# Investors Presentation

August 2021

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# Disclaimer

# Our People

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CEO

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GM Business Development

**Moshe Fink**
CFO

**Ami Barlev**
Active Chairman

# Our Mission

> Redesign today's transportation systems to create a cleaner, safer, congestion-free world

# Our Vision

We aim to be the go-to platform for continuous optimization processes and tools for businesses and governments to gradually reduce carbon footprint & congestion derived from the challenges created by mobility and traffic.

# Problem Space
# In Figures Mobility

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**~11B Hours**
US citizens spent in
traffic every year

**6 Million**
Car accidents
happens every year
resulting in ~
90 deaths/day

**4.6 Tons**
of carbon dioxide /
Year is emitted by one
passenger car on average

# Problem Space-
# Traffic Engineering

## Bird's Eye

- Time-consuming & Non-scalable process.
- Open-loop process.
- No ability to simulate the collateral affect.

## Traffic Engineering Perspective

- Planning and optimizing are done once in 5-10 years
- Traffic counts are collected manually and not in real-time
- Simulation tools are used only in 10%-15% of the projects

\* Based on interviews, observations, and mutual work with traffic engineers along the history of the company .

# What Do We Do?

**01**
Process videos from onboard & static cameras, utilizing contextual AI

**02**
Create a Mobility Digital Twin of a city/state calibrated by our AI engine

**03**
Predict, plan, & optimize mobility to reduce carbon emissions, congestion, and increase safety

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# Our Solution

## The leading Mobility Digital  Twin Platform

- ✓ Safety
- ✓ Service Level
- ✓ Congestion
- ✓ Environment

## System Modules

### Twin
Simulate & predict road-network
conditions & "what if" scenarios

### Pulse
Capture & visualize
your road-network
through IoT Edge Cameras

### Neural
Plan & implement the  best
possible outcome &  create
a continuous  optimization
protocol leveraging
Reinforcement Learning

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# Market Drivers

Currently, 55% of the world's population lives in urban areas and this is projected to rise to 68% by 2050 according to the UN

# European Strategy for low-emission mobility
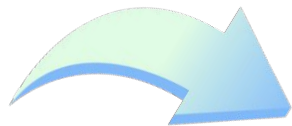
Transport represents almost a quarter of Europe's greenhouse gas emissions and is the main cause of air pollution in cities

Emissions of air pollutants from transport that harm our health need to be drastically reduced without delay.

The strategy will benefit European citizens and consumers by delivering improvements in air quality, reductions in noise levels, lower congestion levels and improved safety.
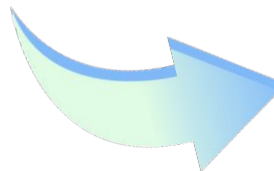
✓ Increasing the efficiency of the transport system

✓ Speeding up the deployment of low-emission alternative energy for transport

✓ Moving towards zero-emission vehicles
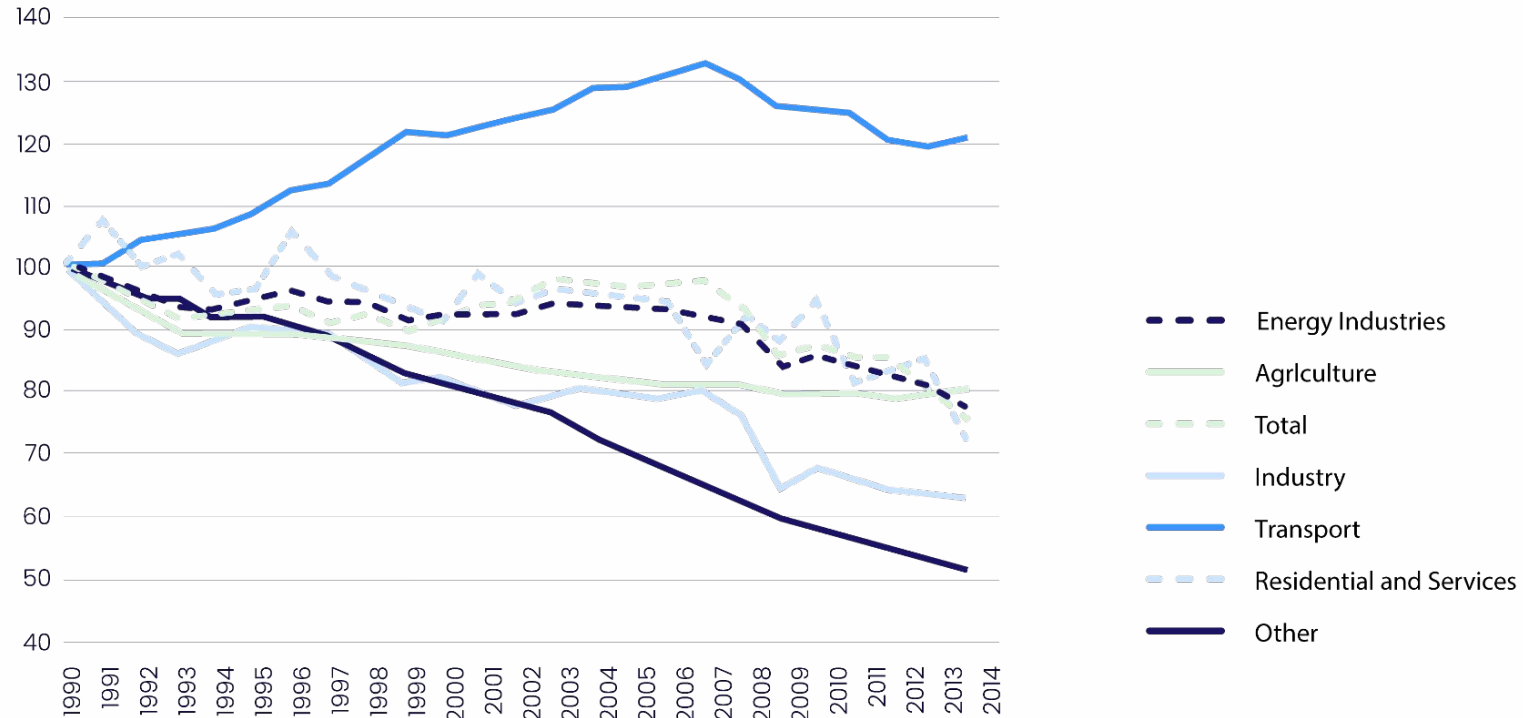
**Emissions only started to decrease in 2007 and still remain higher than in 1990**

# Carbon Crisis Solution & Market Trends

"this research shows that in 2013 the early-stage venture funding for climate tech companies was about $418 million. However, in 2019, total venture funding increased to $16.1B, a more than 3750% increase. This is on the order of 3X the growth rate of VC investment into AI, during a time period renowned for its uptick in AI investment."

CO₂

# Market Drivers

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Investing in efficient public transport system can boost economic growth up to US$800 billion

Copenhagen
9%

London
15%

New York
15%

Shanghai
13%

Istanbul
15%

Dubai
12%

Hong Kong
9%

Mumbai
22%

Singapore
9%

Lagos
28%

Santiago
11%

Johannesburg
20%

"The leading cities are already achieving this with efficient transport networks that feature modern infrastructure, easy connections across various modes of transportation, and, above all, a clear strategy of how to meet future needs"

the costs of inefficient transport are influenced by factors such as journey times, crowding and density of the transport networks, which impact a city's productivity.

Today's economic cost of transport as a percentage of GDP per capita

■ Well establish cities    ■ High density compact cities    □ Emerging cities

# Market Drivers

Transportation demand and emissions continue to rise:

**100%**
Increase in global
transport activity
By 2050

**24%**
of global emissions
come from transportation
2020

Intelligent transportation and green tech markets are growing:

**$36.5B**
Intelligent Transportation
Systems (ITS) CAGR of 15.3%
by 2025

**$230B**
Global Carbon Market
growing in 20% rate
In 2020

# What has been done so far?

**01**

Pulse - City & Highway
mode - ready to pilot

**03**

Neural - Advanced
optimization engine -
In development

**02**

Digital Twin - Simulation &
Optimization in design partnership -
Jerusalem Optimization engine - first version

# Pilot Status

| Pilot | Description | Status | Expected completion date |
|---|---|---|---|
| **Jerusalem** | Simulation of the rabin corridor during morning rush hours in order to reduce congestion and carbon emission | Conducting field tests to validate and calibrate the simulation model | Q1 2022 |
| **Bolzano (Italy)** | X Way Pulse module was implemented in collaboration with Microsoft and Vetrya (Local Partner & Integrator) | About to commence commercial negotiations with the local municipality and strategic partners | Q1 2022 |
| **Target City (France)** | Implementation of the X Way Pulse module in collaboration with Transdev ** *This project constitutes a relocation of a previous pilot, in accordance with the decision of the parties* | Finalizing SOW with Transdev, scoping the relevant corridor and intersections which will be part of the pilot and the relevant KPIs. | Q2 2022 |

The company currently manages a number of pilots at various stages and has also received inquiries to carry out additional pilots that are being examined by it.

# Research & Development Status

| Product | Description | Development Stage | Expected Completion Date |
|---------|-------------|-------------------|--------------------------|
| **TransEm** | Traffic engineering software designed for Signal planning with transit signal priority (TSP), and pedestrians priority | Version 8.1 of the software is now available for purchase, approved by the ministry of transportation in Israel valid until the 21.1.2022. on the 11.7.2021 the company filed for approval extension. The Jerusalem municipality has requested additional features which have been developed, and will be included in future version which will be submitted for approval as well. | In Production The software is being used by the Jerusalem light rail, Haifa Metronit (BRT), and by Traffic Engineers. |
| **X Way Pulse** | Monitoring and identification of bottlenecks in traffic signal network | The software module is under testing, and being piloted, based on feedback and module behavior additional R&D activity may be required | Q4 2021 |
| **X Way Twin** | The Digital Twin module enables the simulation of selected signalized corridors and provides green light optimization recommendation. The module's calibration is achieved by infusing data sources such as traffic counts, and Origin-Destination (OD) Matrix received from the pulse and other data sources | The Digital Twin module is in advanced development stages focusing on calibration and validation. | Q1 2022 |
| **X Way Neural** | Prediction and recommendation system provides an alternative traffic signal plans for entire corridors, based on dynamic measurement of current demand levels, vehicle type, road capacity and driving profile of the road users. | Product characterization and requirements specification | 2023 |

*The expected completion date refers to the development stages mentioned in the table on column 3

# Going Forward

- Expanding strategic partnerships
- New marketing initiatives
  - New marketing collateral
  - Preparing for conference
  - Rebranding
- Exploring new opportunities
- Exploring new market landscape
- Implementing new cross company processes to support day 2 day operation, support current pilot and setting foundation for scale

*The foregoing constitutes forward-looking information as defined above, and there is no complete certainty as to its realization.

# Financials
## Q2-2021 Data

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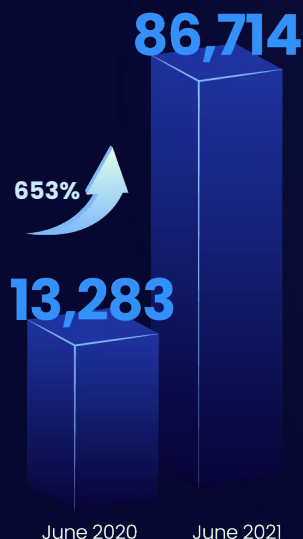
| Cash and cash Equivalents in thousands NIS | Total Assets in thousands NIS | Total Equity in thousands NIS | Total Liabilities in thousands NIS |
|---|---|---|---|
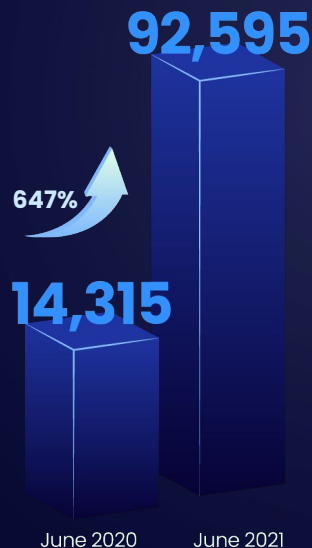
**Cash and cash Equivalents**
in thousands NIS

86,714

653%

13,283

June 2020     June 2021

**Total Assets**
in thousands NIS

92,595

647%

14,315

June 2020     June 2021

**Total Equity**
in thousands NIS

82,916

690%

12,015

June 2020     June 2021

**Total Liabilities**
in thousands NIS

9,679

421%

2'300
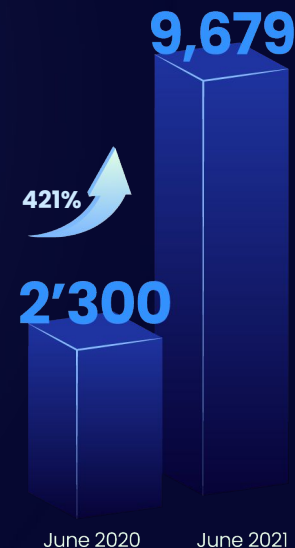
June 2020     June 2021

# Financials

|                                            | June 2021      | June 2020     |
|--------------------------------------------|----------------|---------------|
| Revenues                                   | 724,349        | 879,041       |
| Research and development expenses, net     | (8,944,752)    | (3,730,899)   |
| Administrative and general expenses        | (4,284,771)    | (2,040,313)   |
| Marketing expenses                         | (3,862,307)    | (457,863)     |
| **Loss from operations**                   | **(16,580,146)** | **(5,350,034)** |

# Financials
## Q2-2021 Data

- Revenue for the period from TransEm software license and maintenance in Israel remained flat YoY

- Performed cost re-allocation focusing additional funds to R&D while reducing overhead (such as cutting the Tel Aviv office spend by 50%)

- Most of cash reserve is held in short term interest bearing bank deposits

- Short term foreign currency

- According to our conservative cash flow forecasts, the current cash reserves will allow us to operate normally in the next foreseeable period

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Thank You