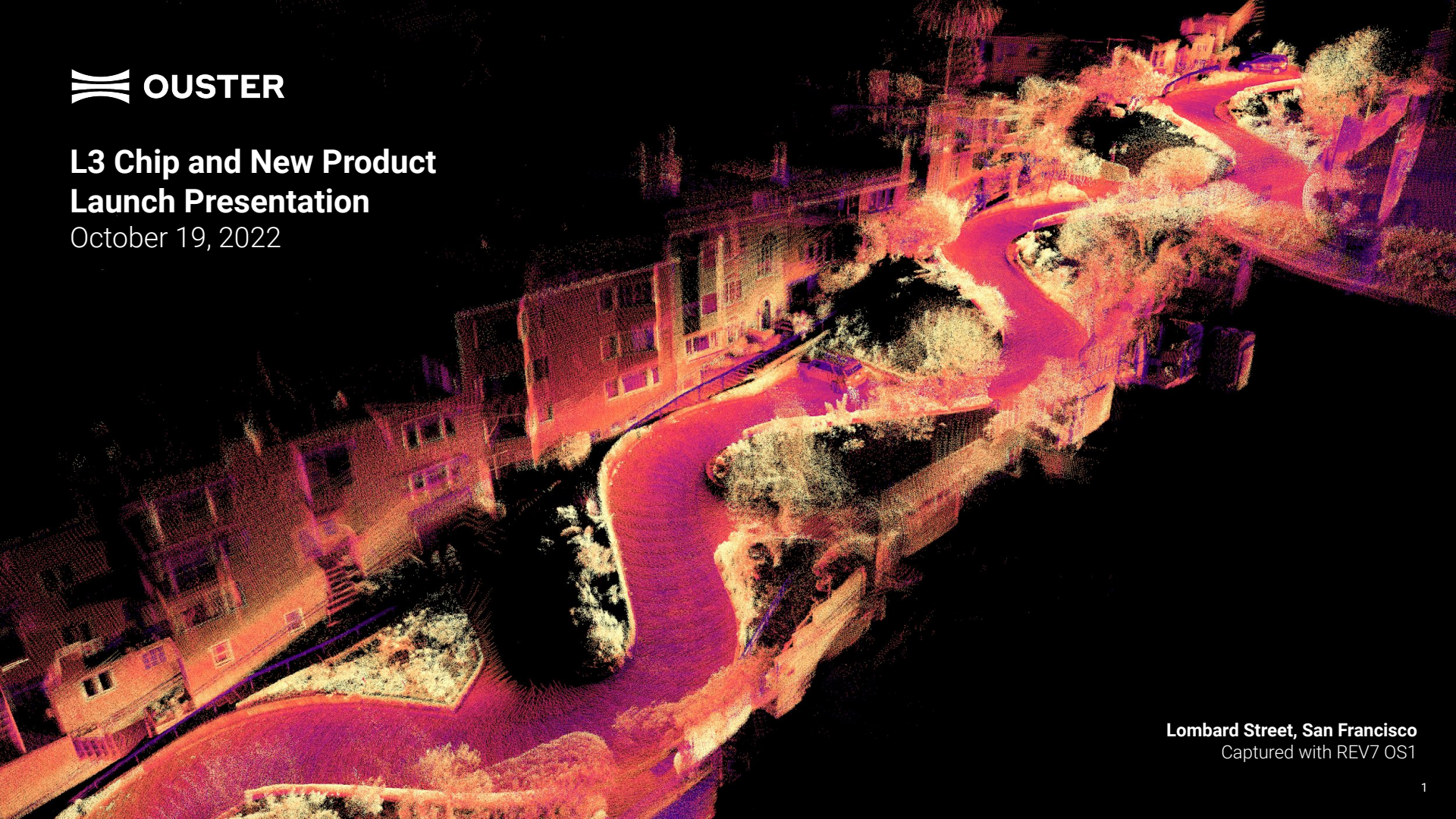




# L3 Chip and New Product Launch Presentation

October 19, 2022



**Lombard Street, San Francisco**  
Captured with REV7 OS1

# Disclaimers

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This presentation 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 new products, their affordability, precision and performance, Ouster’s financial outlook and market positioning, future customer orders and shipments, near and long-term revenue opportunities, market share trends, future products, commercial path, potential opportunities, customer traction, winning OEM programs, and the Company’s business outlook including 2022 guidance and trajectory and all other forward looking statements also referenced in Ouster’s earnings release. Forward-looking statements give Ouster’s current expectations and projections relating to its financial condition, competitive position, financial position, future results of operations, plans, objectives, future performance and growth, potential revenue opportunity from Strategic Customer Agreements, including the potential for doubling contracted revenue opportunity in 2022, future orders, ability to recognize the benefits of cost-savings initiatives, total addressable market, and business. Any statements regarding the doubling of the Company’s contracted revenue opportunity do not speak to expectations for any periods beyond 2022. 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 “aim”, “anticipate”, “estimate”, “expect”, “project”, “plan”, “forecast”, “intend”, “believe”, “may”, “will”, “should”, “can have”, “likely”, “guidance”, “continue”, “could”, “would”, “potentially”, “preliminary” 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; supply chain constraints and challenges; 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 and ability to secure additional capital on favorable terms or at all; its ability to use tax attributes; its dependence on key third party suppliers, in particular Benchmark Electronics, Inc., and manufacturers; its ability to maintain inventory and the risk of inventory write-downs; inaccurate forecasts of market growth; its ability to manage growth; the creditworthiness of its 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; risks related to certain of its warrants being accounted for as liabilities; and other important factors discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2021 filed with the Securities and Exchange Commission (the “SEC”) on February 28, 2022 and in its most recently filed periodic reports including form 10-Q and subsequent filings. Any such forward-looking statements represent management’s estimates and beliefs as of the date of this presentation. 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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To view Ouster's REV7 product launch video, please visit:

<https://www.youtube.com/watch?v=Mt5JMck8LWM>



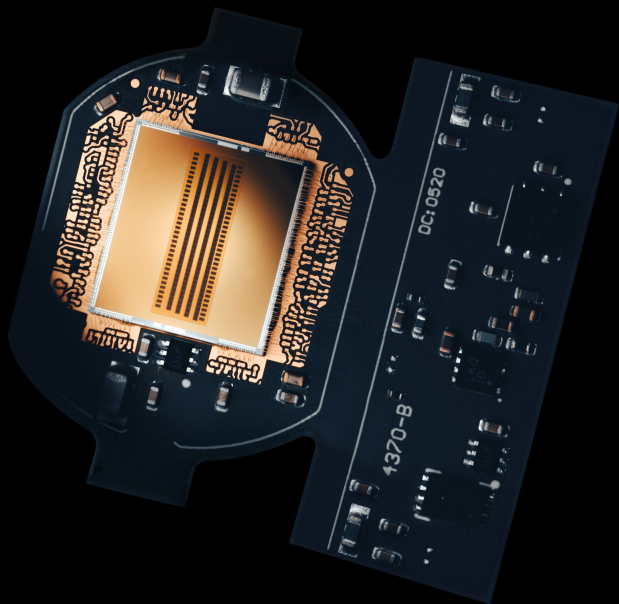
# REV7

Powered by **L3**

Introducing Ouster's next-generation silicon and OS sensor series.

# L3 Chip

The power of Digital Lidar silicon is a **step change** in affordability and performance



**21.47 Gmacs**

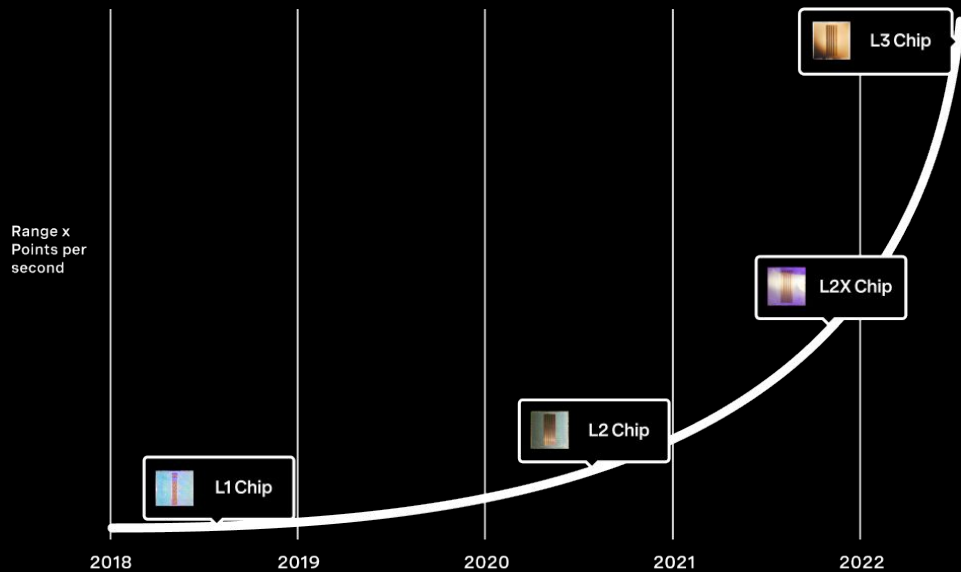
Of signals processing

**125 Million**

Transistors on chip

**5.2 Million**

Max points per second



# REV7 OS Series

Powered by the **all new L3 chip**



# REV7 is the **highest performing** family of sensors on the market and **doubles Ouster's SOM<sup>1</sup>**



## OSDome

Hemisphere

Hemispheric 180° field-of-view with **4x higher** resolution than competitors<sup>2</sup>



## OS0

Short-Range

**1.5x more** range than competitors with **6x higher** resolution than competitors



## OS1

Mid-Range

More than **2x more** range than competitors, **4x higher** resolution than competitors, and **45% lower weight** than competitors



## OS2

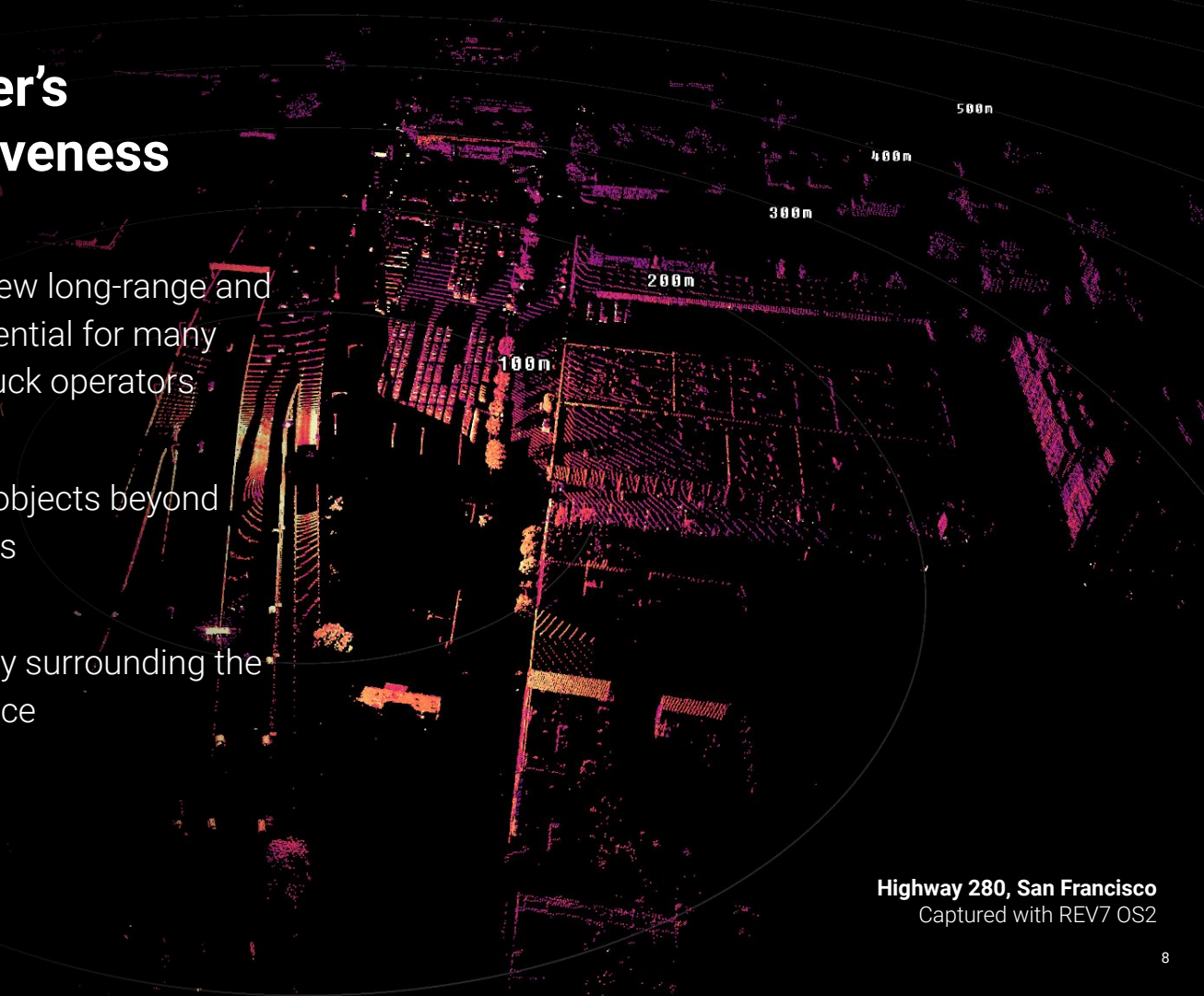
Long-Range

Over **200m 10% range**, and over 400m max range for automotive applications



# REV7 increases Ouster's automotive competitiveness

- Extended visibility unlocks new long-range and higher-speed use-cases essential for many robotaxi, shuttle, bus, and truck operators
- Ability to track vehicles and objects beyond a quarter mile in all directions
- Better detects objects closely surrounding the vehicle as well as at a distance



**Highway 280, San Francisco**  
Captured with REV7 OS2

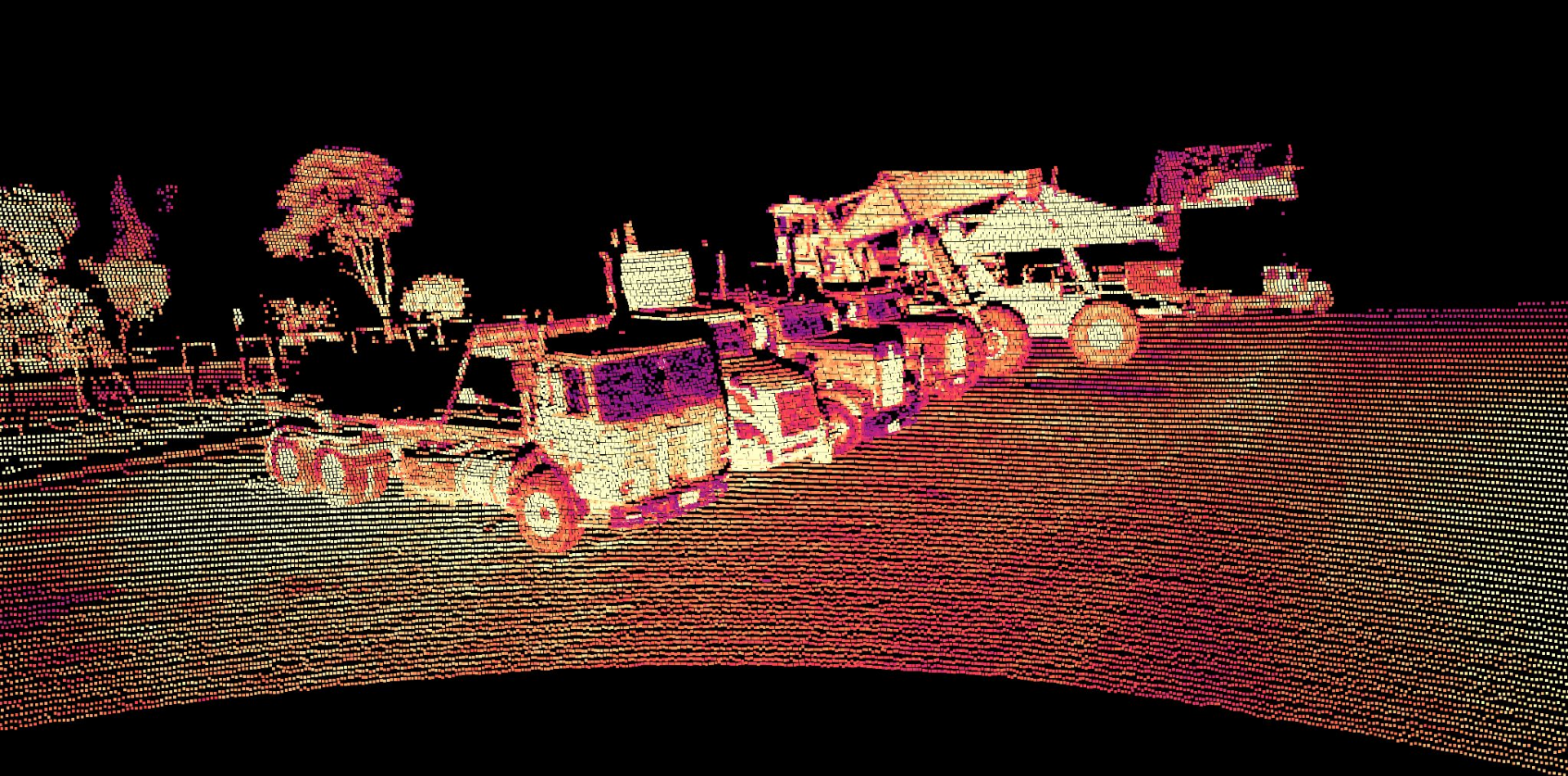


**Palm Drive, Stanford**  
Captured with REV7 OS1

# REV7 increases Ouster's competitiveness in Industrial

- Incredible detection on challenging objects such as tires, black cars, cables, fencing, or the forks on a forklift
- Built for production-scale fleets with an increased operating temperature, reduced power draw, doubled resistance to shock and vibration, and approximately 95% automotive-grade components





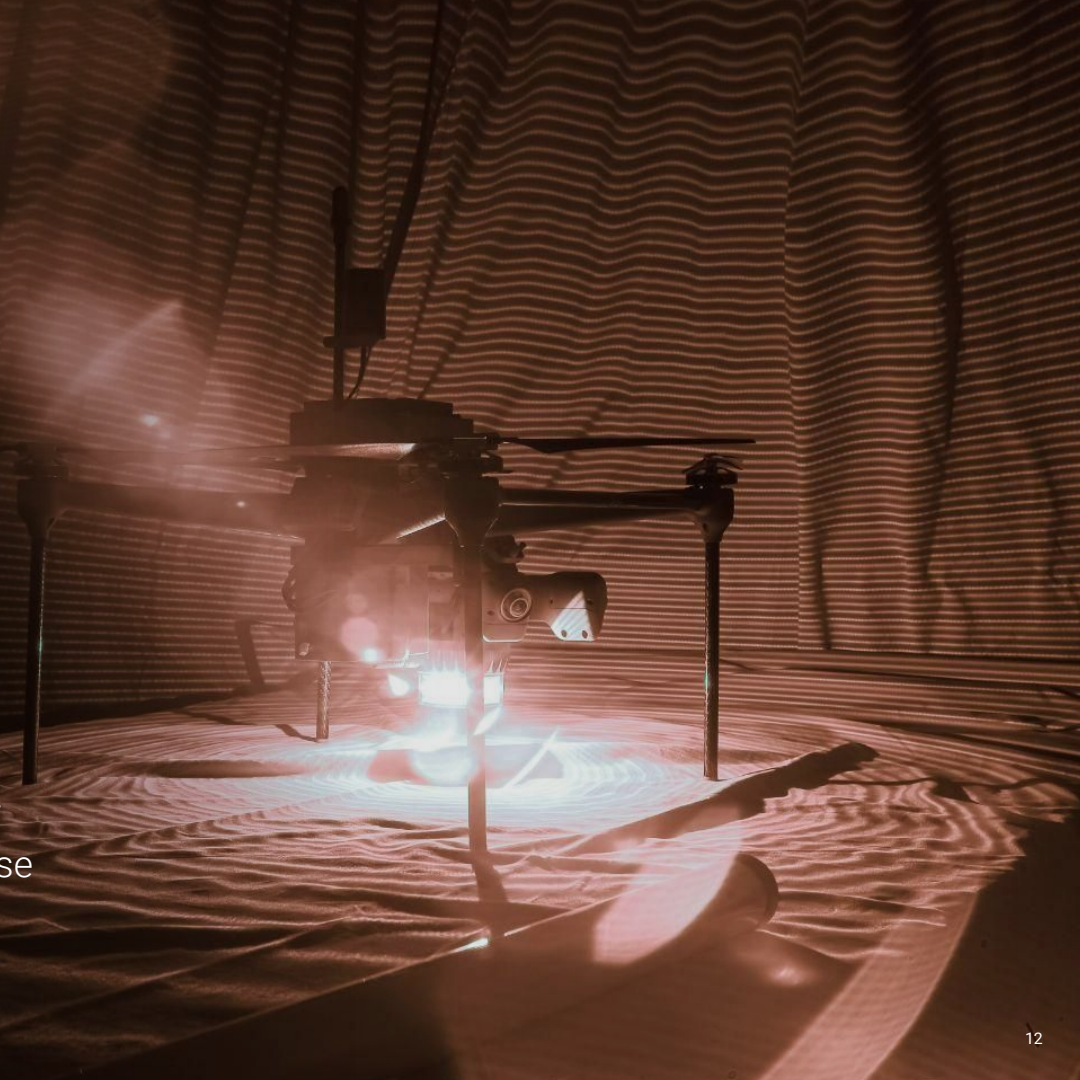
**Bayview, San Francisco**  
Captured with REV7 OS2

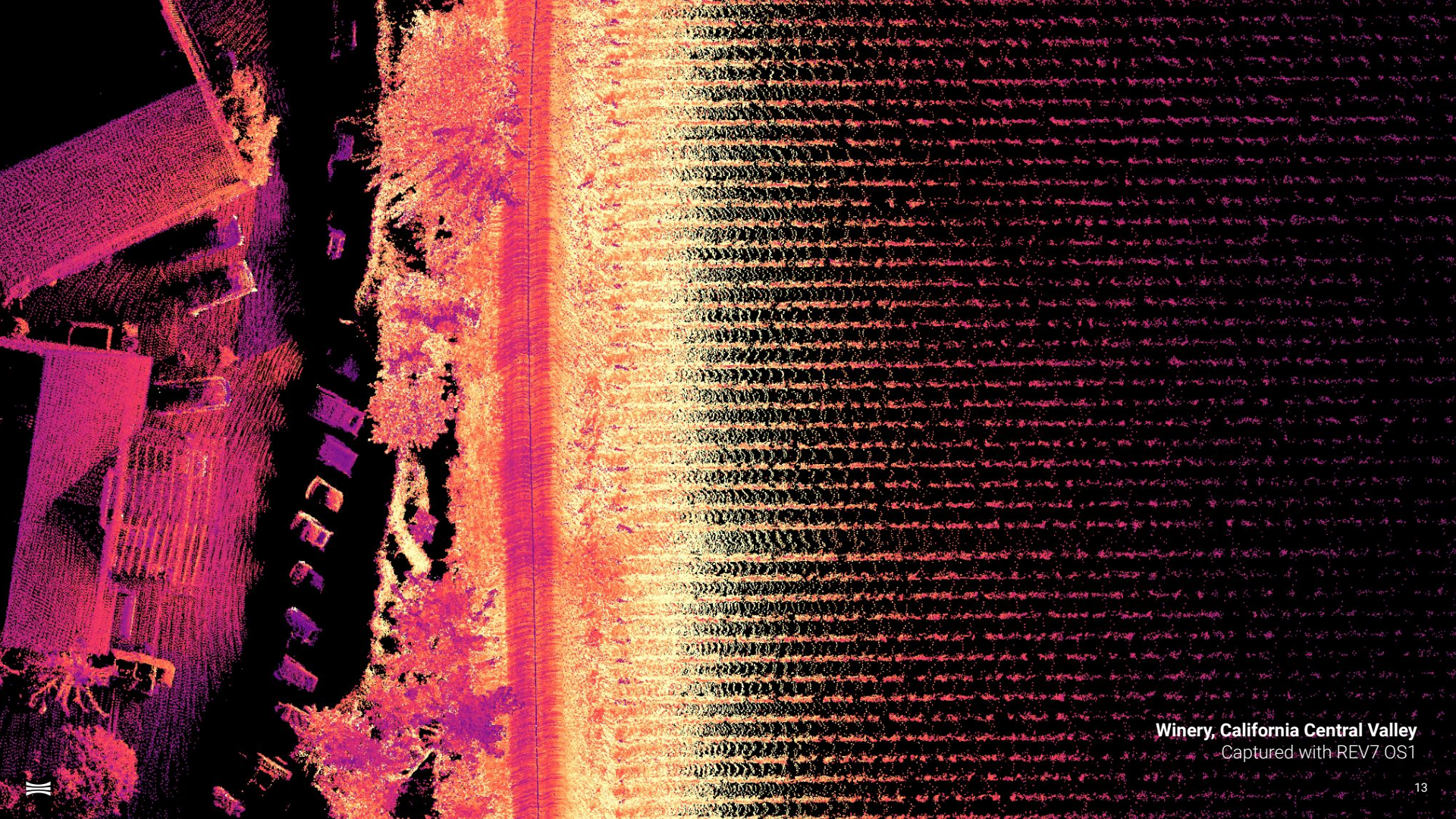
# REV7 increases Ouster's competitiveness in Robotics

Clear and crisp point clouds combined with the ability to see further for mapping applications

Ability to see thin objects like power lines opens up new surveying markets

Hemispheric field-of-view delivers greater vertical visibility to autonomous warehouse robots for floor to ceiling coverage



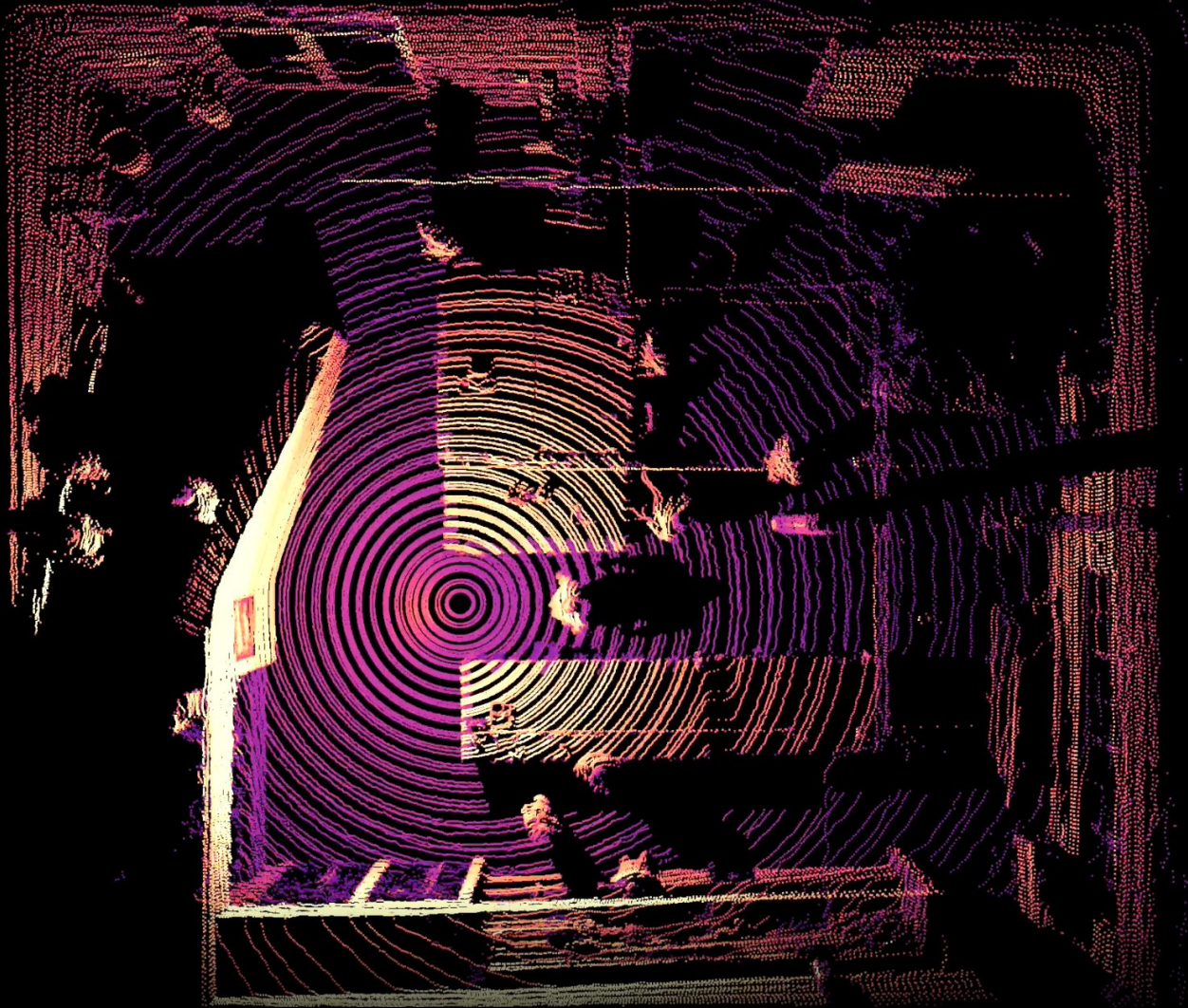


**Winery, California Central Valley**  
Captured with REV7 OS1



# REV7 OSDome **increases Ouster's competitiveness in Smart Infrastructure**

- Designed to meet the unique requirements of warehouse, security, and crowd analytics use-cases
- Covers a wide area with accurate 3D object classification and tracking to augment or replace existing dome and fisheye camera-based systems



**Ouster HQ, San Francisco**  
Captured with REV7 OS Dome



# REV7

Powered by **L3**

