

arbe

Radar Revolution. Delivered.

The Future of Autonomy in 2030

Q1 2022 Earnings

Imagining
Automotive
in 2030

Q1 2022
Earnings
Fireside
Chat

May 12, 2022



This presentation contains certain “forward-looking statements” within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, both as amended by the Private Securities Litigation Reform Act of 1995. The words “expect,” “believe,” “estimate,” “intend,” “plan,” “anticipate,” “may,” “should,” “strategy,” “future,” “will,” “project,” “potential” and similar expressions indicate forward-looking statements. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. The financial results described in this press release are based on Arbe’s preliminary financial statements, which are subject to audit by the Company’s independent accounting firm and are subject to any adjustments resulting from the completion of such audit. These risks and uncertainties include, but are not limited to: (i) unanticipated delays or difficulties in connection with the evaluation of Arbe’s products in evaluation and test programs; (ii) the success of road pilot programs for Arbe’s products, (iii) Arbe’s ability to develop significant revenue as a result of the test programs involving its radar system and from customers who purchased Imaging Radar samples; (iv) Arbe’s ability to leverage its existing relationships and secure test programs and orders resulting from the test programs; (v) Arbe’s ability to meet its projected revenue level and its ability to operate profitably; (vi) Arbe’s ability to meet its timetable for full production; (vii) Arbe’s expectation that it will be engaging with Tier 1 suppliers and OEMs which would be building the radars based on its Chipset solution, eliminating expenses associated with system completion, requirement for undertaking significant capital expenditures associated with developing mass production manufacturing and the expenses of operating any such manufacturing capability; (viii) the effect of inflation and supply chain issues on Arbe’s cost and its development schedule, including Arbe’s ability to obtain semiconductor products when needed and at a reasonable price; (ix) Arbe’s expectation that radars are crucial to the automotive industry and will be deployed in nearly all new vehicles as a long range, cost-effective sensor with the fewest environmental limitations; (x) Arbe’s belief that the Arbe Radar Chipset heralds a breakthrough in radar technology that will enable Tier 1 manufacturers and OEMs to replace the current radars with an advanced solution that meets the safety requirements of Euro-NCAP and NHTSA for autonomous vehicles at all levels of autonomous driving; (xi) Arbe’s ability to develop or have access to the latest developments relating to radar and autonomous driving vehicles; (xii) Arbe’s ability to have products manufactured for it by third parties that meet Arbe’s and its customers quality standards and delivery requirements; (xiii) Arbe’s ability to attract and retain highly skilled personnel and senior management, including research and development, sales and marketing personnel; (xiv) Arbe’s ability to develop and market products based on its radar technology for uses outside of the automotive industry; (xv) accidents or bad press resulting from accidents involving autonomous driving vehicles, even those using radar products from other companies or based on other technology; and the effect of any accidents with vehicles using Arbe’s radar system; (xvi) the failure of the markets for Arbe’s current or new technologies and products to materialize to the extent or at the rate that Arbe expects; (xvii) unexpected delays or difficulties related to the development of Arbe’s technologies and products; (xviii) the effect of laws and changes in laws that have an effect on the market for or the requirement for autonomous vehicles; (xix) the effect of COVID-19 and any new variants or any pandemics or multinational epidemics and actions taken by governments and industry to address the effects of the pandemic and the corresponding macroeconomic uncertainty; (xvii) risks related to the potential impact of new accounting standards on Arbe’s financial position, results of operations or cash flows; (xx) changes or inaccuracies in market projections; (xxi) changes in Arbe’s business strategy; and (xxii) the risk and uncertainties described in “Risk Factors,” “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” “Cautionary Note Regarding Forward-Looking Statements” and the additional risk described in Arbe’s prospectus dated November 2, 2021, which was filed by Arbe with the Securities and Exchange Commission on November 4, 2021, as well as the other documents filed by Arbe with the SEC. Accordingly, you are cautioned not to place undue reliance on these forward-looking statements. Forward-looking statements relate only to the date they were made, and Arbe does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made except as required by law or applicable regulation.

Hyundai Mobis Pilot

HYUNDAI
MOBIS

- ▶ A **leading** car manufacturer
 - ▶ One of Arbe's **early investors**
-
- ▶ Held a PoC, testing the safety enhancements introduced by our **next generation radar.**





Increase in Engagements

from **30** to **35**

- ▶ **OEMs** Level 2+
- ▶ **New Mobility Players** Level 4

Engagements Summary

15 

Passenger vehicles

5 

RoboTaxi

5 

Trucks and heavy machinery

5 

Non-automotive

3 

Delivery robots

2 

Perception

Tier 1 – Q1 Progress

Tier 1s develop radar systems
based on Arbe's chipset:

5 RFPs & RFQs

Submitted by tier 1s

Committing to supply customers with

400k to 1M

Systems / per year

arbe



Leadership Team New Members



Thilo Koslowski, Board Member, Arbe

Previous positions:

- ▶ **Porsche Digital** | Founder and CEO
- ▶ **Gartner Group** | Head of Smart Mobility Unit



Alex Hitzinger, Board Member, Arbe

Previous positions:

- ▶ **VW Group** | Senior Vice President of Autonomous Driving
- ▶ **VW Commercial Vehicles** | Member of the management board
- ▶ **Apple** | Head of Product Design for Autonomous Transportation

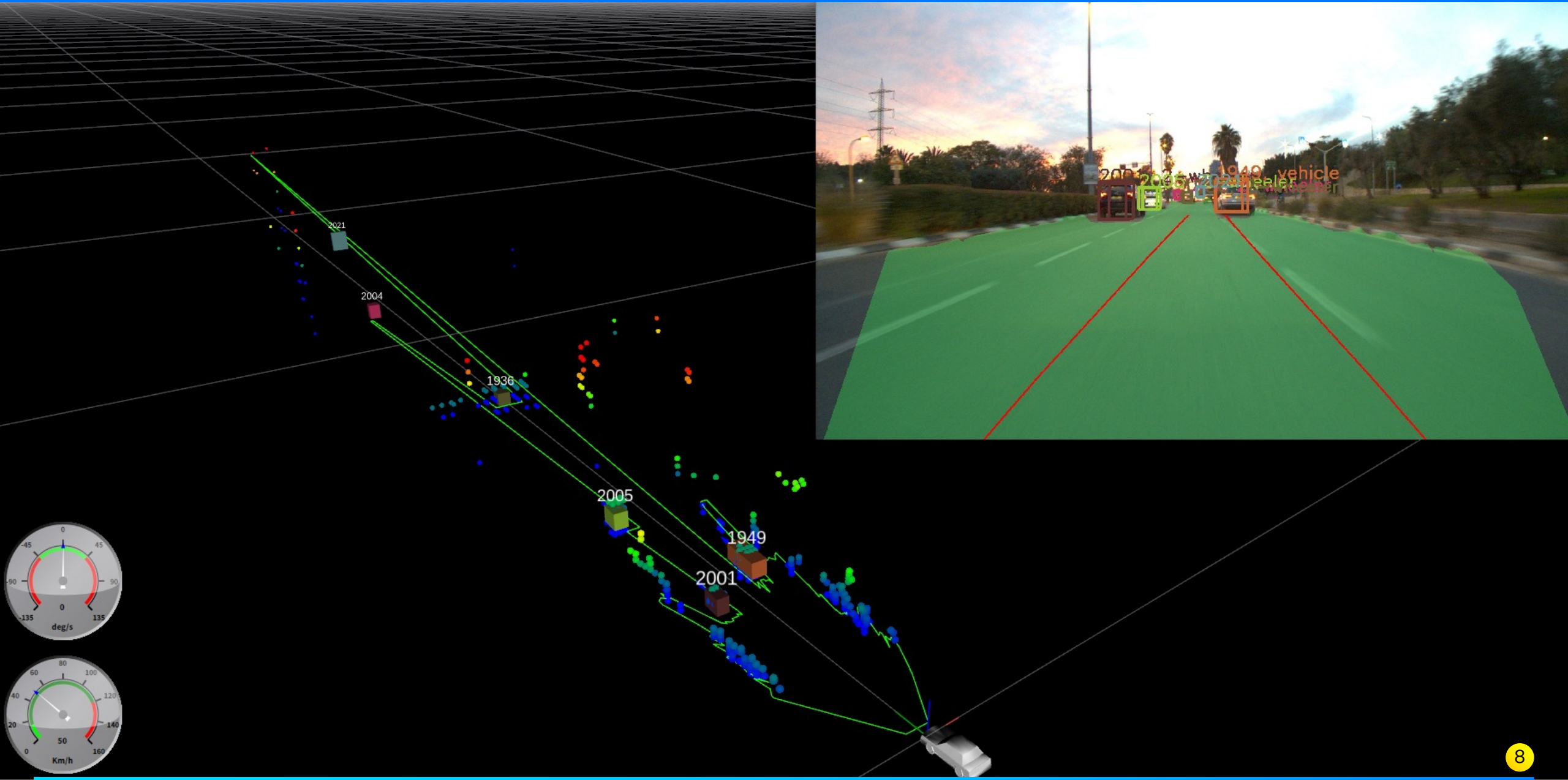


Gonen Barkan, Chief Radar Officer, Arbe

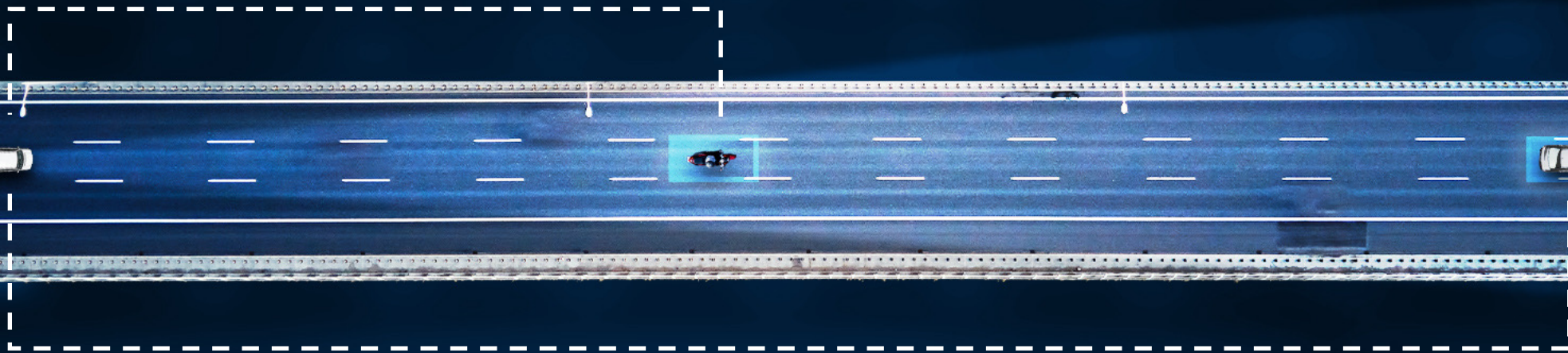
Previous positions:

- ▶ **General Motors** | Led global radar development





Increasing two-wheeler detection range to **350m**



Increasing vehicle detection range to **800m**

Market Recognition



Tech.AD 2022

Won 1st Place Award
in the category of
Sensor Perception



CES 2022

Innovation Awards
Honoree for the Phoenix
Perception Radar



An aerial photograph showing a car driving on a two-lane road that runs parallel to a river. The river is on the left, with white water rapids. The road is on the right, and the surrounding landscape is rocky and rugged. The entire image has a blue color cast.

We are **confident**
in our **leadership role**
in the **evolution** of
the industry

arbe

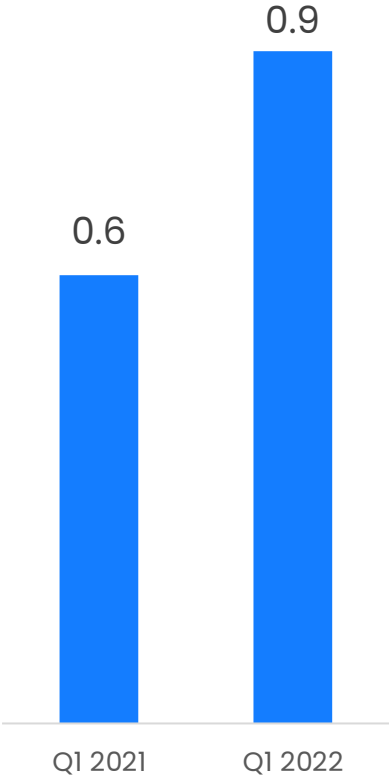
Radar Revolution. Delivered.

Financial Results

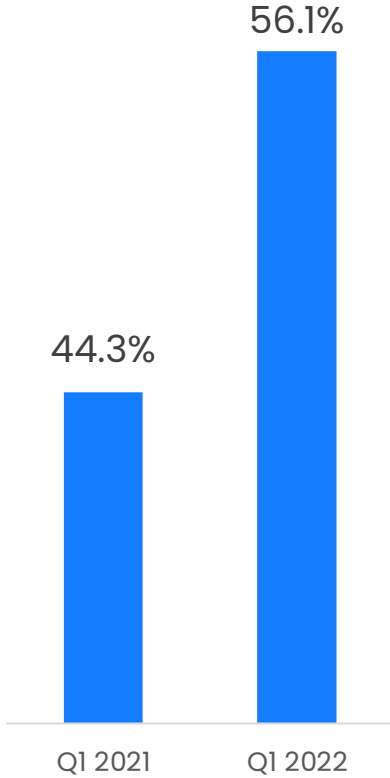
Q1 2022



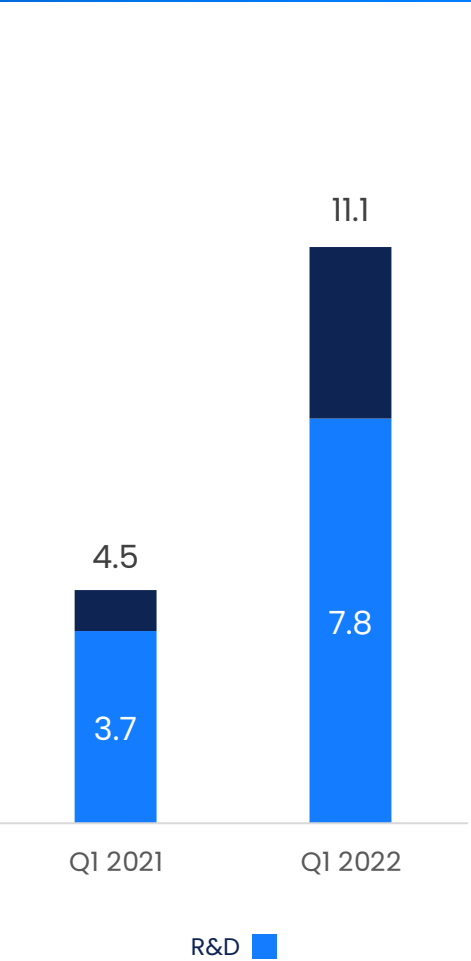
Revenue (\$M)



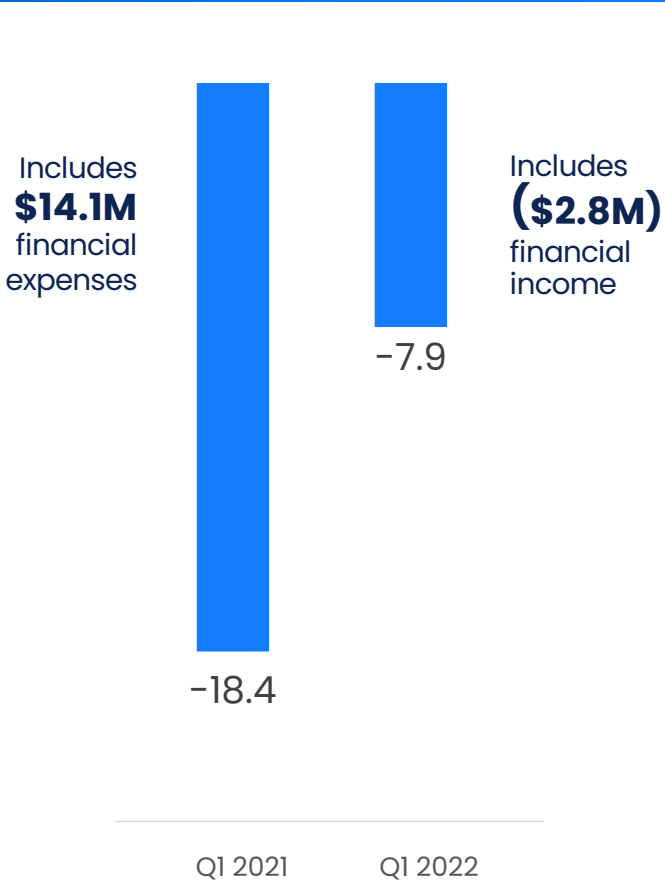
Gross Margin



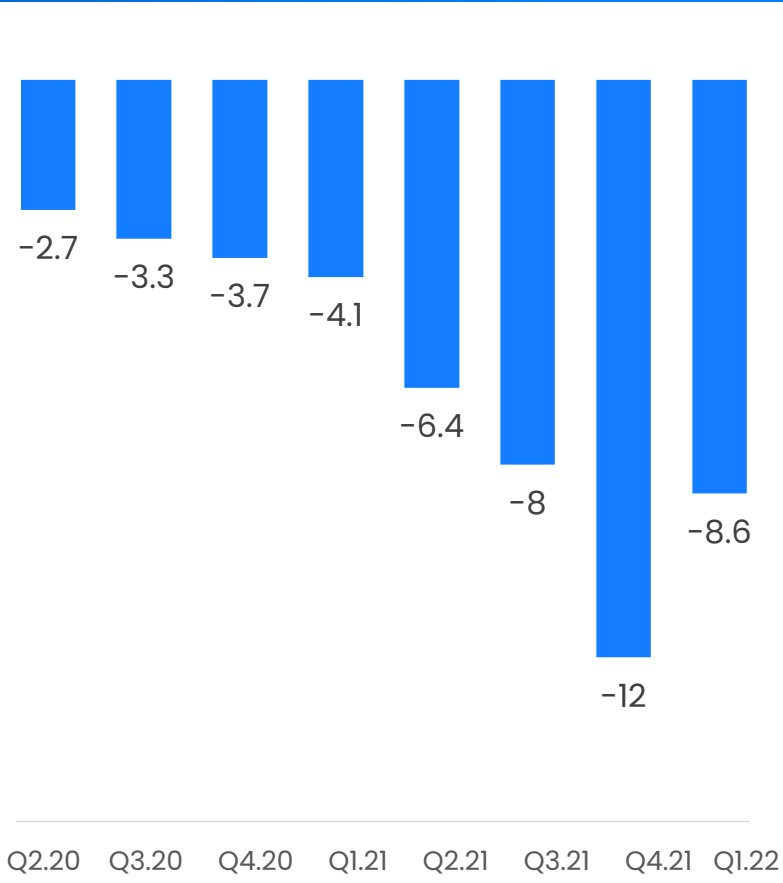
Expenses (\$M)



Net Loss (\$M)

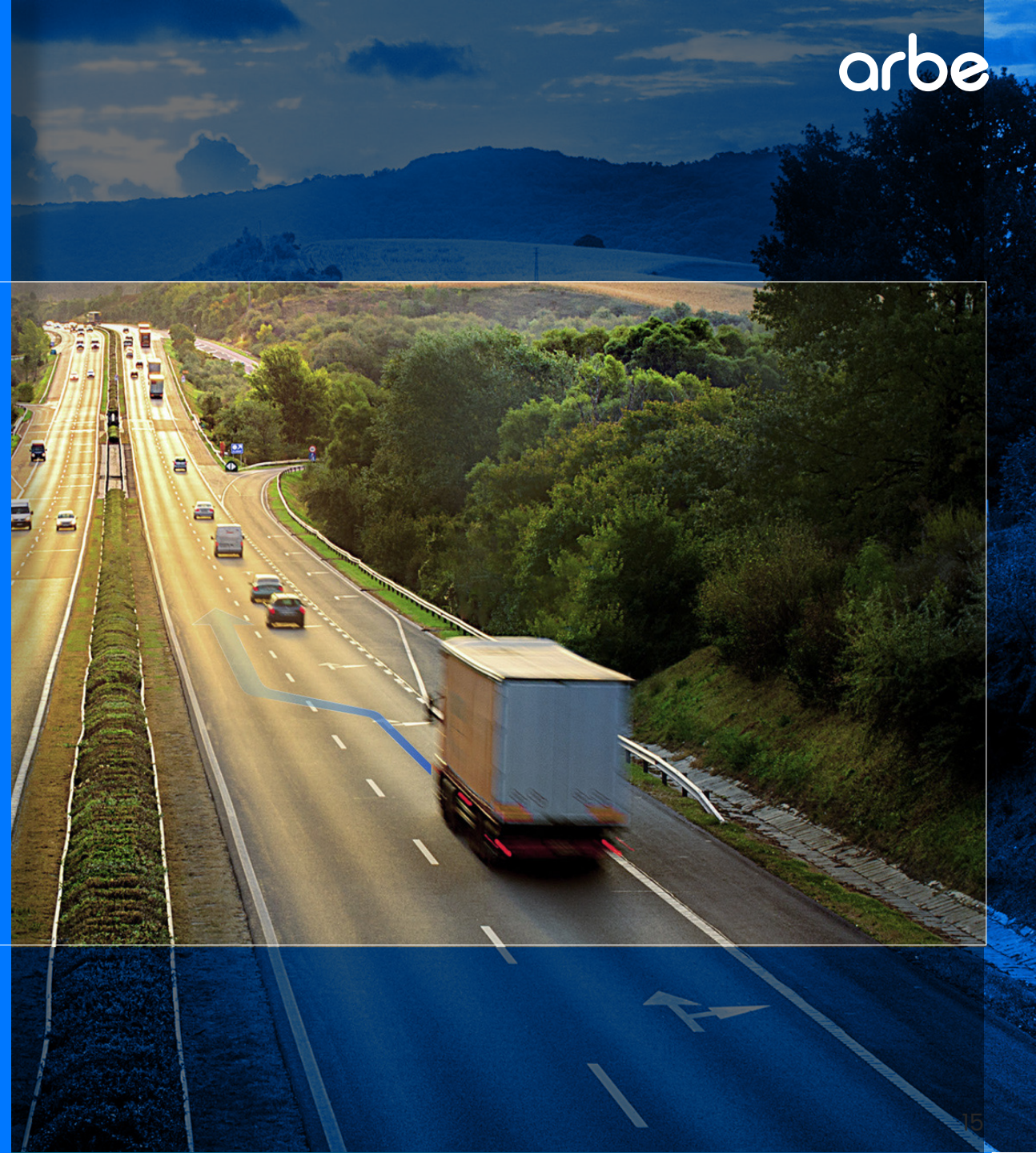


Adjusted EBITDA (\$M)*



\$87.3M

Cash and cash equivalents



\$7M-11M

Revenue

Heavily weighted towards the end of 2022

(\$34M)-(\$38M)

Adjusted EBITDA

On track
to reach our

\$312M

revenue goal
for 2025

arbe

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**Thank
You**

investors@arberobotics.com

