



# Valens Semiconductor

(NYSE: VLN)

*March 2023*



# Pushing the Boundaries of Connectivity. Everywhere.

Leading Provider of Semiconductor Products in the Large and Growing Automotive and Audio-Video Markets

Enabling Resilient, Ultra High-speed Wired Connectivity Over Simple, Low-Cost Infrastructure

# Disclaimer

## Forward-Looking Statements

Certain statements in this presentation (this "Presentation") are "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "estimate," "plan," "project," "forecast," "intend," "will," "expect," "anticipate," "believe," "seek," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding our anticipated future results, including financial results, currency exchange rates, contract wins, future economic and market conditions. These statements are based on various assumptions, whether or not identified in this Presentation, and on the current expectations of Valens' management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of Valens.

These forward-looking statements are subject to a number of risks and uncertainties, including the cyclical nature of the semiconductor industry; the effects of health epidemics, such as the recent global COVID-19 pandemic; the impact of the global pandemic caused by COVID-19 on our customers' budgets and on economic conditions generally, as well as the length, severity of and pace of recovery following the pandemic; competition in the semiconductor industry, and the failure to introduce new technologies and products in a timely manner to compete successfully against competitors; if Valens fails to adjust its supply chain volume due to changing market conditions or fails to estimate its customers' demand; disruptions in relationships with any one of Valens' key customers; any difficulty selling Valens' products if customers do not design its products into their product offerings; Valens' dependence on winning selection processes; even if Valens succeeds in winning selection processes for its products, Valens may not generate timely or sufficient net sales or margins from those wins; sustained yield problems or other delays in the manufacturing process of products; our ability to effectively manage, invest in, grow, and retain our sales force, research and development capabilities, marketing team and other key personnel; our ability to timely adjust product prices to customers following price increase by the supply chain; our ability to adjust our inventory level due to sudden reduction in demand due to inventory buffers accrued by customers; our expectations regarding the outcome of any future litigation in which we are named as a party; our ability to adequately protect and defend our intellectual property and other proprietary rights; the market price and trading volume of the Valens ordinary shares may be volatile and could decline significantly; political, economic, governmental and tax consequences associated with our incorporation and location in Israel; and those factors discussed in Valens' Form 20-F filed with the SEC on March 2, 2022 under the heading "Risk Factors," and other documents of Valens filed, or to be filed, with the SEC. If any of these risks materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that Valens does not presently know or that Valens currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect Valens' expectations, plans or forecasts of future events and views as of the date of this presentation. Valens anticipates that subsequent events and developments may cause Valens' assessments to change. However, while Valens may elect to update these forward-looking statements at some point in the future, Valens specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Valens' assessment as of any date subsequent to the date of this presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

## GAAP and non-GAAP Measures

This presentation includes GAAP and non-GAAP measures. Adjusted EBITDA is defined as net profit (loss) before financial income (expense), net, income taxes, equity in earnings of investee and depreciation and amortization, further adjusted to exclude change in the fair value of the Forfeiture Shares and share-based compensation, which may vary from period-to-period. We caution investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by other issuers, because not all issuers calculate Adjusted EBITDA in the same manner. Adjusted EBITDA should not be considered as an alternative to net loss or any other performance measures derived in accordance with GAAP or as an alternative to cash flows from operating activities as a measure of our liquidity. For reconciliation of GAAP to non-GAAP measures, see Appendix.

Although we provide guidance for Adjusted EBITDA, we are not able to provide guidance for projected Net profit (loss), the most directly comparable GAAP measures. Certain elements of Net profit (loss), including share-based compensation expenses and forfeiture share valuations, are not predictable due to the high variability and difficulty of making accurate forecasts. As a result, it is impractical for us to provide guidance on Net profit (loss) or to reconcile our Adjusted EBITDA guidance without unreasonable efforts. Consequently, no disclosure of projected Net profit (loss) is included. For the same reasons, we are unable to address the probable significance of the unavailable information.

## Industry and Market Data; Trademarks, Service Marks and Copyrights

In this Presentation, we rely on and refer to certain information and statistics obtained from third-party sources which we believe to be reliable. We have not independently verified the accuracy or completeness of any such third-party information. You are cautioned not to give undue weight to such industry and market data. This Presentation may include trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners. Solely for convenience, some of the trademarks, service marks, trade names and copyrights referred to in this Presentation may be listed without the TM, SM, (c) or (r) symbols, but the Company will assert, to the fullest extent under applicable law, the right of the applicable owners, if any, to these trademarks, service marks, trade names and copyrights.



# Valens Semiconductor At a Glance

## Notable Track Record in the Audio-Video and Automotive Markets



### Audio-Video

Superior Connectivity,  
Deployed Across Multiple  
Verticals



### Automotive

Critical Technology for  
ADAS<sup>1</sup> and Autonomous  
Driving Cars



### Leveraging Our Connectivity Technology

Across Both Businesses



### Multi-Billion

Addressable Markets



**\$98.5M** 2023E Revenues<sup>2</sup>

**62.4%** 2023E Gross Margin<sup>2</sup>

**Adjusted EBITDA  
Breakeven** Targeted

Towards End of 2023<sup>2</sup>



### Fortress Balance Sheet

**\$164M** Working Capital<sup>3</sup>

**\$148M** Cash Balance<sup>4</sup>

# Leveraging Disruptive Connectivity Offerings Across Both Business Segments

## Audio-Video



The **incumbent solution for high-speed long reach audio-video connectivity**.  
**The de-facto industry standard**, supported by the HDBaseT alliance  
(co-founded with LG, Samsung, and Sony Pictures)

**Serving multiple verticals** – corporate, education, industrial, medical,  
and command & control

**Addressing the** trend of hybrid and remote work and learning models in  
corporate and education systems

**Established, growing and highly-profitable business**




## Automotive




**Unique technology** – the only high-speed connectivity solution supporting **multi-gigabit connectivity** over **unshielded cables and connectors**

**VA6000 automotive chipsets for infotainment (2Gbps).**

- Mercedes-Benz: **In mass production** since 09/2020; substantial year-over-year growth
- **Trucking safety application** partnership with  Stoneridge

**VA7000 automotive product family for ADAS and Autonomous Driving (8 Gbps).**

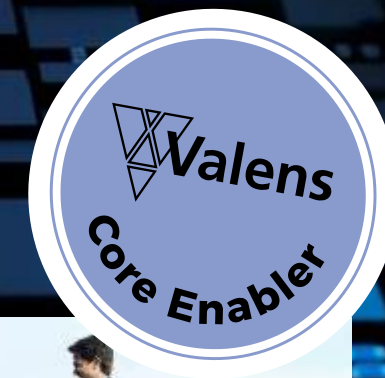
- Selected as the baseline for the  **mipi alliance A-PHY standard** for in-vehicle high-speed connectivity (09/2020)
- also adopted by  **IEEE** (2021)
- **Strong automotive industry ecosystem momentum** (Tier 1s, Tier 2s, OEMs)
- **Participating in several automotive OEM bids**



# Powering Millions of Audio-Video Products Globally

 **CRESTRON**  **logitech**  **SONY**  **Panasonic**  **SAMSUNG**

 **SIEMENS**  **EPSON**  **NEC**  **LG Electronics**  **Extron**  **HARMAN**



**Samsung's "The Wall"**  
Digital Signage



**Logitech Rally PLUS**  
Ultra-HD System



**Samsung "Terrace"**  
Outdoor TV



**Dräger Evita® V800**  
Ventilator



**Crestron FLEX Video**  
Conferencing



**Siemens Healthineers**  
3D Imaging Mobile C-Arm



**Epson BrightLink Interactive**  
Ultra Short-Throw Projector

# Growing Diversity of Business Opportunities in Audio-Video Connectivity



## Video Conferencing in Corporations and Education

Providing seamless video conferencing and educational experience in remote, hybrid and in-person models



## Industrial

Industry 4.0 increasingly relies on camera sensors and computer vision systems



## Medical Imaging

Integrated in diagnostic equipment, assisted surgical equipment, and operating room video distribution



## Command and Control Signage

Commercial advertising on public buses; municipalities and governments conveying public safety information





# Florida Modernizes Classrooms with Valens Semiconductor Audio-Video Connectivity Products

Deployed in school district with over 330,000 students

*"Florida's largest public school district's schools and teachers can now provide learning experience to a much broader audience. Logitech's superb camera technology, coupled with Valens Semiconductor's extension solution are empowering schools like those in Florida and other educational institutions in eliminating gender disparities, increasing access, and ensuring continuous and equitable education. We believe that there is great potential for this type of collaboration between Logitech and Valens Semiconductor in K-12, academic institutions and corporations."*

logitech

Sudeep Trivedi

Head of Alliances and Go-To-Market at Logitech



- **Part of an awarded Elementary and Secondary School Emergency Relief (ESSER) Funded Conference Cameras initiative**, and the county's 2021-2026 Strategic Plan
- **Prepare for and avoid future closures of schools (K-12<sup>(1)</sup>)** and enable improved student achievements
- **Logitech Cameras and Valens Audio-Video USB and Power extension solution** is an easy-to-install and cost-effective solution

(1) from kindergarten through 12<sup>th</sup> grade



# Automotive Connectivity Market – Key Drivers

## Valens Semiconductor Will Play an Essential Role in Reliable ADAS & Autonomous Driving



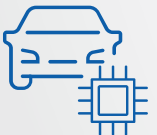
### Today's Car Architecture has Been Pushed to its Limits

- Space, weight and complexity
- Driving a growing need for increased bandwidth, zero latency, and long-reach connectivity



### Enhanced Connectivity and Processing Capabilities

- Proliferation of cameras, radars and LiDARs increasing in-vehicle data production



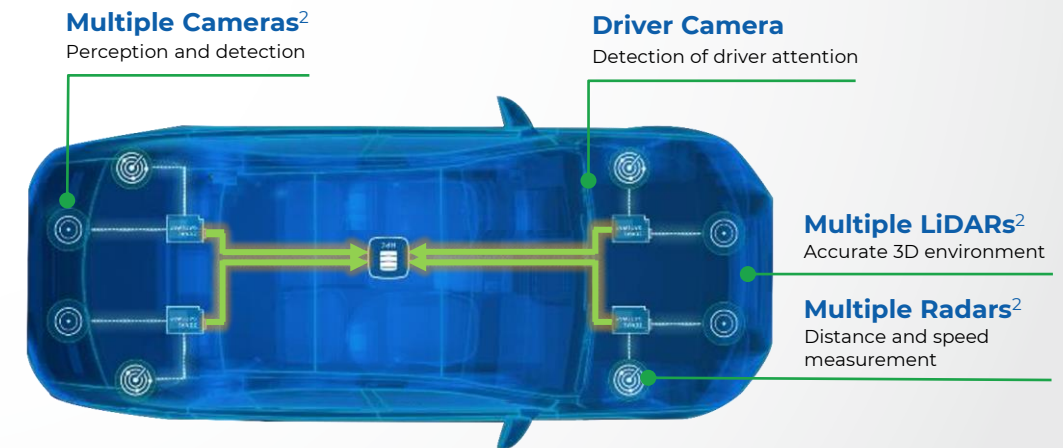
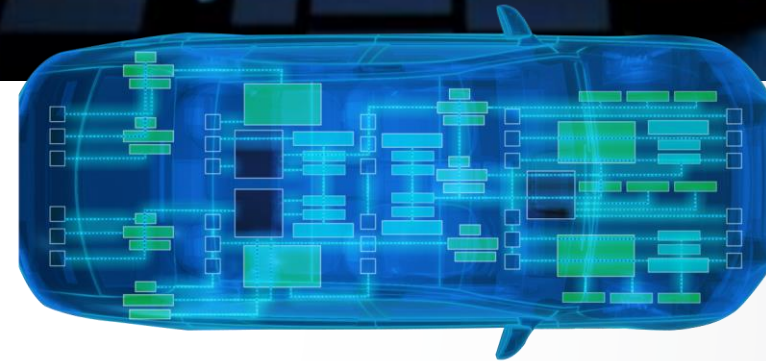
### Future Proof Technology Required to Enable Software-Defined Vehicles

- Centralized processing is facilitating faster adoption of software-defined vehicles
- Increased EMI<sup>1</sup> resilience



(1) EMI – Electromagnetic interference

(2) Illustrative only – cameras, radars and Lidars cover a surround view (front, back and sides of the car)



# Valens Provides a Future Proof Connectivity Technology, and is Well-Positioned with a Holistic Offering

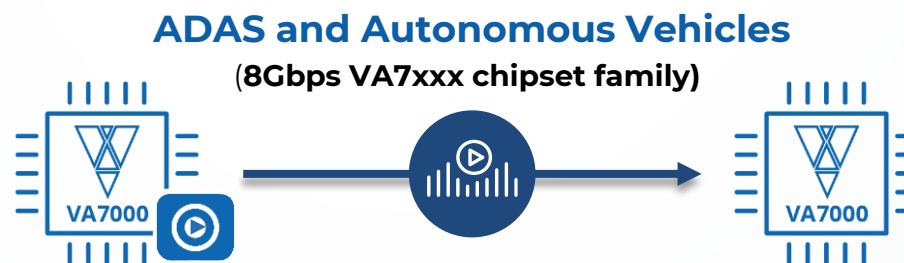
The Only High-speed Connectivity Solution Supporting Multi-gigabit Connectivity Over Unshielded Harness



**Symmetric  
Data Connectivity**  
(ECU to ECU)



**Non-Symmetric  
Video Connectivity**  
(Sensor to ECU,  
ECU to Display)



Mercedes-Benz



Stoneridge

Continental

HARMAN

molex



BOSCH

A-PHY standard adoption:

mipi alliance



Participating in several  
automotive OEM bids



# Valens' First Generation VA6000 Validated By Automotive Leaders

## Mercedes-Benz

*"One of Daimler's strategic focuses is to be a technological leader in 'green' technologies, safety, autonomous driving and connectivity. Valens Automotive is a perfect fit as its architectural benefits, reliability and robustness lead to a superior driving experience for our customers."*

**Daimler**  
**'Valens and Daimler Partner to Optimize In-Car Connectivity'**

### Enabling Superior Infotainment Connectivity in Mercedes Vehicles

- On the road and fully operational with VA6000, 1<sup>st</sup>-generation automotive chipsets
- Millions of VA6000 chips deployed
- Collaborating on multiple next-gen platforms in most car models
- Selling through leading automotive Tier-1s



# Valens' First Generation VA6000 Validated By Automotive Leaders

Valens Partnered with Stoneridge,  
a Leading Truck Technology Manufacturer, to  
Solve a Tractor Trailer Connectivity Challenge

Solving a Critical Safety Hazard and  
Reducing Fleet Operating Costs

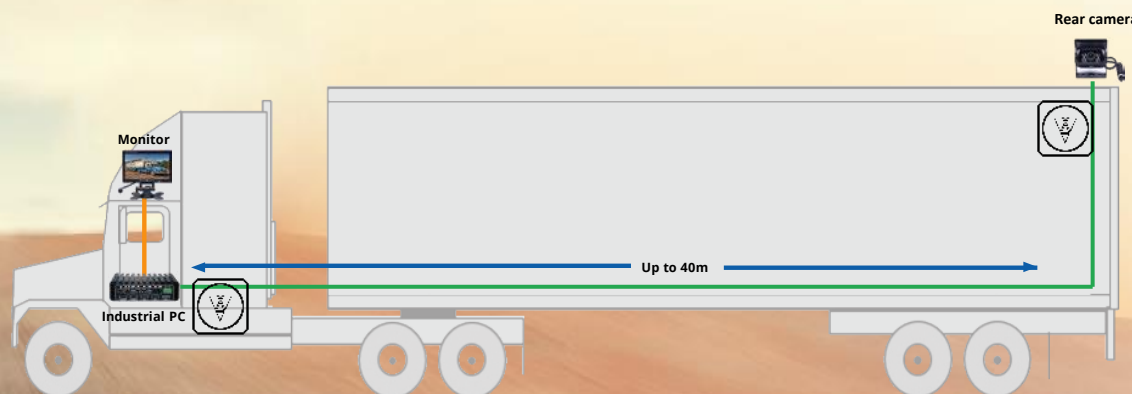


## Tackle Visibility Limitations (VA6000)

- Provide video connectivity between truck's tractor and trailer while protecting lives
- Valens supports high-speed data links of up to 130ft in a very rough and noisy environment

## Business Opportunity

- Foothold in profitable, high-margin truck market
- Automotive aftermarket potential





# Valens Semiconductor VA7000 Chipsets Gaining Traction

## Participating in Bids, Moving Towards Adoption by Automotive OEMs

**Industry Standard-Setter**  
Defining A-PHY Connectivity

mipi alliance

Valens' technology selected as the baseline for MIPI A-PHY standard; Royalty-free use

IEEE

IEEE adopted A-PHY as an automotive standard

**Valens VA7000**  
Industry-First

First-in-industry to ship 8Gbps A-PHY compliant chipsets to leading automotive OEMs and Tier 1s (Q4/21)

**Strong Ecosystem Momentum**  
Expanding Adoption

BOSCH Qualcomm intel KEYSIGHT TECHNOLOGIES  
SAMSUNG SUNNY OPTICAL TECHNOLOGY onsemi INNOVIZ  
SUMITOMO ELECTRIC in mobileye JasPar HOSIDEN  
OMNIVISION LG Innotek SONY TOSHIBA  
SYNOPSYS MEDIATEK LEAPARD NVIDIA XILINX

**Progressing Towards Mass Production**  
Design Wins

Participating in several automotive OEM bids

2020

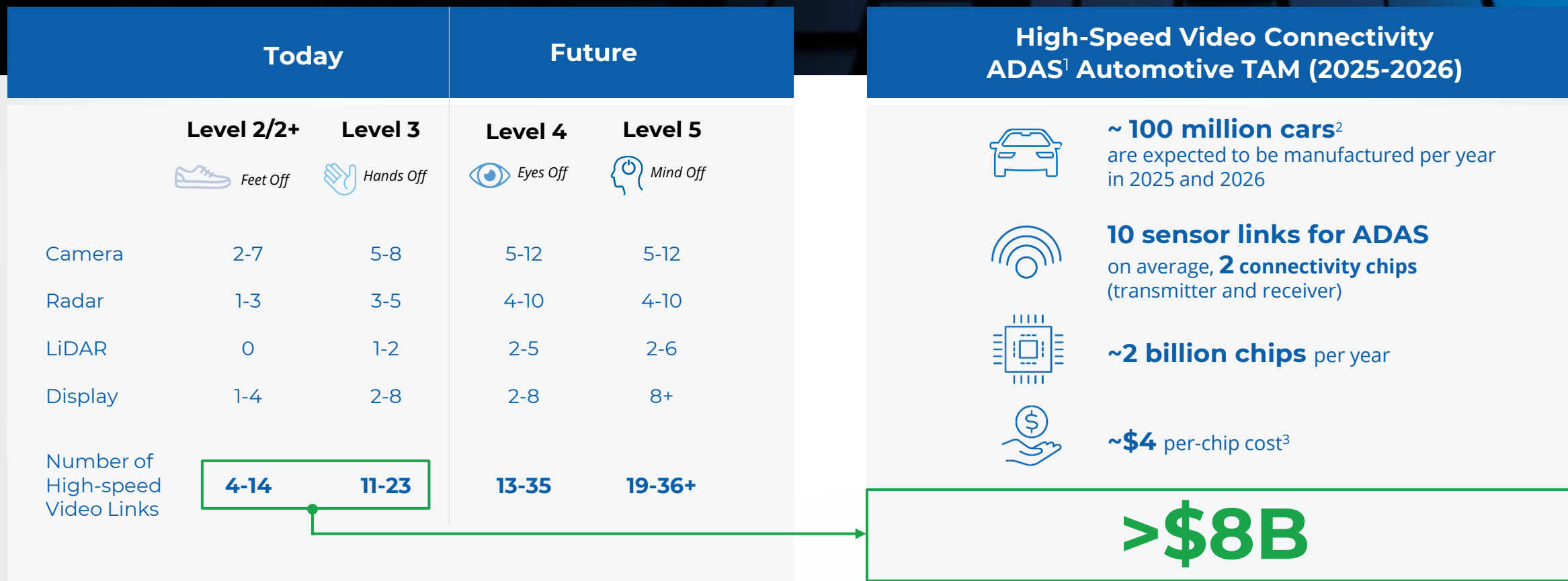
2021

2021

2022

Today

# Valens' Addressable Market Will be Further Fueled by the Growing Adoption of ADAS and Autonomous Driving





# Q4 and Full Year 2022 Highlights



## Record Quarterly and Annual Revenues

Greater than expected audio-video revenues.  
Doubled automotive revenues in 2022

## Solid Balance Sheet

Solid working capital and cash balance sheet, no debt

## Disruptive Connectivity Offerings

## Leveraged Across Both Business Segments



Automotive

**Strong Sales of the VA6000 Chipsets** Integrated into most Mercedes Benz car models

## Moving Toward Mass Production of the VA7000

- MIPI A-PHY validated by Japan's **JasPar**, and global Japanese automotive company **HOSIDEN**
- Participating in several automotive OEM bids



Audio-video

## Florida's Largest County Modernizes

**Classrooms** Completed first phase of installations in fourth largest US school district as part of the Elementary and Secondary School Emergency Relief (ESSER) Fund

## Successful Adoption of Recent Products

The VS3000, and the Power and USB Extender

# Maximizing Environmental, Social and Governance (ESG) Opportunities and Managing ESG risks



*"Our goal is to push the boundaries of connectivity to make the world a better place for our employees, customers, suppliers, investors, and communities."*

**Gideon Ben-Zvi,**  
**CEO of Valens Semiconductor**

## ► **Mission**

Enhance and accelerate connectivity in the dynamic and growing automotive and audio-video markets

## ► **Inaugural report FY2021**

Released September 2022

## ► **Written in accordance with**

Global Reporting Initiative (GRI)  
Sustainable Accounting Standards Board (SASB) and the United Nation's Sustainable Development Goals (SDGs)

## Key Accomplishments



**Environmental  
work plan**



**Target carbon  
neutrality by 2039**



**Female empowering  
sessions**



**Fostering diversity  
& inclusion**



**Industry-wide innovation  
standardization**



**Sponsoring educational programs  
and promoting fundraising events**



# UN Sustainable Development Goals (SDGs)

Valens Semiconductor's Core Business and ESG Strategies are Applicable to the Below SDGs:



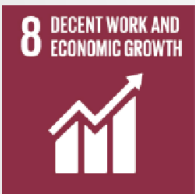
## GOOD HEALTH AND WELL-BEING

- Key enabler of lifesaving ADAS
- Help enable access to high quality essential healthcare services



## QUALITY EDUCATION

- Help enable high quality remote learning, contributing to improving accessibility, equitability and stability of education



## DECENT WORK AND ECONOMIC GROWTH

- Promote equitable economical growth by driving technological innovation and creating addressable industry-wide standards
- With Valens chipsets car manufacturers can enhance efficiency by substantially removing massive amounts of heavy cables



## INDUSTRY, INNOVATION & INFRASTRUCTURE

- Contribute to more efficient use of resources and the greater adoption of green and environmentally responsible technologies and industrial processes.



## SUSTAINABLE CITIES AND COMMUNITIES

- Valens technology facilitates road safety and sustainability
- Increasingly plays an essential role in ADAS, electric cars, and autonomous vehicles, helping to reduce congestion, energy consumption and emissions.



## RESPONSIBLE CONSUMPTION AND PRODUCTION

- Aim to lower energy and material consumption across the enormous automotive industry



## CLIMATE ACTION

- Help reduce the emissions and overall environmental footprint of the automotive sector, through advanced algorithms and component regulations
- The audio-visual technology is designed to improve the quality of video conferencing reducing the need for travel.

# Fourth Quarter Financial Highlights

Fourth Quarter 2022

vs.

Fourth Quarter 2021



› **Revenue:** \$23.5 million

› **Revenue:** \$20.7 million



› **Gross profit**<sup>1</sup>: \$16.0 million

› **Gross profit**<sup>1</sup>: \$14.8 million



› **Gross margin:** 68.3% (non-GAAP<sup>2</sup>: 69.2%)

› **Gross margin:** 71.2% (non-GAAP<sup>2</sup>: 71.5%)



› **Adjusted EBITDA**<sup>3</sup>: \$(4.6) million

› **Adjusted EBITDA**<sup>3</sup>: \$(7.0) million



› **Loss per share**<sup>4</sup>: \$0.07 (non-GAAP<sup>5</sup> \$0.03)

› **Loss per share**<sup>4</sup>: \$0.08 (non-GAAP<sup>5</sup> \$0.06)



**Working Capital**<sup>6</sup>: \$163.7 million

**Working Capital**<sup>6</sup>: \$183.2 million

**Cash Balance**<sup>6</sup>: \$148.4 million, no debt

**Cash Balance**<sup>6</sup>: \$174.4 million, no debt

(1) GAAP Gross Profit excluding share-based compensation and depreciation expenses, divided by revenue. For the three months ended December 31, 2022, and 2021, share-based compensation and depreciation expenses were \$202 thousand and \$70 thousand, respectively. For reconciliation of GAAP to non-GAAP measures, see Appendix.

(2) Non-GAAP Gross Margin is defined as: GAAP Gross Profit excluding share-based compensation and depreciation expenses, divided by revenue.

(3) Adjusted EBITDA is defined as Net profit (loss) before financial income (expense), net, income taxes, equity in earnings of investee, and depreciation and amortization, further adjusted to exclude share-based compensation and change in fair value of Forfeiture Shares, which may vary from period-to-period. We caution investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by other issuers, because not all issuers calculate Adjusted EBITDA in the same manner. Adjusted EBITDA should not be considered as an alternative to Net loss or any other performance measures derived in accordance with GAAP or as an alternative to cash flows from operating activities as a measure of our liquidity. Please refer to the appendix at the end of this presentation for a reconciliation to the most directly comparable measure in accordance with GAAP.

(4) Weighted average number of shares used in calculation of net loss per share was 98,632,019 for Q4 2022 compared to 97,105,948 for Q4 2021.

(5) Non-GAAP Loss per Share as GAAP Net Loss adjusted to exclude the following: Stock based compensation, depreciation, and the change in fair value of Forfeiture Share divided by the weighted average number of shares used in calculation of net loss per share

(6) Working Capital is calculated as Total Current Assets Less Total Current Liabilities. Cash Balance defined as cash, cash equivalents and short-term deposits. Both as of December 31, 2022, and 2021 respectively.

# Full Year Financial Highlights

Year Ended

December 31, 2022

vs.

Year Ended

December 31, 2021



› **Revenue:** \$90.7 million

› **Revenue:** \$70.7 million



› **Gross profit**<sup>1</sup>: \$63.4 million

› **Gross profit**<sup>1</sup>: \$50.6 million



› **Gross margin:** 69.9% (non-GAAP<sup>2</sup>: 70.7%)

› **Gross margin:** 71.6% (non-GAAP<sup>2</sup>: 71.8%)



› **Adjusted EBITDA**<sup>3</sup>: \$(14.9) million

› **Adjusted EBITDA**<sup>3</sup>: \$(16.1) million



› **Loss per share**<sup>4</sup>: \$0.28 (non-GAAP<sup>5</sup> \$0.17)

› **Loss per share**<sup>4</sup>: \$1.15 (non-GAAP<sup>5</sup> \$0.47)

(1) GAAP Gross Profit excluding share-based compensation and depreciation expenses, divided by revenue. For the year ended December 31, 2022, and 2021, share-based compensation and depreciation expenses were \$712 thousand and \$168 thousand respectively. For reconciliation of GAAP to non-GAAP measures, see Appendix

(2) Non-GAAP Gross Margin is defined as: GAAP Gross Profit excluding share-based compensation and depreciation expenses, divided by revenue.

(3) Adjusted EBITDA is defined as net profit (loss) before financial income (expense), net, income taxes, equity in earnings of investee and depreciation and amortization, further adjusted to exclude share-based compensation and change in fair value of Forfeiture Shares, which may vary from period-to-period. We caution investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by other issuers, because not all issuers calculate Adjusted EBITDA in the same manner. Adjusted EBITDA should not be considered as an alternative to net loss or any other performance measures derived in accordance with GAAP or as an alternative to cash flows from operating activities as a measure of our liquidity. Please refer to the appendix at the end of this presentation for a reconciliation to the most directly comparable measure in accordance with GAAP.

(4) Weighted average number of shares used in calculation of net loss per share was 97,820,782 for the year ended December 31, 2022, compared to 33,031,205 for the year ended December 31, 2021. For reconciliation of Net Loss to Adjusted EBITDA, see the Appendix.

(5) Non-GAAP Loss per Share is defined as GAAP Net Loss adjusted to exclude the following: Stock based compensation, depreciation, and the change in fair value of Forfeiture Share divided by the weighted average number of shares used in calculation of net loss per share



# Expected<sup>1</sup> Adjusted EBITDA Breakeven Towards End of 2023, and Cashflow Positive Starting 2024

**Remain focused on delivering value to our stakeholders by:**

- Increasing revenues year after year

- Optimizing margins
- Diligently managing company's operations

- Targeting Adjusted EBITDA breakeven towards end of 2023<sup>1</sup>

- Ultimate goal is to achieve and then continue to amplify profitability

## First Quarter 2023 Guidance<sup>1</sup>



› **Revenue:** \$23.6-\$23.8 million



› **Gross margin:** 63.0%-63.4%



› **Adjusted EBITDA<sup>2,3</sup>:** \$(6.5)-\$(5.9) million

## Full Year 2023 Guidance<sup>1</sup>

› **Revenue:** \$97-\$100 million

› **Gross margin:** 62.0%-62.7%

› **Adjusted EBITDA<sup>2</sup>:** \$(15.4)-\$(13.6) million



• **Breakeven of Adjusted EBITDA<sup>1,2</sup> expected by the end of 2023<sup>1</sup>**

• **Targeting to be cashflow positive starting 2024<sup>1</sup>**

# Summary



**Large addressable markets - Automotive and Audio-Video**



**Leveraging disruptive connectivity technology across both businesses**



**Track record of leadership driving increased revenues**



**Compelling financial model with clear path to profitability**



**Thank you**



[investors@valens.com](mailto:investors@valens.com)  
[www.valens.com](http://www.valens.com)





# Appendix



# Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
Net Loss	(7,317)	(7,973)	(27,667)	(26,534)
Adjusted to exclude the following:				
Change in fair value of Forfeiture Shares	865	173	(2,907)	173
Financial expense (income), net	(1,684)	(993)	1,770	(1,102)
Income taxes	41	169	451	407
Equity in earnings of investee	(5)	(1)	(16)	(10)
Depreciation	361	312	1,377	1,099
Stock-based compensation expenses	3,129	1,362	12,089	9,869
<b>Adjusted EBITDA</b>	<b>(4,610)</b>	<b>(6,951)</b>	<b>(14,903)</b>	<b>(16,098)</b>

The table above provides a reconciliation of Net loss to Adjusted EBITDA, a non-GAAP measure. Adjusted EBITDA is defined as Net profit (loss) before financial income (expense), net, income taxes, equity in earnings of investee and depreciation and amortization, further adjusted to exclude share-based compensation and change in fair value of Forfeiture Shares, which may vary from period-to-period. We caution investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by other issuers, because not all issuers calculate Adjusted EBITDA in the same manner. Adjusted EBITDA should not be considered as an alternative to Net loss or any other performance measures derived in accordance with GAAP or as an alternative to cash flows from operating activities as a measure of our liquidity.

Although we provide guidance for Adjusted EBITDA, we are not able to provide guidance for projected Net profit (loss), the most directly comparable GAAP measures. Certain elements of Net profit (loss), including share-based compensation expenses and warrant valuations, are not predictable due to the high variability and difficulty of making accurate forecasts. As a result, it is impractical for us to provide guidance on Net profit (loss) or to reconcile our Adjusted EBITDA guidance without unreasonable efforts. Consequently, no disclosure of projected Net profit (loss) is included. For the same reasons, we are unable to address the probable significance of the unavailable information.