

March 11, 2026

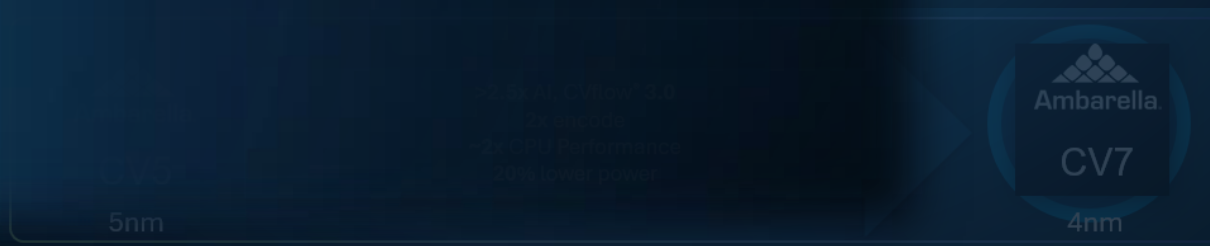
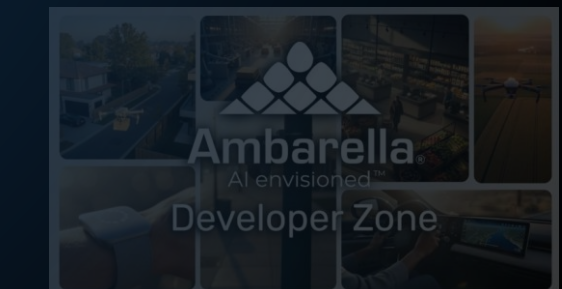
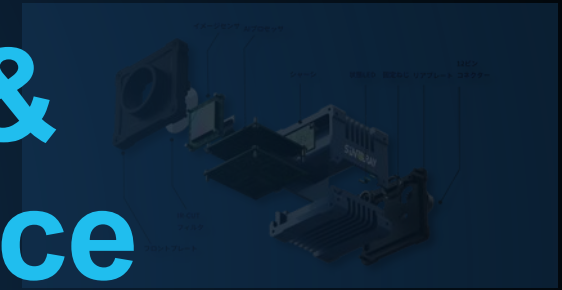


Cantor Global Technology & Industrial Growth Conference

New York Hilton Midtown

John Young, CFO

Louis Gerhardy, VP Corporate Development



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Ambarella Edge AI Market Leadership



\$100.9M

Q4 Fiscal Revenue

\$390.7M

Fiscal 2026 Revenue

37.2%

Fiscal 2026 Year-Over-Year
Revenue Growth

“Our edge AI leadership stands out, with approximately \$1 billion in cumulative edge AI revenue, a portfolio of 12 AI SoCs covering a wide variety of edge AI use cases, support for up to 34 billion parameter models, more than 370 unique customer AI projects in production, and at least 200 different model architectures implemented successfully on our AI SoCs.”

- Fermi Wang, President & CEO



N1 Edge GenAI SoC Family

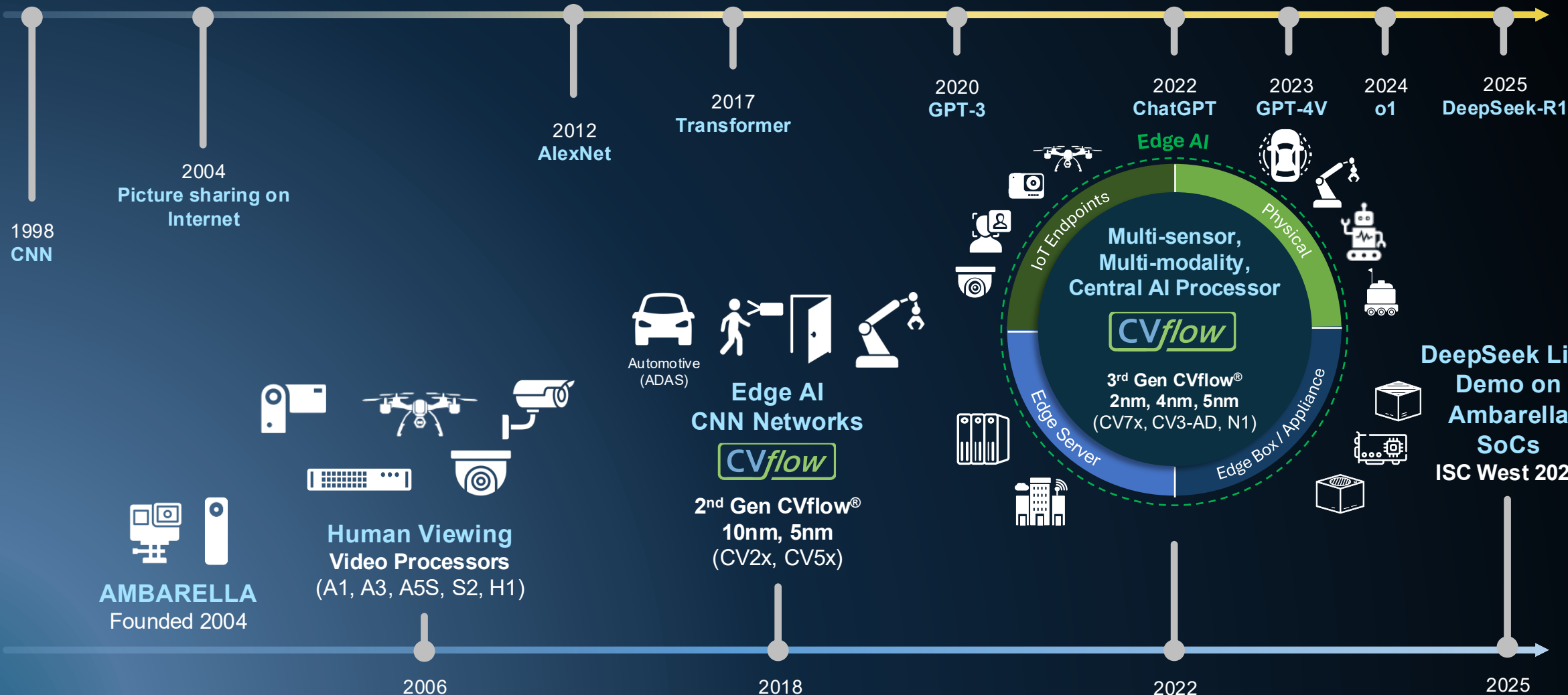


Ambarella's Edge Entering the Golden Age of AI

Early conviction and sustained innovation position Ambarella to lead the next era of edge intelligence



Evolution of AI (1998 – Present)



Ambarella Overview

Advanced edge deep learning AI inference hardware and software



2026

>42M edge AI SoCs shipped cumulatively

2021

Acquisition of



2015

Acquisition of



2012

IPO, NASDAQ: **AMBA**

2004

Ambarella founded

Founded on the premise that video is a unique type of data requiring an optimized SoC architecture

- Ambarella’s deep neural network AI inference processor integrated with a state-of-the-art video & radar perception yields highly optimized domain controller SoCs
- VisLab, a pioneer in CV and autonomous driving software, acquired in 2015
- Oculii, a pioneer in high-definition radar perception technology, acquired in 2021

World-class engineering team

- ~540 software, algorithm and image processing engineers globally
- 2nm GAA tape-out, 5nm >45% revenue exiting F2026, 10nm ~35% of revenue
- >15yrs of strong VLSI execution with step “A” silicon into production

Advanced AI networks, including GenAI, are enabled with our 3rd generation products (some shipping today) and expected to be a key growth driver

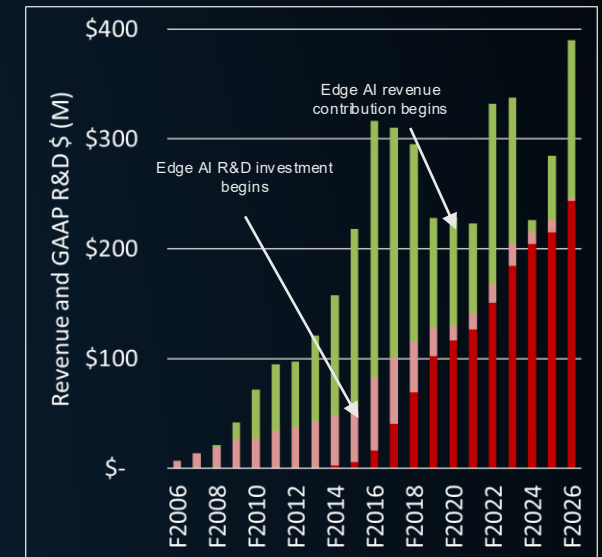
- Low-power and high-performance edge AI SoCs
- Scalable family allows SW to be reused across a customer’s portfolio

Significant R&D investment funded by operations and strong balance sheet

- >\$1.3 billion cumulative R&D investment into AI technology and products
- \$313 million net cash; no debt; 17 consecutive years of positive free cash flow



A1 Antigravity - AI enabled 8K 360 degree viewing



F2026 is estimate based on mid-point of guidance

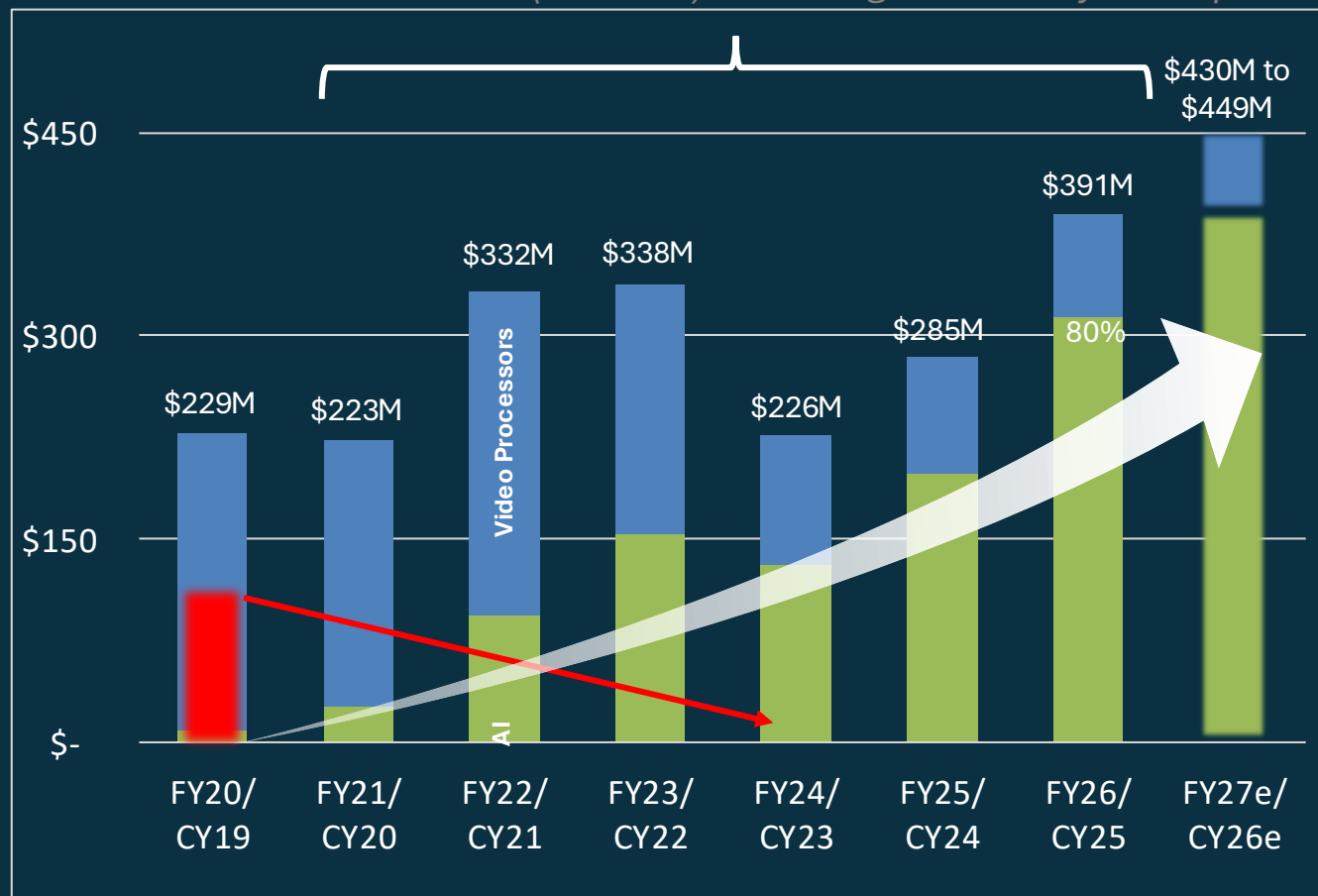
Edge AI 5-Year Revenue CAGR 64%

AI growth offset major (geopolitical) revenue loss from 3 major customers commencing FY20



+12% as reported total revenue CAGR (AI +64%)*

+18% total revenue CAGR (AI +71%) excluding FY20 entity list impact



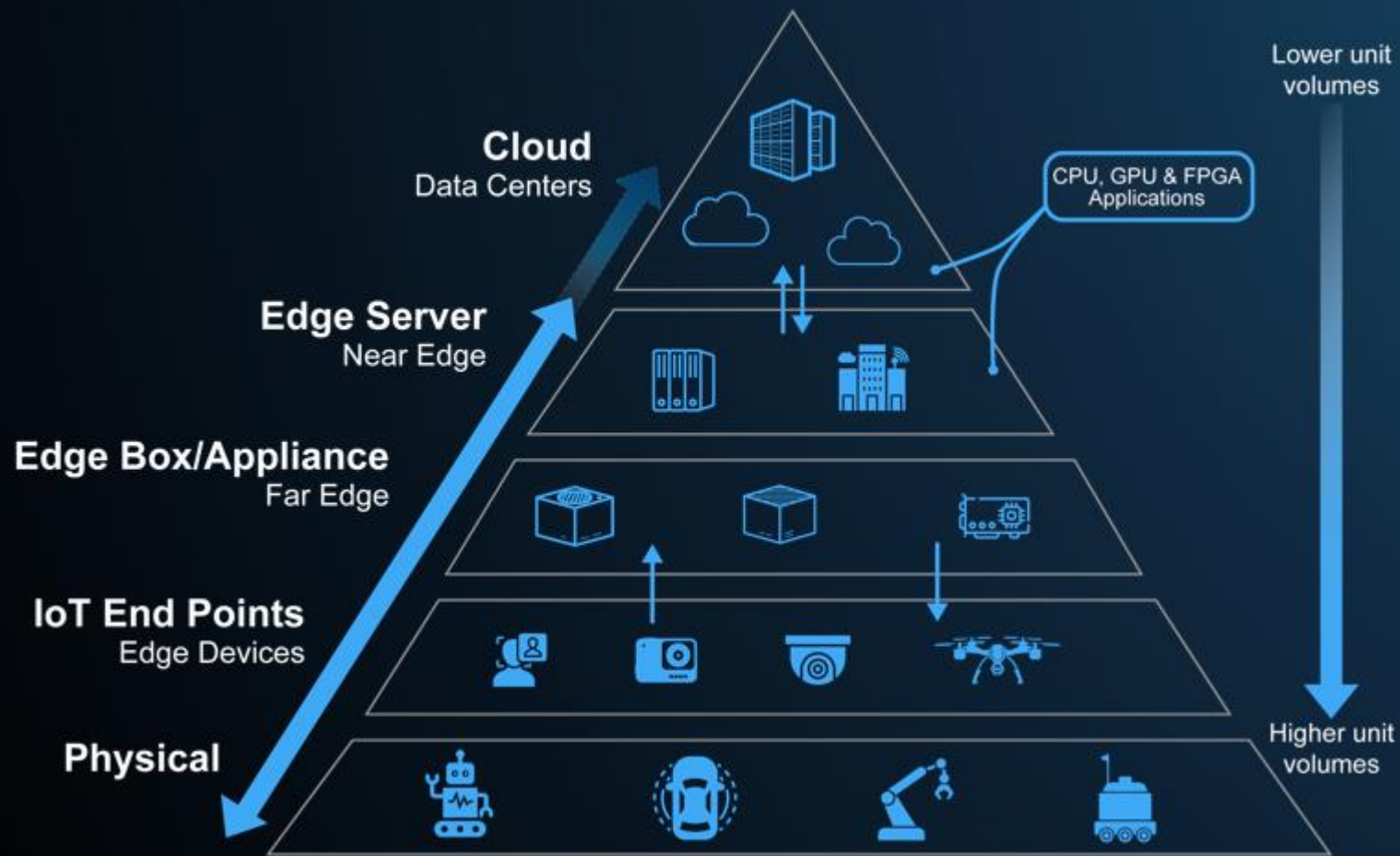
1) 5-Year CAGR FY2021→FY2026

2) FY2027 based on mid-point of guidance for 10% to 15% year-over-year growth

3) October 2019 (FY20) Entity List negative revenue impact (depicts geopolitical related revenue decline from Dahua, DJI & Hikvision)

Edge AI Demands a Fundamentally Unique Processing Architecture

Higher levels of efficiency and new capabilities enabled with edge AI



Edge AI enables:

- Privacy and security
- Realtime processing
- Reduced network bandwidth requirement
- Low power consumption
- Synergies between cloud and edge AI processing – AI processing throughout the network hierarchy

Ambarella's "AI Algorithm First"

Differentiated approach enables superior efficiency and scalability

Superior Human
Viewing Image Quality

AI-based Computer Vision &
Radar Processing

"AI Algorithm First" Approach
Programmable AI Platform
with Optimized Acceleration





Image Processing &
Compression




Autonomous
Driving



GenAI



CVflow® Deep
Neural Network AI
processor



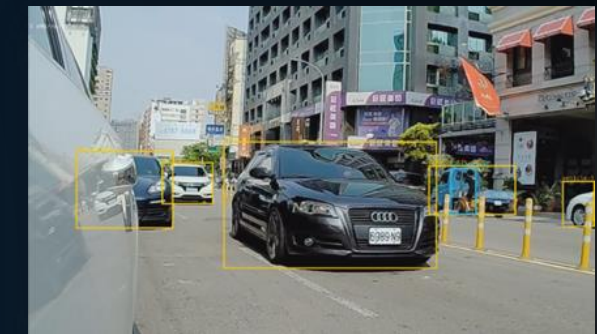
Adaptive Radar
Processing

AI based
Autonomous Driving
Stack

VLMs on the Edge

CVflow® -
Superior AI
Performance Per
Watt

AI based UHD Video and 4D HD Radar



Broad Edge AI SoC Portfolio Continues to Expand



Our ASP is Rising with New Generations of our AI SoCs

More than **42 Million** AI SoCs Shipped Cumulatively

Opportunity & Strategy by Market

AI Inference SoCs

3rd generation; AI
(e.g., Transformer and CNN AI networks)

ASP double digits to triple digits

2nd generation; AI
(e.g., CNN AI networks)

ASP range \$10 to \$75

Video Processors
(e.g., Human Viewing)

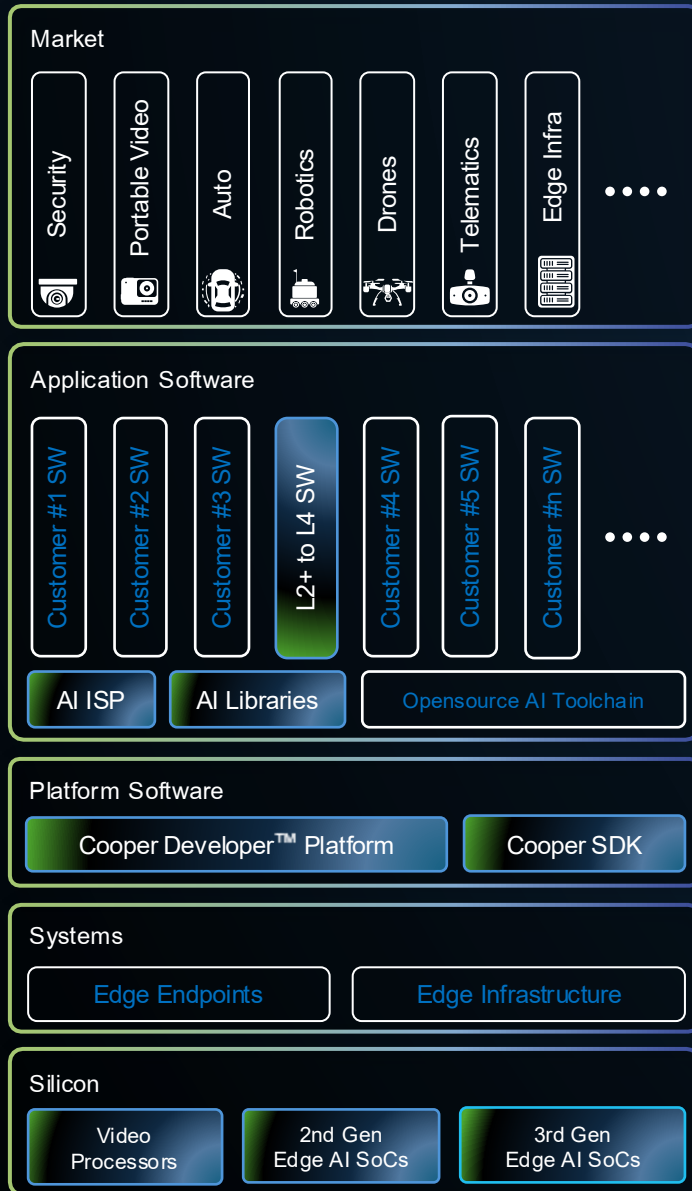
ASP range single digits



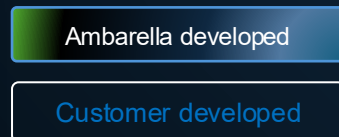
"New Products" ✓
20xx = Calendar Year
P = Production
S = Sample

Highly Programmable Edge AI Platform

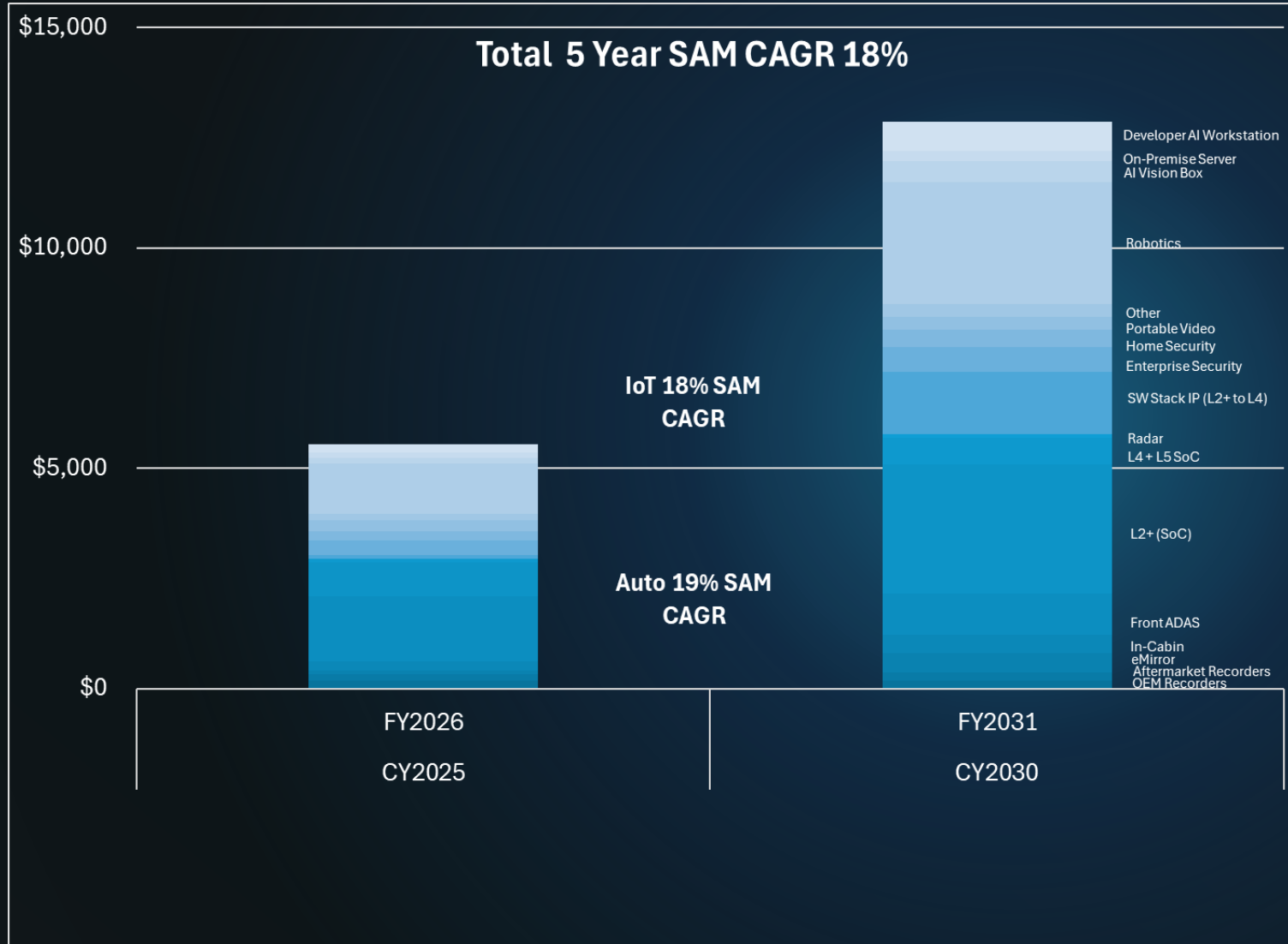
Our SoCs + SW offer customers a high degree of flexibility across a variety of AI workloads



Scalable platform with minimal incremental investment to address new markets



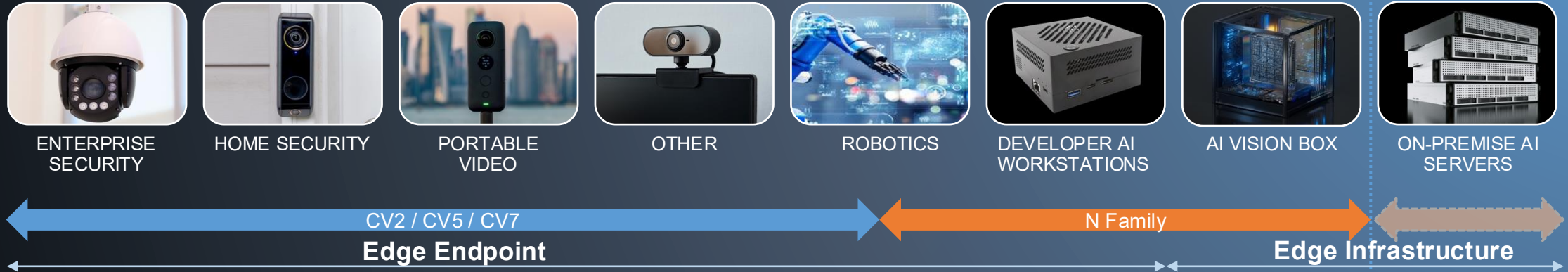
Ambarella's Market Sizing (SAM)



- Edge AI SAM \$5.5B→\$12.9B (F2026 to F2031); ~18% CAGR
 - Estimate 5-year revenue CAGR to exceed SAM CAGR
- Ambarella's edge AI SAM
 - IoT (8+ applications)
 1. Edge endpoints (most of IoT revenue today)
 2. Edge infrastructure
 - Auto (9+ applications)
 1. Safety/ADAS (most of Auto revenue today)
 2. Autonomy (CV3-AD platform)
- Long-term non-GAAP gross margin model 59% to 62%
- Intend to drive positive operating leverage with long-term revenue growth exceeding long-term operating expense growth

IoT Applications ~78% F2026 Revenue

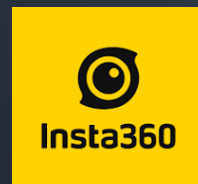
Sub-segments: *Edge Endpoints and Edge Infrastructure*



- Our IoT SAM is now dominated by AI and our estimated IoT SAM is \$2.5 billion in F2026 and an estimated \$5.7 billion in F2031. IoT endpoints currently represent a vast majority of our revenue
- Expanding breadth of AI applications. Edge AI originated in enterprise security markets, then public and smart home applications, automotive safety and telematics, and has now expanded to multiple portable video applications, with multiple robotic, edge infrastructure and other “green shoot applications” on the horizon
- The 3rd generation AI accelerator embedded in our new SoCs enables advanced AI reasoning and vision AI applications supporting leading GenAI models ranging from 500 million to 34 billion parameters
- Our scalable technology enables us to now extend our reach into the edge infrastructure market



BOSCH



Auto Applications ~22% of F2026 Revenue

Sub segments: Safety/Telematics/ADAS (L0, L1 and L2) and Autonomy (L2+ to L4)



- Our auto SAM is now dominated by AI and our Auto SAM is an estimated \$3.0 billion in F2026 and an estimated \$7.2 billion in F2031. Auto Safety/Telematics currently represents a majority of our automotive revenue
- Many Auto Safety/Telematics applications now utilize AI inferencing technology, increasing the utility of drive recorders, e-mirrors, surround view, driver and occupant monitoring and forward ADAS. *We define ADAS as L0, L1 or L2.* A combination of increasing market penetration and/or share gains are expected to be key factors in our anticipated Safety/Telematics growth
- In Auto Autonomy our CV3-AD platform includes AI central domain controllers, L2+ to L4 SW stack IP and 4D Radar SW. *We define auto autonomy as L2+ to L4.* Our platform is differentiated by our superior power efficiency, open platform, high performance (ability to support end-to-end AI and Birds-Eye View transformer for early fusion) and our scalable CV3-AD SoC family



Q1 (April 2026) F2027 Outlook and Q4 (January) F2026 Recap

Data from Q4 F2026 earnings conference call on February 26, 2026

Q1 F2027 (April, 2026) Outlook

- Our Q1 revenue guidance is \$97.0M to \$103.0M (consensus estimate ~\$96.9M on February 25th); at \$100.0M midpoint, IoT and Auto expected to be seasonal, with IoT down sequentially and auto up sequentially
- For F2027, we expect total revenue growth in the +10% to +15% range (~\$439M midpoint) with non-GAAP gross margin in our long-term range of 59.0% to 62.0%. Consensus estimate on February 25th was \$428.5M
- Q1 non-GAAP gross margin estimated to be 59.0% to 60.5% (consensus 59.9%) with non-GAAP operating expense \$55.0M to \$58.0M (consensus \$56.3M)

Q4 F2026 (January, 2026) Results

- Revenue of \$100.9M was above the high-end of our guidance range of \$97.0M to \$103.0M (consensus estimate ~\$100.2M)
- Non-GAAP gross margin was 59.8% versus the consensus estimate of 59.9% and non-GAAP operating expense was \$56.5M (consensus \$56.5M)
- Non-GAAP earnings per share were \$0.13 versus the consensus estimate for earnings per share of \$0.10
- Q4 free-cash-flow was 14.8% of revenue and F2026 free-cash-flow was 14.8% of revenue

Multi-year transformation underway; geopolitical risks remain elevated

- AI is becoming pervasive, we are embedding it in all our new products and we have growing evidence of market acceptance
- We see a variety of risks outstanding, including geopolitical and supply chain factors. These risks include*:
 - potential export regulations on advanced technologies
 - market share shifts between our customers
 - the evolution of new markets and rates of adoption of new technologies
 - supply chain issues such as long lead times, shortages of materials, price increases and/or availability of other components on our customers' bill-of-materials, electricity and manufacturing capacity, the sell-out from our customers own sales channels and adverse weather conditions
 - changes to government policies, for example tariffs and/or the Entity List
 - the risk customers in China continue to take actions to reduce their dependence on components they believe could be subject to new export controls, including the creation of dual China/non-China supply chains

**Potential risk factors that could affect our financial results are more fully described in the documents that we file with the SEC, including annual reports on Form 10-K and quarterly reports on Form 10-Q.*



Thank you!

www.ambarella.com

✉ Louis Gerhardy
VP, Corporate Development
lgerhardy@ambarella.com

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