

June 2, 2026

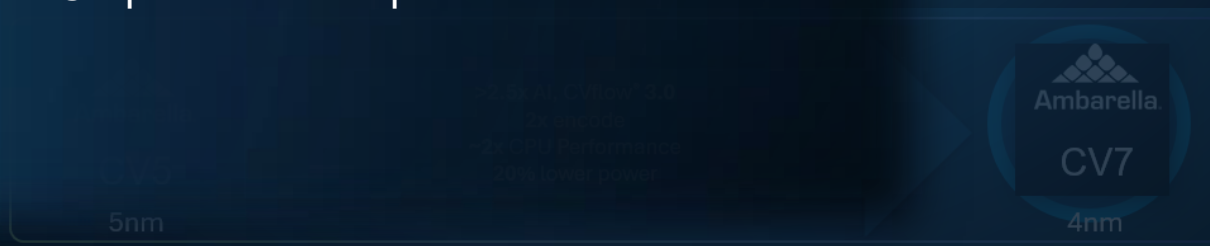
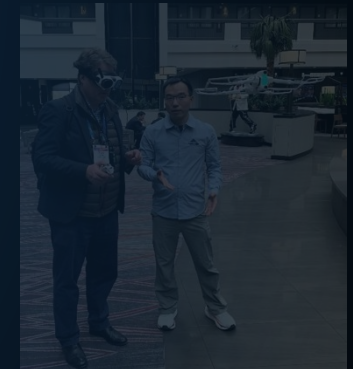
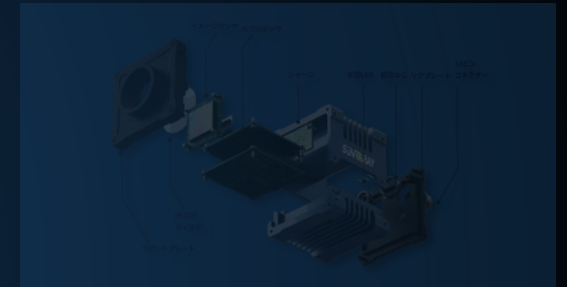
# Bank of America Global Technology Conference

The Westin St. Francis Hotel, San Francisco

Fermi Wang, CEO

John Young, CFO

Louis Gerhardy, VP Corporate Development



# Forward-Looking Statements

This presentation contains forward-looking statements that are subject to many risks and uncertainties. All statements made in this presentation other than statements of historical facts are forward-looking statements, including, without limitation, statements regarding Ambarella's strategy, future operations, financial targets, future revenues, projected costs, prospects, plans and objectives for future operations, future product introductions, future rate of our revenue growth, the size of markets addressed by the company's solutions and the growth rate of those markets, technology trends, our ability to address market and customer demands and to timely develop new or enhanced solutions to meet those demands, our ability to achieve design wins, our ability to build and deliver products to customers, and our ability to retain and expand our customer and partner relationships.

In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "potential," or the negative of those terms, and similar expressions and comparable terminology intended to identify forward-looking statements. We have based forward-looking statements largely on our estimates of our financial results and our current expectations and projections about future events, markets and financial trends that we believe may affect our financial condition, results of operations, business strategy, short term and long-term business operations and objectives, and financial needs as of the date of this presentation. Although these forward-looking statements are based upon information available at the time the statements are made and reflect management's good faith beliefs, forward-looking statements inherently involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to differ materially from anticipated future results. Important factors that could cause actual results to differ materially from expectations are disclosed in Ambarella's annual reports on Form 10-K and quarterly reports on Form 10-Q filed with the Securities and Exchange Commission (the "SEC"), particularly in the sections titled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations." You should not place undue reliance on forward-looking statements, which speak only as of the date on which they are made. We do not undertake to update or revise any forward-looking statements after they are made, whether as a result of new information, future events, or otherwise, except as required by applicable law. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

Before you invest, you should read the annual and quarterly reports and other documents Ambarella has filed with the SEC for more complete information about the company and its ordinary shares. Additional information will also be set forth in Ambarella's future quarterly and annual reports and other filings made with the SEC from time to time. You may access these documents for free by visiting EDGAR on the SEC web site at [www.sec.gov](http://www.sec.gov).

# Ambarella Overview



## >46M

### Edge AI SoCs Shipped

(Cumulatively)

## 15+ Robotics

### Design Wins

## \$800M LTA

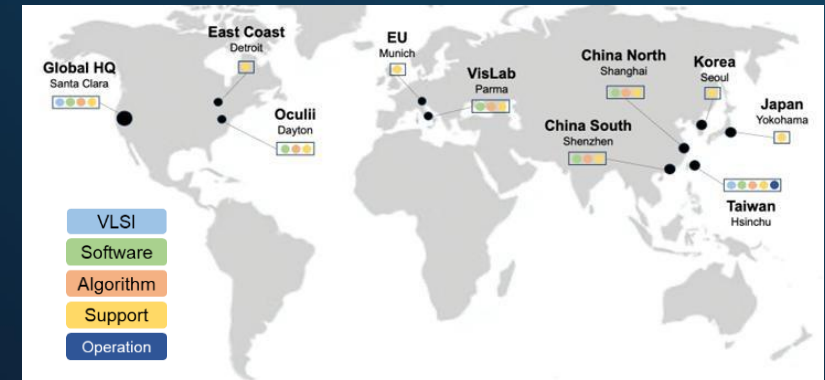
### Potential Revenue

(Signed May 2026)

*“Our differentiation is not just in proprietary processing elements, and advanced VLSI integration, but also in the proprietary algorithms, full edge AI stack software and agentic AI frameworks that tie the entire system together.”*

*As workloads become more complex, such as with GenAI, multi-modal reasoning and autonomous agent-based workflows, our deep expertise across the full accelerated computing stack, optimized specifically for edge deployment, becomes increasingly rare and of strategic value in the industry.”*

- Fermi Wang, President & CEO | May 28, 2026



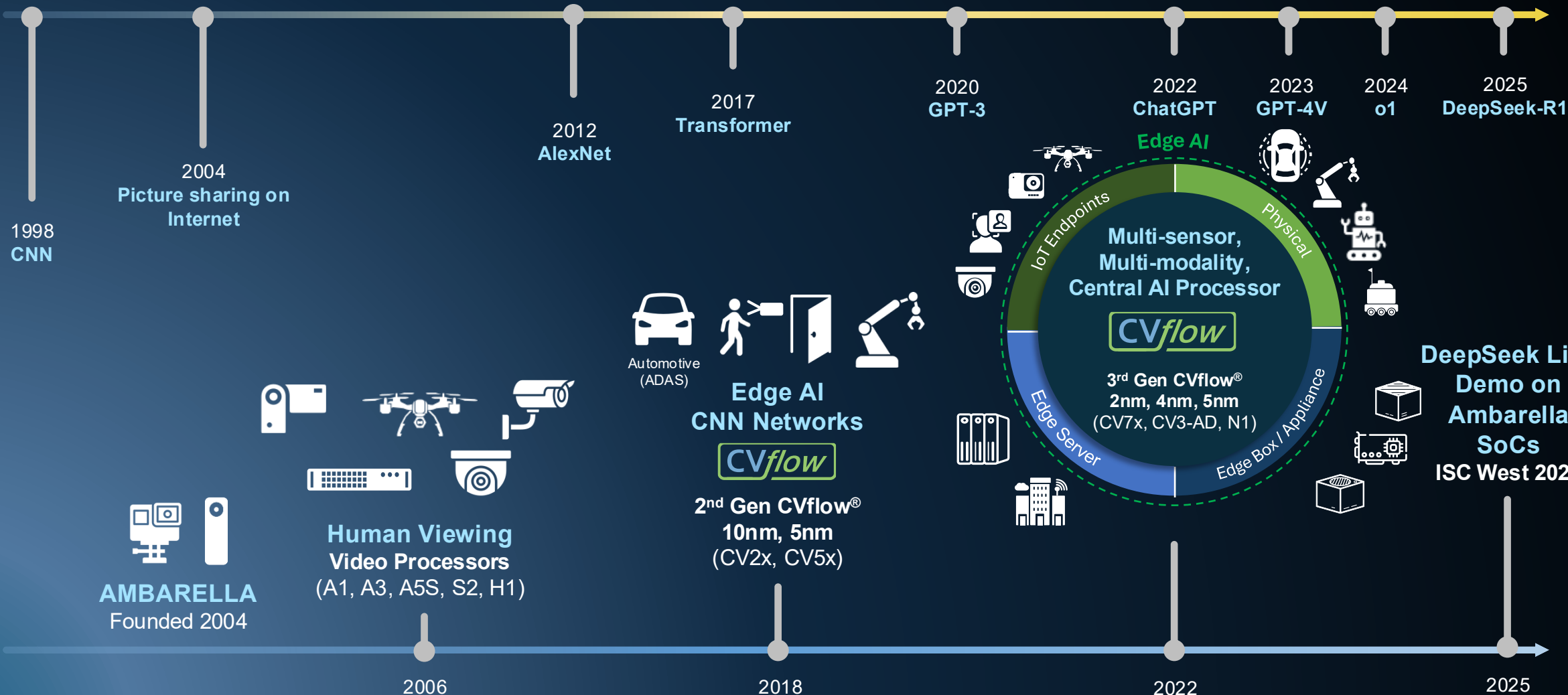
- ~950 employees worldwide
- Fabless, 5nm ~40% revenue
- NASDAQ IPO 2012
- Founded 2004

# Ambarella's Edge Entering the Golden Age of AI

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

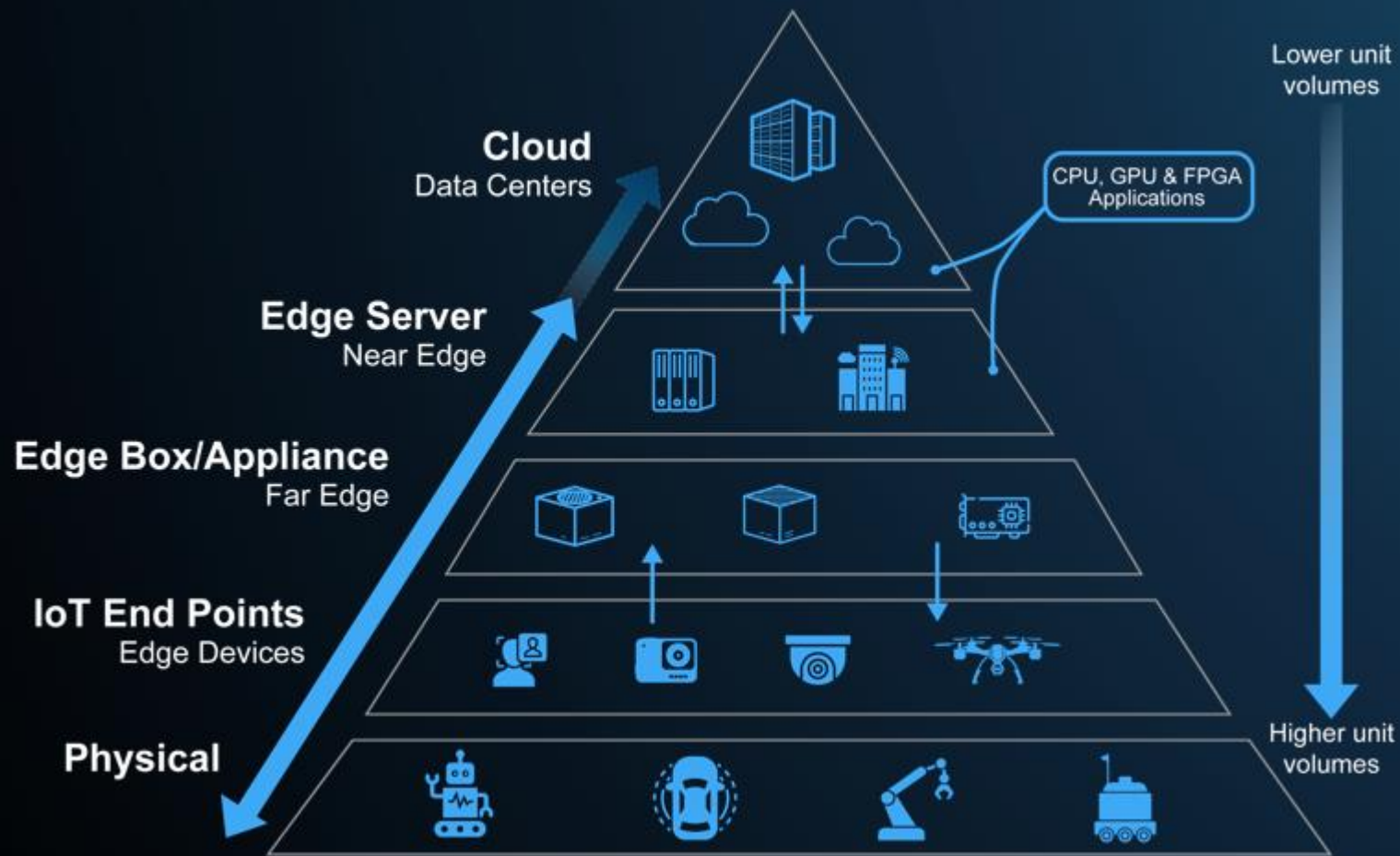


## Evolution of AI (1998 – Present)



# Edge AI Demands a Fundamentally Unique Processing Architecture

*Higher levels of efficiency and new capabilities enabled with edge AI*



Edge AI enables:

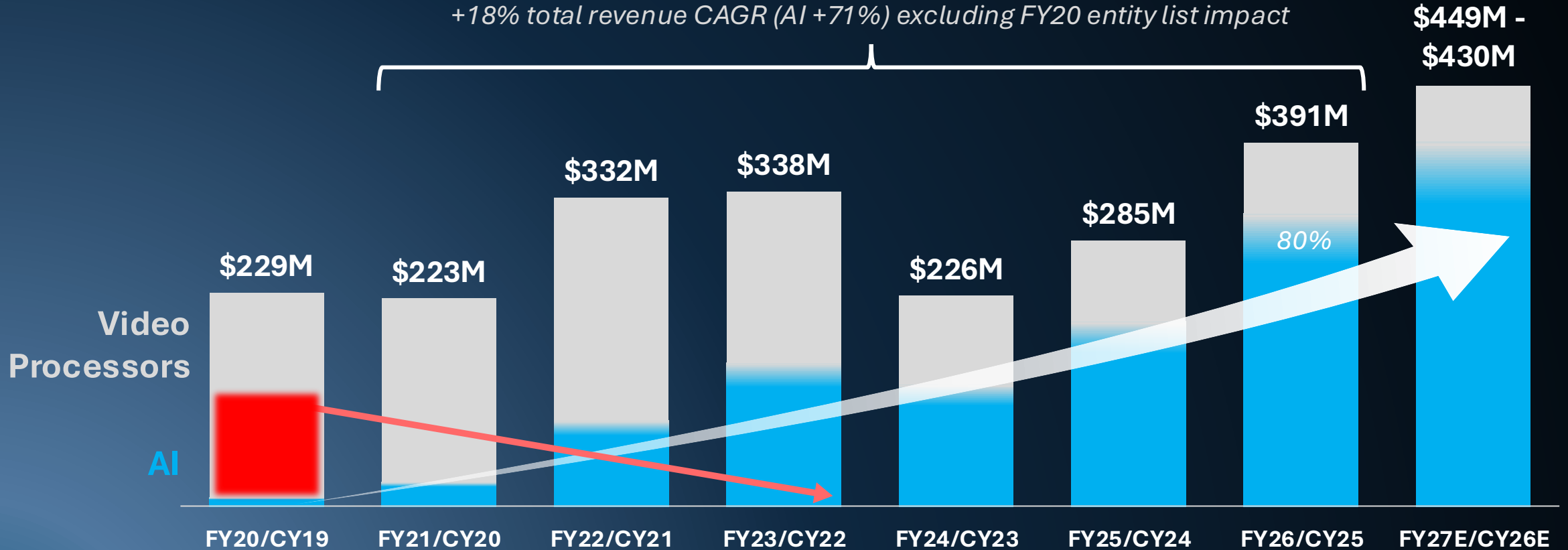
- Privacy and security
- Realtime processing
- Reduced network bandwidth requirement
- Low power consumption
- Synergies between cloud and edge AI processing – AI processing throughout the network hierarchy

# 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)

# We Are Capturing More Value per Edge AI Unit

Ambarella's SoC average selling price increased ~15% in F2026 vs F2025



1. Serial CPU workloads → parallel AI workloads = more edge AI “horsepower” required
2. Workloads moving from the Cloud and Data Center to the Edge
3. Larger AI models = more parameters and data to be supported
4. Continued support for CNN networks but incremental processing required for the more sophisticated transformer network applications
5. Higher resolution sensors = more data per sensor more sensors per system = more data per system

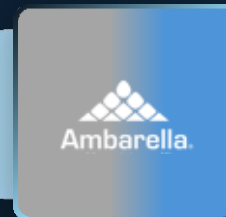
More edge AI performance, intelligence and efficiency required

AI accelerator becoming a larger and larger proportion of our AI SoCs

All of Ambarella's new edge AI SoCs in development are expected to command an ASP well above the current ASP

Growing importance and proportion of edge AI inference processing in our SoCs

Video Processor  
AI Processor



# Cooper Development Platform

Edge AI technology leadership, comprehensive AI SoC product portfolio, market acceptance and well-established nature of our entire AI platform (AI SoC + SW development platform)



# Broad Edge AI SoC Portfolio Continues to Expand

Our ASP is Rising with New Generations of our AI SoCs



## Scalable Family from 1-600x AI Performance

AI Inference SoCs

### 3<sup>rd</sup> generation; AI

(e.g., Transformer and CNN AI networks)

ASP double digits to triple digits



### 2<sup>nd</sup> generation; AI

(e.g., CNN AI networks)

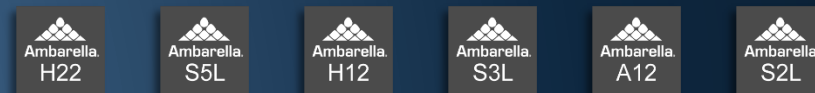
ASP range \$10 to \$75



### Video Processors

(e.g., Human Viewing)

ASP range single digits

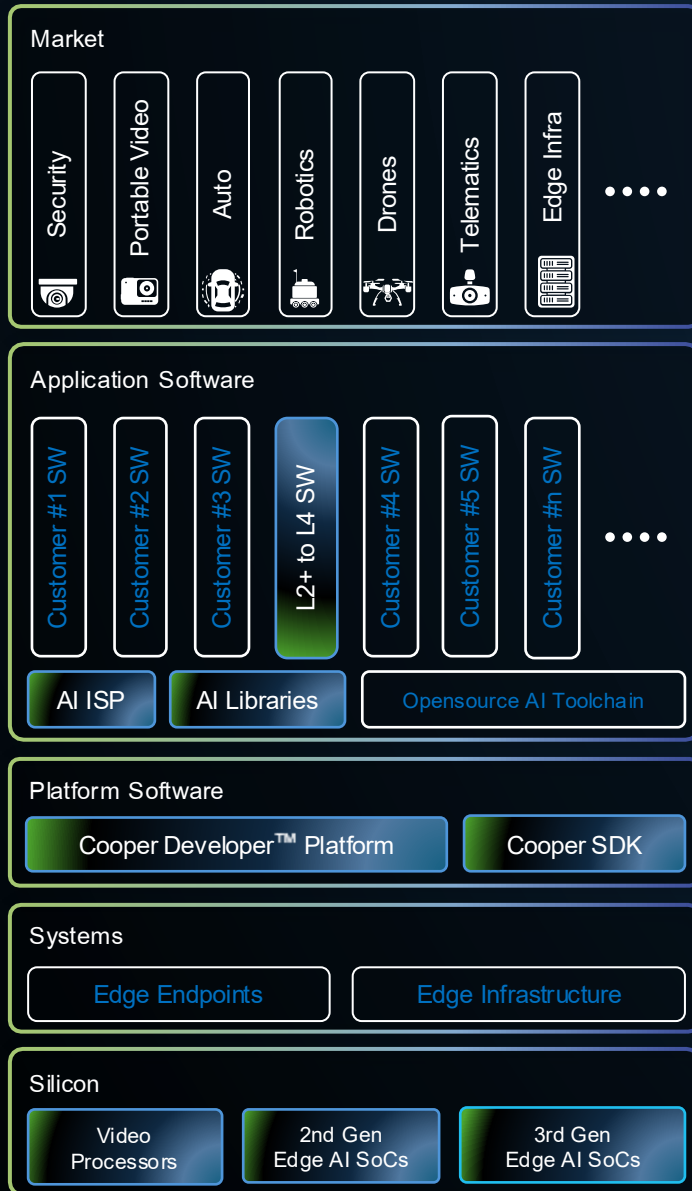


"New Products" ✓  
 20xx = Calendar Year  
 P = Production  
 S = Sample

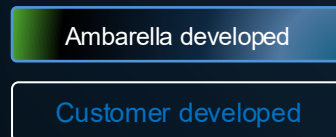
More than  
**46**  
 Million  
 AI SoCs  
 Shipped  
 Cumulatively

# Highly Programmable Edge AI Platform

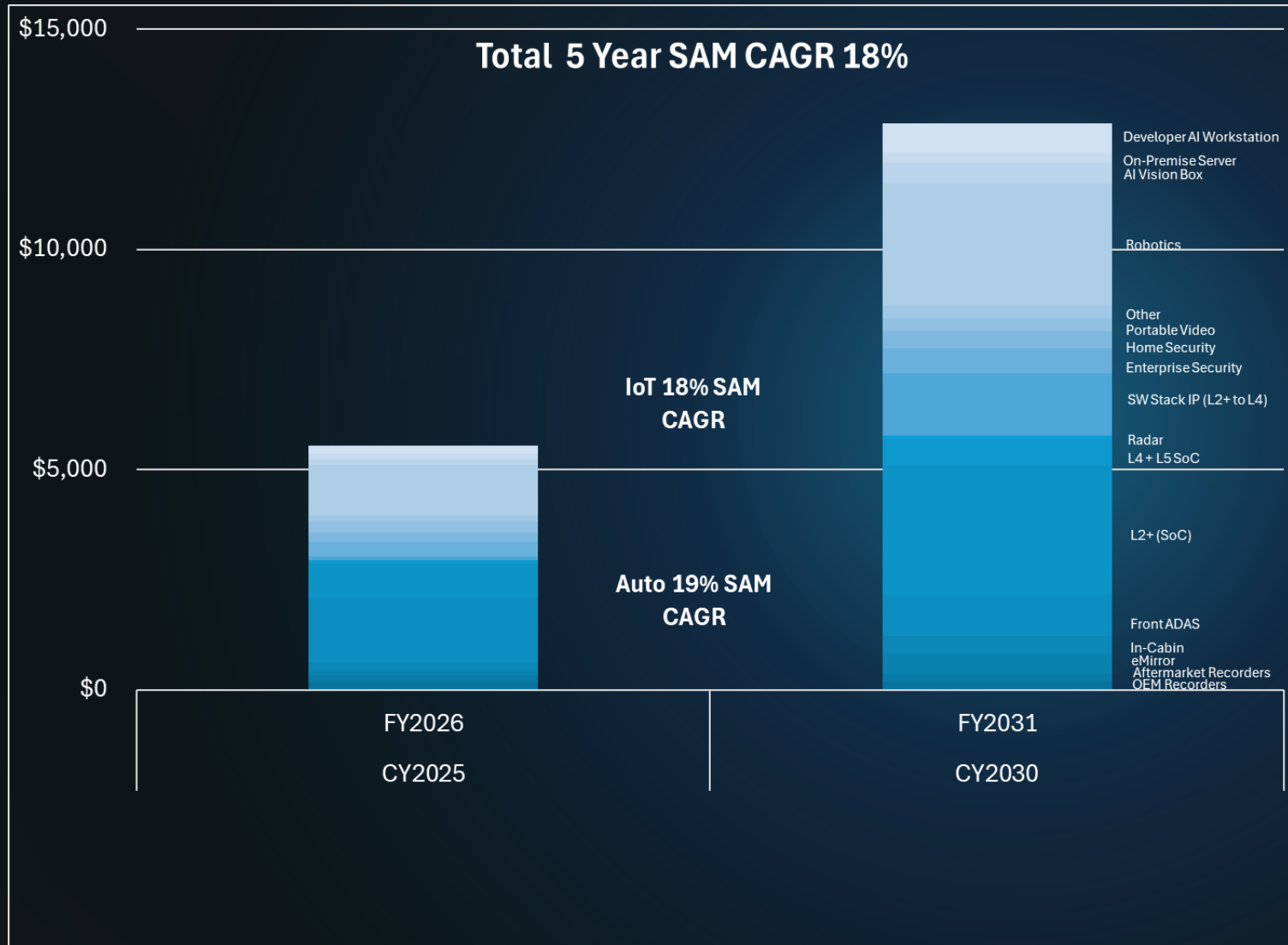
Our SoCs + SW offer customers a high degree of flexibility across a variety of AI workloads



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

# Rapid Expansion in Edge AI Use Cases

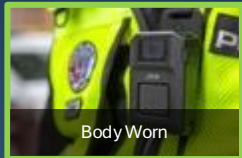
Design Win & Production Scheduled

## Edge AI

### Edge Endpoint

### Edge Infra.

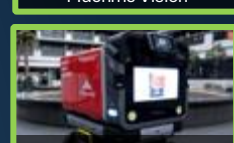
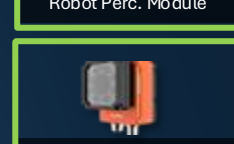
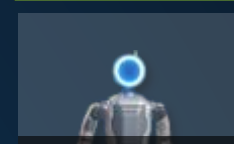
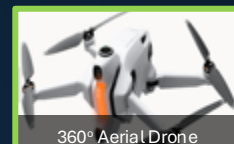
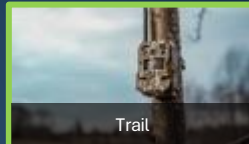
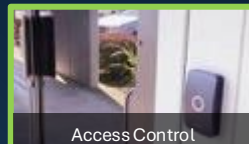
#### Portable Video



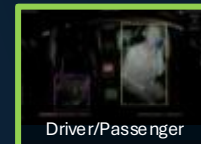
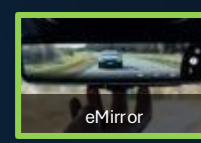
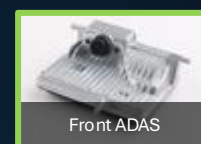
#### Security/Surveillance



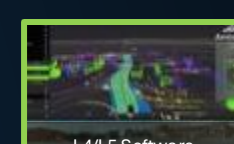
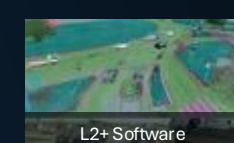
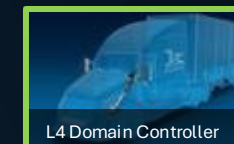
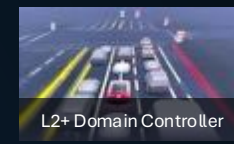
#### Other (includes emerging)



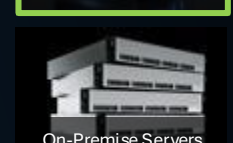
#### Auto Safety/Telematics



#### Auto L2+ to Autonomy

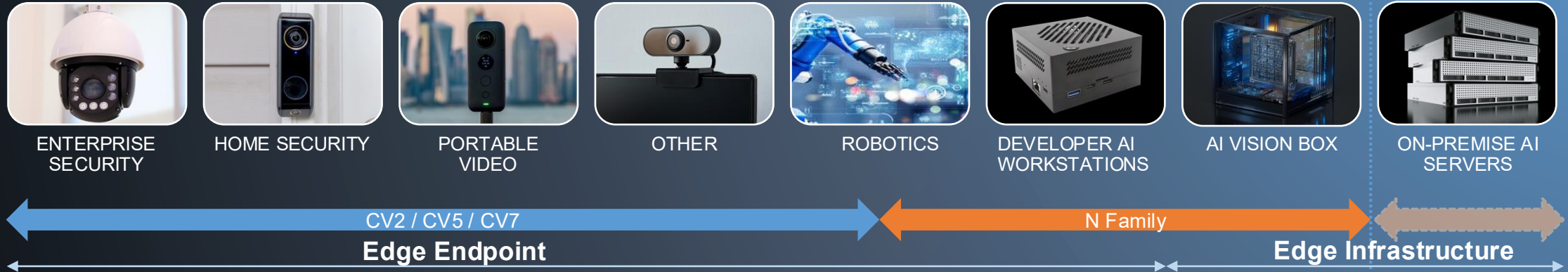


#### Emerging



# IoT Applications ~78% F2026 Revenue

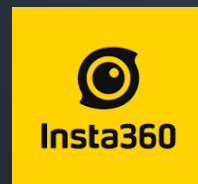
Sub-segments: *Edge Endpoints and Edge Infrastructure*



- 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 3<sup>rd</sup> generation AI accelerator embedded in our new SoCs enables advanced AI reasoning and vision AI applications supporting leading GenAI models ranging from hundreds of 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



# Q2 (July 2026) F2027 Outlook and Q1 (April) F2027 Recap

*Data from Q1 F2027 earnings conference call on May 28, 2026*

## **Q2 F2027 (July, 2026) Outlook**

- Our Q2 revenue guidance is \$105.0M to \$111.0M (consensus estimate ~\$107.5M on May 27th); at \$108.0M midpoint, IoT and Auto expected to be seasonally up, with growth in both capex and consumer driven markets
- 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 estimates on May 27, 2026 for F2027 was \$440.6M revenue and 59.9% gross margin
- Q2 non-GAAP gross margin estimated to be 59.0% to 60.5% (consensus 59.8%) with non-GAAP operating expense \$56.0M to \$59.0M (consensus \$58.0M)

## **Q1 F2027 (April, 2026) Results**

- Revenue of \$100.4M was slightly above the midpoint of our guidance range of \$97.0M to \$103.0M (consensus estimate ~\$100.1M)
- Non-GAAP gross margin was 59.9% versus the consensus estimate of 59.8% and non-GAAP operating expense was \$56.4M (consensus \$56.6M)
- Non-GAAP earnings per share were \$0.11 versus the consensus estimate for earnings per share of \$0.10
- Q1 free-cash-outflow was \$29.6M as we increased inventory to better service our customers in the face of a number of new product cycles

## **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!

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