



ATERIAN

Aterian Management Participates in 16th Annual Needham Technology & Media Conference

May 20, 2021

Anna Andreeva, Senior Analyst & Managing Director covering the Consumer E-Commerce Sector, Interviews Yaniv Sarig, Co-Founder & CEO, and Arturo Rodriguez, CFO

Fireside Chat Highlights How the Company's Proprietary Technology Enables Growth and Fuels M&A

NEW YORK, May 20, 2021 (GLOBE NEWSWIRE) -- Aterian, Inc. (Nasdaq: ATER) ("Aterian" or the "Company") today announced a recap of Co-Founder & CEO, Yaniv Sarig, and CFO Arturo Rodriguez's participation in the 16th Annual Needham Technology & Media Conference on May 17, 2021. In a broad interview, Needham Senior Analyst, Anna Andreeva, Mr. Sarig and Mr. Rodriguez discussed a range of topics including: the Company's overall strategy, how its proprietary technology-enabled software platform AIMEE operates and enables the success of not only its organic growth but also the Company's acquisition strategy.

To view the full fireside chat, please visit:

<https://wsj.com/webcast/needham108/mwk/2085061>

Aterian's Upcoming Events Calendar

May 25, 2021: Jefferies Consumer & eCommerce Summit: Building Brands that Resonate Across the Spectrum of Online Retail Panel

June 2, 2021: RBC Capital Markets Global Consumer & Retail Conference

June 22, 2021: Jefferies Virtual Consumer Conference & Digital Gaming Day

About Aterian, Inc.

Aterian, Inc. (Nasdaq: ATER), is a leading technology-enabled consumer products platform that builds, acquires, and partners with best-in-class e-commerce brands by harnessing proprietary software and an agile supply chain to create top selling consumer products. The Company's cloud-based platform, Artificial Intelligence Marketplace Ecommerce Engine (AIMEE™), leverages machine learning, natural language processing and data analytics to streamline the management of products at scale across the world's largest online marketplaces, including Amazon, Shopify and Walmart. Aterian has thousands of SKUs across 14 owned and operated brands and sells products in multiple categories, including home and kitchen appliances, health and wellness, beauty and consumer electronics.

Forward Looking Statements

All statements other than statements of historical facts included in this press release and the fireside chat that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements including, in particular, the statements regarding our projected revenue per employee, target EBITDA margins, our expectations regarding overhead costs, our expectations regarding global international expansion, our expectations regarding M&A targets, our expectations regarding new product launches and our M&A strategy.

These forward-looking statements are based on management's current expectations and beliefs and are subject to a number of risks and uncertainties, all of which are difficult to predict and many of which are beyond our control and could cause actual results to differ materially and adversely from those described in the forward-looking statements. These risks and uncertainties include, but are not limited to, those related to the impact of the COVID-19 pandemic including its impact on consumer demand, our cash flows, financial condition and revenue growth rate; our supply chain including sourcing, manufacturing, warehousing and fulfillment, including with respect to existing disruptions we are experiencing due to the COVID-19 pandemic; our ability to manage expenses, working capital and capital expenditures efficiently; our business model and our technology platform; our ability to disrupt the consumer products industry; our ability to grow market share in existing and new product categories, our ability to successfully complete PPE transactions; our ability to generate profitability and stockholder value; international tariffs and trade measures; inventory management, product liability claims, recalls or other safety and regulatory concerns; reliance on third party online marketplaces; seasonal and quarterly variations in our revenue; acquisitions of other companies and technologies and our ability to integrate any such companies and technologies with our business; and other factors discussed in the "Risk Factors" section of our most recent periodic reports filed with the Securities and Exchange Commission ("SEC"), all of which you may obtain for free on the SEC's website at www.sec.gov.

Although we believe that the expectations reflected in our forward-looking statements are reasonable, we do not know whether our expectations will prove correct. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof, even if subsequently made available by us on our website or otherwise. We do not undertake any obligation to update, amend or clarify these forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.

Investor Contact:

Ilya Grozovsky
Director of Investor Relations & Corp. Development
Aterian, Inc.
ilya@aterian.io
917-905-1699

Media Contact:

Andrew Blecher
Communications
andrew@aterian.io