



ituran

TECHNOLOGY
DRIVEN BY
PEOPLE

INVESTOR PRESENTATION

MARCH 2024

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



A Telematics
SAAS Company

stolen
vehicle
recovery



fleet
management



connected car
solutions



OUR
OFFERINGS

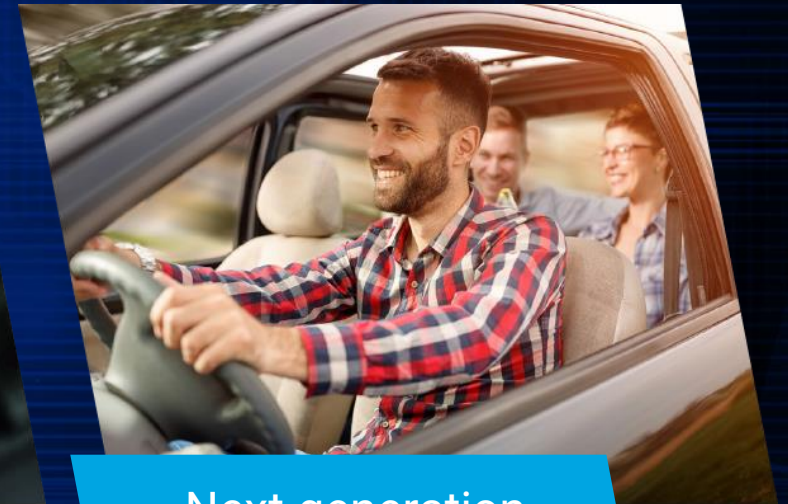
WHY?



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



2.25m
total subs

SUBSCRIBER GROWTH

subscribers '000s at period-end

After-market sub growth at

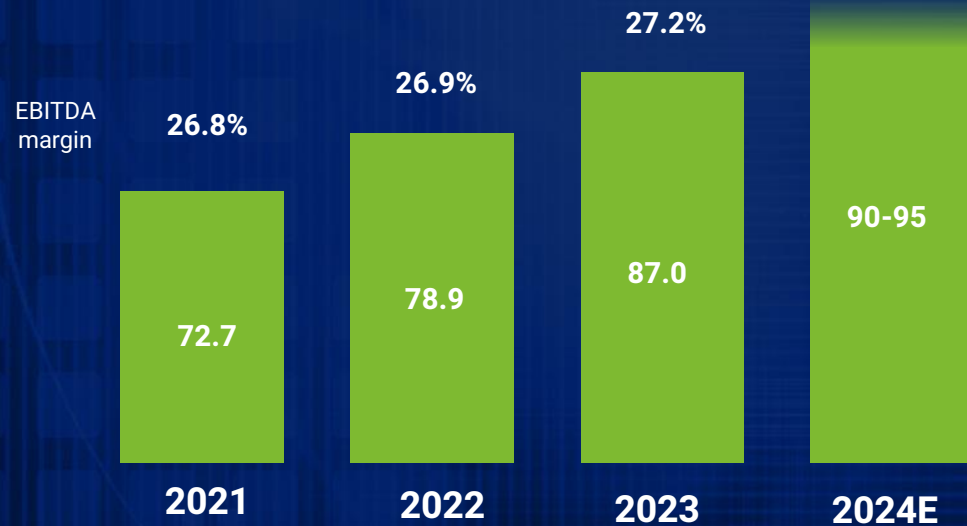
11%
organic
CAGR



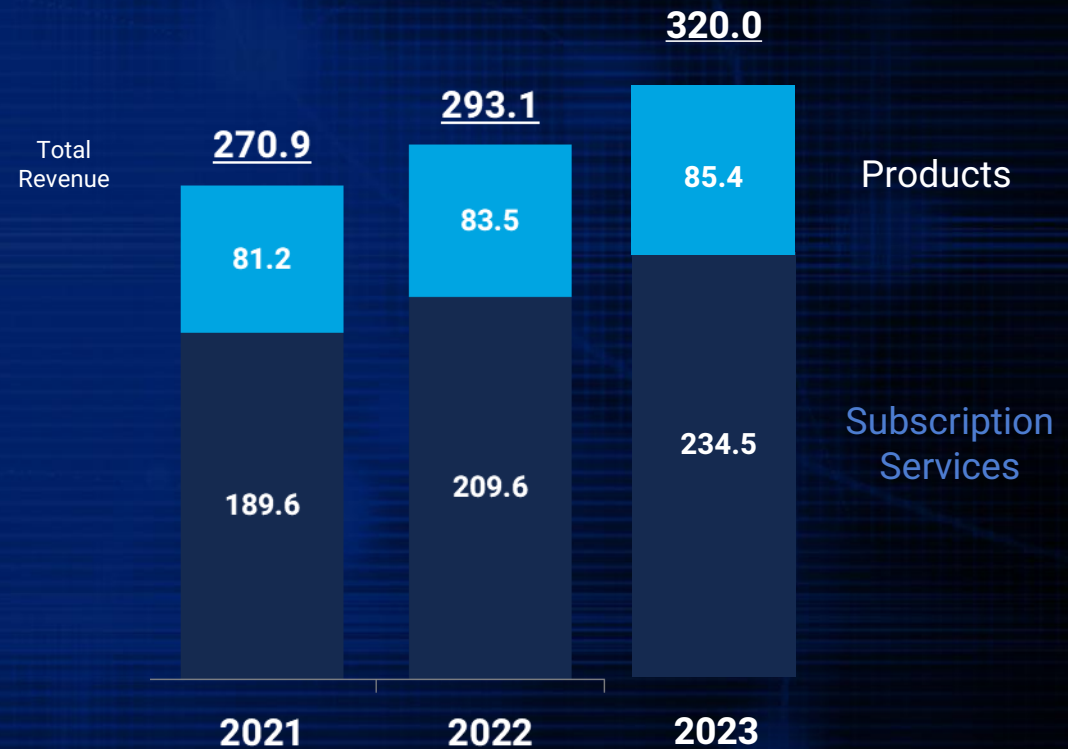
FINANCIALS

PERFORMANCE & MODEL

LONG-TERM HISTORICAL GROWTH



EBITDA (\$m)*



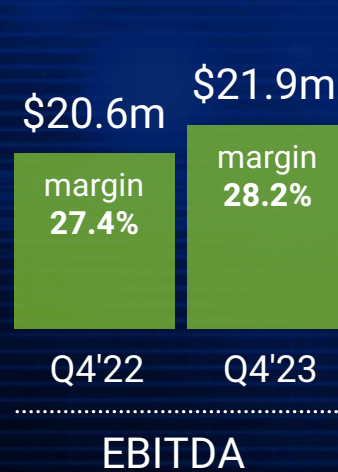
Revenues (\$m)

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

QUARTER'S RESULTS

FOURTH QUARTER 2023

- ❖ Record financial metrics across the board
- ❖ Solid net subscriber growth: aftermarket 38k & OEM 4k
- ❖ Very strong operating cash flow of \$21.8m
- ❖ Quarter end net-cash of \$53m;
- ❖ Dividend policy increased to \$8m/quarter
- ❖ Introduces 2024 EBITDA guidance of \$90-95m



\$372M

IN RETURNS TO SHAREHOLDERS SINCE 2005

Q4 2023

- Increased dividend policy ahead from \$3m/q in Q2 to \$5m/q in Q3 to \$8m/q in Q4
- Announced \$8m dividend for Q4
- \$1.9m shares bought back (extended in February 2023)

DIVIDENDS
ISSUED SINCE IPO
\$312M



CURRENT MARKET CAP
~\$520M

\$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 2.2m 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

 **ituran**

TECHNOLOGY
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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



THANK
YOU!

