



First Quarter Earnings

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May 11th, 2023

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Matt Fisch

CEO

AEye

AEye Go-Forward Plan

- Focus on automotive
- Right size resources & cost structure
- Targeted industrial engagement
- Hit key milestones with Continental

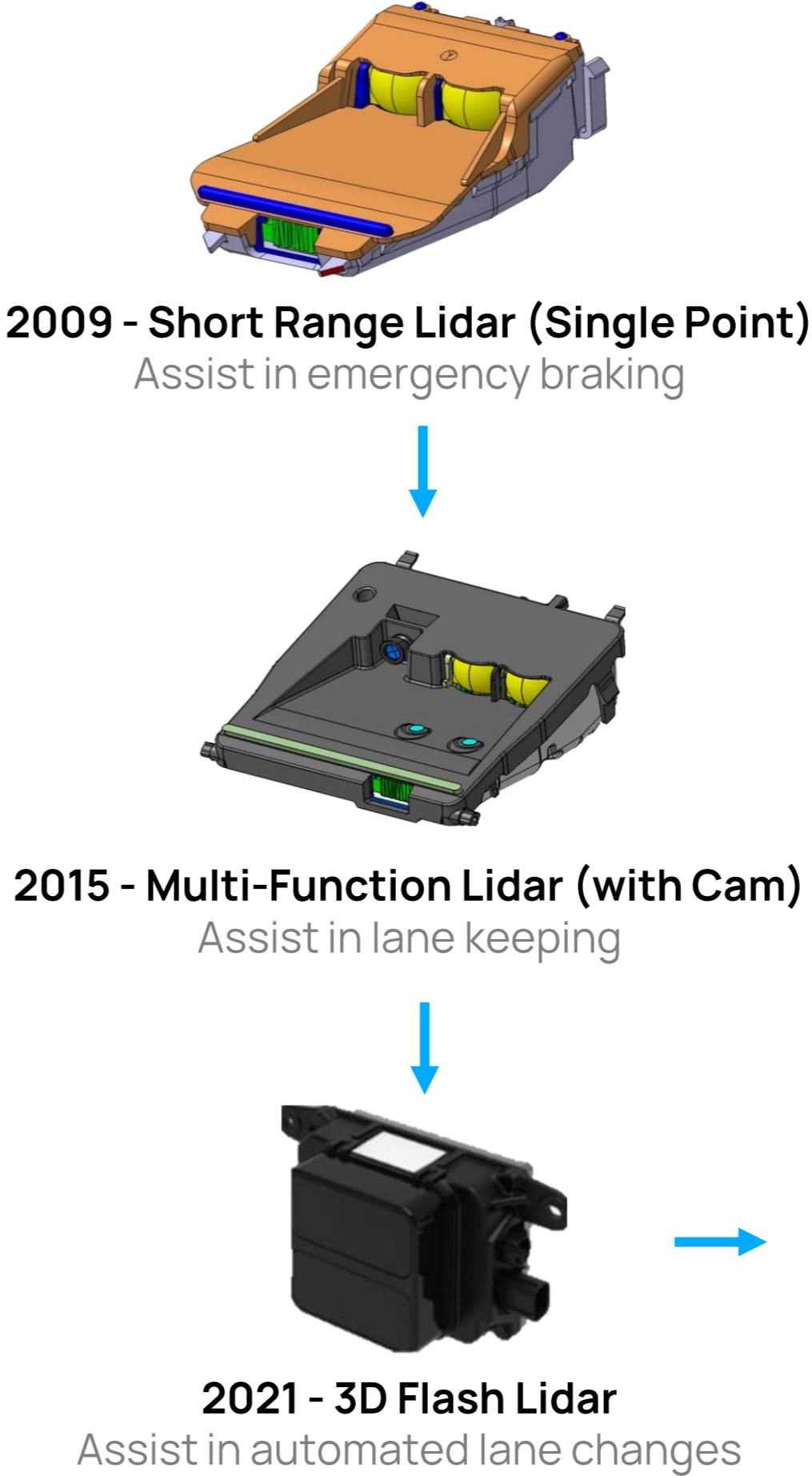


Norbert Hammerschmidt

VP, Components Business
Continental

Continental and AEye Collaboration

Full stack ADAS solutions provider to global OEMs (over 50 brands exceeding 300 models)



AEYE

4Sight
Software-Programmable Lidar Architecture

High-Performance Long-Range Lidar (HRL)
Enables hands-free highway driving with real-time situational adaptability

Continental HRL131 Product Advantages

Continental

AEYE

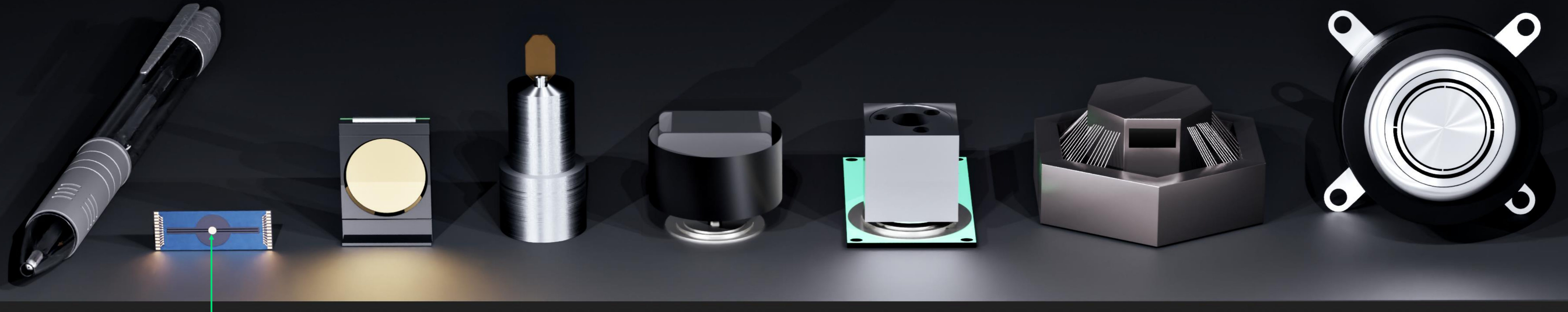


- ✓ Dependable **Reliability**
- ✓ World Class **Range**
- ✓ Software **Reconfigurability**

AEye Advantage: Reliability

Industry's smallest size* moving component with lowest mass allows ultra-fast adjustments for programmability

AEye MEMS = Diameter of the tip of a ball point pen



Moving Component	AEye MEMS	Legacy MEMS	Galvo	Rotating Mirror	4-Sided Polygon	6-Sided Polygon	Voice Coil
Size	Tiny	10x	3x	18x	18x	22x	18x
Mass	Very Low	Medium	High	High	High	High	High
Scanning Agility	High	Limited	Low	Low	Low	Low	Low
Audible Noise	None	Low	High	High	High	High	High
Power Consumption	Low	Medium	High	High	High	High	High
Ease of Mfg.	High	Medium	Low	Low	Low	Low	Low
Auto Reliability	High	Low	Low	Medium	Medium	Medium	Medium

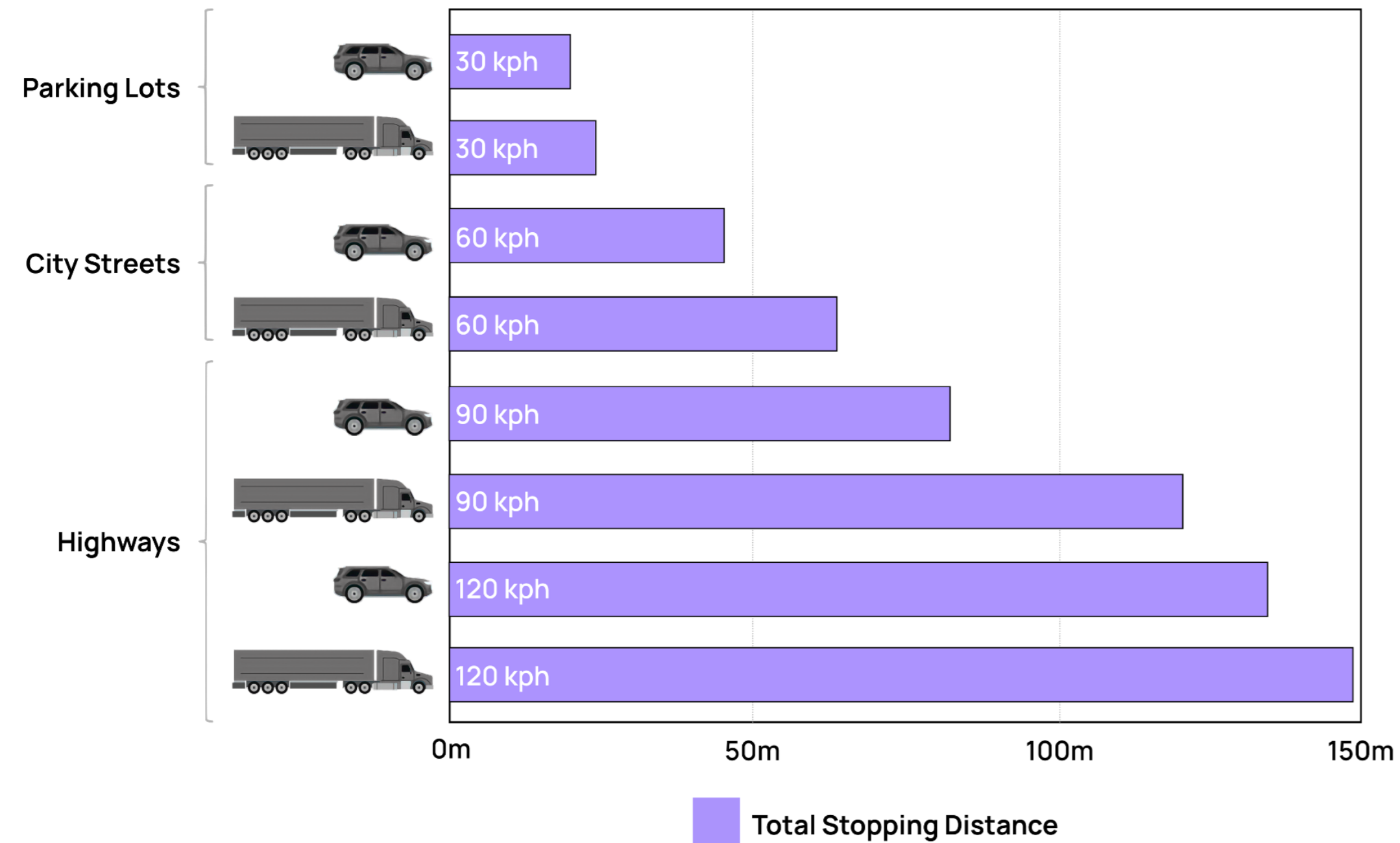
*Estimated sizes of competing scanning devices based on publicly available information

AEye Advantage: Range

Best-in-class range enables safe and comfortable hands-free highway driving at 80mph

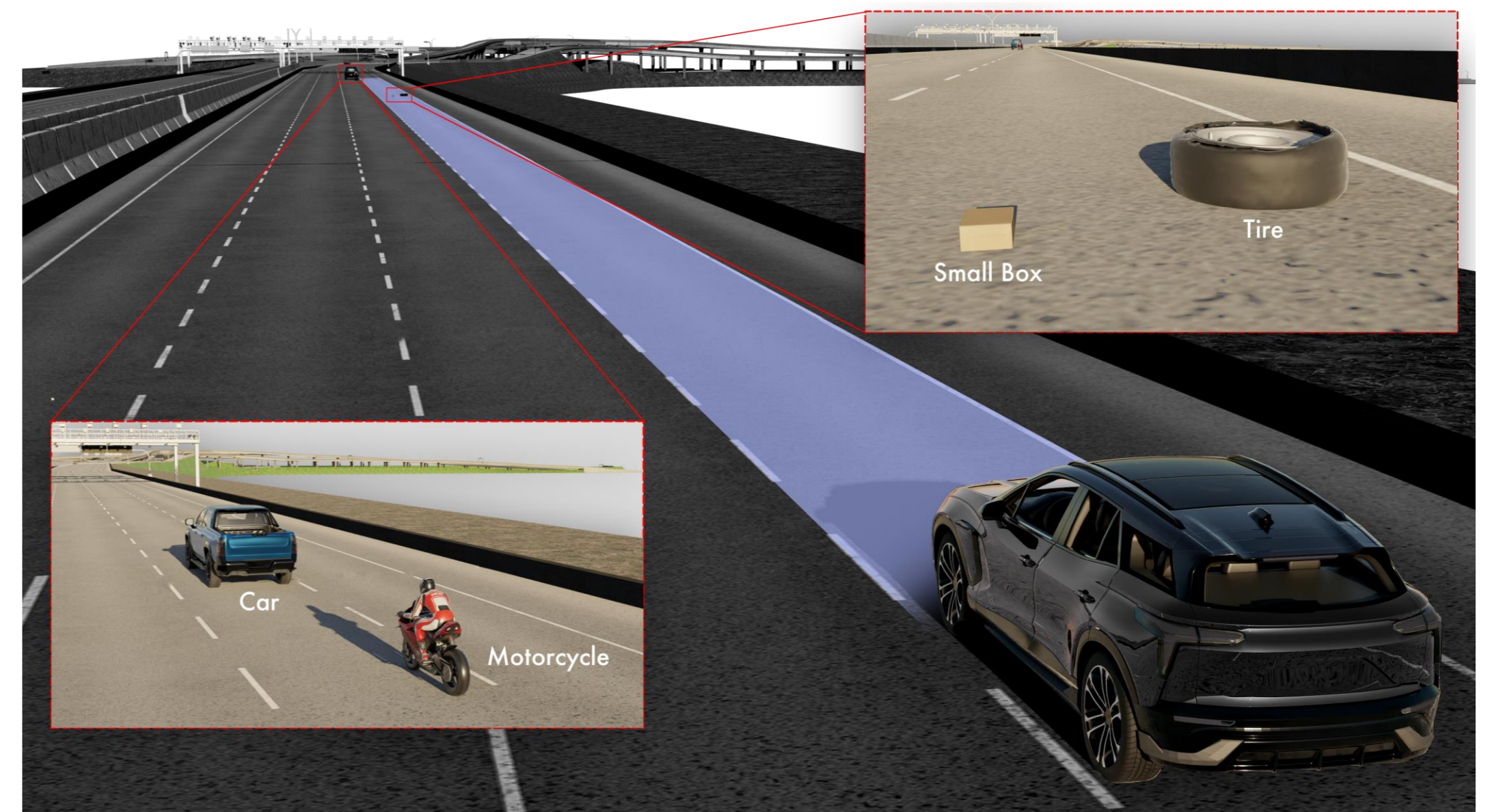
Safe High-Speed Autonomy Requires Longer Range Sensing

Passenger vs. Commercial Vehicles



AEye Provides Industry's Best Lidar Range Capability

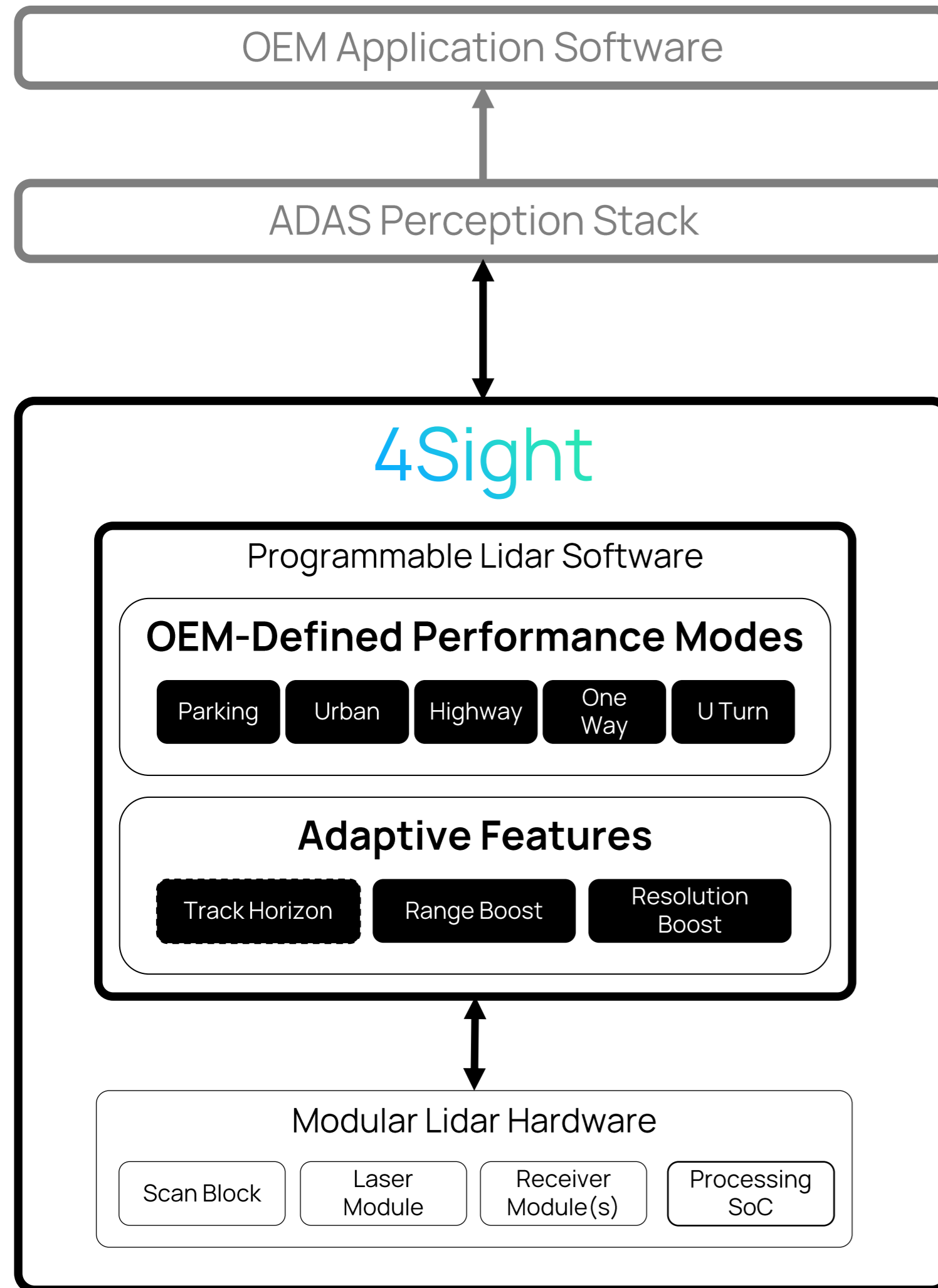
200+ meters
Small Object Detection Capability



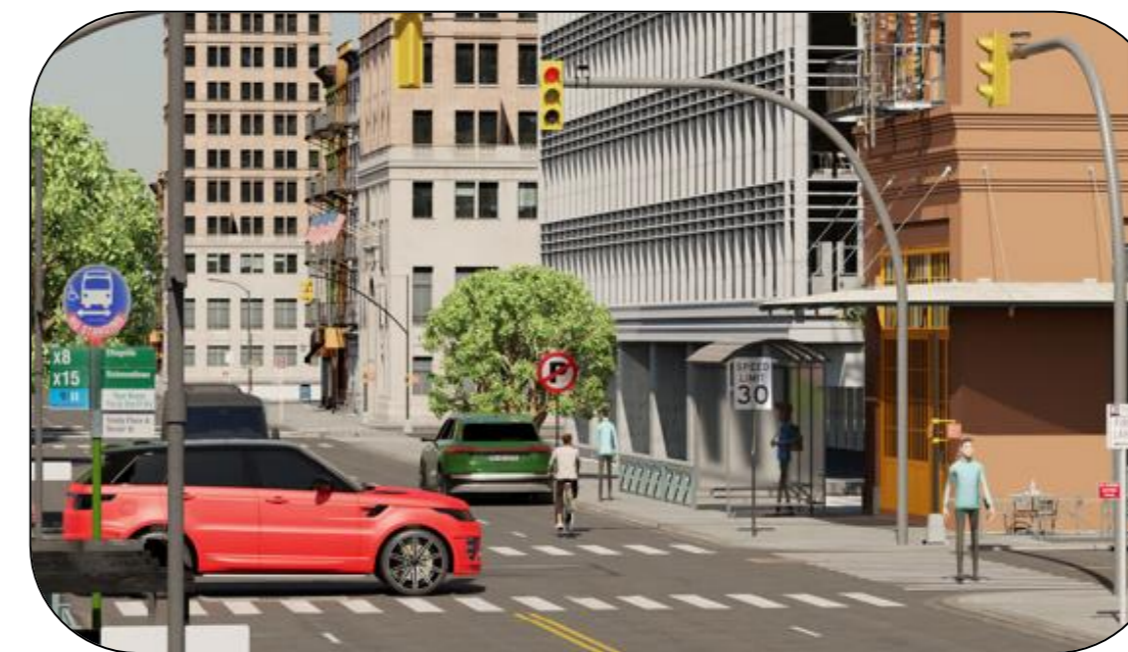
300+ meters
Road User Identification & Tracking

AEye Advantage: Reconfigurability

Allowing vehicles to adapt to driving environments and speed limits



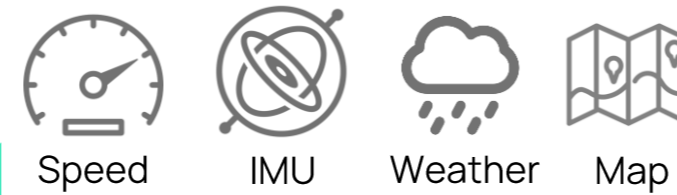
Parking Mode
Detect shopping carts, unpredictable pedestrians, curbs, trees



Urban Mode
Maneuver complex intersections, roundabouts, bicyclists, one-way streets



Highway Mode
Perform high-speed lane changes, ramp merges, track vehicle cut-ins



Activate modes and features on cue from other sensors

New modes and features added over-the-air from SW

Market Opportunity

6+ upcoming OEM nominations with 5M to 10M lidar units
In series production programs



Conor Tierney

CFO

AEye

Q1'23 Financial Summary

(In millions, except per share amounts)

Quarterly Results (unaudited)

Key Financial Metrics	Q4'2022	Q1'2023
Revenue	\$1.1	\$0.6
GAAP Net Loss	\$(23.7)	\$(26.3)
GAAP EPS	\$(0.15)	\$(0.16)
Non-GAAP Net Loss ⁽¹⁾	\$(17.5)	\$(17.7)
Non-GAAP EPS ⁽¹⁾	\$(0.11)	\$(0.11)
Net cash used in operating activities	\$(16.1)	\$(17.2)
Weighted Avg Shares for EPS	161.2	165.9
Cash, Cash Equivalents and Marketable Securities	\$94.2	\$74.1

Guidance for Q2'23

Revenue	\$0.5 - \$0.7
Non-GAAP EPS ⁽¹⁾	\$(0.09)

(1) Excludes stock-based compensation expense, expenses related to registration statements, 2022 convertible note issuance costs, change in FV of convertible note, embedded derivative liability, and warrant liabilities, and one-time termination benefits

AEye Advantages

- **Exceptional, software-driven product**, differentiated by its Reliability, Range and Reconfigurability
- **Capital light business model, based on licensing**, which drives down the cash burn rate and delivers strong margins - - accelerating our path to scalability and profitability.
- **Strong go-to-market partner, Continental**, which is offering the HRL131 as part of its full stack automated and autonomous driving platform, for passenger and commercial vehicles



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Thank You