

PROVIDING ENERGY.  
**EVERYWHERE**  
FOR **EVERYONE**

INVESTORS' PRESENTATION **OCTOBER 2020**  
(TASE:APLP)





# DISCLAIMER

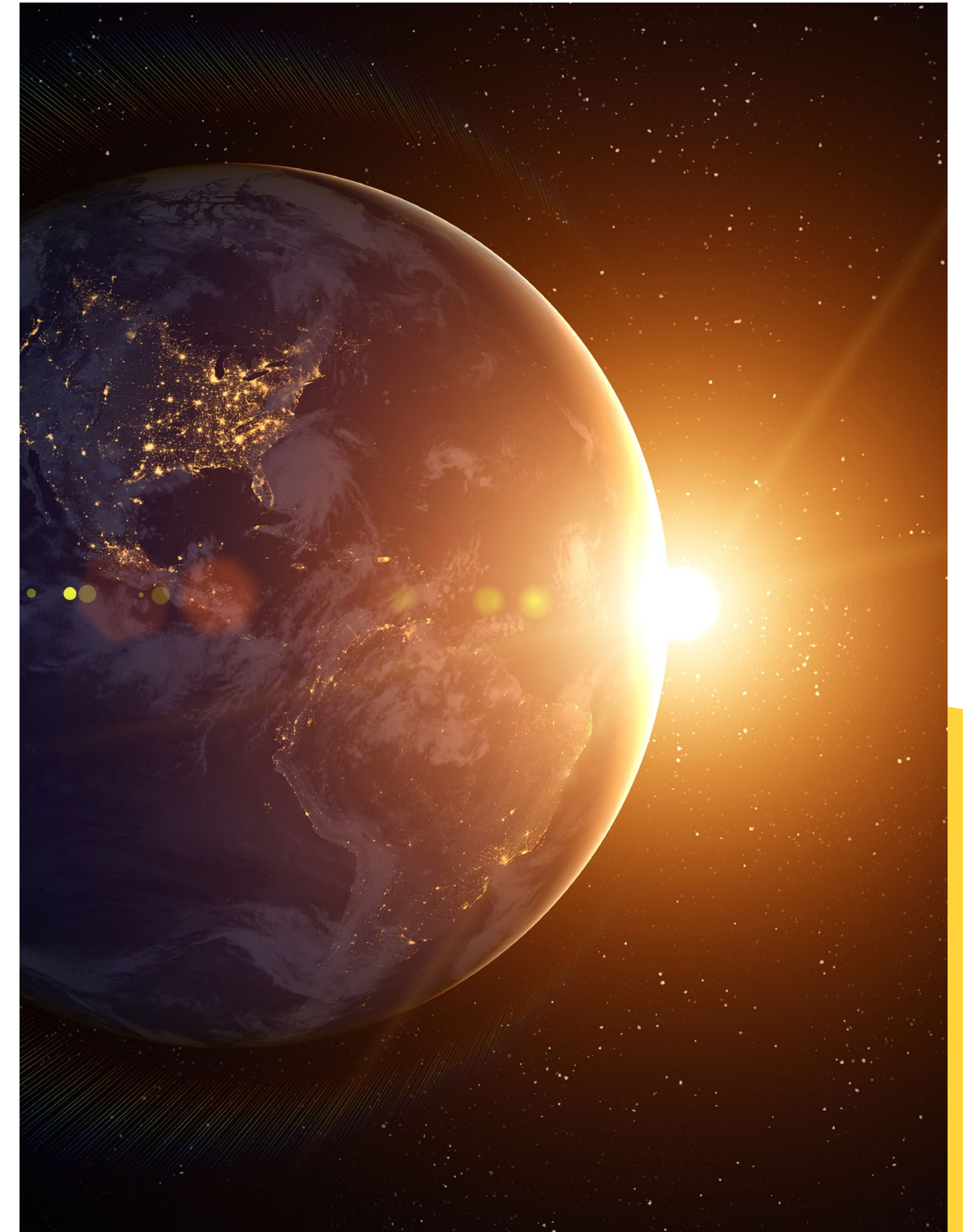
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**APOLLO POWER IS A CLEANTECH COMPANY**  
DRIVEN BY THE VISION TO PRODUCE  
**SOLAR ENERGY** FROM AS MANY SURFACES  
AND FOR AS MANY USERS AS POSSIBLE

- Global warming and regulatory support creates a **massive increase in the use of solar energy** in areas not used before
- The company has a **unique technology** of manufacturing flexible, light weight, durable, affordable and efficient **solar films**
- The **Apollo Film** can be installed independently or implemented inside **different materials**
- Established in 2014.  
Publicly traded in TASE since 2017 (TASE:APLP)
- **Granted patents** in China, Europe and Israel, as well as patent applications in different approval stages
- Active in different markets with **competitive advantage** and **great potential for sales** of the Apollo Film
- Created **strategic partnerships** with strong partners in target markets





## ADVANCED TECHNOLOGY

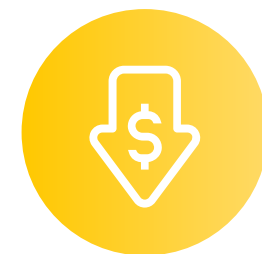
### FLEXIBLE SOLAR FILM INDUSTRY



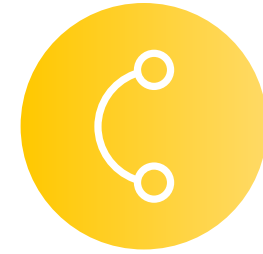
Can be applied on a **variety of surfaces** and implemented inside existing products



**Granted patents** in China, Europe and Israel, as well as patent applications in different approval stages



**Mass production at low cost** existing capacity for pilots, relatively easy scale up subject inter alia to necessary funding



#### **Fully flexible**

As low as 1 cm rolling diameter  
\*Depends on the application



#### **High efficiency**

currently approx.  
13.7% at cell level



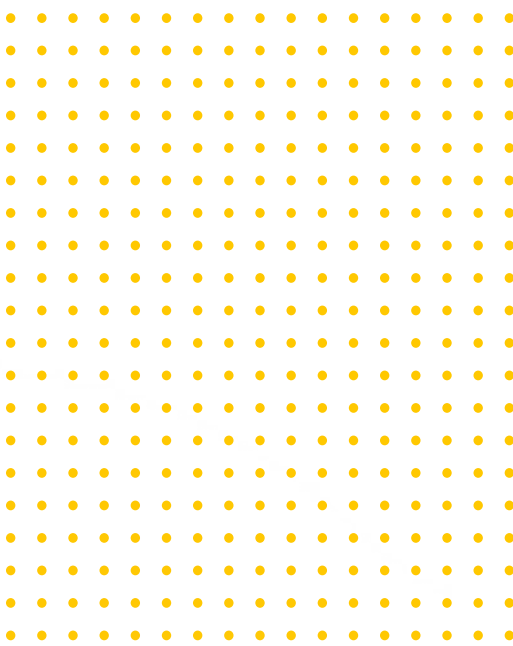
#### **Light weight**

430 - 2100 grams/sqm  
\*Depends on the application



#### **Durable**

tested and certified, undergoing additional certification processes



## CERTIFICATIONS

THE COMPANY IS WORKING TO RECEIVE ALL THE REQUIRED CERTIFICATIONS FOR TARGET MARKETS

Apollo Power tests on an ongoing basis all relevant parameters and characteristic of the **Apollo Film** for regulatory and certification compliance and to insure continuously meeting the dynamic needs of the solar market and evolving applications

### APPROVED FOR:



### IN PROGRESS:



### CERTIFIED LABS:





## **CONTINUOUS INVESTMENT IN R&D**

OUR R&D TEAM ARE EXPERTS IN SOLAR  
ENERGY AND MATERIAL ENGINEERING

- ▶ **Constant effort to improve efficiency**
- ▶ **implementing the solar film into different materials**
- ▶ **improving production processes toward production scale up and cost reduction**
- ▶ **IP protection**





## PRODUCTION CAPACITY FOR INITIAL REVENUES ALREADY EXISTS

THE COMPANY HAS A CONCRETE PLAN TO SIGNIFICANTLY INCREASE CAPACITY

### Existing production capacity

**Semi automatic** production line

installed in Yokneam, Israel

Currently, estimated capacity

~6 MWp/year

Installation completed Q3 2020

### Mass production capacity

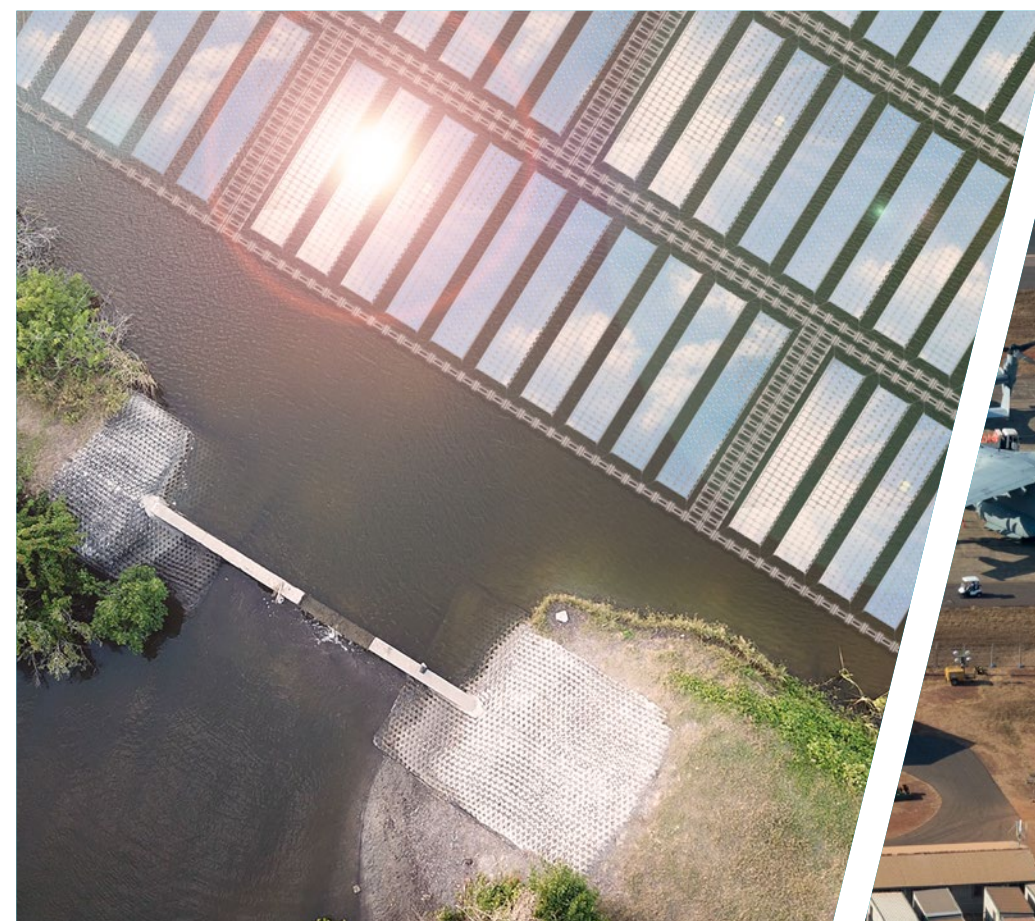
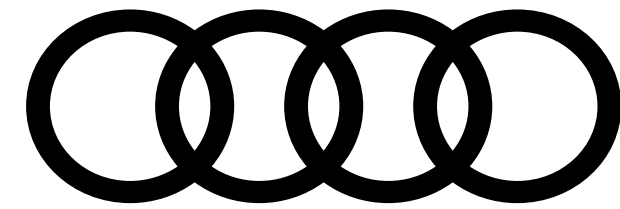
in order to meet possible future demands the company is preparing to increase production capacity, while the actual increase is subject to future orders and market demands.



Apollo Power's first production site | Yokneam, Israel 2020



ACTIVE IN DIFFERENT MARKETS WITH  
**HIGH REVENUE POTENTIAL** IN EACH MARKET  
THE COMPANY STRIVES TO COOPERATE  
WITH **MARKET LEADERS**



### Floating Solar

Dual use of water bodies  
to produce solar energy



### Defense Industry

Diversified energy needs  
in military equipment



### Automotive

Support energy systems  
in vehicles during use  
and storage



### Off Grid

Supply of energy in  
off grid environment



### Building Integrated

Implementation of the Apollo Film  
in building in areas not suitable for  
standard solar modules

Currently in contact with potential strategic partners in the target markets and  
additional future markets such as **agro solar**, **roads** and large **infrastructures**





# APOLLO POWER STRENGTHS

## MARKET NEEDS

Increase in use of solar energy worldwide

Government support for solar energy production

## STRONG R&D TEAM

Advanced technology in the flexible solar industry

Constant improvement in efficiency and quality

Diversified applications for the Apollo Film

IP protection

## STRONG STRATEGIC PARTNERSHIPS IN TARGET MARKETS

Effective co-development of applications

Access to markets

Securing long term repeat revenues

## PRODUCTION CAPACITY

Existing capacity for initial sales

Concrete plan to significantly increase capacity

## SALES

Started commercial sales in 2020

Expected increase in H2 2020 onwards

## CERTIFICATIONS

The Apollo Film is tested and approved by external labs

The Apollo Film is being tested for additional certifications based on market requirements





## SELECTED PROJECTS

JUNE 2020

OCTOBER 2020

OCTOBER 2020

# FIRST FLOATING SITE

Turnkey agreement with "Mei Hof HaCarmel" for the installation of a floating solar pilot facility in exchange for NIS 450,000-600,000, with the facility intended to be the third pilot with Ciel and Terre.

The company will install a floating solar facility with its flexible solar films on one of the water reservoirs managed by Mei Hof HaCarmel. The final consideration will be derived from installed capacity and will be paid after the installation is completed and the facility meets certain criteria for 90 days from its integration into the grid. In addition, the company will maintain, operate and monitor the performance of the facility for a period of 24 months from the completion of installation.

JUNE 2019

The company granted C&T exclusive distribution right with minimum quantities of 2,000,000 KWp, subject, inter alia, to the successful completion of all pilots and entering into a definitive agreement

Ein Hanatziv October 2019





## SELECTED PROJECTS

JUNE 2020



OCTOBER 2020

SEPTEMBER 2020

# RAFAEL

Apollo Power and RAFAEL Advanced Defense Systems Ltd. have signed an agreement for a 4 months collaboration on examining the feasibility (PoC) of incorporating solar films developed by the company in a series of defense products to be defined by the parties.

Within 4.5 months from the completion of the PoC, Rafael will inform the company if it wishes to continue to a commercial cooperation agreement. During this period (and for an additional 1.5 months, if Rafael informed the continuation of the collaboration) the company will grant Rafael right of refusal for commercial collaboration in the project.





## SELECTED PROJECTS

JUNE 2020



OCTOBER 2020

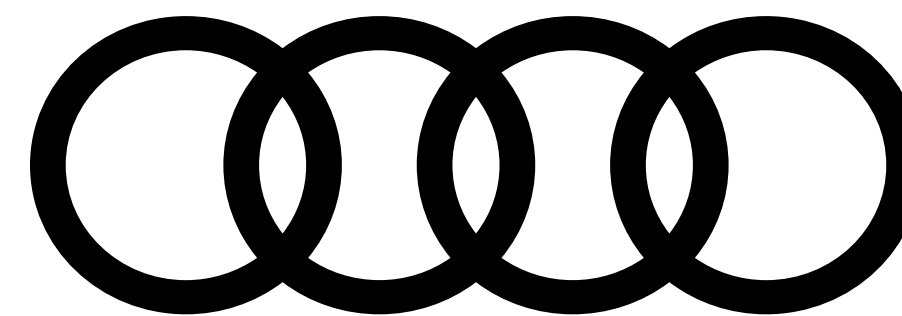


**JULY 2020**

# MOU WITH AUDI

Apollo Power and Audi signed an MOU defining the collaboration between the companies on a project in which Apollo Power's unique solar technology will be tested for the purpose of integration into body parts of Audi's electric cars of the future.

The collaboration is defined as a 12-month long project starting July 2020. As part of the MOU, Apollo Power has agreed to give Audi and the VW group a first to market position for several months.





## SELECTED PROJECTS

# AUTOMOTIVE TRUCKS AND HEAVY DUTY

the company is conducting pilots with leading partners in the trucks and heavy duty industry.



Pilot with an Israeli market leader in the trucks and heavy duty industry, Israel 2020





## SALES & PRODUCTS

APOLLO POWER EXPECTS A CONTINUOUS ANNUAL INCREASE IN SALES

The Apollo Film is suitable for a variety of surfaces. Currently, the Company produces and sells flexible solar modules



### Apollo ToGo

Suitable for personal use for outdoor activities

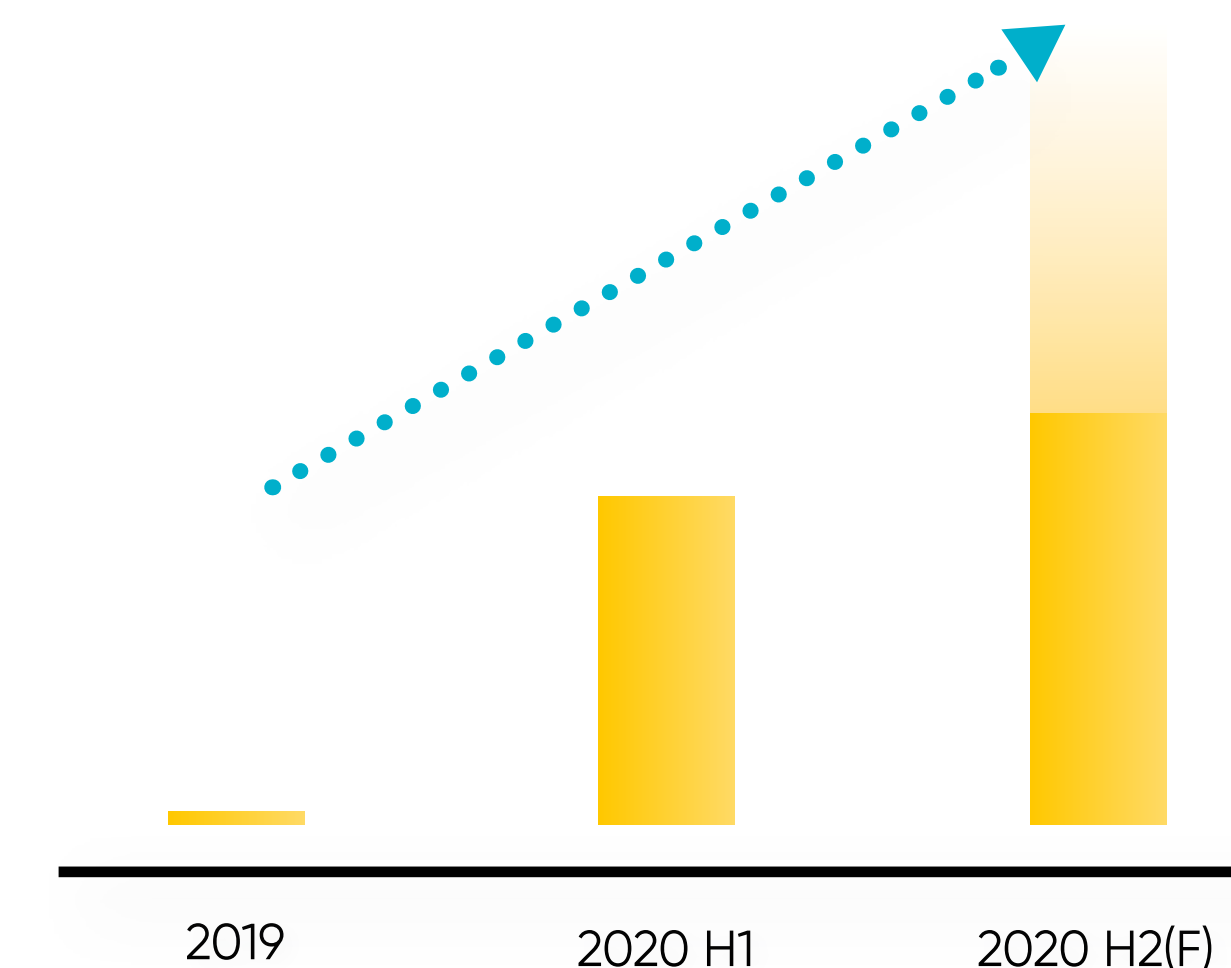
### Apollo Battery Guard

suitable for preventing vehicles' battery discharge

### Apollo Film

Suitable for RV, yachts, electric boats etc.

Apollo Power started commercial sales during 2020:



\* Based on existing binding contracts/orders the Company estimates that its revenues in the second half of 2020 are bound to be higher than its revenues in the first half of 2020, in an amount it cannot reliably estimate at this stage.



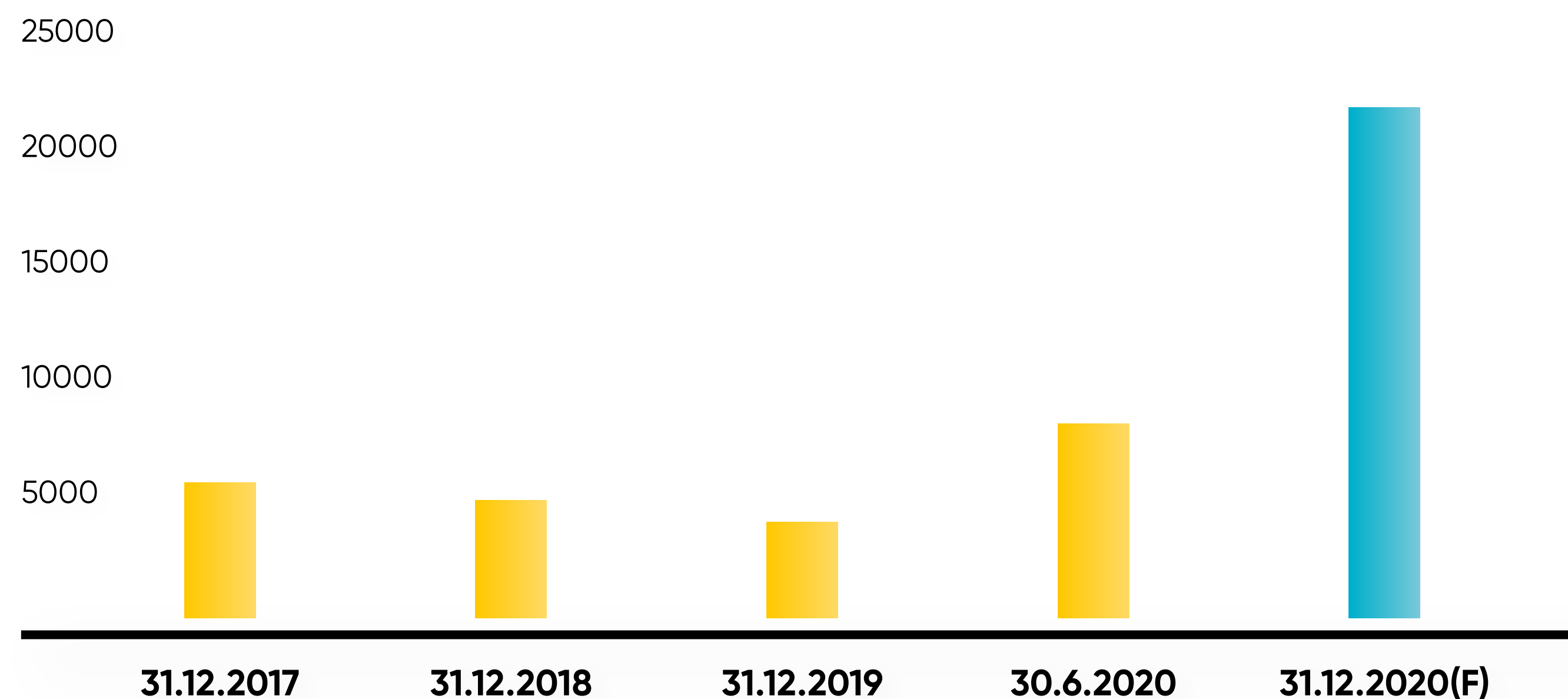


## FINANCIAL STABILITY

DURING SEPTEMBER 2020, THE COMPANY RECEIVED AN AMOUNT OF APPROXIMATELY **NIS 21.6 MILLION** AS A RESULT OF OPTIONS EXERCISE

As of October 2020,  
the company has no loans

### Equity (KNIS)



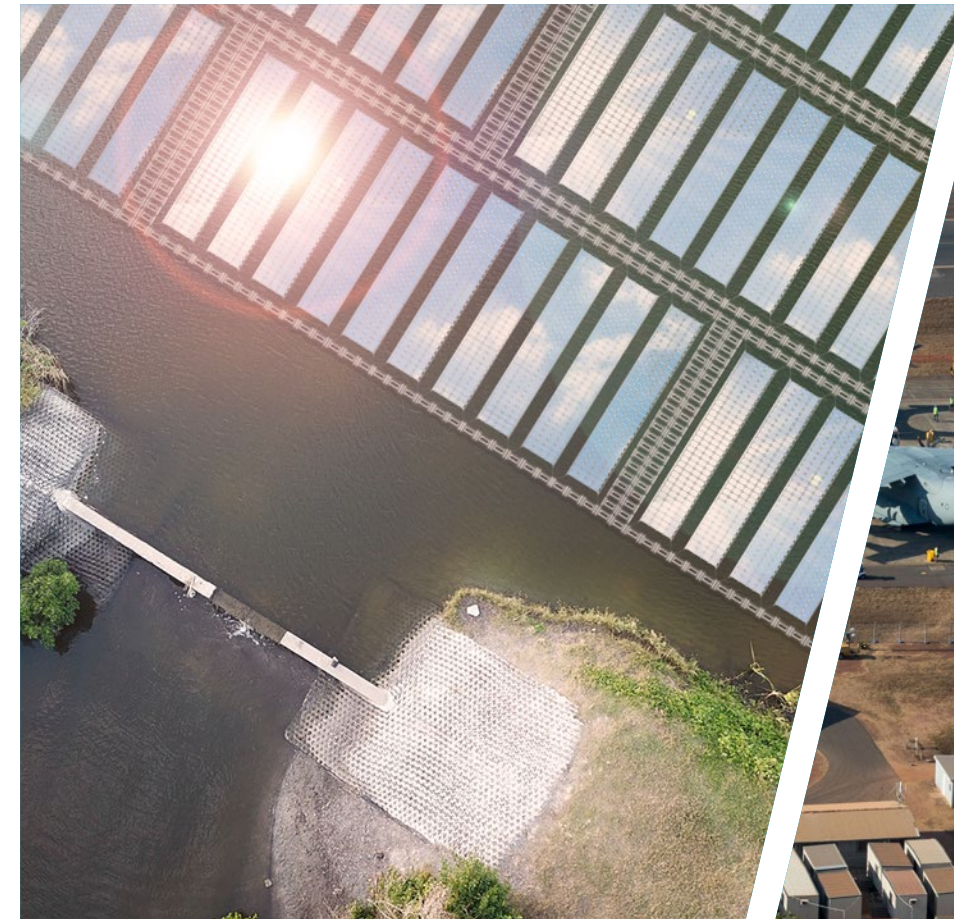
Based on the Company's audited and reviewed financial statements



Based on the assumption that the expenses of H2 is similar to the expenses of H1 with no significant changes



# WHAT'S NEXT



## Floating Solar

Paid pilots of floating solar installations

Large scale sales of floating Apollo Film (2,000 MWp in the period of 5 years)



## Defense Industry

Paid pilots for defense needs

Strategic partnership with leading partners in the defense industry



## Automotive

Sales of aftermarket solutions for vehicle fleets

Implementation as part of mass-produced vehicle models by OEMs



## Off Grid

Increase in direct sales in the near future

Partnerships with wholesalers for large volume distribution



## Building Integrated

Paid pilots for BI installations

Large scale sales of applications in the BI industry

SHORT  
TERM  
GOALS

LONG  
TERM  
GOALS





# THANK YOU

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