



Fourth Quarter Earnings

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Disclaimer

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CEO

AEye

Q4 2023 RESULTS

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KEY MILESTONES

-  LOI signed with
Global Automotive Tier1

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small form factor
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On track for 75% reduction
in burn rate as compared to
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Performance leadership:
tracking with NVIDIA DRIVE
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Performance leadership:
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Highway autopilot



Nearing completion
of HRL-131 transition
from Continental



Conor Tierney

CFO

AEye

Q4'23 Financial Summary

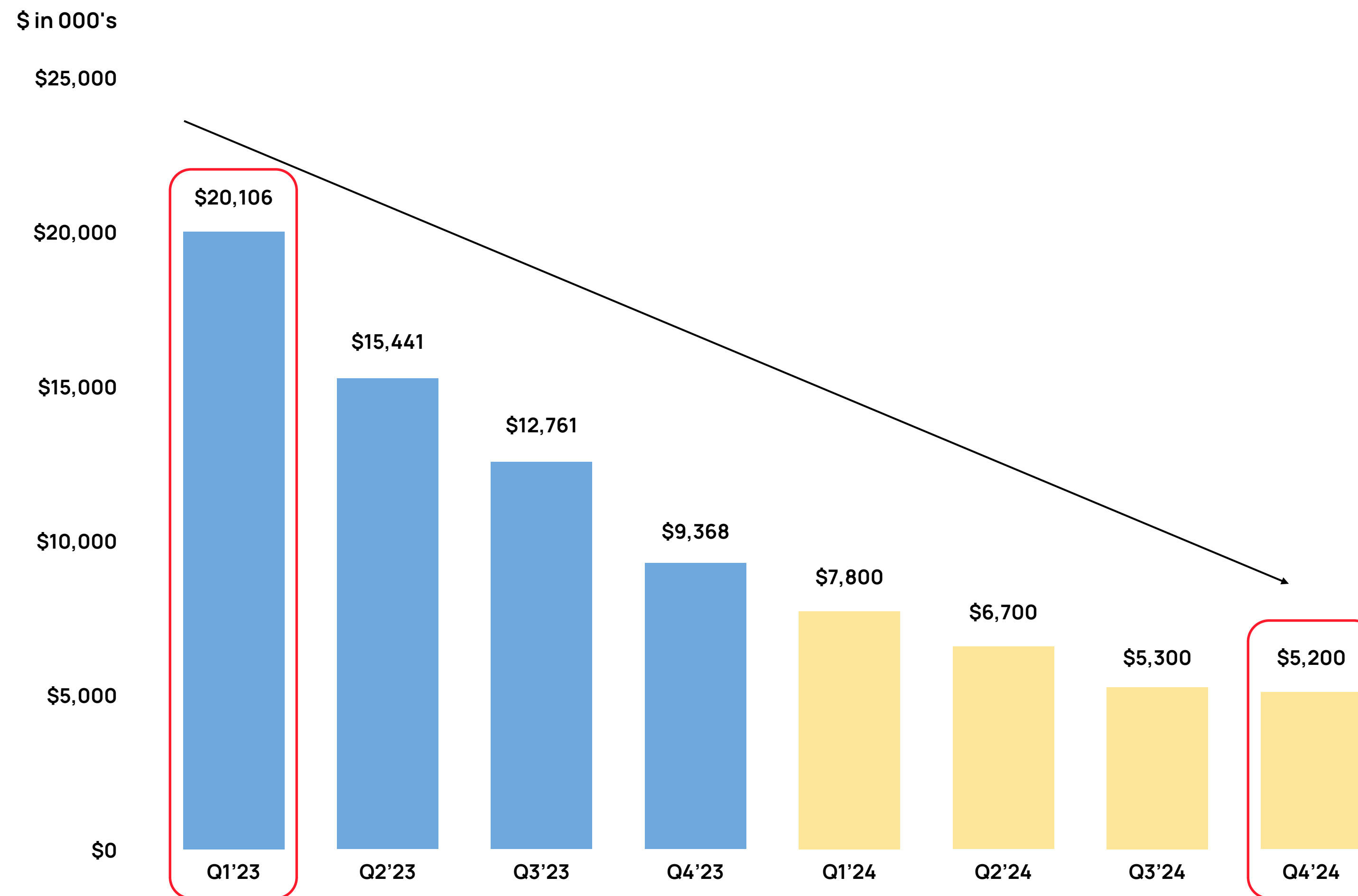
(In millions, except per share amounts)

Quarterly Results (unaudited)

Key Financial Metrics	Q3 2023	Q4 2023
Revenue	\$0.2	\$0.1
GAAP Net Loss	\$(17.0)	\$(27.8)
GAAP EPS	\$(2.78)	\$(4.44)
Non-GAAP Net Loss ⁽¹⁾	\$(9.5)	\$(6.9)
Non-GAAP EPS ⁽¹⁾	\$(1.55)	\$(1.10)
Net cash used in operating activities	\$(11.2)	\$(9.2)
Weighted Avg Shares for EPS	6.1	6.3
Cash, Cash Equivalents and Marketable Securities	\$45.9	\$36.5

(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, gain on early termination of right-of-use assets, one-time termination benefits and other restructuring costs, non-routine write-downs of inventory, other current assets and losses on purchase commitments, and long-lived asset disposals and impairment charges

Weathering the Industry Downturn: Cash Burn Trending to 75% Reduction by End of Year





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Thank you

