OUSTER

OUST
LISTED
NASDAQ

Second Quarter 2026 Earnings Update

August 6, 2026

Yosemite National Park, captured by REV8

OUSTER

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Ouster intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are based upon current plans, estimates and expectations of management that are subject to various risks and uncertainties that could cause actual results to differ materially from such statements. The inclusion of forward-looking statements should not be regarded as a representation that such plans, estimates and expectations will be achieved. Words such as “anticipate,” “expect,” “project,” “intend,” “believe,” “may,” “will,” “should,” “plan,” “could,” “continue,” “target,” “contemplate,” “estimate,” “forecast,” “guidance,” “predict,” “possible,” “potential,” “pursue,” “likely,” and the negative of these terms and similar expressions are intended to identify forward-looking statements, though not all forward-looking statements use these words or expressions. All statements, other than statements of historical fact, including statements regarding our future financial results and financial condition, our strategy, our market positioning, anticipated performance, benefits to and expectations around customer adoption and application of our products, and the impact of our recent acquisition of Stereolabs constitute forward-looking statements. All forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those that we expected, including, but not limited to, risks related to Ouster’s limited operating history and history of losses; the substantial research and development costs needed to develop and commercialize new products; Ouster’s limited sales history and the ability to maintain confidence in the Company’s long-term business prospect among customers in target markets; fluctuations in its operating results; its ability to maintain competitive average selling prices, high sales volumes and reduce product costs; competition in Ouster’s industry; the adoption of its products and the growth of the lidar market generally; the negotiating power and product standards of its customers; product quality and liability risks; Ouster’s future capital needs and ability to secure additional capital on favorable terms or at all; market acceptance of lidar and Ouster’s forecasts for market growth and estimates of total addressable market; Ouster’s ability to manage growth, including growing the sales and marketing organization; risks related to international operations, including international manufacturing; cancellation or postponement of contracts or unsuccessful implementations; the Company’s ability to manage its inventory; credit risk of customers; the Company’s ability to use tax attributes; Ouster’s dependence on key third party suppliers, in particular Benchmark Electronics, Inc., Fabrinet, and other suppliers; supply chain constraints and challenges; conditions in the industries the Company targets or the global economy; Ouster’s ability to recruit and retain key personnel; its ability to complete, successfully integrate or achieve the anticipated benefits of new acquisitions or investments, including the Stereolabs acquisition; changes to trade policy, tariffs, and import/export regulations may have a material adverse effect on Ouster’s business, financial condition and results of operations; risks related to the use of AI tools by us and others, including risks related to product performance, cybersecurity, and data privacy; Ouster’s ability to adequately protect and enforce its intellectual property rights; legal and regulatory risks; risks related to operating as a public company; and other important factors discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2025, and as updated by the Company’s Quarterly Report on Form 10-Q for the quarterly period ended on June 30, 2026 once filed, and as may be further updated from time to time in the Company’s other filings with the SEC. Readers are urged to consider these factors carefully and in the totality of the circumstances when evaluating these forward-looking statements, and not to place undue reliance on any of them. Any such forward-looking statements represent management’s reasonable 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, it disclaims any obligation to do so, other than as may be required by law, even if subsequent events cause its views to change.

Non-GAAP Financial Measures

In addition to its results determined in accordance with generally accepted accounting principles in the United States (“GAAP”), Ouster believes the non-GAAP measures of Non-GAAP Gross Profit, Non-GAAP Gross Margin and Adjusted EBITDA are useful in evaluating its operating performance. Ouster calculates Non-GAAP Gross Profit as gross profit (loss) excluding amortization of acquired intangibles, and stock-based compensation expense. Non-GAAP Gross Margin is calculated as Non-GAAP Gross Profit divided by revenues. Adjusted EBITDA is calculated as net loss excluding interest expense (income), net, other (income) expense, net, stock-based compensation expense, provision for (benefit from) income taxes, amortization of acquired intangibles, depreciation expenses, certain acquisition and integration-related charges, certain litigation expenses (recovery), gain on lease termination and other items. Ouster believes that Non-GAAP Gross Profit, Non-GAAP Gross Margin, and Adjusted EBITDA may be helpful to investors because it provides consistency and comparability with past financial performance and may be helpful in comparison with other companies, some of which use similar non-GAAP information to supplement their GAAP results. Adjusted EBITDA is also used by the Board and management as a performance metric for compensation purposes. The non-GAAP financial information is presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP and may be different from similarly titled non-GAAP measures used by other companies. A reconciliation of any non-GAAP financial measures presented herein to the most directly comparable GAAP financial measure is included at the end of this presentation.

Use of Estimates

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which Ouster operates is based on information from independent industry and research organizations, other third-party sources and management estimates. Management estimates are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from our internal research, and are based on assumptions made by the Company upon reviewing such data, and the Company’s experience in, and knowledge of, such industry and markets, which the Company believes to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which Ouster operates and its future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described above and in our filings with the SEC. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by the Company.

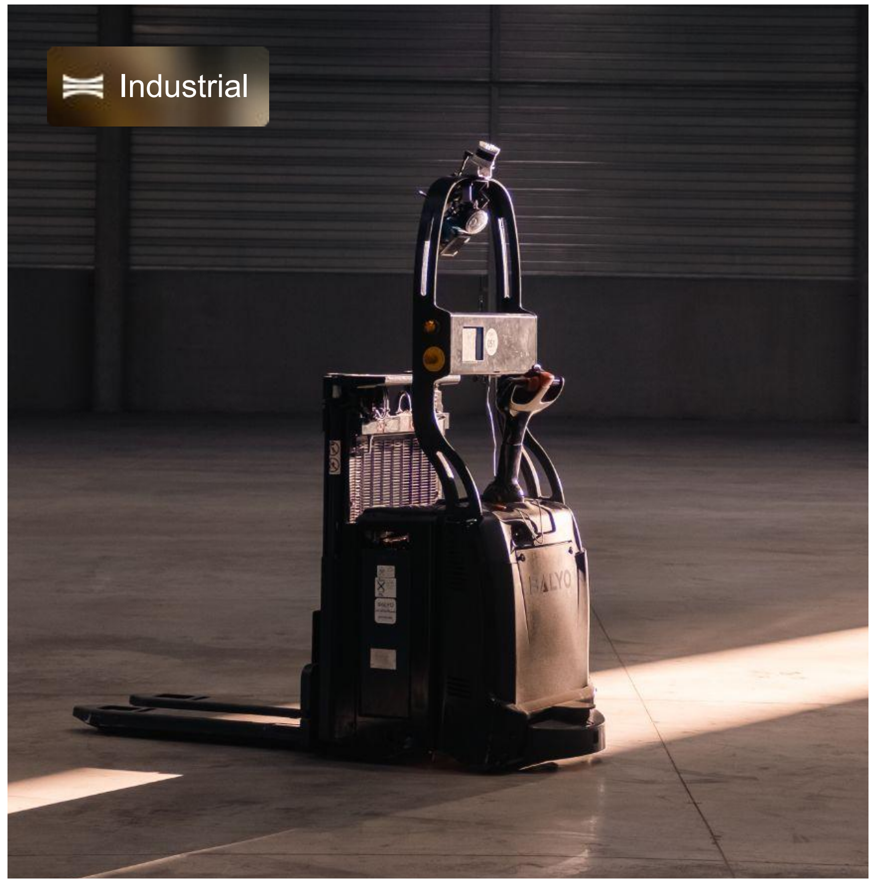
Trademarks and Copyrights

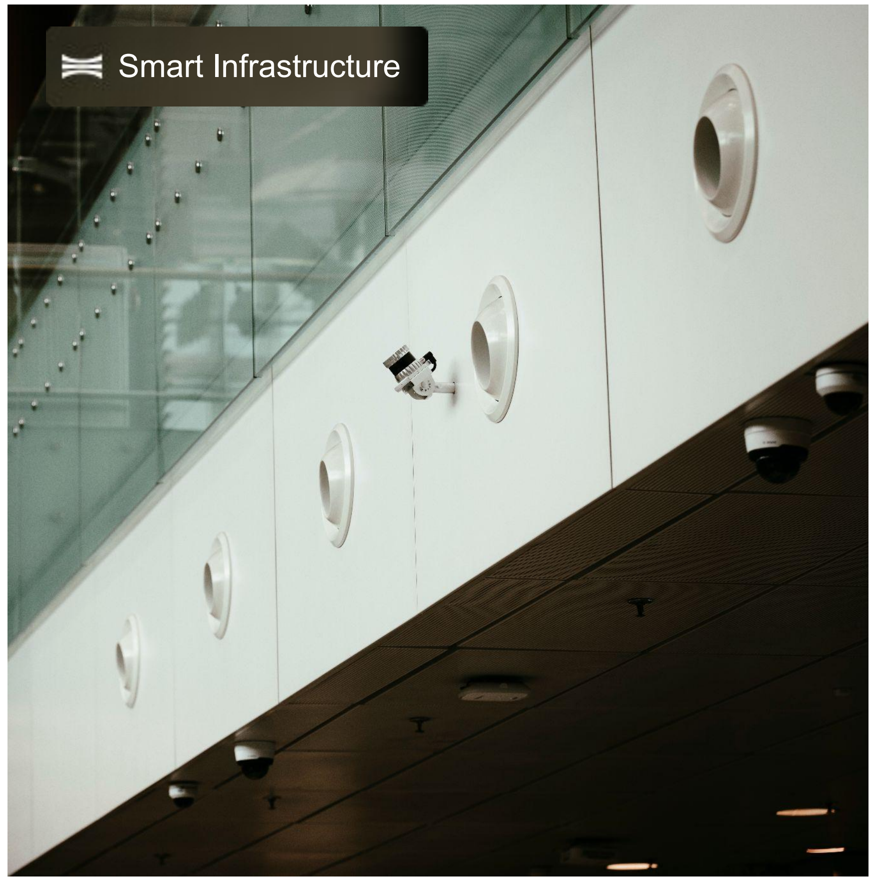
Ouster brings Physical AI to life

Digital Lidar, Cameras, and AI Compute

Physical AI Solutions

Autonomy Across Industries





Message from the CEO

We delivered an exceptional second quarter, with $55 million in revenue and more than 17,000 total sensors shipped. These results reflect the strength of our unified sensing and perception platform and the continued momentum we are seeing across our markets.

The quarter was a period of strategic execution and expansion for Ouster. We brought the world’s first native color lidar sensors to customers with Rev8, the most important product release in Ouster’s history and a pivotal moment for Physical AI. We set a new standard for wrist-mount stereo vision with the ZED X Nano, and deepened our partnership with NVIDIA, bringing Rev8 to the NVIDIA DRIVE and Jetson platforms.

Our focus remains on providing the industry’s most performant products and solutions, dramatically simplifying system integration, and accelerating time to market for the world’s most innovative companies. The resounding customer feedback we receive reinforces our strategic path.

Angus Pacala, CEO and Co-Founder

MAXIMIZED

2X Range

2X Resolution

- Auto-grade
- Cybersecure

Designed for Functional Safety

- ASIL-B to ISO 26262
- SIL-2 to IEC 61508
- PLd to ISO 13849

OS1 MAX

2026 Strategic
Business Priorities

Revolutionize our Camera, Lidar, and AI Compute Products

Extend Leadership in Physical AI Solutions

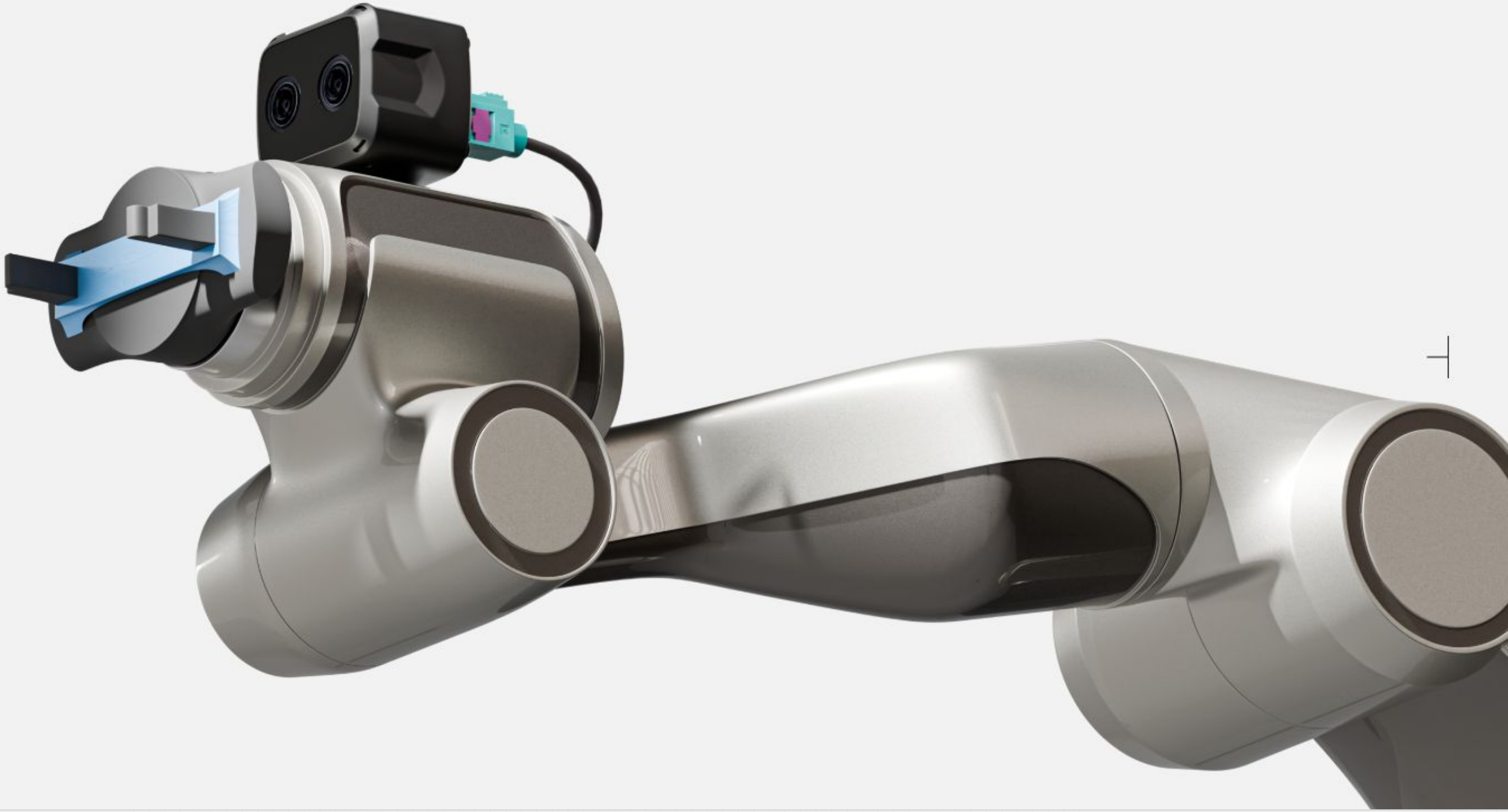
Execute Path to Profitability

REV8
Technology Partners

LIEBHERR	PRATT MILLER	FERNRIDE	Plus	Ati ROBOTICS	SEEGRID	Serve Robotics
Overland AI	Epiroc	VOLVO	FLYABILITY	FieldAI	Google	AIM
BURRO	Kässbohrer	constellis	MiR TERADYNE Robotics	MAY mobility	Inertial Labs	THIRD WAVE AUTOMATION
SWARM FARM	gecko	FREEFLY	CYNGN	BEDROCK	Skydio	EOS

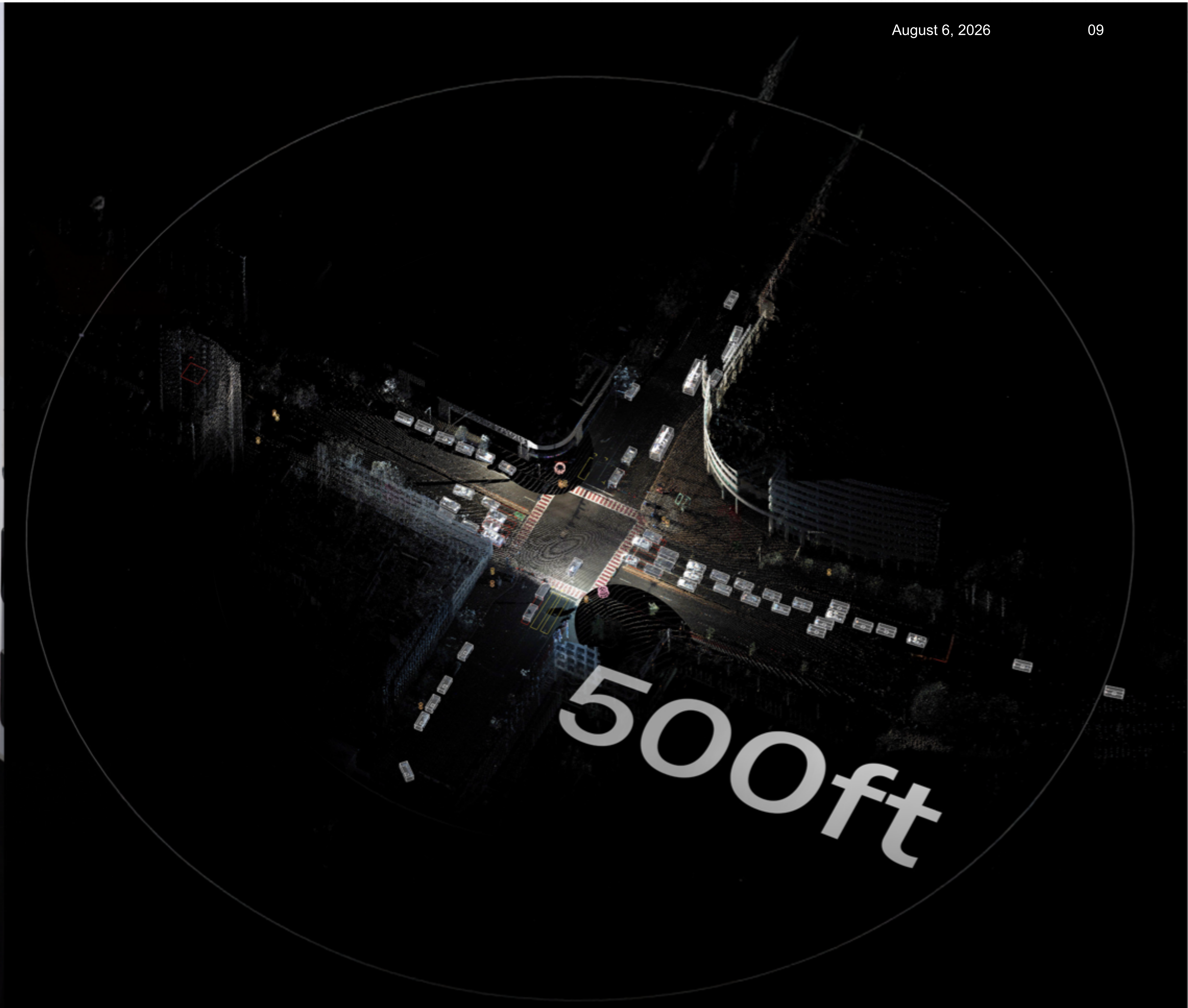
StereoLabs*

ZED X NANO



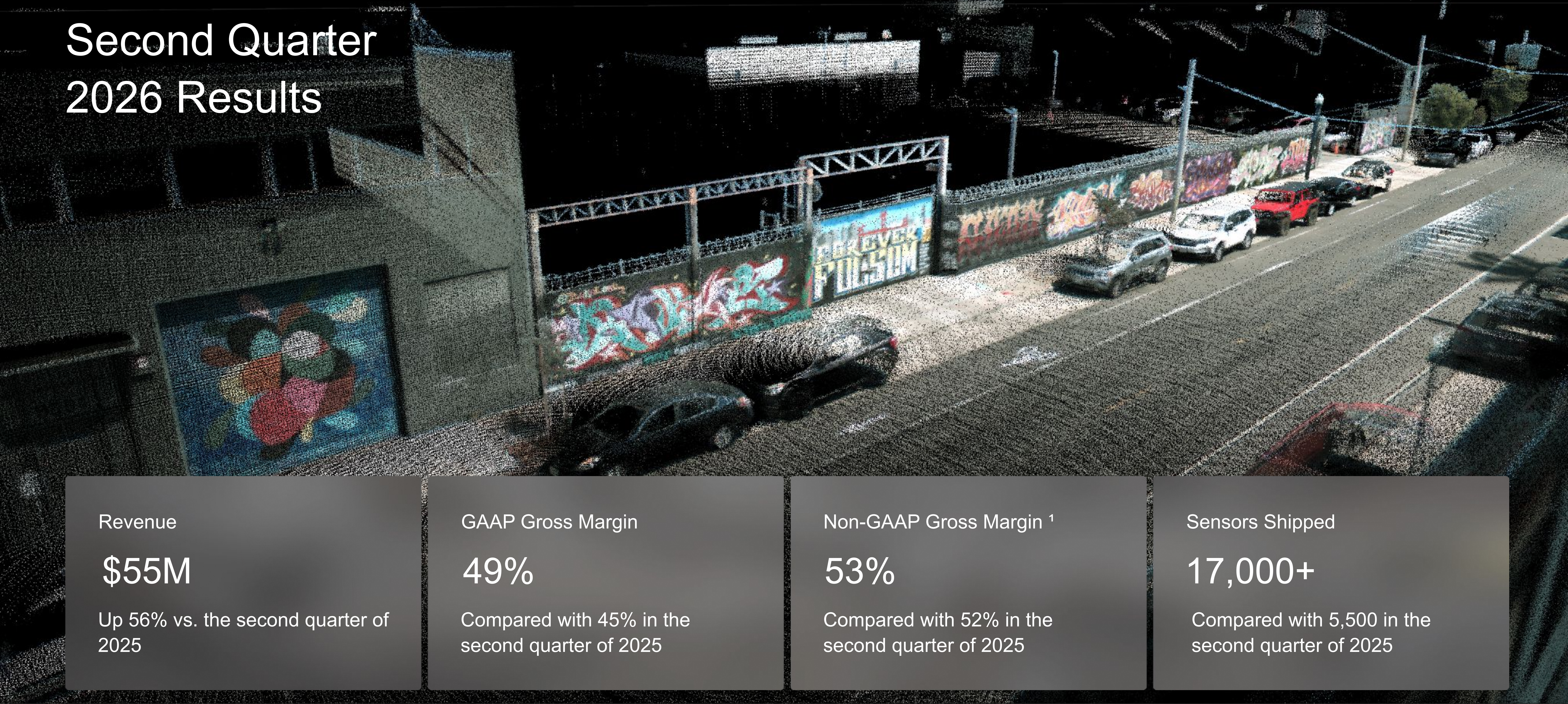
Advance Detection

The new standard in Multimodal Traffic Management



- Ouster BlueCity: City of Stamford

Second Quarter 2026 Results



Revenue	GAAP Gross Margin	Non-GAAP Gross Margin [1]	Sensors Shipped
$55M	49%	53%	17,000+
Up 56% vs. the second quarter of 2025	Compared with 45% in the second quarter of 2025	Compared with 52% in the second quarter of 2025	Compared with 5,500 in the second quarter of 2025

 [1] Non-GAAP gross margin is a non-GAAP financial metric. For a reconciliation of non-GAAP gross margin to GAAP gross margin, please see Appendix.

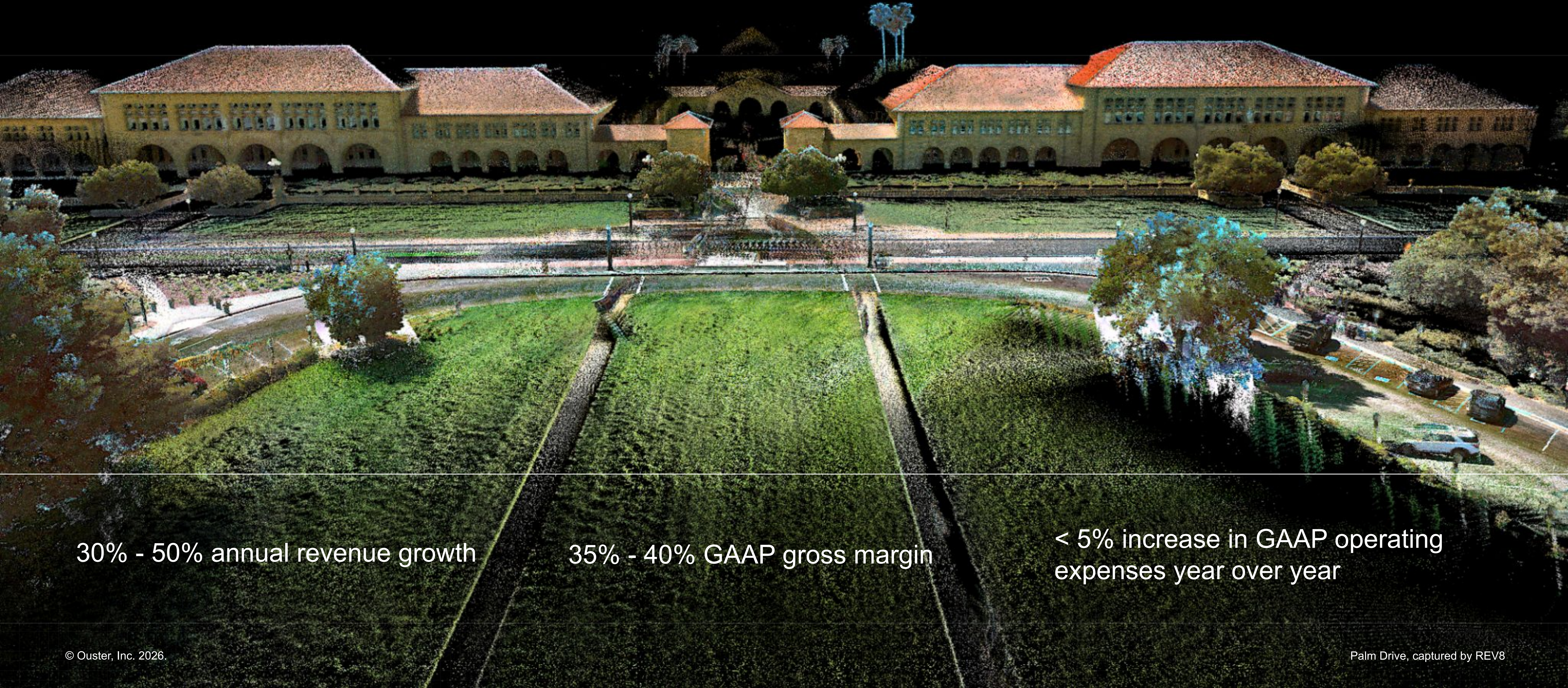
17th Street San Francisco, captured by REV8

Q3 2026
Revenue Guidance

$54.5 Million to $57.5 Million

20th St and S. Van Ness, captured by REV8

Execute Path to Profitability



30% - 50% annual revenue growth

35% - 40% GAAP gross margin

< 5% increase in GAAP operating expenses year over year

Palm Drive, captured by REV8

Ouster is positioned as the **foundational** end-to-end sensing and perception platform for Physical AI

Sense · Think · Act · Learn

Sensing and Perception for Physical AI

Thank You

Cable Car, captured by REV8

Appendix

GAAP to Non-GAAP Reconciliation

	Three Months Ended	
	June 30	June 30
GROSS PROFIT MARGIN ($K)	2026	2025
Gross profit on GAAP basis	26,685	15,842
Stock-Based Compensation	1,395	1,799
Amortization of acquired intangible assets	1,127	461
Gross profit on non-GAAP basis	29,207	18,102
Gross margin on GAAP basis	49%	45%
Gross margin on non-GAAP basis	53%	52%