



**Q3'23**

**Business Update**

November 9, 2023

# Disclaimer and Cautionary Note

## Forward-Looking Statements

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# Disclaimer and Cautionary Note (cont'd)

Actual results, performance or achievements may, and are likely to, differ materially, and potentially adversely, from any projections and forward-looking statements and the assumptions on which those forward-looking statements were based. There can be no assurance that the data contained herein is reflective of future performance to any degree. You are cautioned not to place undue reliance on forward-looking statements as a predictor of future performance as projected financial information and other information are based on estimates and assumptions that are inherently subject to various significant risks, uncertainties and other factors, many of which are beyond Cepton's control.

## Non-GAAP Financial Measures

Some of the financial information and data contained in this presentation, such as non-GAAP net loss and adjusted EBITDA, have not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). Non-GAAP net loss is defined as GAAP net (loss) income excluding stock-based compensation, non-recurring transaction expenses, gain or loss on changes in fair value of earnout liability and warrants, gain or loss on extinguishment of debt, and foreign currency transaction loss, net. Adjusted EBITDA is defined as non-GAAP net loss before interest income or expense, provision for income taxes, and depreciation and amortization.

Cepton believes these non-GAAP financial measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to Cepton's financial condition and results of operations. Cepton believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating actual and projected operating results and trends in comparing Cepton's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Cepton also believes that adjusted EBITDA is useful to investors and analysts in assessing our operating performance during the periods these charges were incurred on a consistent basis with the periods during which these charges were not incurred. Our presentation of adjusted EBITDA should not be considered as an inference that our future results and financial position will be unaffected by unusual items. Cepton does not consider these non-GAAP financial measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and other amounts that are required by GAAP to be recorded in Cepton's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expenses and other amounts are excluded or included in determining these non-GAAP financial measures. See the appendix for a reconciliation of non-GAAP financial measures used in this presentation to the most directly comparable GAAP financial measures.

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# Agenda

**Safe and Autonomous  
Transportation for Everyone**

**1. Business Update**

**2. Financial Update**

**3. Appendix**

# Business Update

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**Q3'23**



# Series Production Execution

- Passed final software milestone for launch of series production, fully integrating AUTOSAR and cybersecurity software and testing against one of the most rigid requirements in the industry
- Second consecutive quarter of record shipments, achieved internal volume production targets
- OEM start of production has been delayed as a result of automotive industry headwinds and OEM vehicle launch delays

# Automotive

- In final sourcing discussion for another major consumer vehicle OEM award for long-range lidar
- Entered final sourcing round for a major trucking OEM award for short-range lidar

# Smart Infrastructure

- Secured design wins at Tampa International Airport, JFK Airport's New Terminal One, Denver International Airport and San Francisco International Airport through our partnership with The Indoor Lab
- Launched two autonomous industrial vehicles with a major industrial automation conglomerate using our Nova product
- Expanded lidar adoption in tolling application with another major tolling operator



# Technology

- Developed best-in-class automotive software validation suite through our work with OEM customers for ethernet-based sensors
- On track to launch our next generation of high-performance long-range lidar with the smallest form factor in the industry to date

# Financial Update

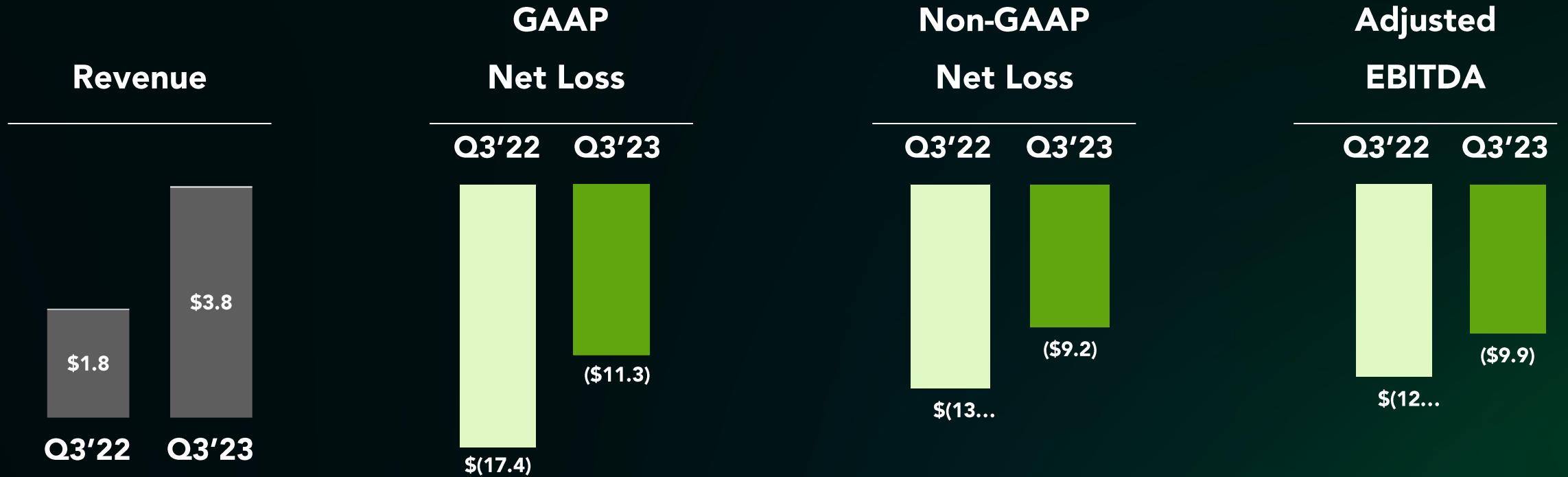
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**Q3'23**



# Q3'23 | Financial Results

(\$ in millions)



- Q3'23 revenues increased 38% sequentially and increased 112% compared to the prior year comparable period, comprised primarily of product revenue

# Appendix

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# Q3'23 | Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Adjusted EBITDA

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(\$ in thousands)

	Three months ended September 30,	
	2023	2022
<b>Net loss</b>	<b>\$ (11,294)</b>	<b>\$ (17,411)</b>
Stock-based compensation	2,335	2,368
Non-recurring transaction expenses	-	300
(Gain) loss on change in fair value of earnout liability	(91)	1,440
(Gain) loss on change in fair value of warrant liability	(169)	135
Foreign currency transaction loss, net	7	-
<b>Non-GAAP net loss</b>	<b>\$ (9,212)</b>	<b>\$ (13,168)</b>
Interest (income) expense, net	(799)	318
Provision for income taxes	-	5
Depreciation and amortization	135	77
<b>Adjusted EBITDA</b>	<b>\$ (9,876)</b>	<b>\$ (12,768)</b>

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