



Ouster Expands to Japan and South Korea to Support Growing Demand for High-Resolution Digital Lidar Sensors

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Newly appointed sales leadership expected to accelerate digital lidar adoption across the region

SAN FRANCISCO--(BUSINESS WIRE)-- Ouster, Inc. (NYSE: OUST) ("Ouster" or the "Company"), a leading provider of high-resolution digital lidar sensors for the automotive, industrial, smart infrastructure, and robotics industries, announced today the expansion of its commercial presence in the Asia-Pacific region to Japan and South Korea to further the adoption of its digital lidar. Ouster also announced the appointment of Michael Mozzhechkov as the Head of Sales in Japan, and Stephen Kim as the Head of Sales in South Korea to provide on-the-ground sales and support for its growing customer base.

"Ouster's expanded presence into Japan and South Korea positions us well to capture the growing demand for digital lidar across key end markets," said Clement Kong, the Vice President of the Asia-Pacific at Ouster. "We have already seen significant traction in the industrial and robotics verticals with growing interest across our other target industries. With the appointment of commercial leadership in-country, we intend to generate new leads and increase direct customer sales, while delivering faster support to our customers and ecosystem partners."

Ouster is committed to serving customers in Japan and South Korea to support the increasing demand for high-resolution digital lidar sensors. Ouster is already working with leading Japanese and South Korean distributors Okaya, PSYGIG, OPT Technologies, and UCS, as well as perception software and integration partners Kudan, Seoul Robotics and Avikus, to support solution offerings for various applications across its industry verticals.

Michael Mozzhechkov brings over 20 years of experience in research, engineering, and commercial operations at sensing technology companies, including Lumentum and Valeo. Stephen Kim brings almost 30 years of sales, business development and engineering experience with large multinational companies in the automotive and semiconductor industry, including Hyundai Motor, Texas Instruments, ON and NXP Semiconductors.

To connect with Ouster sales representatives, visit <https://ouster.com/company/contact>. For more information on Ouster's distribution and integration partners, visit <https://ouster.com/partners/distributors>.

About Ouster

Ouster (NYSE: OUST) is a leading provider of high-resolution digital lidar sensors for the industrial, automotive, smart infrastructure, and robotics industries. Ouster products offer an excellent combination of price and performance and are built to a set of requirements that are flexible enough to span hundreds of use cases and enable revolutionary autonomy across industries. Ouster has approximately 600 customers in over 50 countries with offices in the Americas, Europe, Asia-Pacific and the Middle East. For more information, visit www.ouster.com, or connect with us on [Twitter](#) or [LinkedIn](#).

Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding Ouster's strategy and market positioning. Forward-looking statements give Ouster's current expectations and projections relating to its financial condition, competitive position, future results of operations, plans, objectives, future orders and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as "anticipate", "estimate", "expect", "project", "plan", "intend", "believe", "may", "will", "should", "can have", "likely" and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events. All forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those that we expected, including: Ouster's limited operating history and history of losses; the negotiating power and product standards of its customers; fluctuations in its operating results; cancellation or postponement of contracts or unsuccessful implementations; the adoption of its products and the growth of the lidar market generally; its ability to grow its sales and marketing organization; substantial research and development costs needed to develop and commercialize new products; the competitive environment in which it operates; selection of its products for inclusion in target markets; its future capital needs; its ability to use tax attributes; its dependence on key third party suppliers, in particular Benchmark Electronics, Inc., and manufacturers; ability to maintain inventory and the risk of inventory write-downs; inaccurate forecasts of market growth; its ability to manage growth; the creditworthiness of customers; risks related to acquisitions; risks related to international operations; risks of product delivery problems or defects; costs associated with product warranties; its ability to maintain competitive average selling prices or high sales volumes or reduce product costs; conditions in its customers industries; its ability to recruit and retain key personnel; its use of professional employer organizations; its ability to adequately protect and enforce its intellectual property rights; its ability to effectively respond to evolving regulations and standards; risks related to operating as a public company; risks related to the COVID-19 pandemic; and other important factors discussed in the Company's final prospectus dated August 19,

2021, and in other reports the Company files with or furnishes to the Securities and Exchange Commission. Any such forward-looking statements represent management's estimates and beliefs as of the date of this press release. While Ouster may elect to update such forward-looking statements at some point in the future, other than as required by law, it disclaims any obligation to do so, even if subsequent events cause its views to change.

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