



Investors Presentation | November 2023



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The Swords of Iron War – no significant damage to the company's activities

On October 7, 2023, the Swords of Iron War broke out in Israel, which led to the disruption of economic activity and the reduction and deceleration of business activity. Despite the fighting, the company continues to operate continuously without significant damage to its operations, its assets, the sales volume, the backlog and demands.

- **Operational and functional continuity** - the company's production sites in Kibbutz Amiad and Kibbutz Beit Zera are operating normally, without significant limitations. Furthermore, both company sites are now increasing their activity to ensure continued production and regular supply to customers in 2023.
- **Employee headcount** - due to the recruitment of reservists and absences as a result of the war (which are not substantial), the company is working to find solutions, among other things, by employing temporary personnel, moving employees between departments, redistributing responsibilities and powers, as well as working overtime.
- **Orders and supply chain** - The marketing and sales department as well as the company's supply chain are operating smoothly without any major delays, when at the beginning of Q4, additional significant new orders were received without the company experiencing any cancellations or loss of opportunities as a result of the war.
- **The situation of the companies abroad** - generally, the activity of the companies abroad is normal. However, since the majority of travel from Israel has stopped, there is some difficulty for physical support at overseas production sites, with an emphasis on the production activity in Turkey. The company is working to find solutions and alternatives.
- **Coping with the war situation** - the company is taking actions to reduce, as much as possible, any damage in the event of the continuation of the fighting. These actions pertain, among other things, to securing inventory levels, sources of supply and continuous production, as well as the need to prepare for various emergency scenarios.

In light of the existing uncertainty regarding the duration of the war, its intensity, scope and the nature of its consequences, the company continues to monitor and examine the developments, and if necessary, will act to implement additional compensatory mechanisms to deal with the possible effects.



Amiad Water Systems

World leader in developing and marketing water treatment and filtration systems for the agricultural and industrial markets



Over **60** years of experience



750 employees worldwide



Over **50** engineers and process experts specializing in filtration



Over **30** product lines



5 Production sites

10

Subsidiaries

On **5**

continents



FIMI
Opportunity Funds

Majority shareholder -
FIMI Opportunity Funds



Management and Shareholders



Yariv Avisar
Chairman



Dori Ivzori
CEO



Relly Shimko
CFO



Alex Mitsel
COO, VP Operations



Ben Gilad
General Counsel and
Corporate Secretary



Kfir Atias
VP R&D



Neta Shlain
VP HR



Carlo Patteri
VP APAC



Eyal Avishay
VP Marketing &
Irrigation



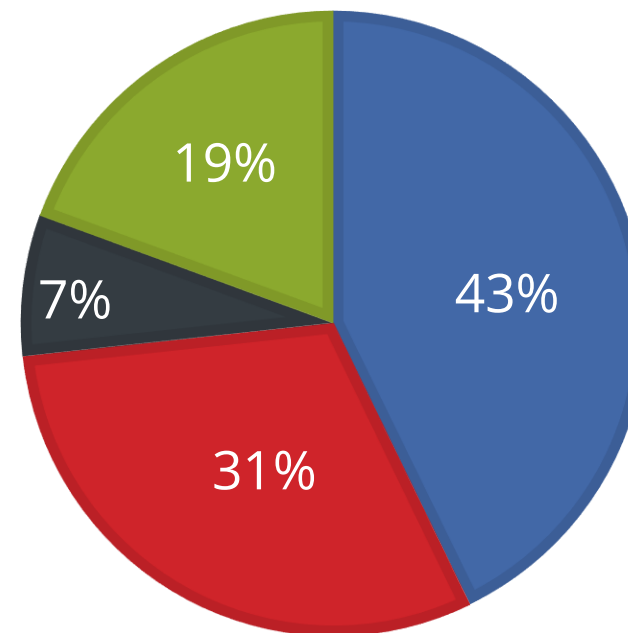
Michael Poth
VP, President
Amiad USA



Keidar Grossman
VP EMEA

SHAREHOLDERS

- FIMI Opportunity Funds
- HaChoshlim Foundation
- Impax Asset Management
- Public and institutional



Global Presence & Thousands of Worldwide Customers



Over 30 million
filtration systems



Over 200,000
projects



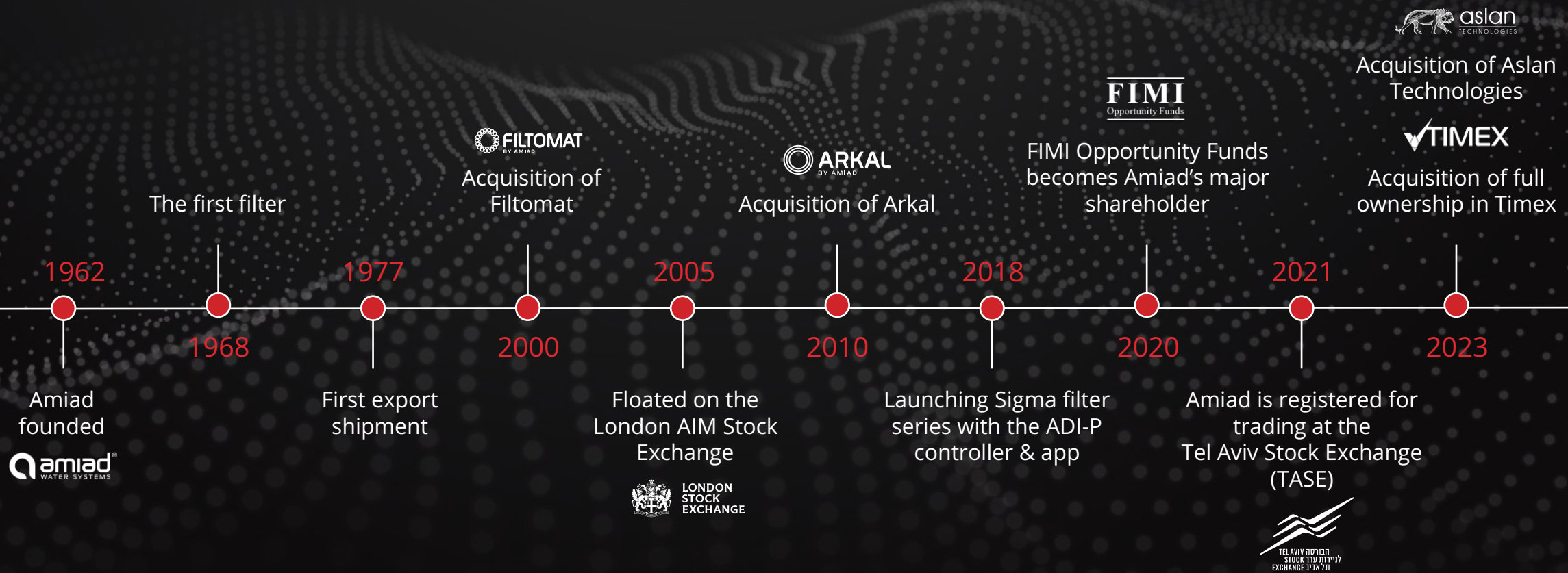
Over 90
countries



Over 30,000
customers



Major Milestones



Global Water Sector Trends Support Amiad's Activities



Regulation



Strict environmental regulations and enforcement of restrictions on water use



Circular Economy



Water reuse to save on energy and costs



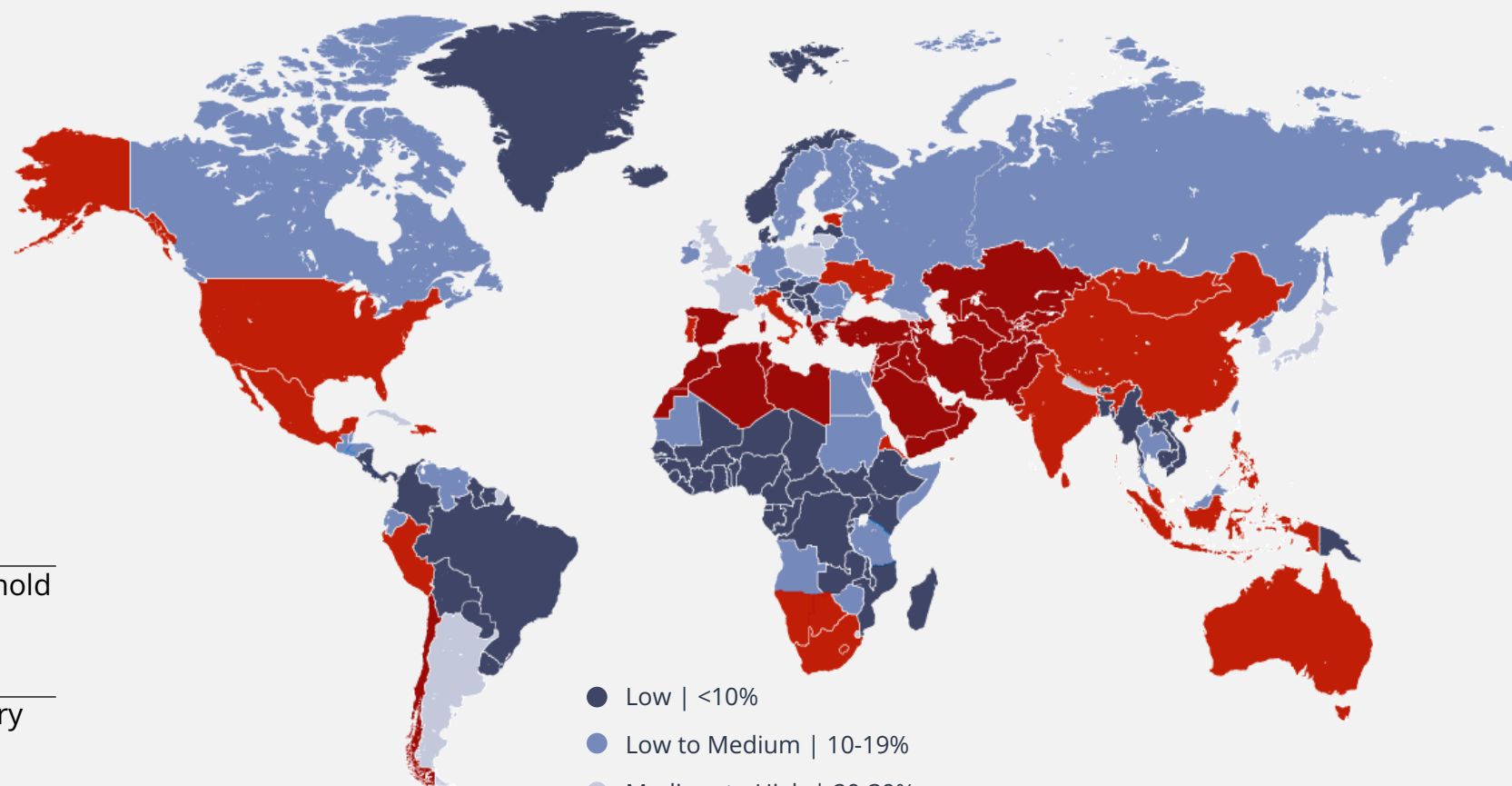
Scarcity of Clean Water



Treatment of contaminated water for reuse

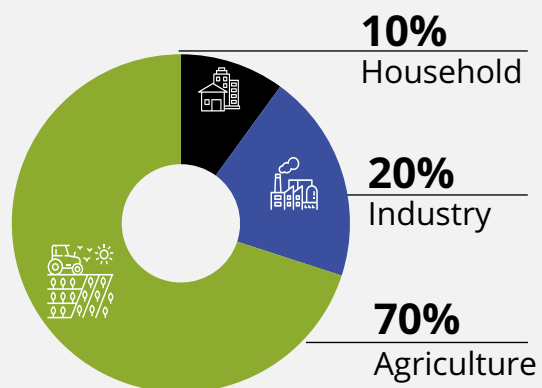


36% of the World will Face a Water Crisis by 2050



- Low | <10%
- Low to Medium | 10-19%
- Medium to High | 20-39%
- High | 40-80%
- Extremely High | > 80%

Global Water Use



Source: <https://www.statista.com/chart/26140/water-stress-projections-global/>

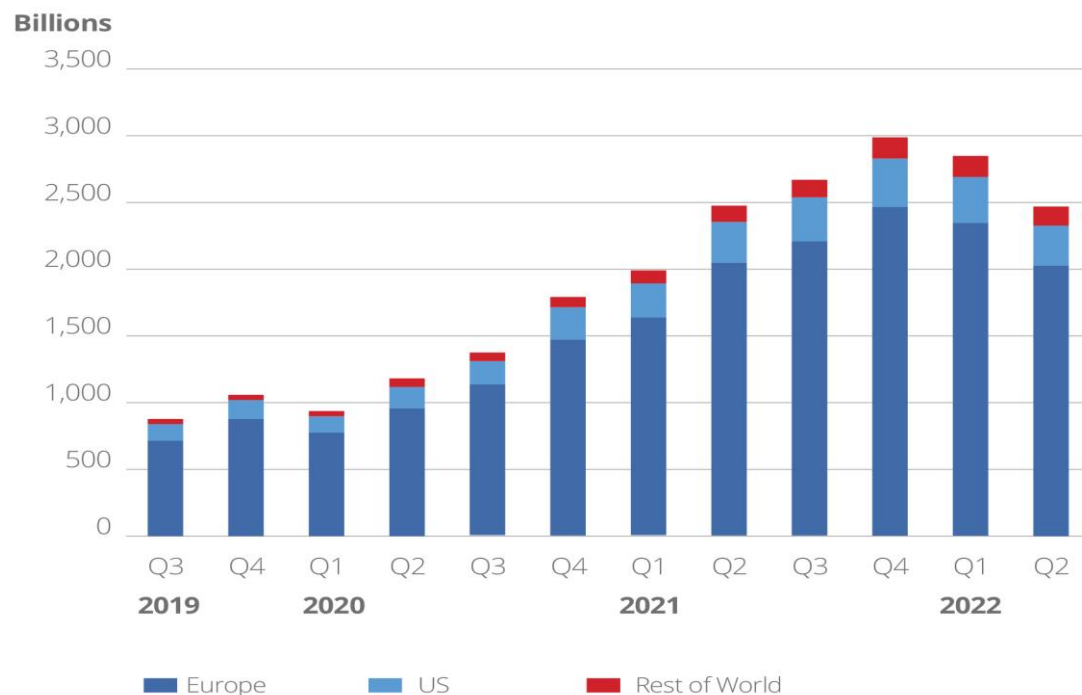
Source: <https://www.downtoearth.org.in/news/climate-change/36-per-cent-cities-to-face-water-crisis-by-2050-59985>



Amiad – a Leader in Realizing ESG Values

Environmental, Social, and Governance

- A growing trend worldwide of companies adopting ESG policies and operating based on the principles of the circular economy, with the aim of being perceived as environmentally and socially responsible companies.
- This trend is receiving a boost from leading global institutional, who set investment policies that take ESG considerations into account when making and managing investments.
- Amiad is at the heart of the ESG revolution and supports companies and organizations that seek to realize ESG values, reduce the use of external resources and encourage their reuse.



Amiad's filtration solutions support the global trend of sustainability and enable clean water to be reused in the industrial and irrigation sectors.



Industrial Sector

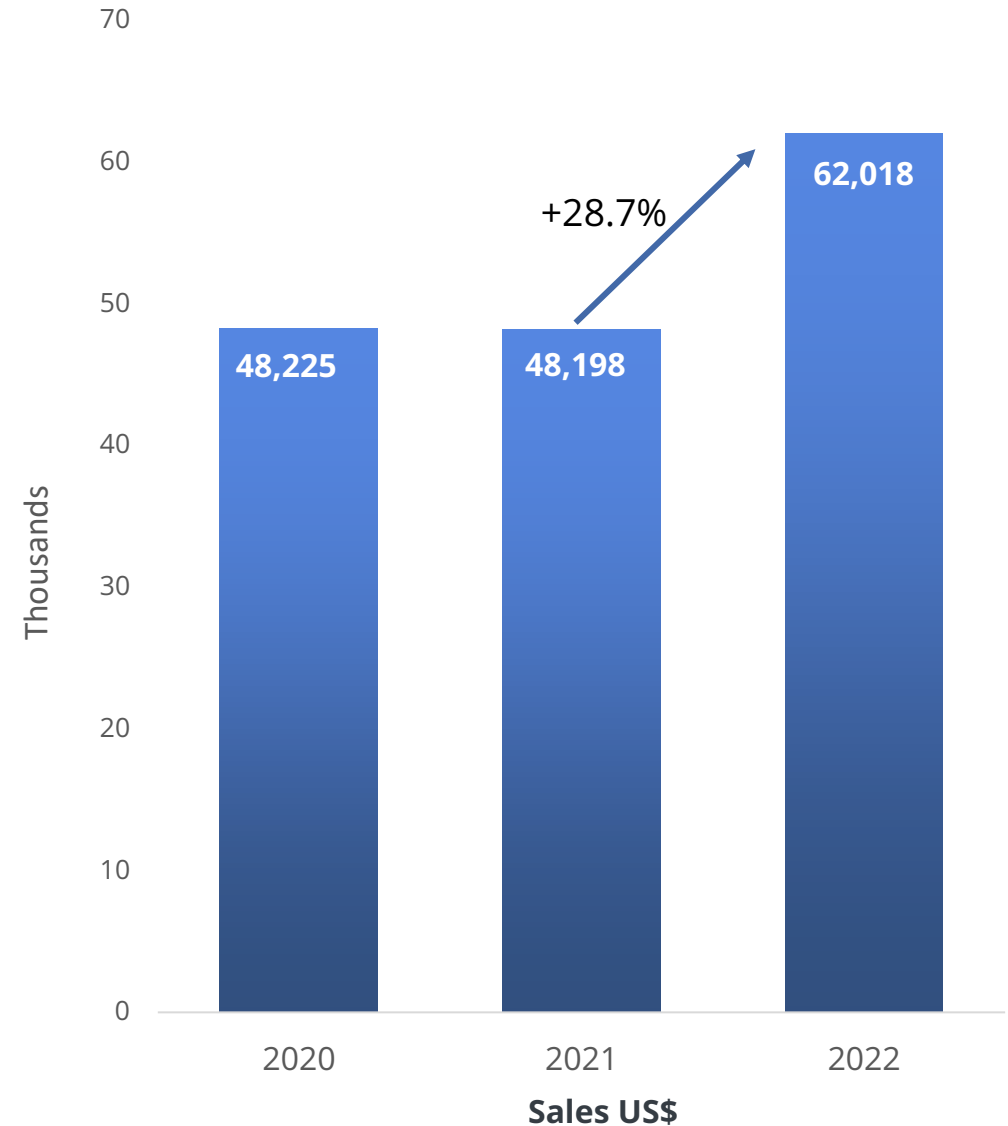


Filtration solutions for a variety of applications in industrial and municipal sectors

- Direct market size: \$900 million
- Estimated market share: approx. 5%

Trends supporting the activity:

- Process improvement and general efficiency in the industrial sector
- Water scarcity requiring companies to reuse them
- Increased regulation and imposing fines on polluting companies



Success Story

In the Kalamunda district of Western Australia, the council wanted to expand the sports and recreation facilities in Hartfield Park for the benefit of the local community.

The lack of water required a solution to allow for the reuse of water.

The Challenge



Storm water recovery for watering the park's golf courses and gardens. Because of the use of public gardens, compliance with water quality regulation was required.

The Solution



4-Stage Filtration:

- Stage 1: Hydrocyclone
- Stage 2: SAF-4500 (50 micron)
- Stage 3: AMF-370K (2 micron)
- Stage 4: At the final stage, the water flows through a granular activated carbon filter to remove organic to remove dissolved organic matter

The Result



- Utilization of wasted storm water for gardening
- The system's performance corresponds to the plan and the solution has been proven to be effective
- Creating a future expansion plan to double the system's flow rate



Irrigation Sector

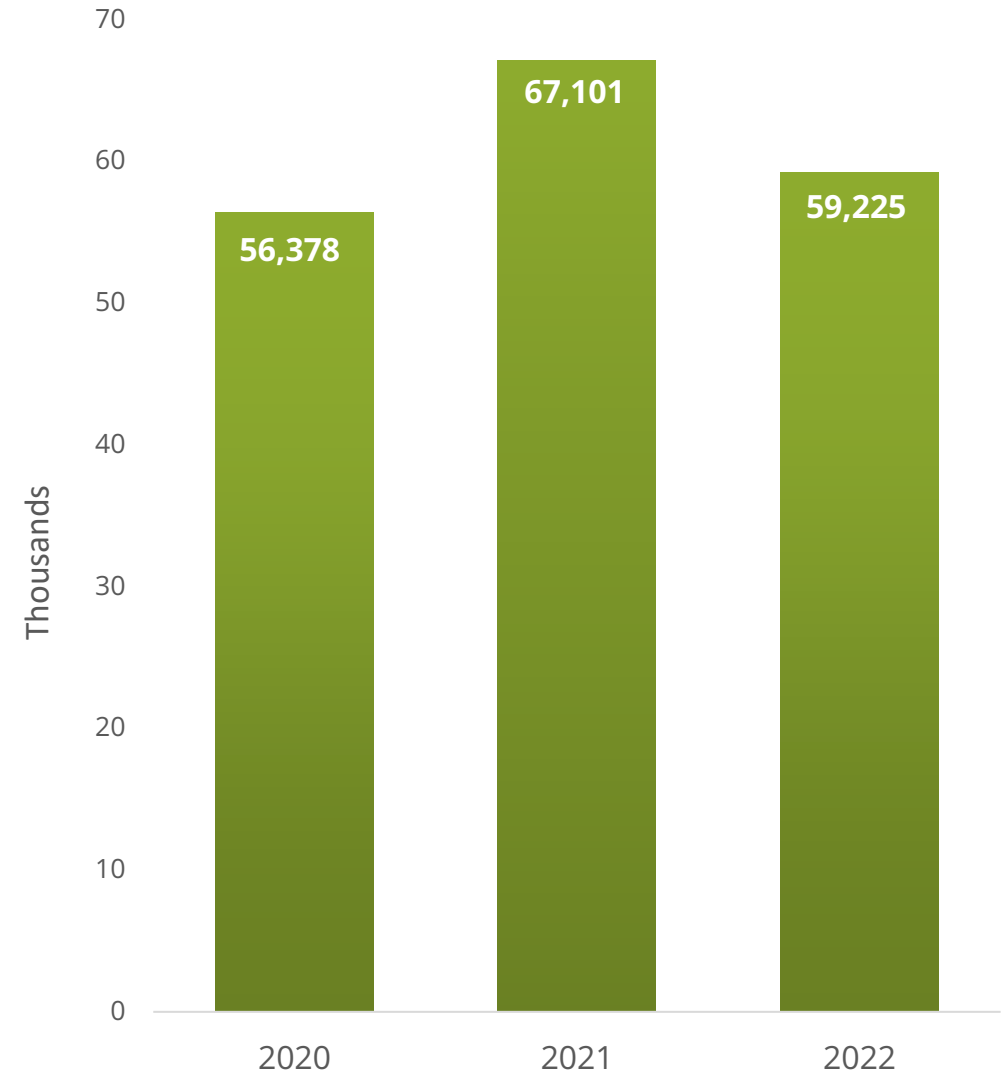


Protecting drip systems and precision irrigation in agriculture

- Direct market size: \$270 million
- Average market share: approx. 25%

Trends supporting the activity:

- Water scarcity encourages the use of precise irrigation and requires prefiltration
- Global population growth increases the demand for food and irrigation



Success Story

High Plains Ranch Dairy is a farm located in southwest Kansas. In order to protect the environment, the farm was required to treat the wastewater and recycle it for irrigation use.

The Challenge



Coping with high loads of organic solids and as a result, regular interruptions of irrigation in order to clean the filters.

The Solution



Two automatic ABF 6000 filters with a 1500 micron screen were installed. The filters were supplied with an original Amiad control panel and they self-clean according to a pressure differential of 0.5 bar.

The Result



Switching to Amiad filters allowed the dairy to pump approx. 57,000 cubic meters of wastewater without clogging the sprinklers, minimal water loss to clean the filters and significant energy savings.



Growth Engines



Full Ownership of Timex Turkey

Growth engine in the industrial sector



In January 2023, the company signed a deal to purchase the minority shares (49%) of a subsidiary company located in Turkey



Timex manufactures and markets water filtration solutions under the Amiad and TIMEX brands. The company is profitable, is on a growth trend, and is sells mainly to the industrial and municipal sectors in Turkey and the Middle East



Benefits:

- Increased operational and marketing synergy within the Amiad group
- Expanded distribution channels in Turkey and the Middle East
- Expanded product portfolio
- Contribution to the group's competitiveness in international markets



Acquisition of Aslan Technologies, Canada

Growth engine in the N. American industrial and municipal sectors



In February 2023, the company signed a deal to purchase Aslan Technologies, based in Burlington, Ontario, Canada



Aslan Technologies designs and manufactures filtration and treatment systems drinking water and wastewater for municipalities and rural communities and for industrial customers in North America. Aslan is a growing company.



Benefits:

- Expand the group's activity in the N. American industrial urban market
- Increased range of solutions for water filtration and treatment offered by the group
- Operational synergy with Amiad's existing activity in N. America (Amiad USA)



Taking Innovation to the Next Generation

From automatic to autonomous

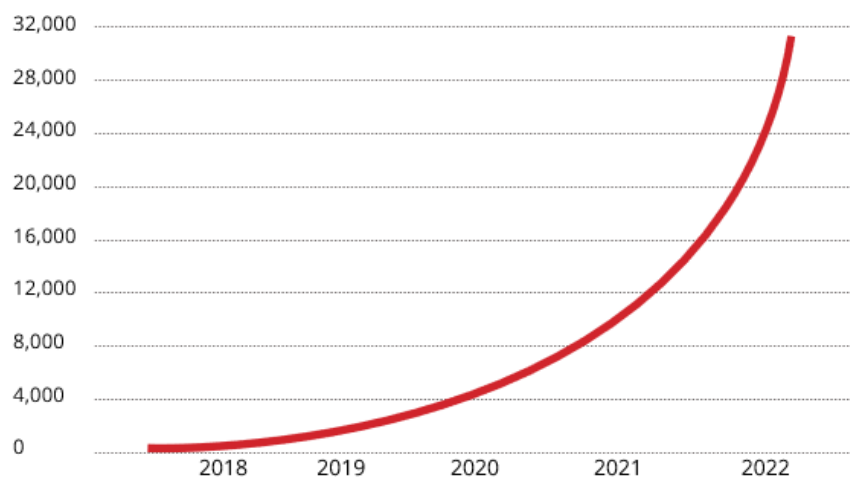
Development of sensor-based autonomous controllers that turn automatic filters into smart filters.

The ADI-X controller developed by Amiad is the only advanced controller and the first in the market based on cloud communication.

The controller provides the customer with real-time insights, information and data on the water filtration system and enables remote management



A constant increase in the use of Amiad's smart controllers - over 30,000 active controllers in 91 countries around the world



Innovation awards:



EIRS – Innovative Awards 2019



M&E Excellence Awards 2019



EIMA Mention 2018



Financial Results

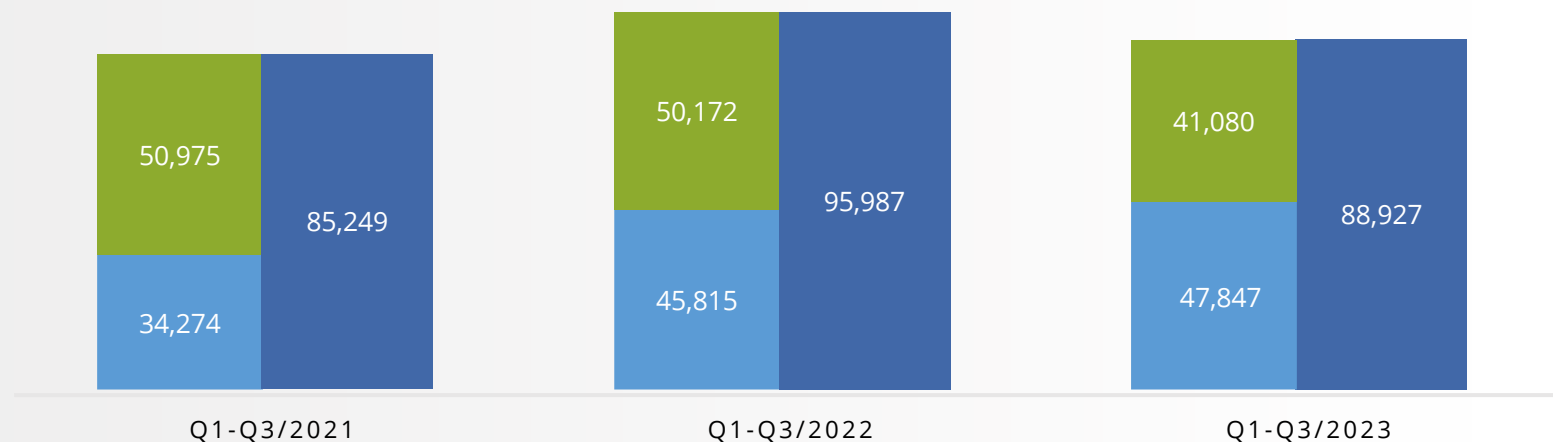


Three accumulative quarters Growth Trend 2021-2023

Revenue

(\$k)

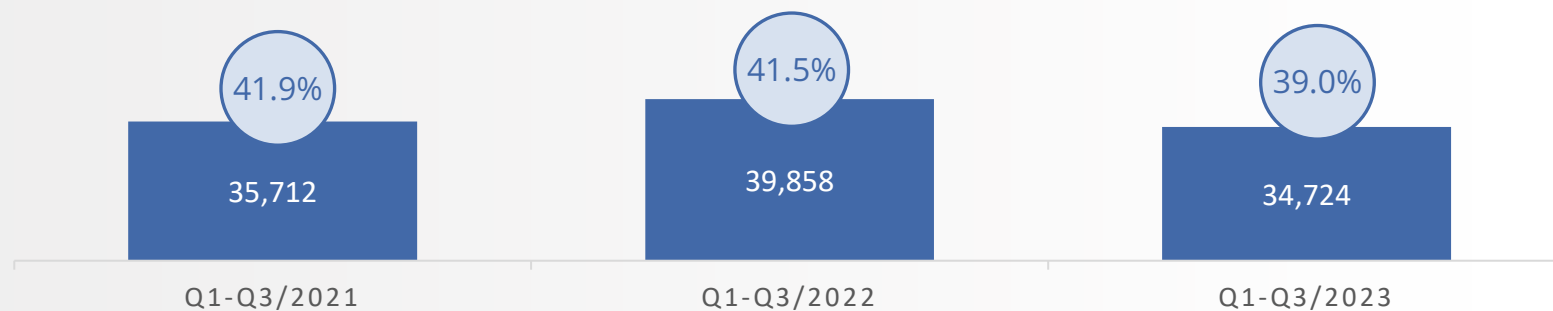
Irrigation Industry Total



Gross Profit


(\$k)

○ % of total revenue

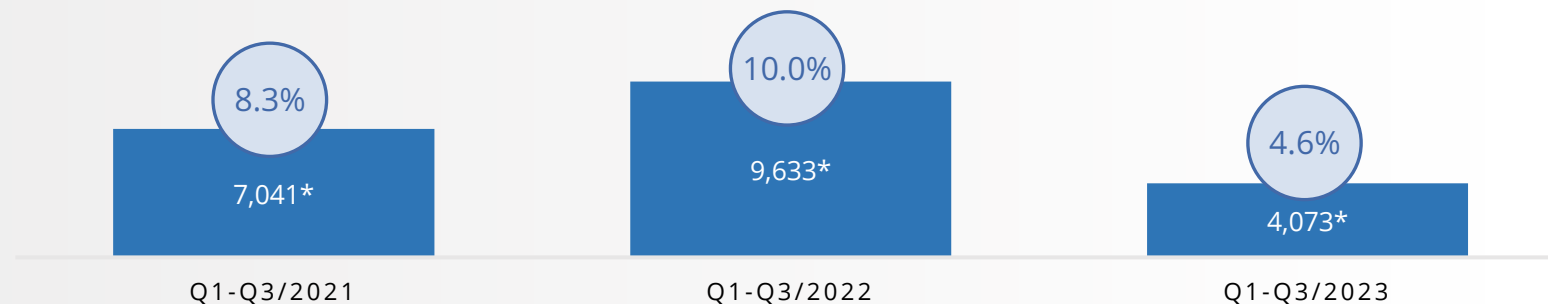


Three accumulative quarters Growth Trend 2021-2023


Operating Profit* (\$k)

 % of total revenue

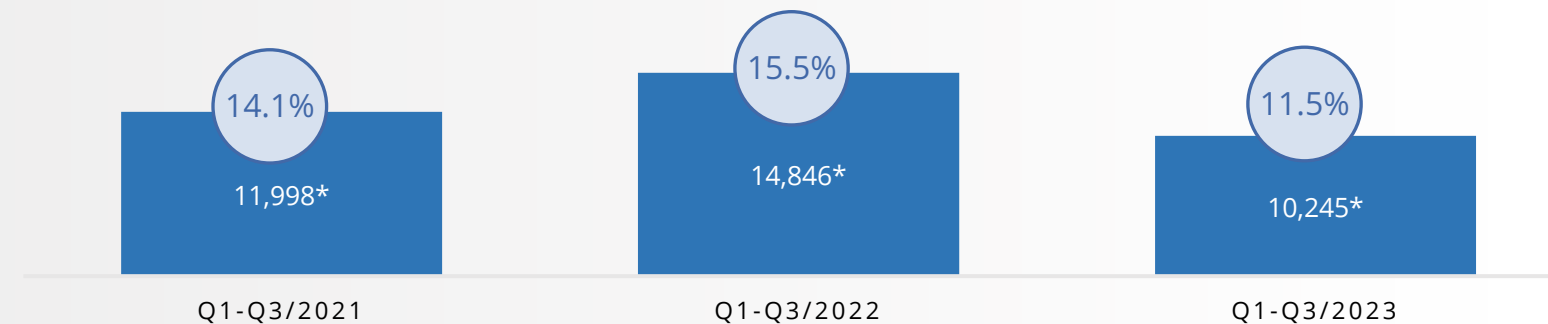
*Nullifying the effect one-time events



EBITDA* (\$k)

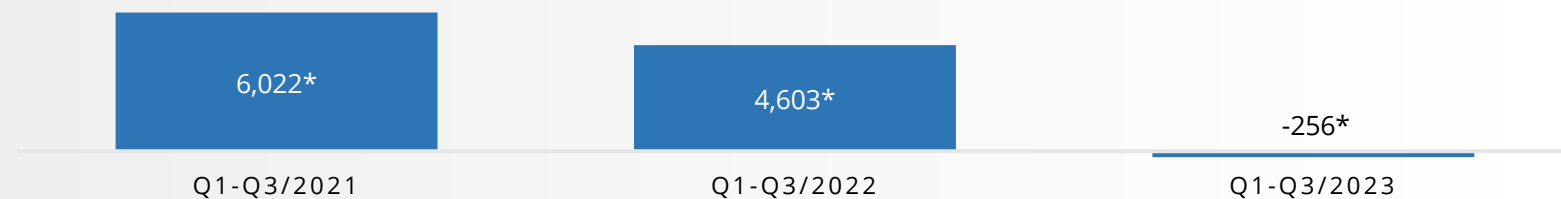
 % of total revenue

*Nullifying the effect one-time events



Net Profit (\$k)

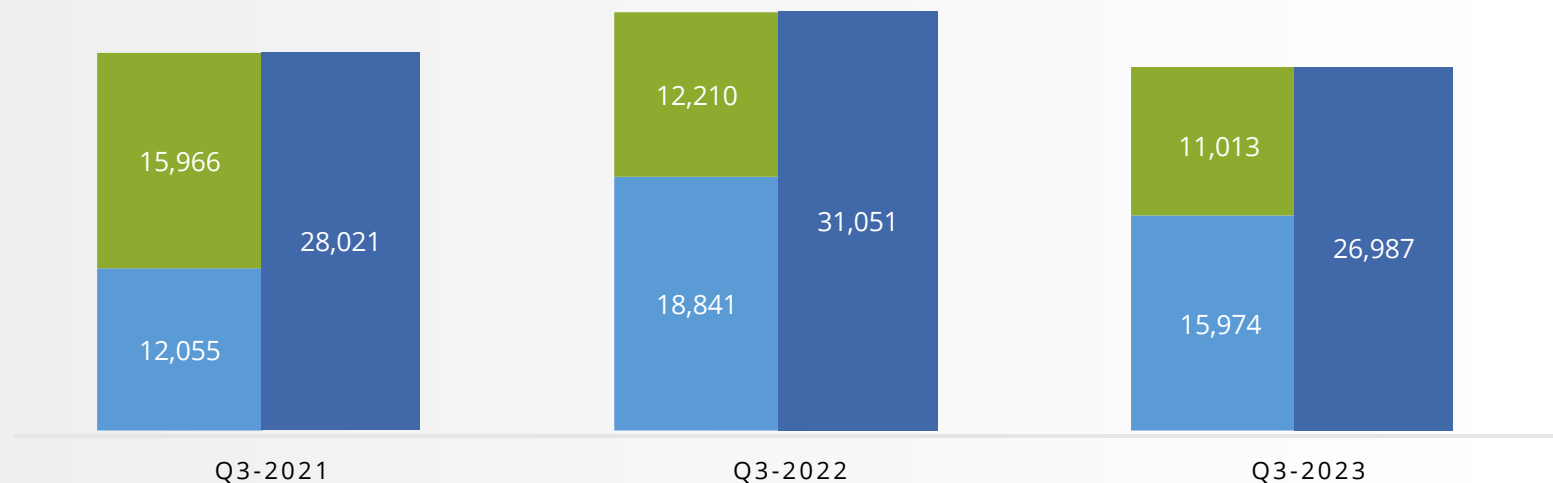
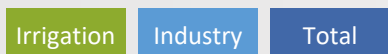
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Third Quarter Growth Trend 2021-2023

Revenue

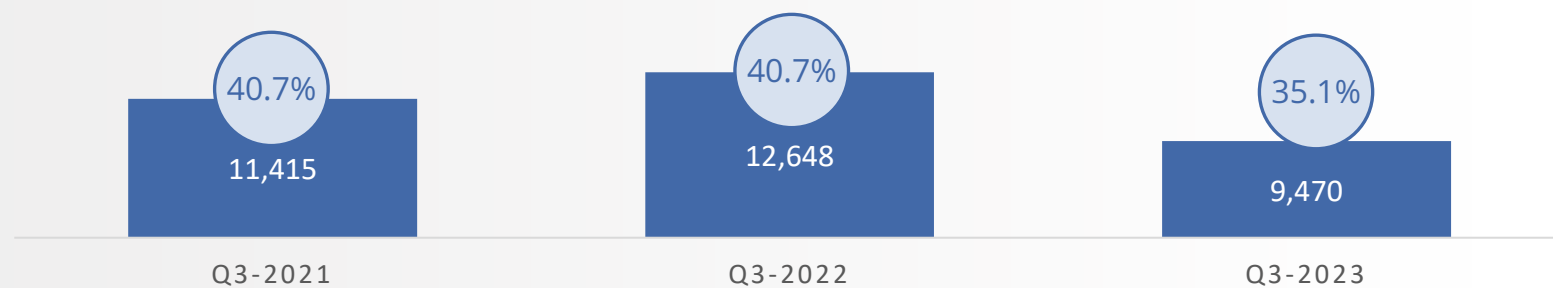
(\$k)



Gross Profit

(\$k)

% of total revenue

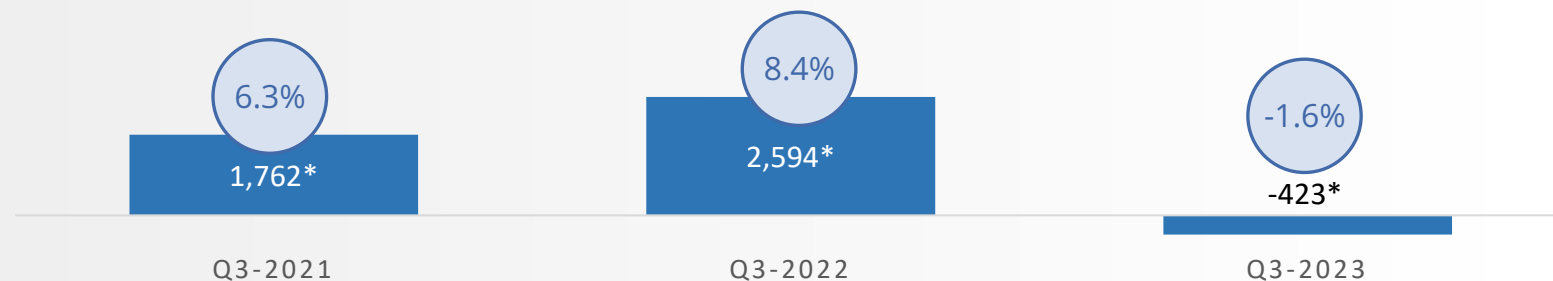


Third Quarter Growth Trend 2021-2023

Operating Profit* (\$k)

○ % of total revenue

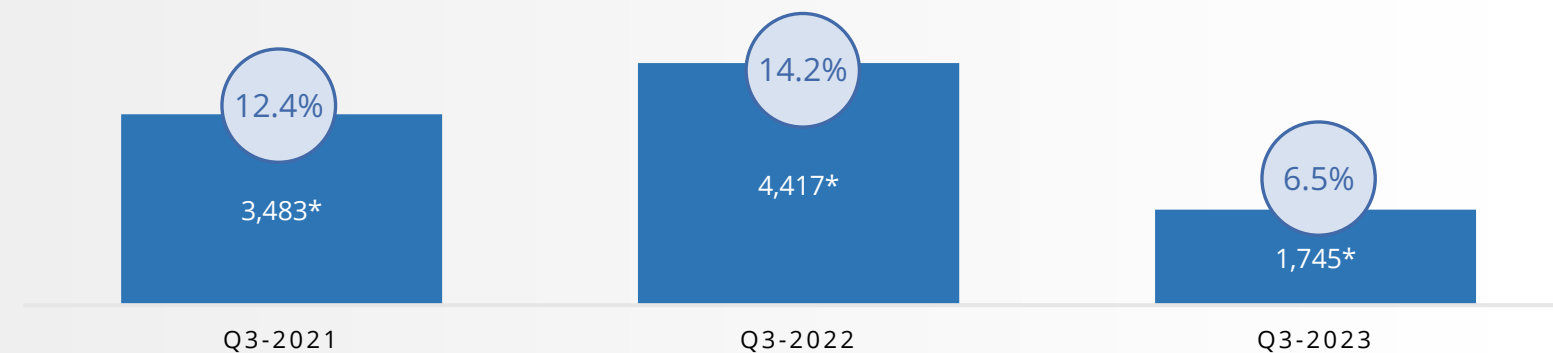
*Nullifying the effect one-time events



EBITDA* (\$k)

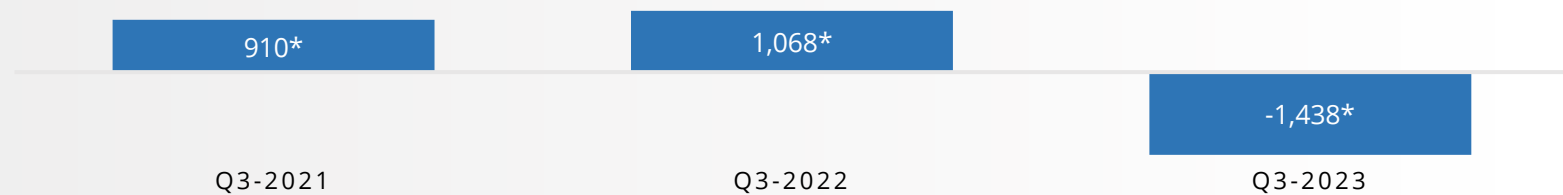
○ % of total revenue

*Nullifying the effect one-time events



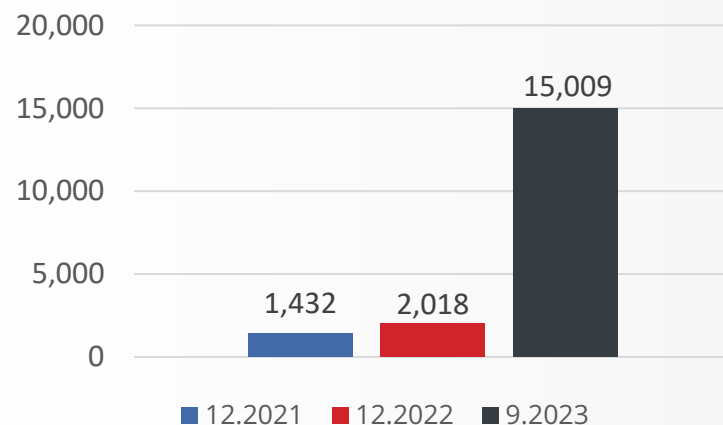
Net Profit (\$k)

*Nullifying the effect of one-time events

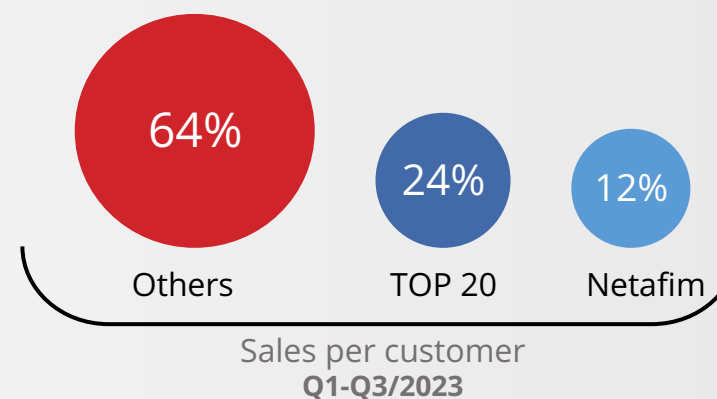
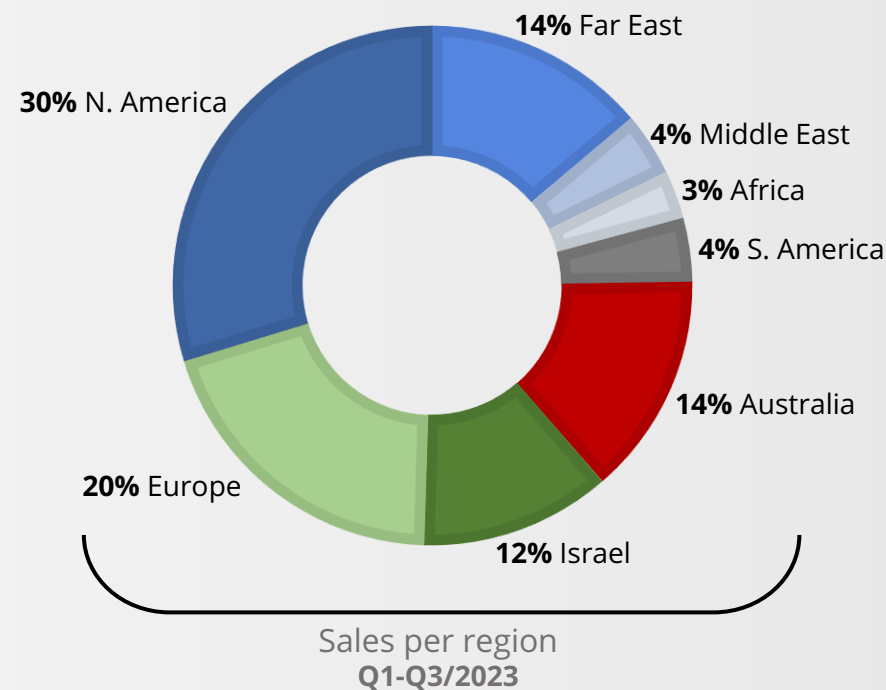
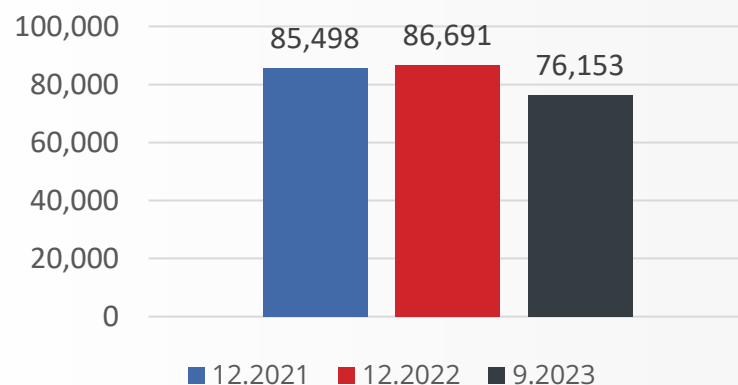


Leverage, Span of Customers and Sectors

Financial Debt (\$M)



Equity (\$M)



Summary



Accelerated growth through mergers and acquisitions



Trends in the water sector support the company's activities



Global leadership and worldwide presence



Revenue growth and continuous profitability improvement



High financial resilience



Technological innovation and entering the world of IoT



Thank you

amiad.com



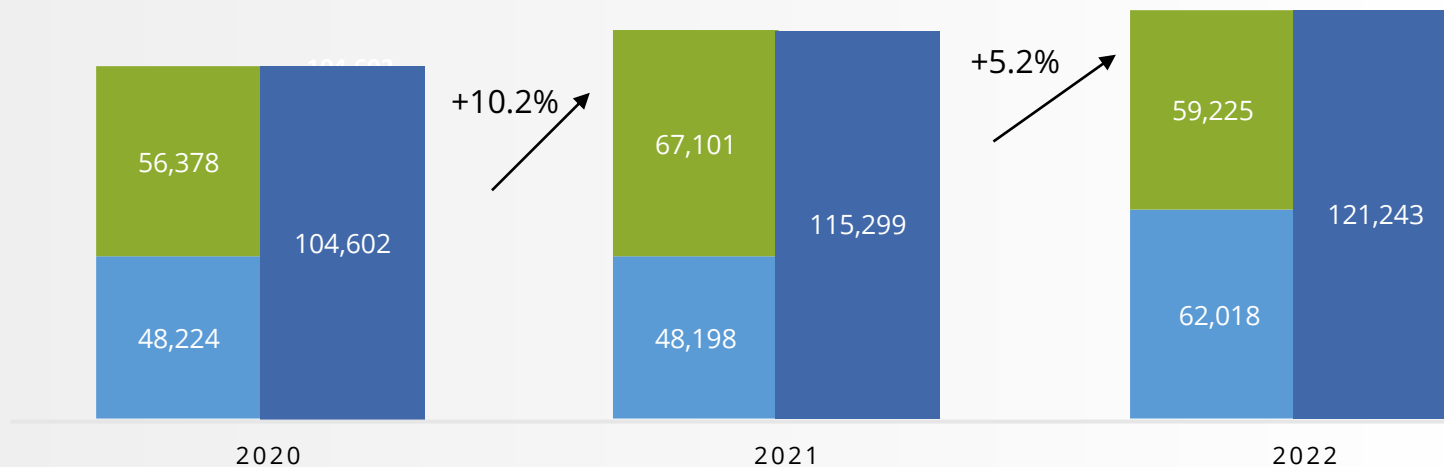
Appendix



Growth Trend 2020-2022

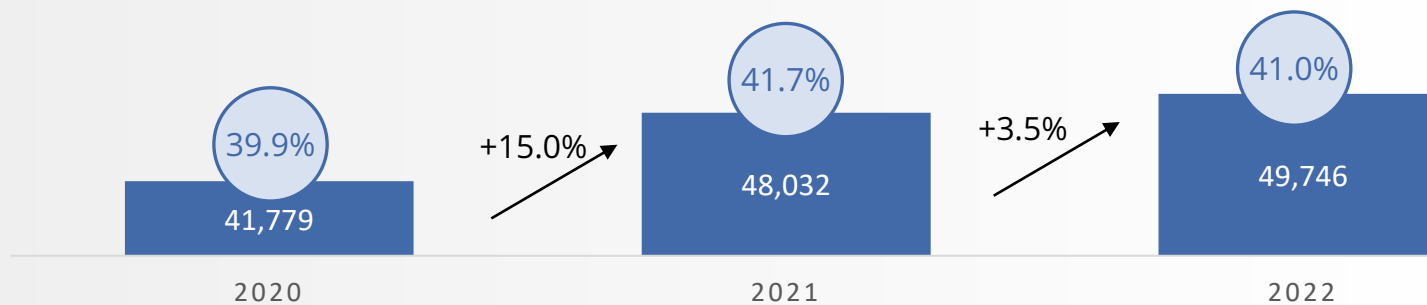
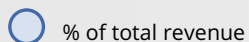
Revenue

(\$k)



Gross Profit

(\$k)



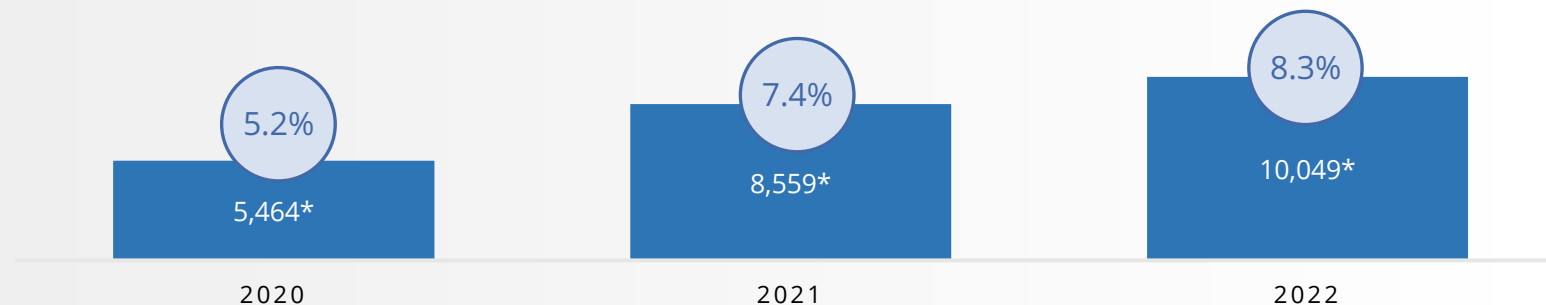
Growth Trend 2020-2022

Operating Profit*

(\$k)

○ % of total revenue

* Nullifying the effect one-time events

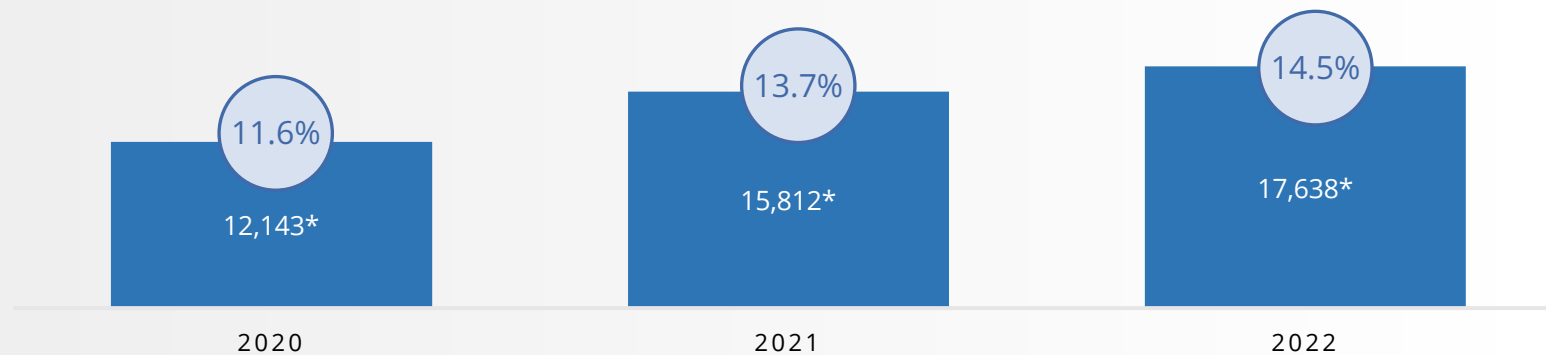


EBITDA*

(\$k)

○ % of total revenue

* Nullifying the effect one-time events



Net Profit

(\$k)

* Nullifying the effect one-time events

