

Forward-Looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties, including statements regarding the anticipated effects of applying ASC 606 on Telenav's financial results beginning in the quarter ending September 30, 2018. These statements are based on Telenav management's beliefs and assumptions and on information currently available to its management. Actual events or results may differ materially from those described in this presentation due to a number of risks and uncertainties, including the impact on revenue recognition and other financial reporting due to the amendment of contracts or changes in accounting standards, such as the implementation of ASC 606. Further information on these and other factors that could affect the forward-looking statements we make in this presentation can be found in the documents that we file with or furnish to the US Securities and Exchange Commission, including our most recent Quarterly Report on Form 10-Q for the quarter ended March 31, 2018.

You should not rely on any forward-looking statements, and we assume no obligation, nor do we intend, to update them. All information in this presentation is as of August 7, 2018.

TELENAV REVENUE RECOGNITION APPLICATION OF NEW STANDARD ASC 606 – REVENUE FROM CONTRACTS WITH CUSTOMERS


Telenav is adopting ASC 606 – Revenue from Contracts with Customers, effective July 1, 2018. For comparative purposes Telenav will recast⁽¹⁾ the quarter ended September 30, 2017 under ASC 606 as a comparative quarter to the quarter ended September 30, 2018.

Telenav is providing the following slides on select product and services to assist investors in understanding the effects of applying ASC 606 on Telenav's financial results starting in Fiscal 2019.

⁽¹⁾ We anticipate that when we adopt ASC 606, significant amounts currently set forth in deferred revenue and deferred costs as of June 30, 2018 will be restated as revenue and expenses in our prior period statements of operations and as accumulated deficit on our July 1, 2018 balance sheet.

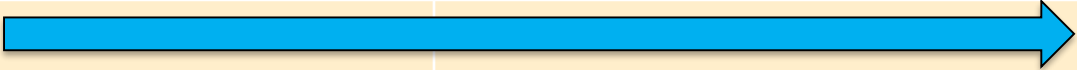
PRODUCT 1 REVENUE (FORD) - AUTOMOTIVE EMBEDDED NAVIGATION SOLUTION

PRODUCT 2 REVENUE (FORD) - PRODUCT 1 + MAP UPDATES

	Revenue Recognition Treatment	
	Timeline 	
ASC 605 – Pre July 1, 2018 GAAP		
Pre 1/1/18 transactions		
Custom Development Fees	Zero - Deferred ⁽¹⁾	At Delivery ⁽¹⁾
Product 1 - Embedded SW w/ Base Map Only (e.g. Ford – except AU/NZ and EU Regions, discontinued 1/1/18)	Embedded SW w/Base Map (Up Front As Customer Reports Units)	
Product 2 - Embedded SW w/Base Map + Map Updates (e.g. Ford - AU/NZ and EU Regions)	Amortize each Unit to End of Contract	
Post 1/1/18 transactions		
Custom Development Fees	Zero - Deferred ⁽¹⁾	At Delivery ⁽¹⁾
Product 1 –Embedded SW w/ Base Map Only (Discontinued 1/1/18)	Discontinued Product	
Product 2 - Embedded SW w/Base Map + Map Updates and Custom Development (e.g. Ford - All Regions)	Zero – All Deferred ⁽¹⁾	

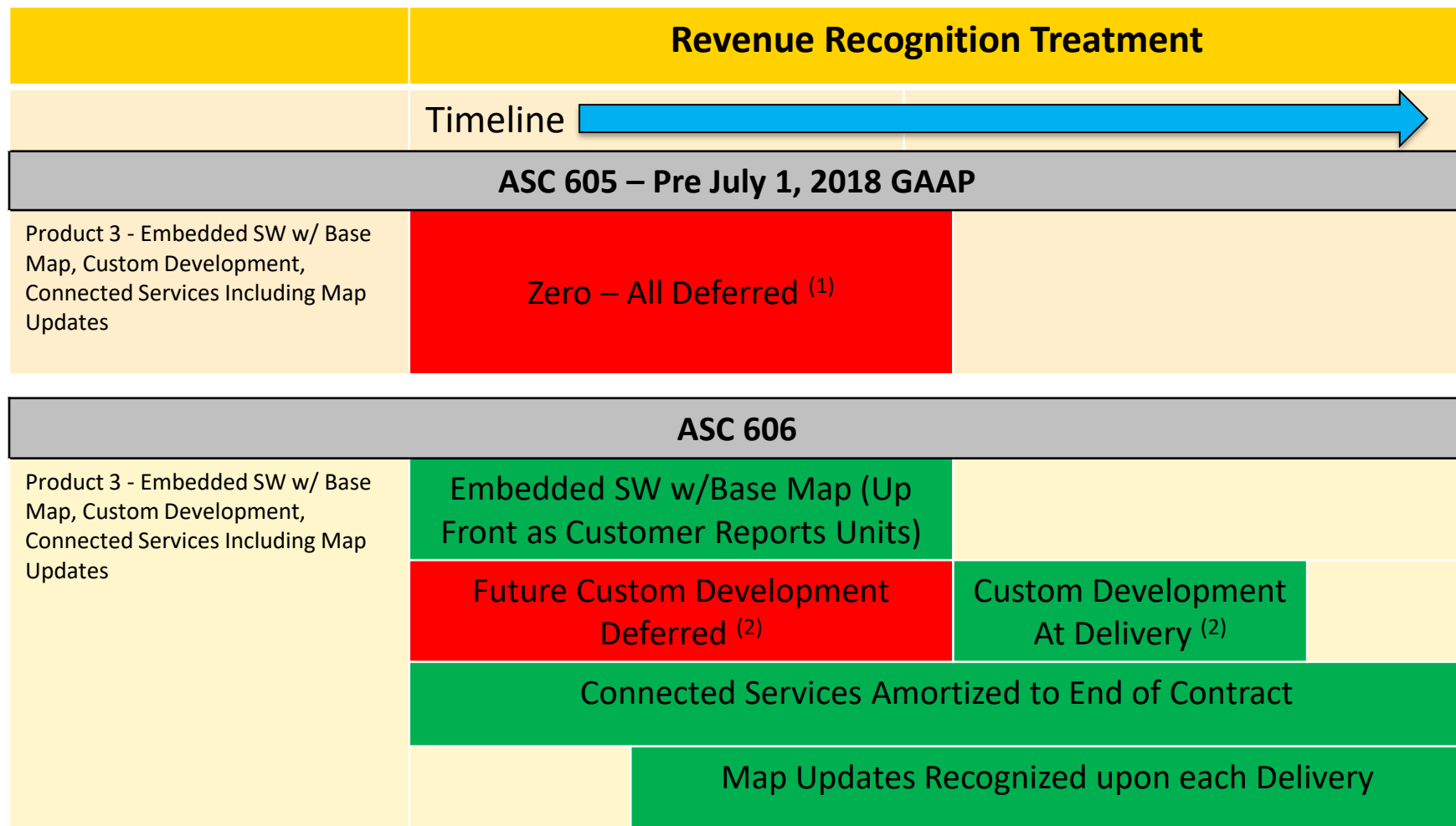
⁽¹⁾ Future Custom Development results in full revenue deferral until **all** development is delivered

PRODUCT 1 REVENUE (FORD) - AUTOMOTIVE EMBEDDED NAVIGATION SOLUTION
PRODUCT 2 REVENUE (FORD) - PRODUCT 1 + MAP UPDATES

	Revenue Recognition Treatment	
	Timeline	
ASC 606		
Custom Development Fees	Future Custom Development Deferred ⁽¹⁾	Custom Development Recognized upon each Delivery
Product 1 - Embedded SW w/ Base Map Only (e.g. Ford – except AU/NZ and EU Regions, discontinued 1/1/18)	Embedded SW w/Base Map (Up Front as Customer Reports Units)	
Product 2 - Embedded SW w/Base Map + Map Updates (e.g. Ford – All Regions)	Embedded SW w/Base Map (Up Front as Customer Reports Units)	
	Map Updates Recognized upon each Delivery	


(1) Future Custom Development results in revenue deferral; development revenue is recognized upon delivery of each specific feature

PRODUCT 3 REVENUE (GM) – AUTOMOTIVE HYBRID NAVIGATION SOLUTION (EMBEDDED + CONNECTED/MAP UPDATES)



(1) Future Custom Development results in full revenue deferral until all development is delivered
 (2) Future Custom Development results in revenue deferral; development revenue is recognized upon delivery of each specific feature

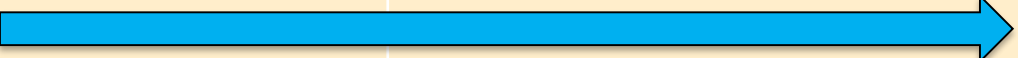
SERVICES REVENUE (CS1: TOYOTA/GM-REMOTE LINK; CS2: XEVO)– AUTOMOTIVE BROUGHT-IN CONNECTED SERVICE

Revenue Recognition Treatment	
	Timeline 
ASC 605 – Pre July 1, 2018 GAAP	
Connected Service 1 with Custom Development	Zero – All Deferred ⁽¹⁾
	Amortize Each Unit reported by Customer to End of Contract ⁽¹⁾
	Zero – All Deferred ⁽²⁾
	Custom Development at Delivery ⁽²⁾
Connected Service 2 with Undelivered Custom Development	Zero – All Deferred ⁽¹⁾
ASC 606	
Connected Service 1 and 2	Amortize Estimated Contract Value to End of Contract

⁽¹⁾ Future Custom Development results in full revenue deferral until **all** development is delivered

⁽²⁾ Future Custom Development revenue deferred; revenue recognized when **all** development is delivered

SERVICES - ADS AND MOBILE NAVIGATION

Revenue Recognition Treatment	
	Timeline 
ASC 605 – Pre July 1, 2018 GAAP	
Ads	At Delivery
Mobile Navigation	At Delivery
ASC 606	
Ads	At Delivery
Mobile Navigation	At Delivery

Note: There is NO change in Advertising and Mobile Navigation revenue recognition from adoption of ASC 606 as compared to ASC 605