



# J.P. Morgan Auto Conference

Matt Fisch – CEO and Chairman

August 2025



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# AEye momentum surges with next-generation scalable lidar Apollo

- » **Founded in 2013: headquartered in Silicon Valley, USA**
- » **September 2022: AEye and Continental announce HRL-131 300m sensor**
- » **January 2025: AEye launches next gen Apollo 1 Km ultracompact Lidar**
- » **March 2025: Apollo manufacturing begins at LITEON**
- » **June 2025: First Apollo major OEM win announced**
- » **July 2025: Apollo certified on NVIDIA DRIVE AGX**
  - <https://developer.nvidia.com/drive/ecosystem-orin#lidars>

## World class Partners and Investors



*Apollo "140 Km/h" US/EU demo roadshow, June 2025*

# Growing recognition that lidar is essential for safety and autonomous driving

- » China automotive market has moved to mass adoption of lidar, \$3.5B global TAM<sup>1</sup> by 2030.
- » Western OEMs are lagging, but we see on-ramps for lidar over the next 12 months.
- » Replacement cycles for legacy tech are driving a surge in adjacent transportation sectors, non-automotive.
- » AEye has a strong cash position (>\$80M) with the lowest burn rate in the industry.
- » We have a strong pipeline in adjacent sectors that will fuel our revenue ramp over the next 12 months.
  - Also, in test with multiple "fast track" aftermarket commercial vehicle opportunities.



Courtesy of Waymo at Google I/O, May 2025

TECH · FORD MOTOR

## Ford CEO Jim Farley says Waymo's approach to self-driving makes more sense than Tesla's

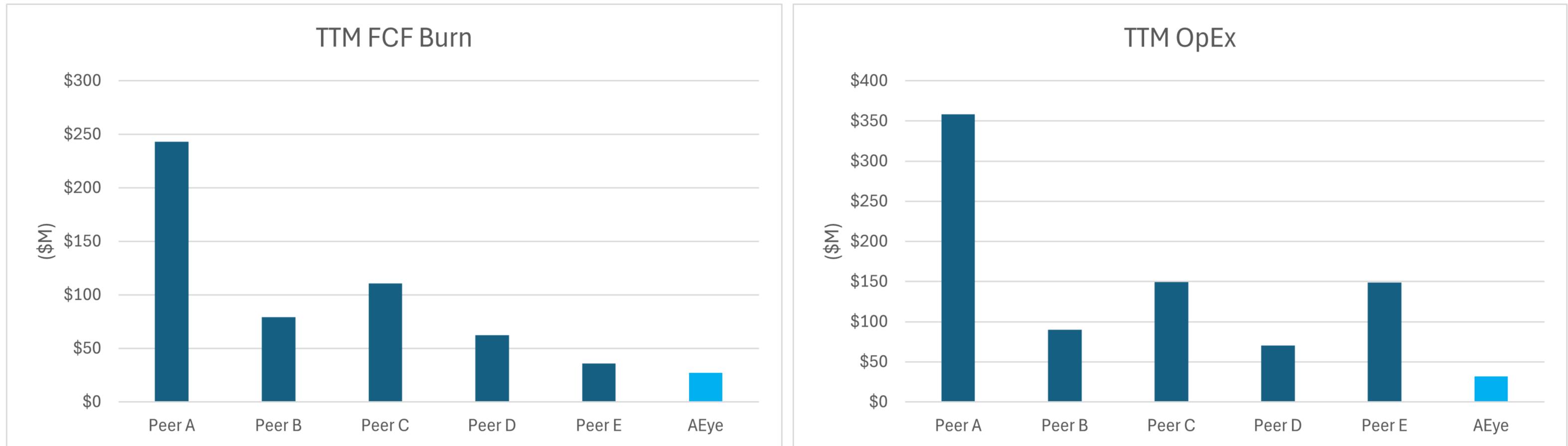
BY JESSICA MATHEWS  
SENIOR WRITER

June 27, 2025 at 8:34 PM EDT



# Capital light resilient business model positions AEye for attractive returns

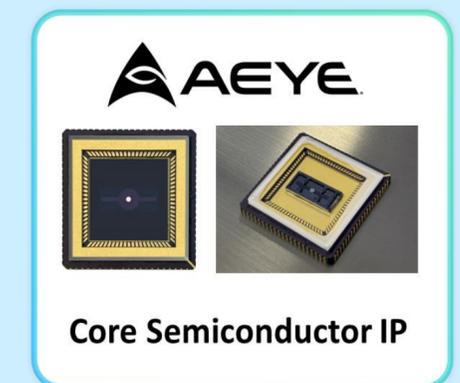
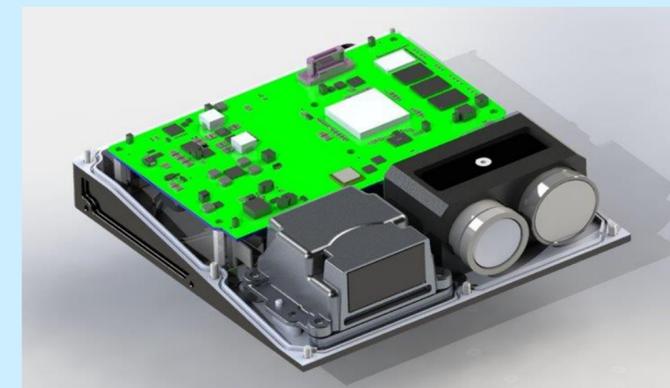
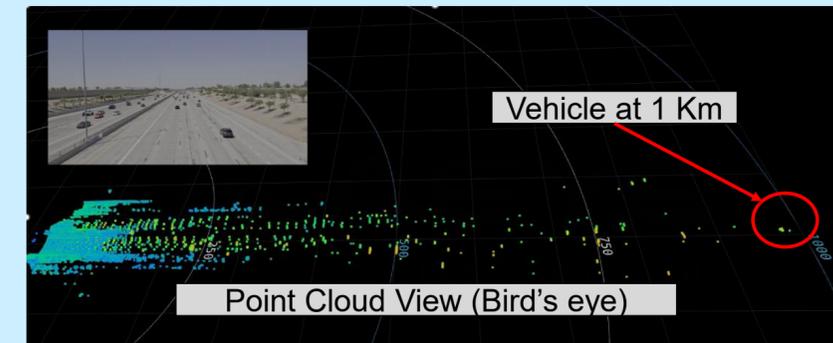
- » Favorable cost structure versus peers: peer cost structures are up to ~11x higher than AEye.
- » As revenue scales, shareholders could benefit from higher levels of profitability and returns versus peers.
- » Manufacturing line cost is incredibly low and easy to scale up/down thanks to a decade of supply chain engineering.



All comparisons exclude China-based peers; TTM figures as of March 31, 2025

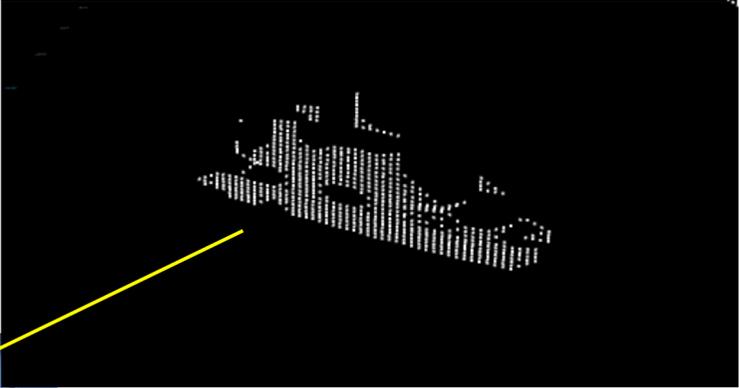
# Apollo is ready to scale, with advantages that will prove difficult to match

- » Integrated into NVIDIA DRIVE AGX Orin – cements credibility and broadened OEM engagements.
- » Cell phone-sized footprint capable of utilizing existing vehicle packaging, reduces barrier to entry.
- » Performance budget that clearly detects vehicles at 1Km distance – maximizing OEM flexibility.
- » Near infinite configurability via software enables days turnaround for OEM variants.
- » A world class manufacturing partner that already ships mass volumes to OEMs.

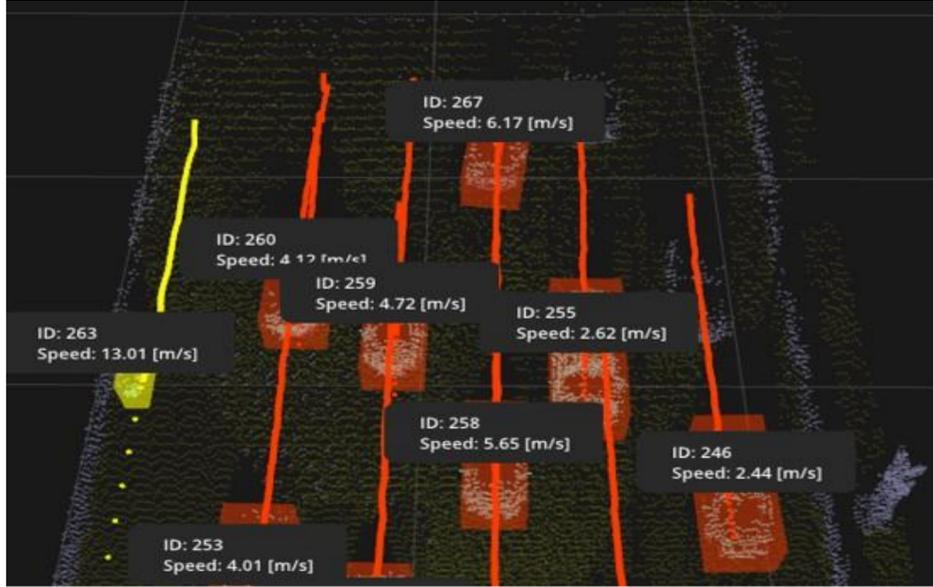


# Apollo Scales Quickly to Multiple Applications

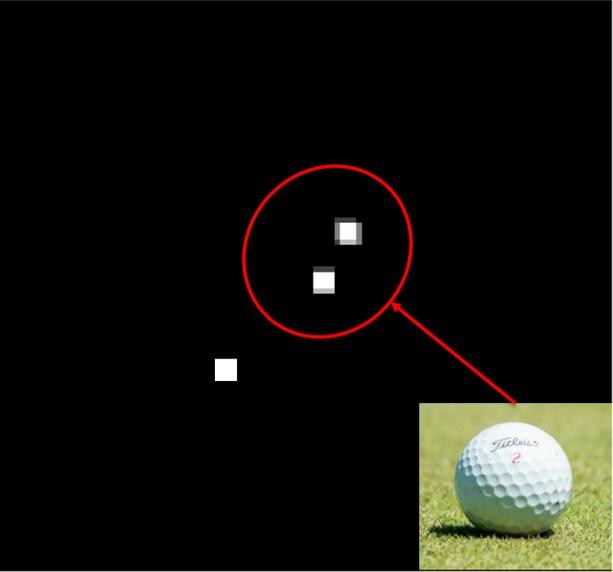
**Commercial Safety** – High resolution > 400 meters



**Automated Tolling** – Accurate vehicle classification and tagging



**Security - Foreign Object Detection** – 3cm objects >100m



# Recent Milestones



Fully integrated into NVIDIA DRIVE AGX Orin platform, potentially driving expanded engagement with leading OEMs and paving way for Hyperion integration



Selected by leading transportation OEM for a potential \$30 million revenue opportunity



Launched OPTIS™, powered by NVIDIA Jetson Orin, and secured multiple deployments in airport safety and security, perimeter monitoring, and transportation logistics



Chosen for GM-sponsored WinTOR initiative, creating the potential for a significant sourcing advantage for future OEM programs



Tripled new business wins from 2 to 6, with visibility to additional non-automotive orders totaling thousands of units



Raised growth capital necessary to execute on strategic plan

Thank you!

