



TECHNOLOGY
DRIVEN BY
PEOPLE

INVESTOR PRESENTATION **MAR 2021**

UTILIZING ADVANCED
TECHNOLOGY
**TO MAKE
PEOPLE'S LIVES
& BUSINESSES
BETTER**

OUR **OFFERINGS**

stolen
vehicle
recovery



fleet
management



connected
car services



USAGE-BASED INSURANCE

Insurance Personalization

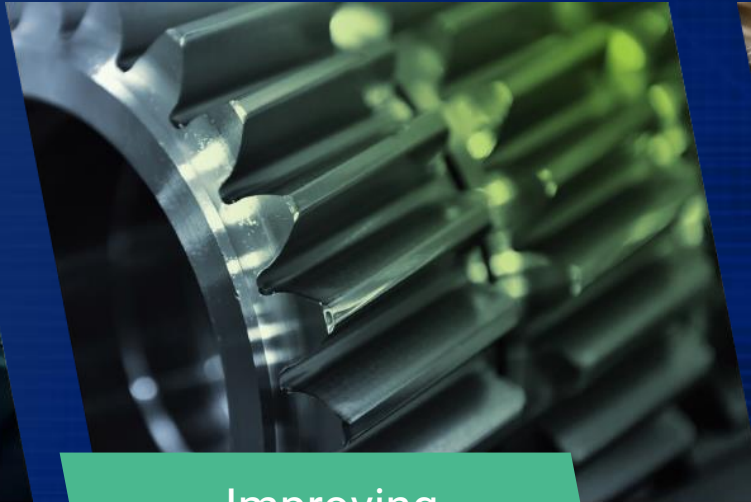
Launched April 2019



WHY?



Lower risk
premium



Improving
efficiencies



The driving
experience

REACHING OUR
CUSTOMERS



After market sales



OEM/car manufacturers



Insurance companies

70%+

Recurring
subscription fees from

1.77m
subscribers



30%

one-time product
fees bringing the
customer initially

RECURRING
REVENUE MODEL

GLOBAL PRESENCE



HEADQUARTERED



DISTRIBUTOR

SELECTED PARTNERS AND CUSTOMERS



SUBSCRIBER GROWTH

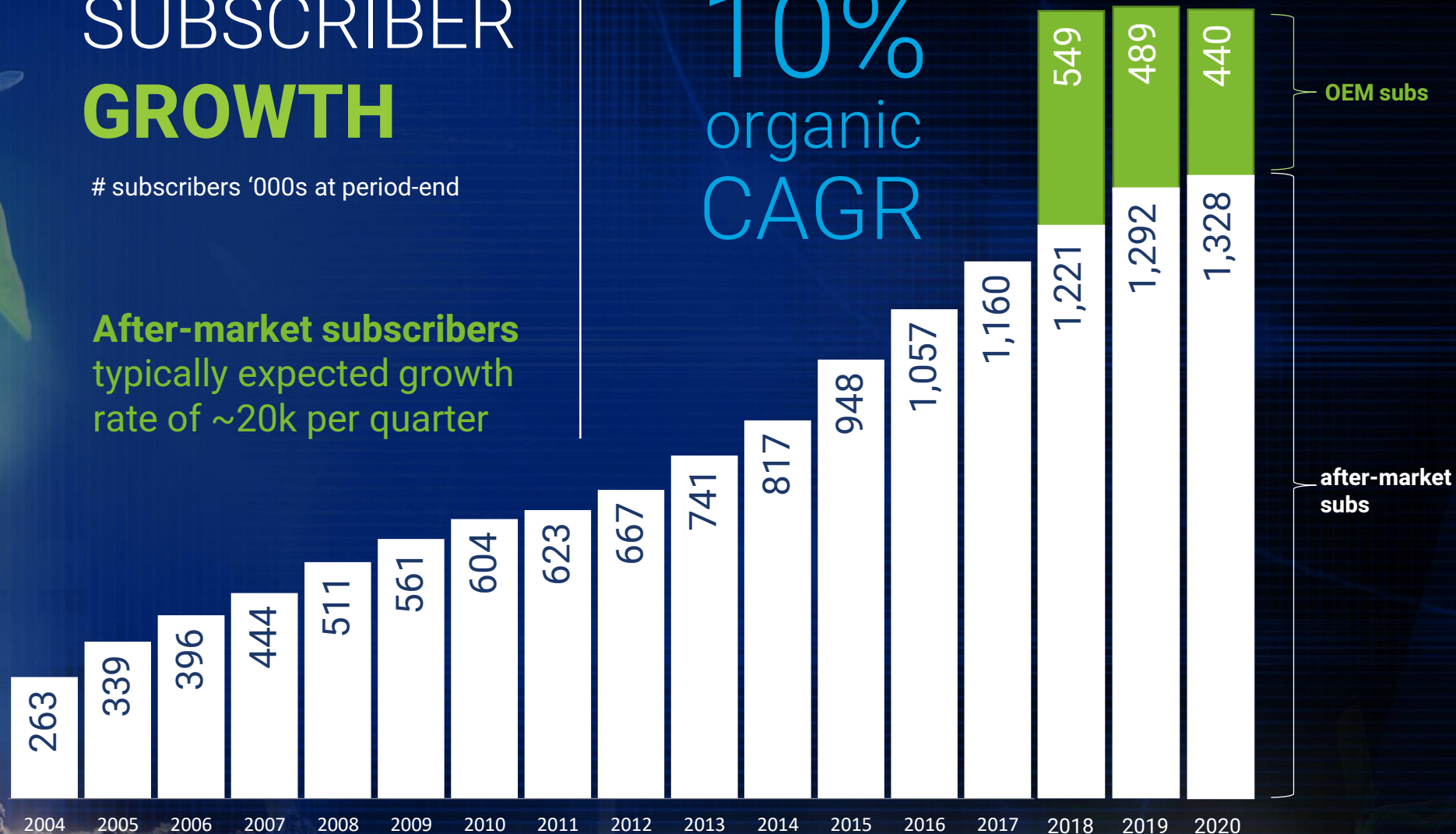
subscribers '000s at period-end

After-market subscribers
typically expected growth
rate of ~20k per quarter

After-market sub growth at

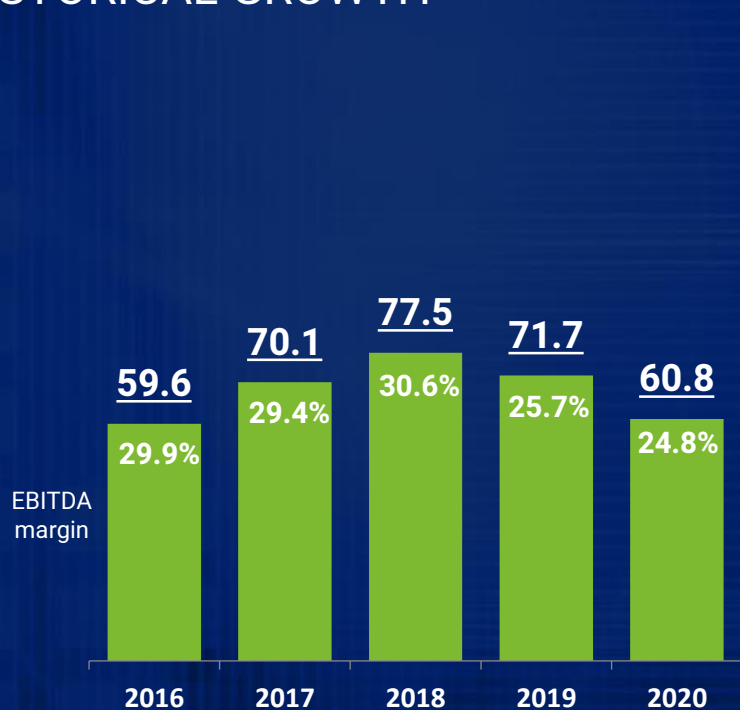
10%
organic
CAGR

1.77m
total subs

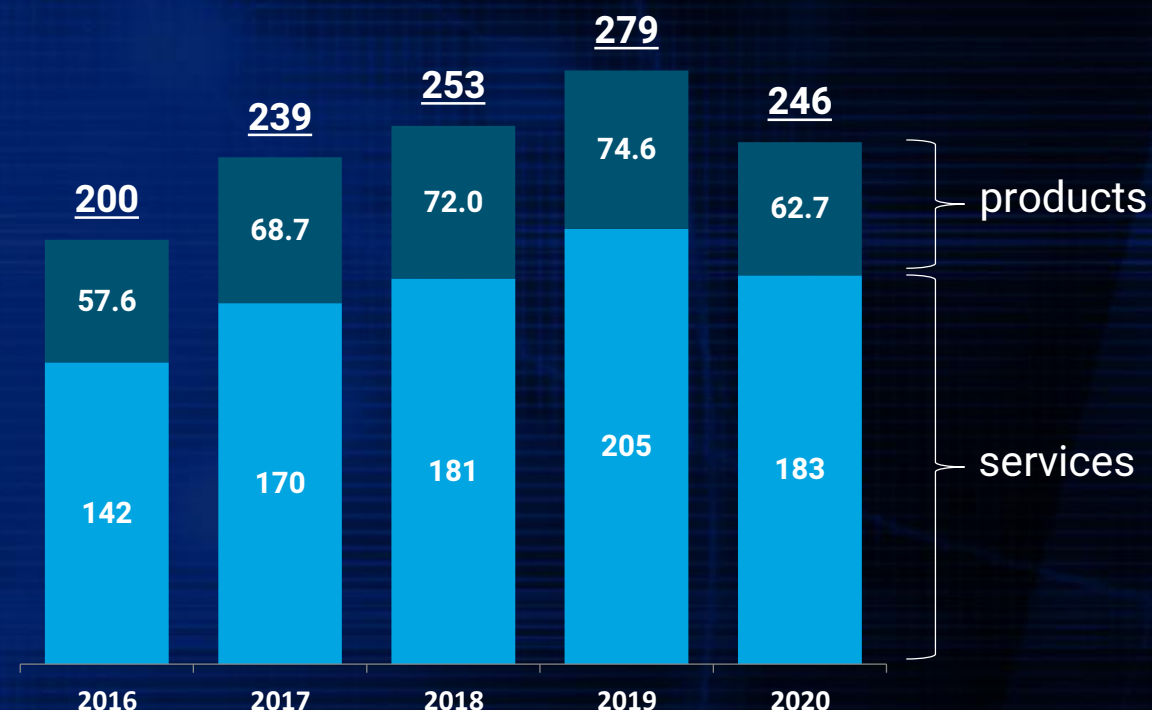


FINANCIAL PERFORMANCE & MODEL

LONG-TERM HISTORICAL GROWTH



EBITDA*



Revenue

*2019 & 2020 excludes impairment charges related to the acquisition of Road Track Holdings

QUARTER'S RESULTS

FOURTH QUARTER 2020

COMPARED WITH PRIOR QUARTER



Revenue

- ❖ Continued **sequential improvement** in revenues & income
- ❖ **After-market subscriber increase**: 21k net
- ❖ **OEM subscriber loss**: 5k net
- ❖ In local current terms, **EBITDA** grew 17%
- ❖ \$16.5m in **operating cash flow**
- ❖ **CEO**: “We expect the positive trend to continue in the quarters ahead.”



EBITDA



Net income



FY2020 IMPACT FROM **CORONA PANDEMIC**

Resilient business model: Recurring revenue from ~1.7m+ subscribers

Slowdown in new subscribers adds due to lower new car sales
somewhat balanced by lower churn rate

Early cost cutting initiatives & efficiency measures in H1 2020
protecting profitability: maintained profitability & strong cash flow despite
revenue decline

\$280M

IN RETURNS TO SHAREHOLDERS SINCE 2005

Q4 2020

- restarted dividend payments
- Issued \$10m dividend
- New quarterly policy of \$3m+

DIVIDENDS
ISSUED

\$273M



CURRENT
MARKET CAP

~\$500M

SHARES
BOUGHT BACK

\$6M

VENTURING INTO NEW AREAS



Indian market:

250m+
registered vehicles

MOBILITY INNOVATION CENTER

DRIVE 
FUTURE MOBILITY NOW

HONDA
The Power of Dreams

MAYER
CARS AND TRUCKS CO. LTD

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DRIVEN BY
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Cox
AUTOMOTIVE™

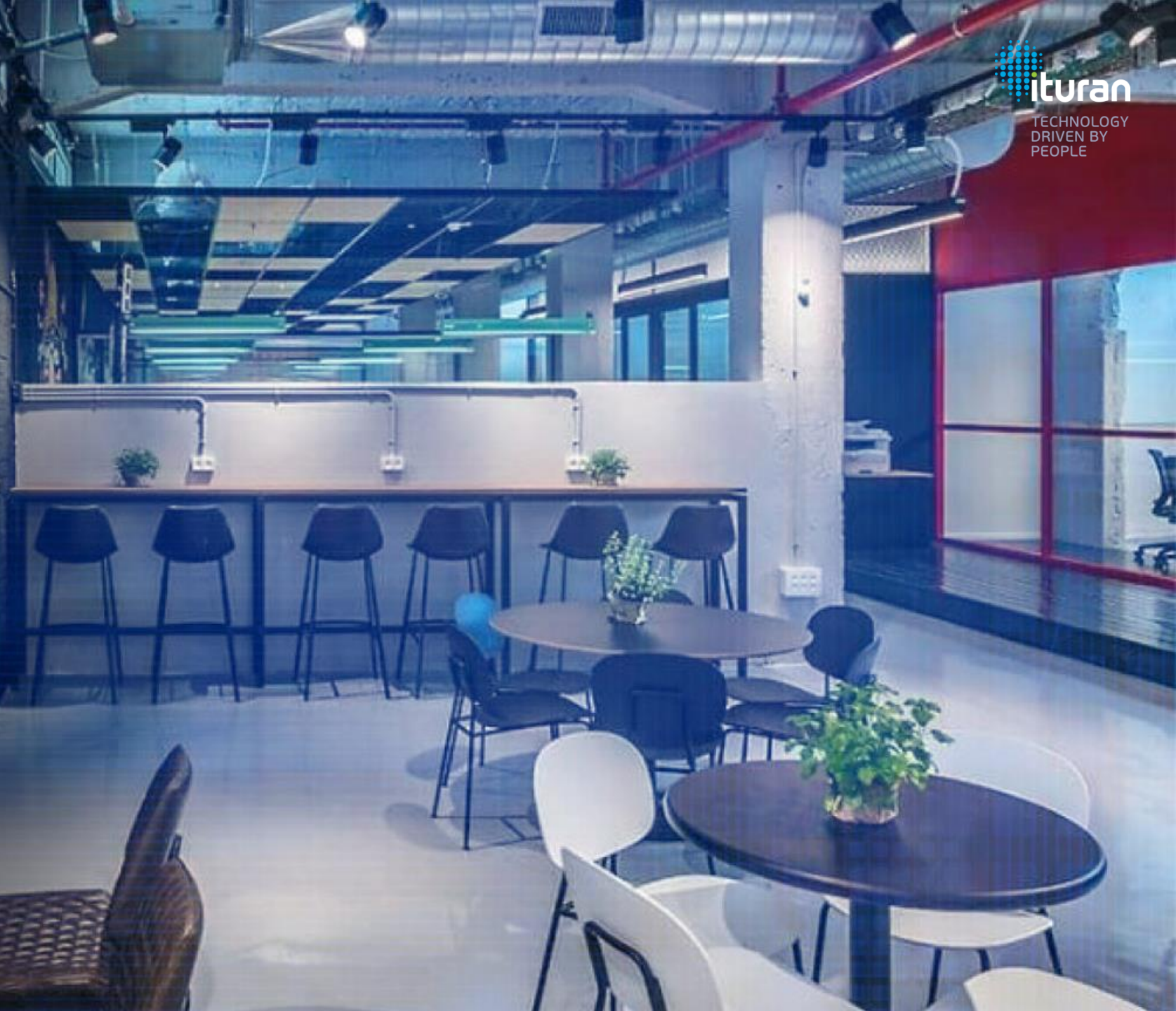
NEC

Hertz

NEXTGEAR
VENTURES

*powering Israel's
smart mobility*

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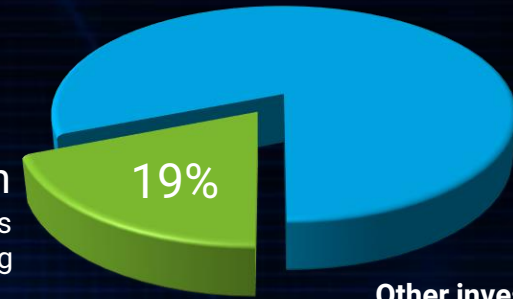
BRINGG

THE DELIVERY
OPERATIONS PLATFORM

Mission Critical Delivery & Fulfillment

SaaS technology to rapidly improve pickup and delivery speed, capacity, and customer experience at scale.

Ituran
holdings
in Bringg



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Other investors include:
Coca-Cola, Viola, Salesforce,
OG Tech, GLP, Next47, Aleph,
Pereg, Cambridge Capital

- **April 2020:** Raised **\$30m** at valuation of over **\$200m***; total funding to date \$88m
- Bringg recorded at **book value of \$0.7m** on Ituran's balance sheet

*based on reports in the local press



THANK
YOU!

