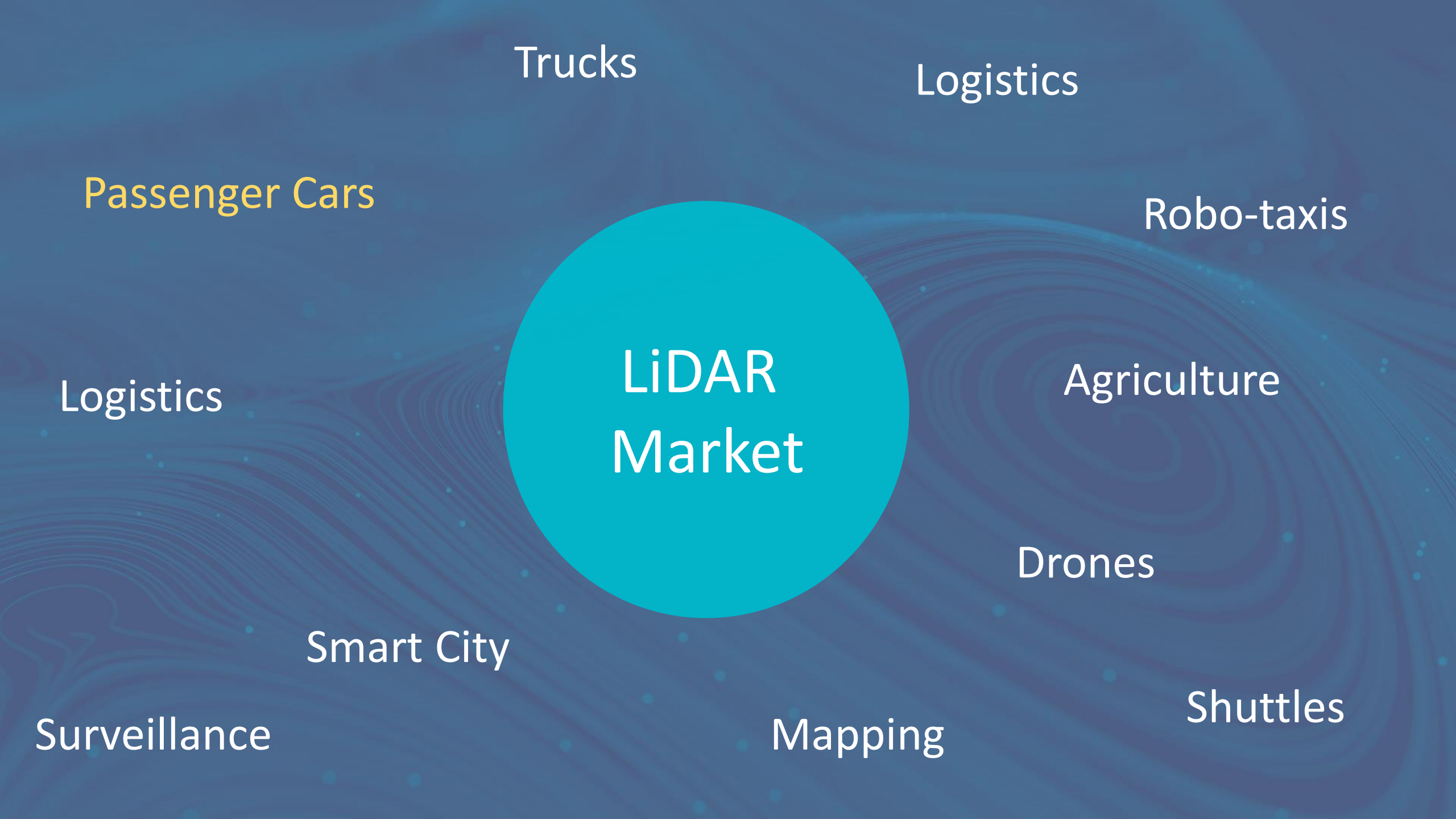
Safe Harbor Statement

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 and Innoviz's projected revenue and other future financial and operational 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. Many factors could cause actual future events 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 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 April 21, 2021 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.


Trucks
Logistics
Passenger Cars
Robo-taxis
LiDAR Market
Logistics
Agriculture
Drones
Smart City
Shuttles
Surveillance
Mapping

L2+/L3 Passenger Cars are the key market

- Highest cost sensitivity
- Highest performance requirements
- High standards of reliability
- Perception software

- Industrialization experience
- Sensitivity to size / power
- Tier1 dependency

Aligned with Innoviz’s unique advantages

- Largest market until 2030
- Shorter validation process
- Customer value is proven
- OEM financial motivation is proven

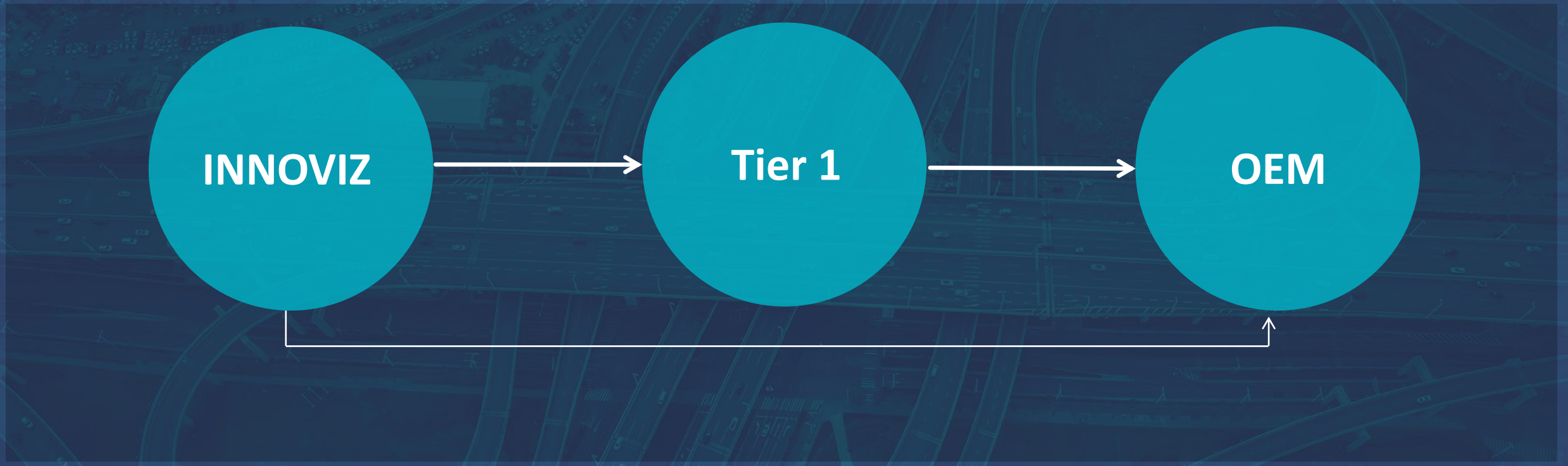
- High customer loyalty over years
- Market consolidation (6m-12m)
- Several lead customers

TRADITIONAL TIER 1/ TIER 2 RESPONSIBILITY

Technology
Prototype
Components

Design for manufacturing
Direct support and car Integration
Project management
Sample and high-volume Manufacturing
Operating system SW Base SW / AUTOSAR
Legal / Warranty / Liability / Pricing to OEM
Design validation & Production validation

ACTUAL SHARE OF RESPONSIBILITIES



Technology and unique components
Design for Manufacturing
Sample production
Project management
Manufacturing tools; testers
Perception SW

Direct support and car Integration
Project management
High-volume manufacturing
Operating system SW Base SW & AUTOSAR
Legal / Warranty / Liability/ Pricing to OEM
Design & production validation

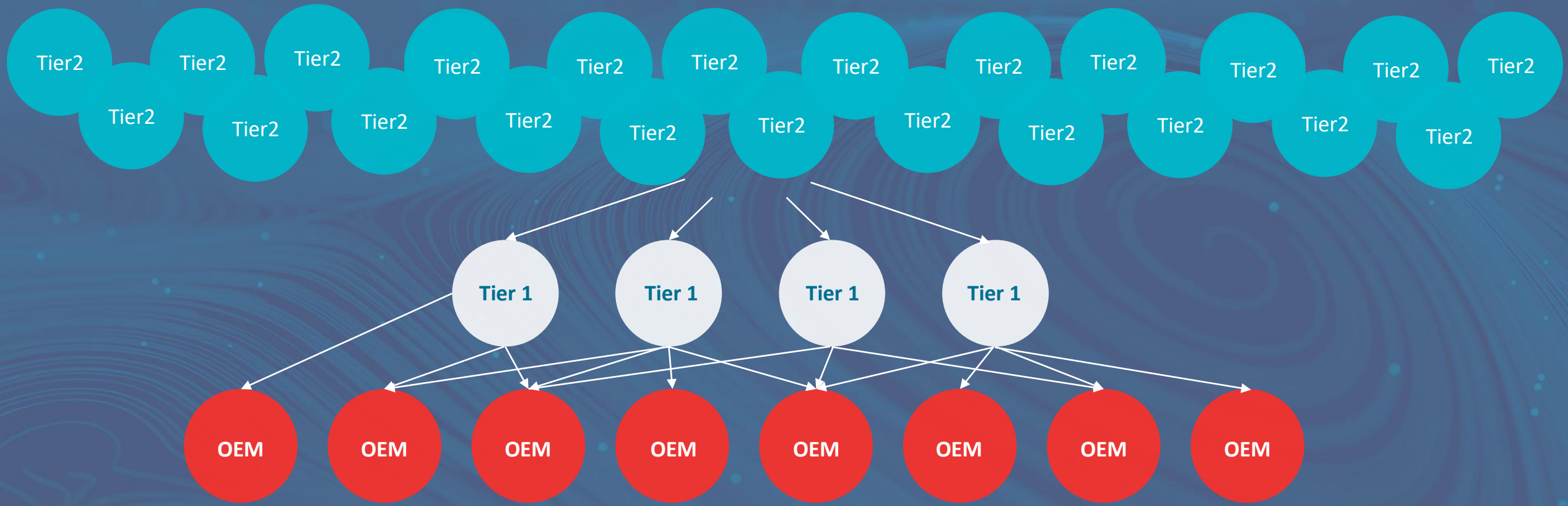
BECOMING A DIRECT SUPPLIER

Design for manufacturing
Direct support and car Integration
Project management
Manufacturing tools; testers
Design validation
Perception SW
Sample assembly in-house

Operating system SW Base SW & AUTOSAR
Legal / Warranty / Liability / Pricing to OEM
High-volume manufacturing
Production validation
Project management
Perception validation

TIER 1 ADVANTAGES

BUSINESS MODEL BUILT ON DEEPLY-ROOTED STRUCTURAL COMPETITIVE ADVANTAGES



Multiple Audits Needed to Become a Direct Supplier

Each with thousands of requirements

KPIs

Mechanical Integration

Project Management

Commercial Terms

Design Validation

Quality

Manufacturing

AUTOSAR

Cleaning Systems

Reliability

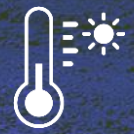
Factory Calibration

Logistics

Perception AI SW

ASPICE

Road/Lab Testing



Thermal

Cyber

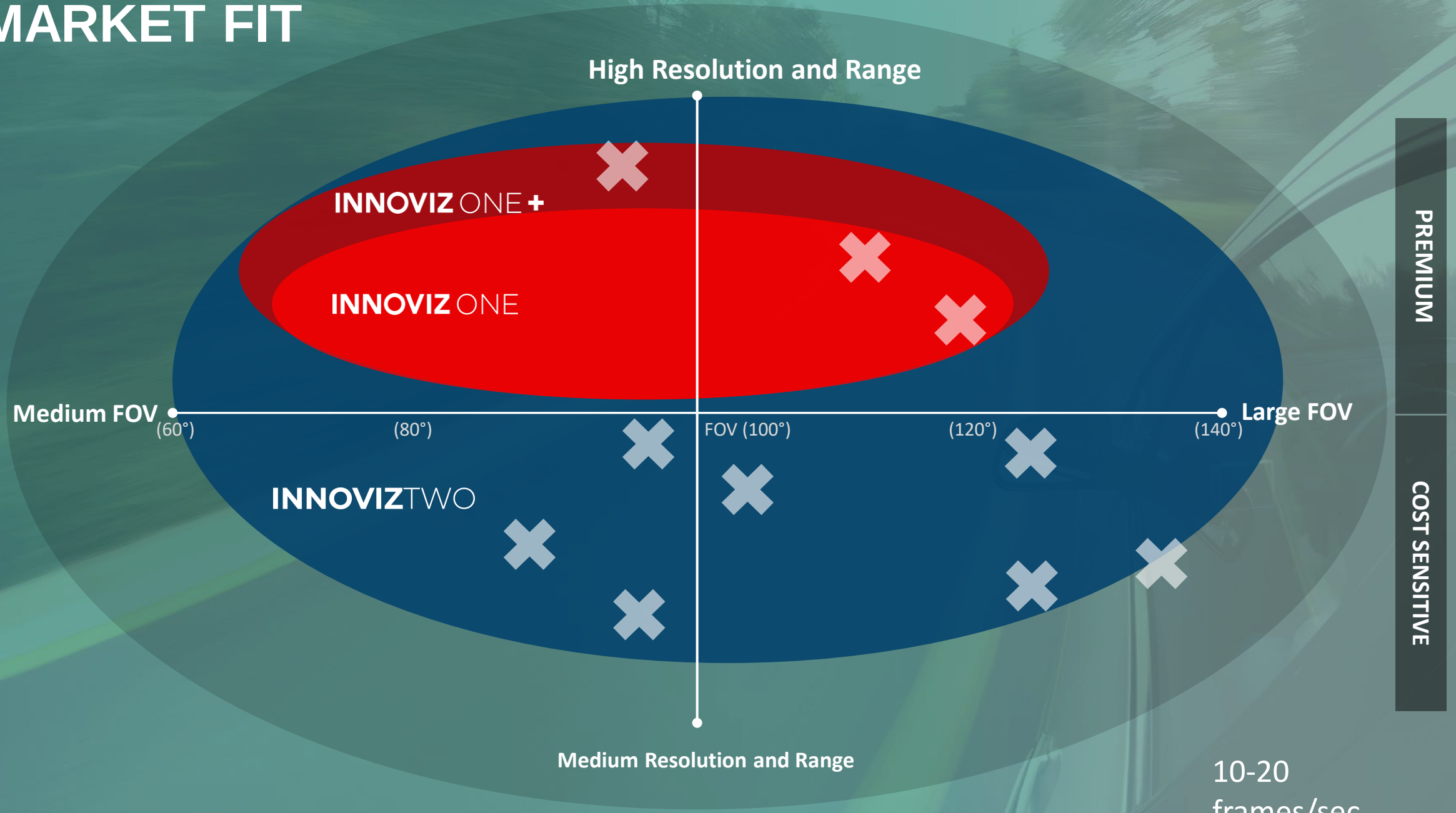
"Innoviz has highest level of expertise for bringing LiDAR technology to the automotive market"

Innoviz customer

MARKING NEW STEPS ON THE TIER1 PATH

- Innoviz successfully completed an extensive 12-month Tier 1 supplier audit process conducted by one of the largest car makers in the world.
- Innoviz is now recognized as a direct supplier as part of the final stage of consideration for a nomination for a L2/L3 program
- Conducting similar processes with other OEMs

MARKET FIT



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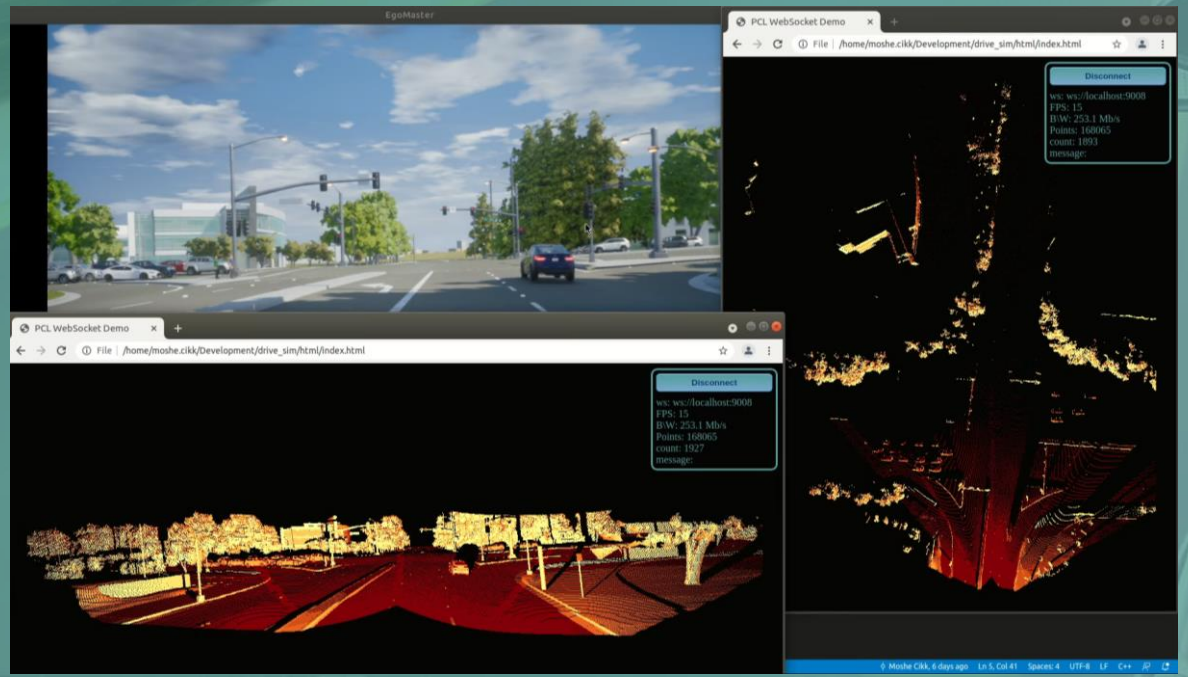
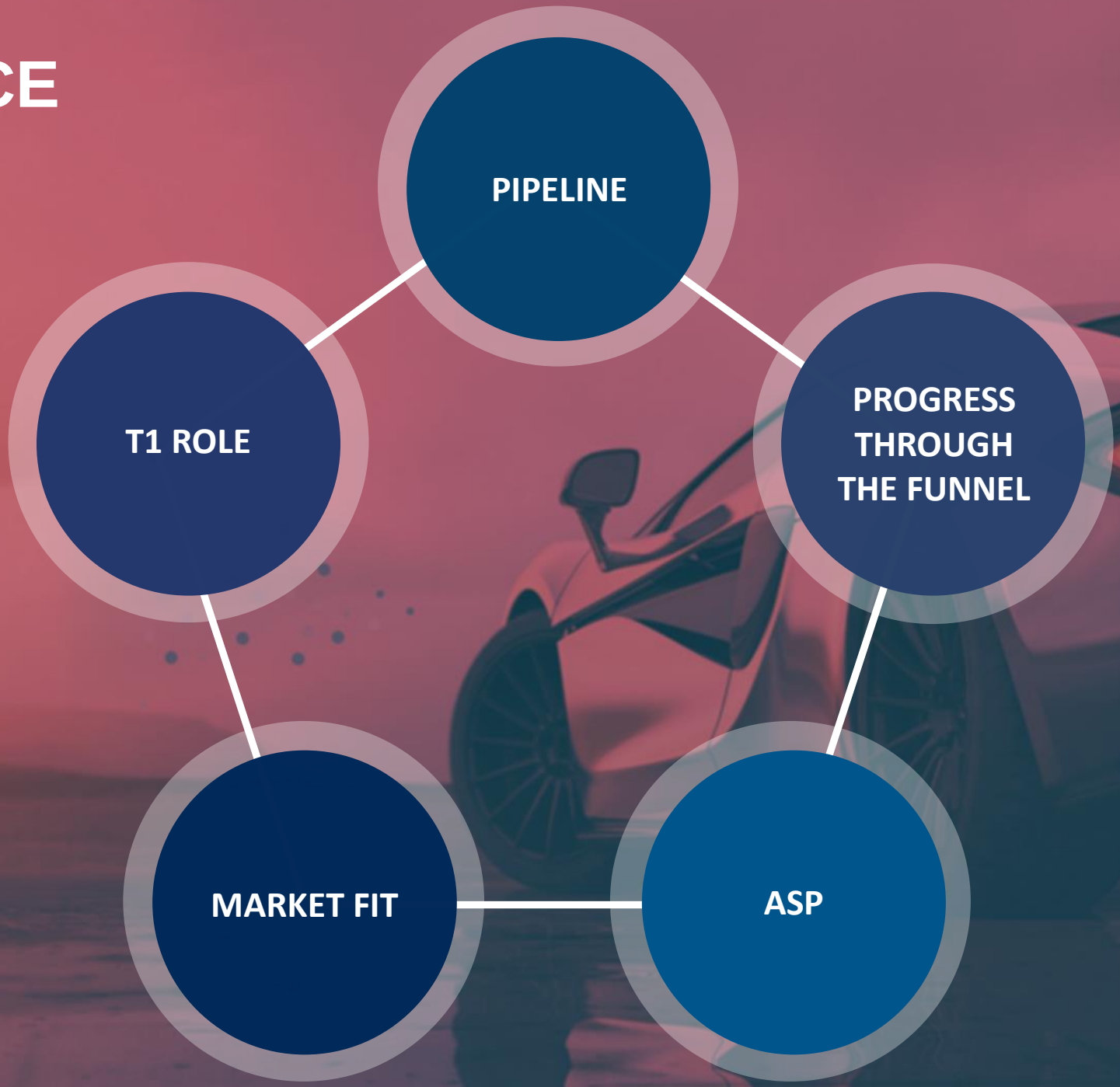
NVIDIA

NVIDIA DRIVE



- Innoviz is an NVIDIA DRIVE ecosystem partner.
- NVIDIA’s decision to include Innoviz on its platform is a vote of confidence

CONFIDENCE


PIPELINE
T1 ROLE
PROGRESS THROUGH THE FUNNEL
MARKET FIT
ASP

NEW COLLABORATIONS

Webasto | Germany

Automotive T1 company providing innovative roof systems

InnovizOne was integrated into Webasto's Roof Sensor Module (RSM)

Nvidia | US

Perception Software was added to NVIDIA's DRIVE AGX Platform

InnovizOne was integrated with NVIDIA's DRIVE SIM

EV Motors | Israel

Importer of Chinese Electric Car and Bus Brands

Integrating InnovizOne LiDAR into new models of imported brands

JueFX | China

Fuses vehicle and infrastructure data to digitalize road scenes for AD

JueFX is integrating InnovizOne into traffic poles in China for V2X app

ModifyAI | Israel

Analyzes metadata from industrial processes to create alerts using

Innoviz One

3DTarget | Italy

Sensors and AV integrator in Italy

ROBUST SALES FUNNEL COVERS ENTIRE ADDRESSABLE MARKET

Potential Order Book

Total lifetime projected revenues from accounts in the commercial and requirements negotiation stages

>$3.4B

Current Order Book

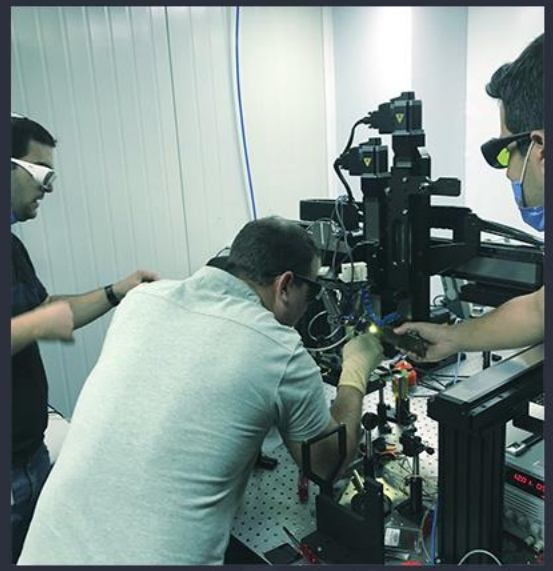
Total lifetime projected revenues from awarded accounts

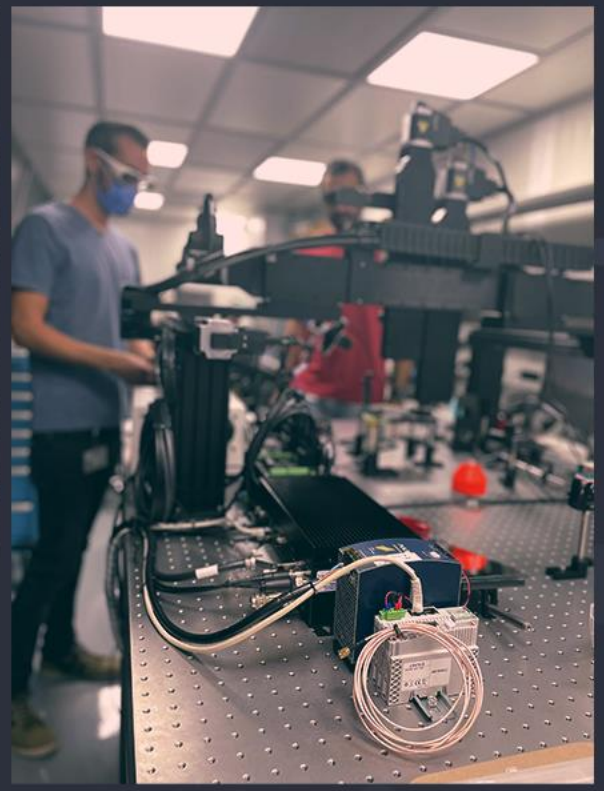
$2.4B

Companies	Stage
>100	Evaluation
~50% Expected Conversion	3-6 months
(+2) 56	Advanced Technical Evaluation
~40% Expected Conversion	Up to 12 months
(+1) 9	Commercial and Requirements Negotiation
~30% Expected Conversion	Up to 12 months
2	Awarded
3	Advanced Dev Project Awarded

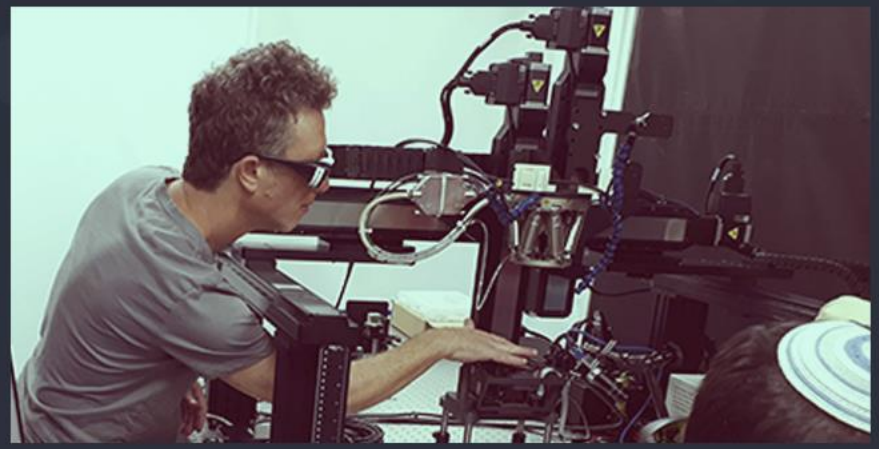
(+0.2)

INNOVIZTWO





Ofir Gan 11:00 PM
System #4 is fully assembled with excellent performance. It includes MIPI
with latest FW.
Thanks to everyone who worked hard today to resolve PCBs issues and FW issues, and especially to our assembly commando team of champions
@Boaz Nemet @Ran Dahari @Yuval Yifat @Evgeny Zikov @Oren Weiss @Avi Strizevcki (edited)



INNOVIZTWO

INNOVIZTWO

Oren Buskila 2:23 AM

Terrific progress today!!

🏆 2 🥇 2

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