



Confindustria Presentation

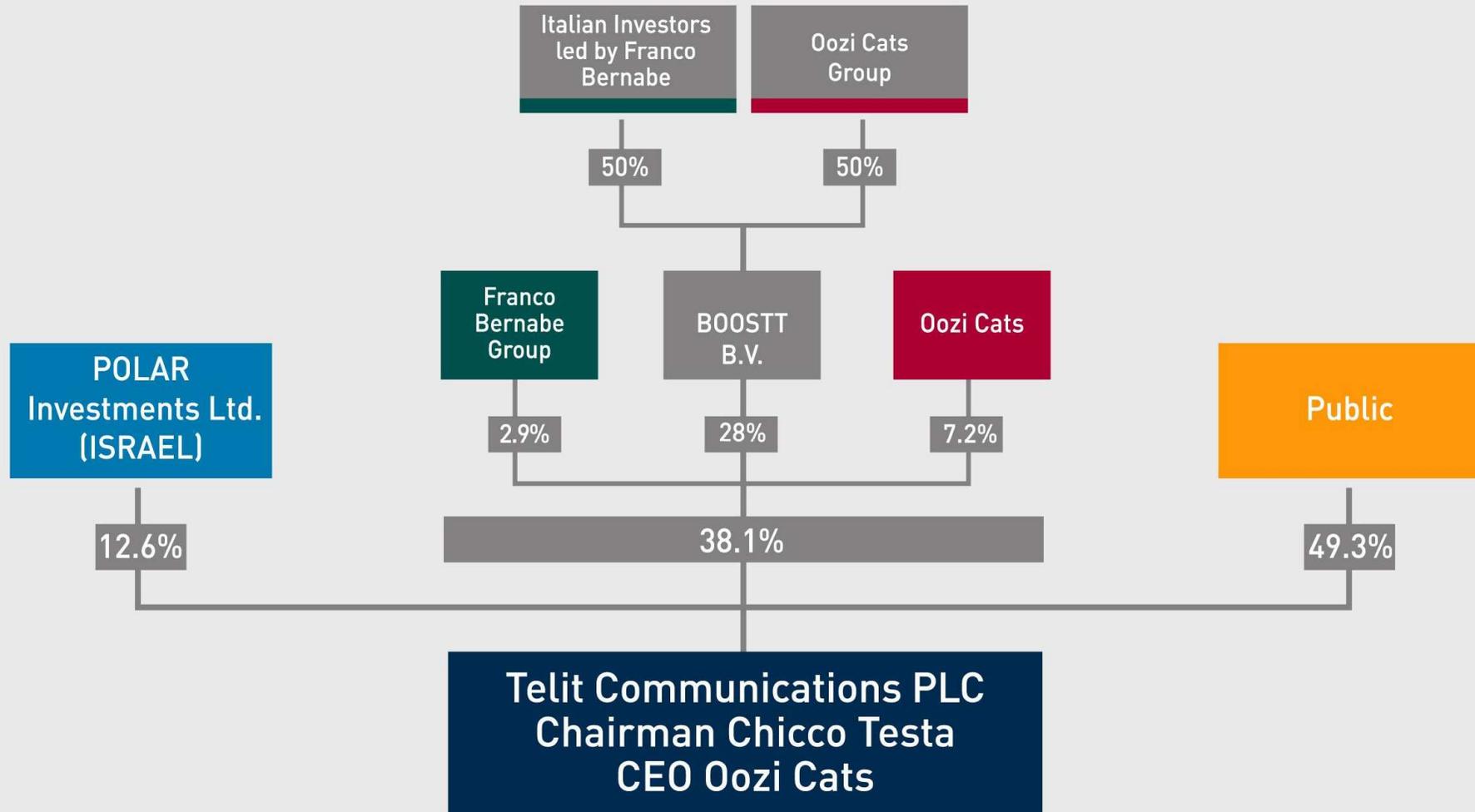
24th of November 2008

Oozi Cats, CEO

Who is Telit?

- Telit is an Italian – Israeli wireless technology company.
- Telit develops, manufactures and markets GSM/GPRS, UMTS/HSDPA, CDMA/EVDO and Short Range enterprise communication modules for machine-to-machine (M2M) applications which streamline business processes by enabling machines, devices and vehicles to communicate via mobile networks.
- Telit's products are sold and deployed worldwide through offices in Brazil, China, Denmark, Germany, Great Britain, Israel, Italy, Korea, the Republic of South Africa, Spain, Taiwan, Turkey and the USA.
- Telit Communications PLC is listed on the AIM (Ticker: TCM).

Ownership Structure



Telit History

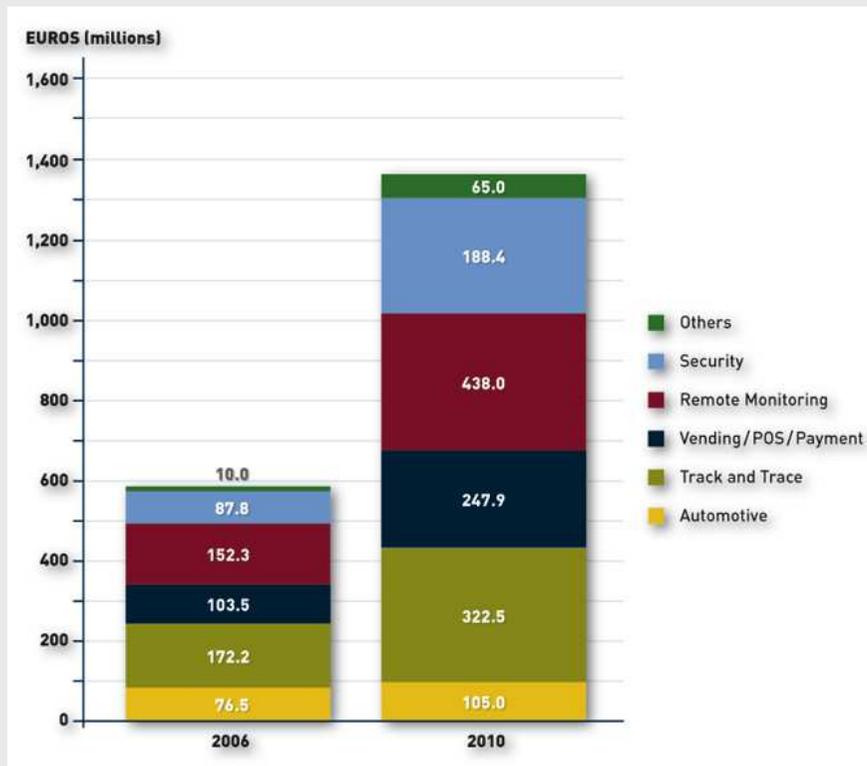
| | |
|-------------|--|
| 1986 | <ul style="list-style-type: none">▪Engineering organization selling R&D services to the Telecom industry |
| 1997 | <ul style="list-style-type: none">▪Started manufacturing and marketing cellular handsets and automotive communication systems |
| 2003 | <ul style="list-style-type: none">▪ Acquired by Polar Investments and Oozi Cats setting the strategic focus on m2m |
| 2005 | <ul style="list-style-type: none">▪ IPO in London (AIM: TCM) raising 30 million Euro to develop M2M business |
| 2006 | <ul style="list-style-type: none">▪Execution of global strategy by establishing Telit APAC and Telit AMERICAS▪Acquired Bellwave M2M, the market leader in South Korea▪Set up a solutions R&D center in Sardinia, Italy on a grant awarded by the Italian Ministry of Industry |
| 2007 | <ul style="list-style-type: none">▪Received groundbreaking certification from AT&T Wireless, USA▪Raising additional 16 million Euro for m2m business from BAMES, Italy▪Management Buy-Out with Italian investors led by Mr. Franco Bernabe |
| 2008 | <ul style="list-style-type: none">▪Telit launches new operations and sales force in Brazil and recruits renowned Brazilian wireless executives▪Telit acquires in October 2008 One-RF, a privately held French company which designs wireless data transmission solutions for M2M and telemetry applications and developed its own ZigBee™ solutions that complement Telit's existing product offering and business. |

What is M2M?

- M2M consists of a complex infrastructure combining hardware and software enabling the transformation of raw data produced by machines into valuable information contributing to streamline and automatise the companies` business processes.
- Beyond the economic future outlook considered very positive, the high-tech analysts such as Gartner predict that the M2M evolution will have a substantial and crucial impact in the next years like the one brought by the personal computer introduction.
- Various M2M solutions will be key enablers in helping to resolve the world economic crisis. *“I.B.M’s chief executive, Samuel J. Palmisano, is proposing a technology-fueled economic recovery plan that calls for public and private investment in more efficient systems for utility grids, traffic management, food distribution, water conservation and health care.”*
Published: November 6, 2008, New York Times
- On a global level, we can count more than 50 billion of machines, and each of these could benefit from the M2M technology.

What can M2M do for your Company?

- Year by year companies adopt wireless M2M technologies to facilitate their businesses to gain control on the data produced thus sharpening their operations and saving costs while increasing competitiveness.



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The m2m Cellular Mobile Vertical Market Growth Estimates

Source: Gartner 2008

- We are in front of an exponential development of short and long range communication technologies allowing “devices” to communicate with each other.
- This is the M2M world: a big opportunity for every industry to facilitate the detection and transmission of data. The ability of a company will be to manage these data in real time and interpret them to achieve increased efficiency.
- Telit clients provide M2M applications targeting these segments amongst others
 - SECURITY
 - AUTOMATIC METER READING
 - WIRELESS Point of Sales Terminals
 - FLEET MANAGEMENT
 - TELEMETRY
 - TRACKING & TRACING
 - AUTOMOTIVE
 - LOGISTICS
 - HEALTHCARE
 - MOBILE COMPUTING
 - TELEMATICS

Telit's Offer

- The excellent synergy between Israel and Italy in terms of technical know-how and local market understanding is typical for Telit.
- Telit supplies M2M modules across the globe, offering its customers M2M solutions from all relevant cellular as well as Short Range technologies, design-in support and valuable services for a few thousand of applications to applications that are produced hundreds of thousands of times.
- Telit, due to its history and thanks to its innovative italian-israeli spirit is the perfect combination of the israeli technological know-how and italian market understanding thus able to follow your needs uniquely and capable to address your global expansion, now or in the future.

Telit Structure & Growth

| | | |
|------------------------------|-------------------|----------------------|
| Founded | 2000 | |
| Global Headquarter | Rome, Italy | |
| Regional Headquarters | Trieste, Italy | EMEA |
| | Raleigh, USA | NORTH AMERICA |
| | Sao Paulo, Brazil | LATIN AMERICA |
| | Saoul, Korea | APAC |
| Employees | Approx. 300 | |

| | Year Ended 31 December | | | |
|-----------------------|---------------------------|---------------------------|------------------------|------------------------|
| | H1 2008 Thousands of € | H1 2007 Thousands of € | 2007 Thousands of € | 2006 Thousands of € |
| Sales | 30,112 | 22,882 | 52,189 | 30,140 |
| Gross profit | 12,937 | 9,195 | 21,988 | 11,653 |
| Gross Margin | 43% | 40.2% | 42.1% | 38.7% |
| Operating loss (EBIT) | (2,602) | (1,983) | (1,509) | (7,070) |
| Adjusted EBITDA | (1,107) | (626) | 1,398 | (4,871) |
| Loss Before Tax | (3,467) | (1,214) | (1,281) | (7,413) |

- Revenue Growth of 32% in H1 2008 compared to H1 2007
- Gross Profit Growth of 40% in H1 2008 compared to H1 2007
- Gross Margin increased to 43% in H1 2008 compared to 40.2% in H1 2007

M2M business case example

Telit presents a concrete example of what its wireless technology can do:



FLEET MANAGEMENT FLEET MANA

Italian application example



JECKO
TECHNOLOGY PROVIDER



GSM | GPRS

GE 863-QUAD
Embedded
GE 863-PY
Embedded



Jeko Srl

Country
Italy

Vertical Segment
Fleet Management

Company
Jecko Srl

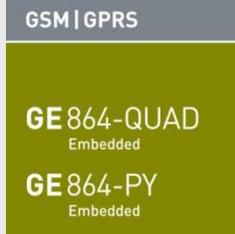
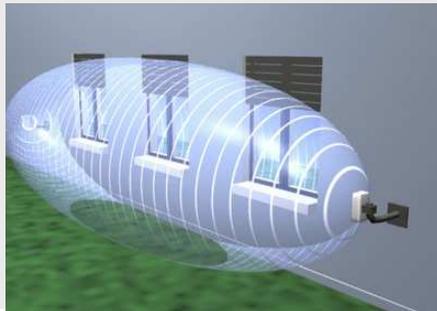
System
HS3

Telit Module in Use
GE863-QUAD

FLEET MANAGEMENT

Telit
Communications PLC

Israeli application example



Crow Ltd.

Country
Israel

Vertical Segment
Security

System
CS47T GSM Backup Unit

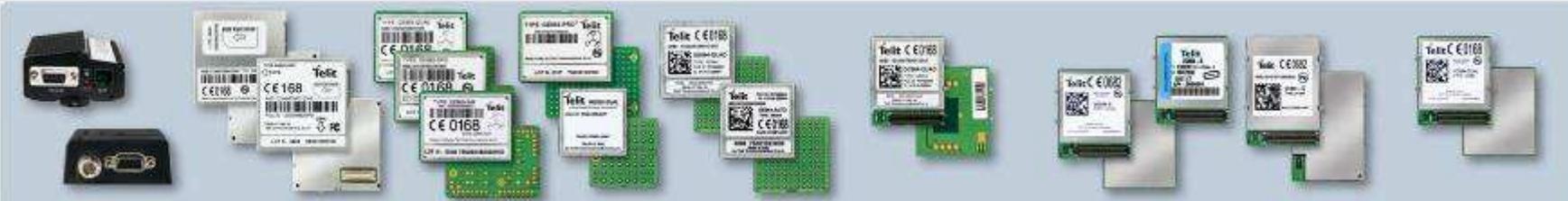
Company
Crow electronic Engineering Ltd.

Telit Module in Use
BCM – 1855A

SECURITY

Thank You.

Appendix – Telit Product Range



| GSM GPRS | | GSM GPRS | | GSM GPRS | | GSM GPRS | | UMTS HSDPA 7.2 | | | CDMA 1xRTT |
|------------|-------|------------|-----------|------------------------|------------|------------|---------|------------------|---------|-------|--------------|
| GT863 | GT864 | GM862 | GE863 | GE863-PRO ³ | GE864 | GC864 | UC864-E | UC864-K | UC864-G | CC864 | |
| | | GM862-GPS | GE863-GPS | Wi-Fi 802.11 b/g | GE864-AUTO | | | | | | |
| | | | GE863-SIM | WE865-DUAL | | | | | | | |

Unified AT Command Set
same software interface

Unified Form Factor
same shape – same connectors