



## Investors Presentation | Q1-2024 Summary



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This presentation does not include the full results and financial information of the Company nor the financial notes, and it does not include the Company's business plans, a full description of its activity nor its risk factors. Slides no. 5, 8, 11, 13, 20 and 24 of this presentation include information that is presented and detailed differently from that presented so far in the Company's reports. In addition, the presentation contains data and estimates based on external sources which content was not entirely included in the said annual report and was not independently tested by the Company and therefore the Company is not responsible for its accuracy. In addition, pictures included in this presentation are for illustration only. The Company does not commit to update or change such assessment and does not commit to update this presentation.

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# 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



**800** employees worldwide



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



Over **30** product lines



**6** Production sites

**11**

Subsidiaries

On **5**

continents



Majority shareholder -  
FIMI Opportunity Funds

**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



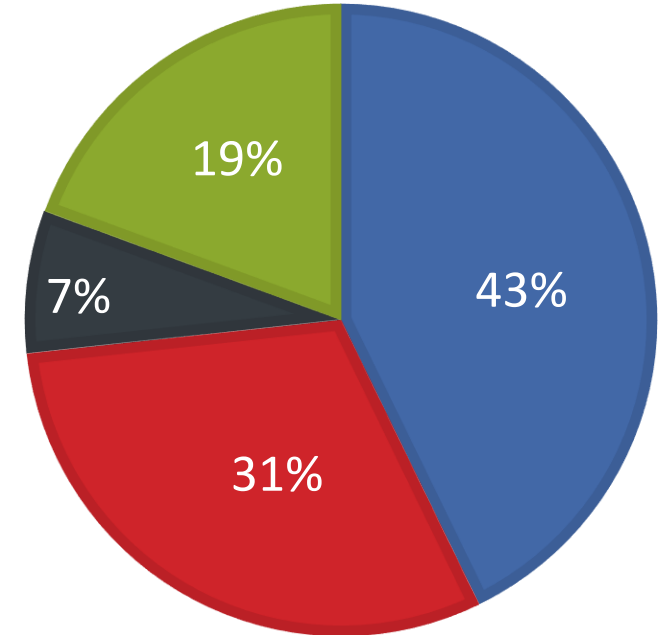
**Michael Poth**  
VP, President Amiad USA



**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



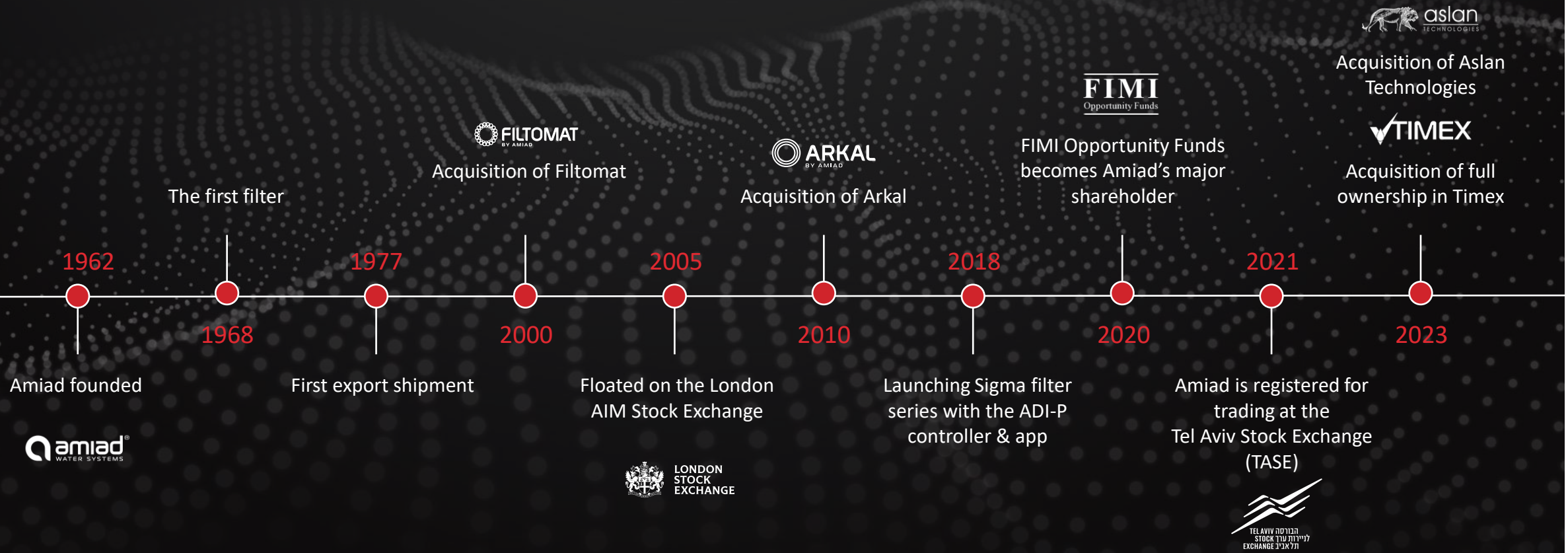
**Over 90**  
countries



**Over 30,000**  
customers



# Major Milestones





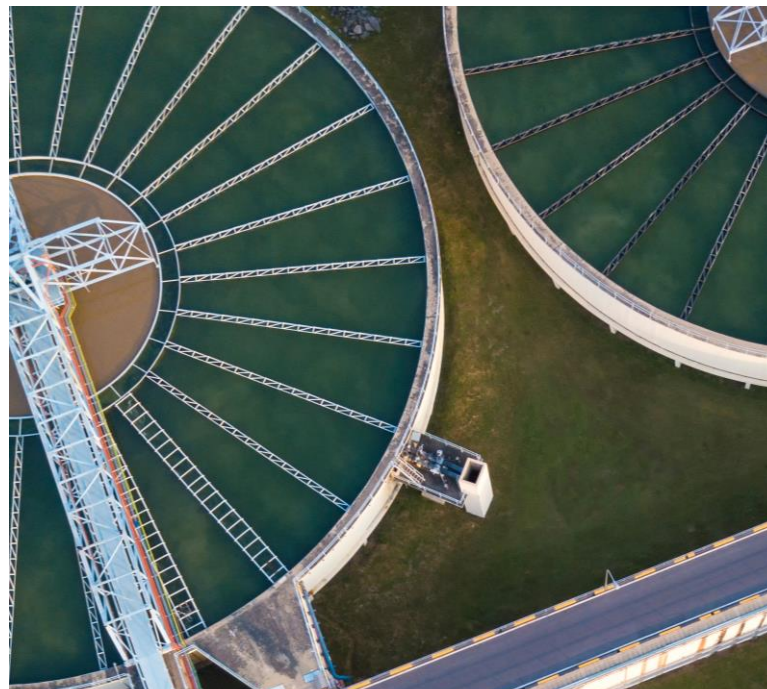
# Global Water Sector Trends Support Amiad's Activities



## 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

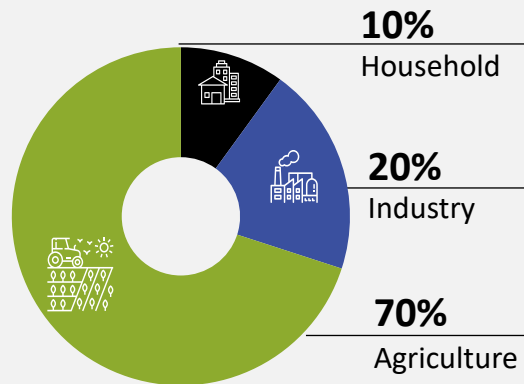


Treatment of contaminated water for reuse

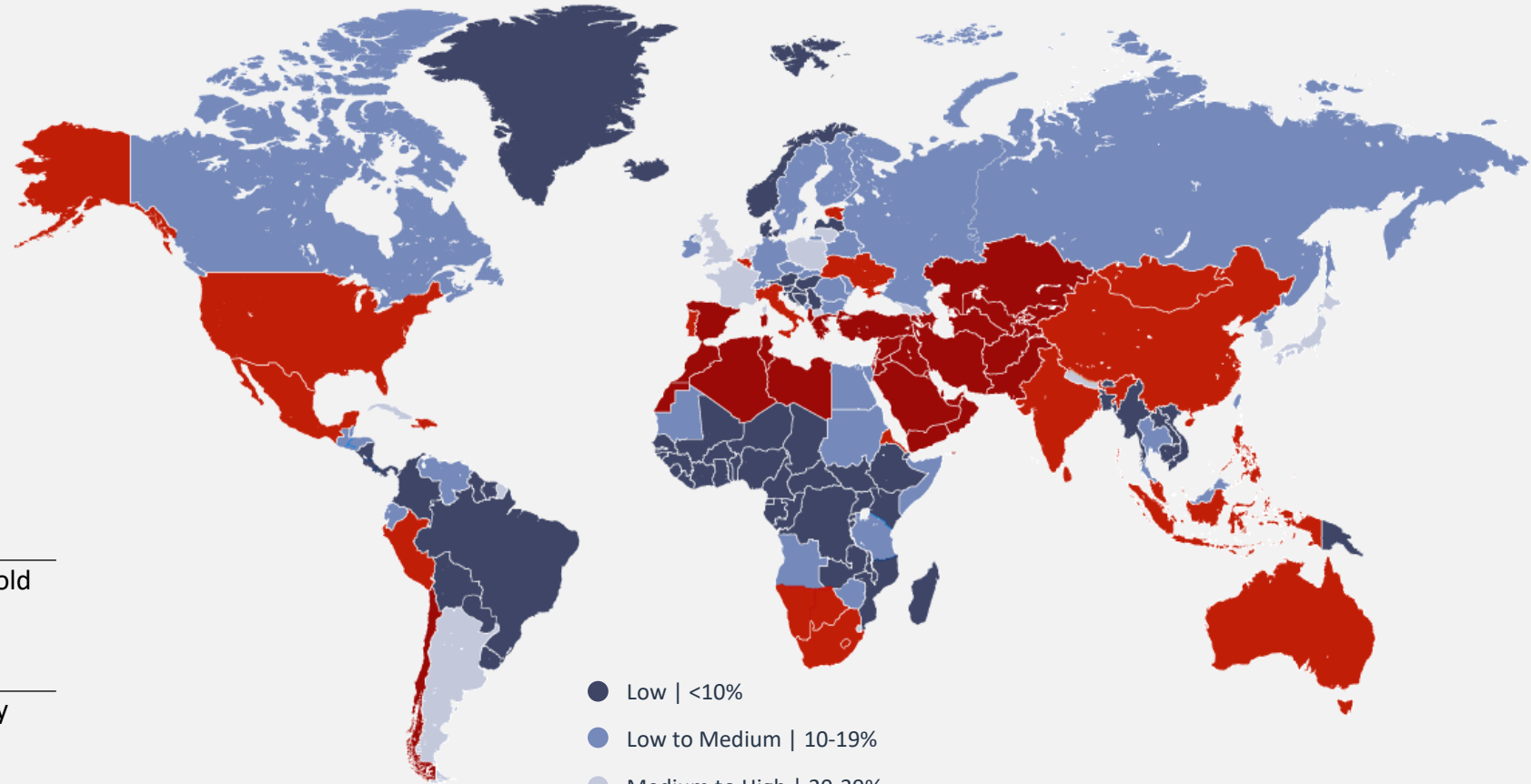


# 36% of the World will Face a Water Crisis by 2050

## 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>



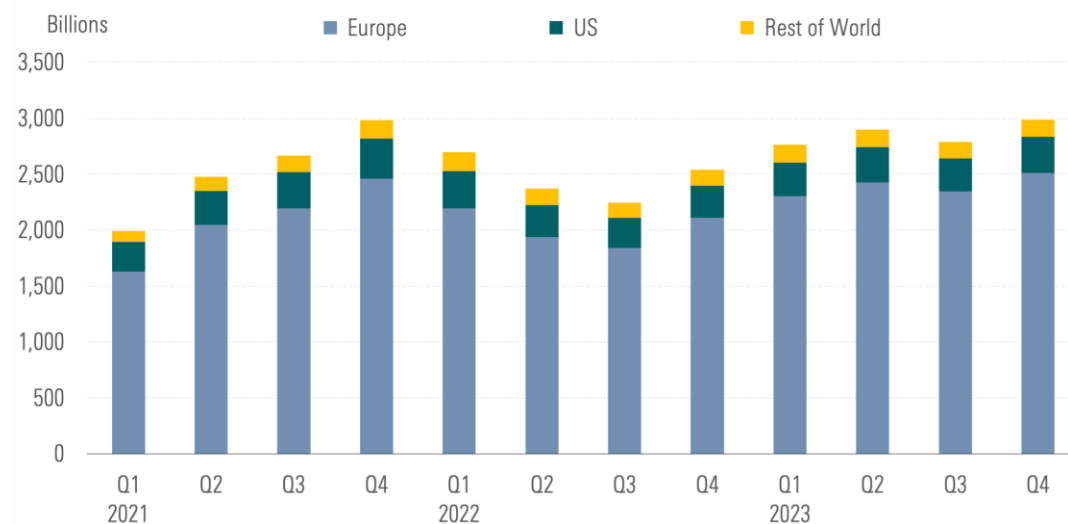


# Amiad – a Leader in Realizing ESG Values

## 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 institutions, 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.

Quarterly Global ESG Fund Assets (\$Billion)



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

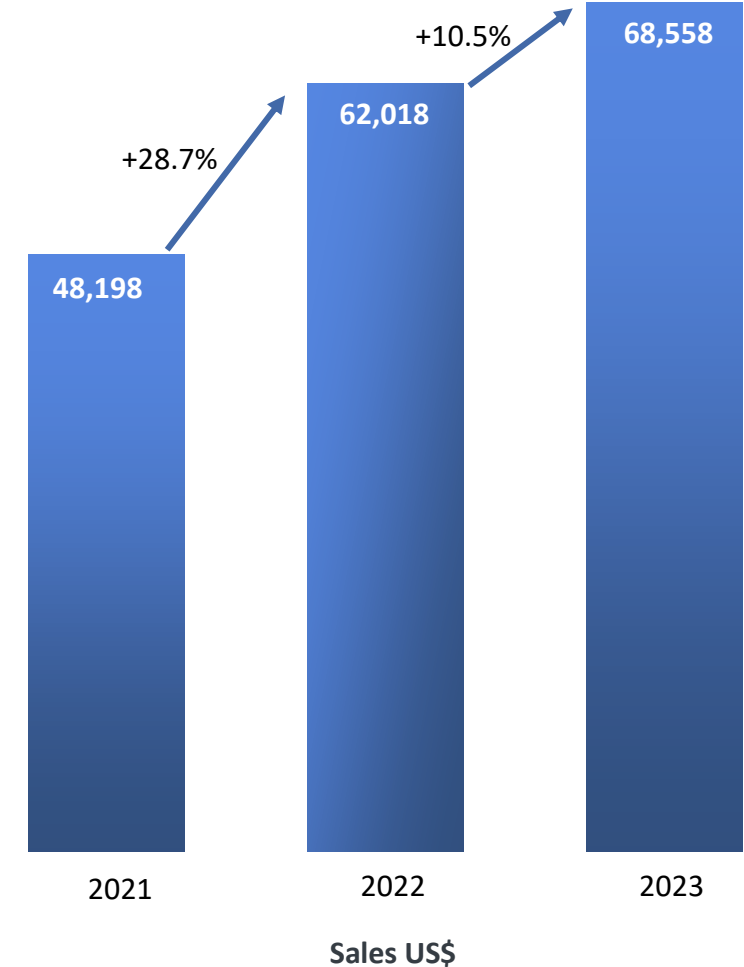


**Filtration solutions for a variety of applications in industrial and municipal sectors**

- Direct market size: approx. \$1 Billion
- Estimated market share: approx. 7%

**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

Panama's largest hospital ensures clean drinking water supply for all hospital needs, with a reliable filtration system.

## The Challenge



Aging pipes plagued the hospital's water tanks with sediment, demanding constant cleaning and driving up maintenance costs. A new solution was needed to safeguard their clean water supply.

## The Solution



Amiad delivered and installed:

- **8" Sigma Pro filter (80 micron)**
- **ADI-P controller**

## The Results



- **Constant and stable supply of quality water**
- **Ability to monitor and control the waters' physical, chemical and biological variables**

# Irrigation Sector

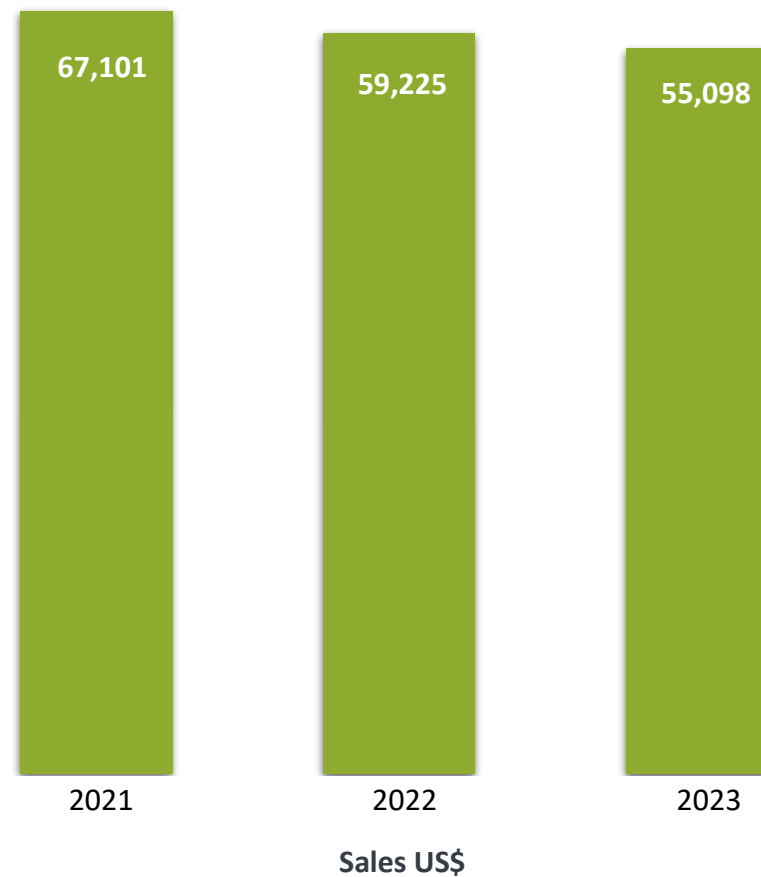


## Protecting drip systems and precision irrigation in agriculture

- Direct market size: \$270 million
- Average market share: approx. 20%

## 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

Our client in Israel faced challenges in stormwater filtration and wastewater for irrigation. Their old system couldn't handle the low pressure and high biological load. We provided a fully automatic solution that utilizes all reservoir water and protects distribution equipment.

## The Challenge



Summer's surge in water demand exposed a critical challenge: biological fouling clogging filters at the reservoir. An efficient filtration solution was needed to handle peak summer flow rates and ensure a reliable water supply.

## The Solution



- **Spin Klin™ Nova Plus external source**
  - Flow rate: up to 180 m<sup>3</sup>/h
  - Filtration degree: 130 micron
  - Working pressure: 1.5-2 bar
  - Backwash pressure: 2-2.5 bar

## The Results



- **Clog-free Operation:** Our filtration system operates flawlessly, eliminating downtime and maintenance costs.
- **Full Reservoir Utilization:** Our customer now leverages 100% of their reservoir water, maximizing their water resource.
- **Cost-Effective Solution:** This efficient system delivers significant cost 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 sector



Benefits:

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



# Success Story

A major phosphate miner in North Africa relies on a desalination plant in Morocco, to produce 40 million m<sup>3</sup> of fresh water annually. Their existing pre-treatment system couldn't effectively safeguard the plant's UF membranes.

## The Challenge



Upgrading the existing filtration system while seamlessly integrating the solution into the existing infrastructures and reducing shutdowns to a minimum.

## The Solution



**Full production at the TIMEX site**  
Omega 108K (100 micron) rubber-coated carbon steel filters, with Super-Duplex stainless steel (SDSS) internals.

## The Results



Extending the life of the membranes and maintaining optimal performance, while achieving significant savings in operating expenses.  
A reliable solution that guarantees consistent results over time.



# 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)



# Success Story

**Calabogie Peaks Resort, Ontario's highest ski destination (west of Ottawa), needed a reliable year-round water solution for their new cottage development.**

## The Challenge



The popular ski resort, in a growth spurt with the construction of new housing units, needed a reliable and high-quality water treatment facility (WTP) that would provide clean drinking water to the growing community of visitors.

## The Solution



NextSand filtration system: removes sand, sediment and particles, reduces water hardness, and ensures the integrity of the piping. High pressure water supply to the entire resort and the new residential cabins.

## The Results



The filtration system has been operating without clogging for over two years, saving maintenance costs and reducing downtime.



# Taking Innovation to the Next Generation

## From automatic to autonomous

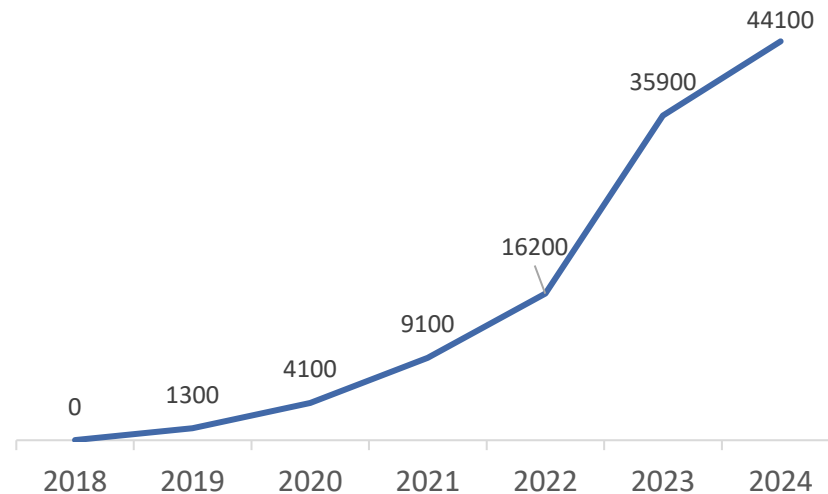
Development of sensor-based autonomous controllers that turn automatic filters into smart filters.

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 40,000 active controllers in 91 countries around the world



### Innovation awards:



EIRS – Innovative Awards 2019



M&E Excellence Awards 2019

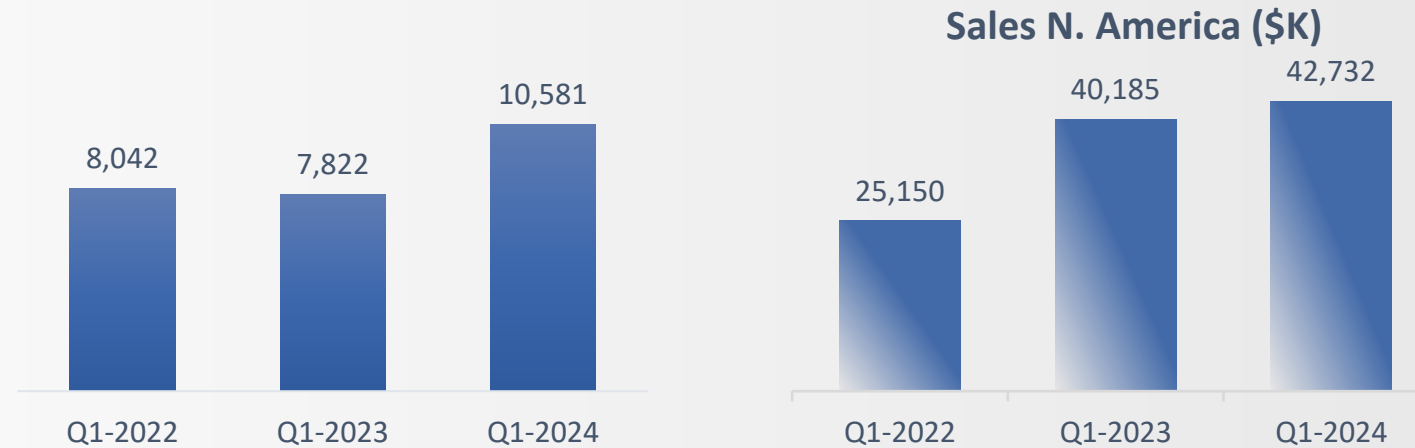


EIMA Mention 2018





# Looking Ahead



Back to a growth trend



Growth with a variety of water treatment solutions from concept to completion



A growth engine for complex water solutions with strict regulations

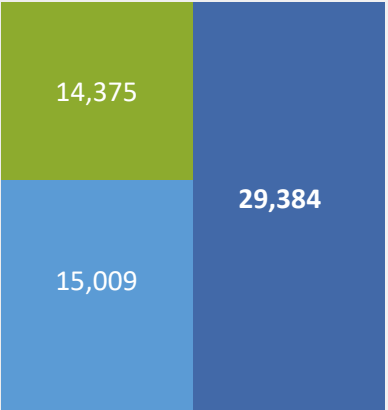


# Financial Results

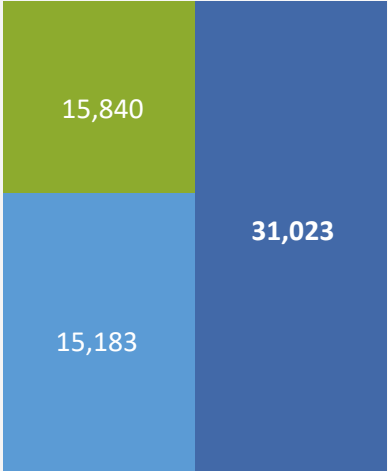


# Growth Trend 2021-2023

## Revenue (\$k)

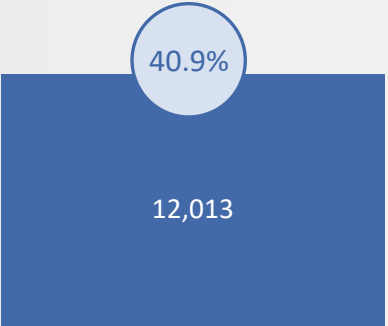
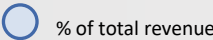


Q1- 2023

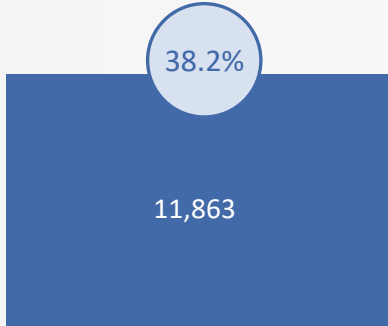


Q1- 2024

## Gross Profit (\$k)



Q1- 2023



Q1- 2024




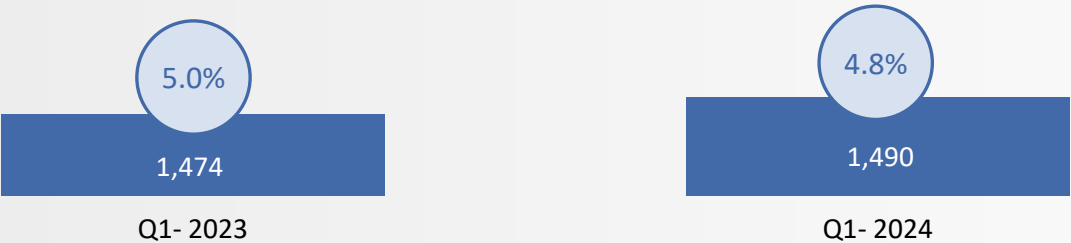


# Growth Trend 2021-2023

## Operating Profit\*


(\$K)

 % of total revenue



## EBITDA\*

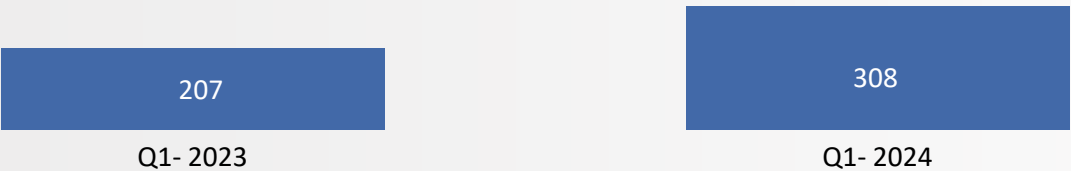
(\$k)

 % of total revenue



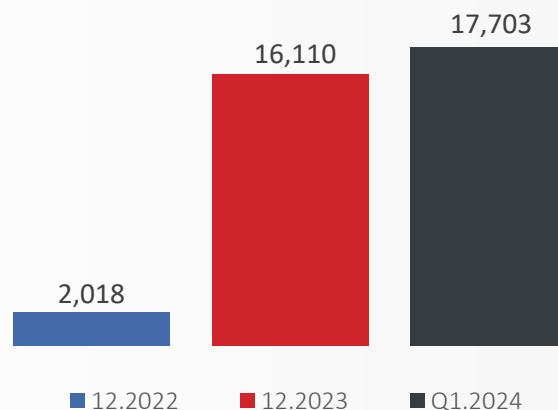
## Net Profit \*\*

(\$k)

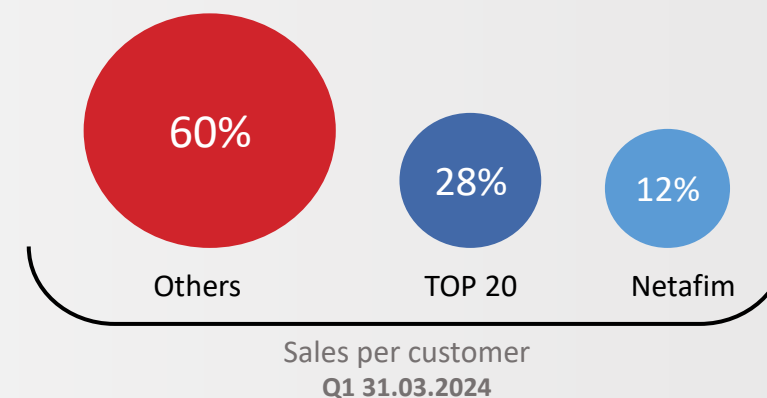
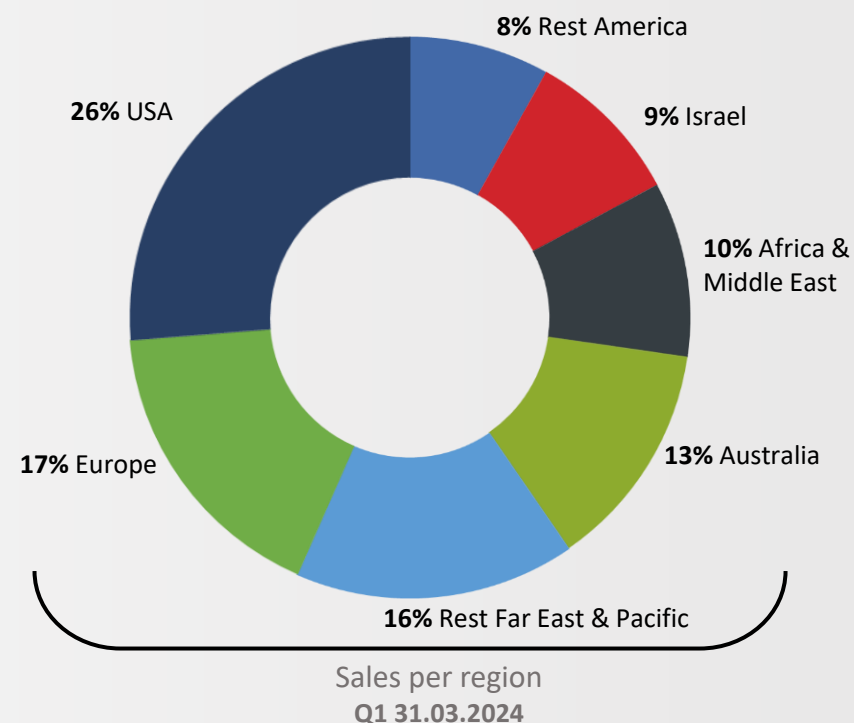
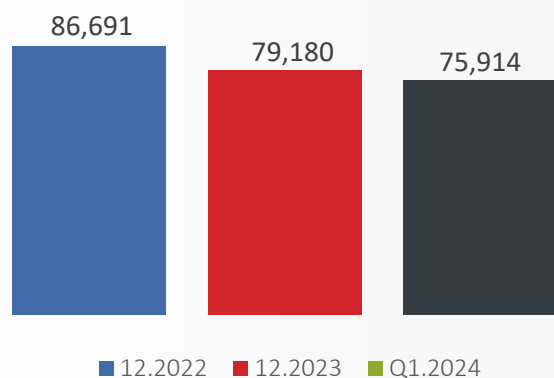


# Leverage, Span of Customers and Sectors

Financial Depth (K\$)



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  
FIMI majority shareholder



Technological innovation  
and entering the world of  
IoT





# Thank you

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