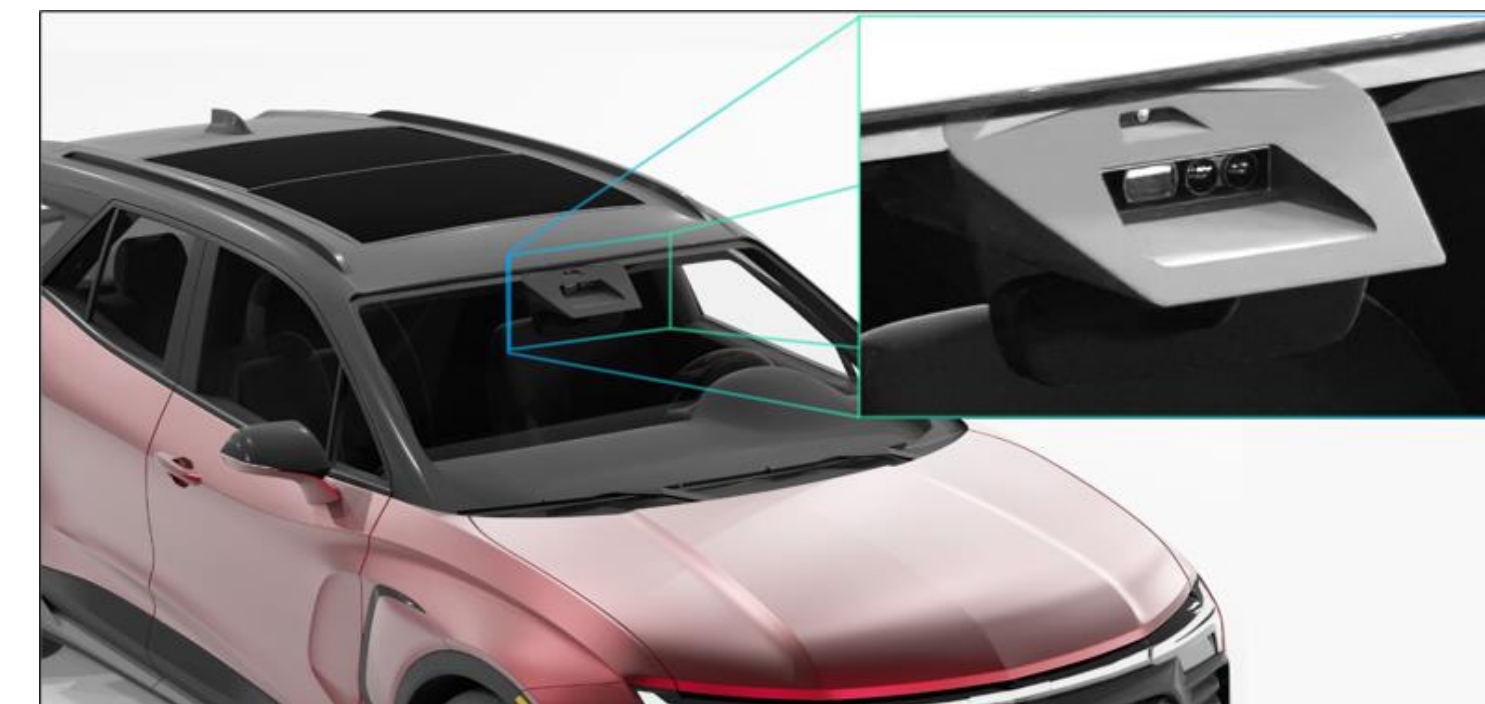
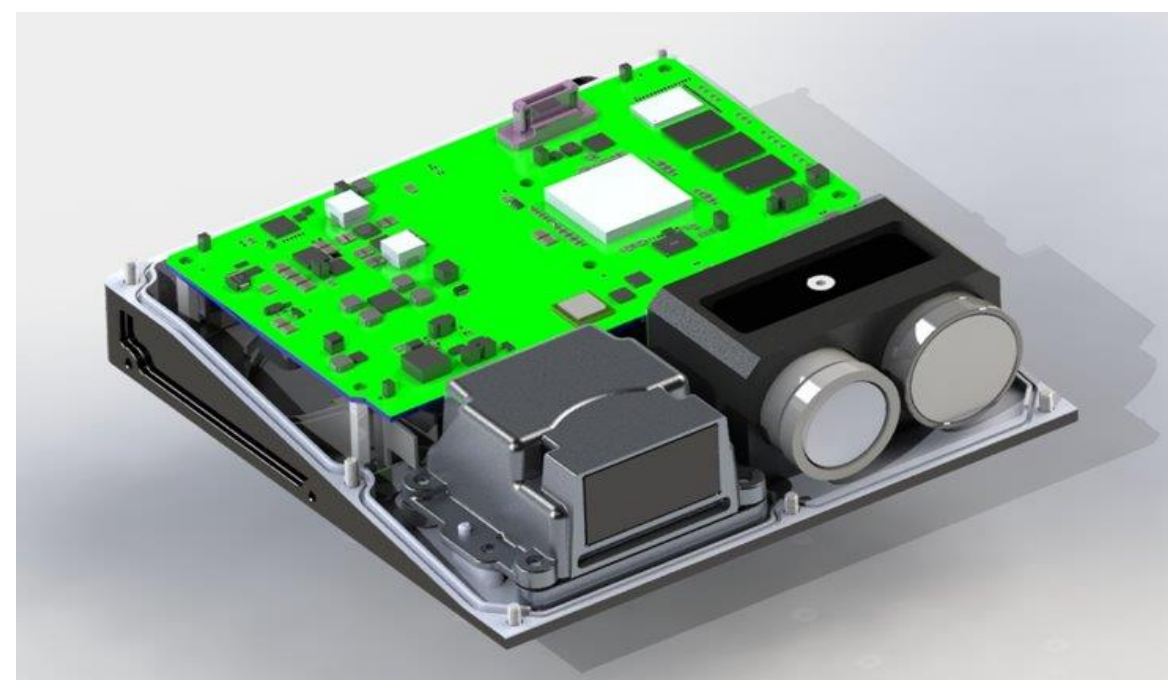
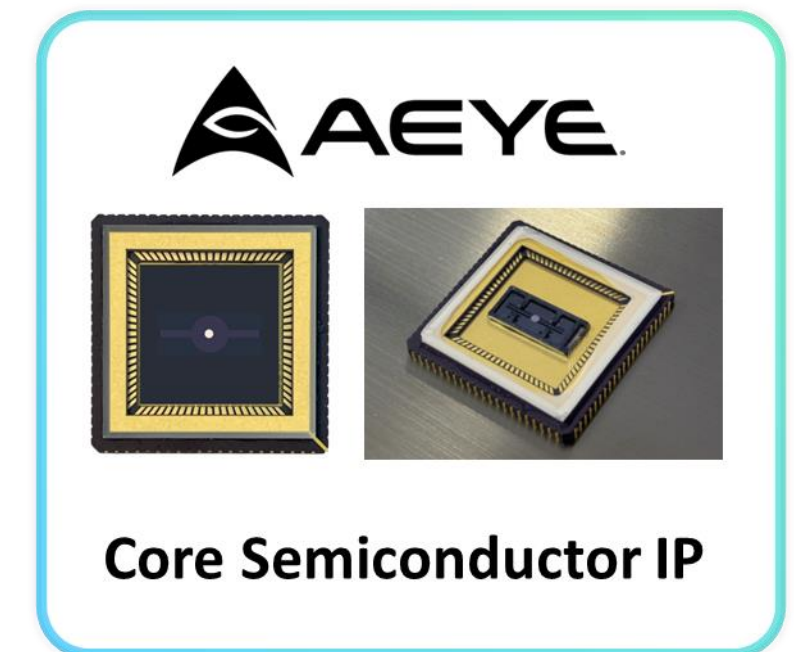
- » **High mounting position** for better perception and long-range sensing
- » **Small form factor** enables simpler integration without requiring vehicle body or in-cabin design compromises
- » **Energy-efficient design** and **behind-the-windshield integration** offer lower total cost of ownership
 - Apollo believed to be the **only lidar that can be mounted seamlessly in the roof liner**
- » **Meets NVIDIA's rigorous Hyperion specifications** for behind-the-windshield performance – a unique advantage of AEye's 1550nm technology



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

Featuring Apollo – based on the 4Sight Flex Platform

- » **Ultra-long-range, high resolution lidar enabled by 1550nm technology**
 - **Performance:** Industry leading reliable object detection performance of up to 1 km
 - **Safety:** Bi-static system provides high probability of ADAS detection for low reflective objects at more than 300 meters;
 - **Compatibility:** with ADAS systems due to wide field of view, high resolution and point rate (0.05° x 0.05°; 6M+ PPS)
- » **SmartScan engine: unlimited configurations, software defined**
 - **Lowest total cost of ownership:** 5x faster design cycles; minimal/Zero hardware changes across vehicle lines
 - **No macro-mechanical parts** also enables the **smallest form factor** in its class, attractive for OEM packaging.
 - **SW Defined:** Near infinite programmability and future proof – reduces OEM design cycle times by 3-5x
- » Automotive grade supply chain, ready for OEM integration. **LITEON** **Continental**
- » Industry's smallest footprint (3.5cm x 13cm x 15cm) - integration behind windshield, on roof, or in grille



Intelligent Transportation Systems (ITS) Opportunities

- » Growing demand for lidar in ITS applications from cities that are implementing smart city initiatives
 - Lidar units can successfully operate in various weather conditions, are accessible for servicing
- » Apollo addresses a wide variety of ITS use cases through long-distance, high-resolution detection

Customer A – Kazakhstan
Automated Tolling



Customer A – Turkey
Automated Tolling



Customer B - Florida
Intersection Management PoC



Customer B – I-66, Virginia
Automated Incident Detection



2025 is an Inflection Point for Automotive Lidar



Our compact 1550-nanometer lidar technology meets these requirements without OEM design sacrifices

- » **China is driving global lidar adoption through bold innovation and implementation strategies**
 - Serves as a leading indicator for the future of lidar
 - China ADAS lidar volumes are driving significant adoption and growth to achieve economies of scale in lidar industry
- » **To implement highway autopilot, OEMs are making performance at over 200 meters a crucial requirement to quote**
- » **2024 NHTSA ruling requires multiple new safety features, such as automatic emergency braking (AEB) and forward-collision warnings at 90 mph**

Q3 2024 Key Milestones



First Apollo samples delivered to partners; quoting activities underway with global OEMs



Apollo meets NVIDIA Hyperion specifications for high-resolution long-distance detection



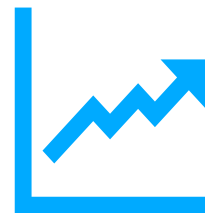
Development of first LITEON Apollo manufacturing line expected to begin in 2024



Apollo excels in field test performance at 1 km, spiking customer interest and setting a new industry standard

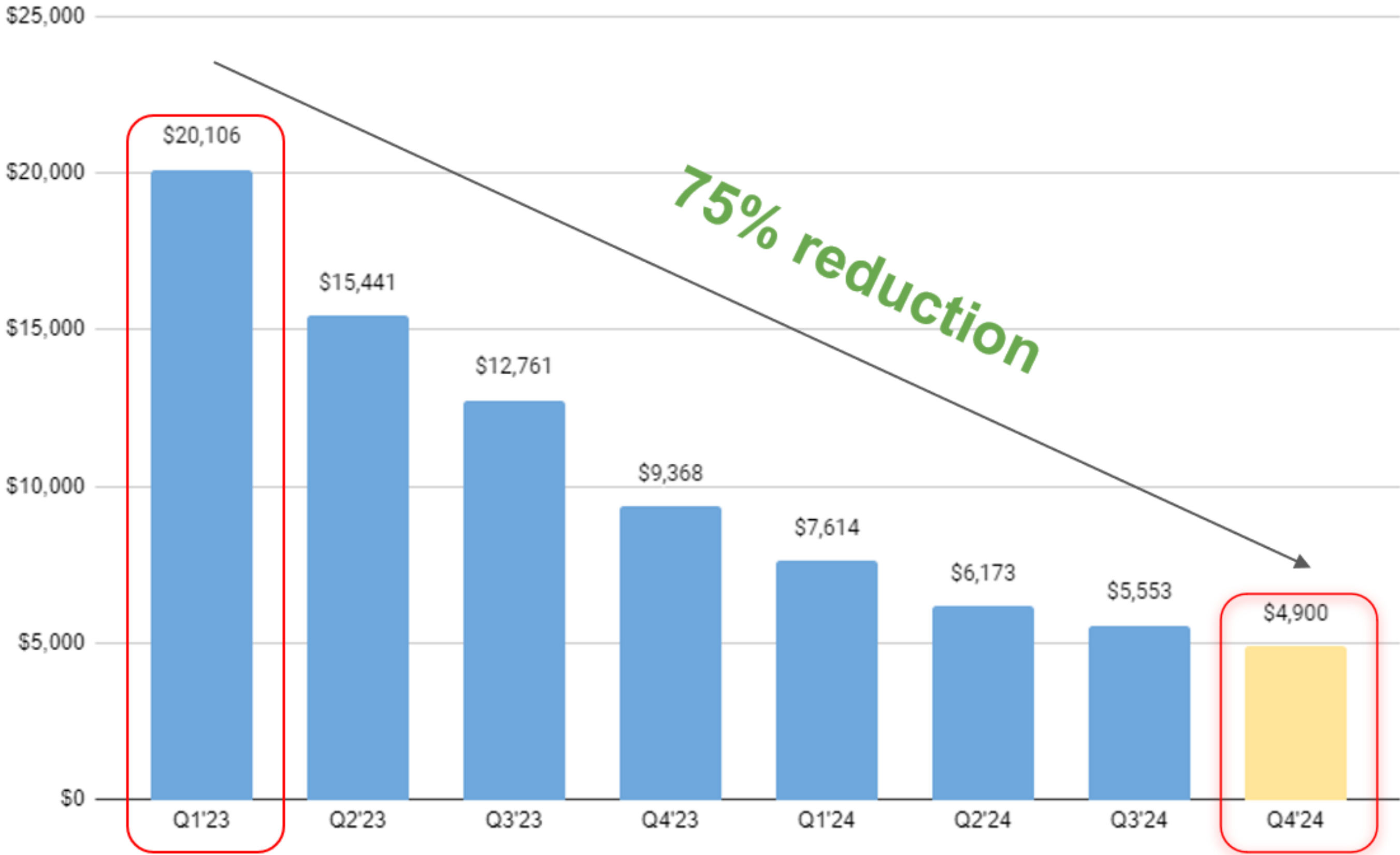


Expect to outperform \$25M cash burn guidance in 2024



Implemented financial instruments to further strengthen liquidity and extend cash runway

Cash Management Initiatives Yield Significant Results

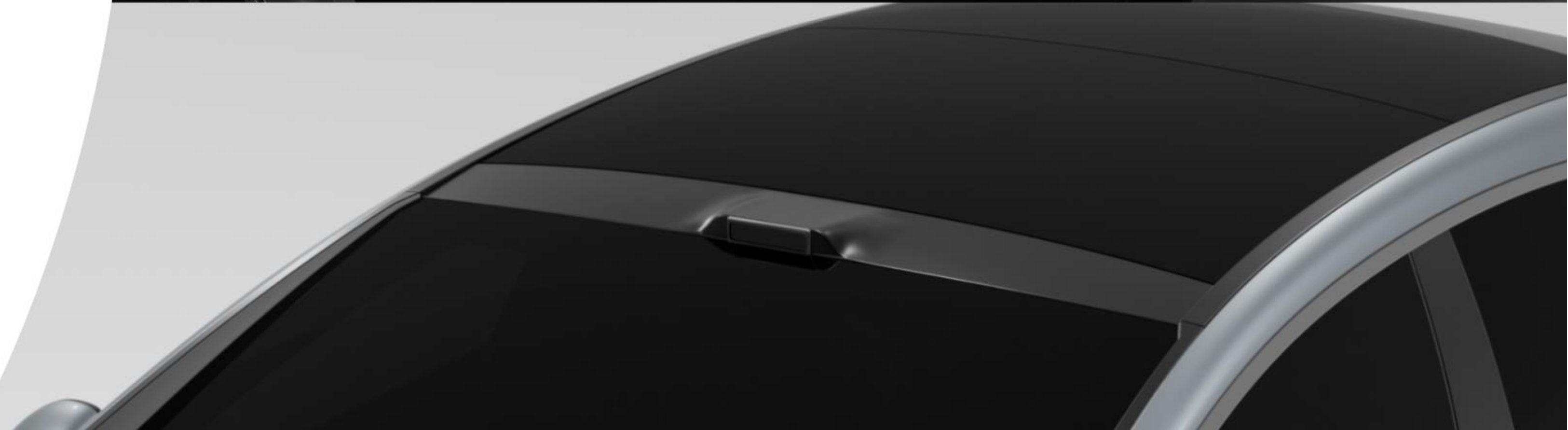


- » On track to outperform FY24 cash burn guidance of \$25M
- » AEye expects to realize a 75% reduction in burn rate between Q1'23 and Q4'24
- » Total potential liquidity (cash, ELOC, ATM) extends runway, enables OEM engagement, preps for Apollo commercialization

*Cash burn does not include inflows from fundraising activities in Q2'24
**Cash savings after Q3'24 driven primarily by facility and professional fee related savings

Next Steps

- » **Bring Apollo to Market**
- » **Continued Product Cost Reductions**
- » **Ongoing Cash Management Plan**



Thank you!



Road Tested