



## Ouster Expands Commercial Presence to Middle East

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*Partners with leading distributors and integrators in the region to accelerate digital lidar adoption*

SAN FRANCISCO--(BUSINESS WIRE)-- Ouster, Inc. (NYSE: OUST) ("Ouster" or the "Company"), a leading provider of high-resolution digital lidar sensors for the industrial, automotive, smart infrastructure, and robotics industries, announced today its plans for commercial expansion in the Middle East region. The Company has brought on a team based in Dubai and is working to set up local distribution networks to support the adoption of digital lidar in the region.

Ouster is committed to establishing a Middle East presence to serve its customers there, and to better position itself to support the increasing demand for high-resolution digital lidar sensors globally. Ouster expects to bring on new customers in each of its four industry verticals, with the smart infrastructure submarkets being key drivers of growth in the region. Ouster is currently working with leading distributors and integration partners to support solution offerings for intelligent transportation systems and security applications as well as other use-cases.

"With the establishment of new distribution networks and partnerships in the Middle East, Ouster expects to capitalize on initiatives to modernize infrastructure and to support the growing demand for digital lidar solutions in the region's advanced security, smart infrastructure, robotics and industrial automation markets. We are excited to offer digital lidar solutions in order to capture these new opportunities across each of our industry verticals in the Middle East," said Ashish Chawla, Ouster's General Manager for the Middle East.

### **Ouster's relationships include the following distributors and integration partners in the Middle East:**

- **Kempston Controls LLC (KCL)** is a leading global distributor of electrical process control and automation products and electronic components with Middle East operations based in the UAE and a regional network of over 8,000 customers. KCL will support industrial automation, autonomous vehicle solutions, perimeter security applications, anti-collision applications with Ouster sensors.
- **Elimec** is a leading distributor of high-tech automation products and components for commercial applications in security, robotics, aerospace and naval verticals in Israel which will offer Ouster lidar sensors.
- **Bell Tronics** is a leading distributor of technology products and components for commercial applications in security, surveillance and smart-city verticals in Israel. Bell Tronics will use Ouster sensors for robotics and autonomous driving applications as well as smart city and surveillance solutions.
- **Solas Marine Services Group** is a leading provider of complete fire, rescue and safety solutions for the marine and oil and gas industries headquartered in the UAE. Solas Marine has partnered with Ouster to develop security solutions and support digital lidar integrations for onshore and offshore installation projects across the Middle East.

For more information on Ouster's distributors and integration partners, please visit <https://ouster.com/partners/distributors>.

### **About Ouster**

Ouster (NYSE: OUST) is a leading provider of high-resolution digital lidar sensors for the industrial, smart infrastructure, robotics, and automotive 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](http://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 ability to sell its products in the Middle East, growth and retention of distributors, adoption of its products by OEMs and other customers in the Middle East, suitability of the applications for certain automated applications, potential supply demand for Ouster's sensors, financial outlook and market positioning. Forward-looking statements give Ouster's current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance 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 adoption of its products and the growth of the lidar market generally; the competitive environment in which it operates; its future capital needs; its ability to adequately protect and enforce its intellectual property rights; its ability to effectively respond to evolving regulations and standards relating to applications in which its products are frequently used; its reliance on a third-party manufacturer; the timing of revenue from

existing customers; uncertainties related to Ouster's estimates of the size of the markets for its products and future revenue opportunities; and other important factors discussed in the Company's final prospectus and definitive proxy statement, dated February 12, 2021, filed with the Securities and Exchange Commission (the "SEC"), as updated by the factors disclosed in the section titled "Risk Factors" in its Current Report on Form 8-K filed with the SEC on March 15, 2021, and in other reports the Company files with or furnishes to the SEC. 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, it disclaims any obligation to do so, even if subsequent events cause its views to change.

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