



# Innoviz Technologies

Reaching The Inflection Point



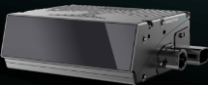
# Forward Looking Statements

This presentation contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the services offered by Innoviz, the anticipated technological capability of Innoviz's products, the markets in which Innoviz operates, Innoviz's forward-looking order book, and Innoviz's projected future results. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. "Forward-looking order book" is the cumulative projected future sales of hardware and perception software based on current estimates of volumes and pricing relating to a project. Many factors could cause actual future events, and, in the case of our forward-looking order book, actual orders, to differ materially from the forward-looking statements in this announcement, including but not limited to, the ability to implement business plans, forecasts, and other expectations, the ability to convert design wins into definitive orders and the magnitude of such orders, the ability to identify and realize additional opportunities, and potential changes and developments in the highly competitive LiDAR technology and related industries. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in Innoviz's annual report on Form 20-F filed with the SEC on March 30, 2022 and other documents filed by Innoviz from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Innoviz assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Innoviz gives no assurance that it will achieve its expectations.

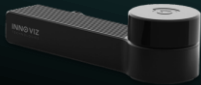
## Mission Statement

Global leader in LiDAR technology and Perception Software, working towards a future with safe autonomous vehicles on the world's roads.

## Unique Offering



**INNOVIZONE**  
Automotive-Grade LiDAR



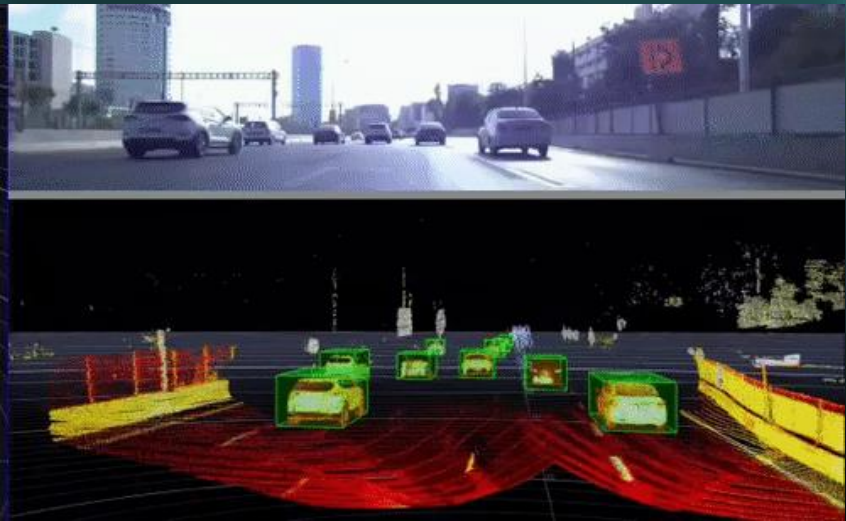
**INNOVIZ360**  
Opening the LiDAR market across applications



**INNOVIZTWO**  
Next-generation Automotive-Grade LiDAR



**PERCEPTION SOFTWARE**  
Seamless perception for INNOVIZ LiDARs



## 3 High Volume Series Production Design Win



**\$275m**  
Cash Balance Q1-22

**\$6.6 Billion**  
Order Book

**\$INVZ**

## Global Presence c. 440 Employees



- Israel
- Silicon Valley
- Germany
- Romania
- Mainland China
- Japan
- Korea



# Innoviz Product Portfolio



## INNOVIZONE

AUTOMOTIVE-GRADE LiDAR

### UNIQUE FEATURES

- Pre-Configured FOV with Region of Interest
- Multiple Reflections
- No Gaps Between Pixels
- Equally Distributed VFOV
- Resilient to Sunlight & Weather Conditions
- Pixel Summation for Extended Range



## INNOVIZTWO

NEXT-GENERATION AUTOMOTIVE-GRADE LiDAR

### UNIQUE FEATURES

- Enhanced resolution and range
- Highly configurable FOV with Region of Interest
- Multiple Reflections
- Resilient to Sunlight & Weather Conditions
- Pixel Summation for Extended Range
- Automotive Ethernet interface



## INNOVIZ360

OPENING THE LiDAR MARKET ACROSS APPLICATIONS

### UNIQUE FEATURES

- Enhanced resolution and range
- FOV with configurable location of Region of Interest
- Multiple Reflections
- Resilient to Sunlight & Weather Conditions
- Pixel Summation for Extended Range
- Automotive Ethernet interface



## AUTOMOTIVE-GRADE PERCEPTION SOFTWARE

SEAMLESS PERCEPTION FOR INNOVIZ LiDARS

### KEY FEATURES

- Object detection, classification, and tracking
- Pixel collision classification
- Target calibration
- Continuous calibration
- Detection quality indication
- Road geometry computation
- Available platforms: NVIDIA Drive, Renesas



# Product Portfolio for LiDAR Markets in Automotive and Beyond

## Addressing Total TAM of \$74B

Automotive

### Leading Position CONSUMER VEHICLES

\$38B



INNOVIZONE



INNOVIZTWO



### Increasing Presence ROBOTAXIS & SHUTTLES

\$10B



INNOVIZONE



INNOVIZTWO



INNOVIZ360



### Increasing Presence TRUCKING

\$6B



INNOVIZTWO



INNOVIZ360



Non-Automotive

### New Opportunity LOGISTICS

\$7B



INNOVIZ360



### New Opportunity MAPPING

\$2B



INNOVIZ360



### New Opportunity INDUSTRIAL

\$5B



INNOVIZTWO



INNOVIZ360



### New Opportunity SMART INFRASTRUCTURES

\$6B

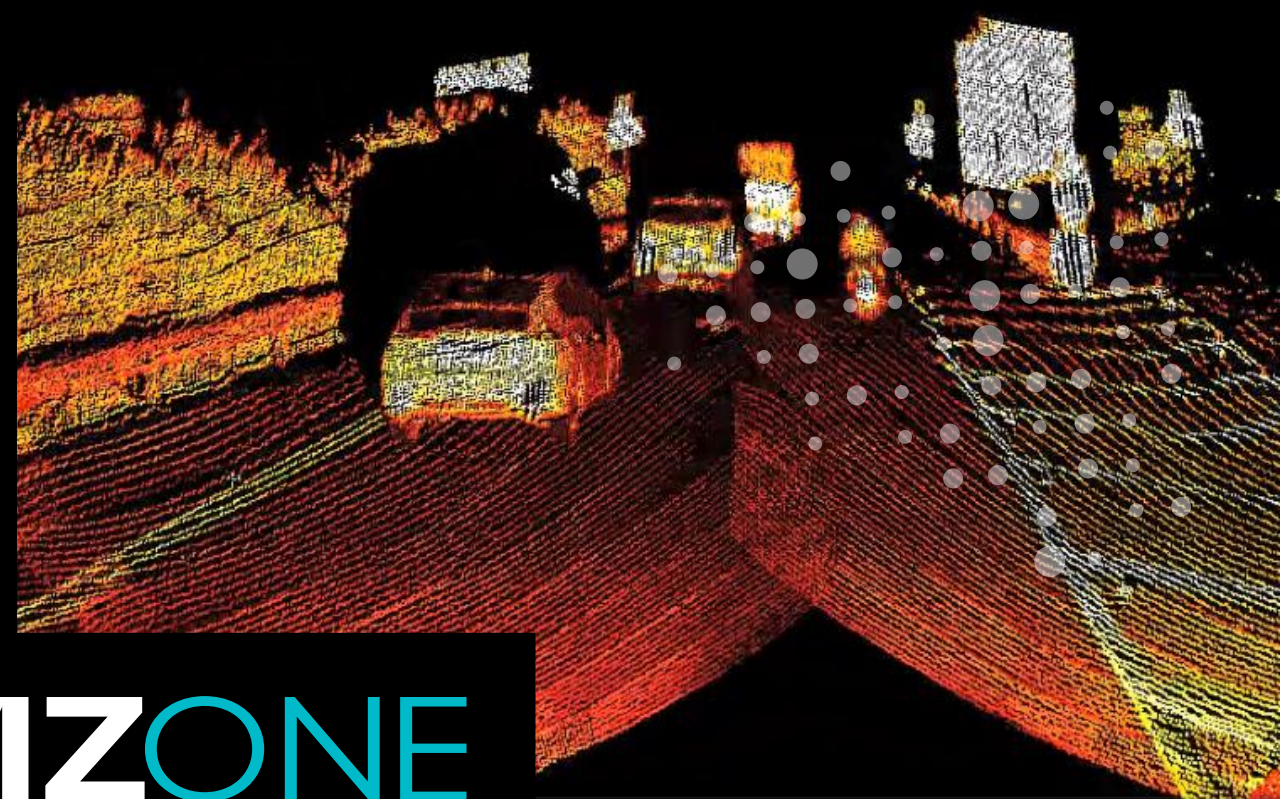


INNOVIZ360

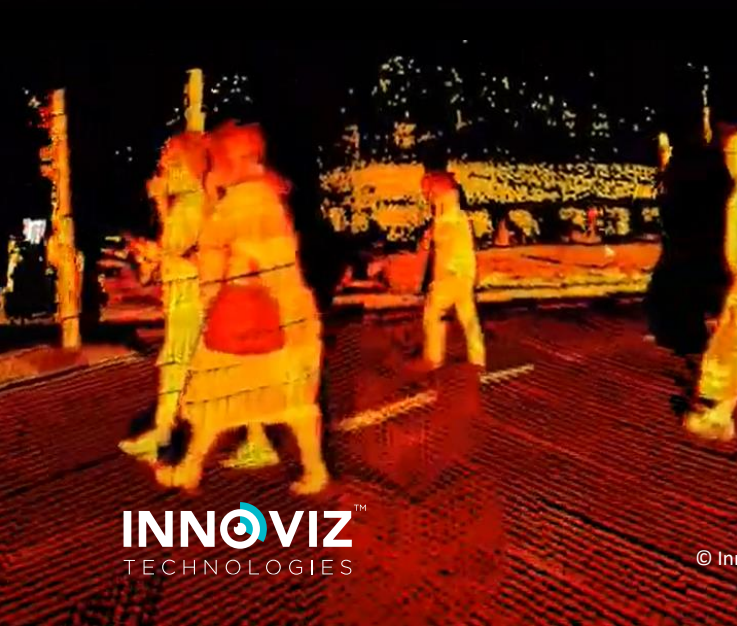


Notes: Logos are for illustrative purpose and represent target eco-system; 2030 TAM estimates per industry reports, expert interviews and internal analysis

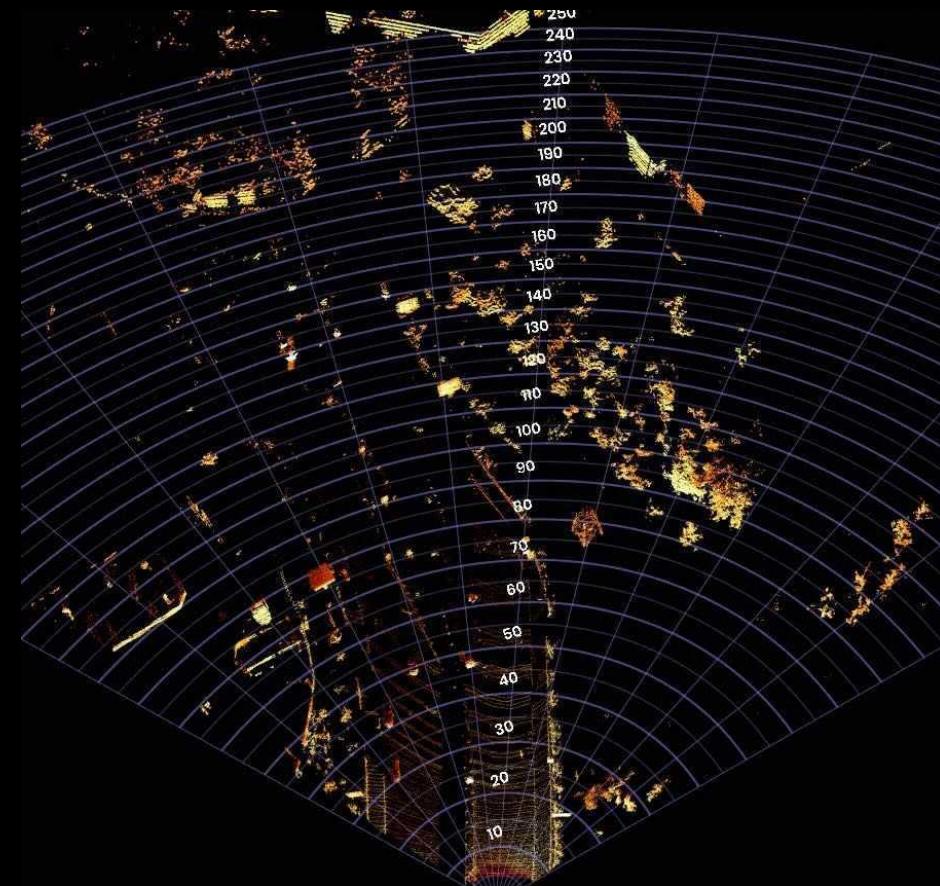
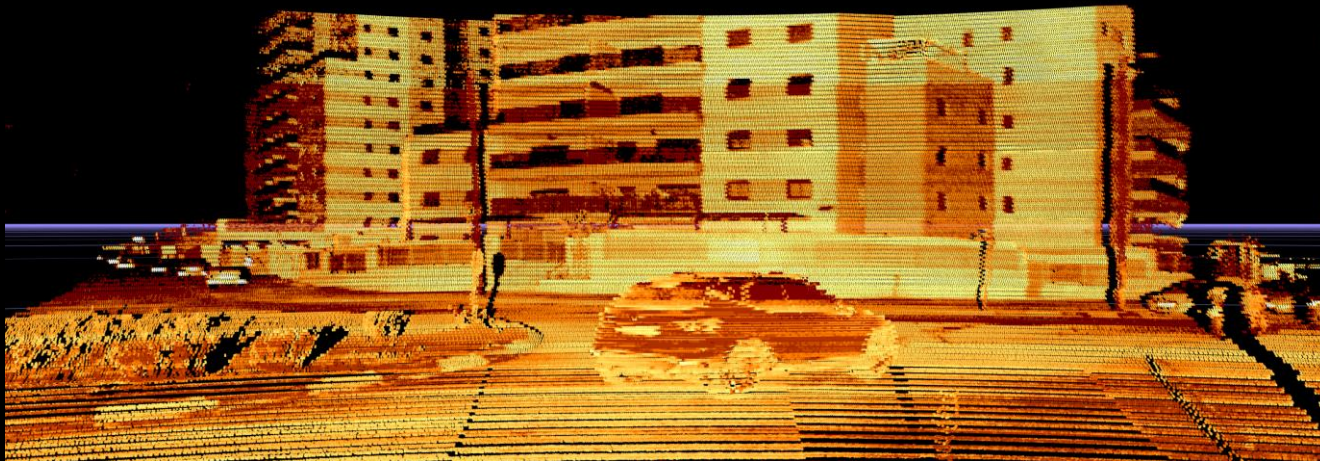




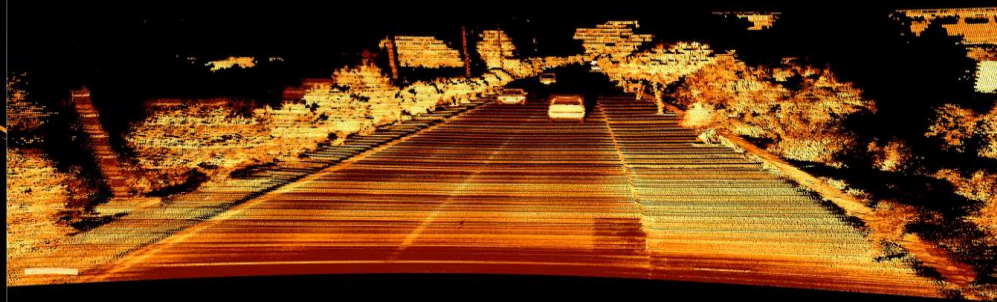
# INNOVIZONE







# INNOVIZTWC





Standard Resolution

128 lines

HD Resolution

1280 lines

# INNOVIZ360

**10X**  
Performance

360°x40°

128 Lasers + 128 Detectors

**Competitor A**

Significant

Cost Reduction

1 Laser +1 Detector

**INNOVIZ360**

360°x64°





Time to Collision: 0.8s  
Distance: 25.80m  
Target Speed: 102 km/h

# Innoviz Perception Software



# Innoviz Selected as Tier1 by One of Three Largest Vehicle Groups for High Volume Series Production

**Increases Order Book by \$4 Billion, Increasing to \$6.6 Billion**

- Multiple Brands, International deployment, over 10-year contract
- Innoviz will provide InnovizTwo and perception software for series production
- Innoviz serves as a direct supplier Tier1



**1 of 3**

Largest Car Companies

**10%**

Global Market Share

- Both companies agreed on a joint announcement following first delivery in the coming months



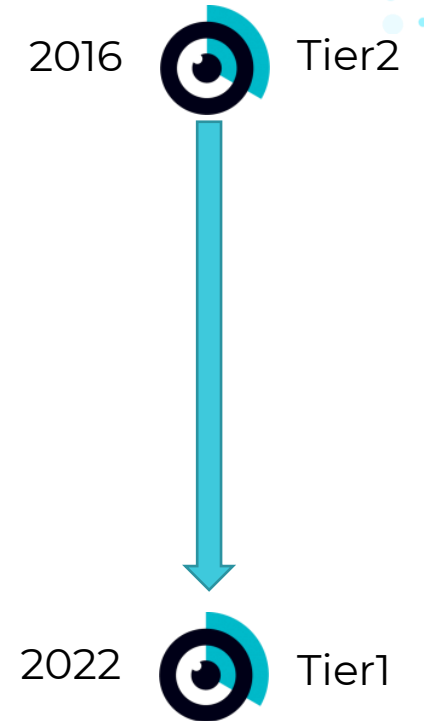


# Solidifies Innoviz's Position as the Leading Direct Supplier (Tier1)

## Leveraging on prior program experience

- **Working closely with BMW and Magna for a Series Production Program**
- **InnovizOne Existing Assets:**
  - Design Validation
  - Design for Manufacturing
  - Supplier Management
  - Quality
  - Perception SW
  - Data collection
  - Reliability
  - Active Alignment
  - Factory Calibration
- **Financial Robustness going through a SPAC**
- **Audited and awarded as a direct supplier**

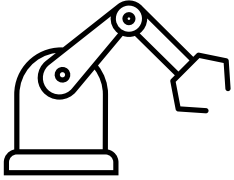
**Innoviz is currently going through the Tier1 audit process by more car makers**



## Key Advantage of Innoviz versus all other LiDAR companies

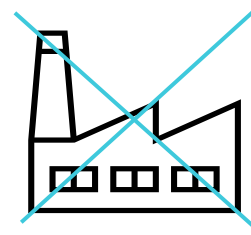
# No Additional Investment for Volume Manufacturing

## Design for Automation



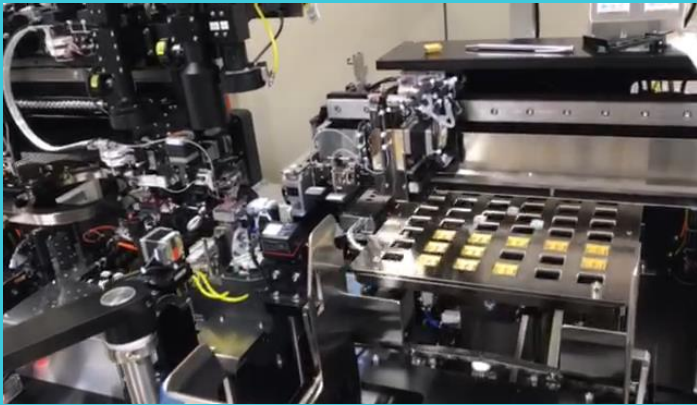
- Assembly Automation
- Test Automation
- Reuse of InnovizOne Capabilities

## Volume Production through Supplier

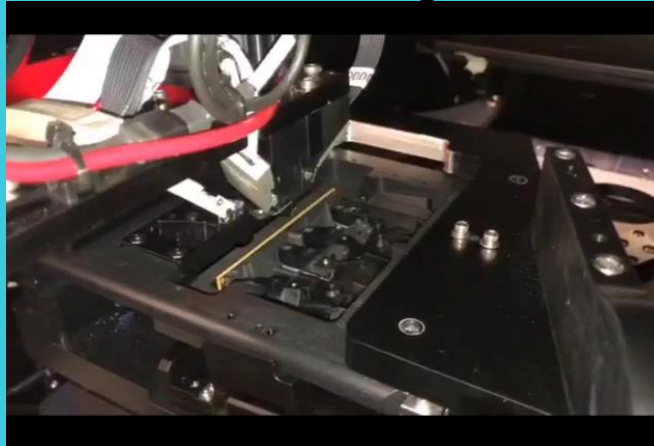


- Reliance on Contract Manufacturing
- No Capex Investment

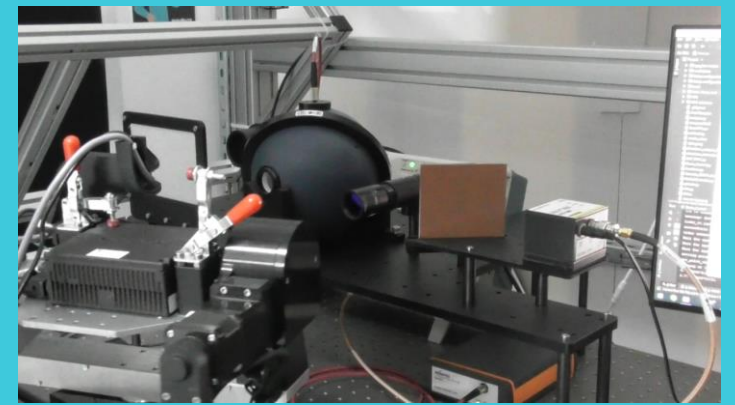
### Component Assembly & Testing



### Device Assembly

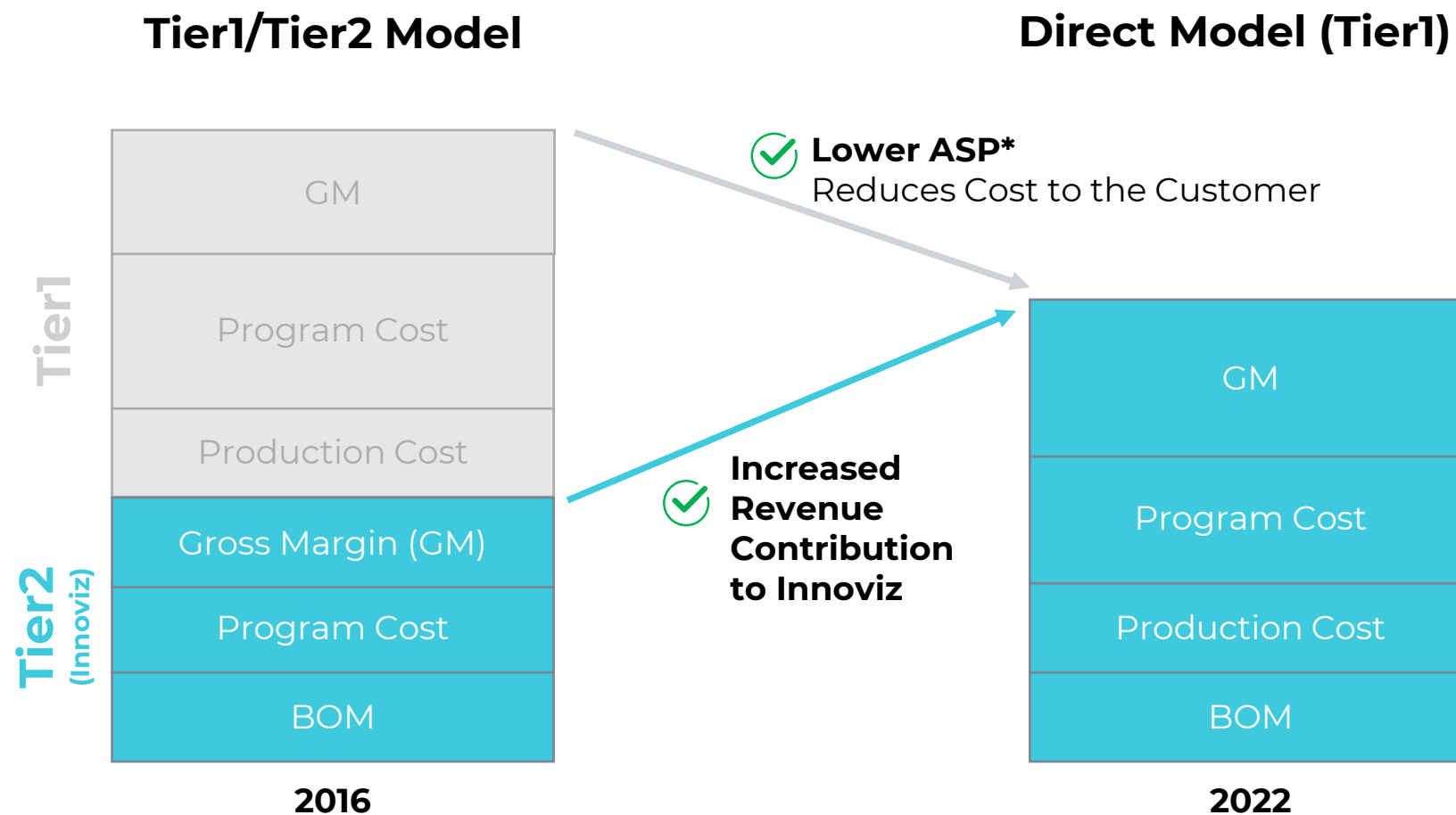


### Device Calibration & Testing





# Direct Supplier Business Model a Win-Win



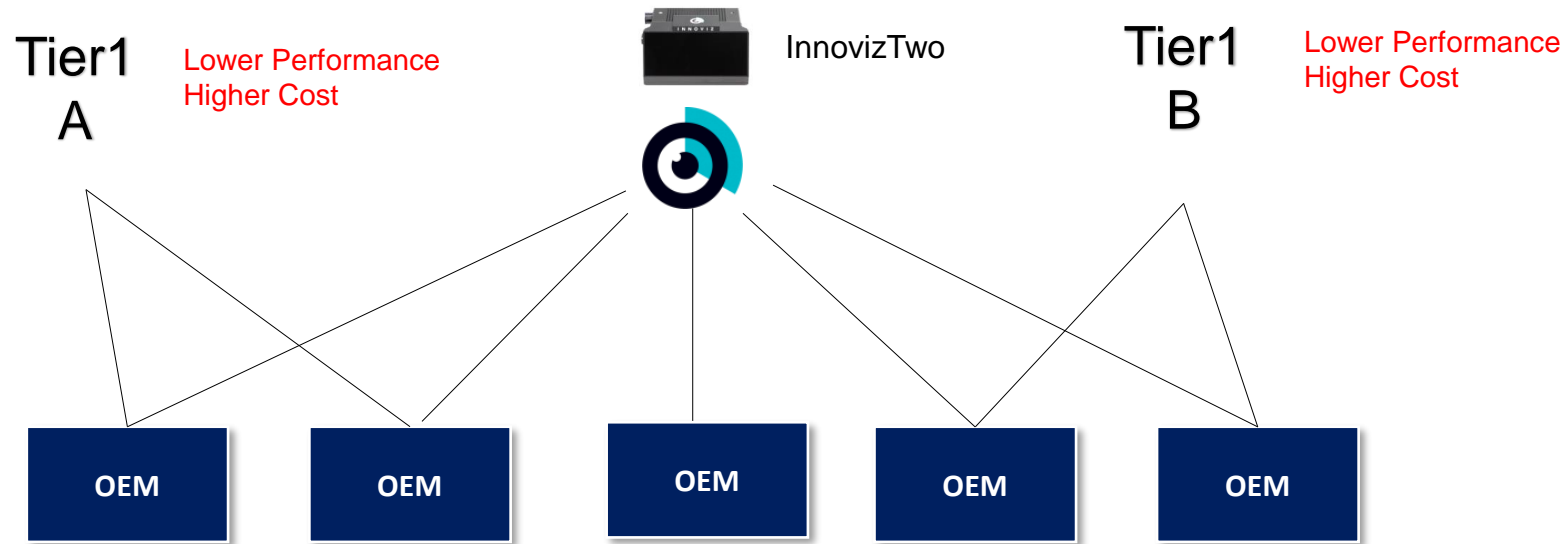
**Direct Supplier Model Enables Innoviz to Increase its Top Line while Simultaneously Reduce Cost for Customer**

\*ASP = Average Selling Price

# TIER1 COMPETITIVE LANDSCAPE

## Automotive is a Tier1 Game

As a Tier-1 Supplier, Innoviz is Strategically Positioned to Serve Many OEMs



- OEMs mandate a Tier1 relationship in order to nominate for high-volume production deals
- To become a Tier1, a supplier needs to meet OEMs group harsh automotive supplier standards approved by each car company
- Innoviz competitors are only other Tier1s that either develop their own LiDAR or partner with a Tier2.
- Existing LiDAR solutions offered today by peer Tier1's, are not competitive to InnovizTwo.



# MARKET DYNAMICS – HIGH BARRIERS TO ENTRY

- LiDAR sensor is a mission critical element in autonomous driving which requires the highest level of automotive functional safety compliance
- LiDAR automotive requirements standards are high across multitude dimensions (e.g. FoV, resolution, frame rate, coexistence, computer vision capabilities, etc.)
  - Innoviz advance technology encapsulates a multidisciplinary approach
- **The advanced safety and technical requirements will lead, in our view, to only a few LiDAR companies dominating the market**
- New technologies are driven into the automotive market by few leading OEMs and BMW is known to be a technological defining thought leader
- Innoviz is the only LiDAR company that was awarded an automotive grade contract by a leading OEM (BMW)
- **Certain OEMs (FCA, Ford,[others]) look at BMW as proxy for their decisions on technologies**

## Relevant Case Studies – Automotive Functions Dominated by Only Few Suppliers

### Image Sensing



### Air-Bag



### Commercial Vehicle Brakes



KNORR-BREMSE

### Seating



# Benefits of Being a Direct Supplier (Tier1)



Innoviz Benefit:	OEM Benefit:	INVZ & OEM Benefit:
 <b>Increased topline revenue</b> without increased expenses or CAPEX	  <b>Cost effective</b> <b>Greater efficiency</b>	  <b>Reduced friction</b> in engagement process and during the project lifetime <b>More tailored solution</b> to the customer



# Business Strategy

Automotive and Beyond



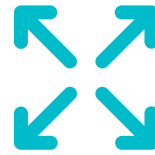
# Strategic Priorities



---

## SOLIDIFY

our position as a leading  
supplier for autonomous  
vehicles



---

## EXPAND

our market share  
beyond the passenger  
vehicle



---

## INVEST

in our technology  
and perception  
software



# Positioned to Capture Robust Sales Funnel

TODAY

3

Serial  
Production  
Program (+1)



9

Pre-  
production  
Programs (+1)

12

RFIs & RFQ in different  
stages of discussions (+2)

\$6.6B

New Order Book

Total lifetime projected revenues  
from awarded accounts

+ Third Major  
Design win...  
(\$4B)

2022 TARGETS



10

Pre-production programs  
expected in 2022



1+

Automotive commercial  
agreement in 2022



30%+ (+153%)

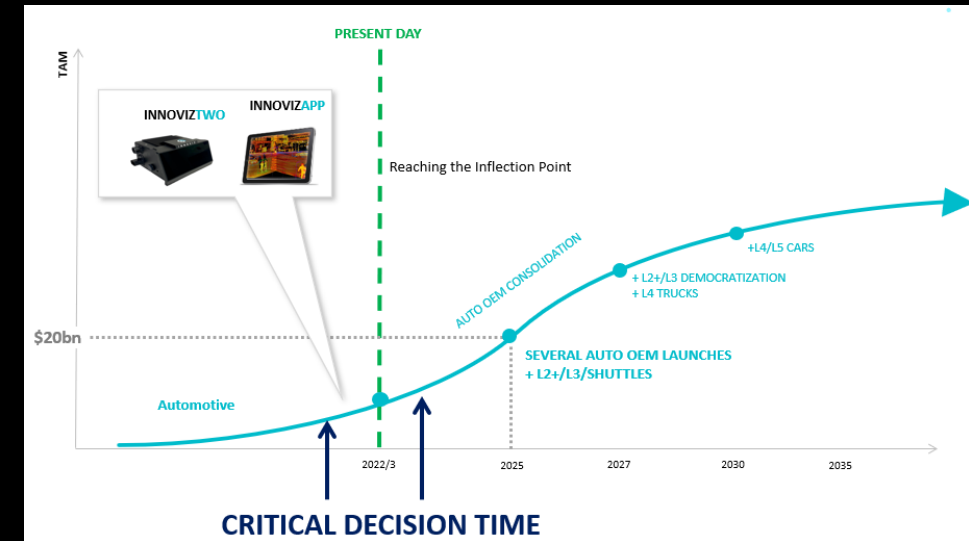
Increased Orderbook

STRATEGIC PRIORITIES DRIVING MEASURABLE RESULTS

# A Sustainable Strategy & Path to Profitability

## Automotive

- Long Sales Cycle
- High Switching Cost
- Enterprise Level Deals
- Long Term Revenues



**STRATEGY:** BUILD AUTOMOTIVE MARKET SHARE FOR LONG TERM GROWTH  
SCALE IN NON-AUTOMOTIVE WHEN THE MARKET IS RIPE





# A Sustainable Strategy & Path to Profitability

## Automotive

- Long Sales Cycle
- High Switching Cost
- Enterprise Level Deals
- Long Term Revenues

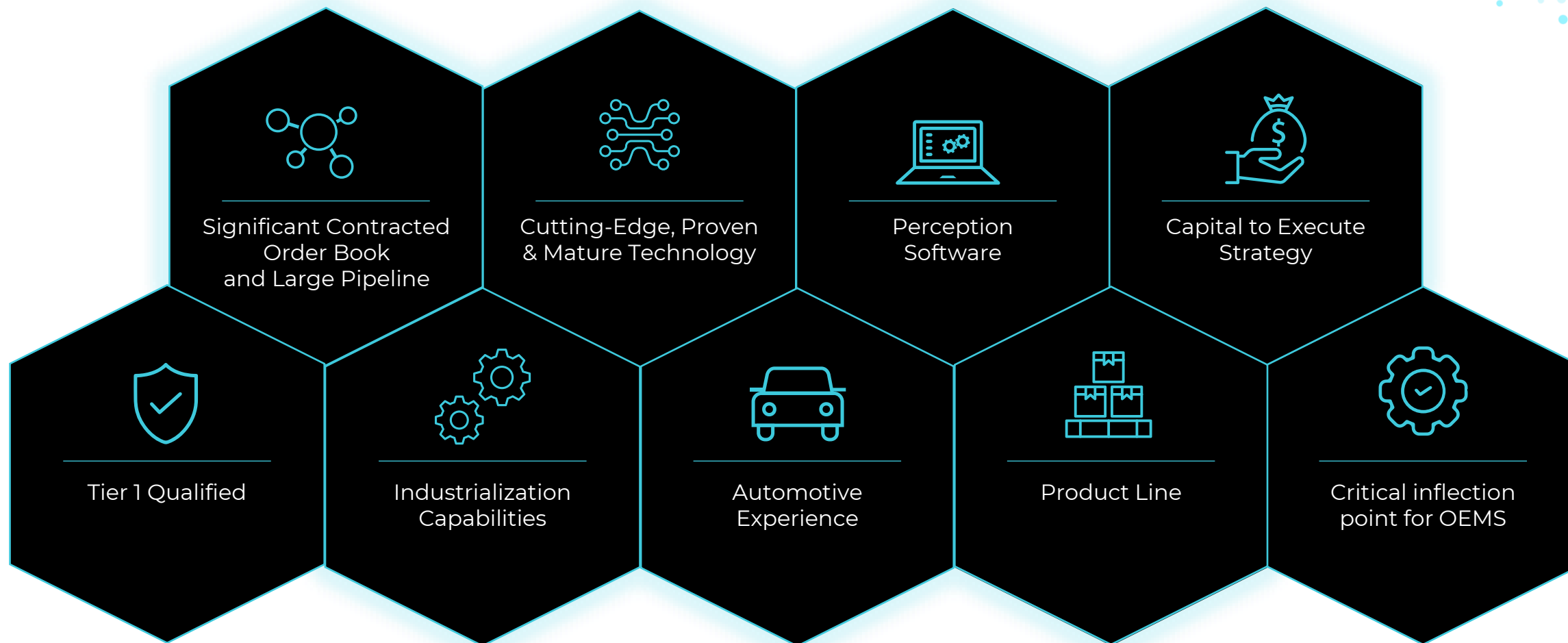
## Non-Automotive

- Short Sales Cycle
- Low Switching Cost
- Fragmented
- Near Term Revenues

**STRATEGY:** BUILD AUTOMOTIVE MARKET SHARE FOR LONG TERM GROWTH  
SCALE IN NON-AUTOMOTIVE WHEN THE MARKET IS RIPE



# Investment Highlights





# Thank You!



**INNOVIZ**  
TECHNOLOGIES