

Worcester Polytechnic Institute Worcester, MA, USA

LO JACK®

Recovery vs Location – Opportunities and Challenges

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LO JACK

LoJack Corporation

- Leading Global Provider of Stolen Vehicle Recovery
- Deliver 90% Success Rate
- Sold in 26 U.S. States and District of Columbia and more than 30 Countries Internationally
- Installed Base of More than 7 Million Units
- More Than \$4 Billion in Assets Recovered Globally
 - Over 200,000 vehicles
- NASDAQ: LOJN





Core Strengths

- Police Integration & Relationship
- Radio Frequency Technology
- Strong Brand





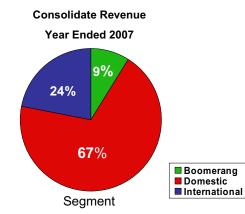
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LO JACK Bus

Business Segments

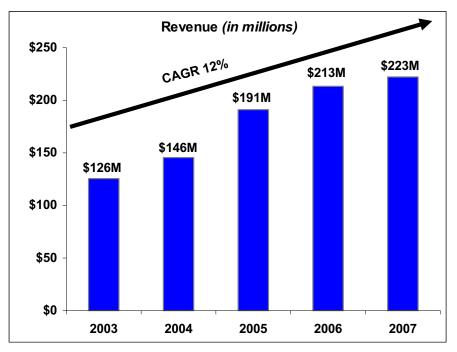
- Domestic
 - Automotive Dealers
 - Construction
 - Motorcycle
 - Licensing Agreements
 - i.e. LoJack for Laptops
- Boomerang
 - Insurance
 - Automotive Dealers
- International
 - Licensees
 - · Limited Investment
 - Owned & Operated



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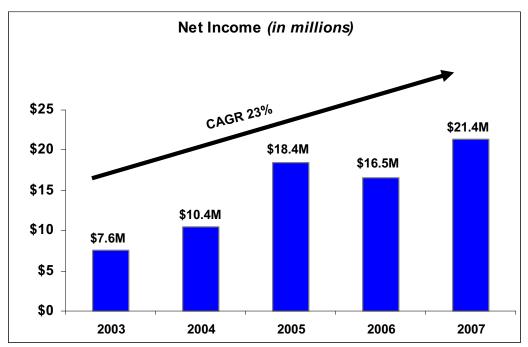
Historical Revenue Growth LO JACK



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Historical Net Income (GAAP) LO JACK



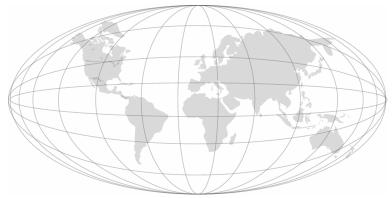
EET IT BACK WITH

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Mission

- To own finding and recovering valuable mobile assets through:
 - Development of innovative technology that leverages our law enforcement relationship
 - Growth of existing businesses and
 - Expansion into new markets



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Recovery vs Location LO JACK

- Recovery ≠ Location
- We are in the business of getting things back not just locating
 - Police use LoJack to recover (i.e. get back) stolen cars and restore it to the rightful owner, whereas OnStar provides stolen vehicle location assistance
- LoJack was recovering stolen cars long before GPS became commercially available and long before cell phones were everywhere
- Customers are willing to pay for recovering their lost / stolen / missing valuables and assets



Next Gen Technology Requirements LO JACK

- 1. Small
- 2. Self-powered
- 3. Intelligent power management / long battery life
- 4. Covert operation
- 5. Orientation-proof
- 6. Location redundancy
- 7. Wide area coverage
- 8. Low Latency
- 9. Amenable to many form factors

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