



GINEGAR
smart cover solutions

Company Profile



Knowing your needs
empowering your growth

Our Vision

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

Our business

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.
- 2012 Polysack acquisition - **Israel + Brazil.**
- 2017 Flextech acquisition **Italy.**
- 2017 established local production in **India.**
- 2018 acquisition of 25% Agriplast- **India.**
- 2019 established distribution company in **Spain.**

EBITDA

1-9/19	1-9/20
53.1	57.7
Million NIS	

sales

1-9/19	1-9/20
420.8	414.6
Million NIS	

~460 employees worldwide.
6 locations :
Israel ,Italy, India,
Brazil ,USA , Spain.

Export to over
60 countries

Highlights

- 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.



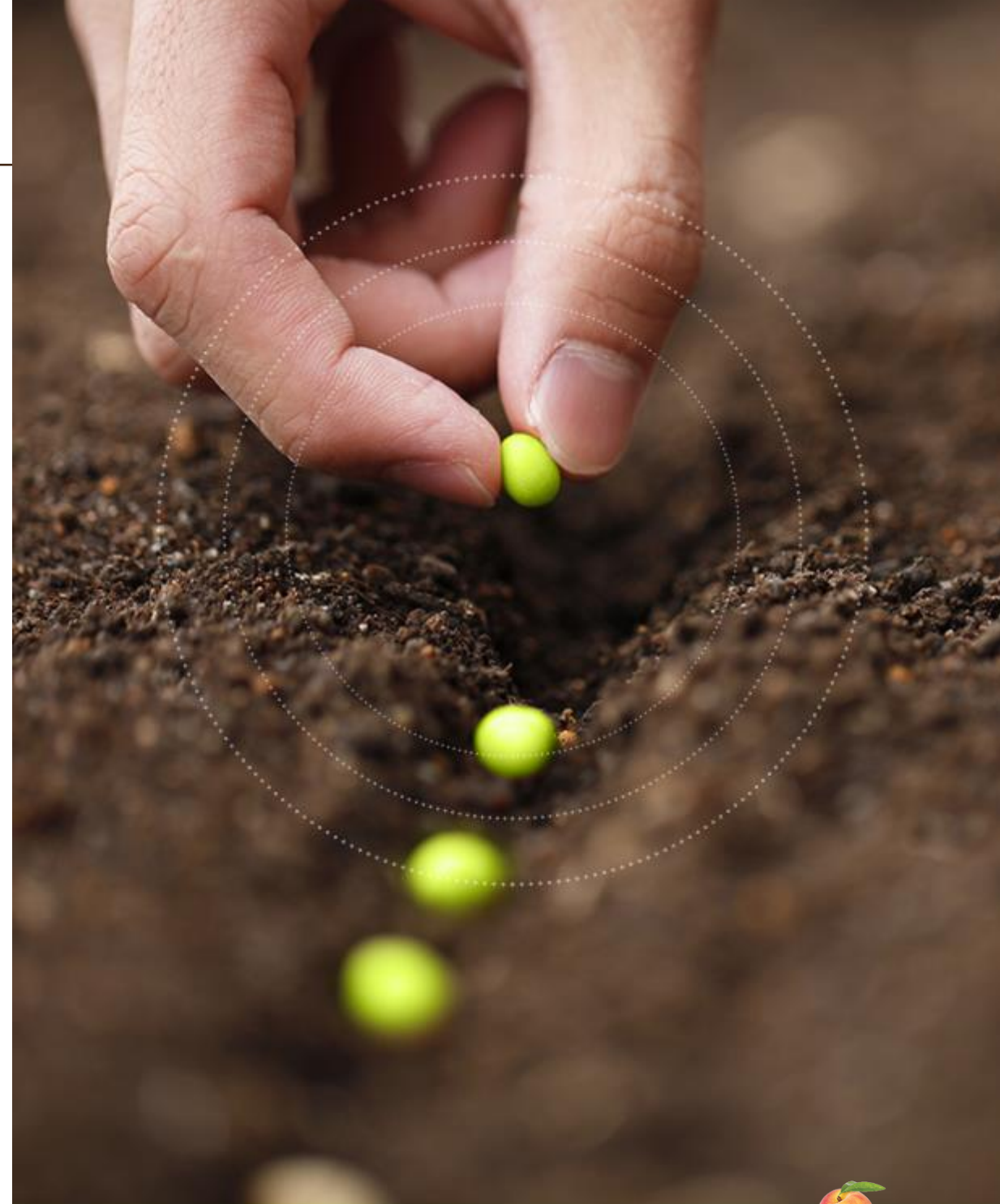
Marketing approach

We are :

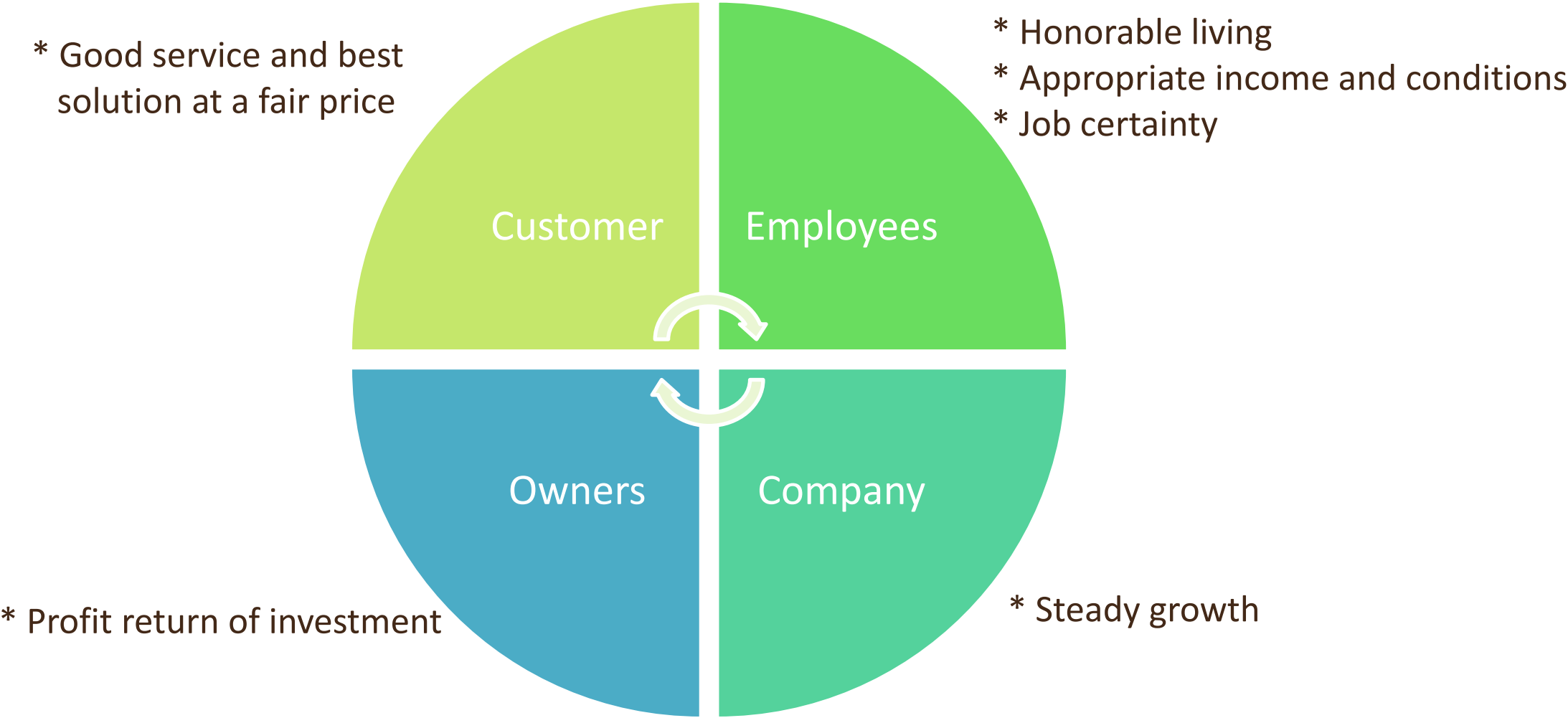
- * Locating unique needs of growers worldwide.
- * committed to help solve their challenges.
- * developing solutions which help empower them and optimize their growth.



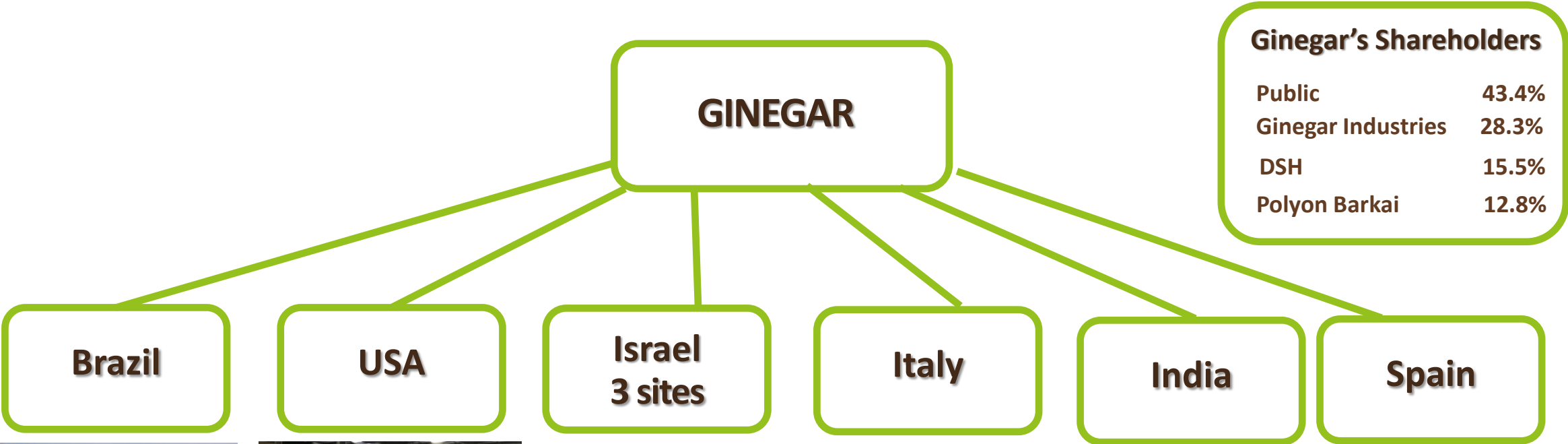
**Knowing your needs
Empowering your growth**



Long term goals



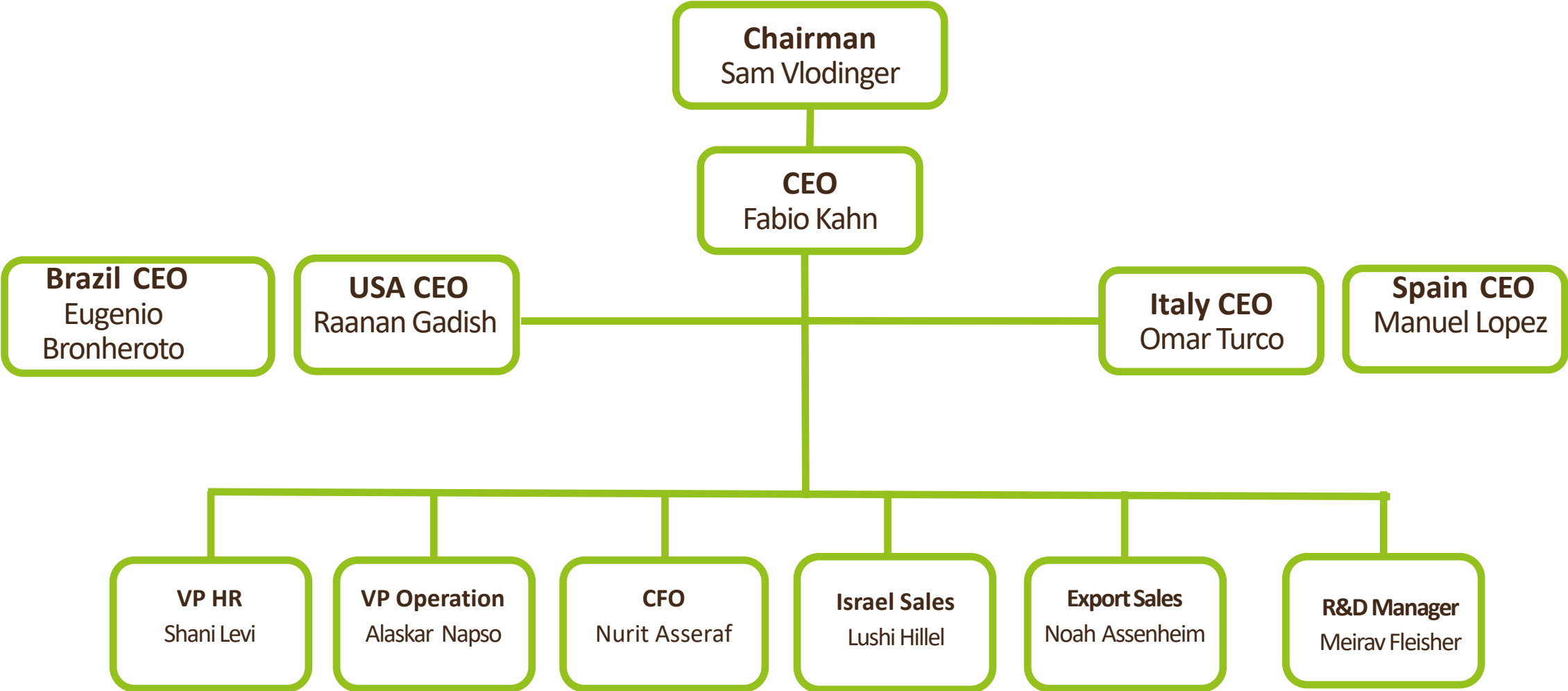
Group Locations



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



Management Structure



Agricultural Solutions

Films



Mulch



Greenhouses & tunnels



Solarization & Fumigation Films

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.

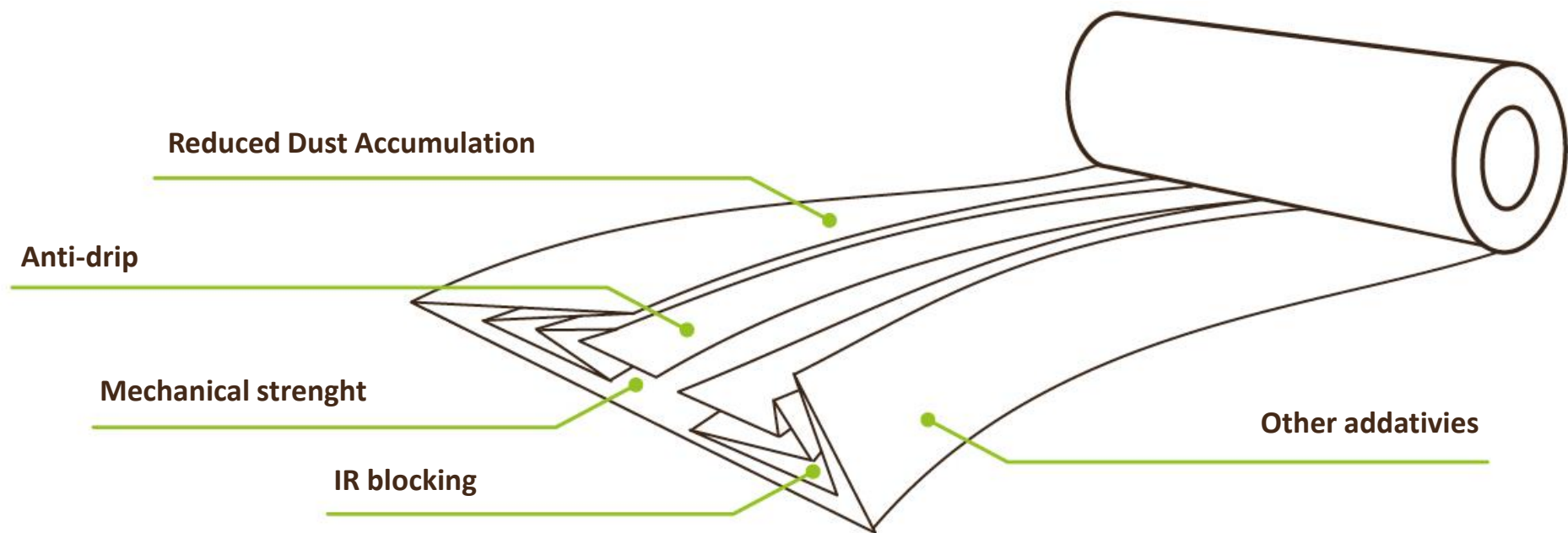
6 Production Lines in Italy- Capacity over 6,000 Ton.

India-subcontractor agreement + 6,000 tons



Cover films Technology

Five layers - allows us to integrate the specific material in the exact location in the right dosage

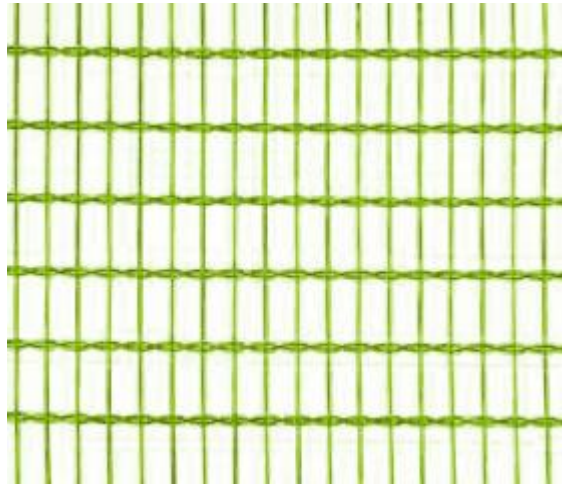


Industrial Solutions

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

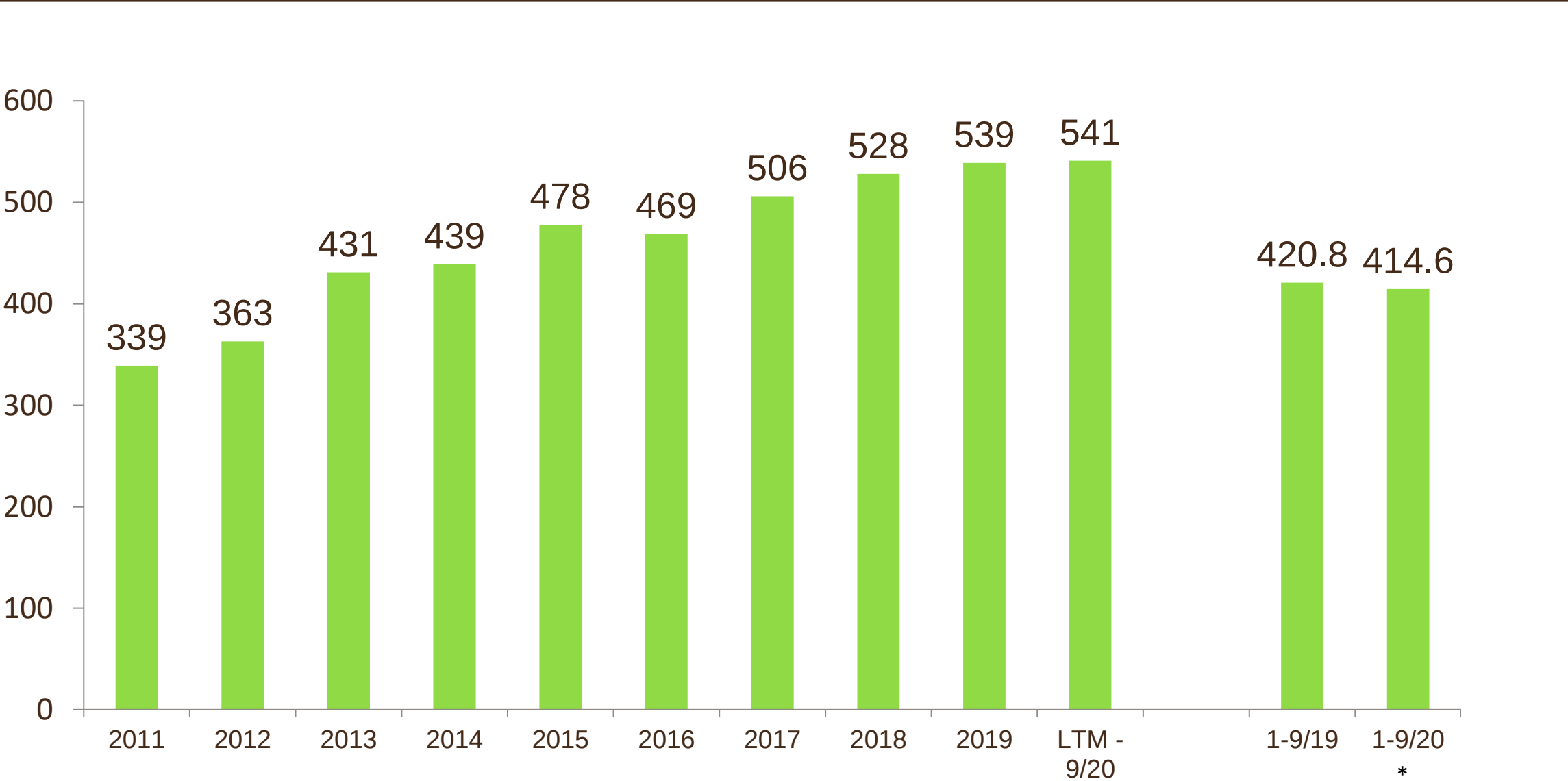


Why Ginegar?

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



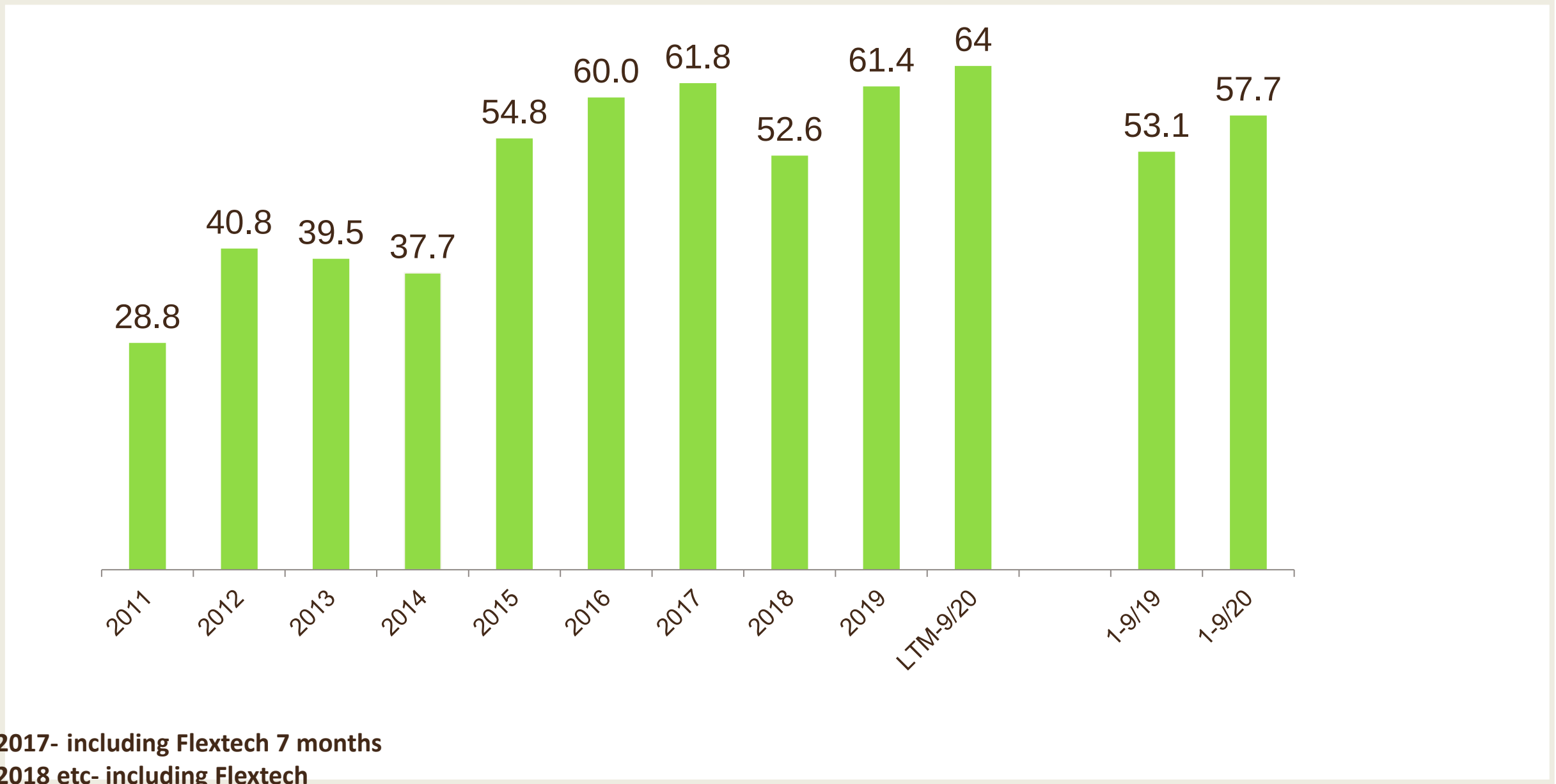
Sales – Million NIS



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	LTM 9.2020
Sales		527.5	539.9	532.6
Operating profit		30.7	29.4	33.0
%		5.8%	5.4%	6.2%
EBITDA		52.6	61.4	64.0
%		10.0%	11.4%	12.0%
Net profit		17.3	15.5	17.3
Equity		213.9	220.9	234.9
Net debts		183.4	140.4	95.8
Dividend		5	10	

Financial parameters – Million Nis

	2019				2020					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3		2019	LTM 9.2020
Sales	132.70	134.50	153.70	118.00	135.00	130.10	149.50		538.90	541.20
Gross profit	29.9	22.9	34.7	21.8	33.3	28.1	31.3		109.3	112.7
%	23%	17%	23%	18%	25%	22%	21%		20%	21%
Operating profit	11.2	4.7	16.1	(2.6)	11.5	11.5	12.6		29.4	29.7
%	8%	3%	10%	-2%	9%	9%	8%		5%	5%
Net profit	6.5	2.8	9.8	(3.6)	5.6	7.3	8.0		15.5	14.6
EBITDA	17.70	12.20	23.20	8.30	20.30	18.60	20.01		61.40	64.00
%	13%	9%	15%	7%	15%	14%	13%		11%	12%

Financial parameters – Million Nis

		2018	2019	LTM 9.2020
Net debt		183.4	140.4	95.8
Equity		213.9	220.9	224.4
Assetes		627.8	606.7	584.6
EBITDA LTM		52.6	64.6	64
Net debt / EBITDA		3.49x	2.31x	1.57x
Equity rate		34.1%	36.4%	38.4%



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*Thank
you*