



INNOVIZ
TECHNOLOGIES

Q2 2022 Earnings Presentation

INNOVIZTM
TECHNOLOGIES

August 10th, 2022

Forward Looking Statements

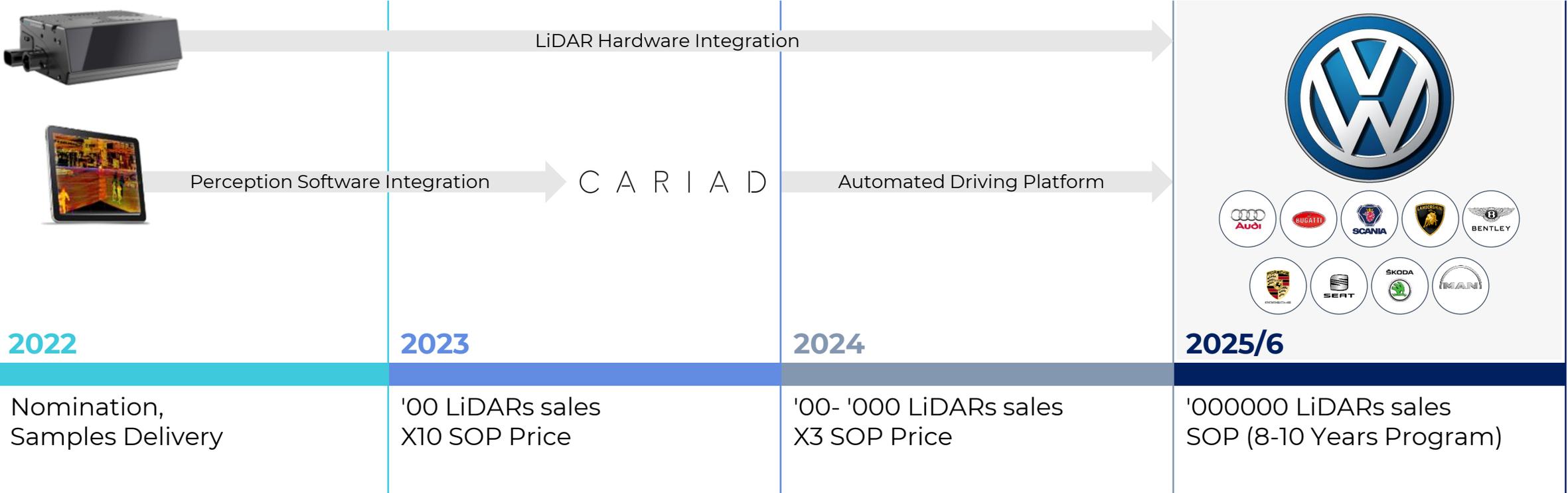
This presentation contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the services offered by Innoviz, the anticipated technological capability of Innoviz's products, the markets in which Innoviz operates, Innoviz's forward-looking 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.

VISION

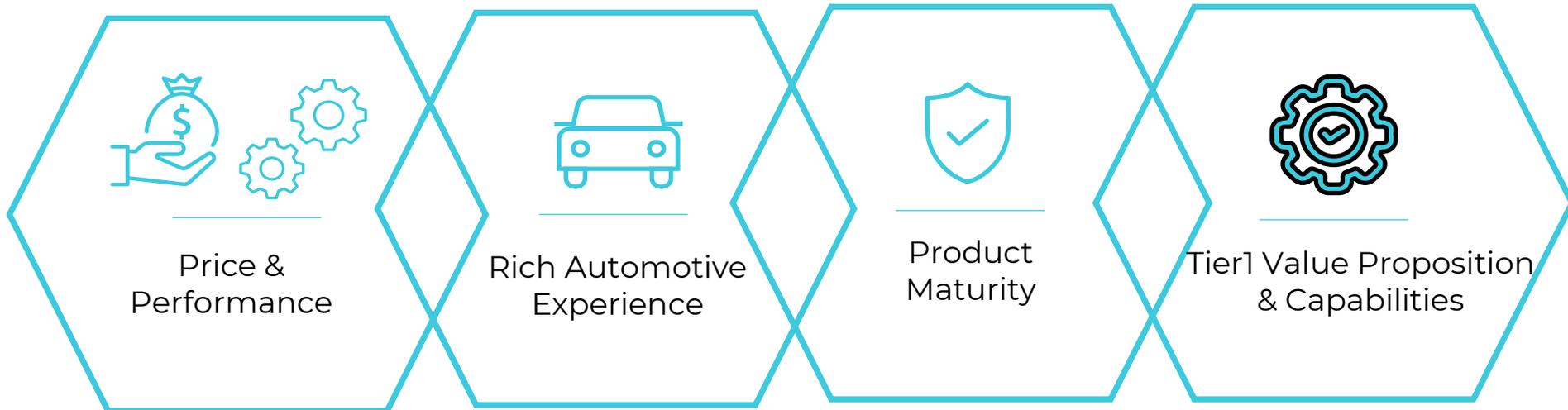
Become the World's
Leading Tier 1 Supplier of
LiDAR & Perception
Software

Milestone Event Achieved

Nominated by Volkswagen Group to Supply LiDAR And Perception Software Across the Company's Brands as a Direct Supplier!



Innoviz Key Differentiators to Win Additional Programs



Innoviz Collaboration with Market Leaders



**AUTOMOTIVE
ECO SYSTEM
EVENT**

Dr. Richard Rau
Vice President of Autonomous Driving, Sensors, Integration Platforms and Cooperations, BMW Group

Mr. Alejandro (Alex) Vukotich
Vice President Automotive Product Management, Qualcomm

19.9

The graphic features a teal background on the left with a grid of dots in the top-left corner and a calendar icon with the date '19.9'. The right side has a black background with two circular portraits of speakers, their names, titles, and company logos (BMW and Qualcomm). A grid of dots is also present in the bottom-right corner.



**3D Perception for
Autonomous Driving**

Co-Hosted by
Innoviz & NVIDIA

NVIDIA

WORKSHOP at ECCV 2022

23.10

**ECCV
TEL AVIV 2022**

The graphic features a teal background at the top with the event title and co-hosts. Below is the NVIDIA logo and workshop information. A circular inset shows a 3D perception visualization of a car on a road. At the bottom, there is a calendar icon with the date '23.10' and the ECCV 2022 logo.

We Are Realizing
Our Vision
Already
Today

Innoviz was selected by two of the world's leading car
makers which together represent
15% of the Automotive Market



Leveraging Our Success in Germany to Global Footprint Expansion



01

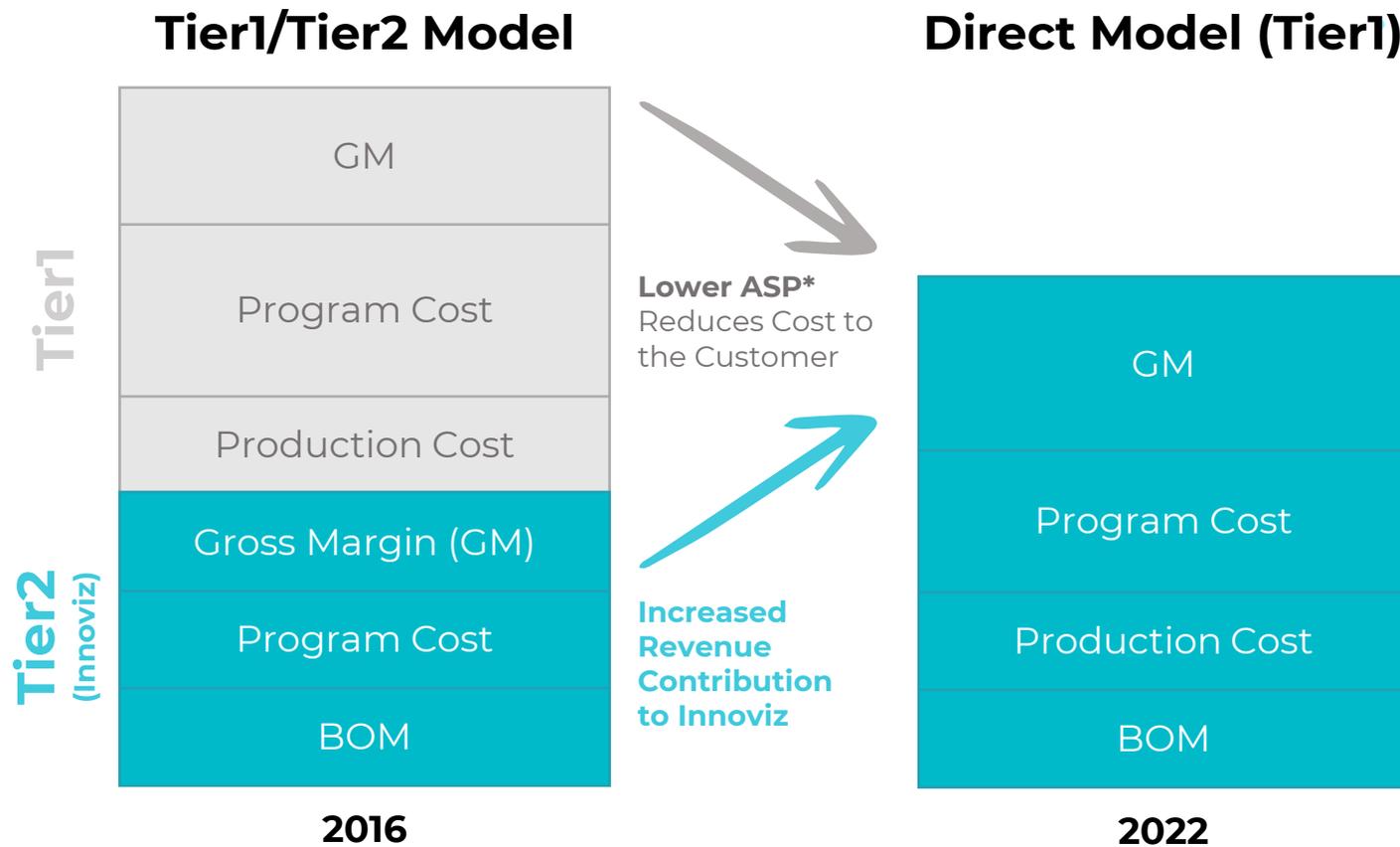
- Focused in the German OEMs
- Penetrated the Most Leading Vendors
- Nominated by the TOP 2 German OEMs

02

- Built and strengthen local sales teams in US and Japan
- Supporting 12 opportunities globally as a Tier 1

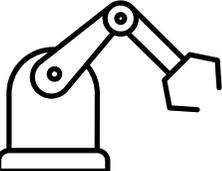
Direct Supplier Business Model a Win-Win

*ASP = Average Selling Price



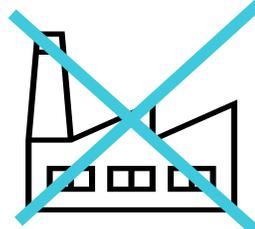
No Additional Investment for Volume Manufacturing

Design for Automation



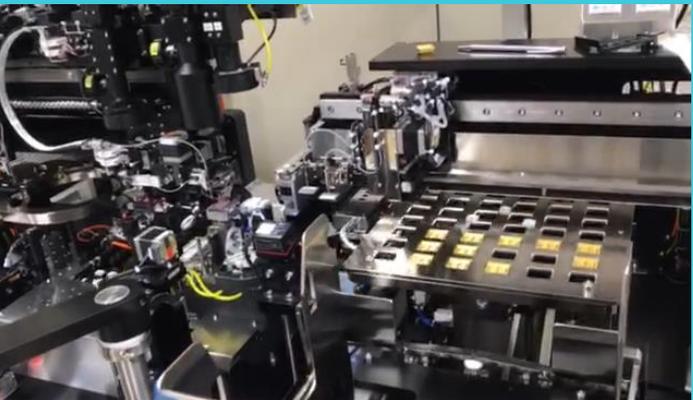
- All Assembly, Tests and Calibration Processes are Fully Automated
- Reuse of InnovizOne Capabilities

Volume Production through Supplier

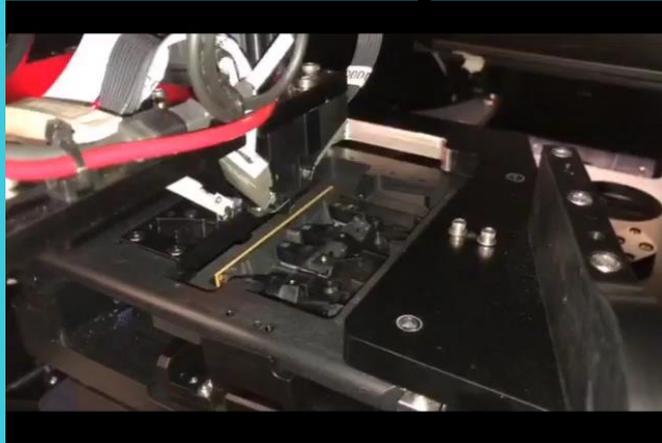


- Reliance on Contract Manufacturing
- No Capex Investment

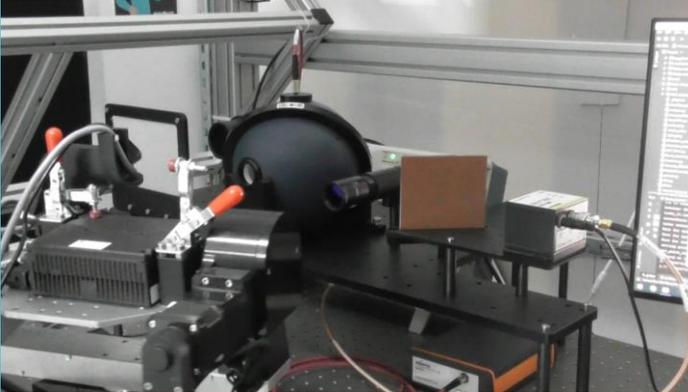
Component Assembly & Testing



Device Assembly



Device Calibration & Testing



While our Focus Remains the Automotive Market, We will Leverage the Maturity of our Solution and the Market need to support additional use cases and market segments

Leading Position
CONSUMER VEHICLES

\$38B





INNOVIZTWO INNOVIZONE



Increasing Presence
ROBOTAXIS & SHUTTLES

\$10B






INNOVIZONE
INNOVIZTWO
INNOVIZ360



Increasing Presence
TRUCKING

\$6B





INNOVIZTWO
INNOVIZ360



New Opportunity
LOGISTICS

\$7B




INNOVIZ360



New Opportunity
MAPPING

\$2B




INNOVIZ360



New Opportunity
INDUSTRIAL

\$5B





INNOVIZTWO
INNOVIZ360



New Opportunity
SMART INFRASTRUCTURES

\$6B




INNOVIZ360



Automotive Non-Automotive

Strong Momentum with Non-Automotive Partnerships

Non-Automotive End Markets will be a Key Driver for Revenues



- Announced a cooperation agreement with Joowon Industrial
- Joowon will serve as a distributor for a wide range of Innoviz applications across industries from industrial machinery to heavy equipment in the Korean market and beyond



- InnovizOne LiDAR sensors were selected by Japan Post to construct digital maps on their postal delivery cars
- InnovizOne equipped delivery vehicles will generate detailed digital maps that gather information such as changes in roads and buildings along delivery routes



Positioned to Capture Robust Sales Funnel

TODAY

3

Serial Production Program



12

Pre-production Programs (+3)

12

RFIs & RFQ in different stages of discussions

\$6.6B

Order Book

Total lifetime projected revenues from awarded accounts

15% (+12%)

Automotive Market Share

2022 TARGETS



10

(12)

Pre-production programs expected in 2022



1+

Automotive commercial agreement in 2022

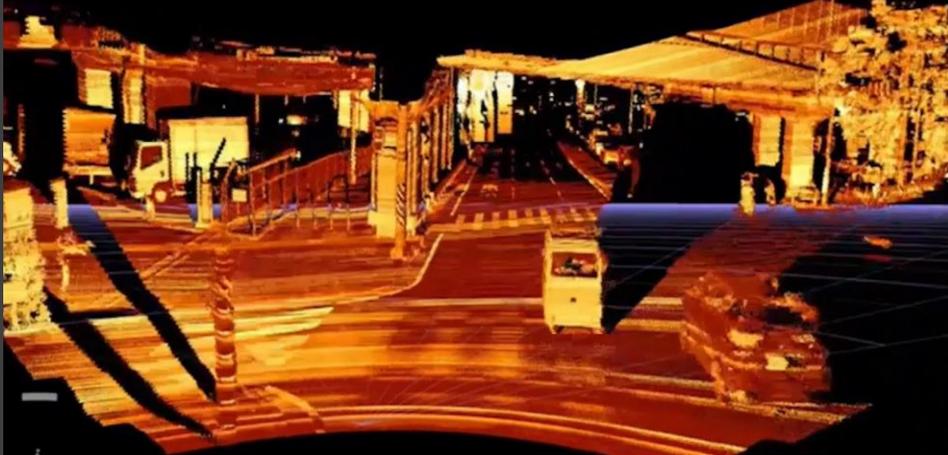


30%+ (153%)

Increased Orderbook

STRATEGIC PRIORITIES DRIVING MEASURABLE RESULTS

Technology Leadership



INNOVIZTWO

Ramping up volume
production of B1 sample –
Beginning of 2023

INNOVIZ360

First Integration
of B sample
during Q3/Q4 22

Engineering
Samples available –
End of 2022

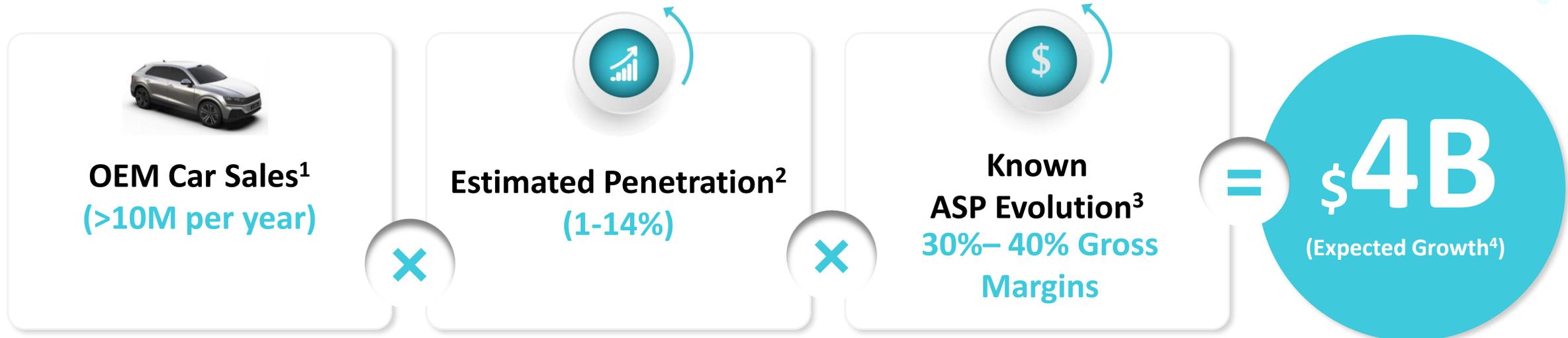




Q2'22 Financial Update

Eldar Cegla, Chief Financial Officer

New Design Win Impact to Forward Looking Orderbook



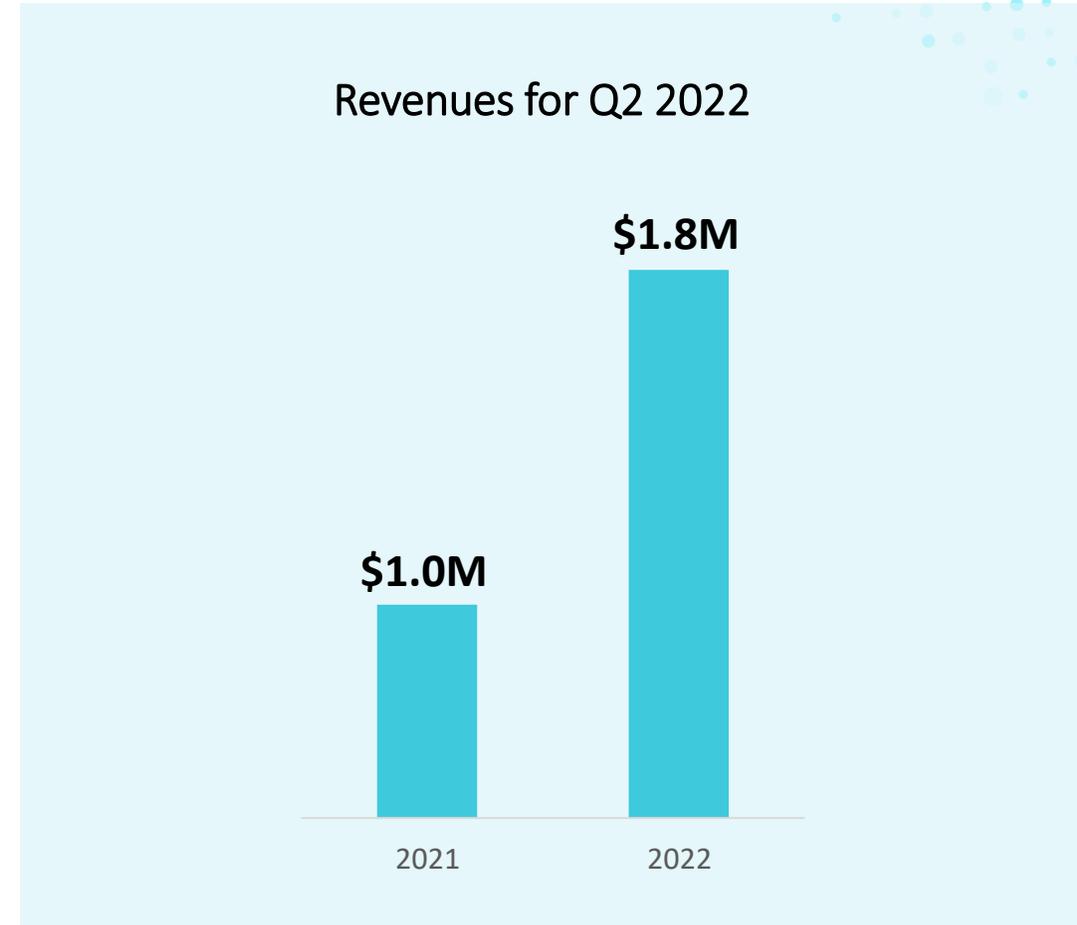
1. Per brand and model associated to the program as predicted by Independent Market Research (IHS Markit for the Consumer Automotive Industry) & Innoviz, Over the lifetime of the project
2. Based on engagement and Functional Safety Technologies over the period
3. Not including B or C Samples, NRE and Production Tools that are also part of the nomination
4. Expecting more brands within the group to adopt the platform

Cash Position – Providing Confidence & Resources

Maintain high liquidity level of \$246M in cash, short-term deposits, and marketable securities

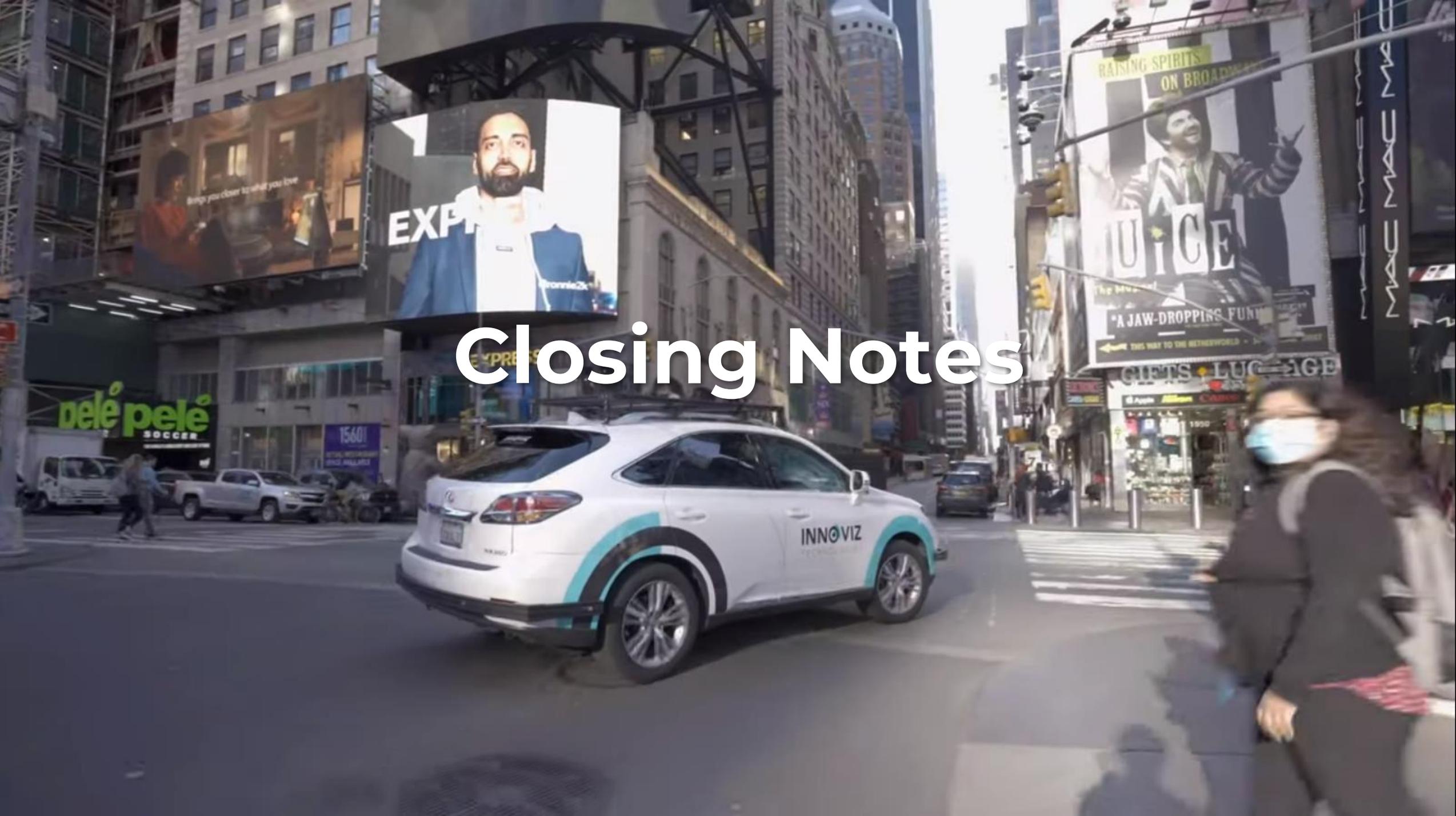
Innoviz operating cash burn in Q2 2022 was **within planned budget**

Revenues for Q2 2022 were \$1.8M, versus \$1.0M in Q2 2021



Innoviz is well positioned to execute on its plan to lead the LiDAR industry

Closing Notes



Q&A

Any Questions?



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Thank You!



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