



Radar Revolution. Delivered.

## Business Update

Kobi Marenko  
Co-Founder and CEO, Arbe

POC to  
Production:  
Driving  
Innovation  
Forward

2022  
Financial  
Results  
March 2, 2023

This press release and the earnings call contain "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) Arbe's ability to have products manufactured for it by its third party supplier ies that meet Arbe's and its customers quality standards and delivery requirements; (iii) Arbe's ability to leverage its existing relationships and secure orders resulting from the test programs; (iv) Arbe's ability to meet its projected revenue level and its ability to operate profitably; (v) Arbe's ability to meet its timetable both to achieve full production and to meet the delivery requirements of its customers; (vi) the development of safe autonomous vehicles that include Arbe's radar systems; (vii) Arbe's expectation that it will continue to obtain orders from Tier 1 suppliers and OEMs that which would be building the radars based on its Chipset solution; (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 ability to price its products in a manner to enable it to operate profitably; (x) Arbe's expectation that radars are crucial to the automotive industry and in the not to distant future will be deployed in nearly all new vehicles as a long range, cost-effective sensor with the fewest environmental limitations; (xi) Arbe's belief that the Arbe Radar Chipset and Lynx Surround Imaging Radar herald a breakthrough in radar technology that provide Tier 1 suppliers and OEMs with the ability 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; (xii) Arbe's ability to develop or have access to the latest developments relating to radar and autonomous driving vehicles; (xiii) the ability of its Tier 1 customers to successfully market radar systems using Arbe's radar to automobile manufacturers; (xiv) Arbe's ability to attract and retain highly skilled personnel and senior management, including research and development, sales and marketing personnel; (xv) Arbe's ability to develop and market products based on its radar technology for uses outside of the automotive industry; (xvi) 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; (xvii) 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; (xviii) unexpected delays or difficulties related to the development of Arbe's technologies and products; (xix) the effect of laws and changes in laws that have an effect on the market for or the requirement for autonomous vehicles; (xx) Arbe's belief that an increased demand for autonomous vehicles and the transition to mass production of Level 2 and higher autonomous vehicles, requiring advanced systems for automatically integrating vehicles in traffic and preventing traffic accidents, are expected to increase the demand for products in our field of activity; (xxi) Arbe's belief that any requirement on the part of insurance companies that radar systems be installed as a condition for issuing insurance policies is expected to increase the demand for Arbe's products; (xxii) 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 including the effects of the decision of the government of the People's Republic of China to change from the zero-COVID policy; (xxiii) changes or inaccuracies in market projections; (xxiv) changes in Arbe's business strategy; and (xxiv) 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 Annual Report on Form 20-F, filed with the Securities and Exchange Commission, or SEC, on March 31, 2022 and in Arbe's prospectus dated June 22, 2022, which was filed by Arbe with the SEC on June 23, 2022, and its prospectus dated July 11, 2022, which was field by Arbe with the SEC on July 19, 2022, as well as 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..



Graduating from proof-of-concept phase to the production and the commercial stage

Providing true safety for L2+ vehicles

Collaborating with top OEMs

Securing global Tier 1 partnerships

On track to full production in Q4 2023



## veoneer

2022

50M radars  
per year

2030

250M radars  
per year



340,000 Radar Chipset  
Preliminary Order







## Developing radar systems based on Arbe chipset



Considerable  
financial  
investments



Deploying  
dedicated  
teams



Developing  
software utilizing  
the radar's data

## 2022



## 2023

**Actively engaged  
with 12 out of the  
top 15 automakers  
worldwide**

**To achieve 2 design ins  
in the Chinese market,  
and 2 design ins in  
Europe and the US**



Arbe obtained the **Japanese Telecommunication and Radio certification**, for its mass Production RF chipset

A **leading Japanese automotive company** began a development project

Conducting pilot programs with **leading OEMs and Tier-1s** in the region



# Transitioning from POC to Mass Production

Completed the **chipset mass production line**,  
with Global Foundries

Chipsets are now going  
through the **AEC-Q100  
qualification** process

On track to begin **mass  
production in Q4 2023**





# Great Success at CES 2023





# Great Success at CES 2023





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**Enter mass  
production  
in Q4**

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**4 OEM  
design-ins**

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**Drive  
innovation  
forward**

**2023**





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## Financial Results

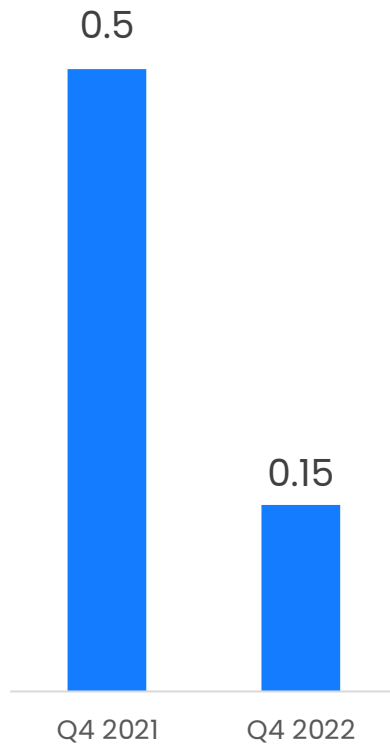
Karine Pinto Flomenboim  
CFO

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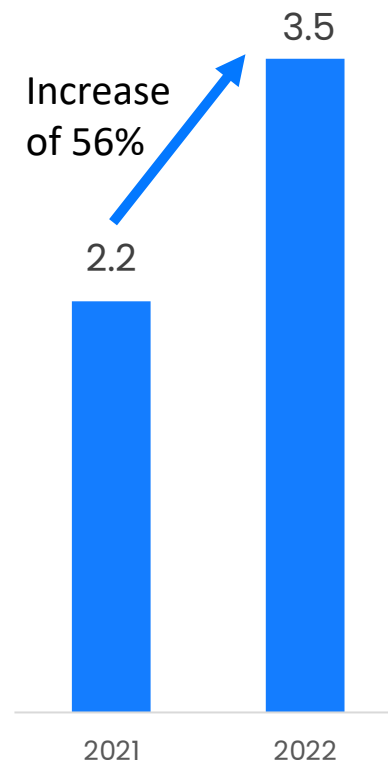
2022  
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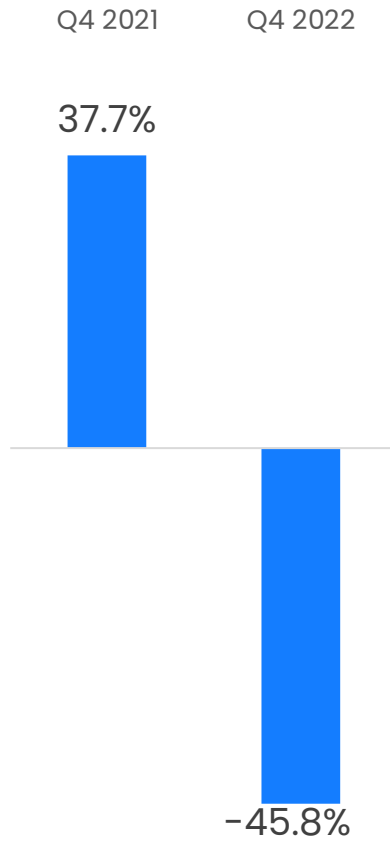
Q4 Revenue (\$M)



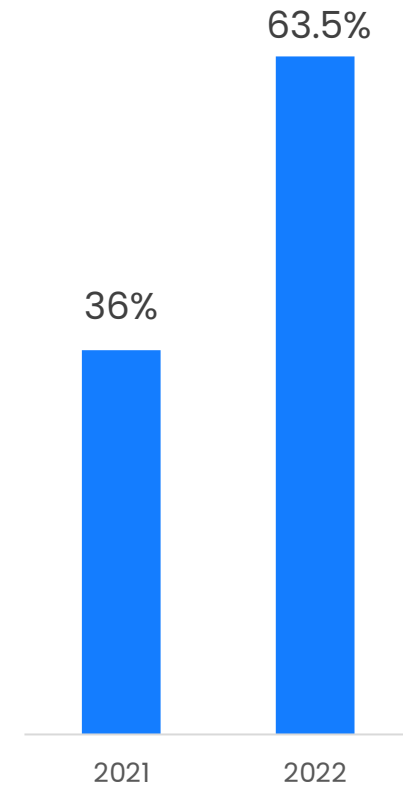
2022 Revenue (\$M)



## Q4 Gross Margin

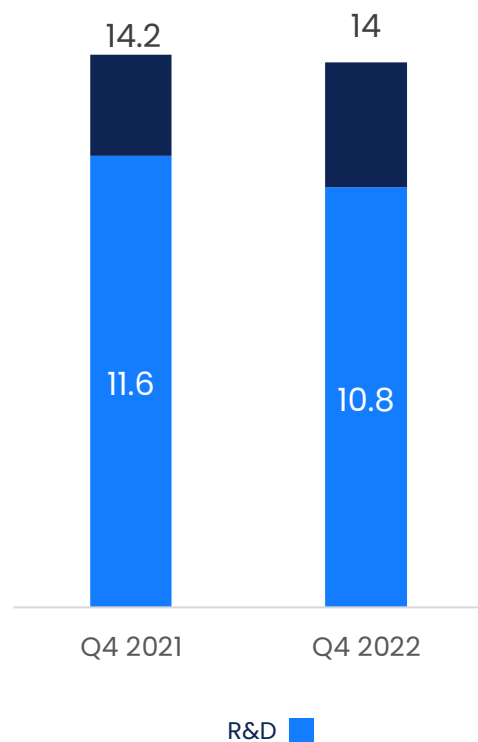


## 2022 Gross Margin

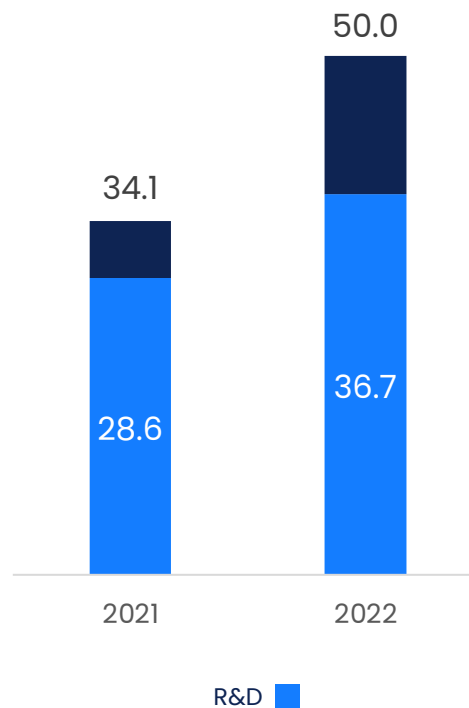


# Operating Expenses

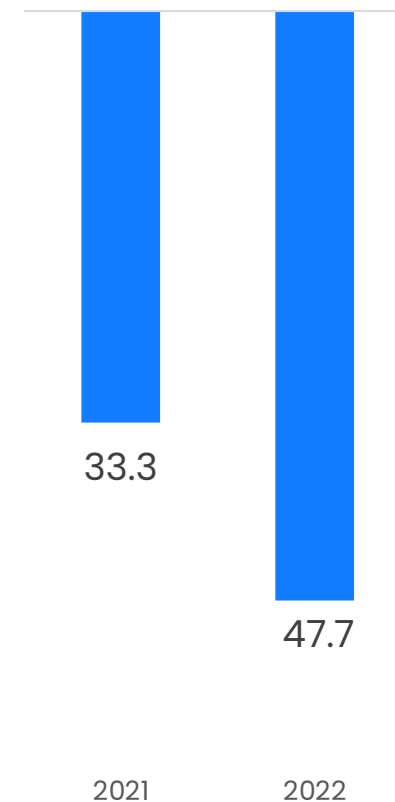
## Q4 Operating Expenses (\$M)



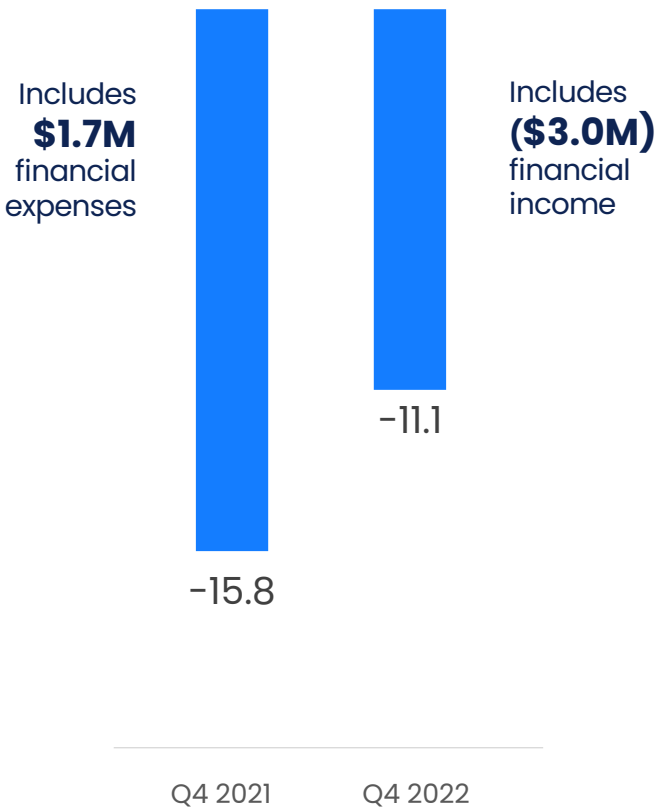
## 2022 Operating Expenses (\$M)



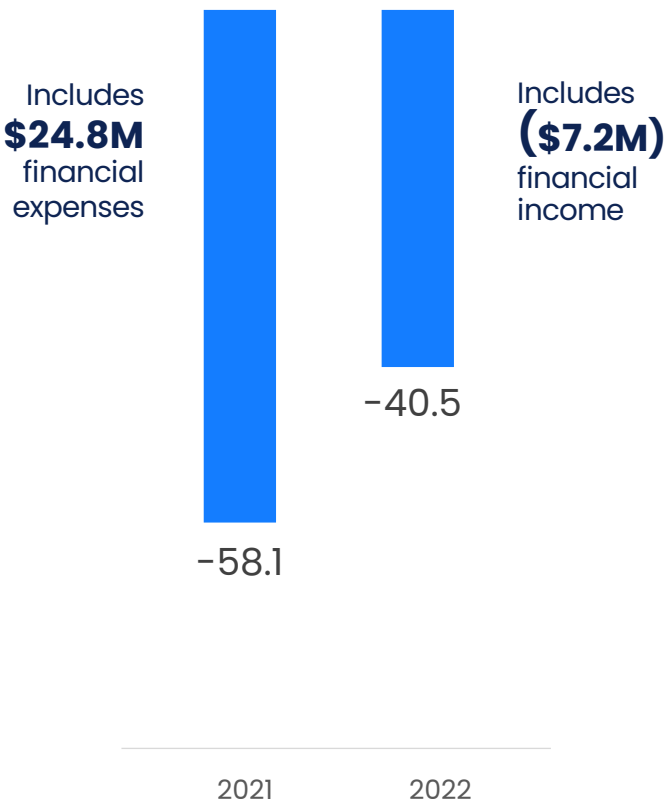
## 2022 Operating Loss (\$M)



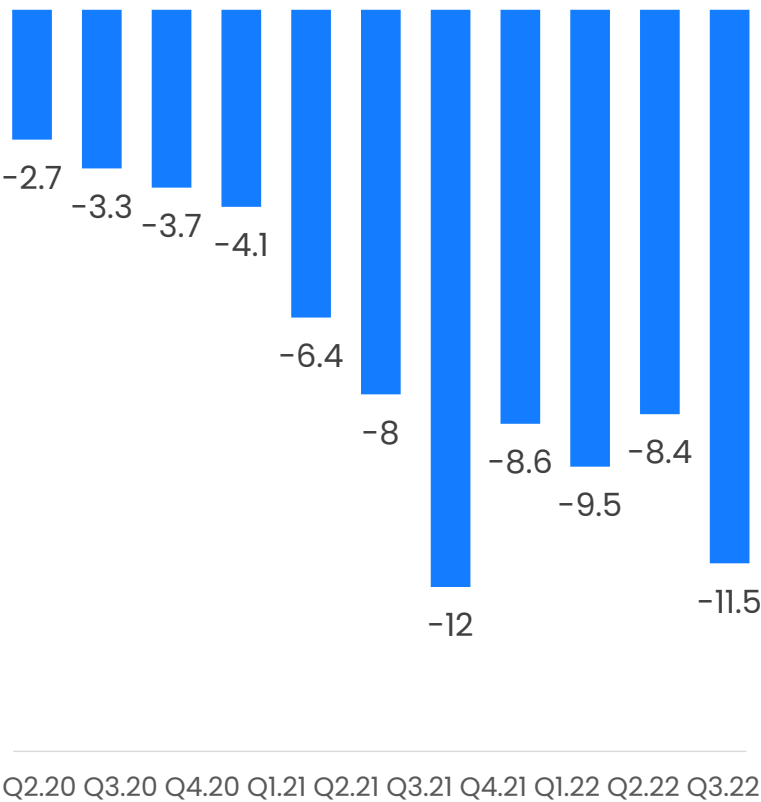
## Q4 Net Loss (\$M)



## 2022 Net Loss (\$M)



## Adjusted EBITDA (\$M)\*

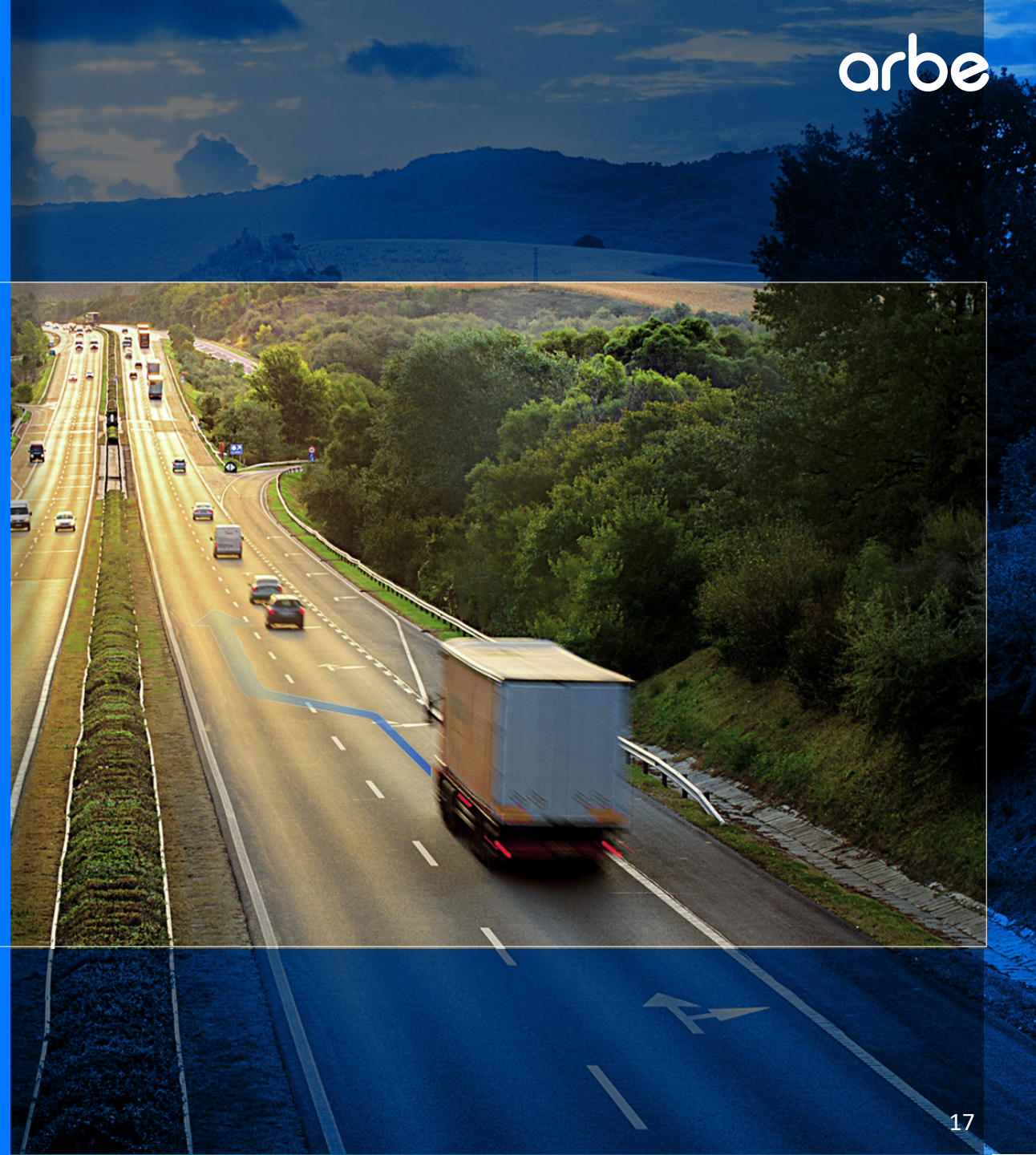


\* Adjusted EBITDA - a Non-GAAP measurement, which excludes expenses for non-cash share-based compensation and for non-recurring items.



**\$54.2M**

Cash and cash equivalents  
with no debt.





**\$5M-\$7M**

Revenue

**(\$32M)-(\$35M)**

Adjusted EBITDA\*

\* Adjusted EBITDA - a Non-GAAP measurement, which excludes expenses for non-cash share-based compensation and for non-recurring items.



# arbe

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# Thank You

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