LoJack Corporation
Q3 2015 Results

November 6, 2015

Forward-looking Statements

Statements in this presentation that are not statements of historical fact are forward-looking statements. Such forward-looking statements, which include statements regarding the Company's strategic plans and initiatives, markets, customer orders and shipments, and future financial performance, are based on a number of assumptions and involve a number of risks and uncertainties, and accordingly, actual results could differ materially. Factors that may cause such differences include, but are not limited to: (1) the continued and future acceptance of the Company's products and services, including the Company's Pre-Install Program and inventory management, fleet management and telematics solutions; (2) the Company's ability to obtain financing from lenders and to satisfy or obtain waivers for covenant requirements under its credit facility; (3) the outcome of ongoing litigation involving the Company; (4) the Company's ability to enforce the terms of the settlement agreement with Tracker do Brasil LTDA and its impact on the Company's future relationships with Tracker and its affiliates; (5) the rate of growth in the industries of the Company's customers; (6) the presence of competitors with greater technical, marketing, and financial resources; (7) the Company's customers' ability to access the credit markets, including changes in interest rates; (8) the Company's ability to promptly and effectively respond to technological change to meet evolving customer needs; (9) the Company's ability to successfully expand its operations, including through the introduction of new products and services; (10) changes in general economic or geopolitical conditions; (11) conditions in the automotive retail market and the Company's relationships with dealers, licensees, partners, agents and local law enforcement; (12) delays or other changes in the timing of purchases by the Company's customers; (13) the Company's ability to achieve the expected benefits of its strategic alliances with TomTom and Trackunit; (14) financial and reputational risks related to product quality and liability issues; (15) the Company's ability to re-enter the Brazilian market in a timely manner and/or on favorable terms; and (16) trade tensions and governmental regulations and restrictions in Argentina and the Company's other international markets. For a further discussion of these and other significant factors to consider in connection with forward-looking statements concerning the Company, reference is made to the Company's Annual Report on Form 10-K for the year ended December 31, 2014 and the Company's other filings with the Securities and Exchange Commission. Such forward-looking statements speak only as of the date made. Except as required by law, the Company undertakes no obligation to update these forward-looking statements.

Use of Non-GAAP Financial Measures

In addition to financial measures prepared in accordance with generally accepted accounting principles (GAAP), this presentation also contains certain non-GAAP financial measures including EBITDA, Adjusted EBITDA and non-GAAP gross profit (and the corresponding gross margin percentages). The Company believes that the inclusion of these non-GAAP financial measures in this presentation helps investors to gain a meaningful understanding of changes in the Company's core operating results, and can also help investors who wish to make comparisons between LoJack and other companies on both a GAAP and a non-GAAP basis. LoJack management uses these non-GAAP measures, in addition to GAAP financial measures, as the basis for measuring our core operating performance and comparing such performance to that of prior periods and to the performance of our competitors. These measures are also used by management to assist with their financial and operating decision making.

The non-GAAP financial measures included in this presentation are not meant to be considered superior to or a substitute for results of operations prepared in accordance with GAAP. In addition, the non-GAAP financial measures included in this presentation may be different from, and therefore may not be comparable to, similar measures used by other companies. Reconciliations of the non-GAAP financial measures used in this presentation to the most directly comparable GAAP financial measures are set forth in the accompanying appendix to this presentation.

Q3 2015 Overview

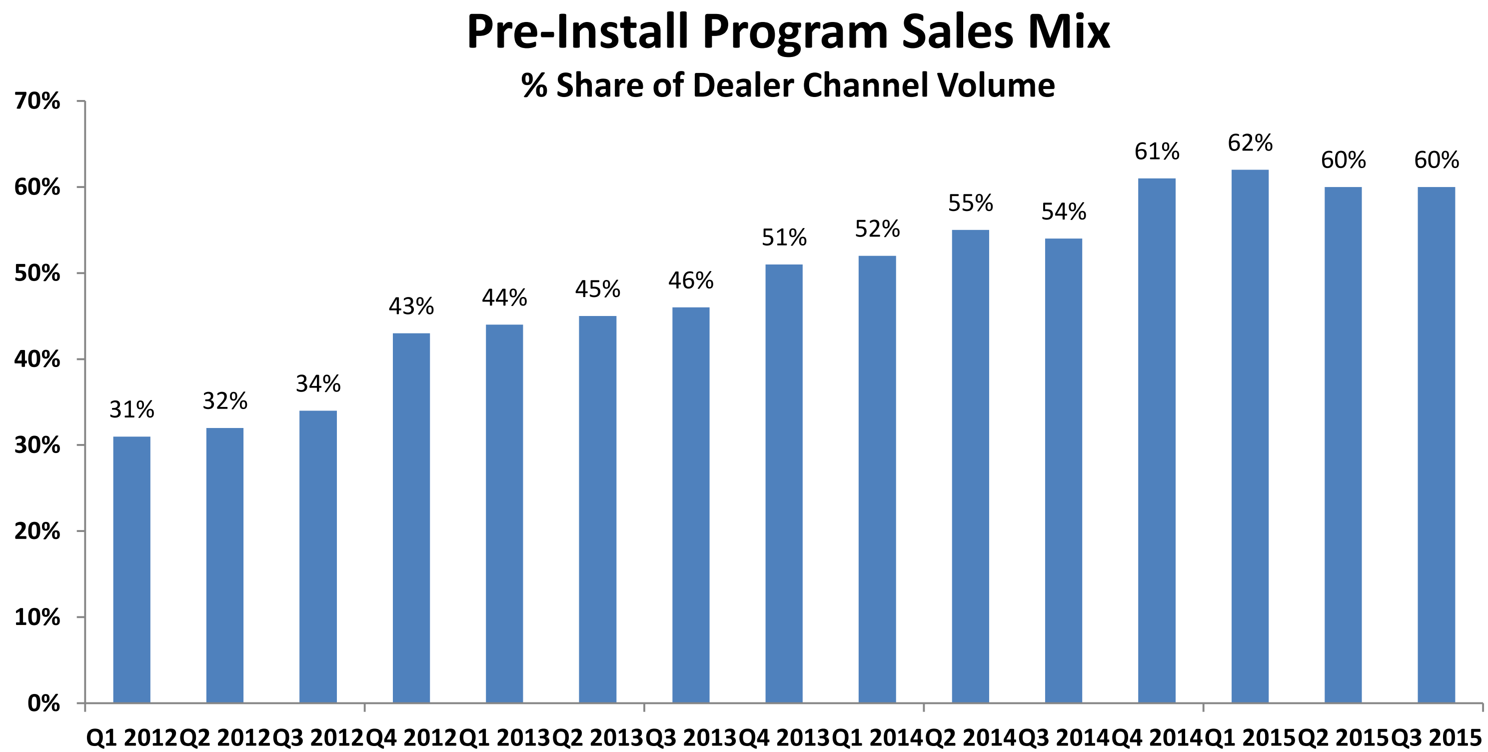
- Net income of $1.5 million, or $0.08 per diluted share
- Gross profit increases 76% YoY to $17.8 million
- Gross profit margin of 54.4%
- Significant reduction in opex and the absence of additional QAP expense drives $11.2 million improvement in EBITDA and $6.9 million in cash flow from operations

U.S. Stolen Vehicle Recovery Business

- U.S. Dealer Unit Volume +4%; best unit volume quarter since Q2 2008
- Q3 2015 marked highest quarterly Pre-Install volume in the Company's history
- Pre-Install volume up 18% vs. Q3 2014
- Continued success with the Pre-Install Strategy for Stolen Vehicle Recovery units

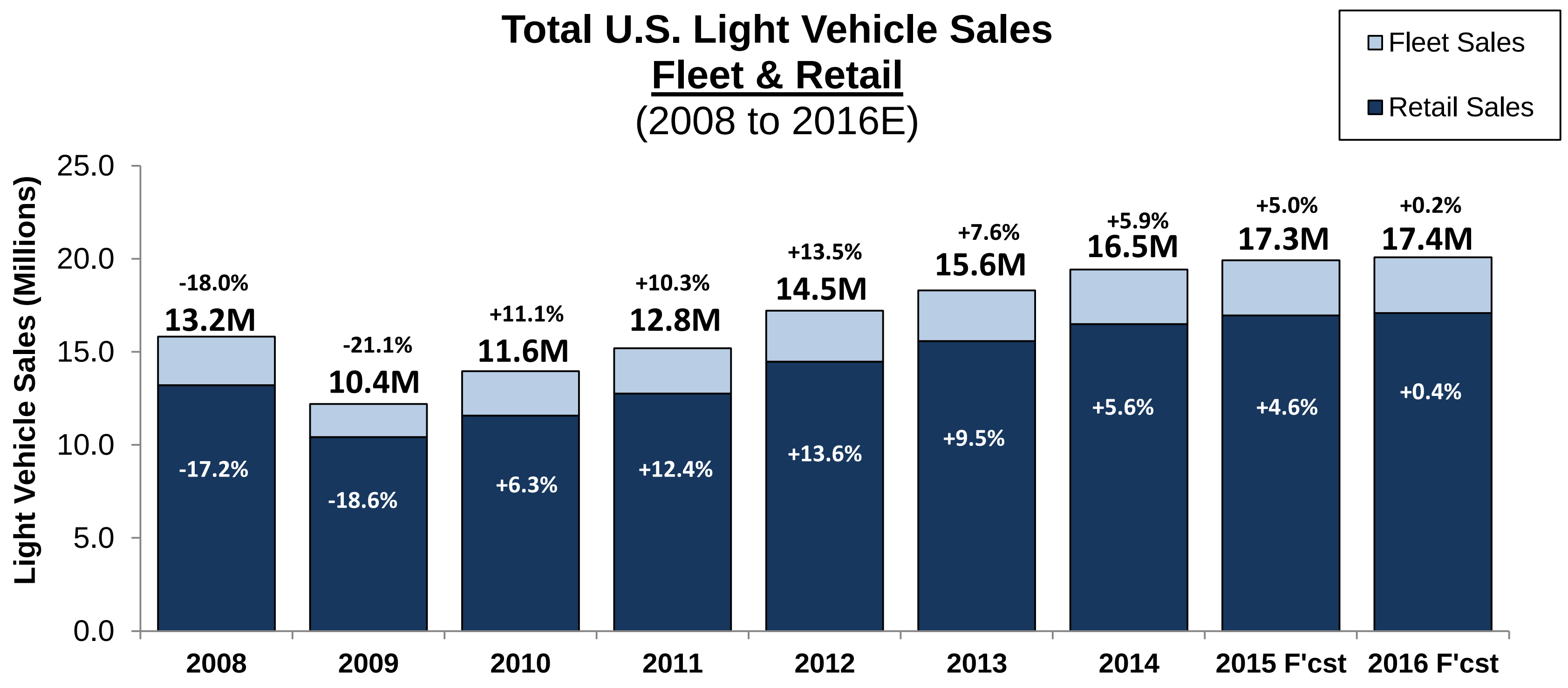
Advancing the Pre-Install Strategy

Strong Pre-Install Acquisition in Q3 expected to set the stage for continued unit sales and revenue for the balance of 2015



U.S. Sales Outlook Remains Positive

Industry forecasts project annual total light vehicle growth of +5% in 2015, with retail sales projected to be up 4.6%.



Source: Power Information Network – PIN, a business division of J.D. Power & Associates

International

International Revenue +40% vs. Q3 2014

- Revenue at $9.8 million vs. $7 million in Q3 2014

Italy

- Stronger growth continues to deliver profitability; revenue growth of 34% vs. Q3 2014
- Surpassed 66,000 subscriber, a 49% growth vs. Q3 2014

LoJack Telematics Update

LoJack® IM1 Inventory Management

LoJack® IM1 Inventory Management System for car dealers to help streamline operations and improve customer service

LO JACK® FLEET MANAGEMENT
POWERED BY TOMTOM

LoJack® Fleet Management is an advanced fleet management system to help increase productivity, improve driver safety, and improve customer service

LO JACK®

LoJack® Connect for Equipment

LoJack® Connect for Equipment is a ruggedized telematics system to help track off-road equipment while improving business operations

Financial Review

Q3 Revenues

($ in millions) (unaudited)		**Q3 2015**		**Q3 2014**	**% change**
Consolidated revenues	$	32.6	$	32.7	0%
U.S. revenues		21.5		23.2	(7%)
International licensees		7.9		5.6	41%
Italy		1.9		1.4	34%
Other		1.3		2.5	(48%)

Q3 Consolidated Results Highlights

($ in thousands, except per share data) (unaudited)		**Q3 2015**		**Q32014**
Revenue	$	32,644	$	32,673
Y/Y change		(0.0%)		
Gross profit		17,767		10,086
Y/Y change		76.2%		
Gross profit margin		54.4%		30.9%
Non-GAAP gross profit*		17,781		16,658
Non-GAAP gross profit margin*		54.5%		51.0%
Operating expenses		15,053		18,409
Y/Y change		(18%)		
EBITDA*		3,539		(7,657)
Adjusted EBITDA*		3,980		88
Net income (loss) attributable to LoJack Corp.	$	1,481	$	(8,194)
Net income (loss) per diluted share attributable to LoJack Corp.	$	0.08	$	(0.45)

**Please refer to Appendix for reconciliation of non-GAAP items*

Balance Sheet Highlights

($ in millions)	**Sept. 30, 2015** (unaudited)	**Dec. 31, 2014**
Cash and cash equivalents	$ 18.7	$ 17.6
Accounts receivable, net	22.1	24.0
Inventories	7.0	8.3
Total assets	73.7	76.3
Bank debt	7.0	10.0
Deferred revenue	16.7	17.1
Total liabilities	50.0	55.8
Stockholders' equity	23.8	20.4
Working capital	$ 21.9	$ 18.4

Quality Assurance Program Reserve (QAP)

($ in thousands) (unaudited)		**QAP Reserve**
Balance at December 31, 2014	$	6,406
Additions	$	1,076
Payments/reductions	$	(4,751)
Foreign exchange impact	$	(32)
Balance at September 30, 2015	$	2,699

Summary

- Effective cost-reduction initiatives help drive strong year-over-year financial performance
- SVR business provides significant margin and cash flow opportunity
- Improved liquidity, positive cash flow and new telematics wins position the Company effectively

Appendix: GAAP to Non-GAAP Reconciliation
Net income to EBITDA and Adjusted EBITDA

(Unaudited, in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2015	2014	2015	2014
Net income (loss), as reported	$ 1,495	$ (8,174)	$ 1,077	$ (17,148)
Adjusted for:				
Interest expense	138	110	518	697
Provision (benefit) for income taxes	767	(358)	857	(179)
Depreciation and amortization	1,139	765	3,444	2,807
EBITDA	3,539	(7,657)	5,896	(13,823)
Stock compensation expense	417	410	1,138	1,293
Licensee agreement modification	—	—	(2,000)	—
Brazil legal settlement	—	—	(2,000)	—
Quality assurance program	—	6,506	1,076	8,040
Restructuring costs	24	829	486	1,729
Adjusted EBITDA	$ 3,980	$ 88	$ 4,596	$ (2,761)

Appendix: GAAP to Non-GAAP Gross Profit and Gross Profit Margin Percentage Reconciliation

(Unaudited, in thousands)

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2015		2014		2015		2014	
	$	% of Revenue	$	% of Revenue	$	% of Revenue	$	% of Revenue
Gross profit, as reported	17,767	54.4%	10,086	30.9%	50,207	52.8%	42,171	43.4%
Adjusted for:								
Restructuring costs	14	—%	66	0.2%	70	0.1%	164	0.2%
Quality assurance program	—	—%	6,506	19.9%	1,076	1.1%	8,040	8.3%
Non-GAAP gross profit	17,781	54.5%	16,658	51.0%	51,353	54.0%	50,375	51.8%