



INNOVIZ
TECHNOLOGIES

Q3 2022
Earnings Presentation

INNOVIZTM
TECHNOLOGIES

November 9th, 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

New Asia-Based OEM Production Win

5 important takeaways from our fourth production win

4th

Production win

All targeting Level 3-4 programs

2nd

Tier 1 win

Validates our strategy to become a direct supplier

Fast

Ramp-up

Revenues expected to begin in 2024

1st

Nomination in Asia

Growing rapidly as a new market

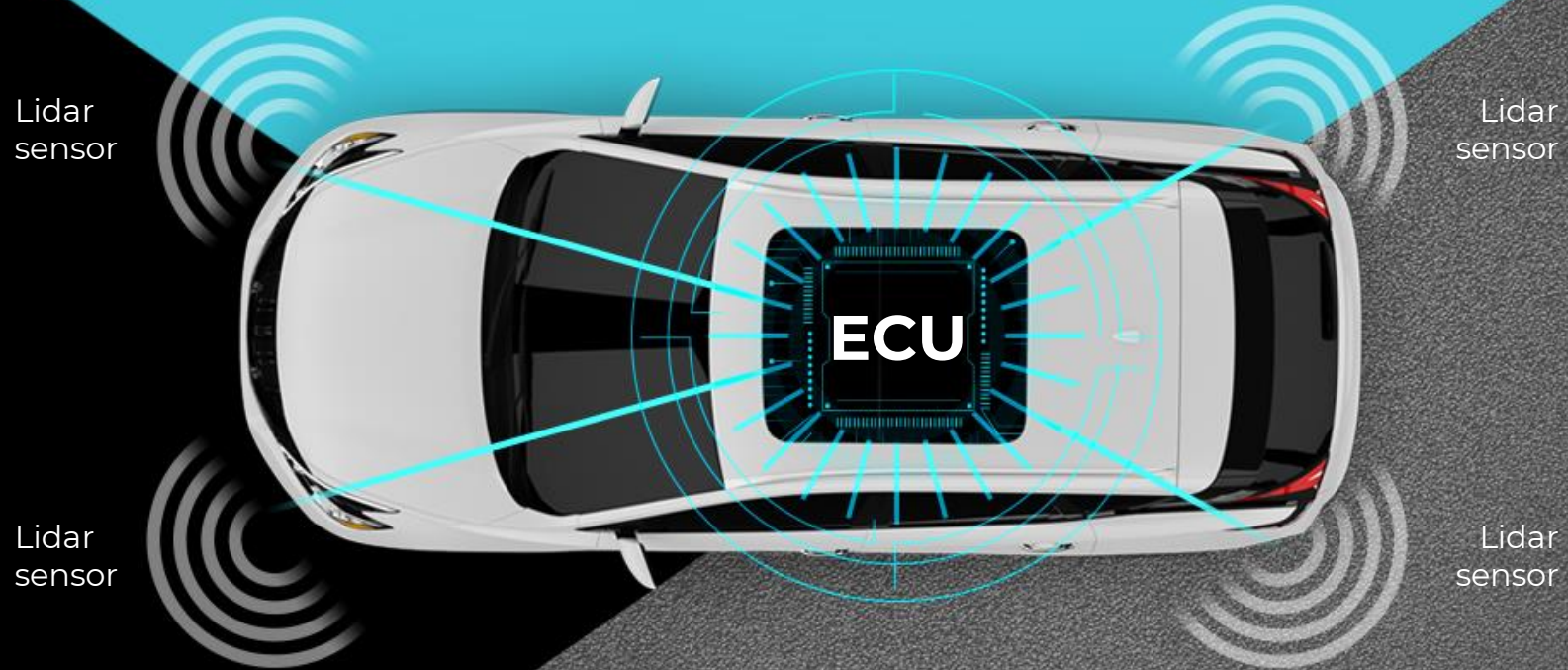
2nd

Tech platform partner

Opens the door for more wins



We now have production wins with two of the three leading autonomous driving platforms



Qualcomm

NVIDIA

mobileye

Why We Are Winning

Winning in automotive and non-automotive for the same reasons

Price & Performance

- Range
- Resolution
- Field of View
- Power Consumption
- 905nm Price Point
- Perception Software

Automotive Grade

- Form Factor / Size
- Product Weight
- Weather Tolerance
- Vibration & Heat Tolerance
- Quality & Reliability
- Vehicle Integration & Styling

Tier 1 Capabilities

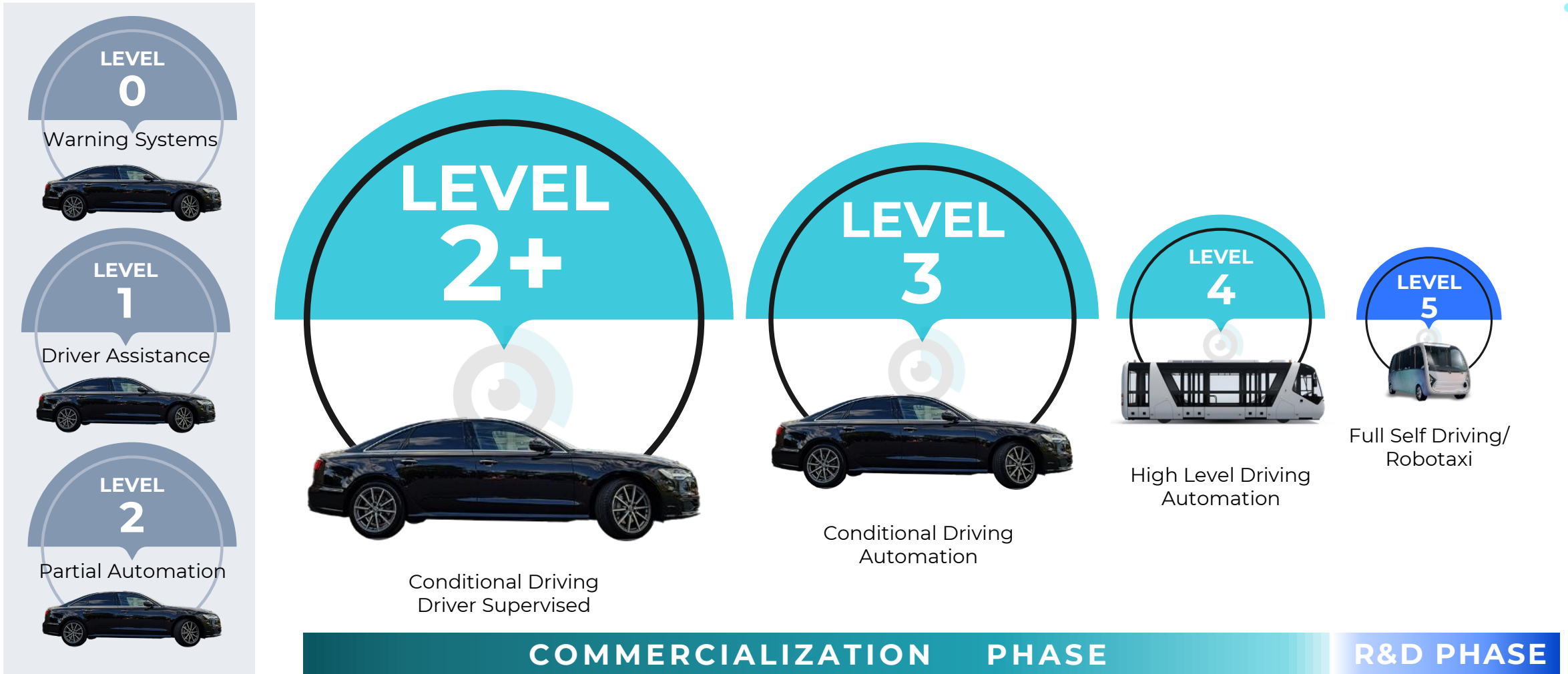
- Manufacturing Scalability
- System Architecture Partners in Place
- Supply Chain Reliability
- Rapid Unit Cost Economics as We Scale

Product & Company Maturity

- Proven & Mature Technology
- Significant Forward-Looking Order Book & Pipeline
- Well Capitalized to Execute Strategy
- Automotive & Industrial Experience

L2+ to L3 Autonomy Megatrend is Emerging

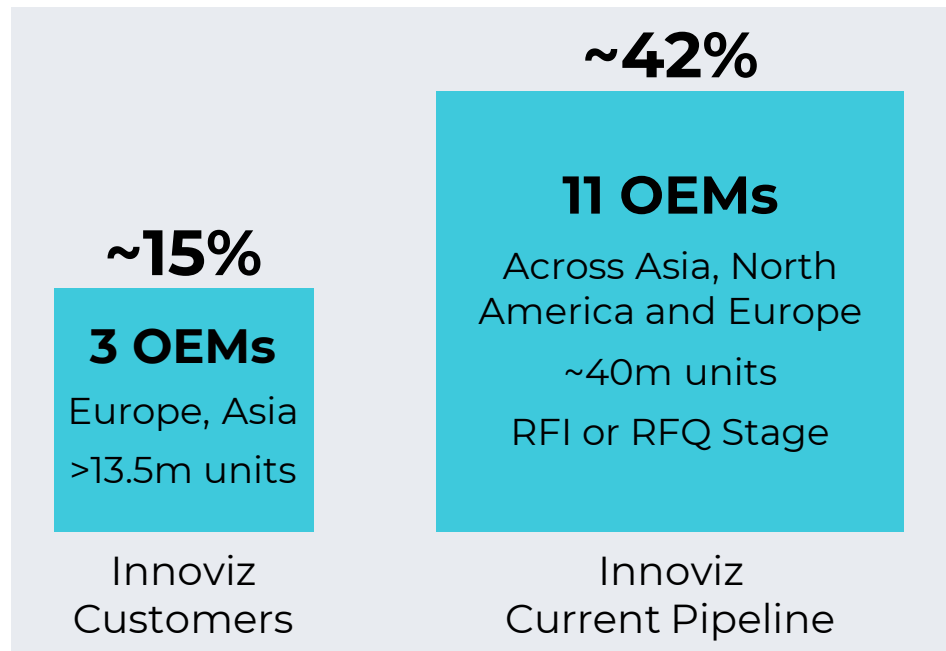
Exactly where Innoviz is focused



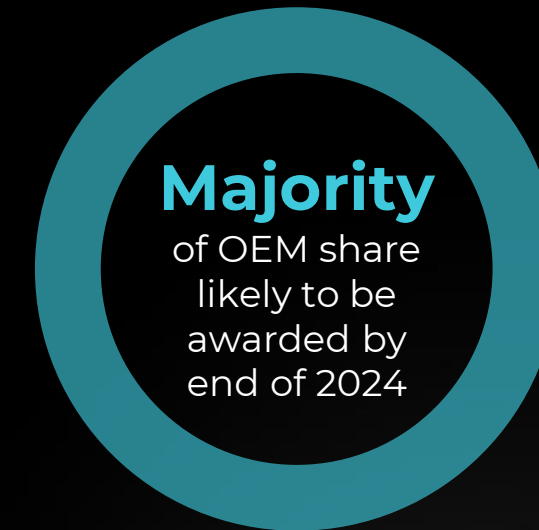
We Have a Robust Pipeline

Entirely L2+ to L3

Currently doing business or actively competing for business with OEM's that represent **~57% of global production**



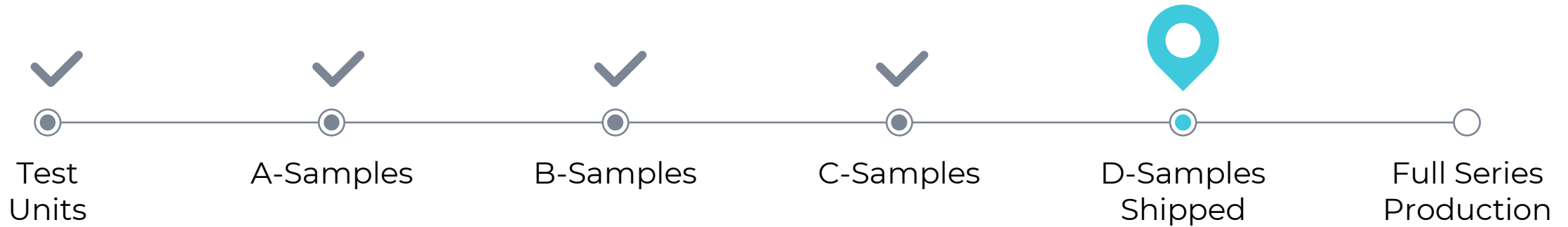
Source: IHS Automotive, Internal Projections





Shipped D-Sample Units to Customers

Final step before full series production



Production Throughput Enhancements

Meaningful upgrades made to production processes

Leveraged downtime from HQ move in Q3 to make multiple changes to our calibration and testing process

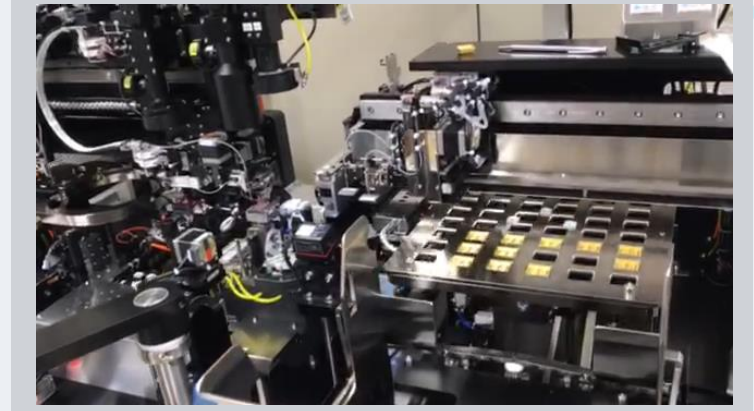
Meaningful improvement in throughput and reduced cycle times

Results implemented at Israel HQ and Holly, MI facilities

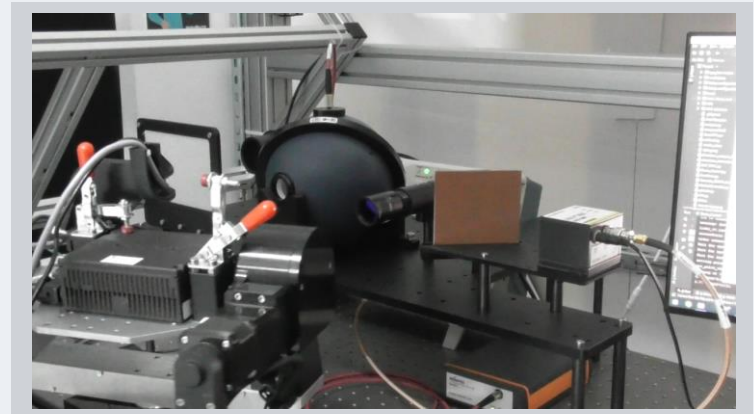
Removes a key bottleneck in production

Will unlock more units for sale into non-automotive markets

Component Assembly & Testing



Device Calibration & Testing



Reaching 30+ Global Partners and Distributors



3D digital mapping solutions for a broad range of applications including HD maps, robotics, construction, surveying, and "digital twinning" and "industrial metaverse" applications



Being used at ports across China, including on autonomous trucks and AGVs, and for Vehicle to Anything (V2X) applications, to improve operational efficiency, mitigate risks and enhance worker safety



Leadership in Automotive Makes us More Competitive in Non-Automotive

Leading Position – Light Vehicle Automotive

CONSUMER VEHICLES

\$38B





INNOVIZTWO INNOVIZONE

Automotive

Positives:

- High Volume
- Long-Term Revenues
- Enterprise Level Deals (Low Selling Costs)
- High Switching Costs

Considerations:

- Long Sales Cycle (3-5 years)
- Competitive Economics

Non-Automotive

Positives:

- Shorter Sales Cycle
- Highly Fragmented End Markets
- Near Term Revenues
- Stronger Margins

Considerations:

- Lower Volumes
- Lower Switching Costs

Increasing Presence – Industrial & Non-Automotive

\$36B

ROBOTAXI & SHUTTLES **TRUCKING** **MAPPING**





INDUSTRIAL **LOGISTICS** **SMART INFRASTRUCTURE**








INNOVIZONE INNOVIZTWO INNOVIZ360

Sample Potential Customer Landscape:



For Illustrative Purposes Only

Sample Potential Customer Landscape:



For Illustrative Purposes Only

INNOVIZ 2022 GLOBAL DISTRIBUTOR SUMMIT

Innoviz HQ, Israel | November 14-17



Demos • Product training • Hands-on workshops • Ecosystem development



Q3'22 Financial Update

Eldar Cegla, Chief Financial Officer

Cash Position & Financial Update

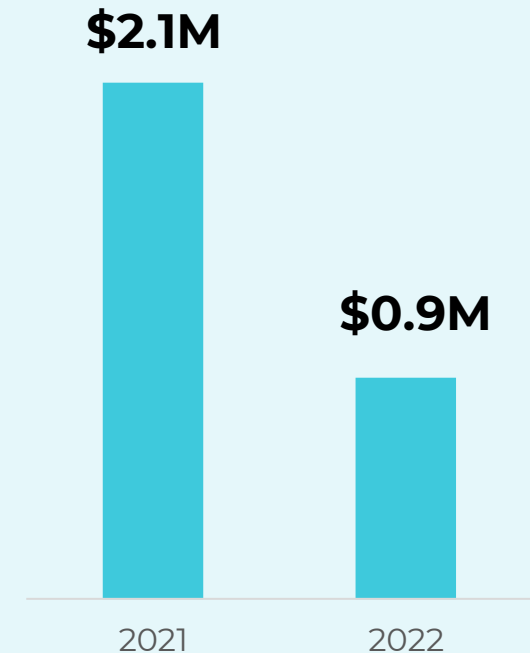
Maintain high liquidity level of \$218M in cash, short-term deposits, and marketable securities

Innoviz operating cash burn in Q3 2022 was **within planned budget**

Revenues for Q3 2022 were \$0.9M, versus \$2.1M in Q2 2021, impacted by our testing and capacity line moves

We expect our revenue cadence to normalize going forward, with an **uplift to unit deliveries** in the coming quarters

Revenues for Q3 2022



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

Well Ahead of 2022 Targets

←
TODAY

4

Serial Production Program
(+1 in 3Q22)



14

Pre-production Programs
(+2 in 3Q22)

11

RFIs & RFQs in different stages of discussions
(-1 with new win)

MILESTONE UPDATES

\$6.9B

Forward-Looking Automotive Order Book

Total lifetime projected revenues from awarded accounts

~15%

Automotive OEM Share

With ~42% in the RFI or RFQ process

2022 TARGETS



10 (14)

Pre-production programs expected in 2022



1+ (2)

Automotive design wins in 2022



30%+ (+165%)

Increase to Forward Looking Automotive Orderbook

STRATEGIC PRIORITIES DRIVING MEASURABLE RESULTS

Q&A



brings you closer to what you love

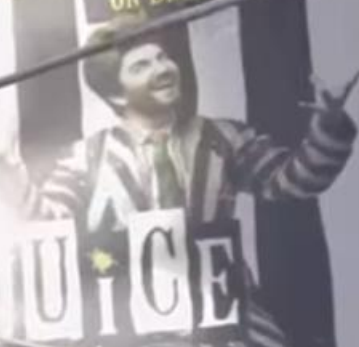


EXPRESS

pele pele
SOCCER

15601
DETAILS AND PRICES AVAILABLE

RAINING SPIRITS
ON BROADWAY



"A JAW-DROPPING FUNNY"

GIFTS + LUGGAGE

Apple Allman CASH





VISIT INNOVIZ AT CES!

WEST HALL - BOOTH **6533** | JAN 5-8, 2023

Investors@innoviz-tech.com

Thank You!



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