



ituran

TECHNOLOGY
DRIVEN BY
PEOPLE

INVESTOR PRESENTATION

SEPTEMBER 2022

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



stolen
vehicle
recovery



fleet
management



connected
car services

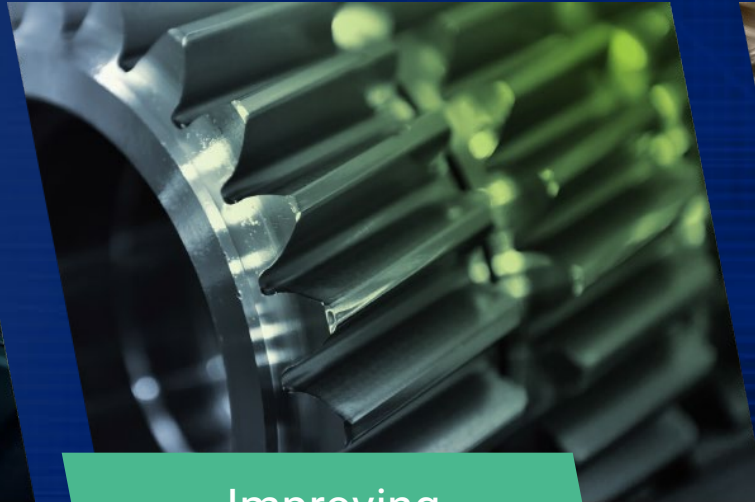


OUR OFFERINGS

WHY?



Lower risk
premium



Improving
efficiencies



The driving
experience

REACHING OUR
CUSTOMERS



After market sales



OEM/car manufacturers



Insurance companies

75%+

Recurring
subscription fees from

2m
subscribers



25%

one-time product
fees bringing the
customer initially

RECURRING
REVENUE MODEL



GLOBAL PRESENCE



HEADQUARTERED



DISTRIBUTOR

SELECTED PARTNERS AND CUSTOMERS





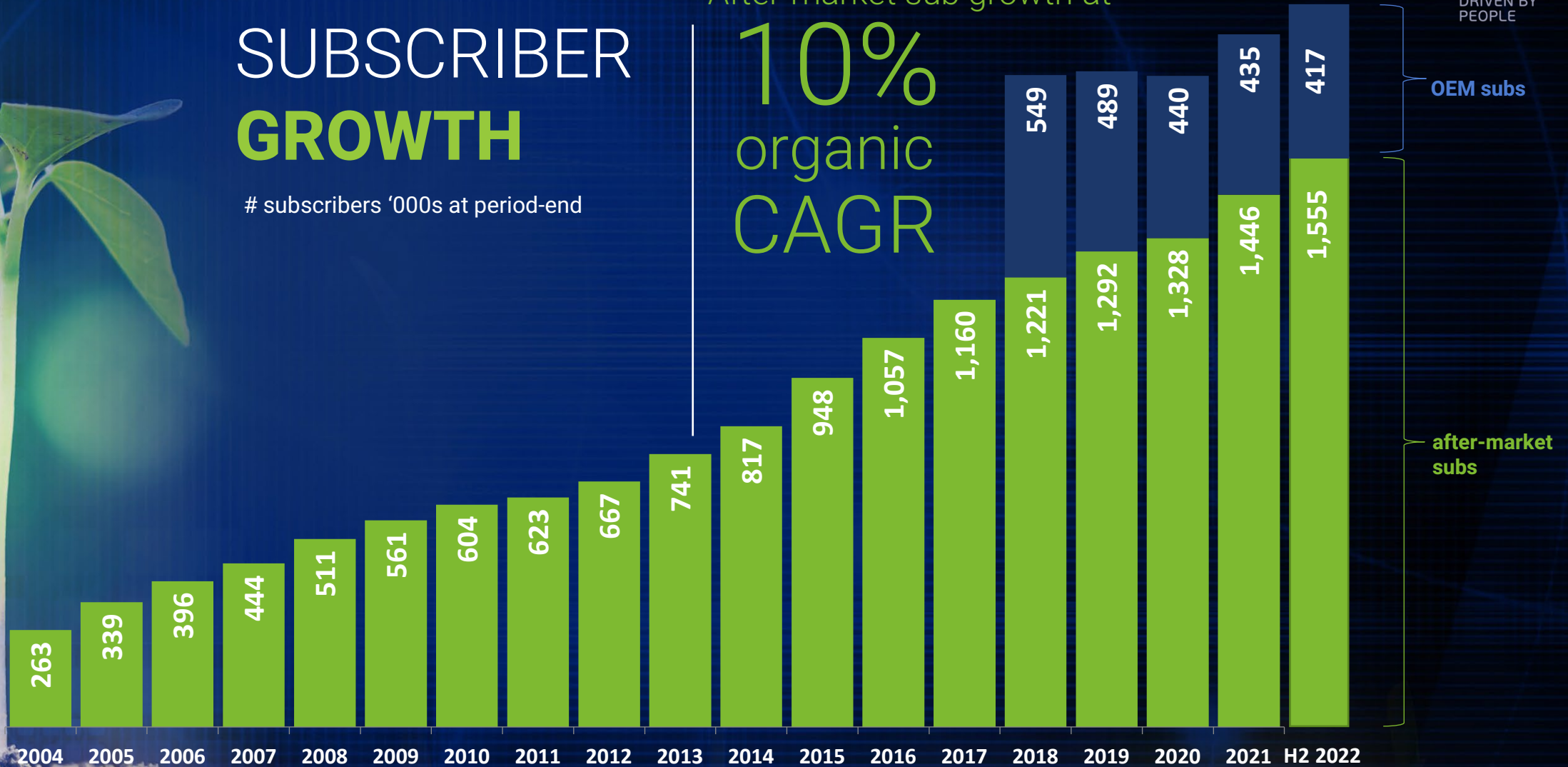
SUBSCRIBER GROWTH

subscribers '000s at period-end

After-market sub growth at

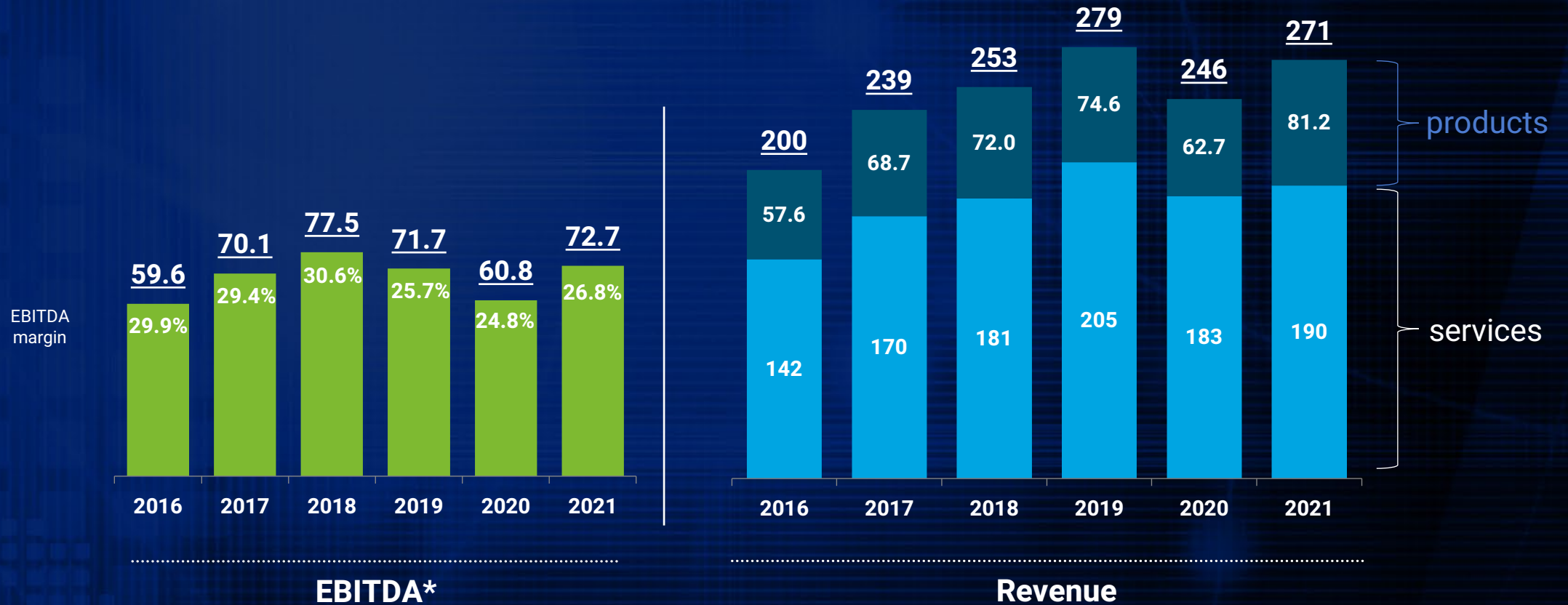
10% organic CAGR

1.97m
total subs



FULL YEAR FINANCIAL PERFORMANCE & MODEL

LONG-TERM HISTORICAL GROWTH



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

QUARTER'S RESULTS

SECOND QUARTER 2022

- ❖ Continued year-over-year **improvement** in revenue and profit
- ❖ Very strong aftermarket **subscriber growth (50k)**
- ❖ Supply chain issues impacted product gross margin in H1 but expected to ease toward year-end
- ❖ \$10.9m in **operating cash flow**
- ❖ \$3m **dividend**
- ❖ **Continued buy-back**: purchased \$3.4m of 147k shares



\$315M

IN RETURNS TO SHAREHOLDERS SINCE IPO IN 2005

Q2 2022

- Issued \$3m dividend
(renewed in Q4 2020)
- \$3.4m shares bought back
(renewed in April 2022)

DIVIDENDS
ISSUED
\$298M



CURRENT MARKET CAP
~\$490M

\$13m in balance sheet net cash

SHARES BOUGHT BACK
\$17M



BRINGG

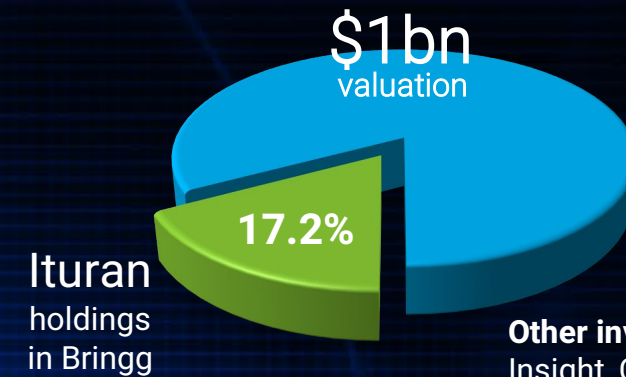
THE DELIVERY
OPERATIONS PLATFORM

Mission Critical Delivery & Fulfillment

\$1bn valuation
as of June 2021 investment round

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

- \$100m round led by Insight VC & included 7 other existing investors
- Bringg recorded at **book value of \$0.7m** on Ituran's balance sheet
 - *Hidden asset: current Bringg market value not accounted for*
- Ituran seeded Bringg in 2013 and remains largest investor with 17.2%



Ituran
holdings
in Bringg

\$1bn
valuation

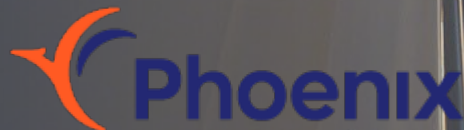
Other investors include:
Insight, Coca-Cola, Viola,
Salesforce, OG Tech, GLP,
Next47, Aleph, Pereg,
Cambridge Capital



GROWTH ENGINE USAGE-BASED INSURANCE

Insurance Personalization

Launched April 2019



Working
with all the
major
Israeli
insurance
companies

NEW GROWTH ENGINES FOR 2022

ADDITIONAL VECTORS FOR FUTURE GROWTH

Financing & Leasing Co's

- Growth engine in Brazil & Mexico
- Targeting:
 - second-hand car financing companies
 - car leasing companies' fleets

Ituran Mob Car Sharing

- JV in Brazil of which Ituran holds 50%+
- Initially targeting fleets and businesses

DRIVERS:

- Difficulty of buying new cars
- Strong activity second-hand car market
- Growth in the sharing economy

GROWTH ENGINE

SERVICES TO FINANCING PROVIDERS

Initiated services to key financing providers in mid-2021

Corona economic
slowdown in Latam



Fintech companies leveraging
the increased interest in the
second-hand market

VENTURING INTO NEW GEOGRAPHIES



Indian market:

250m+
registered vehicles



MOBILITY INNOVATION CENTER

DRIVE 
FUTURE MOBILITY NOW

HONDA
The Power of Dreams

MAYER
CARS AND TRUCKS CO. LTD

 **ituran**
TECHNOLOGY
DRIVEN BY
PEOPLE



Cox
AUTOMOTIVE™

NEC

Hertz

NEXTGEAR
VENTURES

*powering Israel's
smart mobility*

 **ituran**

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THANK
YOU!

