



Second Quarter Earnings

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Disclaimer

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Matt Fisch

CEO

AEye

Q2 2023 RESULTS

KEY MILESTONES



Completion of in-vehicle test milestone with Nvidia and global OEMs



<< \$1,000 ADAS price point with Continental



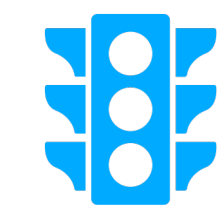
Currently bidding on 6 automotive series production awards



Finalist for two OEM RFQs



Launched 4Sight+ to enable safety at speed



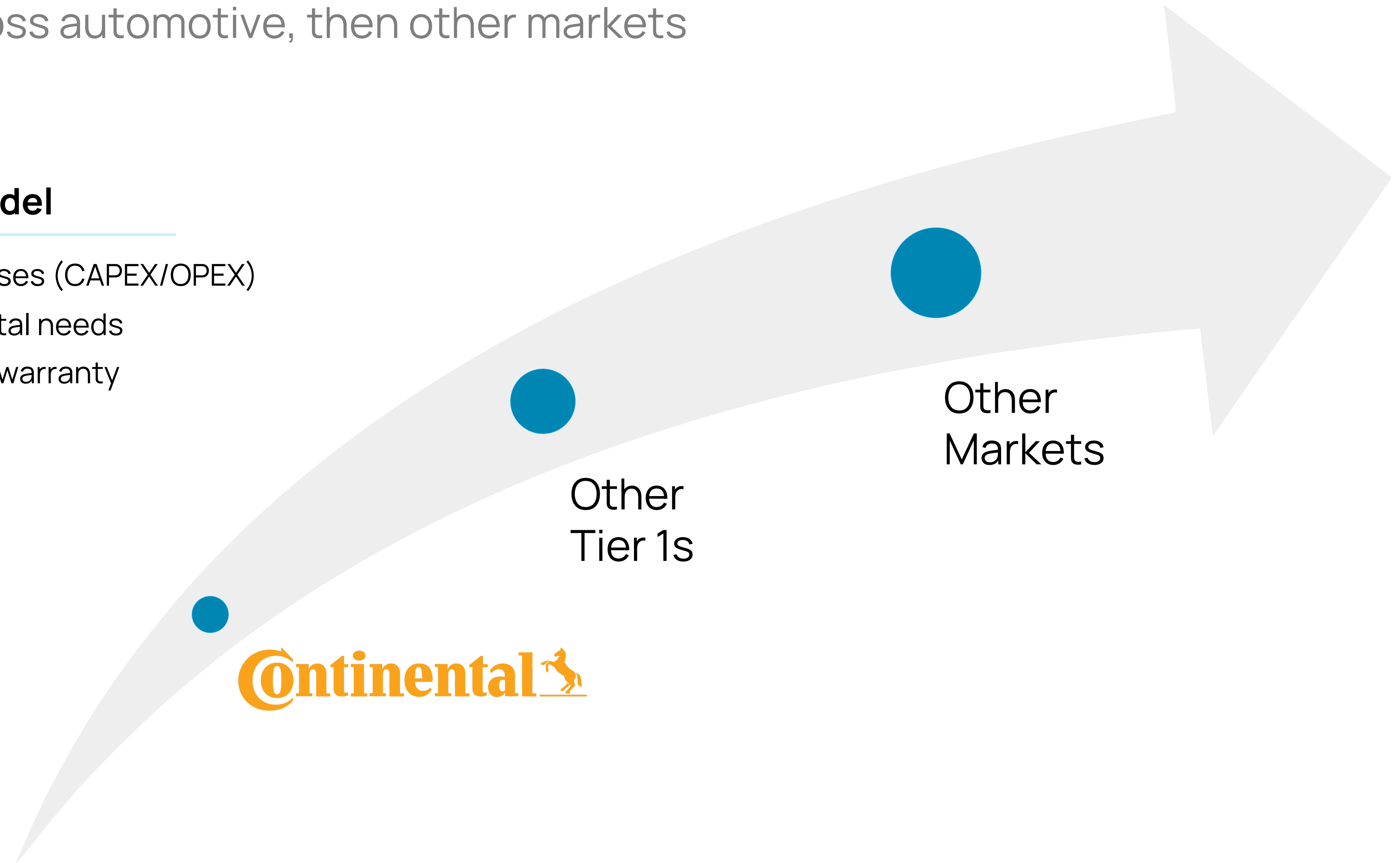
Expanded ITS deployments in U.S and Eurasia

Licensing Model Built for Scale

“Rinse and Repeat” across automotive, then other markets

CapEx-lite Business Model

- No direct production expenses (CAPEX/OPEX)
- No associated working capital needs
- No direct product liability & warranty
- High gross profit margin





Conor Tierney

CFO

AEye

Q2 '23 Financial Summary

(In millions, except per share amounts)

Quarterly Results (unaudited)

Key Financial Metrics	Q1 2023	Q2 2023
Revenue	\$0.6	\$0.6
GAAP Net Loss	\$(26.3)	\$(16.0)
GAAP EPS	\$(0.16)	\$(0.09)
Non-GAAP Net Loss ⁽¹⁾	\$(17.7)	\$(11.7)
Non-GAAP EPS ⁽¹⁾	\$(0.11)	\$(0.07)
Net cash used in operating activities	\$(17.2)	\$(13.1)
Weighted Avg Shares for EPS	165.9	175.7
Cash, Cash Equivalents and Marketable Securities	\$74.1	\$58.7
Guidance for Q3 '23		
Revenue	\$0.5 - \$0.7	
GAAP EPS	\$(0.09)	
Non-GAAP EPS ⁽¹⁾	\$(0.06)	

(1) Excludes stock-based compensation expense, expenses related to registration statements, stock issuance costs, change in FV of convertible note and warrant liabilities, one-time termination benefits and impairment of right-of-use assets

Q2 2023 RESULTS

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Thank you

