

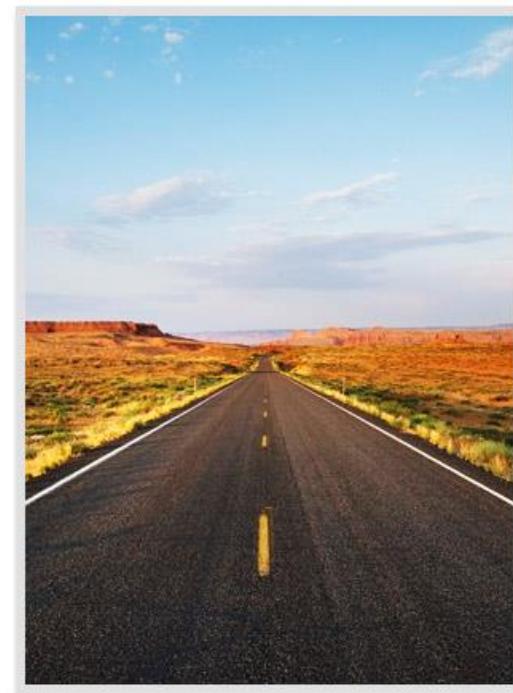
# CalAmp and LoJack Combination Creates Global Connected Vehicle Pioneer



March 21, 2016

## Forward Looking Statements

This presentation may contain forward-looking statements relating to CalAmp’s plans, strategies, objectives, projections, expectations and other information regarding future performance that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements address a variety of subjects including, for example, the anticipated benefits of the Company’s acquisition of LoJack Corporation (“LoJack”). These forward-looking statements also reflect the Company’s current views with respect to future events and financial performance and are subject to certain risks and uncertainties that are difficult to predict, including, without limitation: integration, and the ability to recognize the anticipated synergies and benefits, of the LoJack acquisition; other acquisition-related risks; product and services demand; competitive pressures and pricing declines in the Company’s wireless and satellite markets; the timing of customer approvals of new product designs; our ability to protect our intellectual property and the unpredictability of any associated litigation expenses; interruption or failure of our Internet-based systems used to wirelessly configure and communicate with the tracking and monitoring devices that CalAmp sells; the Company’s ability to accurately estimate customers’ demand and adjust supply chain and third party manufacturing capacity accordingly; our dependence on contract manufacturing and outsourced supply chain and our ability to improve cost structure through our manufacturing outsourcing program; the anticipated size of the markets and continued demand for CalAmp’s products, services and solutions; our ability to successfully develop and commercialize new products, solutions and services; and other risks or uncertainties described in our Annual Report on Form 10-K that was filed on April 21, 2015, subsequent Quarterly Reports on Form 10-Q, and other subsequent filings with the Securities and Exchange Commission. Such risks and uncertainties could cause actual results to differ materially from historical or anticipated results, or otherwise affect the Company’s business, results of operations, and financial condition. Although we believe the expectations reflected in such forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



## Compelling Strategic Rationale

- ✓ **Creates a market leader positioned to deliver on a shared, innovative connected car vision**
- ✓ **Establishes leading capabilities to address large, rapidly evolving connected vehicle telematics**
- ✓ **Solidifies a complete connected car product offering including platform, connectivity and an extensive portfolio of high value applications**
- ✓ **Uniquely situated to execute on exciting value proposition to all constituents - dealers, consumers, insurance and other third parties**
- ✓ **Attractive pro forma financials - increases scale, expands margins and accretive before synergies**

# LoJack Provides Gateway for Connected Car Solutions

*Combination creates leader to execute on growing connected vehicle vision*

## US Dealer Relationships

4,000+ Selling Dealers in the US

## Global Licensees

30 countries across Europe, Africa, North & South America

## Powerful Pre-Install Model

Positioned at point of sale to provision turnkey offerings

- Under-leveraged dealer, global licensee relationships and brand
- Customers and partners seeking turnkey solutions and service offerings
- Gateway to deliver portfolio of proprietary, recurring revenue, high value, next generation offerings across telematics, vehicle safety and maintenance and insurance

# Pro Forma Financial Highlights

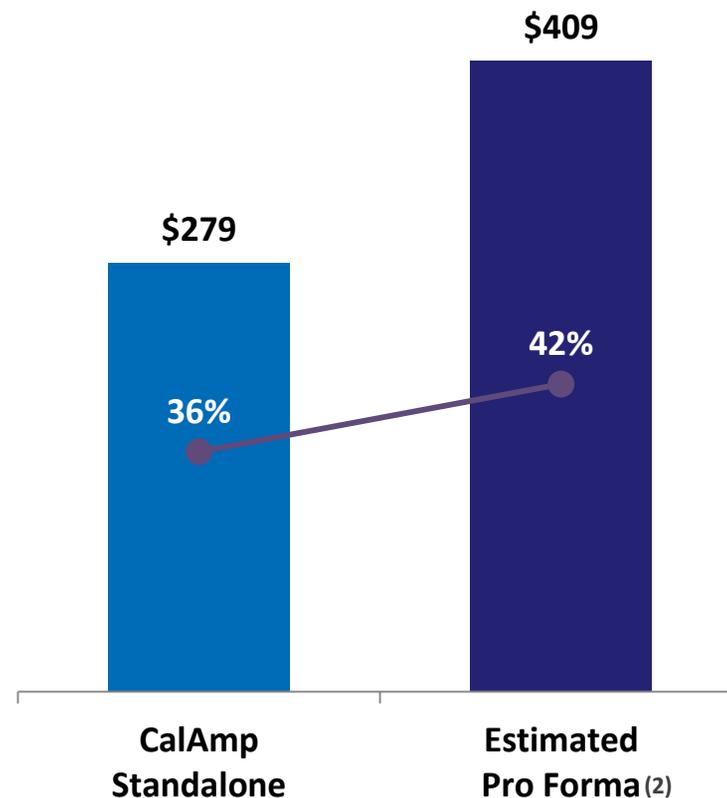
Annual revenues exceeding \$400 million

Gross margin greater than 40%

Expect meaningful combination benefits

\$0.15 to \$0.25 accretive to FY17 non-GAAP EPS

LTM Revenue (\$mm) and Gross Margin (%)<sup>(1)</sup>

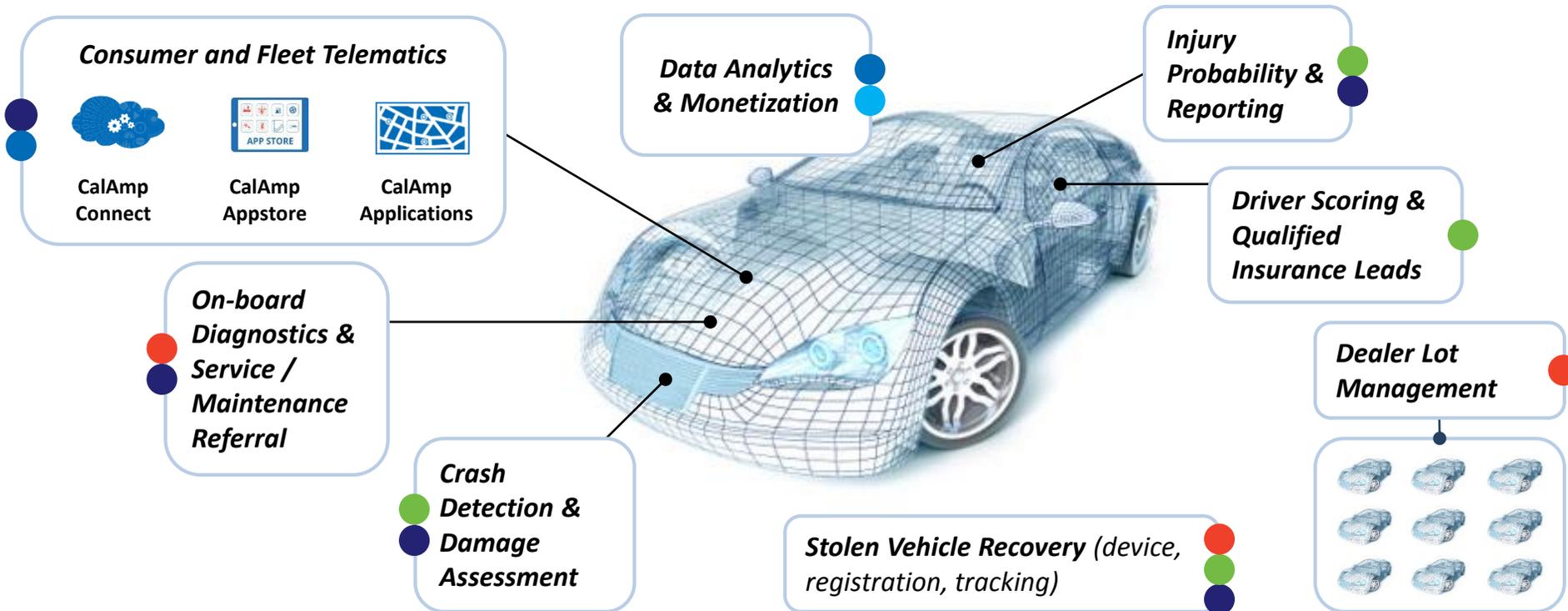


Notes:  
 (1) Represents for CalAmp LTM ended Nov 30 and for LoJack LTM ended Dec. 31. Represents non-GAAP gross margin for LoJack.  
 (2) Excludes combination benefits.

# Emerging Connected Vehicle Aftermarket Opportunities

*Creating value across entire growing landscape*

Auto Dealers	Consumers	Insurance Providers & Third Parties	Fleet / Telematics	OEMs
<ul style="list-style-type: none"> <li>✓ Ongoing customer relationship / loyalty</li> <li>✓ New products, enhanced profits</li> <li>✓ More efficient operations</li> </ul>	<ul style="list-style-type: none"> <li>✓ Valuable connected features and functions</li> <li>✓ Superior car owning experience</li> </ul>	<ul style="list-style-type: none"> <li>✓ Entry point to enable new pricing and revenue models</li> <li>✓ Enable process improvements</li> <li>✓ Data and insights</li> </ul>	<ul style="list-style-type: none"> <li>✓ Robust, proven platform</li> <li>✓ Application tools &amp; APIs</li> <li>✓ Data and insights</li> </ul>	<ul style="list-style-type: none"> <li>✓ More satisfied dealers</li> <li>✓ Happy car owners</li> <li>✓ Data and insights</li> </ul>



# Combined Strengths – A Virtuous Cycle

*A connected vehicle industry pioneer, supported by defensible innovations and channel presence*

Technology, product  
and market leadership

Proven expertise in high  
value telematics solutions

Scale in a highly  
fragmented market



Strong global  
brands and go to market  
strategy

Deep vertical market  
expertise, cross application  
leverage



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