



Q2 2026 Earnings Call

August 5, 2026



Forward Looking Statements

This presentation contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the services and products offered by Innoviz, the anticipated technological capability of Innoviz's products, the markets in which Innoviz operates, expected NRE payments, the anticipated scaling of production, and Innoviz's projected future operational and financial results, including revenue and NREs. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. 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.

"NRE (Non-Recurring Engineering)" is booked services that may be ordered from Innoviz usually as part of a program design win and includes, among other things, application engineering, product adaptation services, testing and validation services, standards and qualification work and change requests (usually during the lifetime of a program). NREs may be paid based on milestones over the development phase of the project which may take a few years.

Many factors could cause actual future events, and, in the case of our forward-looking revenues and NRE bookings, actual orders or actual payments, to differ materially from the forward-looking statements in this presentation, including but not limited to, the ability to implement business plans, forecasts, and other expectations, the ability to convert design wins into definitive orders and the magnitude of such orders, the ability to achieve broader market adoption of Innoviz's products and solutions, the ability to maintain and scale initial deployments and evaluations into long-term commercial relationships, the ability of preliminary arrangements, including evaluation engagements and letters of intent, to result in definitive supply, development, or commercial agreements on expected terms and volumes, the risk that initial purchase orders do not convert into anticipated volumes and that results depend on the success of third-party integrators and partners, the risks associated with the defense and homeland security market, including procurement cycles, budgetary constraints and regulatory and export control considerations, the possibility that NRE would be set off against liabilities and indemnities, the ability to identify and realize additional opportunities, potential changes and developments in the highly competitive LiDAR technology and related industries, our expectations regarding the impact of geopolitical developments in the Middle East including the evolving conflict in Israel on our ongoing operations, the ability to successfully execute Innoviz's

strategy for the Perciz brand and its defense and security market initiatives, including the marketing, integration, and sale of its existing products for such markets, the risk that evaluations, pilot programs, demonstrations, or initial deployments do not lead to production deployments or commercial contracts, the ability to advance collaborations or partnerships into definitive development, integration, supply, or other commercial arrangements, the ability of Innoviz's products and integrations to meet applicable specifications and performance thresholds, the regulatory, licensing, and other requirements applicable to the defense and security markets and their potential impact on the timing and scope of Innoviz's activities in those markets, the risk that Innoviz's products do not achieve or maintain their anticipated performance, including centimeter-level positioning, under field and operational conditions, the risk that anticipated demand in the defense and homeland security markets does not materialize or does not result in revenue on the anticipated timeline, and the risk that Innoviz does not obtain or maintain the export authorizations, marketing licenses, and other governmental approvals required to offer its products in the defense and security markets. The foregoing list is not exhaustive. You should carefully consider such risk and the other risks and uncertainties described in Innoviz's annual report on Form 20-F for the year ended December 31, 2025, filed with the U.S. Securities and Exchange Commission ("SEC") on March 4, 2026, and in other documents filed by Innoviz from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. The agreements and letters of intent referenced in this presentation are subject to various conditions, including, in certain cases, successful completion of evaluation phases, negotiation of definitive terms, and customer election to proceed. There can be no assurances that any such arrangement will result in definitive agreements, firm orders, payments, or series production, or that volumes, timing, or commercial terms will align with current expectations. Forward-looking statements speak only as of the date they are made. Viewers are cautioned not to put undue reliance on forward-looking statements, and Innoviz assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Innoviz gives no assurance that it will achieve its expectations.

Recent Highlights

An aerial view of a city skyline, likely Dubai, featuring a long bridge over the water with cars driving on it. Several drones are flying in the sky above the bridge. The city skyline is visible in the background, with a prominent tower. The scene is set during sunset or sunrise, with a warm orange glow.

Q2'26 Performance

Record revenues of \$18.1M, up 86% y/y

Entry into Defense Markets with Perciz: Perciz, Innoviz's new dedicated brand for the defense and homeland security markets, is positioned to solve urgent challenges in this segment

Six New Defense Engagements: Since May, six new engagements to deploy Innoviz LiDARs have been announced, spanning Kela, Drive Group, Cogniteam, Givon Defense, Regulus, and AeroNous

Secured First Multi-Million Orders: Received \$3.5M orders for hundreds of LiDAR units for Counter-UAS (C-UAS), perimeter security, from a leading defense customer

Appointment of Maj. Gen. (Ret.) Yoav Har-Even: Former President and CEO of Rafael Advanced Defense Systems has joined our board of directors to advance momentum in Defense and Homeland Security markets

Automotive Partnerships and Projects on Track: SOPs targeting 2027 and 2028 across L3 and L4 programs; announced development of LiDAR-based perception stack with top-10 global OEM

Revenue Outlook



The revenue mix percentages depicted above are for illustrative purposes only and do not represent actual, projected, or forecasted figures of any kind and should not be construed as such. These percentages are not intended to be relied upon as predictions of future performance. Actual results may differ materially from those illustrated.

Defense & Homeland Security

Complex, Urgent Challenges

Emerging Drone Threat

- Small drones fly below radar, evading detection and tracking
- Fiber-optic control defeats jamming and RF-based detection
- Swarm formations and erratic flight overwhelm tracking systems
- Birds and vegetation often drive false positives
- Low-cost drones exhaust high-cost interceptors

Perimeter Security

- Current detection systems using radar have limited resolution
- Environmental conditions and terrain may interfere with sensors
- Metal structures like fences affect radar performance
- Evasive tactics may prevent detection
- Challenges in classifying and identifying people and objects

Defense & Homeland Security

LiDAR-based Solutions

New brand addresses specific KPIs and pain points in Defense and Homeland Security

Provide centimeter-level, continuous 3D localization for C-UAS, Perimeter Security, and unmanned ground vehicles (UGVs)/robots

Track low-altitude threats in real time even in the absence of RF/GPS signatures

Maintain accuracy in urban, cluttered, and sub-kilometer environments where radar and camera-based solutions struggle

Support perimeter intrusion detection for critical infrastructure and border security

Detect and classify potential incoming threats at ranges up to 1,000 meters

PERCIZ



Traction in Defense & Homeland Security Markets

Kela – intends to field Innoviz LiDAR across its unified situational operations platform

Drive Group – strategic collaboration with Innoviz to advance AI-powered LiDAR solutions for Security and ITS

Cogniteam – Innoviz powers new C-UAS classification module for advanced security systems

AeroNous – partners with Innoviz to strengthen real-time localization across C-UAS command-and-control platform

Regulus and Givon Defense are exploring Innoviz LiDARs for integration into their C-UAS systems

Innoviz Launches

PERCIZ
Powered by INNOVIZ

A Defense and Homeland Security
Brand Built to see Through the
Complexity of Modern Threats.

PERCIZ
Powered by INNOVIZ

Innoviz Technologies Lands
First Multi-Million Orders from
Defense Customer.

Automotive Progress

Innoviz is enabling Mobileye Drive as **Mobileye** establishes a vertically integrated robotaxi business – potential opportunity of 150k Innoviz LiDARs

Level 3 and Level 4 programs, including VW ID. Buzz and others, are on track with **VW, Daimler Truck, and Mobileye** ahead of upcoming SOPs

Development programs with **LOXO** and others are progressing

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Innoviz Technologies Proud to Enable Mobileye Drive™ as Mobileye Announces Vertically Integrated Robotaxi Business

m mobileye

Mobileye to establish vertically integrated robotaxi business

New initiative extends Mobileye beyond self-driving-system supply and is additive to existing automaker & mobility-partner programs



Level 3 and Level 4 Auto Landscape

Multiple RFQs open for L3 (consumer) and L4 (commercial); robust interest in L4 from traditional and new automotive OEMs

L3 automation is seen by OEMs as a key differentiator for future consumer vehicles, enabling safety features and driving gross margins

InnovizThree for behind-the-windshield integration offers “holy grail” of automotive LiDAR integration with small size, reduced power consumption, and lower cost

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**Innoviz Technologies to Develop
LiDAR-Based Perception Stack
for Highway Driving with Top 10
Global Automotive OEM**

Reiterating 2026 Targets

Expanding revenue via sales of LiDAR,
new programs, and NREs

Growing Revenues
\$67-\$73M
Revenues
+~27% vs. 2025 levels

Adding
2-3
New Programs

New NRE Payment
Plans Target
\$20-\$30M

Physical AI LiDAR
revenues
~10%
from ~1% in 2025

Q2 2026 Financials

Revenues

Record revenues of \$18.1M
Reiterating full-year
guidance of \$67-\$73M

OpEx

Operating expenses of
\$19.1M, compared to
\$18.5M in Q2'25

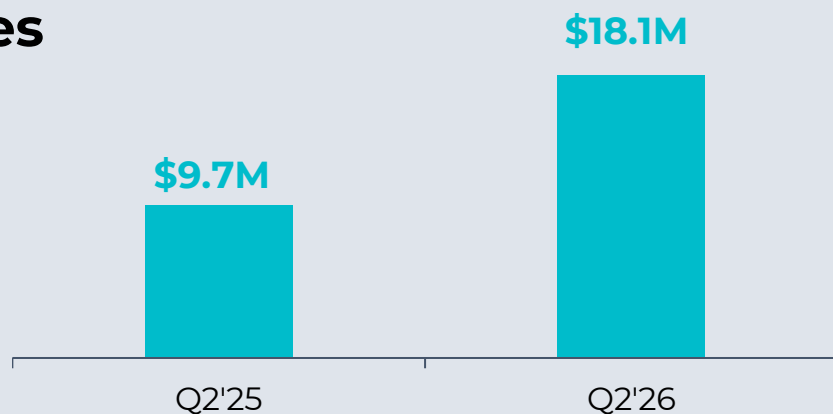
Cash Burn

Cash burn* of \$15.2M,
compared to \$7.3M in Q2'25

Liquidity

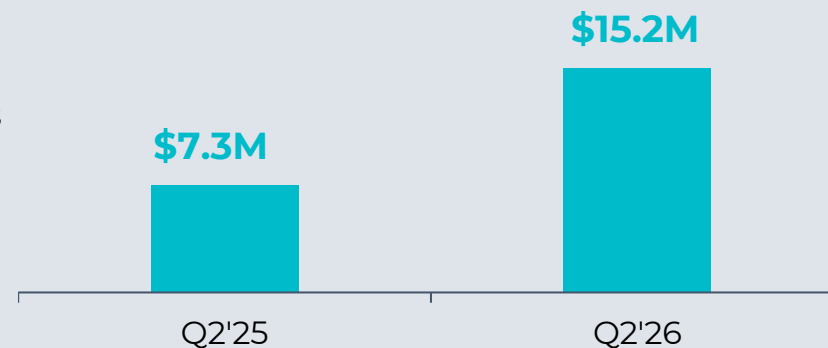
Liquidity** of \$48.5M

Revenues



Cash

used in
Operations &
Capital
Expenditures



*Cash used in operations and capital expenditures

**Includes cash and cash equivalents, short-term deposits, marketable securities and short-term restricted cash on the balance sheet. Liquidity as of June 30, 2026 excludes the proceeds of the registered direct offering (\$30M gross) which closed on July 29, 2026.

Key Takeaways

Financials

Q2'26 revenues of \$18.1M as we reached key NRE milestones; full-year outlook unchanged

Launch of Perciz Brand

Addresses specific KPIs and pain points of defense and homeland security markets with robust, precise, auto-grade LiDAR

Traction in Security/Defense

Working with Kela, Drive Group, Cogniteam, Givon Defense, Regulus, and AeroNous on C-UAS and perimeter security applications

First Multi-Million Orders

Received \$3.5M orders for several hundred LiDAR units from defense customer for C-UAS and perimeter security

Early Deployments

Innoviz-based perimeter security systems already installed and operational across several locations

Auto Business on Track

Product launches on track with VW, Mobileye, and Daimler; announced development of LiDAR-based perception stack with top-10 OEM.

Q&A



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Thank You!



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