



# TLV : GNGR

Investor Presentation

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All figures are approximate.



# Ginegar at A Glance

Ginegar is a leading producer of smart covers, offering a broad product portfolio and customized solutions suited to advanced agriculture and technical films used for a multitude of applications. Over half a century, Ginegar has earned a solid reputation, showing consistent growth from year to year.

6

Manufacturing sites:  
Israel (2), Italy,  
India, Brazil &  
Morocco\*

~64,000

Tons per year production  
capacity

~600M

Sales in ILS in  
2023

~46M

EBITDA in ILS in  
2023

~450

Employees  
Worldwide

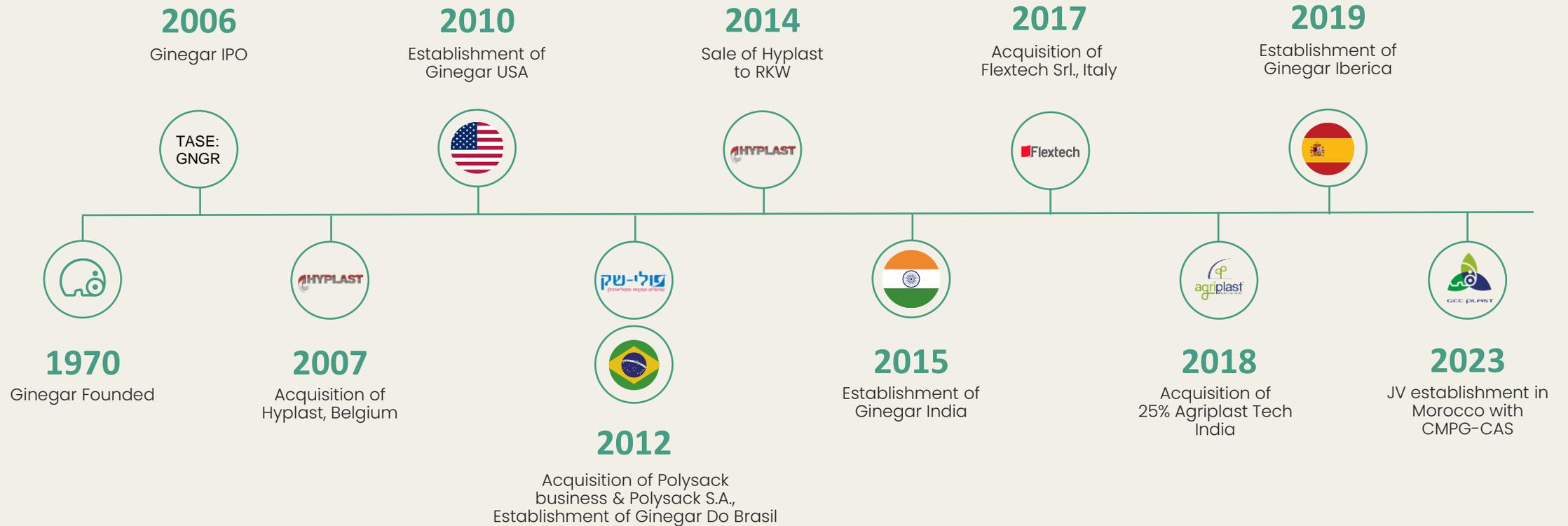
1970

Established

\*Planned to be operative in 2025



# Company Milestones



# Global Presence

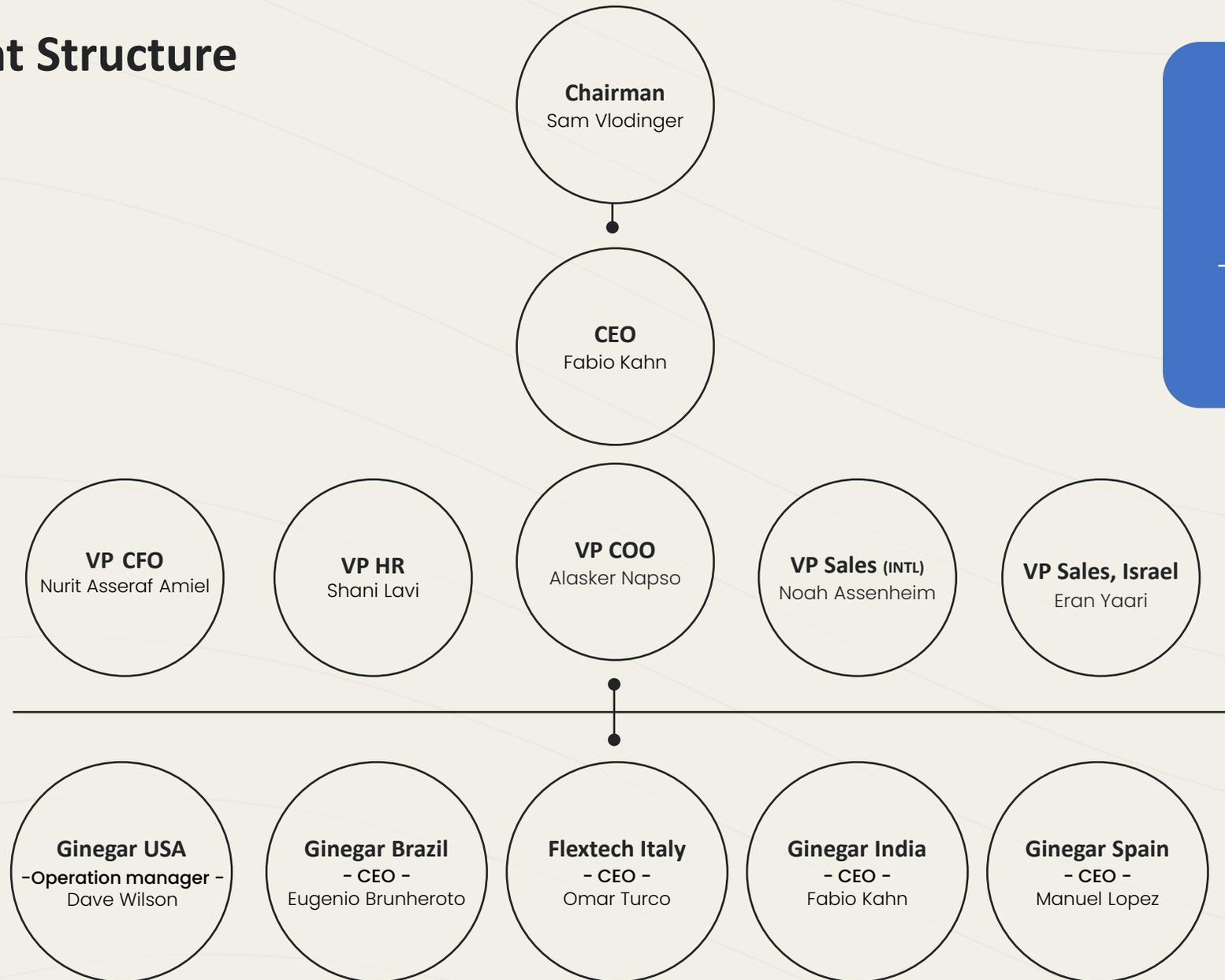
Operating in over 60 countries worldwide



- Manufacturing Sites
- Distribution Centers



# Management Structure



Major Shareholders	
28.3% Ginegar Industries	12.8% Polyon Barkay L.P.
15.2% Israel Discount Bank LTD	43.7% Public



# Our ESG doing



At Ginegar we are committed in every aspect of our operations, from environmental stewardship to social responsibility and ethical governance.



# Environment / Sustainability



What we seek when choosing our partners for collaborative JVs in R&D projects

We recently launched a project for Ginegar's carbon footprint strategy aimed to reduce our corporate green house gas (GHG) emissions.





# Sustainability Policy

## Current Activities

### In our products:

- Our films for composites have many positive environmental impacts: reduction of fuels, gas emissions and material waste.
- We have developed biodegradable mulch films for sustainable agriculture.
- Our agricultural smart covers:
  - Reduce the need for pesticides and herbicides.
  - Enable a more efficient use of land for intensive agriculture.
  - Reduce water and energy consumption in greenhouses, tunnels and orchards.

### In our operations:

- We recycle all of our film waste in-house.
- Our plant in Italy is powered by solar energy.



# Social Responsibility

**Community  
engagement**

**Employee  
benefits**

**Workplace  
health and safety**

At Ginegar the "S" in ESG symbolizes our heartfelt commitment to fostering a workplace culture of diversity and empowerment.

We prioritize employee well-being and community engagement, striving to make a positive impact through fair practices and genuine care.



# Social Responsibility

## Ginegar gives back to the community



Donation of Aluminet and Decorative net for an Institute caring for the underprivileged in northeastern Brazil.

**חירם**  
לכבוד : גניגר מפעלי פלסטיקה

אנו מודים לכם מעומק הלב על תרומתכם לפרויקט החקלאי שיקומי של חירם, פרויקט הנותן מענה יומיומי לצעירים מתמודדי נפש אשר מבקשים להחלים ולחזור למעגל העבודה ולחיים הנורמטיביים.

בברכת חג חירות שמח  
מיכל קלמנוביץ'  
רכזת גיוס משאבים-חירם  
0524749925

חירם מרכז שיקומי בהרדוף בע"מ (חל"צ) טל. 04-9059215/368, פקס. 04-9059395  
hiram@hiram.org.il | www.hiram.org.il

Donation to a rehabilitative agricultural project for those dealing with mental illness

**כפר נהר הירדן**  
قرية نهر الأردن  
Jordan River Village  
www.jrv.org.il

19 במאי 2022  
לכבוד  
גניגר פלסטיק

**תודה ממשפחת כפר נהר הירדן**  
" הכרת תודה היא הפעמים בהם האור שלנו כבה ואדם אחר מצית אותו מחדש, לנעם אחד מאיתנו יש סיבה להכיר תודה לאנשים שהדליקו את האור בחינוך " אלכס שויצר

מחמם את הלב לראות את תרומתכם למען ילדי הכפר, אנו מעריכים מאוד את התרומה המשמעותית לרכישת כרטיסים שגניגר פלסטיק עשתה. ובמרבן שהגענו לתכנון איתנו את אירוע העשור של הכפר, כפר המאפשר לילדים המתמודדים עם מחלות קשות, כרוניות, נגטיות, מסכנות חיים וילדים עם מוגבלויות לחיות חיות ילדות ללא כל עלות לילד ולמשפחתו. זה לא מובן מאליו ועל כך רצונו להודות תודה מעומק הלב.

כמו כולם, למדנו לחיות לצידה של המגפה ובסיוכום שנת 2021 הגדלנו את מספר הילדים המתמודדים עם מחלות קשות וילדים עם מוגבלויות שסיבולו שירותים מספר נהר הירדן מ- 1,800 טרם הקורונה לכ- 4,000 !!! הקורונה אומנם איתנה איתנו אך גם יצרה הודשפיות חדשות לצמוחה ומנו שירותים איכותיים ומותאמים לעת חדשה זו.

הפעילות והנפשו, שהם כולם חיים ללא כל עלות לילד ולמשפחתו, נותנים לילדים ולמשפחות את הכוחות להמשיך בהתמודדות היומיומית הכל כך מורכבת ולצלוח את התקופה הקשה של הקורונה שערך עומדת בפנינו, הריכוזות ההדרים נותנים לילדים ולמשפחות את הכוחות להמשיך קדימה ולצפות לנושך בשנה הבאה.

בימים אלו שבהם אנו מתאזרים לסייע לפליטים מאוקרינה, כפר נהר הירדן נאה להיות חלק ממאמץ זה ולארח ללא כל עלות מיד כ-100 ילדים פליטים מאוקרינה שיבואו ליום הפנינו בכפר לשכור חלו במעט את התקופה הקשה.

**תודה גדולה משוק הלב שחגגתם איתנו את העשור**  
**בשם הילדים המתארים בכפר ובני משפחותיהם**

פרופ' יעקב רזון  
"יר הועד הנטיל"

חיים סופר  
"מא העמדה  
למשך את החיים"

יביל הלמיש  
מנכ"ל העמותה

חיים נפשו יחדית ומשפחה לילדים המתמודדים עם מחלות מסכנות חיים וזכויות וילדים עם מוגבלויות, ללא חסות  
ד.ת. 407.3 בענת אבי, סניף: 1522700, טל: 04-6608999, פקס: 04-6608996 | www.jrv.org.il  
Jordan River Village - P.O.B 407, Oivat Avni, Israel 1522700 Tel: 972-4-6608999 Fax: 972-4-6608996

Donation to a holiday village for children with serious illnesses



# Employee welfare activity



- Employee birthdays celebrations
- Holidays gifts
- International Women's Day events
- Employee appreciation day / company outing
- Top-performing employee



# Governance



**Risk  
management**



**Corporate  
governance**



**Avoiding conflicts  
of Interest**



**Accounting integrity  
& transparency**



**Ethical business  
practices**



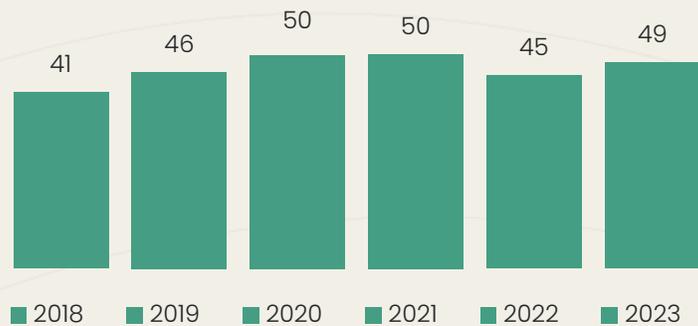
**Compliance**

We believe in transparent governance structures that ensure accountability and ethical decision-making at every level. Guided by a heartfelt commitment to upholding the highest standards of integrity, we aim to build trust among our stakeholders and contribute positively to sustainable development.

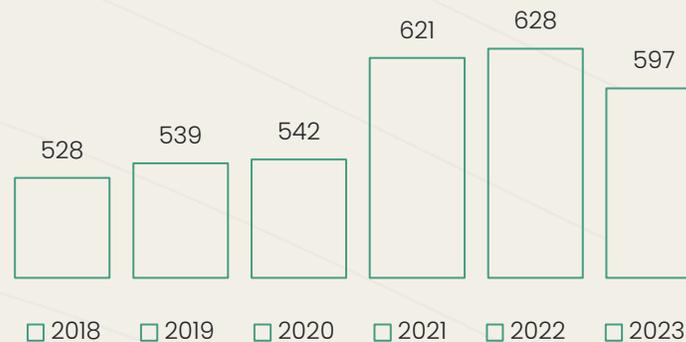


# Years of Proven Results

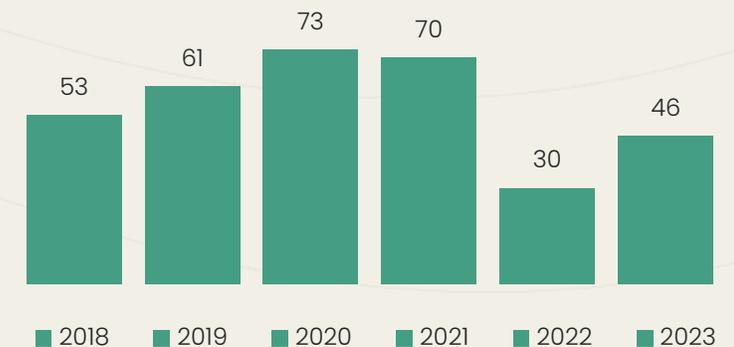
2018-2023



**Film sales**  
ktons



**Revenues**  
M ILS



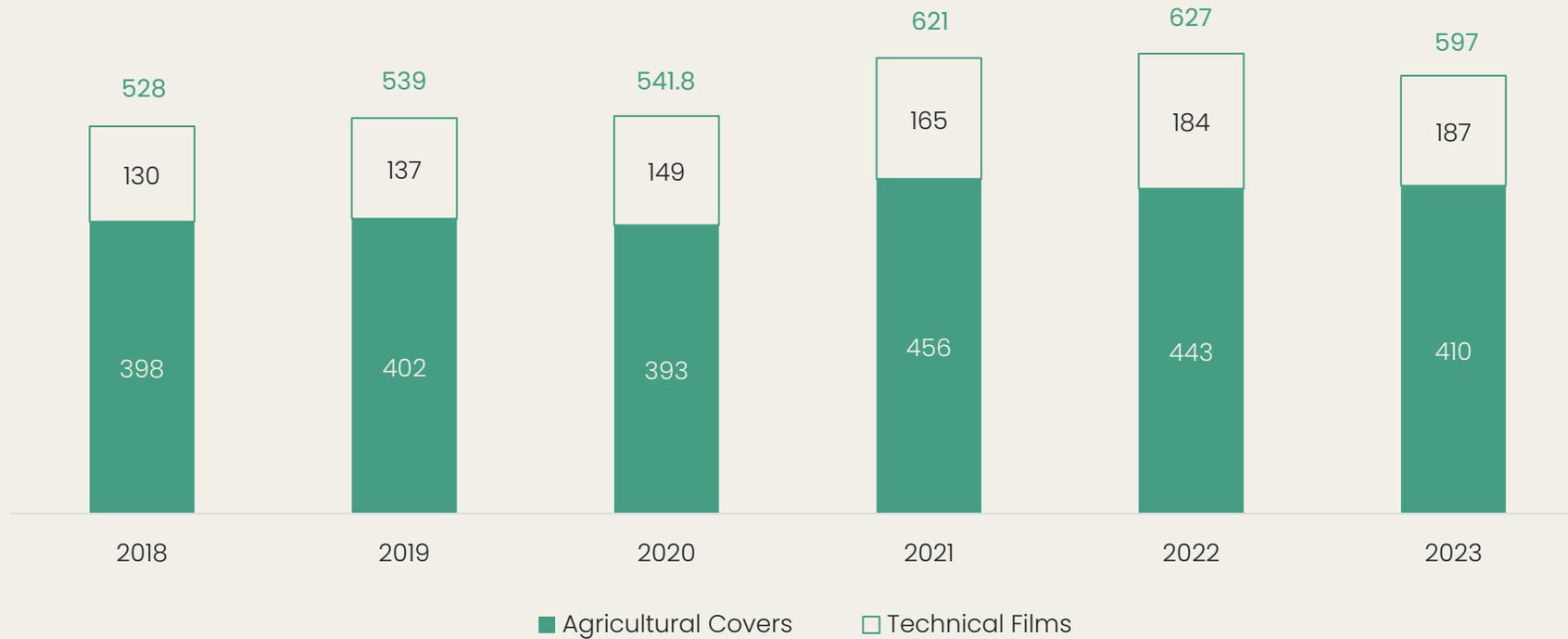
**Ebitda**  
M ILS  
EBITDA Margin

\* The 2022 - 2023 results were affected by the general economic situation worldwide (RM prices ,shipping costs) and as such do not represent a typical year of operation



# Revenues

Per business sector  
(M ILS)



## Financial Parameters (M ILS)

	2020	2021	*2022	2023*
Sales	541.8	620.6	627.8	596.9
Operating Profit/Lost	40.5	38.2	10.1	16
%	7.48%	6.16%	1.61%	2.68%
EBITDA	72.8	70.3	29.9	45.6
%	13.44%	11.33%	4.76%	7.64%
<b>Net Profit</b>	<b>24.3</b>	<b>22.6</b>	<b>-18.2</b>	<b>-0.3</b>
Equity	237.2	243	216.8	221
Net Bank Debts	47.4	81.5	140.1	67.2
Dividend	15	15	0	15

\* The 2022 - 2023 results were affected by the general economic situation worldwide (RM prices ,shipping costs) and as such do not represent a typical year of operation

## Financial Parameters (M ILS)

	31.12.2020	31.12.2021	31.12.2022*	31.12.2023*
Net Debt	47.4	81.5	140.1	67.2
Equity	237.2	243	216.8	221
Assets	606.6	671.9	667.6	655.4
EBITDA LTM	72.8	70.3	33.0	45.6
Net Debt / EBITDA	0.65x	1.16x	4.69x	1.47x

\* The 2022 - 2023 results were affected by the general economic situation worldwide (RM prices ,shipping costs) and as such do not represent a typical year of operation

## Financial Parameters (M ILS)

	*2022				*2023				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	160,272	183,126	157,423	127,009	127,959	161,894	167,233	139,860	
Gross Profit	27,737	32,410	19,070	8,222	15,785	22,632	35,935	25,640	
%	19.40%	22.70%	13.40%	6.47%	12.34%	13.98%	21.49%	18.33%	
Operating Profit	5,736	4,252	-2,587	-12,759	-4,707	2,434	14,848	3,425	
%	4.00%	3.00%	-1.80%	-8.90%	-3.68%	1.50%	8.88%	2.45%	
Net Profit	4,859	1,895	-11,591	-13,939	-9,017	-3,333	9,681	2,363	
EBITDA	13,683	12,796	5,793	-2,416	2,635	9,931	21,982	11,068	

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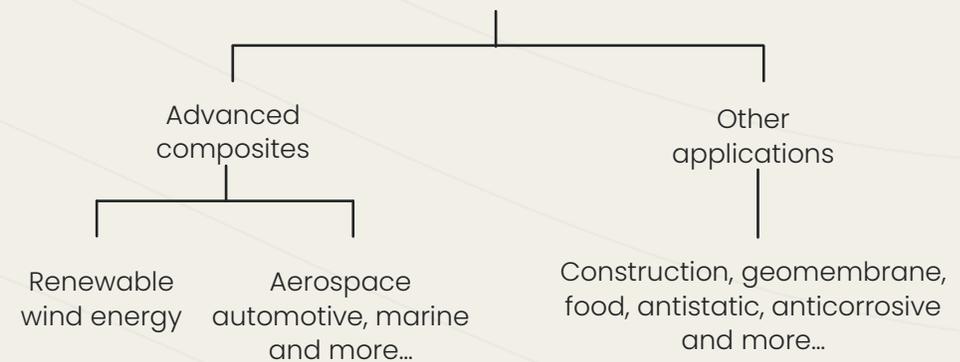
# Two Key Business Sectors



**Advanced  
Agriculture**



**Technical  
Solutions**



# Agricultural Smart Cover Solutions

## FILMS



## NETS



# Global Agricultural Demand for Films



Decrease in available agricultural land



Increased demand for food

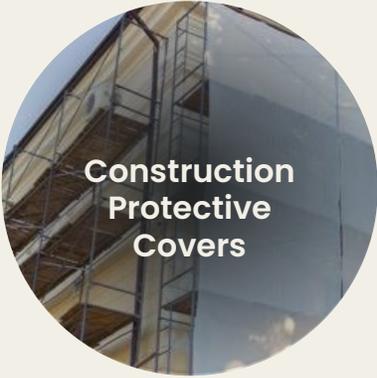
Rise in demand for intensive agriculture

Increasing demand for agricultural films that:  
Improve yields, use resources more effectively, reduce risk and crop damage





**Geomembranes  
Films**



**Construction  
Protective  
Covers**



**Food  
Packaging**



**Boat Wintering  
Covers**

# Technical Film Solutions

Serving the automotive, maritime, aerospace,  
building & electronics industries



**Antistatic Films  
& Cleanroom  
Packaging**



**Vacuum Bagging  
Film for Glass  
Lamination**



**Sealing &  
Infrastructure Films**



**VCI Anticorrosive  
Films for  
Transport &  
Storage**



# Advanced Composites on the Rise

Serving OEMs, distributors and end users in various industries

## What is a composite material?

A solid material, which is the result of two or more different substances, each with its own characteristics, combined to create a new substance whose properties are superior to those of the original components.

Composite materials are the ultimate designer's material, and as such one of the fastest growing sectors in the industry. Used in a wide range of products and applications advanced composites have:

- Superior strength to weight ratio
- Strong and enduring material
- Reduce waste in production
- Resistant to corrosion
- Can be molded into complex shapes

## High performance vacuum bags for composite materials

Ginegar offers new generation, high performance, vacuum bagging that is required for the production process of composites.

## The opportunity

A qualified supplier, with global reach, recognized for its uncompromising quality and standards, Ginegar - Flextech Srl. is an expert in the production of vacuum bagging films for large blades for both offshore and onshore energy fields.





# Composite Film Solutions

Serving specialized distributors in each segment



# At The Forefront of Manufacturing Technology

Firmly focused on our customers, we aim to develop products and solutions that answer their needs, solve their challenges and have minimal impact on the environment.

From product development and processing methods, to manufacturing practices, and the implementation of new materials and formulations, we rely on the experience and professionalism of our in-house scientists, engineers, and technicians, and encourage creativity among our team. Our strong relationships with universities, start-up hubs and technological incubators ensure that we are always at the forefront of industry innovation.

## Technical features include:

Heat stabilizers | Flame retardants | Moisture barrier | Ability to use nylon

Ginegar-Flextech Srl. uses 9-layer technology to extrude very wide films and welding technology to produce films that span 48m/157feet.

Using large extruders enables the production of wide-diameter, high performance barrier films requiring pinhole resistance and immense mechanical strength.





# Always Innovating

## **New applications**

Expand offering of current products

## **New product development**

Customized solutions to meet evolving market needs

## **Current product improvements**

More value to customers

(improved optical properties, longer lasting films, and more)

## **New manufacturing technology & improvements**

Efficiency & expansion

(seeking new ways to be more competitive for our customers)

# Customer Testimonials



Agriculture for the Future:  
Growing Strawberries in Low Tunnels with Ginegar  
<https://youtu.be/aJ2vTSOZhL4>



Ginegar Orchard Mulch:  
Cultivating Desert Vineyards  
<https://youtu.be/IWJTZcvqhME>



Agriculture for the Future:  
Ginegar Shading & Anti-insect Nets  
and Thermal Screens, Black Truffles  
<https://youtu.be/wJVilCRWQyE>





# Thank you!

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