



Third Quarter 2025 Earnings

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Disclaimer

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Matt Fisch
Chief Executive Officer

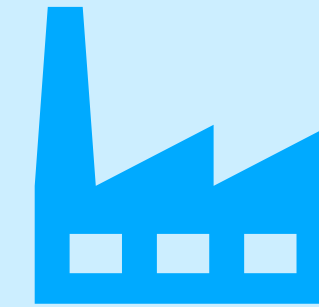
Latest Highlights



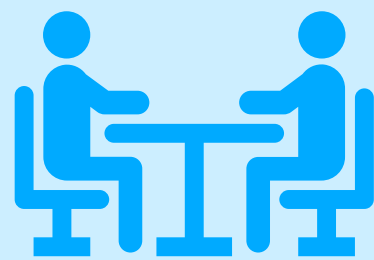
Doubled customer base since the end of Q2, bringing total customer contracts to 12



Secured investment from global institutional investor to ramp Apollo manufacturing



Expanded Apollo manufacturing capacity to 60,000 units annually



Forged new partnerships with Black Sesame, Blue-Band, and Flasheye to advance autonomous mobility and smart-city intelligence



Commenced Apollo shipments to a global defense contractor for manned and unmanned aerial vehicles



Strengthened balance sheet; virtually debt-free and increased cash position by 4x to \$84.3M



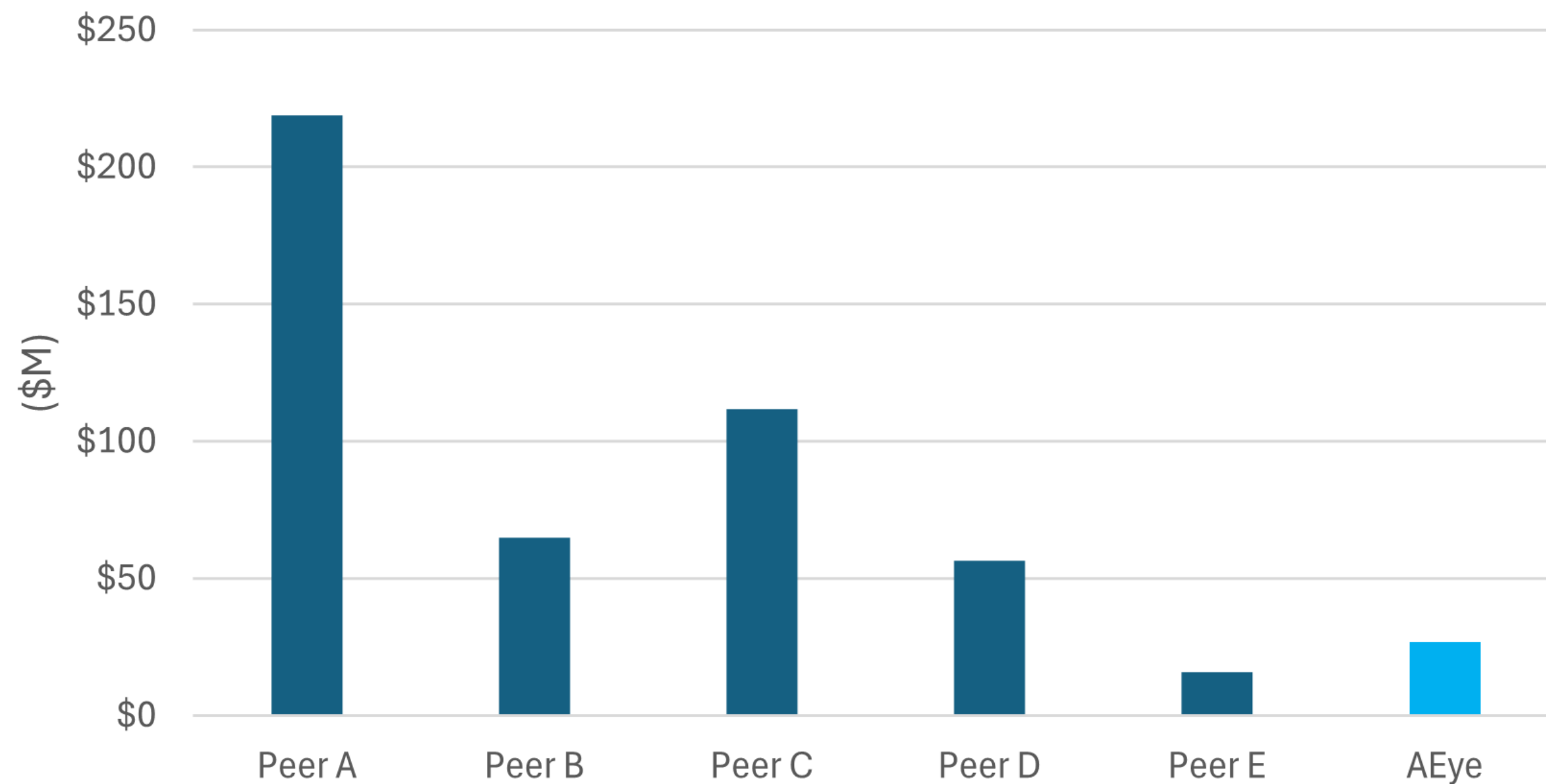
Conor Tierney
Chief Financial Officer

A Capital-Light Business Model that Sets Us Apart

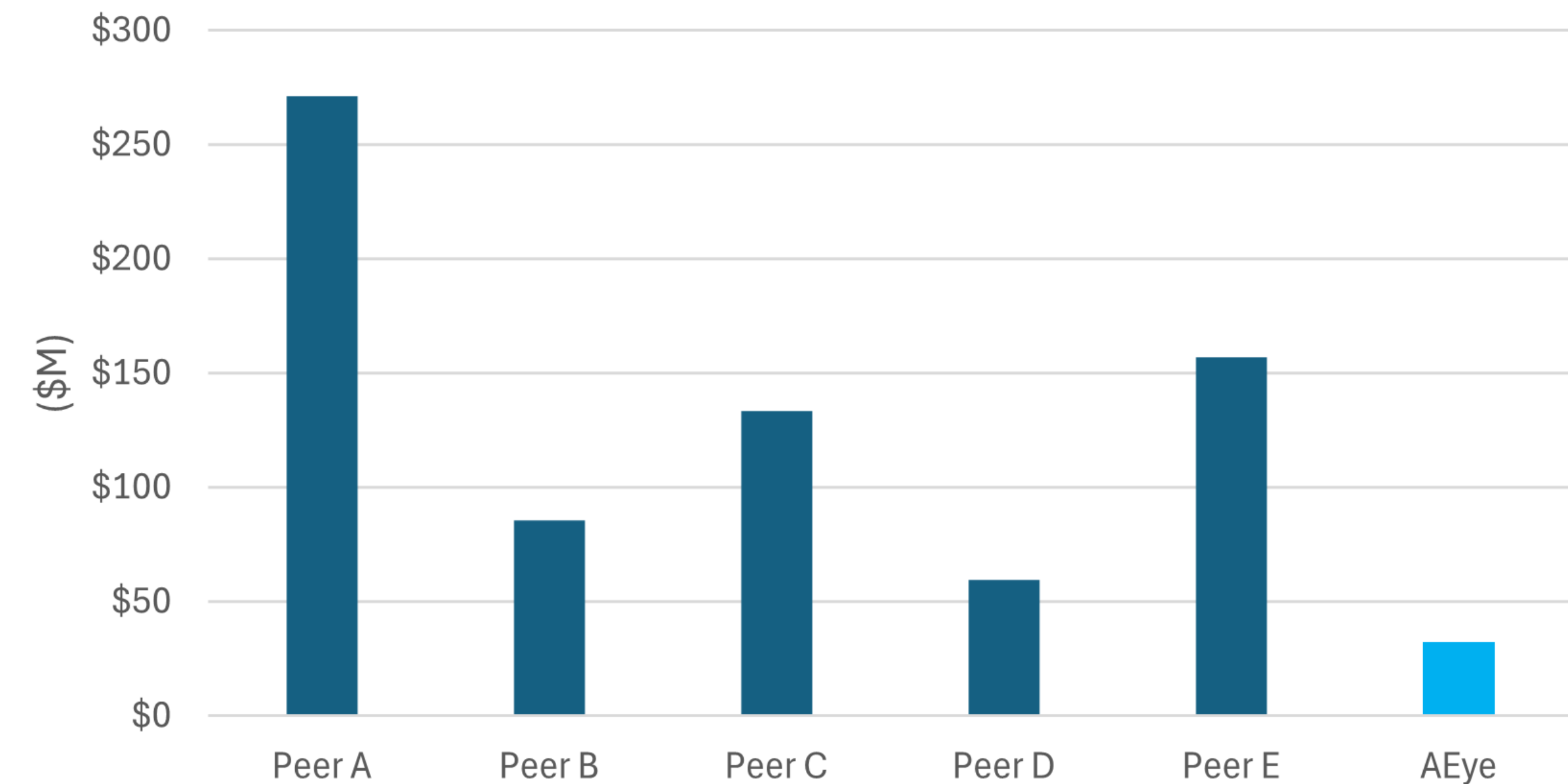
Peer Comparison

» Favorable cost structure versus peers: peer cost structures are up to ~8.5x higher than AEye

TTM FCF Burn



TTM OpEx



All comparisons exclude China-based peers; TTM figures as of June 30, 2025

Q3'25 Financial Summary

(in millions, except per share amounts)

Key Financial Metrics ⁽¹⁾	Quarterly Results (unaudited)	
	Q2 2025	Q3 2025
GAAP Net Loss	\$(9.3)	\$(9.3)
GAAP EPS	\$(0.48)	\$(0.30)
Non-GAAP Net Loss ⁽²⁾	\$(6.7)	\$(5.4)
Non-GAAP EPS ⁽²⁾	\$(0.35)	\$(0.17)
Net Cash Used in Operating Activities	\$(6.4)	\$(6.1)
Weighted Avg Shares for EPS	19.1	31.3
Cash, Cash Equivalents, and Marketable Securities	\$19.2	\$84.3

(1) This table discloses select financial metrics, for full financial information refer to our third quarter 2025 earnings release

(2) Excludes stock-based compensation expense, expenses related to financing arrangements, change in fair value of convertible note and warrant liabilities, legal and consulting costs associated with a contested proxy, and loss (gain) on termination of operating lease, net

FY 2025 Cash Burn Outlook

- » **Reiterating FY 2025 cash burn guidance of \$27 million to \$29 million, reflecting planned investments to scale Apollo production and support commercial expansion**
- » **Raised sufficient growth capital necessary to execute on strategic plan**
- » **Balancing financial discipline with operational investments**



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Thank you