



**GINEGAR**  
smart cover solutions

# Company Profile



Knowing your needs  
**empowering your growth**

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# Our Vision

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To be a world leading company in production & marketing of smart Cover Solutions for Agriculture and Horticulture

## Our business

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Ginegar manufactures and markets smart covers for intensive agriculture and horticulture, providing tailor-made solutions for managing light and climate, optimizing the growing conditions and resources, for growers all over the world.



# Company Profile

- Established in 1970
- 2006 IPO TASE
- 2010 Ginegar US
- 2012 Polysack- Israel+ Brazil
- 2017 Flextech Italy
- 2017 JV production in India
- 2018 25% Agriplast- India
- 2019 Ginegar Spain

**EBITDA**  
1-6/1-6 19/20  
**30.0 37.2**  
**Million NIS**

**2019 SALES**  
**539**  
Million NIS

1-6/2020 sales  
**266**  
Million Nis

~450 employees  
worldwide.  
6 locations :  
Israel ,Italy, India,  
Brazil ,USA , Spain.

**Export to over 60  
countries**

# Highlights

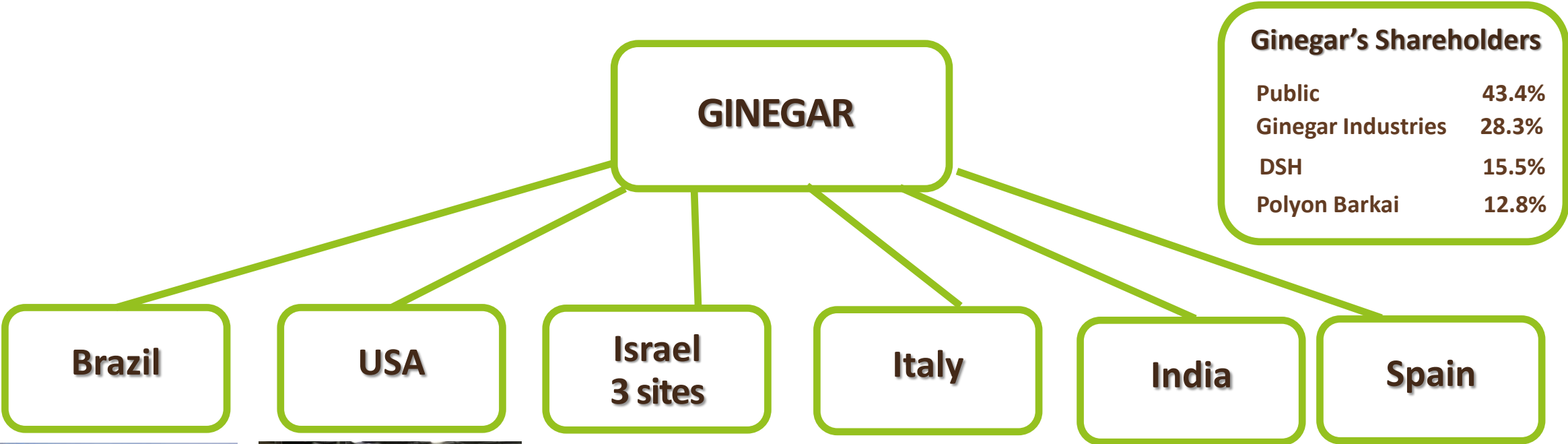
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- Pioneer in the multi layer wide films technology.
- Serving customers in more than 60 countries.
- 8 Locations: Israel (3), USA, Italy, Brazil, India , Spain.
- A yearly 10% steady growth in export in the last years.
- Tailored solutions for specific customer needs.
- Film production capacity of 64,000 tons per year (all locations).
- Net production capacity of 70M m2 per year (all locations).
- Sales: over 150M US\$ (over 540 Million Israeli shekel)
- 450 employees worldwide : Brazil ,India, USA, Italy ,Israel, Spain.





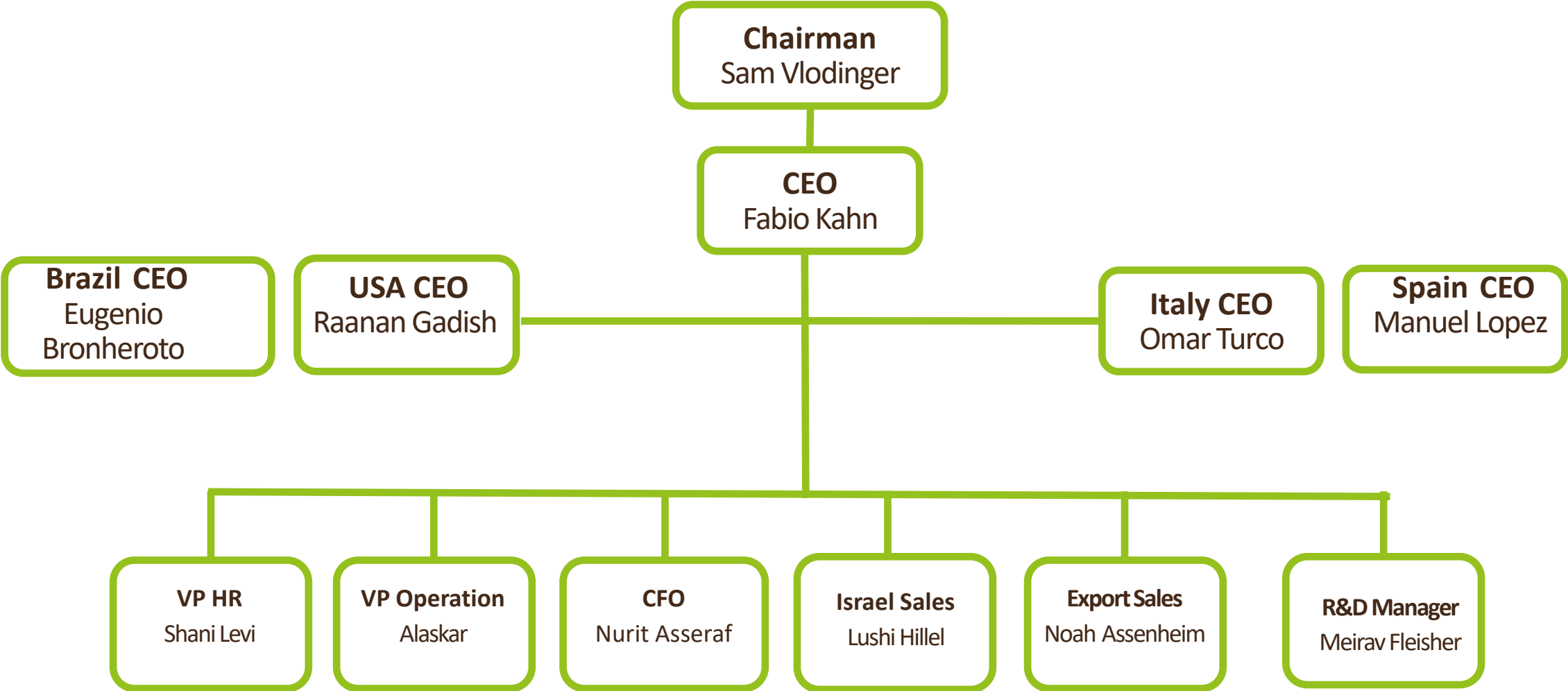
# Group Locations



Ginegar's Shareholders	
Public	43.4%
Ginegar Industries	28.3%
DSH	15.5%
Polyon Barkai	12.8%



# Management Structure

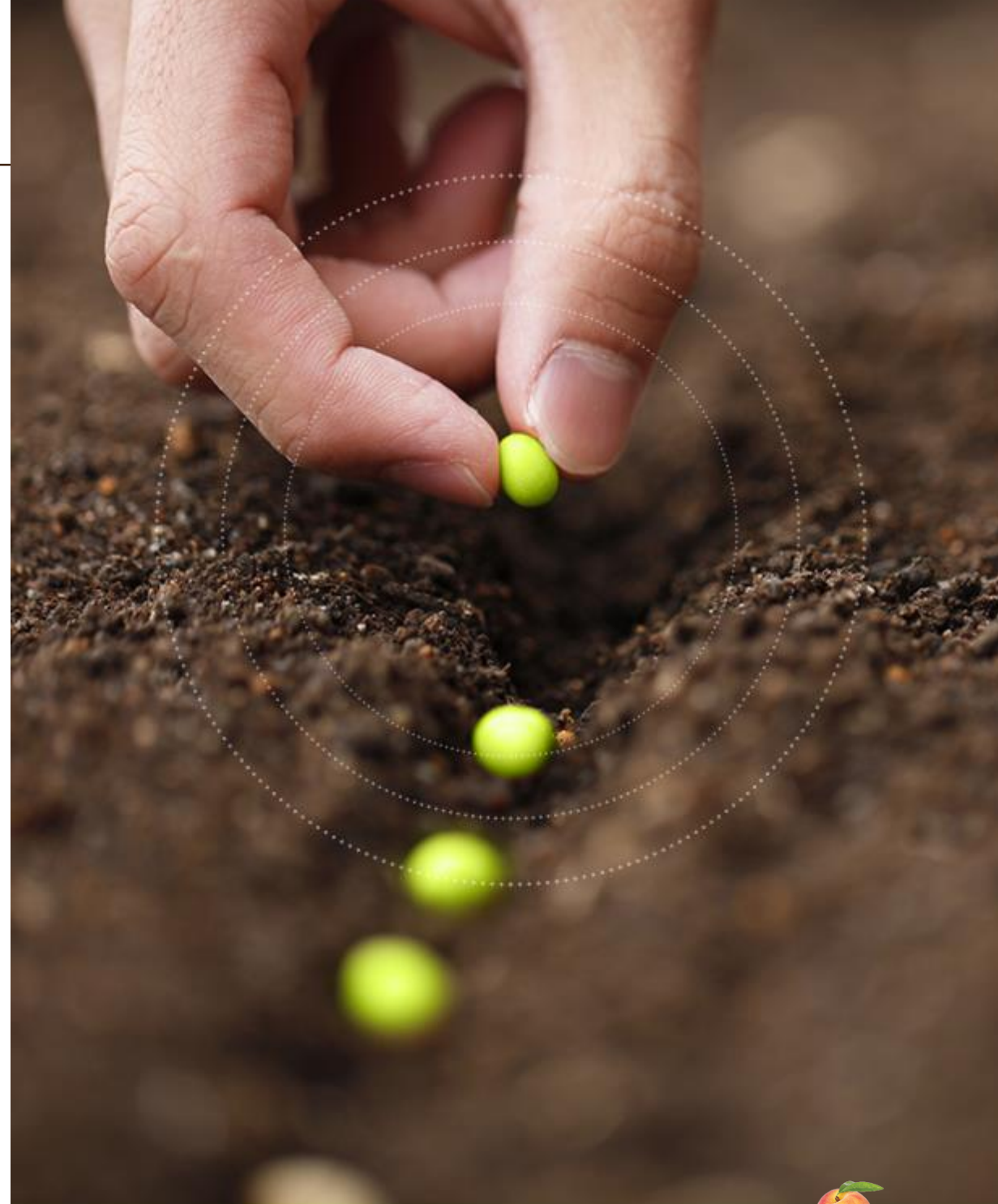


# Marketing approach

- \* Discovering unique needs of growers worldwide
- \* Committed to help solving their requirements
- \* Developing solutions for optimizing their growth.

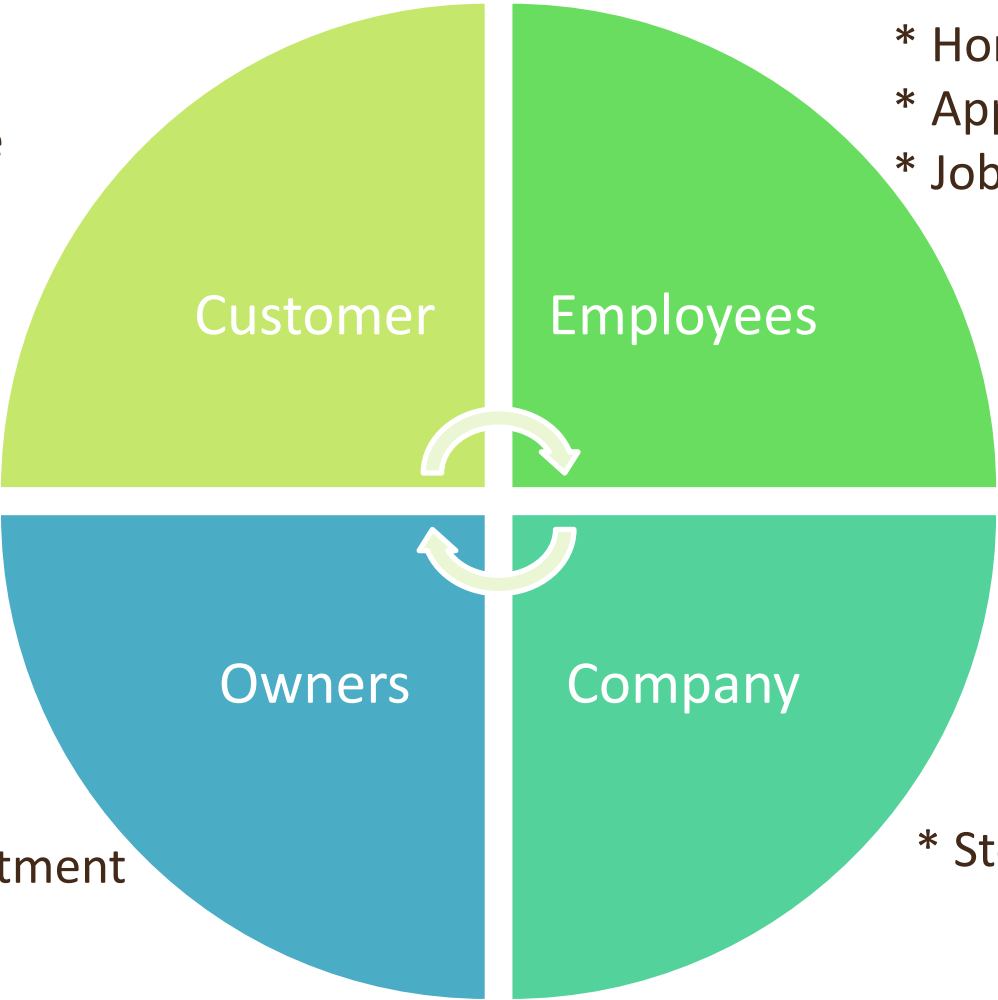


**Knowing your needs  
Empowering your growth**



# Long term goals

\* Good service and best solution at a reasonable price



\* Honorable living  
\* Appropriate income and conditions  
\* Job certainty

\* Profit return of investment

\* Steady growth





# Agricultural Solutions

## Films



Mulch



Greenhouses & tunnels



Solarization & Fumigation Films



Silobags

## Nets



Shade nets



Anti-hail nets



Thermal screen nets



Anti-insect nets



# Cover films Technology



**Blown**

**5 and 9 Layers**

Up to 18m



**Cast**

**6 Layers**

Up to 3m

15 Production Lines in Israel - Capacity 52,000 Ton.

6 Production Lines in Italy- Capacity over 6,000 Ton.

India-subcontractor agreement + 6,000 tons



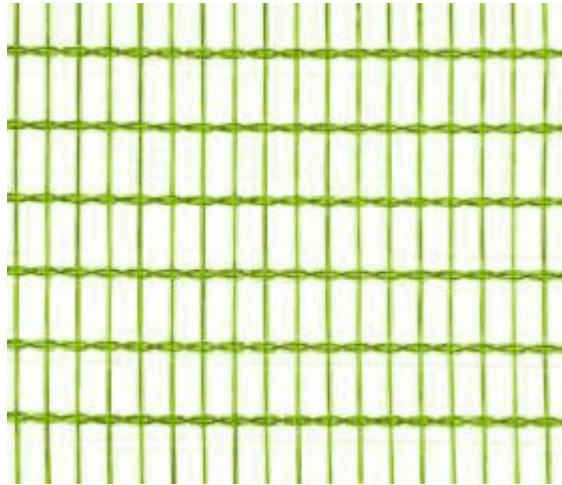


# Industrial Solutions

Ginegar offers a wide-range of multi-layer products:

- Sealing and infrastructure films
- Vacuum bagging
- Geomembranes film
- FFS bags and sleeves
- Garbage disposal bags
- Shrink films
- Various covers





## Wooven

Monofilament yarns

Applications:

- Pest control
- Shading in Greenhouses & Orchards
- Wind and Hail protection
- Energy Saving (tapes)



## Knitted

Tapes from Mono  
oriented Films knitted

Applications:

- Controlling Sun radiation & shading
- Manipulation of Sun Radiation Spectrum





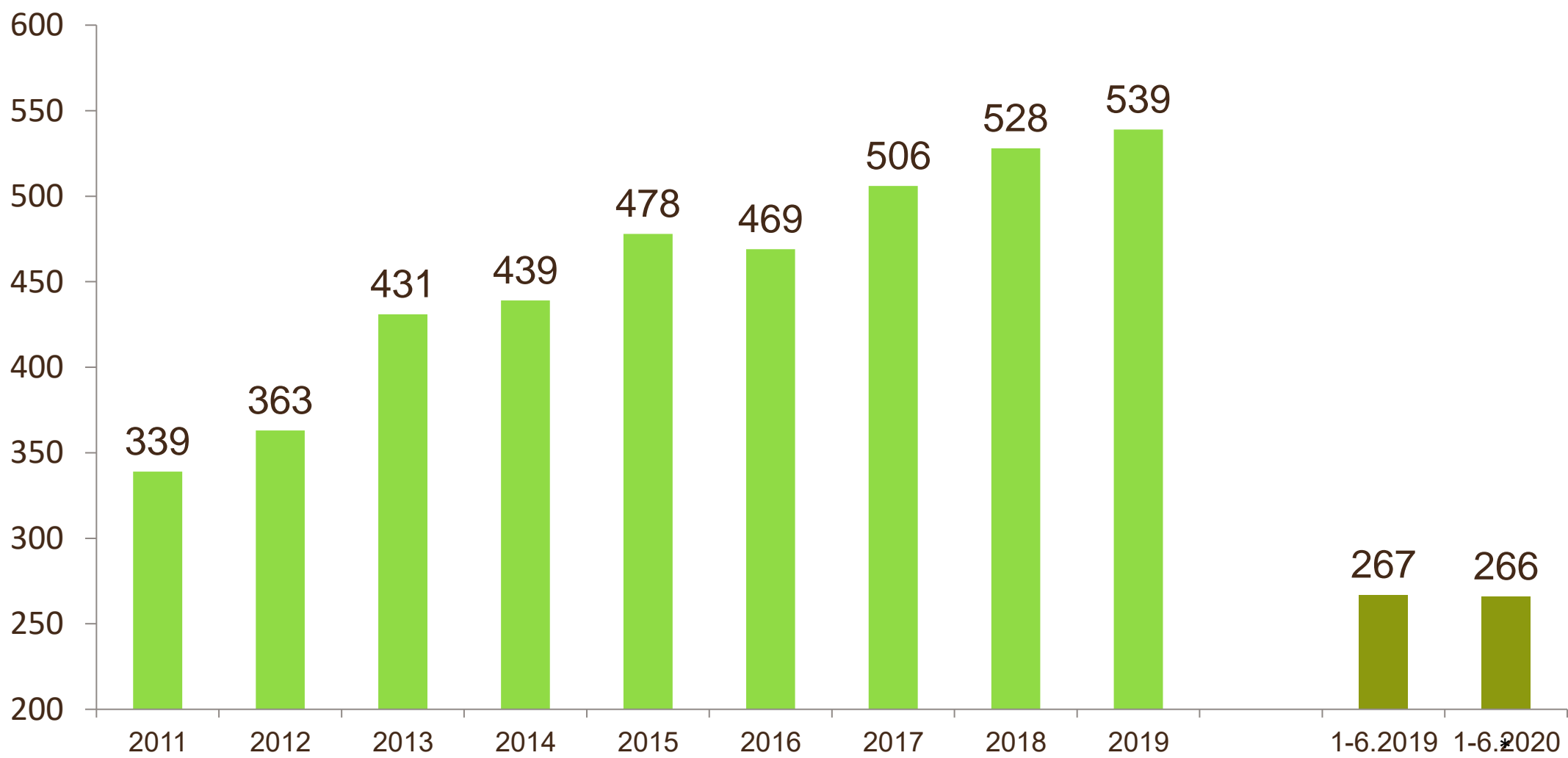
# Why Ginegar?

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- We are committed to uncompromising quality, reliability and flexibility
- **Technological Expertise**
- **Innovative Technology**
- **Quality Assurance**
- **Customer Service**



# Sales – Million NIS



2017- including Flextech 7 months  
2018 - including Flextech



# EBITDA – Million NIS



2017- including Flextech 7 months

2018 etc- including Flextech

# Financial parameters – Million Nis

	2018	2019	1-6/2020
Sales	527.5	538.9	265.2
Operating profit	30.6	29.4	23.0
%	5.8%	5.5%	8.7%
EBITDA	52.6	60.2	37.2
%	10.0%	11.2%	14.0%
Net profit	17.3	15.5	12.9
Net debt	183.4	140.4	114.4
Equity	213.9	220.9	226.3
Dividend	5.0	10.0	





# Financial parameters – Million Nis

	Q12019	Q22019	Q32019	Q42019	Q12020	Q22020
Sales	132.6	134.5	153.7	118.0	135.0	130.1
Gross profit	29.9	22.9	34.6	21.5	33.2	28.1
%	22.5%	17.0%	22.5%	18.2%	24.6%	21.6%
Operating profit	11.2	4.7	16.1	-2.6	11.5	11.6
%	8.4%	3.5%	10.5%	-2.2%	8.5%	8.9%
Net profit	6.5	2.8	9.8	-3.6	5.5	7.3
EBITDA	17.7	12.3	23.1	7.1	18.6	18.6
%	13.3%	9.1%	15.0%	6.0%	13.8%	14.3%

# Financial parameters – Million Nis

	2018	2019	Jun-20
Net debt	183.4	140.4	114.4
Equity	213.9	220.9	226.3
Assets	627.8	606.7	602.2
* Ebitda	52.6	60.2	67.4*
Net debt/ *Ebitda	3.49x	2.31x	1.69x
Equity ratio	34.1%	36.4%	37.6%
* Ebitda LTM			





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*Thank  
you*