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This Presentation relates to a proposed business combination between Otonomo Technologies Ltd. ("Otonomo") and Software Acquisition Group Inc. II ("Software Acquisition"). In connection with the proposed business combination, Otonomo intends to file a registration statement on Form F-4 that will include a proxy statement of Software Acquisition in connection with Software Acquisition's solicitation of proxies for the vote by Software Acquisition's stockholders with respect to the proposed business combination and a prospectus of Otonomo. The proxy statement/prospectus will be sent to all Software Acquisition stockholders and Otonomo and Software Acquisition will also file other documents regarding the proposed business combination with the SEC. This presentation does not contain all the information that should be considered concerning the proposed business combination and is not intended to form the basis of any investment decision or any other decision in respect of the business combination. BEFORE MAKING ANY VOTING OR INVESTMENT DECISION, INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE REGISTRATION STATEMENT, THE PROXY STATEMENT/PROSPECTUS AND ALL OTHER RELEVANT DOCUMENTS FILED OR THAT WILL BE FILED WITH THE SEC IN CONNECTION WITH THE PROPOSED BUSINESS COMBINATION AS THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION.

Investors and security holders will be able to obtain free copies of the registration statement, proxy statement/prospectus and all other relevant documents filed or that will be filed with the SEC by Otonomo and Software Acquisition through the website maintained by the SEC at www.sec.gov. In addition, the documents filed by Software Acquisition may be obtained free of charge by written request to Software Acquisition at Software Acquisition Group Inc. II, 1980 Festival Plaza Drive, Suite 300, Las Vegas, NV 89135, and the documents filed by Otonomo may be obtained free of charge from Otonomo's website at www.otonomo.io or by written request to Otonomo at Otonomo Technologies Ltd., 16 Abba Eban Blvd., Herzliya Pituach, Israel 467256.

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Transaction Summary

Speaker	 <p>Ben Volkow Founder & CEO, Board Member</p>	 <p>Bonnie Moav CFO</p>	 <p>Asaf Weisbrot CCO</p>	 <p>Jon Huberman Software Acquisition Group Inc. II, CEO & CFO</p>
Transaction Overview	Transaction Structure	<ul style="list-style-type: none"> Otonomo, a leading automotive data services platform, has entered into a business combination with Software Acquisition Group Inc. II (Nasdaq: SAII), a publicly listed special purpose acquisition company with \$172.5MM cash held in trust It is anticipated that the post-closing company, Otonomo, will be listed on Nasdaq under the symbol OTMO Otonomo has raised a fully committed \$172.5MM PIPE (primary and secondary), led by institutional investors Fidelity Management & Research Company LLC, BNP Paribas Asset Management Energy Transition Fund and Senvest Management LLC, with support from existing strategic investors Dell Technologies Capital and Hearst Ventures 		
	Valuation	<ul style="list-style-type: none"> Post-money \$1.1B enterprise value expected at closing representing entry point of ~1.9x 2025E revenue of \$574MM^{(1),(2),(3)} \$1.4B equity value expected at closing⁽⁴⁾ Existing Otonomo shareholders are expected to retain ~72% of the pro forma equity^{(1),(2),(3)} 		
	Capital Structure	<ul style="list-style-type: none"> Transaction expected to result in \$307MM of cash to fully fund Otonomo's five-year business plan^{(1),(2)} The transaction will be funded by a combination of SAII cash held in a trust account, Otonomo ordinary shares, cash on the Otonomo balance sheet prior to closing, and proceeds from the PIPE 		
	Timing	<ul style="list-style-type: none"> The transaction, which has been unanimously approved by the boards of directors of both Otonomo and SAII, is targeted to close in Q2 2021⁽⁵⁾ 		

(1) Assumes no redemption by SAII shareholders
 (2) Based on \$172.5MM in cash from SAII's trust account, \$172.5MM PIPE (14.3MM primary shares and 3.0MM secondary shares @ \$10.00 per share following an expected share split prior to closing) and estimated \$25MM in cash from Otonomo's balance sheet at closing
 (3) Pre-transaction valuation to existing Otonomo shareholders assumes \$1.05B in Equity Value, 1.8 x 2025E revenue multiple and Otonomo 2025E revenue of \$574MM
 (4) Equity value includes \$307MM of cash post transaction, please refer to page 31 for detailed S&U breakdown
 (5) Timing dependent upon the SEC review process and the satisfaction of other closing conditions



Key Investment Highlights



Massive TAM Underpinned By Confluence of Megatrends

- Fast growth in volume and richness of car data driven by connectivity and new vehicle architectures
- New regulation in NA/EU supports OEM data access and sharing
- Data unlocks new use cases across multiple end-markets



Pioneer and A Market Leader With Significant Scale Advantage

- 16 OEM partnerships with an installed base of over 40MM vehicles
- ~130 commercial engagements with marquee industry participants
- Uniquely positioned as a neutral marketplace - enable end customers vs competing with them



Proprietary Data Platform Built To Scale

- Real time aggregation, normalization and enrichment of data across 10s of millions of cars
- Advanced software tools providing customers with secure extraction of insights and value from data
- Driving adoption through a suite of software tools and vertical specific applications



Partnership Driven Go-to-Market Strategy

- Facilitating growth and adoption through a powerful partnership model across key verticals
- Partnership strategy augmented by direct sales and self-serve model



Compelling Financial Profile

- Hyper growth revenue model driven by a leading market position
- Uniquely combines transactional model with a growing SaaS business
- Expected EBITDA breakeven in 2024 with superior cash conversion

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The Otonomo Mission

We harness the immense potential of automotive data by allowing thousands of organizations across a broad range of end markets to seamlessly access, explore, analyze and unlock the full data potential.

We aim to provide new monetization avenues for OEMs across the ecosystem and significantly enrich the daily experience for users.

otonomo at a Glance

Otonomo Transforms Unstructured OEM Data Into a Single, Unified, and Secured Data Repository...

... To Build and Expand The Largest Automotive Data Services Marketplace...



16 OEM Agreements	Global Reach
40 MM+ Connected Cars	~130 Commercial Engagements
4.3 B+ Data Points Per Day	150+ Data Parameters

... Supported by World Class Partners

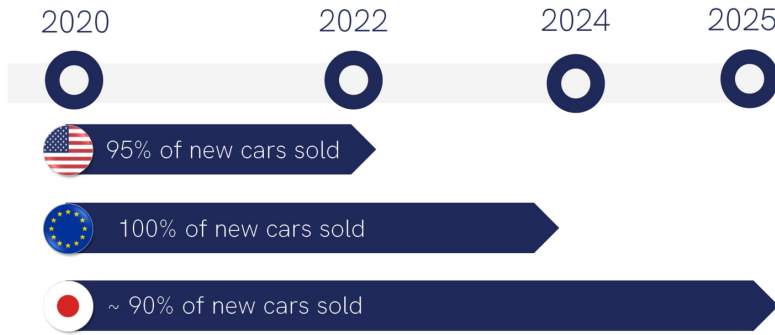
<p>Strategic Investors</p> <p>• APTIV • avis budget group</p> <p>DELL technologies CAPITAL RENAULT NISSAN MITSUBISHI SK</p>	<p>Tech Partners</p> <p>amazon Microsoft</p> <p>salesforce</p>
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Founded in 2015	HQ in Israel	70 Employees	26 Pending & Granted Patents ⁽¹⁾
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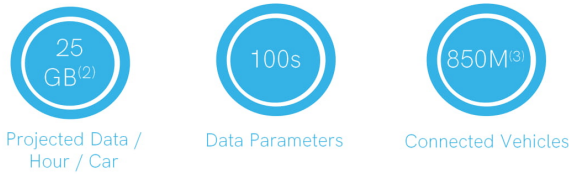
otonomo Source: Otonomo management (1) 1 Granted, 25 pending

Data Monetization: A Significant Opportunity

TOTAL CONNECTED CARS⁽¹⁾

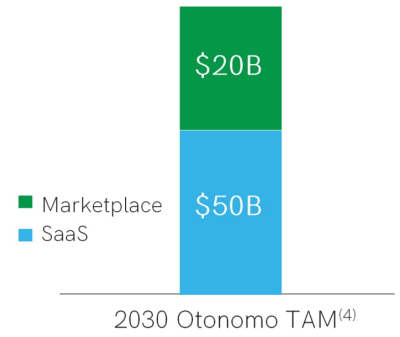


PROJECTED CAR DATA STATS



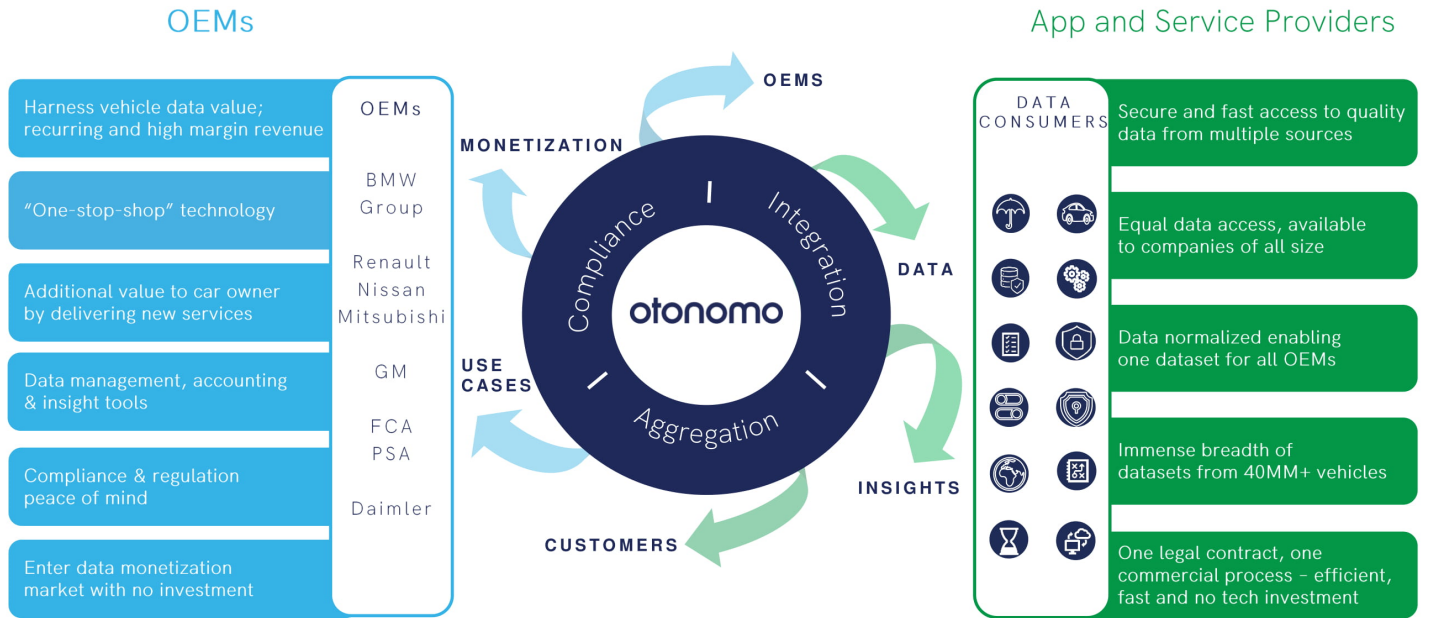
By 2030 the overall revenue pool from car data monetization at global scale is estimated to be **\$450-750B⁽³⁾**

Composed of



otonomo (1) SBD 2019 Connected Car Forecast. (2) McKinsey Estimate. (3) McKinsey Report, Monetizing Car Data: New service business opportunities to create new customer benefits (Sep-2018). (4) Otonomo management.

Creating a Marketplace with Powerful Network Effects



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Uniquely Positioned at the Heart of the Automotive Data Ecosystem



otonomo Source: Otonomo management





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Commercial Use Cases Driving Strong Market Adoption
















Source: Otonomo management
 (1) Relates to Personally Identifiable Information (PII) about the individual car or driver (e.g., location, battery or fuel status, condition, mileage)
 (2) Does not require identifiable information about cars or drivers, as such personal data protection laws do not apply

Unique Supply Base with 40MM+ Licensed Vehicles and 16 OEM Contracts

	BMW Group	Daimler	GM	FCA / PSA	Renault Nissan Mitsubishi	
Geography	Global	EU	NA	EU, US & LatAm	EU, NA & JP	
# of Vehicles Available	12MM	3MM	13MM	2MM	1.2MM	
Key Use Cases	Fleets, Mapping, Predictive Maintenance, Smart Cities	Insurance, Fuel, EV Charging, Fleets	Fleets	Fleets, Insurance, Transportation Management	Transportation Management, Smart Cities, EV, Fleets	
# of Data Parameters	60+	80+	70+	50+	75+	

otonomo Source: Otonomo management. Select list of OEM customers.

Strong Industry Recognition

 Europe's Hottest Start Ups	 Hottest 100 Global Start Ups	 Cool Vendor in Autotech	 Credit Suisse Supertrends Award	 Insurtech 100 EMEA
 10 Most Innovative IoT Start Ups	 Finalists for Best AI Product / Service	 Top 50 Global Most Promising Companies	 Product Innovation Award: Car Data Platform Industry Europe	 Top 10 European Startups
	 Top 10 European Startups	 AYN Rand Annual Award for Best Israeli Start-up	 Emerging Startups 2020: Data as a Service	

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otonomo Collects Over 150 Real-time and Historical Data Parameters



Mobility

- Vehicle ID
- Trip distance
- Odometer
- Ignition
- Engine status
- GPS
- Speed
- Vehicle category



Behavioural

- Media infotainment
- Blinker status
- Brake pedal pressure
- Wheel position
- Accelerometer
- Horn status
- Outdoor/indoor temperature
- Windshield wiper status



Diagnostic

- Engine temperature
- RPM
- Time pressure
- Oil level
- Gear position
- Fuel level
- EV battery level
- Coolant temperature
- DTC

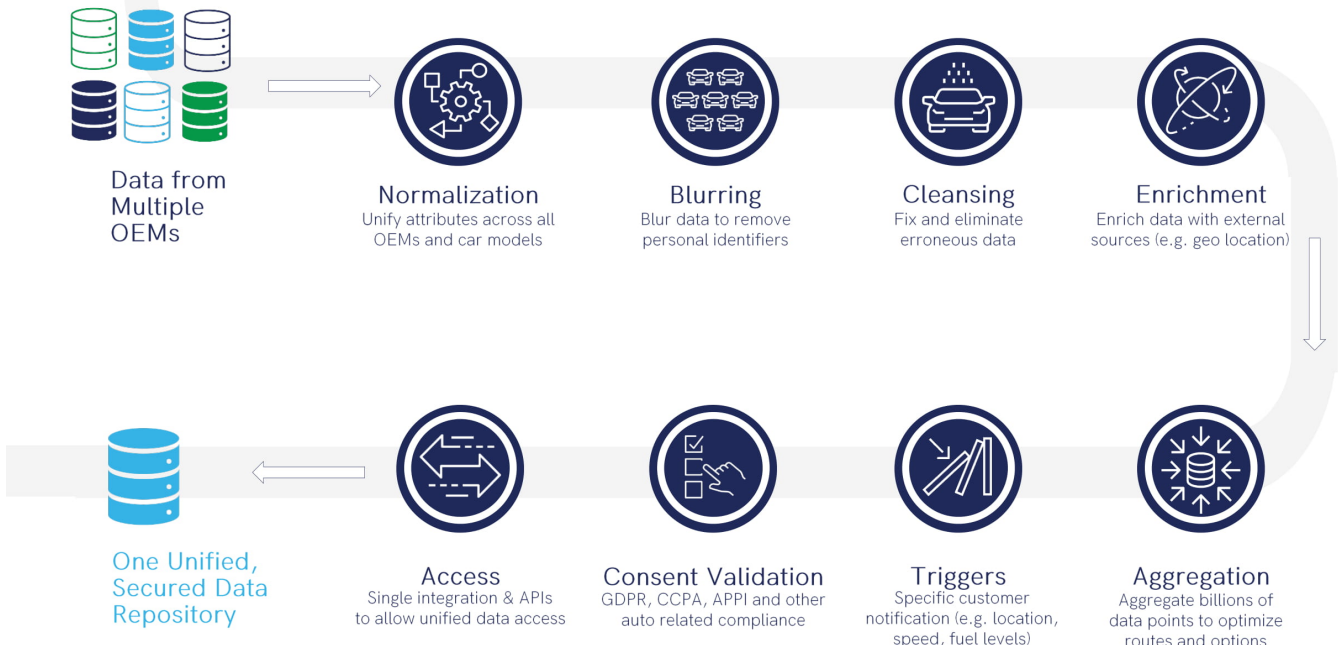


Safety

- Airbag status
- Door status
- Seatbelt status
- ADAS
- Hard brake
- Harsh acceleration
- Sharp turn



The **otonomo** Data Platform in Action








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otonomo End-to-End Vehicle Data Enablement Platform

MANAGEMENT	Consent & User Management	APIs	Data Matching	Business & Usage Reports	Accounting
SaaS MODULES	IoT Hub 3 rd Party Connectors ⁽¹⁾		Data Hub ⁽¹⁾ Data Exploration Hub ⁽¹⁾ Blurring Hub		User Auth & Management Downlink Commands ⁽¹⁾ Vertical Specific Apps ⁽¹⁾
COMPLIANCE, SECURITY & PRIVACY	Consent Management			Dynamic Blurring	
ENRICHMENT & INSIGHTS	Machine Learning			Repackaging Engine	
PROCESSING	Data Normalization		Data Cleansing	Data Aggregation	
DATA	Data from 40MM+ Vehicles Reshaped & Insightful Vehicle Data Detailed Reports & Analytics		Dynamically Safeguarded Driver Data Suite of Models to Handle OEM and Data Consumer Needs Regulatory Compliance Management		

otonomo ⁽¹⁾ Expected to launch in 2021.

Robust and Growing SaaS Offering

 <p>Consent Management Hub Authentication & User Flows</p> <ul style="list-style-type: none"> • Enables driver to have control of sharing car data • Integrates driver's identity verification with OEMs' user authentication process 	 <p>Data Blurring Engine</p> <ul style="list-style-type: none"> • Anonymizes data while preserving its value • Allows apps and service providers to gain access to ready to use automotive data 	 <p>External 3rd Party Connectors</p> <ul style="list-style-type: none"> • Connects car data to 3rd party data consumers (i.e. SAP, Salesforce and Microsoft Dynamics) 	 <p>Vehicle Data Hub</p> <ul style="list-style-type: none"> • Data lake access & analytics • Exploration tools required for data value creation 	 <p>IoT Hub</p> <ul style="list-style-type: none"> • Enables connecting devices directly to OEM vehicles
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Vertical Specific Applications

- Expanding the addressable market through native applications for specific verticals
























Analytics and BI

- AI / ML platform for data insights, predictive models, and advanced analytics




otonomo Competitive Assessment

	otonomo	Competitor 1 	Competitor 2 	Technology Vendors    
Neutrality				
OEM Partnerships	16	2-3	3	-
# of cars	40MM	~10MM	~12.5MM	-
Globality	 Global	 US	 Europe	 Global
# of data parameters	150+	~8 FCD ⁽¹⁾	~20	0 ⁽²⁾
Use cases	Aggregate / Personal / Fleet	Aggregate	Aggregate / Personal	Personal
Technology capabilities ⁽²⁾				
Go-to-market partners				

otonomo Sources: Otonomo management
 (1) Floating Car Data timestamped geo-localization and speed data
 (2) For Monetization

Go-to-Market Strategy



Rapid Growth of Installed Base

KEY DRIVERS FOR EXPANSION

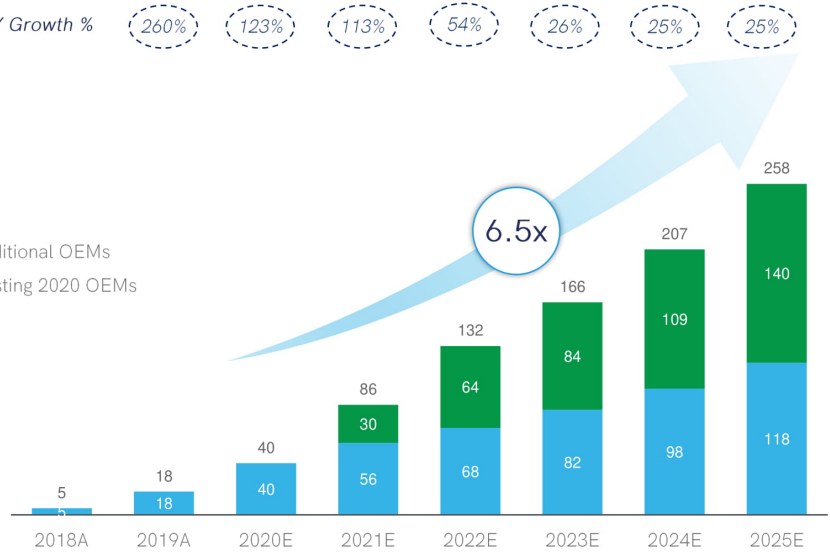
- Geographic Expansion
- Increased Penetration within Existing Models
- New Models From Existing OEMs
- Additional Data Types
- Additional OEMs

PROJECTED INSTALLED BASE GROWTH

MM of Vehicles

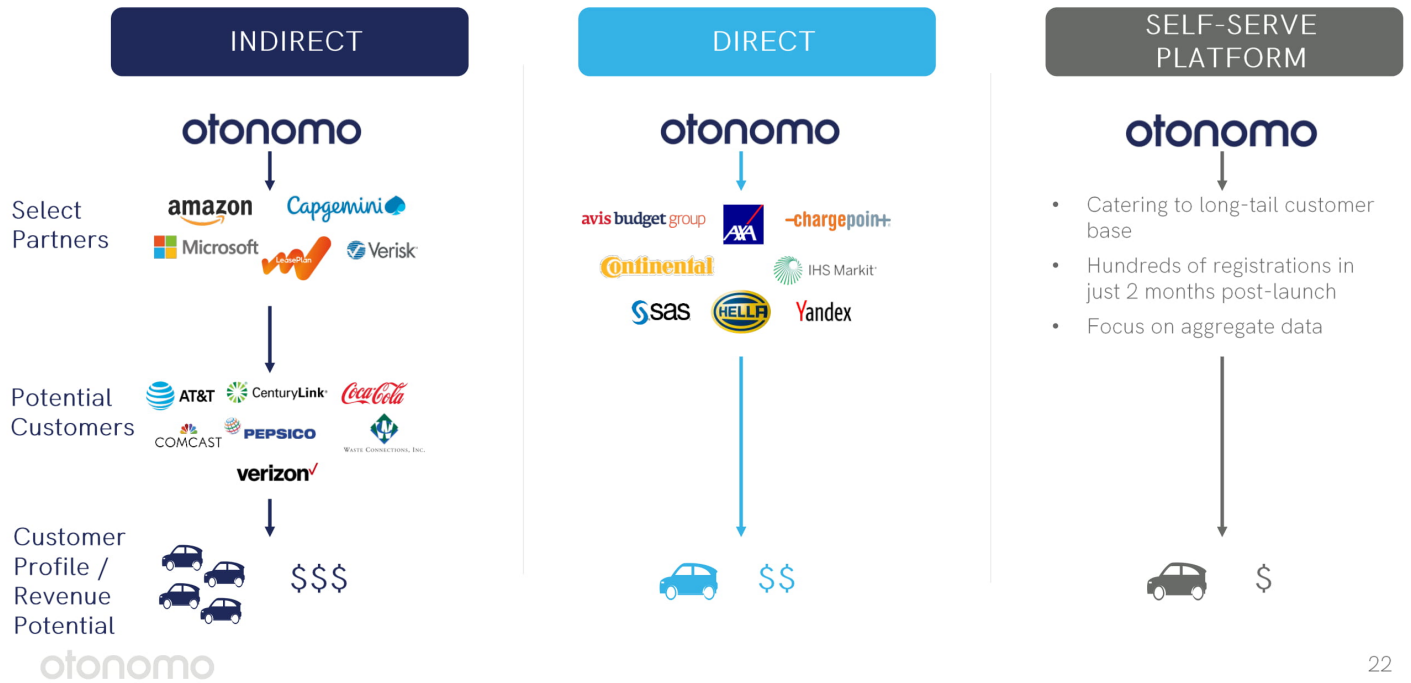
YoY Growth % 260% 123% 113% 54% 26% 25% 25%

■ Additional OEMs
■ Existing 2020 OEMs

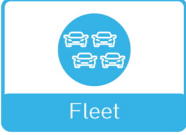


























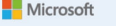















otonomo Source: Otonomo management

Multi-Pronged GTM Approach for Broadest Market Reach



Strategy Tailored for Impact Across Many Verticals

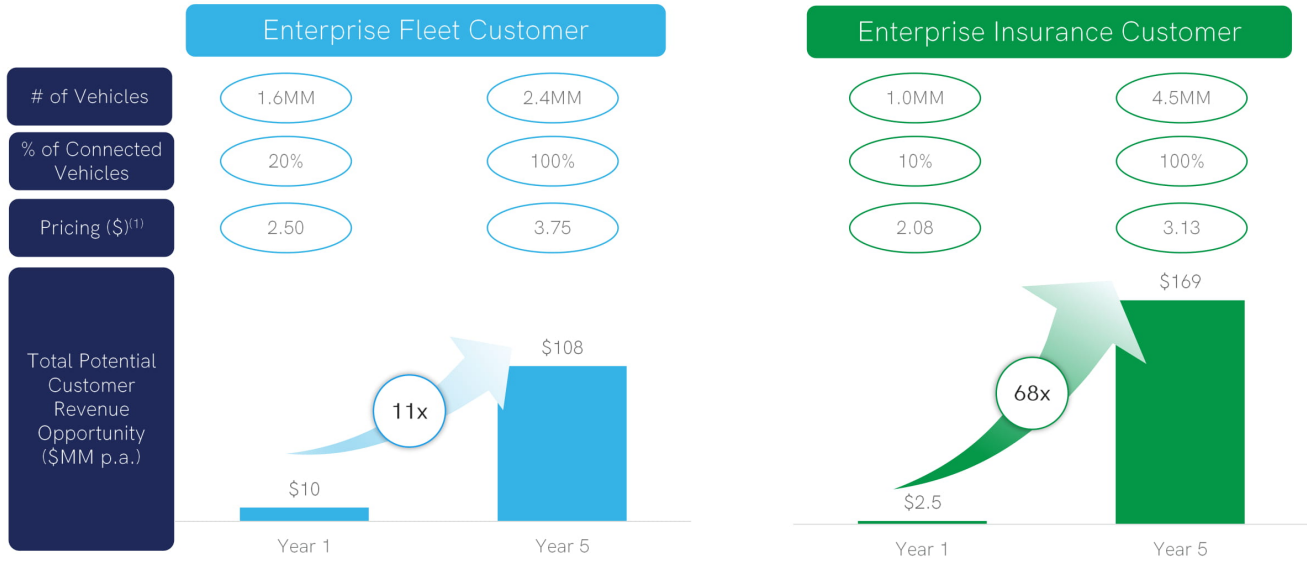
	 Fleet	 Insurance	 Dealership	 Transportation	 Financials	 Smart Cities
Customer Type	Indirect / Direct	Indirect	Indirect	Direct	Direct	Direct
Onboarding Time	Medium	Long	Medium	Short	Medium	Short
Per Vehicle Value						
Data Volume						
Select Customers / Partners	   	  	  	    	   	   
Pricing	~\$25 / auto / yr.	~\$15 / auto / yr.	~\$15 / auto / yr.	Up to \$100 per MM data points	~\$30 per MM data points	\$40 - \$80 per MM data points

otonomo Source: Otonomo management

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Addressable Market Expands with Growing Customer TAM

ILLUSTRATIVE ANALYSIS



otonomo Source: Otonomo management
 (1) Pricing / transaction / month.


Go-to-Market Approach: Indirect

Industry Focused




- Benefit from vehicle data while staying focused on their core business
- Assigning OEM data acquisition to Otonomo accelerates TTM

CRM / ERP Providers



- Entrance into automotive/ transportation ecosystem
- Connected car data and SaaS data models become an enabler to disruption

Cloud



- Quickly and easily improve ROI for the cloud platforms sold to OEMs
- Otonomo provides quick access to a broad portfolio of vehicle data consumers

Capgemini DEEP DIVE
Scope of Collaboration

- Global collaboration agreement
- Partnership on OEM side for Capgemini projects that require connected car data
- Ecosystem go to market partnerships in areas such as insurance, EVs, logistics and concierge services

"This collaboration allows automotive OEMs as well as application and service providers from various industries to bring privacy-compliant, end-to-end solutions based on car data to life. Services range from ideation and business models through to platform integrations and as-a-service models [...]"

Collaboration between Otonomo and Capgemini will enable clients to increase data utilization leveraging Capgemini's deep technology and industry expertise."

Joint Otonomo and Capgemini Press Release, June 3, 2020

Financial Overview



Business Plan Overview

\$MM	2020E	2021E	2022E	2023E	2024E	2025E	2025E @ Target Cost Structure
Total Revenue	\$0.4	\$3	\$24	\$98	\$264	\$574	\$574
Marketplace Revenue	100%	80%	73%	65%	58%	50%	33%
SaaS Revenue	0%	20%	27%	35%	42%	50%	67%
(-) COGS	(1)	(5)	(20)	(61)	(129)	(227)	(172)
Gross Profit	(\$1)	(\$2)	\$4	\$37	\$134	\$347	\$402
Margin (%)	NM	(59%)	17%	38%	51%	60%	70%
(-) R&D	(5)	(12)	(29)	(39)	(42)	(55)	(57)
(-) Sales & Marketing	(2)	(3)	(11)	(32)	(65)	(125)	(100)
(-) G&A ⁽¹⁾	(2)	(4)	(5)	(10)	(21)	(43)	(43)
(-) Total Opex	(10)	(20)	(47)	(83)	(131)	(229)	(200)
EBITDA	(\$11)	(\$22)	(\$43)	(\$45)	\$4	\$118	\$201
Margin (%)	NM	NM	NM	NM	1%	21%	35%

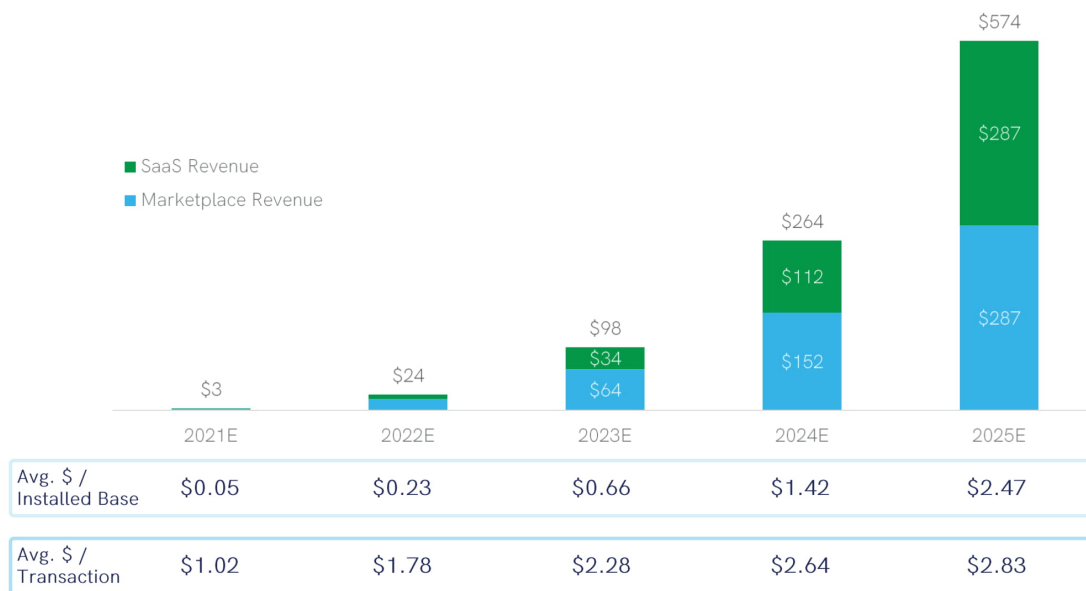
otonomo Source: Otonomo management
(1) Includes additional public company costs from 2021 onwards

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Revenue Evolution by Type

(\$ in MM)



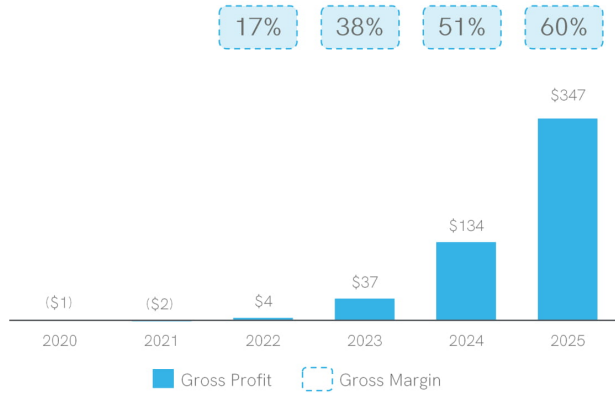
Key Drivers

- More enterprise end-customers
- Increased transaction volume per customer
- Price increase consummates with data insights captured and delivered
- Growing adoption of SaaS modules
- New verticals and use cases

otonomo Source: Otonomo management.

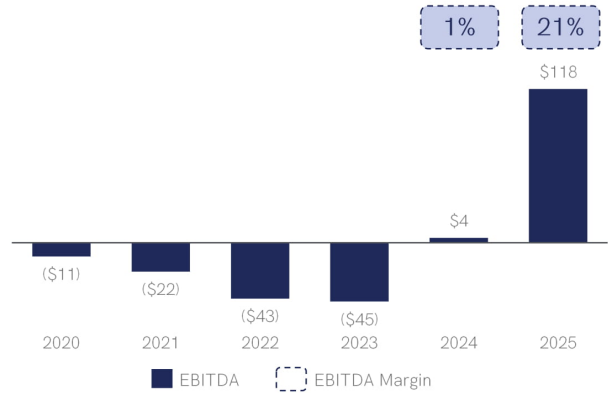
Mix Shift and Operating Leverage Driving Profitability

Gross Profit (\$MM)



- Higher dollar value per marketplace transaction
- Increased contribution of higher margin SaaS revenue
- Reduction in costs (initial data purchasing and cloud services) as % of revenue

EBITDA (\$MM)



- OPEX reduction as % of revenue
- Indirect channel driving S&M leverage

Transaction Overview



Sources & Uses and Pro Forma Capitalization

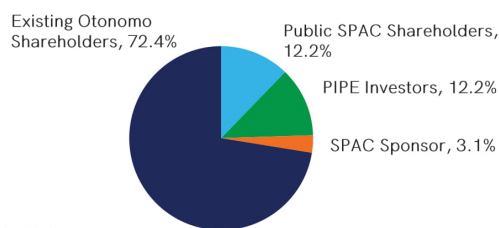
in \$MM except per share data			
Sources			
Est. SPAC Cash Held in Trust ⁽¹⁾	\$172.5	46.6%	
PIPE Proceeds ⁽²⁾	\$172.5	46.6%	
Est. Cash from Otonomo Balance Sheet	\$25.0	6.8%	
Total Sources	\$369.9	100.0%	
Uses			
Cash to Existing Otonomo Shareholders ⁽³⁾	\$30.0	8.1%	
Transaction Fees and Expenses ⁽⁴⁾	\$32.5	8.8%	
Remaining Cash to the Balance Sheet	\$307.4	83.1%	
Total Uses	\$369.9	100.0%	

Pro Forma Valuation		\$
Illustrative Share Price ⁽⁵⁾		\$10.0
Pro Forma Shares Outstanding ⁽⁶⁾		140.9
Pro Forma Illustrative Equity Value		1,408.0
Less: Pro Forma Cash		(307.4)
Plus: Pro Forma Total Debt		-
Pro Forma Illustrative Enterprise Value		\$1,100.6
Implied Trading Multiple: EV/2025E Revenue		1.9x

Commentary

- Five-Year business plan fully funded at closing⁽¹⁾⁽²⁾
- Existing Otonomo shareholders will retain ~97% of their equity
- Combined company is expected to be capitalized for growth with ~\$1.4B of equity and no debt
- The transaction, which has been unanimously approved by the boards of directors of both Otonomo and SAIL, is targeted to close in Q2 2021, dependent upon the SEC review process and the satisfaction of other closing conditions

Illustrative Pro Forma Ownership at \$10.00 per Share⁽⁵⁾⁽⁶⁾



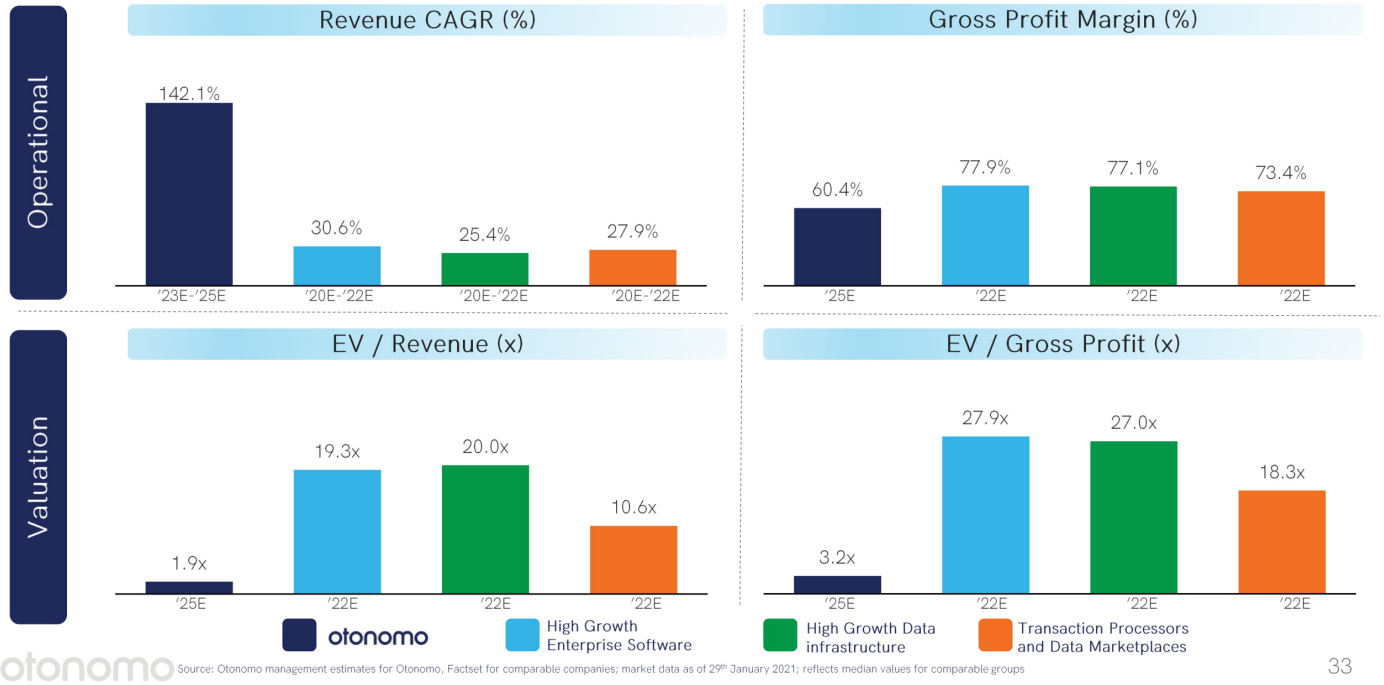
(1) Assumes receipt of \$172.5MM estimated cash held in trust at business combination and no redemption of SAIL public shares
 (2) Reflects fully committed \$172.5MM PIPE (primary and secondary) @ \$10.00 per share
 (3) Reflects \$30MM secondary PIPE at \$10.00 per share
 (4) Estimated transaction fees and expenses for deferred underwriting fees, PIPE, M&A advisory, legal, accounting, and other miscellaneous deal-related expenses for Otonomo and SAIL
 (5) Assumes new shares issued at \$10.00 per share following expected share split prior to the effective time of the merger
 (6) Illustrative pro forma ownership reflects ownership before taking into account a post-closing equity incentive plan, excludes 13.8MM warrants outstanding with a strike price of \$11.50 per share, and assumes no redemptions by SPAC's existing public shareholders

Comparable Company Analysis

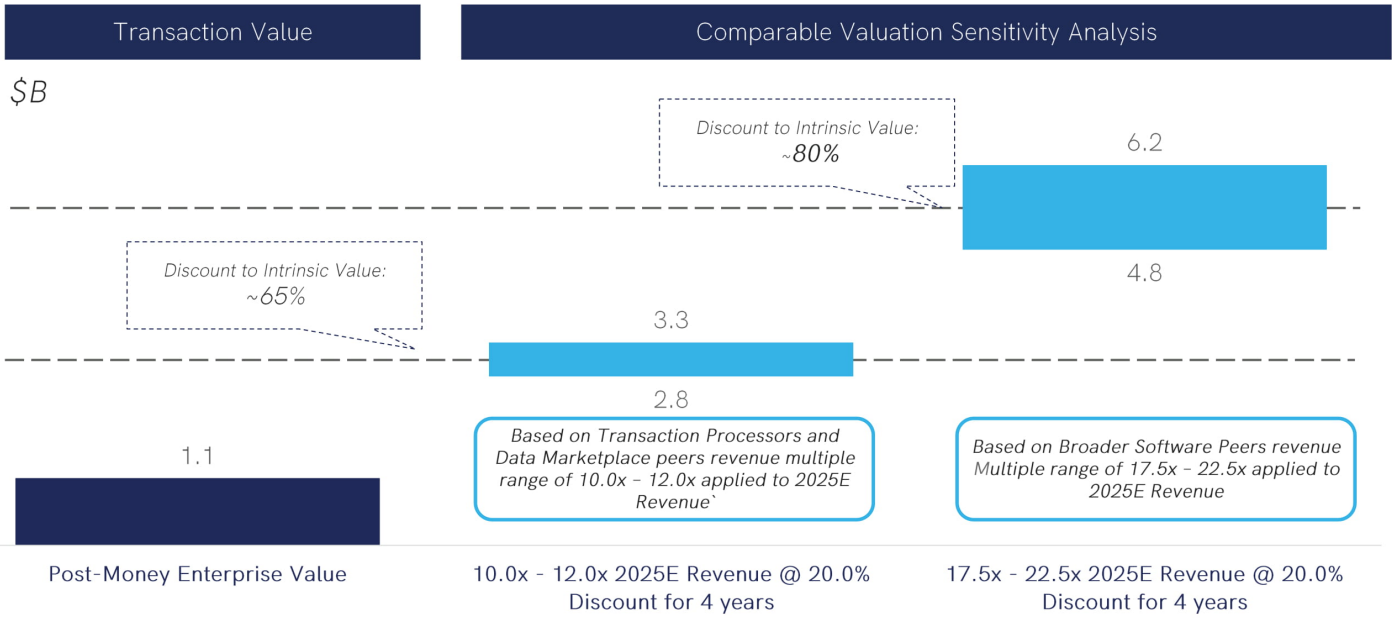
		High-growth Enterprise Software	High-growth Data Infrastructure	Transaction Processors and Data Marketplaces
Selected Companies				
Operational	2020-2022E Revenue CAGR ⁽¹⁾	30.6%	25.4%	27.9%
	2022E Gross Margin ⁽¹⁾	77.9%	77.1%	73.4%
	2022E EBITDA Margin ⁽¹⁾	14.2%	12.8%	39.1%
Financial	EV / 2022E Revenue ⁽¹⁾	19.3x	20.0x	10.6x
	EV / 2022E Gross Profit ⁽¹⁾	27.9x	27.0x	18.3x
	EV / 2022E EBITDA ^(1, 2)	31.4x	n.m.	23.7x
Relevance				

otonomo Source: Factset as of 29th January 2021.
 (1) Financial calendarised as of December YE.
 (2) Excluding companies with negative EBITDA or over 60x EBITDA.

Public Comparable Companies: Benchmarking



otonomo's Intrinsic Value Well Above Transaction Value



otonomo Note: PV of 2025E Enterprise Value based on revenue of \$574MM

Appendix



Seasoned Management Team

Ben Volkow
Founder & CEO,
Board Member



Bonnie Moav
CFO



Asaf Weisbrot
CCO



Shlomi Oren
VP Engineering



Matan Tessler
VP Product



Dan Or-Hof
Chief Privacy Officer



Hagit Tenne-Pereg
VP Human Resources

Experienced tech team comprised of 40 engineers, product specialists and architects

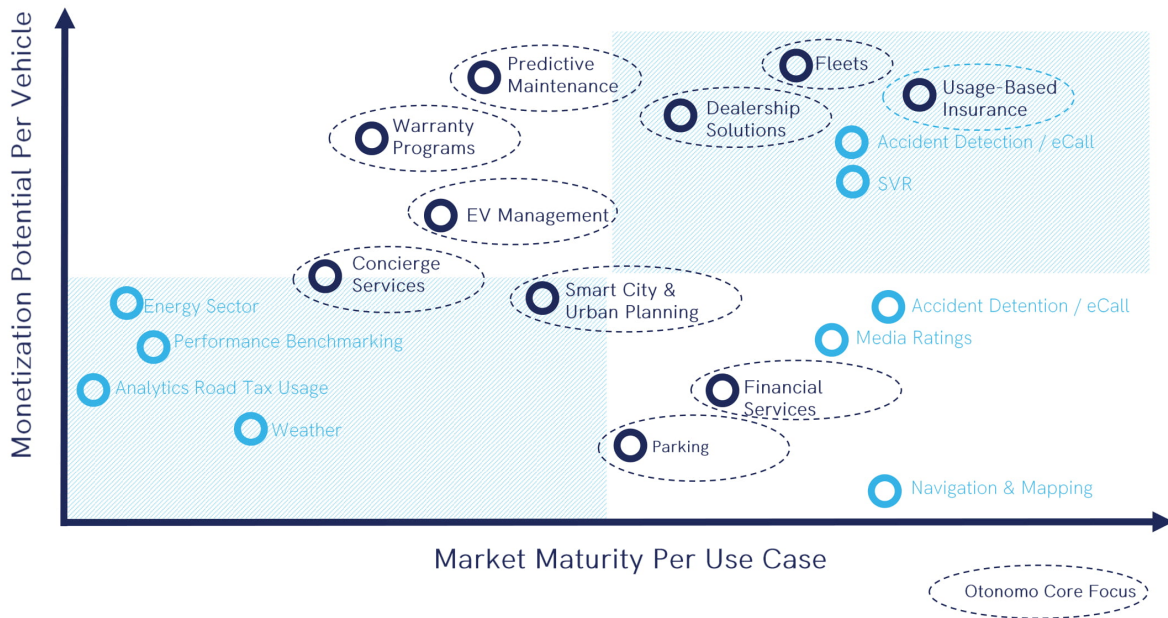


Creating Value for the Supply and Demand Side

OEM	Direct Consumer	Indirect Consumer	Technology Partner
 <p><i>"We are excited to be working with Otonomo on this initiative that will drive the development and deployment of value-added services that meet today's drivers' needs and increase data utilization from our connected models."</i></p> <p>Shingaku Kochi GM of Connected Information Business Department</p>	 <p><i>"By partnering with Otonomo, we can better utilize the data captured by our connected vehicles. The Otonomo Platform also allows us to safely and securely engage with new public and commercial partners and, together, make an impact on what the future of mobility looks like for consumers, communities and companies alike."</i></p> <p>Arthur Orduna Chief Innovation Officer</p>	 <p><i>"Otonomo and Capgemini can together help clients to create services that pave the way for new collaborative business opportunities. For Capgemini, the partnership with Otonomo is a perfect fit extending our Smart Mobility offering."</i></p> <p>Henrik Ljungström Head of Automotive Sector in Germany</p>	 <p><i>"Car makers will benefit from Otonomo's integration to the Microsoft Connected Vehicle Platform on Azure to enable easier data sharing and value creation options."</i></p> <p>Tara Prakriya GM of Azure IoT Mobility and Connected Vehicle</p>

otonomo Source: Otonomo management

Many Use Cases with Strong Data Monetization Potential



otonomo

Released Sep 2020

Industry First! Self-Serve Platform and API Delivers Quick and Secure Access to Rich, Privacy-Protected Aggregated Car Data

- No-Code Query Builder
- Easy-to-use Geo-Fencing
- Configurable APIs
- Dynamic Filtering
- Visual Data Report Generation
- Seamless Onboarding

The screenshot shows the otonomo web interface. On the left is a dark sidebar with the otonomo logo and navigation links for Services, Reports, API Docs, Support, Blog, and a user profile for Dave Karow. The main content area is titled 'Services' and is divided into 'Aggregate' and 'Personal' sections. The 'Aggregate' section features a 'fuzele' logo and a 'Demo-1' card with a 'Test' button. The 'Personal' section features a 'Demo-2' card with a 'Test' button. The 'Allure' section is active, displaying a map of Rome with a blue geo-fence polygon. Above the map, there are controls for 'Data Set' (Aggregate Trips Data), 'Start Time' (2020/12/08 20:30:00), and 'End Time' (2020/13/08 10:00:00). A 'Select Country' dropdown menu is open, showing 'United States', 'Germany', and 'Italy'. Below the map, an API endpoint is shown: 'API curl -X POST https://api.otonomo.io/v1/aggregate/reports/AnonymousHistory'. A 'Generate' button is at the bottom right of the Allure section.

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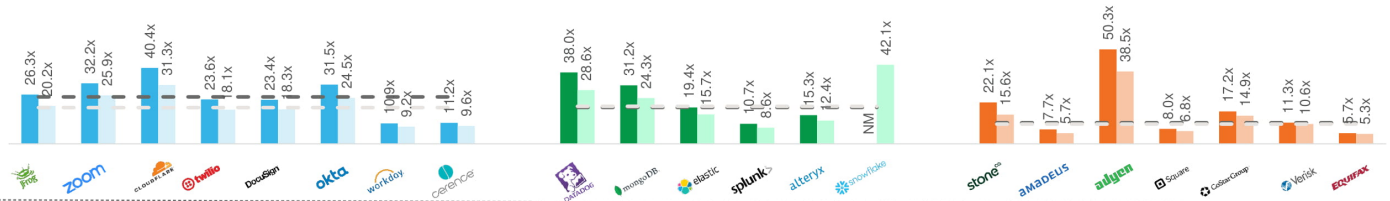
Comparable Company Analysis: Valuation Benchmarking

High-growth Enterprise Software

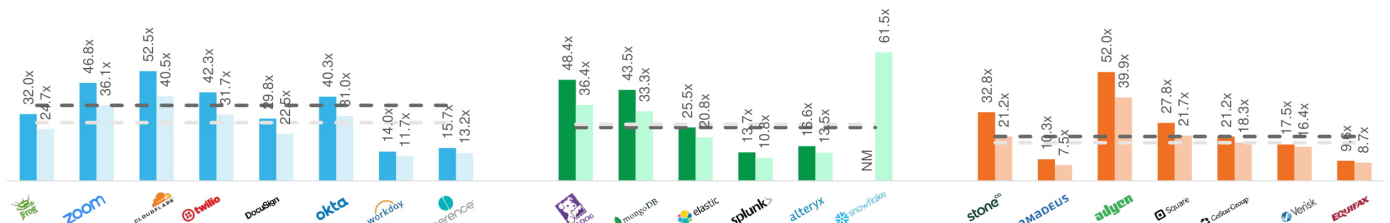
High-growth Data Infrastructure

Transaction Processors and Data Marketplaces

FV / Revenue (21E, 22E) 21E Median: 25.0x
22E Median: 19.3x 21E Median: 19.4x
22E Median: 20.0x 21E Median: 11.3x
22E Median: 10.6x



FV / Gross Profit (21E, 22E) 21E Median: 36.1x
22E Median: 27.9x 21E Median: 25.5x
22E Median: 27.0x 21E Median: 21.2x
22E Median: 18.3x



Source: Factset as of 29th January 2021. Financials calendarised as of December.