



Q1 2021 Earnings Call
May 2021



New Design Win: Multi-Year Autonomous Shuttle Program

Expected to Generate Hundreds of Millions in Revenue



Reaching L4
Autonomy



Operating in
Geo-Fenced Area



>\$400M Revenues



> A Number of Sensors
Around



> Detecting the Smallest
Obstacles



> Service launch by 2022



東京臨海部 実証実験



株式会社SUBARU




Dr. Nicolai Martin, Senior Vice President Automated Driving Development BMW Group


"The BMW iX is the first model from the BMW Group to offer automated driving and parking functions based on a new technology toolkit

...in the medium term, highly automated driving (Level 3). We will continue with the rollout of the toolkit and deploy it, for example, **in the next-generation BMW 7 Series and BMW 5 Series models.**" April 8, 2021


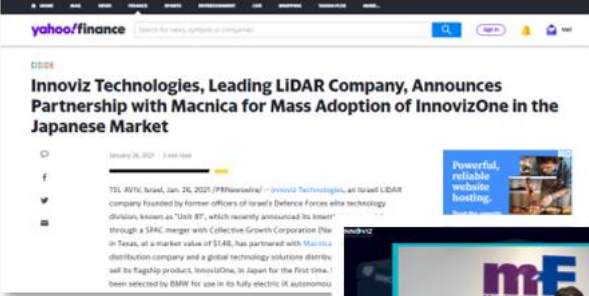


New Partners and Verticals







JANUARY | 2021




DISTRIBUTOR

Asakura Sachihiko







APRIL | 2021





SECURITY







APRIL | 2021

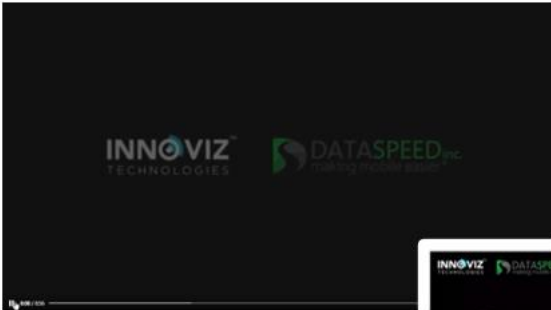


AUTOMOTIVE







MAY | 2021

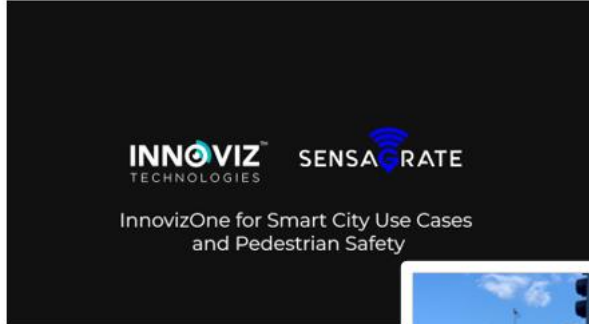


AUTOMOTIVE







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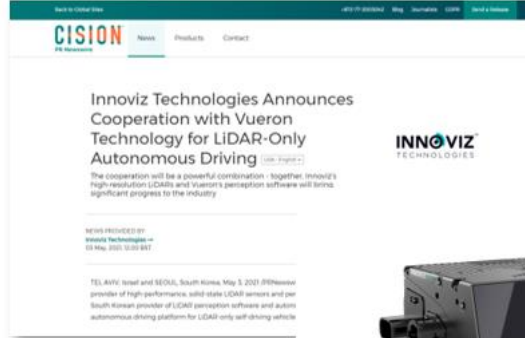


SMART CITY





MAY | 2021



AUTOMOTIVE


Key Performance Indicators and Forward-Looking Guidance

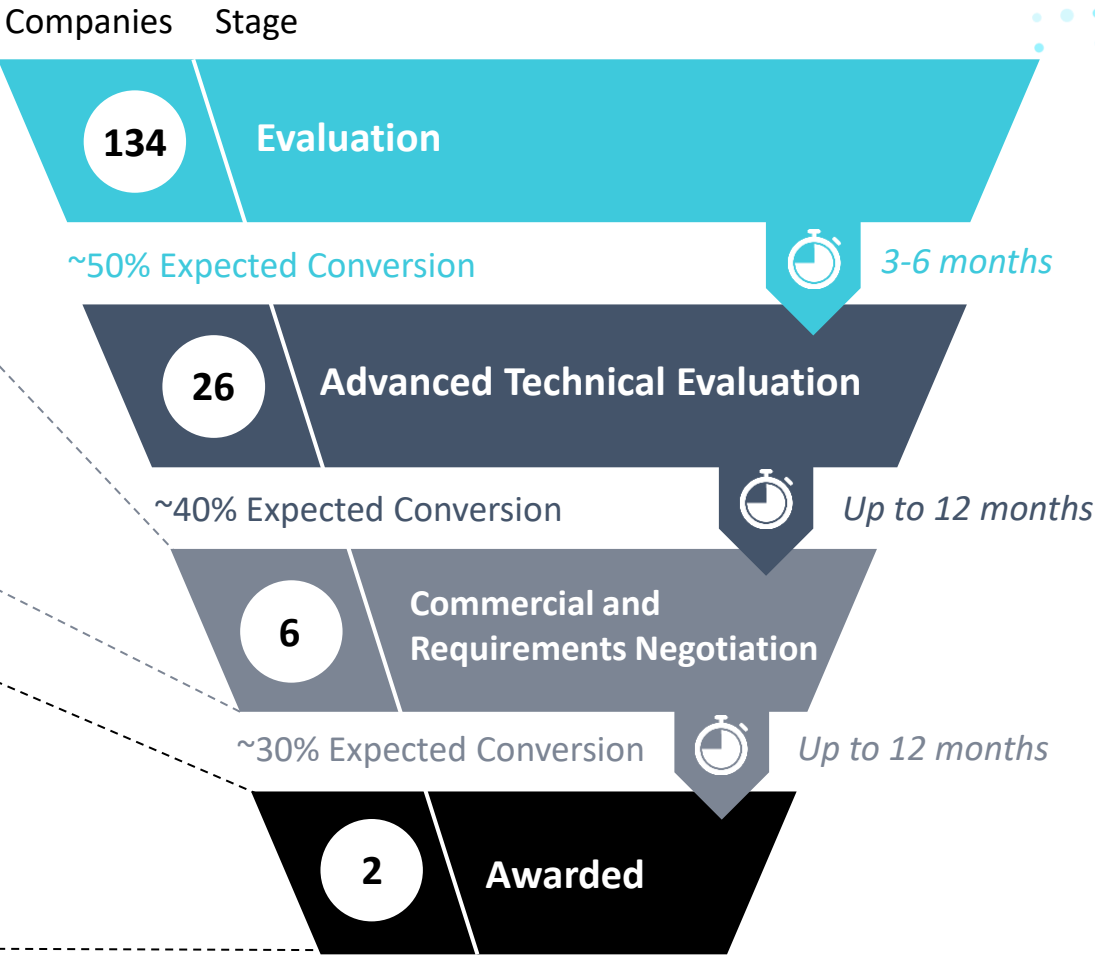
Potential Order Book
Total lifetime projected revenues from accounts in the Commercial and Requirements Negotiation stage.

>\$3.0B

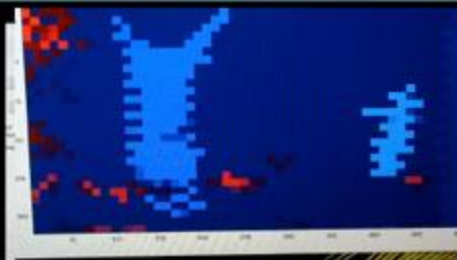
Current Order Book
Total lifetime projected revenues from awarded accounts. Updated to reflect design win for autonomous shuttle program.

\$2.4B

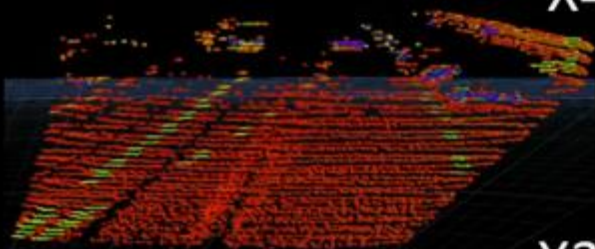




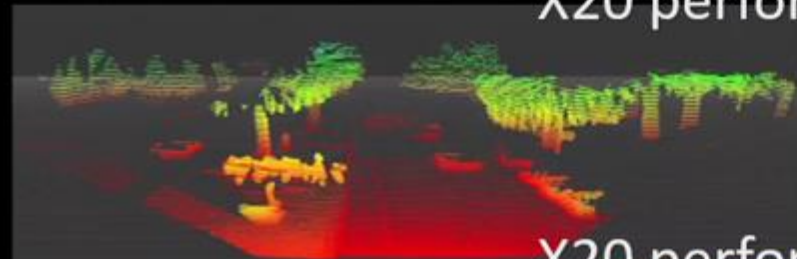
Source: Company estimates.



X40 performance, 70% Cost Reduction



X20 performance, 60% Cost Reduction



X20 performance, 60% Cost Reduction



X30 performance, 70% Cost Reduction

