



Third Quarter Earnings

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Disclaimer

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Matt Fisch


CEO

AEye

Q3 2023 RESULTS

KEY MILESTONES

 Actively quoting with Continental

 Binding quote phase with lead OEM target

 Competing for 5 additional RFQs

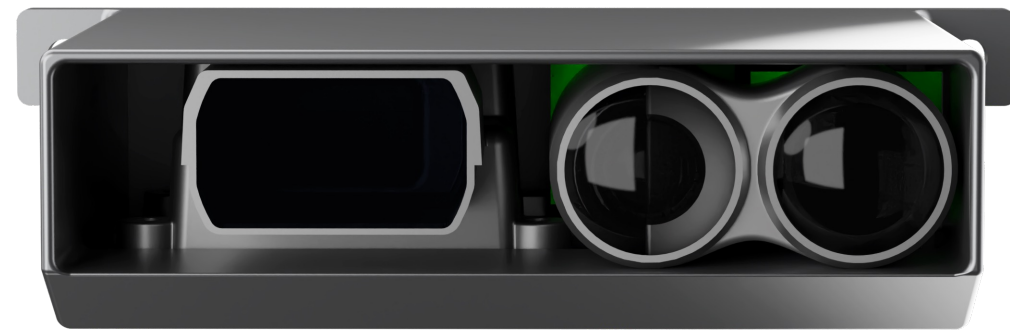
 Optimized operations and cost structure

 Reuters recognition for Automotive Excellence

 Introduced 4Sight Flex for in-cabin

NEW IN-CABIN DESIGN

4Sight Flex – High Performance In-cabin Lidar



- ✓ Compact, low power, high performance design
- ✓ Easy integration into windshield, roof or grille
- ✓ Anticipate lowest in-cabin lidar cost at volume



Conor Tierney

CFO

AEye

Q3'23 Financial Summary

(In millions, except per share amounts)

Quarterly Results (unaudited)


Key Financial Metrics	Q2 2023	Q3 2023
Revenue	\$0.6	\$0.2
GAAP Net Loss	\$(16.0)	\$(17.0)
GAAP EPS	\$(0.09)	\$(0.09)
Non-GAAP Net Loss ⁽¹⁾	\$(11.7)	\$(9.5)
Non-GAAP EPS ⁽¹⁾	\$(0.07)	\$(0.05)
Net cash used in operating activities	\$(13.1)	\$(11.2)
Weighted Avg Shares for EPS	175.7	184.1
Cash, Cash Equivalents and Marketable Securities	\$58.7	\$45.9
Guidance for Q4 '23		
Revenue	<\$0.1	
GAAP EPS	\$(0.10)	
Non-GAAP EPS ⁽¹⁾	\$(0.04)	

(1) Excludes stock-based compensation expense, expenses related to registration statements, expenses related to the Common Stock Purchase Agreement, change in fair value of convertible note and warrant liabilities, realized loss on instrument-specific credit risk, one-time termination benefits and restructuring costs, non-routine write-down of inventory, and impairment of assets

Q3 2023 RESULTS

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Thank you

