

OUSTER, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(unaudited)
(in thousands)

| | March 31, 2024 | December 31, 2023 |
|--|-------------------|----------------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 48,270 | \$ 50,991 |
| Restricted cash, current | 564 | 552 |
| Short-term investments | 139,546 | 139,158 |
| Accounts receivable, net | 12,220 | 14,577 |
| Inventory | 21,070 | 23,232 |
| Prepaid expenses and other current assets | 34,808 | 34,647 |
| Total current assets | 256,478 | 263,157 |
| Property and equipment, net | 10,513 | 10,228 |
| Operating lease, right-of-use assets | 17,411 | 18,561 |
| Unbilled receivable, non-current portion | 7,043 | 10,567 |
| Intangible assets, net | 22,592 | 24,436 |
| Restricted cash, non-current | 1,091 | 1,091 |
| Other non-current assets | 2,555 | 2,703 |
| Total assets | \$ 317,683 | \$ 330,743 |
| Liabilities and stockholders' equity | | |
| Current liabilities: | | |
| Accounts payable | \$ 6,122 | \$ 3,545 |
| Accrued and other current liabilities | 56,375 | 58,166 |
| Contract liabilities, current | 13,429 | 12,885 |
| Operating lease liability, current portion | 7,153 | 7,096 |
| Total current liabilities | 83,079 | 81,692 |
| Operating lease liability, non-current portion | 17,278 | 18,827 |
| Debt | 43,973 | 43,975 |
| Contract liabilities, non-current portion | 4,483 | 4,967 |
| Other non-current liabilities | 1,638 | 1,610 |
| Total liabilities | 150,451 | 151,071 |
| Commitments and contingencies | | |
| Stockholders' equity: | | |
| Common stock | 44 | 42 |
| Additional paid-in capital | 1,007,502 | 995,464 |
| Accumulated deficit | (839,875) | (816,026) |
| Accumulated other comprehensive (loss) income | (439) | 192 |
| Total stockholders' equity | 167,232 | 179,672 |
| Total liabilities and stockholders' equity | \$ 317,683 | \$ 330,743 |

OUSTER, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE LOSS
(unaudited)
(in thousands, except share and per share data)

| | <u>Three Months Ended March 31, 2024</u> | <u>Three Months Ended December 31, 2023</u> | <u>Three Months Ended March 31, 2023</u> |
|--|--|---|--|
| Revenue | \$ 25,944 | \$ 24,444 | \$ 17,230 |
| Cost of product | 18,519 | 19,033 | 17,606 |
| Gross profit (loss) | 7,425 | 5,411 | (376) |
| Operating expenses: | | | |
| Research and development | 13,806 | 15,626 | 32,459 |
| Sales and marketing | 6,860 | 8,553 | 13,533 |
| General and administrative | 12,580 | 18,545 | 31,325 |
| Goodwill impairment charges | — | — | 99,409 |
| Total operating expenses | 33,246 | 42,724 | 176,726 |
| Loss from operations | (25,821) | (37,313) | (177,102) |
| Other income (expense): | | | |
| Interest income | 2,651 | 2,579 | 1,719 |
| Interest expense | (741) | (4,081) | (1,669) |
| Other income, net | 193 | (6) | 54 |
| Total other income, net | 2,103 | (1,508) | 104 |
| Loss before income taxes | (23,718) | (38,821) | (176,998) |
| Provision for income tax expense | 131 | 174 | 282 |
| Net loss | <u>\$ (23,849)</u> | <u>\$ (38,995)</u> | <u>\$ (177,280)</u> |
| Other comprehensive loss | | | |
| Changes in unrealized (loss) gain on available for sale securities | \$ (459) | \$ 314 | \$ 51 |
| Foreign currency translation adjustments | \$ (172) | \$ 258 | \$ (81) |
| Total comprehensive loss | <u>\$ (24,480)</u> | <u>\$ (38,423)</u> | <u>\$ (177,310)</u> |
| Net loss per common share, basic and diluted | <u>\$ (0.55)</u> | <u>\$ (0.95)</u> | <u>\$ (6.03)</u> |
| Weighted-average shares used to compute basic and diluted net loss per share | 43,454,127 | 41,135,659 | 29,411,612 |

OUSTER, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)
(in thousands)

| | Three Months Ended March 31, | |
|--|-------------------------------------|-------------------|
| | 2024 | 2023 |
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Net loss | \$ (23,849) | \$ (177,280) |
| Adjustments to reconcile net loss to net cash used in operating activities: | | |
| Goodwill impairment charges | — | 99,409 |
| Depreciation and amortization | 2,897 | 6,159 |
| Loss on write-off of construction in progress and right-of-use asset impairment | — | 1,423 |
| Stock-based compensation | 9,404 | 21,780 |
| Reduction of revenue related to stock warrant issued to customer | 195 | — |
| Amortization of right-of-use asset | 1,150 | 1,112 |
| Interest expense | — | 685 |
| Amortization of debt issuance costs and debt discount | — | 62 |
| Accretion or amortization on short-term investments | (1,486) | (805) |
| Change in fair value of warrant liabilities | 21 | (106) |
| Inventory write down | 737 | 2,836 |
| Provision (recovery of) for doubtful accounts | (208) | 445 |
| Loss from disposal of property and equipment | — | 145 |
| Realized gain on available for sale securities | (275) | — |
| Changes in operating assets and liabilities: | | |
| Accounts receivable | 6,089 | (3,450) |
| Inventory | 1,425 | (2,329) |
| Prepaid expenses and other assets | (1,268) | 672 |
| Accounts payable | 2,636 | 5,488 |
| Accrued and other liabilities | (1,758) | (9,218) |
| Contract liabilities | 60 | 944 |
| Operating lease liability | (1,492) | (984) |
| Net cash used in operating activities | <u>(5,722)</u> | <u>(53,012)</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Proceeds from sale of property and equipment | — | 168 |
| Purchases of property and equipment | (1,382) | (1,006) |
| Purchase of short-term investments | (24,485) | (5,003) |
| Proceeds from sales of short-term investments | 25,398 | 19,981 |
| Cash and cash equivalents acquired in the Velodyne Merger | — | 32,137 |
| Net cash (used in) provided by investing activities | <u>(469)</u> | <u>46,277</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Proceeds from exercise of stock options | 109 | 18 |
| Proceeds from the issuance of common stock under at-the-market offering, net of commissions and fees | 3,587 | — |
| At-the-market offering costs for the issuance of common stock | (43) | — |
| Net cash provided by financing activities | <u>3,653</u> | <u>18</u> |
| Effect of exchange rates on cash and cash equivalents | (170) | (79) |
| Net decrease in cash, cash equivalents and restricted cash | (2,708) | (6,796) |
| Cash, cash equivalents and restricted cash at beginning of period | 52,633 | 124,278 |
| Cash, cash equivalents and restricted cash at end of period | <u>\$ 49,925</u> | <u>\$ 117,482</u> |

OUSTER, INC.
RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES
(unaudited)
(in thousands)

| | Three Months Ended March 31, 2024 | Three Months Ended December 31, 2023 | Three Months Ended March 31, 2023 |
|--|---|--|---|
| GAAP net loss | \$ (23,849) | \$ (38,995) | \$ (177,280) |
| Interest expense (income), net | (1,910) | 1,502 | (50) |
| Other expense (income), net | (193) | 6 | (54) |
| Stock-based compensation ⁽¹⁾ | 9,404 | 11,107 | 21,780 |
| Provision for income tax expense | 131 | 174 | 282 |
| Goodwill impairment charge | — | — | 99,409 |
| Restructuring costs, excluding stock-based compensation expense | — | — | 12,635 |
| Excess and obsolete expenses and loss on firm purchase commitments | 572 | 1,732 | 3,630 |
| Amortization of acquired intangibles ⁽²⁾ | 1,754 | 1,757 | 1,511 |
| Depreciation expense ⁽²⁾ | 1,053 | 1,239 | 4,648 |
| Litigation expenses ⁽³⁾ | 1,296 | 7,383 | 537 |
| Merger and acquisition related expenses ⁽⁴⁾ | — | — | 6,058 |
| Adjusted EBITDA | \$ (11,743) | \$ (14,095) | \$ (26,893) |

⁽¹⁾Includes stock-based compensation expense as follows:

| | Three Months Ended March 31, 2024 | Three Months Ended December 31, 2023 | Three Months Ended March 31, 2023 |
|--------------------------------|---|--|---|
| Cost of revenue | \$ 913 | \$ 856 | \$ 774 |
| Research and development | 4,188 | 4,786 | 7,505 |
| Sales and marketing | 1,400 | 2,240 | 2,881 |
| General and administrative | 2,903 | 3,225 | 10,620 |
| Total stock-based compensation | \$ 9,404 | \$ 11,107 | \$ 21,780 |

⁽²⁾Includes depreciation and amortization expense as follows:

| | Three Months Ended March 31, 2024 | Three Months Ended December 31, 2023 | Three Months Ended March 31, 2023 |
|---|---|--|---|
| Cost of revenue | \$ 1,100 | \$ 1,180 | \$ 1,750 |
| Research and development | 712 | 747 | 2,964 |
| Sales and marketing | 248 | 250 | 181 |
| General and administrative | 747 | 819 | 1,264 |
| Total depreciation and amortization expense | \$ 2,807 | \$ 2,996 | \$ 6,159 |

⁽³⁾Litigation expenses and litigation-related expenses outside of the Company's ordinary business operations

⁽⁴⁾Merger and acquisition related expenses represent transaction costs for the Velodyne Merger which include legal and accounting professional service fees

| | Three Months Ended March 31, 2024 | Three Months Ended December 31, 2023 | Three Months Ended March 31, 2023 |
|--|---|--|---|
| Gross (loss) profit on GAAP basis | \$ 7,425 | \$ 5,411 | \$ (376) |
| Stock-based compensation | 913 | 856 | 774 |
| Amortization of acquired intangible assets | 464 | 517 | 249 |
| Excess and obsolete expenses and loss on firm purchase commitments | 572 | 1,732 | 3,630 |
| Gross profit on non-GAAP basis | \$ 9,374 | \$ 8,516 | \$ 4,277 |
| Gross margin on GAAP basis | 29 % | 22 % | (2)% |
| Gross margin on non-GAAP basis | 36 % | 35 % | 25 % |