

# Amiad Water Systems Ltd.

## Investors Presentation

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# About Amiad

**Amiad Water Systems develops, manufactures and markets water treatment and filtration solutions for industry and irrigation.**



**60 years of activity**



**Approximately 700 employees**



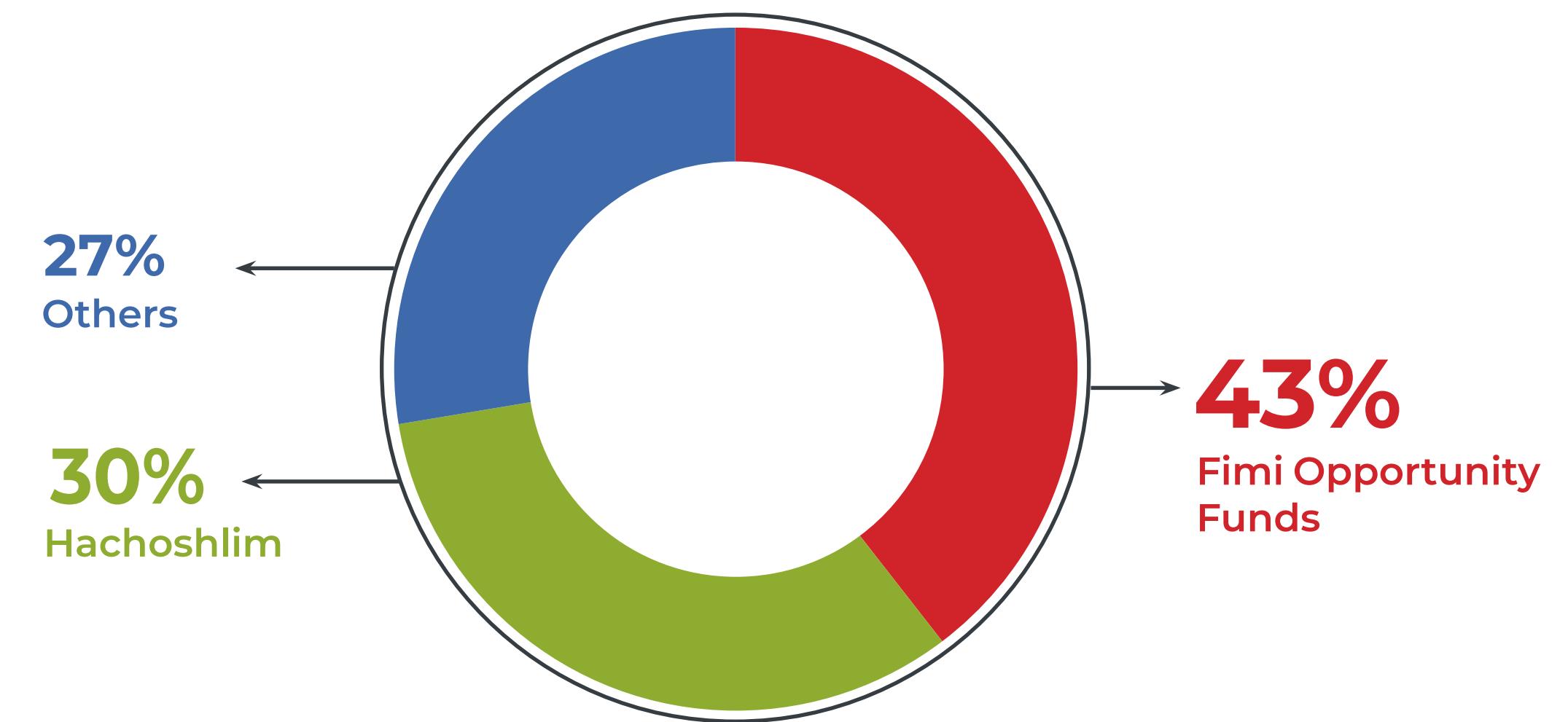
**The only global water filtration company featuring a comprehensive array of filtration technologies**



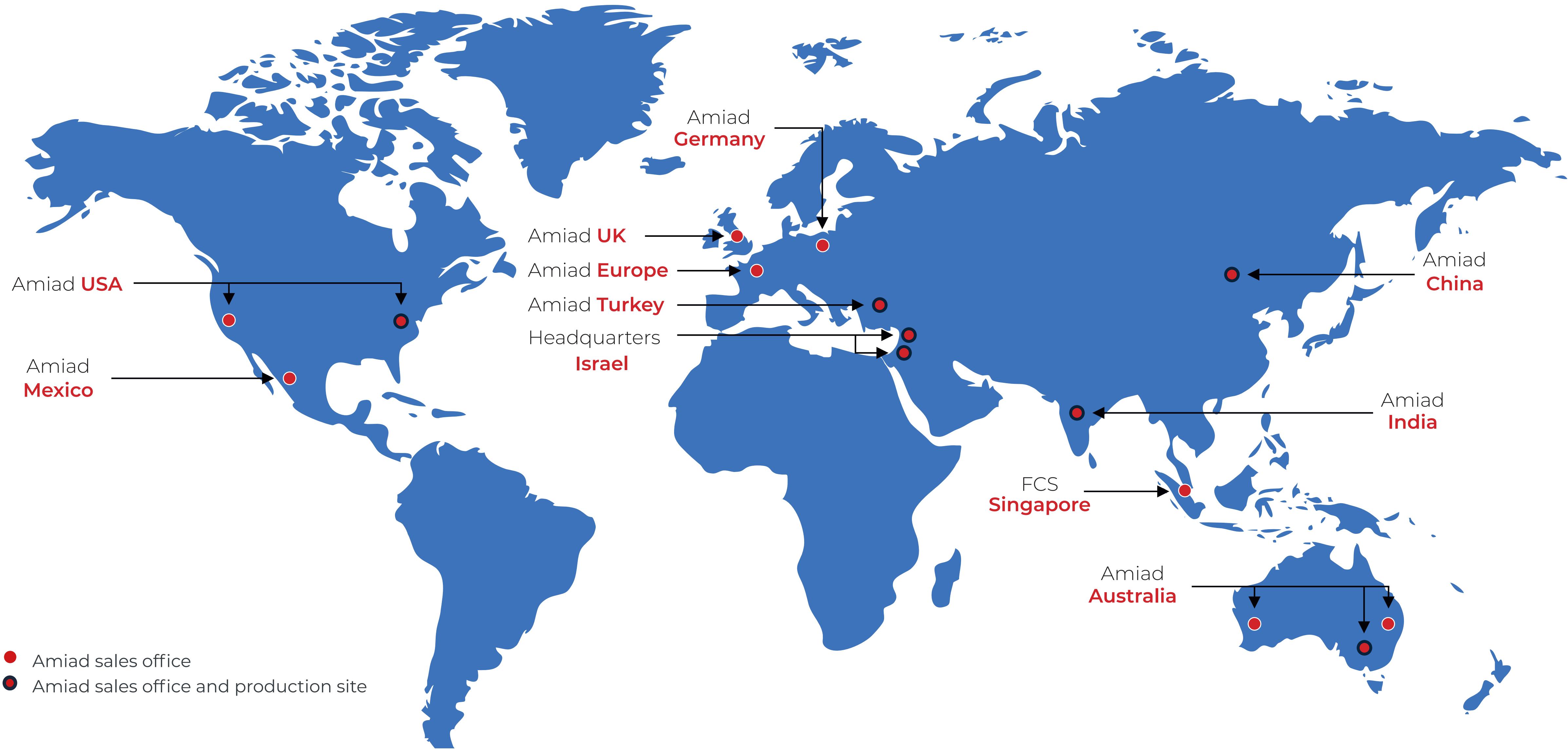
**Constant innovation**

- Over 30 product lines launched
- Over 50 engineers & process experts specializing in filtration

## **Amiad's shareholders**



# Global Presence



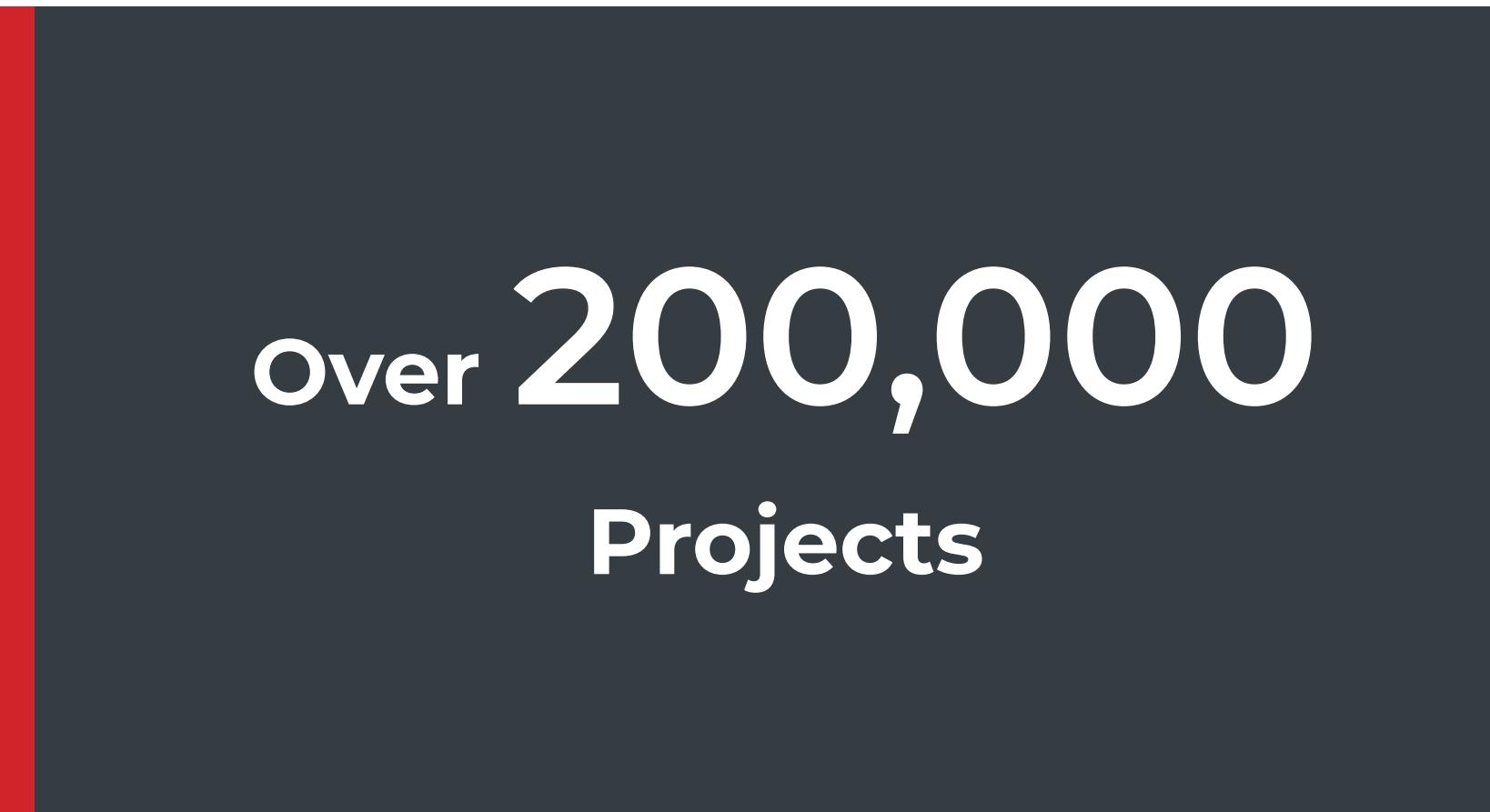
# Amiad - Leaders in Water Filtration



Approximately **30** Million  
Filtration Systems  
Worldwide



Over **30,000**  
Customers



Over **200,000**  
Projects



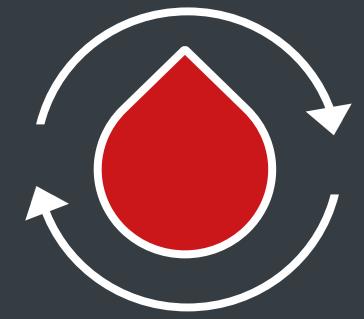
Over **90** Countries

## Innovation Awards

EIMA Mention 2018 | M&E Excellence Awards 2019 | EIRS - Innovative Product Award 2019

# Increased Demand for Water Treatment Worldwide

Amiad's filtration solutions respond to global sustainability trends of saving water & energy.



## Water Scarcity

New ways of utilizing contaminated water sources dictates purification and treatment processes



## Circular Economy

Water reuse for industrial needs and conservation of resources



## Regulation

Environmental regulation and sanctions related to water pollution or misuse



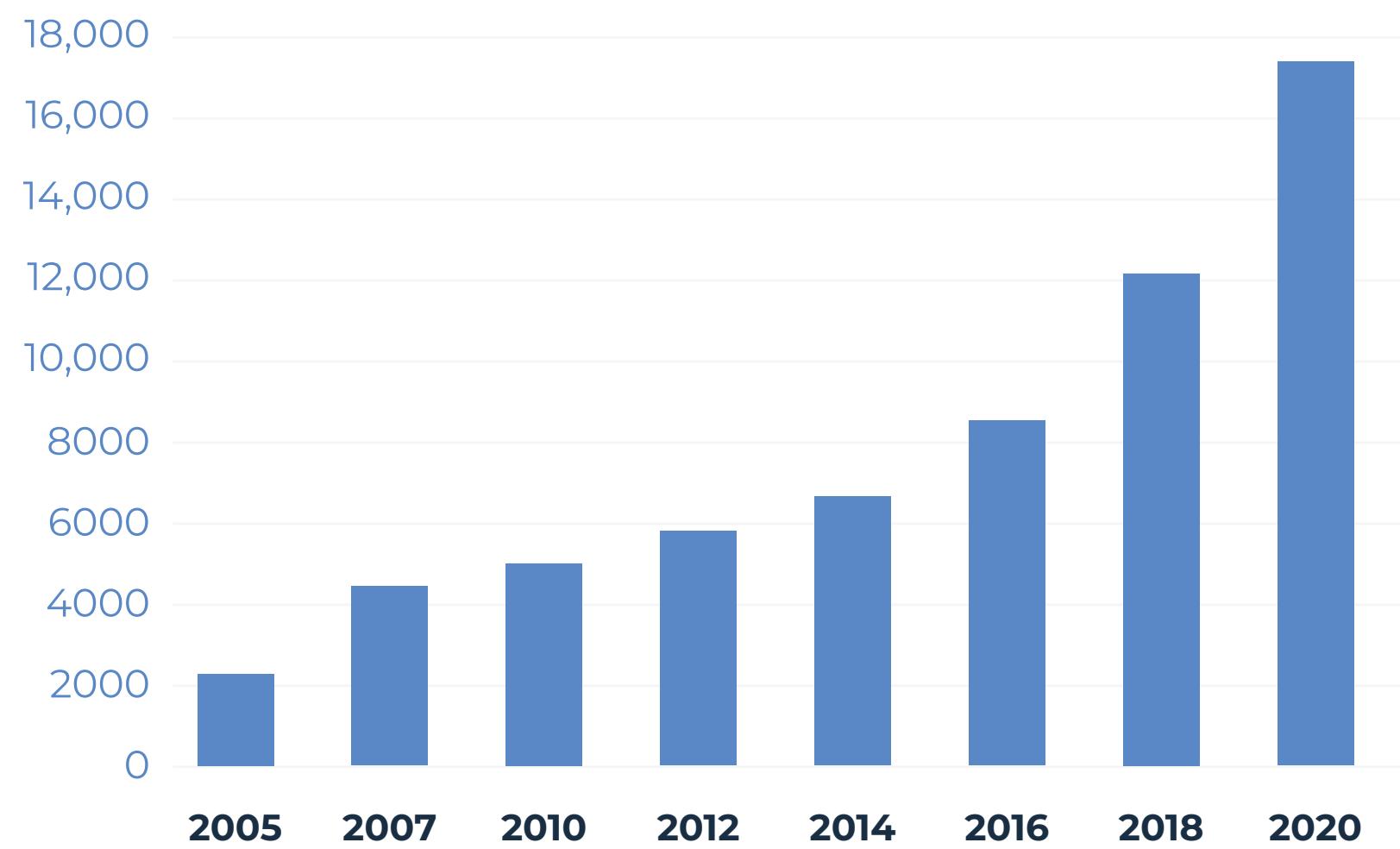
# Increased Demand for Water Treatment Worldwide

Increased demand for smart filtration products in industrial processes



A growing trend of companies adopting ESG policies and activities based on circular economy principles

US sustainable investments have surged 456% since 2010 (\$B)



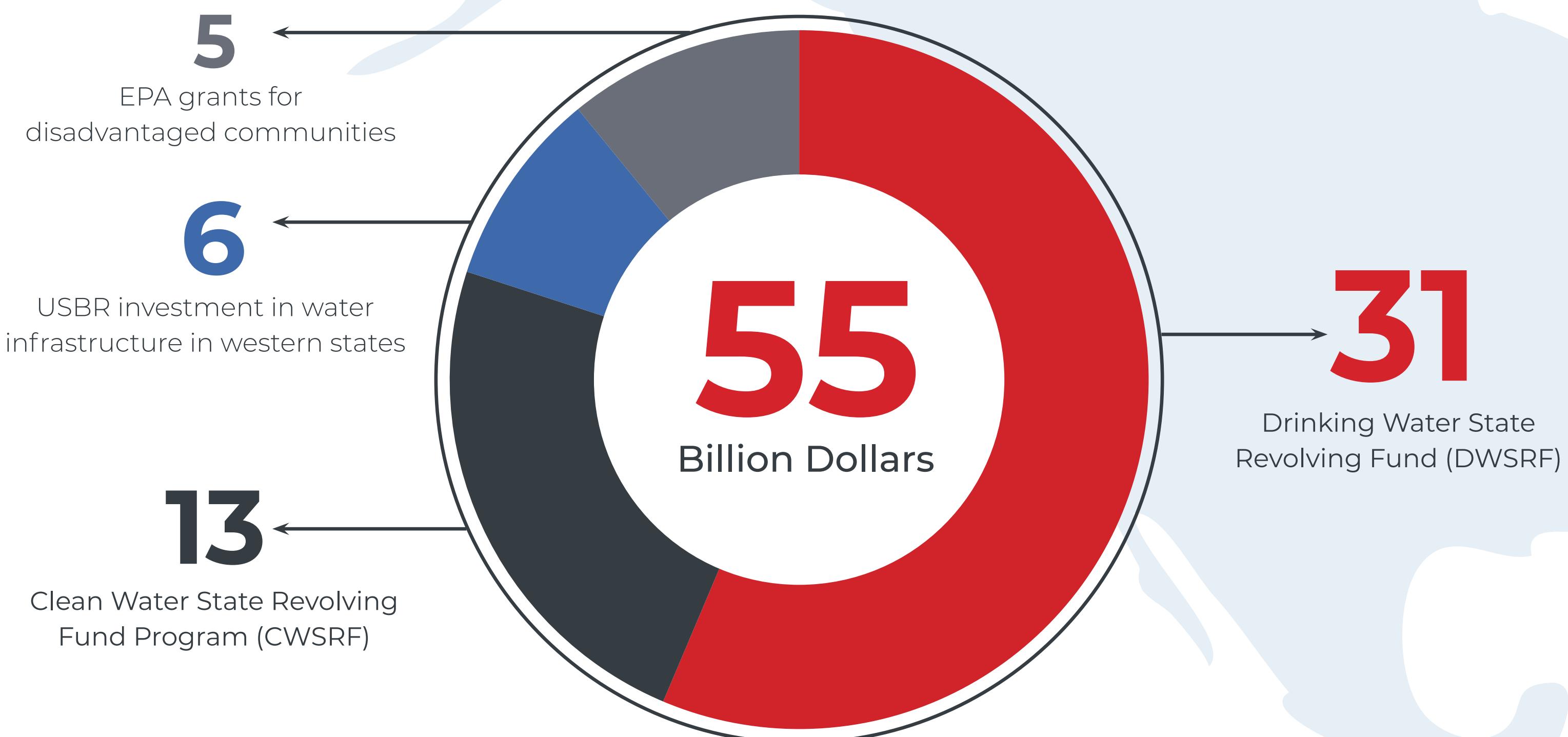
Precision irrigation constitutes only 5% of the world's total irrigated area



# USA as a Key Market - Increased Investment in Water Infrastructure

The United States is Amiad's main target market and accounts for approx. 25% of its revenue

Biden's trillion dollar "Build Back Better" act allocated **\$55** billion for clean water infrastructure improvements and upgrades



A total of ~\$1.5 billion in aid was allocated in 2021

Source: Manufacturer's Association of Israel

# Amiad's Added Value

**Water & Energy Reduction**

**Product Innovation**

**Technology Leadership**

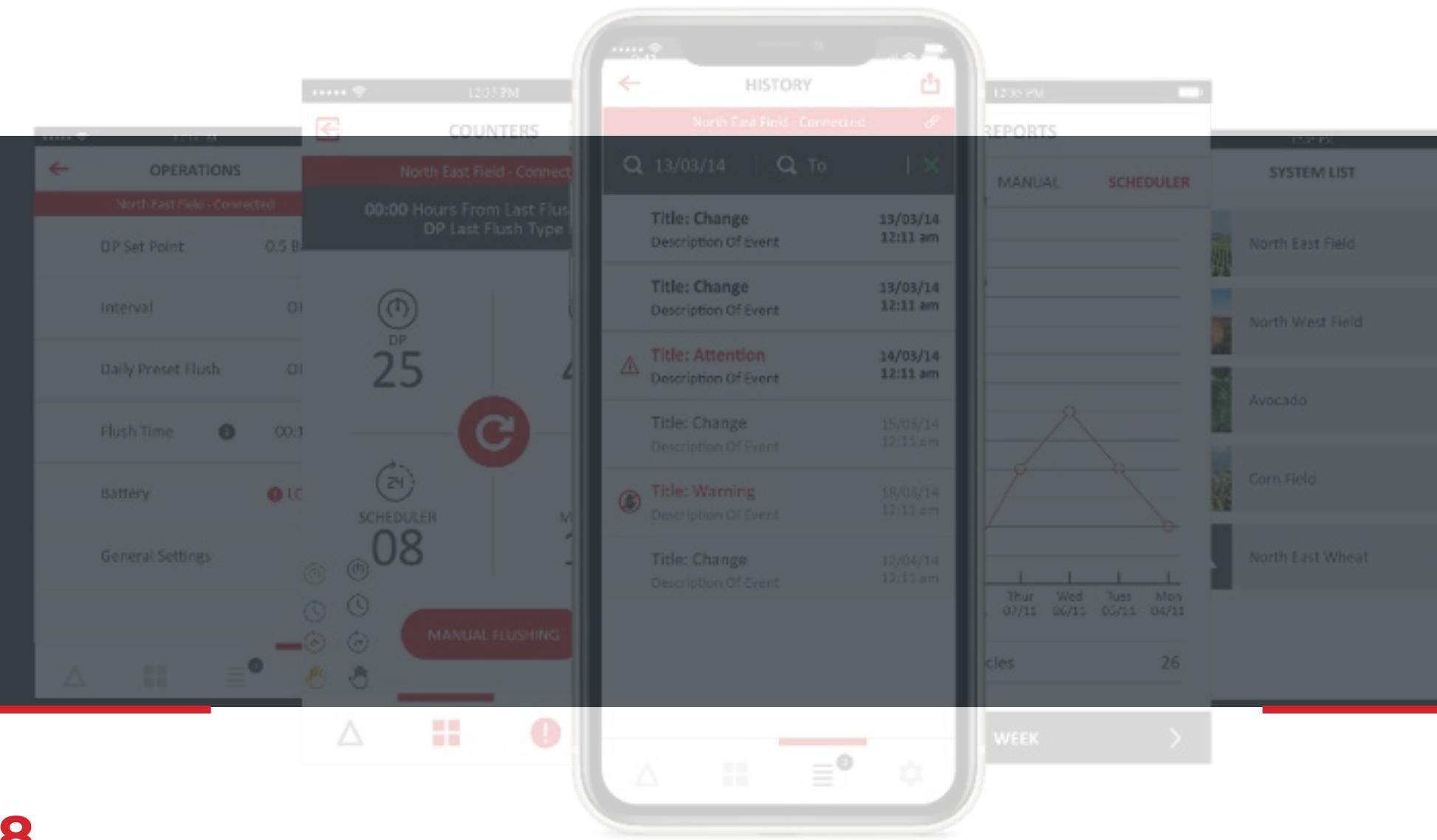
**Remote Control & Real  
Time Bilateral Data Transfer**

**Integration with Existing  
Systems at Customer Sites**

**Familiarity with Customers'  
Needs in Diverse Applications**

# Amiad's Smart Controllers

Amiad's smart controllers are offered with a variety of company products, and provide complete knowledge base of the customer's water systems



## ADI-P - Controller & App - 2018

Bluetooth® technology communication |  
Alerts | Parameter control

## ADI-X - Controller & App - 2021

Cloud communication |  
Real-time communication | Multi-sensor support

## Advantages of Smart Control

Global data collection | Customized database collected over time |  
Real-time bilateral communication | Remote control of the filtration system

# Amiad's Smart Controllers - Rapid Adoption

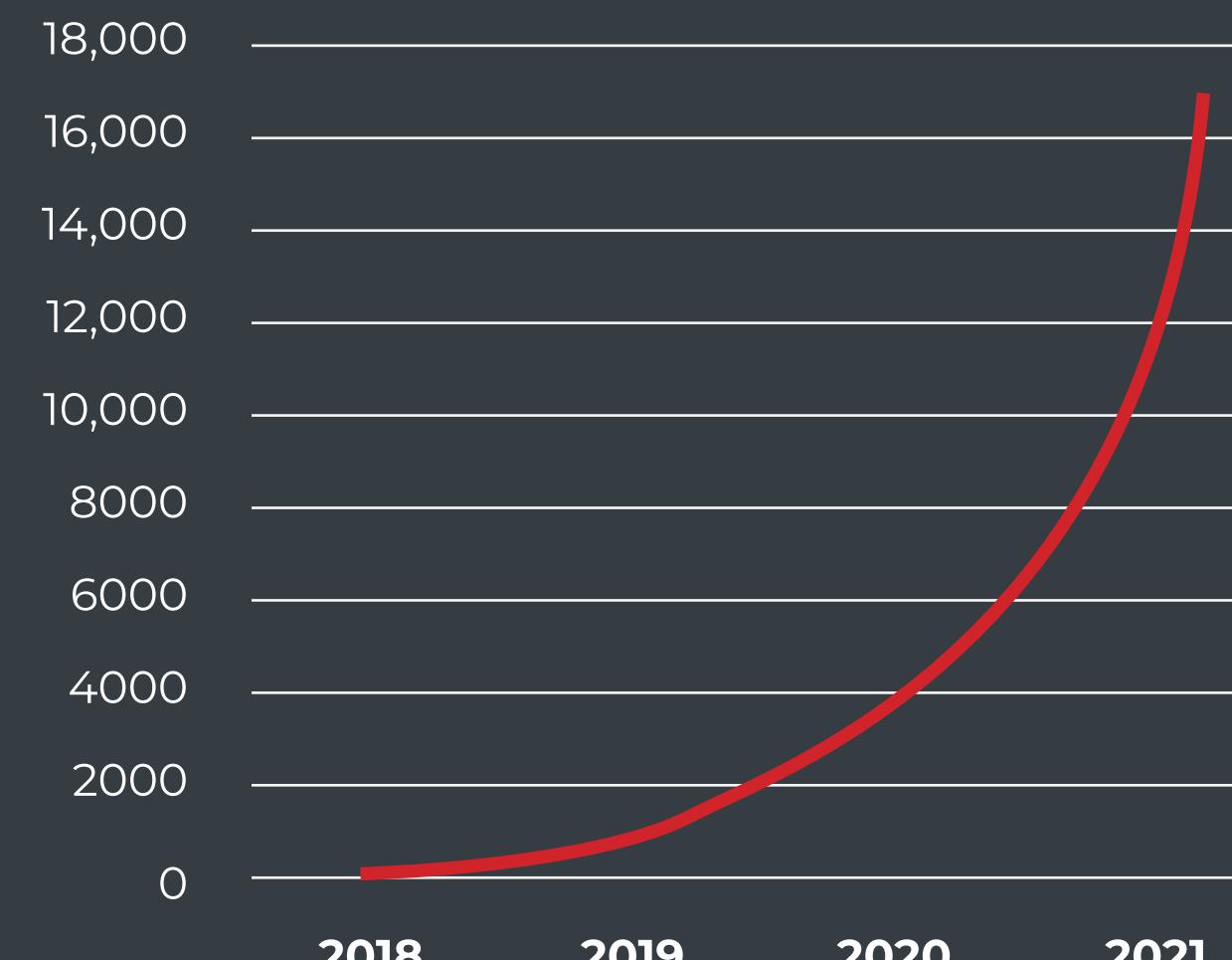
Over  
**21,000**  
active controllers worldwide

Over  
**16,000**  
end customers

Controllers active in  
**91**  
countries



Number of global activations of  
Amiad's controllers



# The Vision - from Automatic to Autonomous

## Semi-Automatic Manual

- | Low installation cost
- | Basic protection of systems

## Fully Automatic

- | Adaptable to a variety of applications
- | Saves water and energy resources
- | Saves manpower resources
- | Continuous filtering during the flushing process
- | By smart control integration
  - Real-time information connectivity
  - Alerts

## Fully Autonomous

- | Integration of various sensors around the filter
- | Real-time data processing
- | Optimization of filter operations based on data (smart filtration)
- | Smart alerts according to customer characteristics
- | Real-time marketing and maintenance communication
- | Connectivity to peripheral systems
- | Machine learning (AI)
- | Real-time tracking at the individual filter level

# Target Markets



## Industrial Use Case

Diverse applications

## 2021 sales

\$48 million

## Market Share - 5%

## Growth Potential

Growing demand for water reuse and treatment due to environmental regulation and economic needs



First quarter revenue  
(Million USD)

Source: Global Water Intelligence

# Target Markets



## Agricultural Use Case

Protection of precision drip & irrigation systems

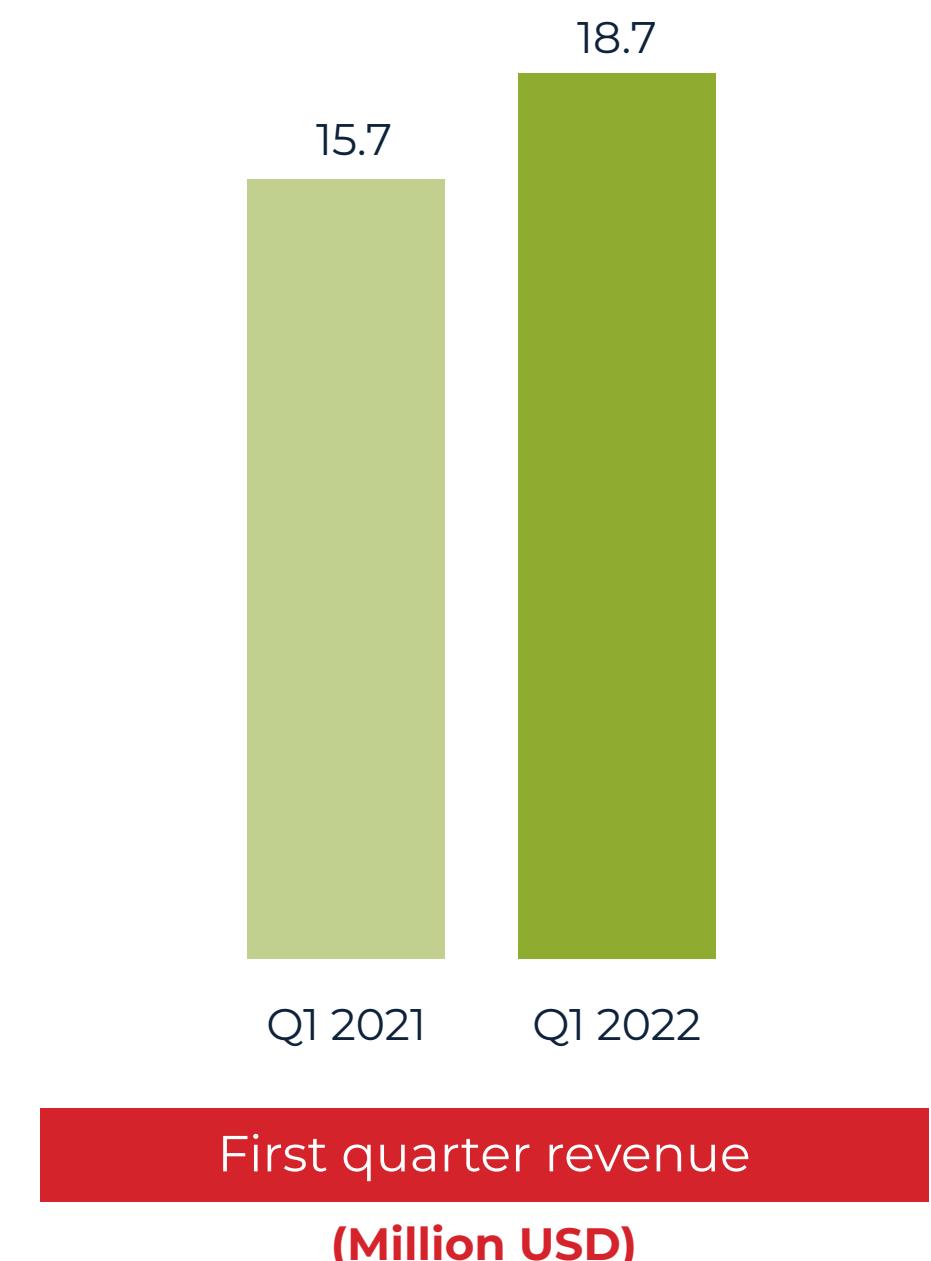
### 2021 sales

\$67 million

### Market Share - 25%

### Growth Potential

World population growth generates increased investment in new and existing agricultural lands



Source: Company estimation

# Success Stories

## Toquepala Copper Mine, Peru: Drinking Water Treatment Plant

Turbidity reduction and arsenic removal from local non-potable water sources



### The Challenge

High turbidity | High arsenic concentration | High costs of bottled water



### Success Criteria

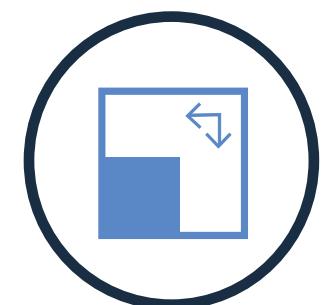
Arsenic level: As <10 ppb | Turbidity level: <1 NTU |

Application: Drinking water



### Technology Choice Based on the Challenge

Disc | Microfiber | Media



### The Results

Improved water quality

\$1.8 million savings on drinking water | 90% less arsenic | 93% less turbidity



# Success Stories

## Drip Irrigation Protection for Banana Plantation, Israel

Amiad automatic filtration system saves time, money and manpower



### The Challenge

Wasteful flushing processes | Shutdown of irrigation system for maintenance | High manpower costs



### Success Criteria

- | Protection of drip irrigation system
- | Improve efficiency by using automatic filtration
- | High levels of biological and mineral materials and switching to polymeric filter



### Technology Choice Based on the Challenge

Screen



### The Results

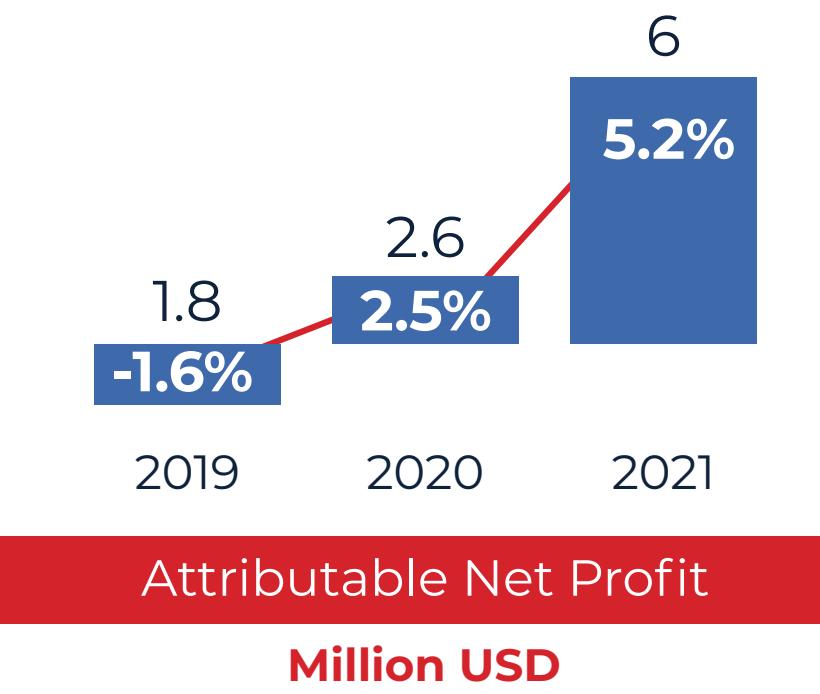
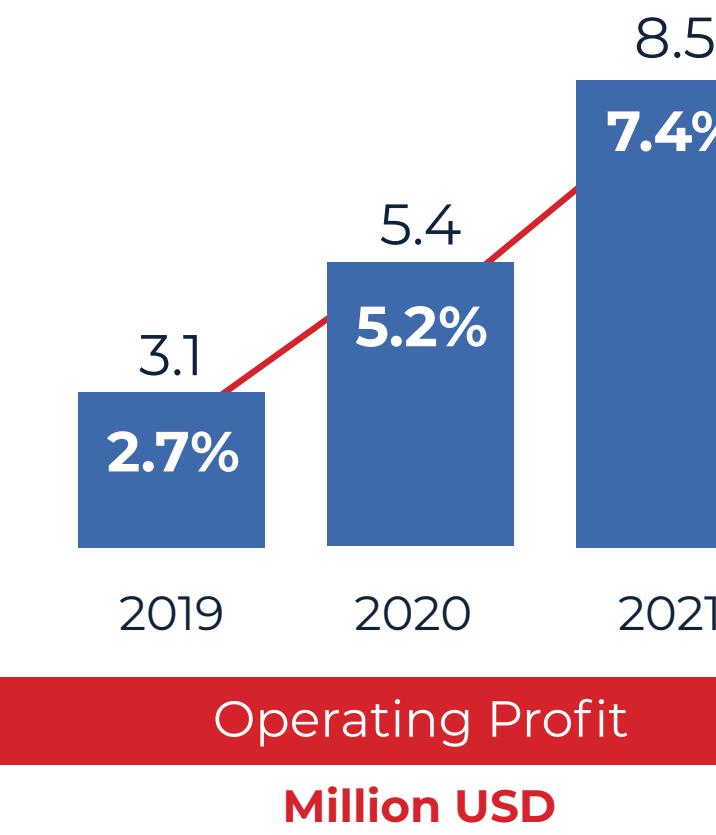
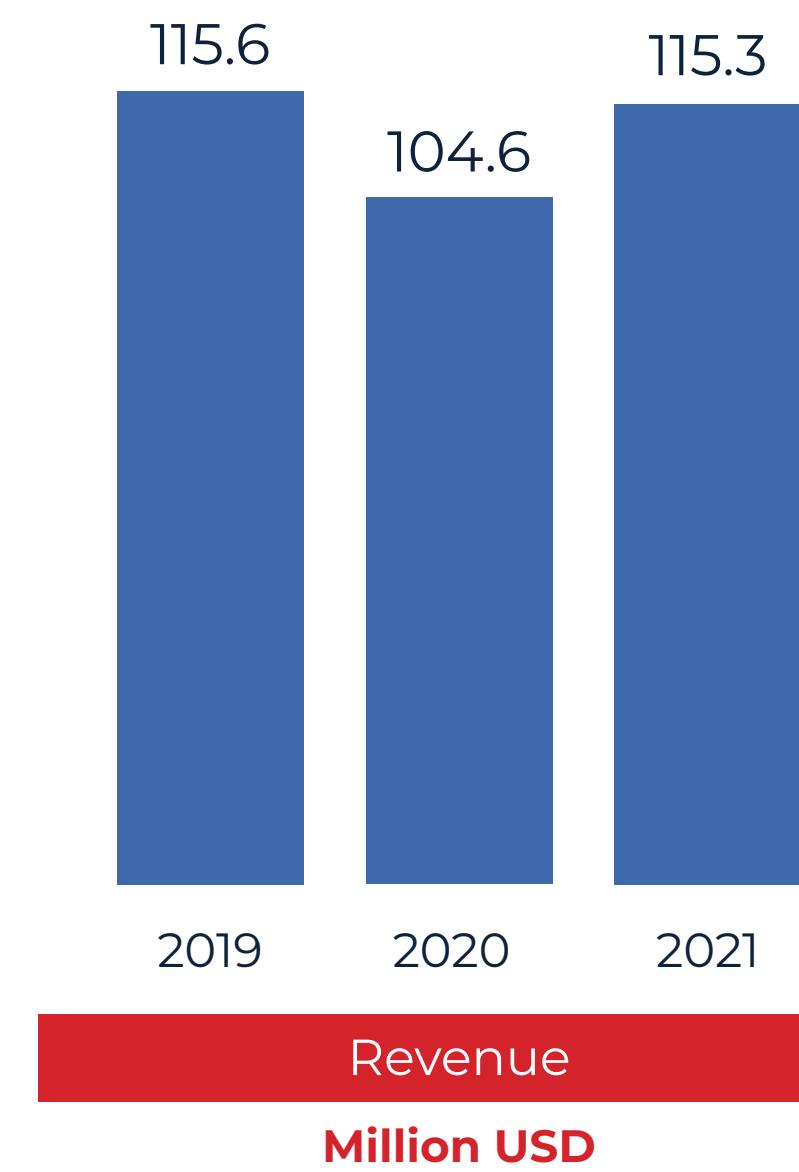
#### Improved water quality

Increase in all filtration efficiency ratings | \$1,000 p/month savings on manpower costs | 50% savings on energy | 60% less flush water

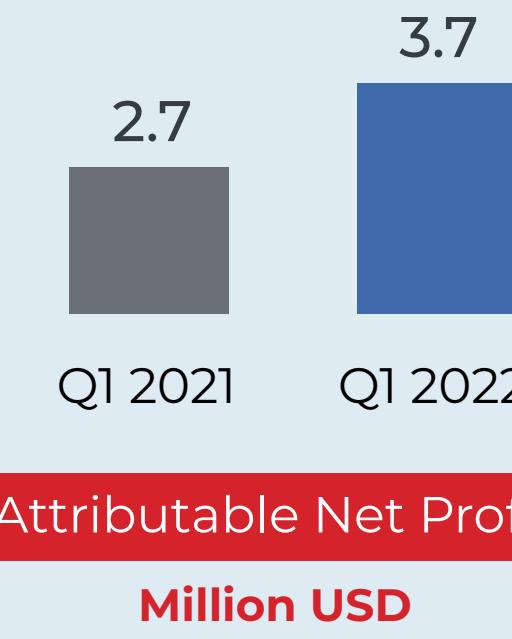
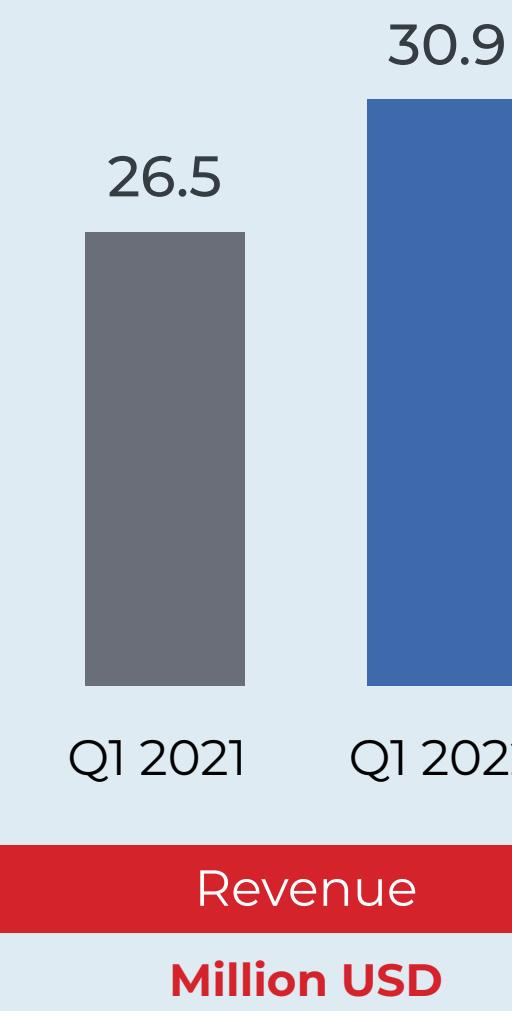


# Ongoing Improvement in Profitability

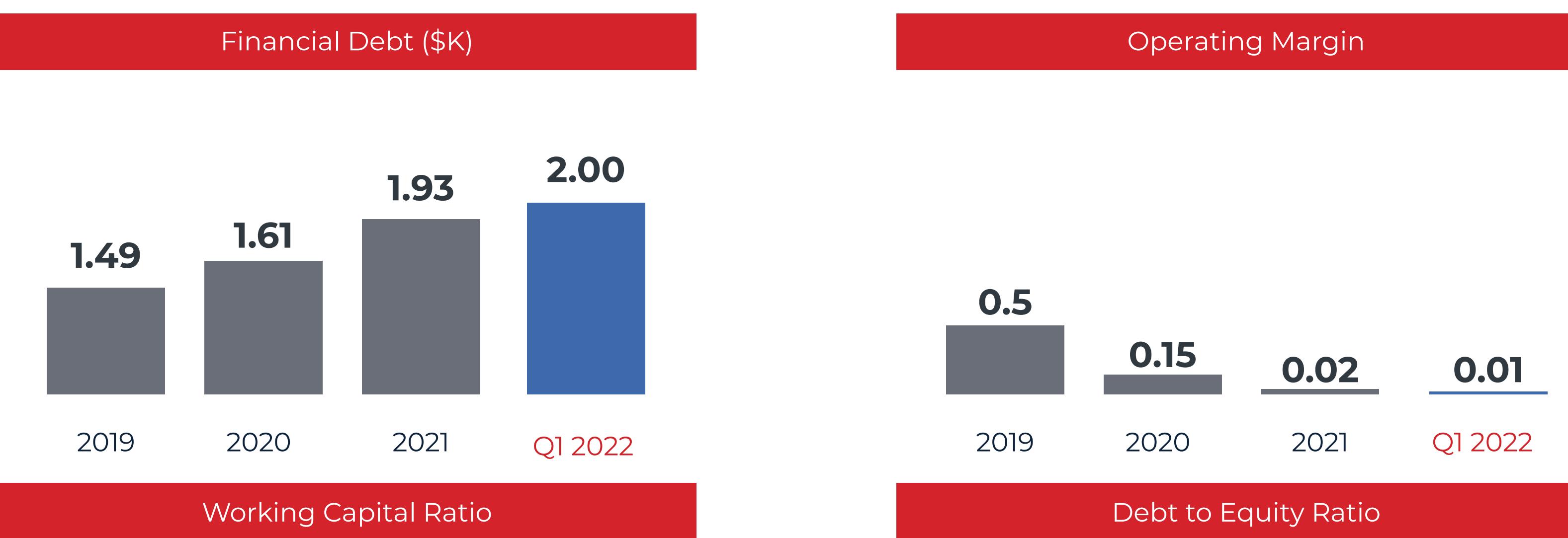
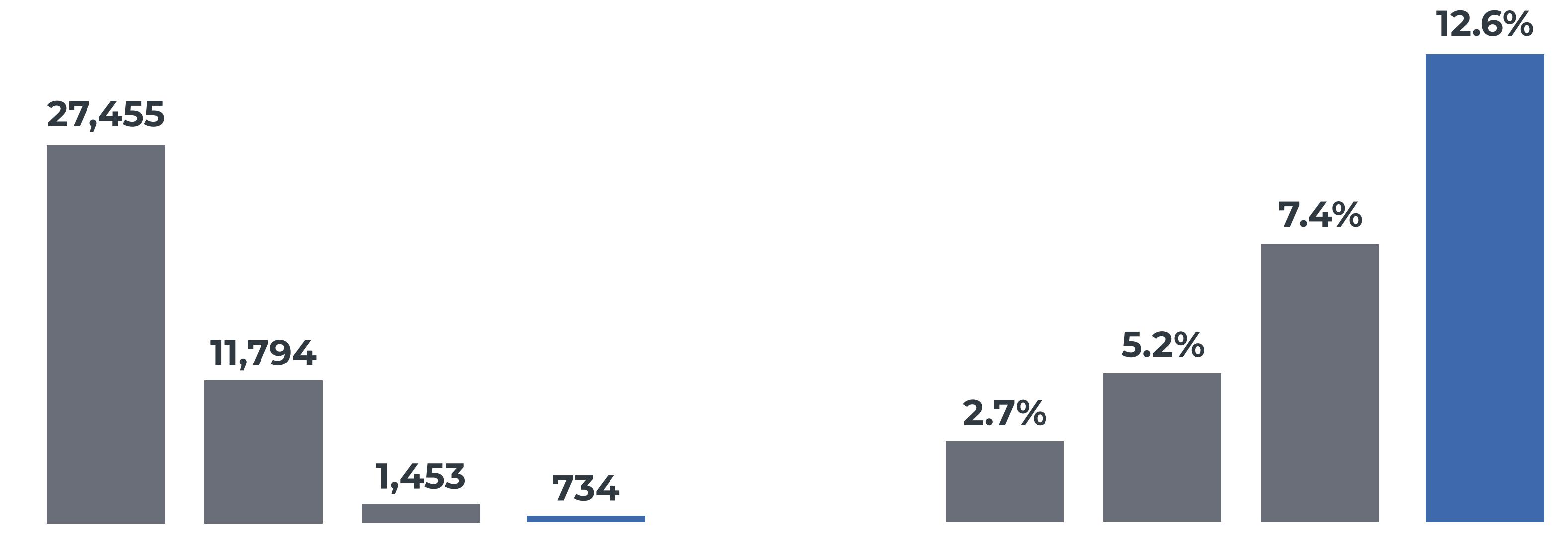
## Results 2021



## Results Q1 2022



# High Financial Resilience



# A Leading Experienced Management Team



# Accelerated Growth Strategy

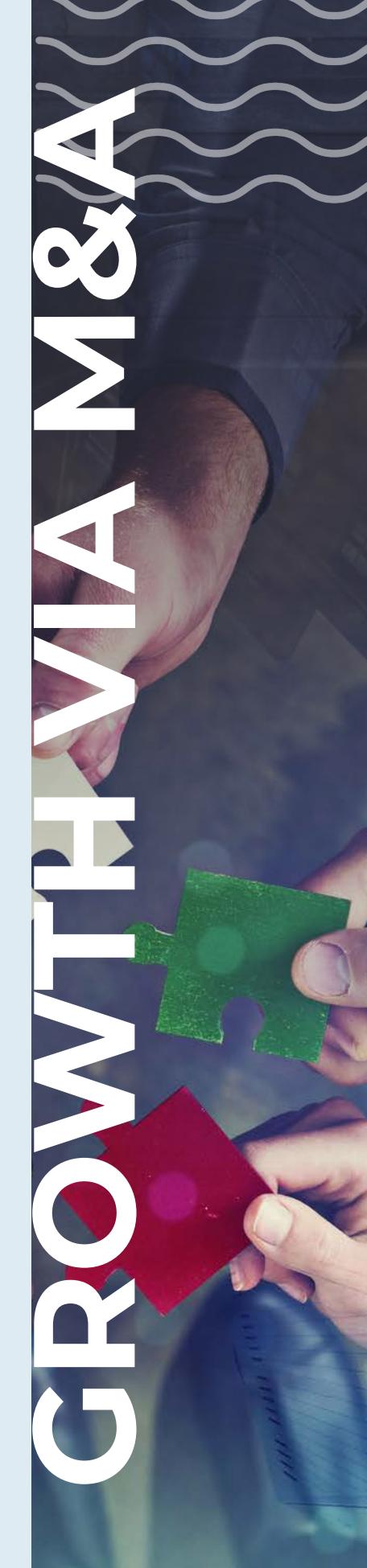


Entering new territories & expanding activities with key customers

New applications in various markets

Increase presence in the US market

Operational efficiency continued



Acquiring new technology

Considering strategic acquisitions to expand activity areas

Purchase new distribution channels in selected territories

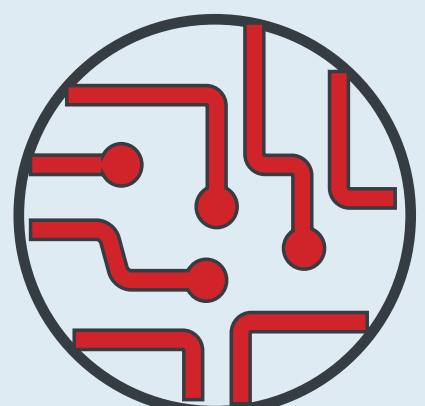
# Summary



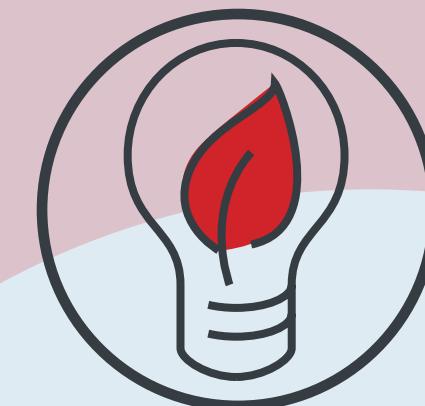
**Global Leadership and Worldwide Presence**



**Increased Market Demand for  
Filtration Products**



**High Financial Resilience**  
Low leverage, available cash balances and  
strong cash flows



**Technological Leadership**



**Accelerated Growth Strategy**

Through organic growth, M&A's and increased  
presence in the US market



**Expanding the Business Model**  
Entering the world of IoT and new  
business collaborations