



ituran

TECHNOLOGY
DRIVEN BY
PEOPLE

INVESTOR PRESENTATION

JUNE 2023

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

2.1m
subscribers



25%

one-time product
fees bringing the
customer initially

RECURRING
REVENUE MODEL



GLOBAL PRESENCE



HEADQUARTERED



DISTRIBUTOR

SELECTED PARTNERS AND CUSTOMERS



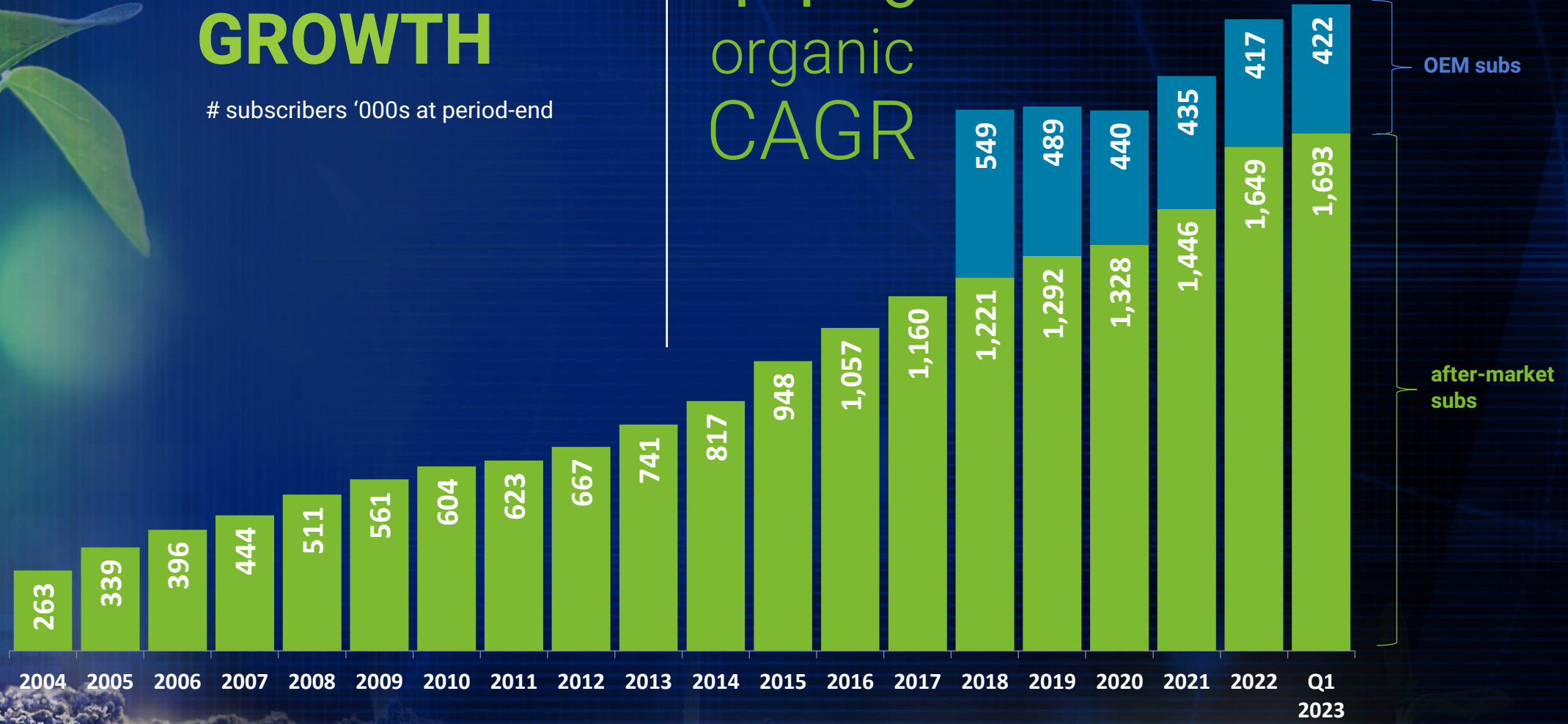
2.12m
total subs

SUBSCRIBER GROWTH

subscribers '000s at period-end

After-market sub growth at

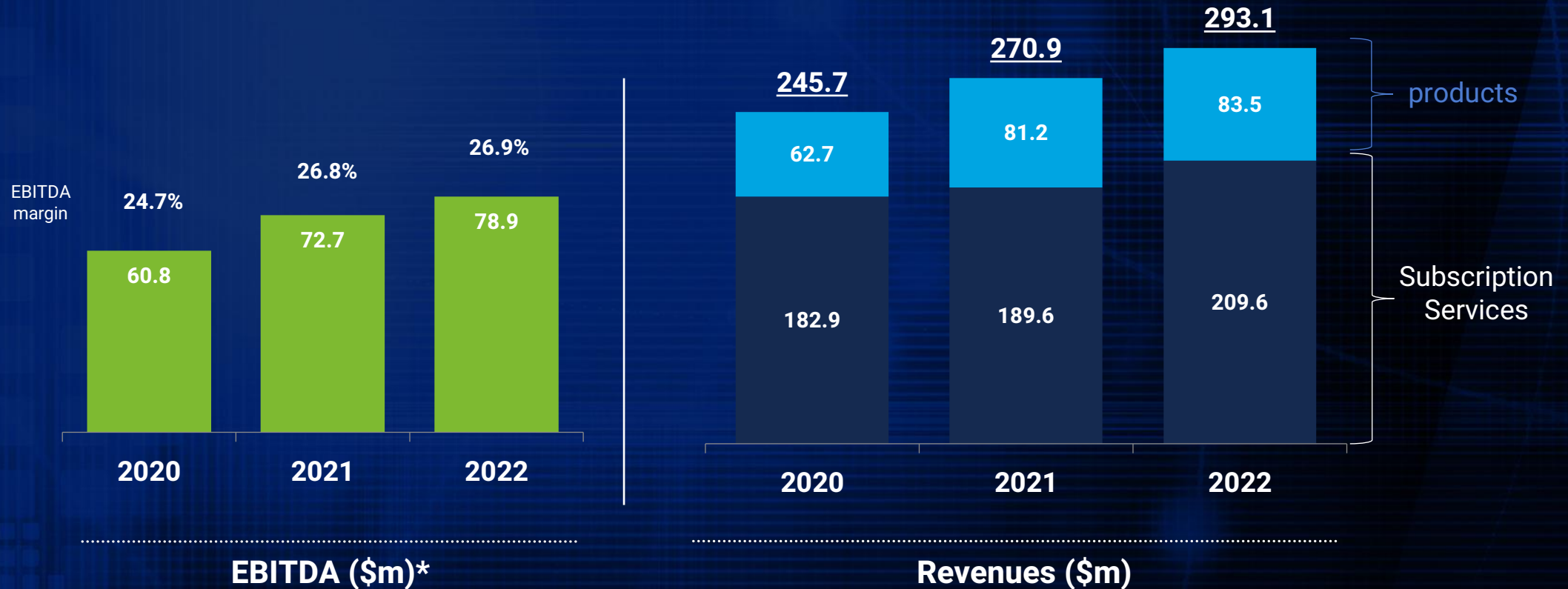
11%
organic
CAGR



FULL YEAR FINANCIALS

PERFORMANCE & MODEL

LONG-TERM HISTORICAL GROWTH



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

QUARTER'S RESULTS

FIRST QUARTER 2023

- ❖ Continued year-over-year **improvement** in revenue and EBITDA: highest quarterly net income & EBITDA in 4 years
- ❖ **Record subscriber revenues and subscriber gross margin**
- ❖ **Strong net subscriber growth**: aftermarket 44k & OEM 5k
- ❖ \$17.4m in **operating cash flow**
- ❖ \$3m **dividend**
- ❖ **Continued buy-back**: purchased \$1.2m of 131k shares



\$320M

IN RETURNS TO SHAREHOLDERS SINCE 2005

Q1 2023

- Issued \$3m dividend
- \$1.2m shares bought back
(extended in February 2023)

DIVIDENDS
ISSUED SINCE IPO
\$297M



CURRENT MARKET CAP
~\$460M

\$16m in balance sheet net cash

SHARES BOUGHT BACK
\$23M



BRINGG

THE DELIVERY
OPERATIONS PLATFORM

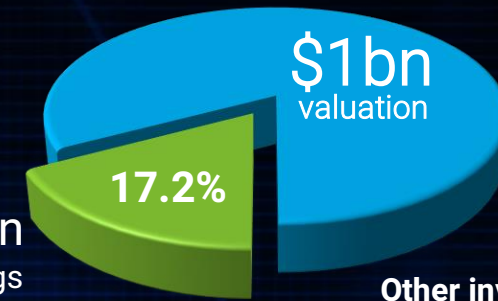
Mission Critical Delivery & Fulfillment

\$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

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!

