



TECHNOLOGY  
DRIVEN BY  
PEOPLE

**INVESTOR PRESENTATION**

**JUNE 2024**

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



A Telematics  
SAAS Company

# OUR **OFFERINGS**

stolen  
vehicle  
recovery



fleet  
management



connected car  
solutions



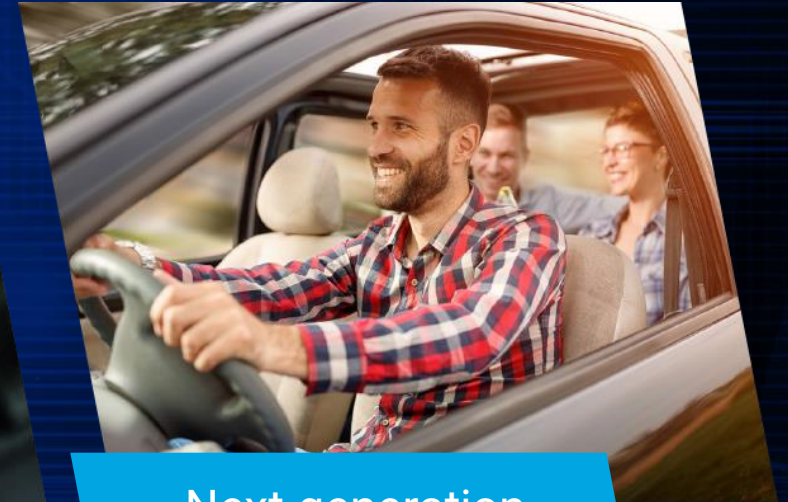
# WHY?



Asset Protection



Improving  
Efficiencies



Next-generation  
Driving Experience

OUR MARKET  
**SEGMENTS**



After-Market



OEM/Car Manufacturers



Finance Companies



Insurance Companies



70%+

Recurring  
subscription  
fees from

2.3m  
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 sub growth at

11%  
organic  
CAGR

2.29m  
total subs



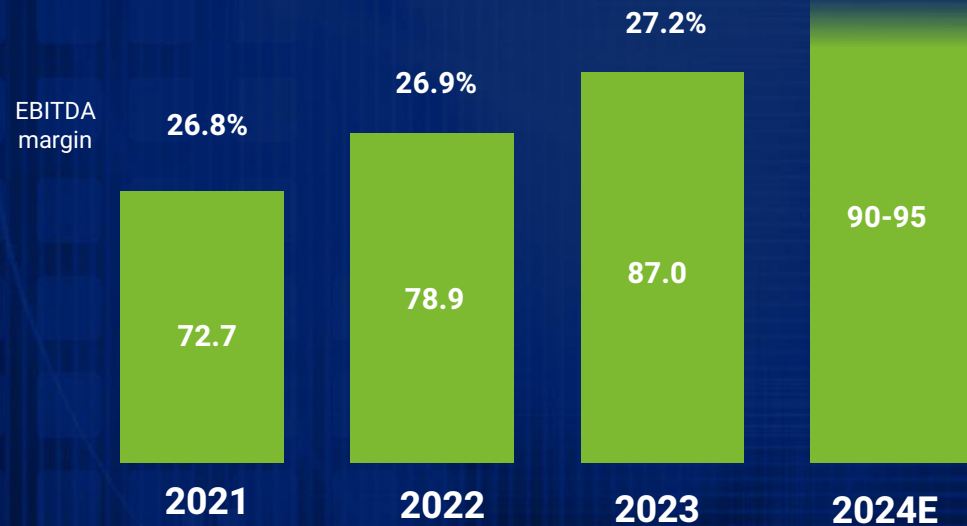
OEM subs

after-market  
subs

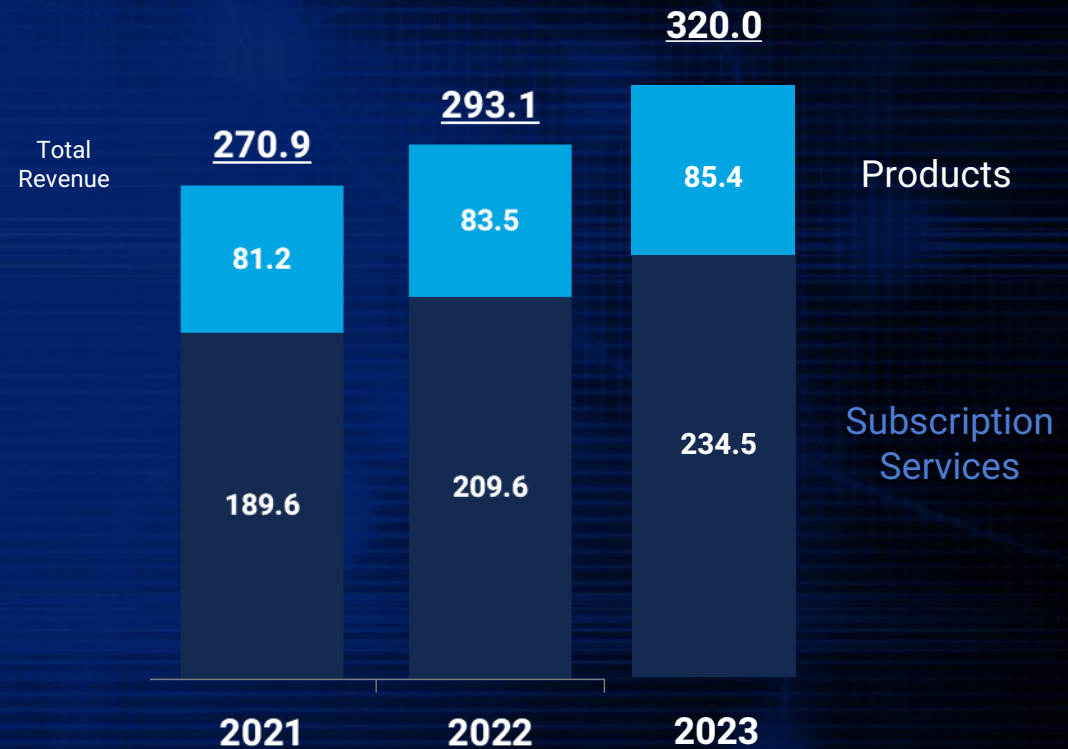
# FINANCIALS

## PERFORMANCE & MODEL

### LONG-TERM HISTORICAL GROWTH



EBITDA (\$m)\*



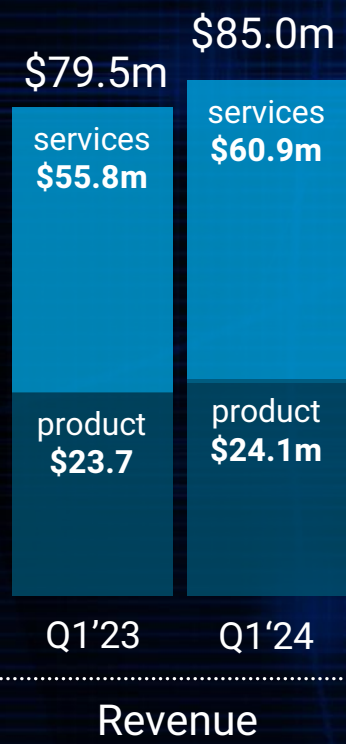
Revenues (\$m)

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

# QUARTER'S RESULTS

## FIRST QUARTER 2024

- ❖ Record financial metrics across the board
- ❖ Solid net subscriber growth: aftermarket 33k & OEM 6k
- ❖ Operating cash flow of \$11.4m
- ❖ Quarter end net-cash of \$54m;
- ❖ Reiterates 2024 EBITDA guidance of \$90-95m



# \$380M

## IN RETURNS TO SHAREHOLDERS SINCE 2005 IPO

### Q1 2024

- Increased dividend policy in 2023 from \$3m/q in Q2 to \$5m/q in Q3 to \$8m/q in Q4
- Announced \$8m dividend for Q1 2024

DIVIDENDS  
ISSUED SINCE IPO  
**\$320M**



CURRENT MARKET CAP  
**~\$550M**

\$54m in balance sheet net cash

SHARES BOUGHT BACK  
**\$60M**

# BIG-DATA AS A GROWTH ENGINE

## ADDITIONAL VECTORS FOR FUTURE GROWTH

### Financing & Leasing Co's

- Brazil & Mexico
- Targeting:
  - Car financing companies
  - Car leasing fleets

### Ituran Mob Car Sharing Platform

- Targeting:
  - Car rental companies
  - Advanced car sharing solutions

### Big Data

- Leveraging Ituran's 2.3m active units for the benefit of customers including:
  - Road operators
  - Cities & municipalities
  - Retail malls and stores

# VENTURING INTO NEW GEOGRAPHIES



Indian market:

**250m+**  
registered vehicles

via joint venture with Lumax



# 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*

**DENSO**  
Crafting the Core

**GOODYEAR**

**Novelis**

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# BRINGG

THE DELIVERY  
OPERATIONS PLATFORM

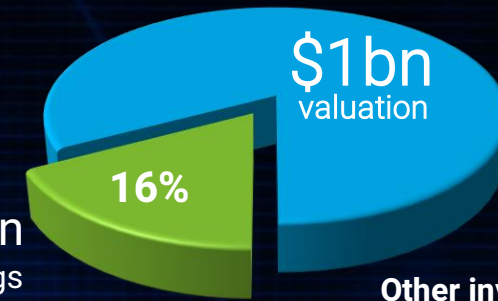
## Mission Critical Delivery & Fulfillment

**\$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 \$0m** on Ituran's balance sheet
  - ***Hidden asset:*** *Bringg market value not accounted for*
- Ituran seeded Bringg in 2013 and remains largest investor with 17.2%

Ituran  
holdings  
in Bringg



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



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THANK  
YOU!

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