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This presentation includes a summary of the issues described in the context in which they are discussed and not the full information available to the Company in relation to these issues and does not include the full results and financial information of the Company and the notes to them, and / or the Company's business plans and / or the Company's risk factors.

The presentation includes data on international markets, including growth volumes, penetration rates, and sales, statistics, etc. It should be emphasized that this data is based on public data and the Company's assessments and does not constitute any facts and / or representations.

This presentation may include forward-looking information as defined in the Securities Law, 1968 (hereinafter: "forward-looking information"), including forecasts, subjective assessments by the Company's management as of the date of publication of the presentation, which although the Company believes are reasonable, Which are inherently uncertain, estimates and information regarding future events.

The forward-looking information is solely aimed at the date to which it relates and is uncertain, unpredictable, affected by factors beyond the control of the Company, each of which, or a combination thereof and the realization of which risk factors characterize the Company's activities, may materially impair results. The activities of the Company and cause the actual results to be materially different from the forward-looking information.

Except as an undertaking to disclose information as required by the securities laws applicable to the Company, the Company does not undertake to update or change any information contained in this presentation in order to reflect events and / or circumstances that will apply after the date of its preparation. It is clarified that the Company's plans and strategy included in this presentation are correct as of the date of their publication and may and will change in accordance with the decisions of the Company's Board of Directors from time to time.

Without detracting from the generality of the above, the information contained in the presentation, inter alia, regarding the Company's working principles, the Company's business plans in connection with Air Care O2 technology, expansion of energy activity, product marketing and development, growth potential and revenue distribution in the coming years (including advancing the target for the realization of the growth strategy by two years), is forward-looking information based and derived, inter alia, on the Company's goals.

The Company's assessments regarding the Company's objectives are based, inter alia, on the Company's assessments regarding trends in the Company's business in particular and trends in the market in which the Company operates in general, as well as the Company's management assessments regarding potential and market trends in Israel and international markets as of this report. These assessments may not materialize and / or materialize significantly differently from the Company's assessments, inter alia, as a result of factors external to the Company and which are not under control, including, inter alia, changes in the economic situation in Israel in general Different from those that the Company's management estimates as of the date of this report, the non-realization of the potential penetration into international markets in general, and in particular those listed above, regulatory changes and the realization of some of the risk factors described in the Company reports, continued potential effects. These assessments may not materialize and / or materialize significantly differently from the Company's assessments, inter alia, as a result of factors external to the Company and which are not under control, including, inter alia, changes in the economic situation in Israel in general and in the market in which the Company operates in particular, development of new and / or different trends from those that the Company's management estimates as of the date of this report, failure to penetrate international markets in general, and in particular those listed above, regulatory changes and the realization of risk factors described in the Company's reports, the continuation of potential effects of the corona crisis and so on.

To the extent that there is a conflict between what is stated in this presentation and what is stated in the Company's reports required by law, what is stated in the Company's reports will prevail.

#### Our vision

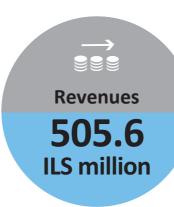


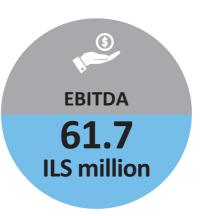


Enable a better living environment through renewable energies, a comfortable climate and healthy air



#### 2021 in numbers

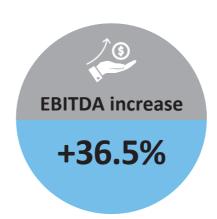
















#### **Contents**

- Company activities
- Financial data
- Progress in implementing the strategy



# The group's activities support the implementation of the growth strategy

#### **Tadiran Group**

**Tadiran Air Treatment** 

**Tadiran Consumer Products** 

**Tadiran Renewable Energy** 

- A unique product
   based on Air Care O2
   technology
- Intellectual property, development capabilities and technological roadmap
- Potential global and growing market

- The leading air conditioning brand in Israel
- Independent development capabilities
- Advanced production, service and logistics system
- Overseas growth potential

- Tadiran Solar: A one stop shop for solar energy systems
- Aviem: UPS systems, energy storage\*, EV charging management
- VP Solar: A one stop
   shop for solar energy
   systems and heat pumps
   in <u>Europe</u>
- Energy efficiency

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As of 2021, Tadiran operates in the renewable energy market through significant strategic acquisitions



Expanding the value proposition to customers:
Brand, logistics, service, sales channels



Focusing on
Tadiran's core
markets:
Residential,
commercial and
industrial



Tadiran's core area:
Design,
equipment and distribution



Entry into the growing sector:
Solar energy

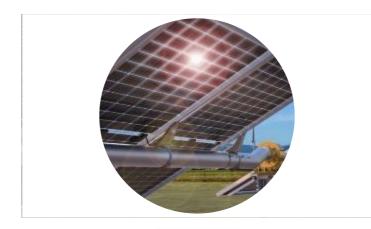
The information regarding the Company's assessment of the scope of the renewable energy activity in the Group is forward-looking information as defined in the Securities Law based, inter alia, on the Group's objectives as of this date, its assessments of trends in the Group's businesses in particular and trends in the Group's management. And trends in the field of alternative energy and energy efficiency in Israel as of this date. These assessments may not materialize significantly differently from the Group's assessments, inter alia, as a result of factors external to the company and which are not under control, including changes in the state of the economy in Israel in general and in the market in which the company operates in particular. Different from those that the Group's management estimates as of the date of this report, regulatory changes and the realization of which of the risk factors described in the Company's reports.

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# Tadiran Solar's value proposition

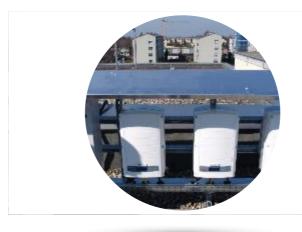
A leader in the design, processing, import, distribution and sale of products for assembling PV systems. The company is a **one stop shop** in the field of solar equipment and provides a complete and comprehensive solution to its customers.



#### **Solar panels**

Authorized distributor of JINKO - a leading international panel manufacturer.

Signed agreement to supply 360 MW in 2022 and 2023



#### **Optimization systems**

Converters, optimizers, monitoring devices. The company is a leading distributor of SolarEdge converters





#### Construction

Import of raw materials and processing in Israel

#### Activities of the acquired company: planning, marketing and distribution

- Logistics and trade activities
- A wide portfolio of products in the solar field for the domestic and commercial market
- Wide and synergistic customer base for Tadiran

- Leveraging the capabilities, core assets and the value proposition of Tadiran
- Development of unique products and launch of solutions in the solar world

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# The developing renewable energy market is a significant growth engine for Tadiran

#### PV volume installed<sup>1</sup>

3.7 GW **2021** 

Expected investment of approx. NIS 31-35 billion in the next decade

/15.8 GW **2030** 

(in terms of equipment and construction)

#### Estimated market<sup>2</sup>

Residential roofs Commercial-industrial roofs



NIS 250-300 million



NIS 1-1.1 billion

**Solar farms** 



NIS 500-600 million

Future potential

Tadiran Solar already operates in these segments and has a market share of approx. 30%

#### Tadiran is a leading player in the fast-growing solar equipment

<sup>1.</sup> Data from the Energy Authority "Increasing electricity production targets for renewable energy for 2030" August 2030 and accompanying Excel sheet and https://www.themarker.com/dynamo/.premium-1.9624428?lts=1617804116812. 2021 update from https://www.calcalist.co.il/local\_news/article/h1agraewg

Evaluation of Tadiran Solar's management for 2021 and market surveys arranged by Company (equipment only), data from the Energy Authority

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# Aviem's value proposition



Aviem provides solutions in the field of UPS (uninterruptible power supply) and batteries for home, commercial and institutional customers.

### UPS systems and special power supplies

Own brand marketer and distributor of SOCOMEC and ABB - leading manufacturers

#### **Storage and batteries**

Electricity storage solutions for large-scale projects <sup>2</sup>

#### **Service**

team and annual service contracts with leading organizations in the economy for critical systems

### Company's assets and capabilities



### Supplier of advanced equipment and technology

Professional team with extensive knowledge (planning, execution and service)



### Relationships with customers

Portfolio management Wide products



#### **Engineering capabilities**

Uninterruptible power supplies, storage and charging systems for electric vehicles <sup>1</sup>

# Uninterrupted Power Supply and Energy Storage market sizes

**UPS** and batteries

**Energy Storage Systems** 

Market size

NIS 200-250 million per year<sup>1</sup>

Expected investment of NIS 7 billion by 2030<sup>2</sup>

Market share of approx. 20-30%<sup>1</sup>

**Characteristics** 

A growing market, based on professional connections, service and engineering capabilities

Emerging market, requires skill and expertise, commercial relations with global manufacturers

**Growth drivers** 

Organic growth drivers (server farms) and non-organic (product basket expansion)

High growth potential, driven by growth in the PV market

The uninterruptible power supply / batteries market is attractive in itself and in addition constitutes a springboard for the storage market, which is estimated at investments of approximately NIS 7 billion in the next decade.

<sup>1</sup> Company Management Assessments

ccording to data from the Electricity Authority. Investments in batteries only

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# VP Solar's value proposition



Expansion into Europe and expansion of the group's renewable energy activities through the acquisition of VP Solar in Italy and other countries

VP Solar is a one-stop shop in the field of solar equipment and provides a complete and comprehensive solution to the customer.



#### **Solar panels**

Authorized distributor of Qcells, Jinko, and others – Global panel manufacturers



#### **Mounting systems**

Import and distribution of ready-made mounting systems



#### **Energy conversion systems**

Converters, optimizers. The company distributes products of SolarEdge, Huawei and others



#### **Heat pumps**

Distribution of heat pumps from the leading manufacturers -Daikin, LG and others



#### **Energy storage**

Authorized distributor of BYD, LG, and others



#### **EV** charging

Distribution of products for charging vehicles - Mennekes, Wallbox and others





#### **Professionalism**

High-quality professionals with a high sense of service



#### **Relationships with customers**

Customer relationships with many segments over the years based on the company's reputation

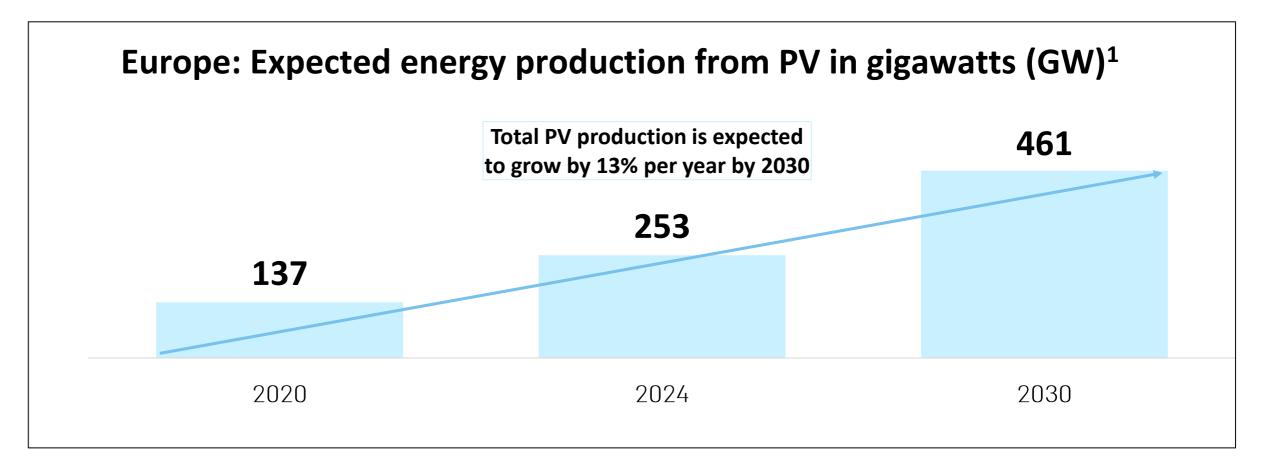


#### Supplier of advanced technology

Converters, panels and storage systems from the best manufacturers in the world

Italian market:
significant growth
expected backed
by supportive
regulation





- In recent years, there has been significant growth in the EU in solar energy
- Solar power generation grew in 2020 and 2021 by 16% and 19%, respectively
- The growth is mainly due to supportive regulation, especially in Italy and Germany

#### Energy efficiency

As part of the ESCO project, energy consumption systems in hospitals are replaced with more efficient systems. The company receives consideration of 80% of the savings until the end of 2033.

As part of the project, energy efficiency solutions installed in hospitals throughout Israel.

As of 31.12.2021, total expected expenses are estimated at NIS 95 million (approximately NIS 38 million in respect of installation costs and approximately NIS 57 million in respect of maintenance and other expenses).

As of 31.12.2021:

In the lighting and thermal fields: The first phase of the project has been completed.

In the field of heating: One remaining project is nearing completion























#### Innovative product portfolio

#### Residential AC

Full range of highwalls and ducted products







#### **Commercial AC**

Full range of products and capacities





#### Air treatment

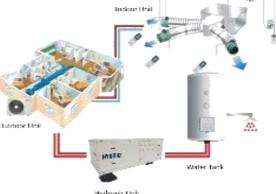
**Unique solutions for indoor** air treatment and air quality improvement





#### **Inventive AC** solutions

**Hybrid water heating** systems



Inviz: outdoor unit that can be installed in hidden areas



# TADIRAN AIROW

Tadiran's clean air revolution







#### **TADIRAN AIROW**

- Tadiran's air purification technology was found to be up to 99.99% effective in neutralizing the coronavirus indoors under conditions tested in the experiment\*
- A small and simple product that can be installed in an air conditioner, makes the air we breathe healthier
- The technology is based on an electric current that converts the moisture in the air into hydrogen peroxide, which effectively and safely kills about 99% of the viruses, molds and bacteria in the air.



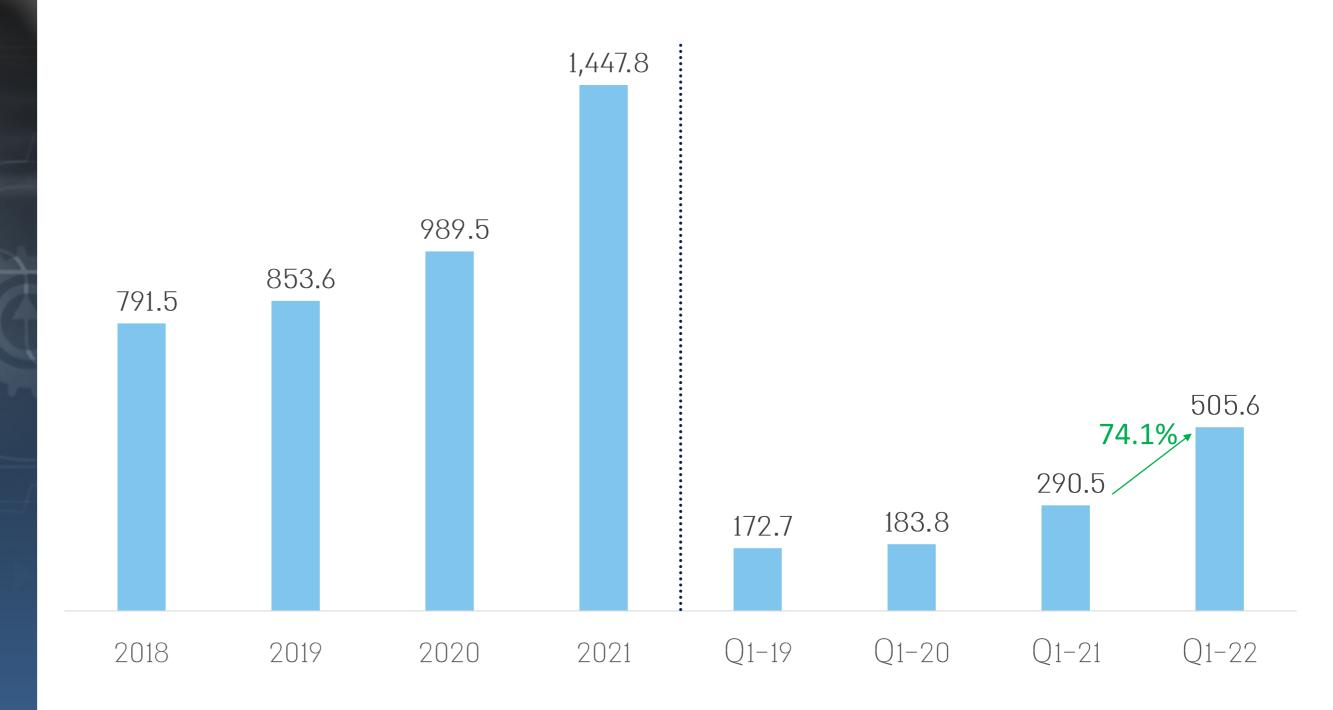
<sup>\*</sup> The technology neutralizes the coronavirus in the air, according to tests performed in an enclosed space measuring 1 cubic meters, after 90 minutes.

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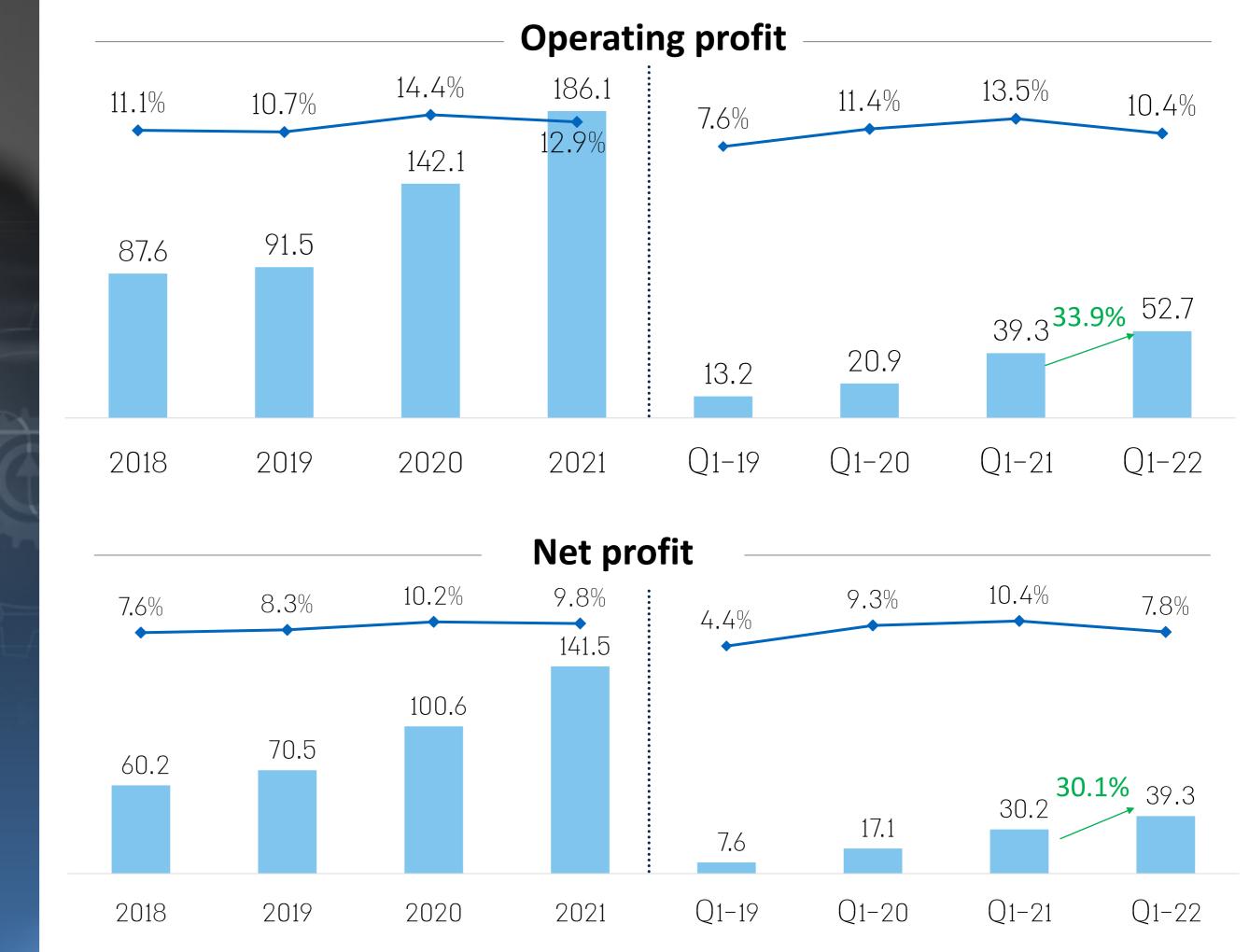
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## Revenues (NIS in millions)

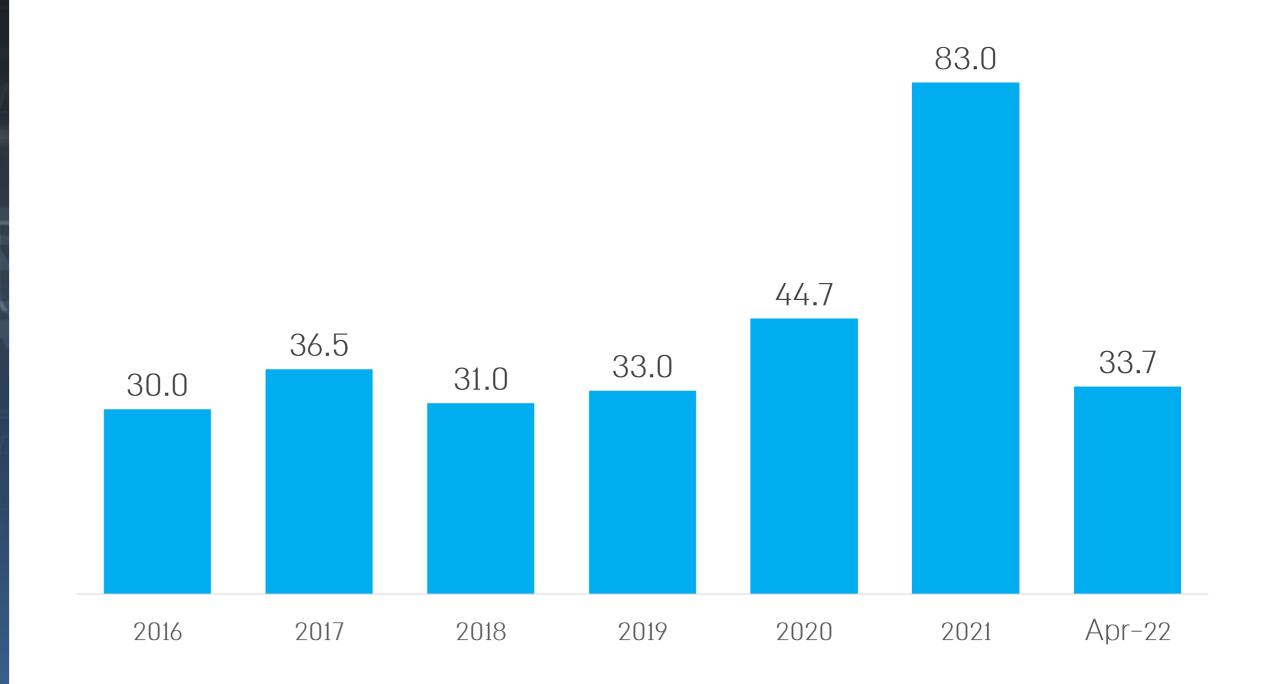


## Operating profit (NIS in millions)



# Dividend distribution (NIS in millions)

### Since 2016, Tadiran has distributed approx. **NIS 300 million** of dividends.

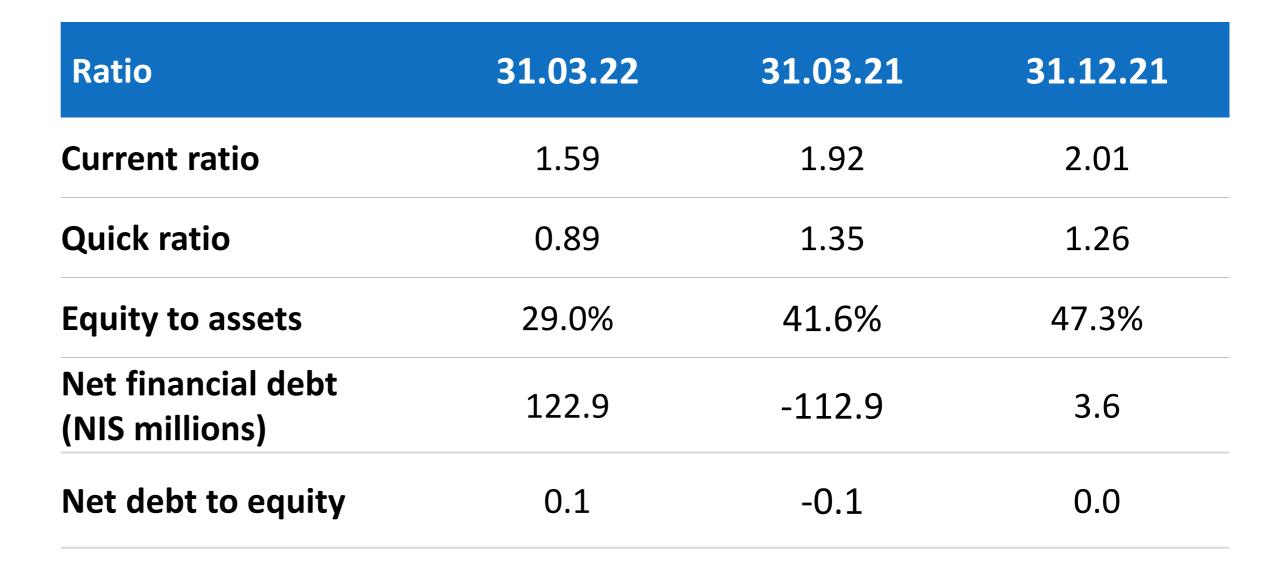


# Summary balance sheet (NIS in millions)

	31.03.22	31.03.21	31.12.21
Cash and cash equivalents	109.4	248.9	129.5
Other current assets	934.9	485.3	611.1
Non-current assets	550.4	186.9	237.3
Total assets	1,594.7	921.1	977.8
Current liabilities	655.8	383.0	369.9
Non-current liabilities	475.9	154.5	146.1
Equity	462.9	383.6	461.8
Total liabilities and equity	1,594.7	921.1	977.8

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## Key financial ratios



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Key principles of the group's strategic plan and growth engines



A technological and innovative value proposition for air treatment

Expansion into areas of synergistic activity in Israel - renewable energy

Entering growing markets globally

Preserving the lead in the Israeli market: Home and Commercial Air Conditioning Launch new and innovative products

# Further update to the implementation of the strategy



Energy activities are fully absorbed in Tadiran and reflects about 52.6% of total activity in Q1-22.

The group estimates that in 2022, energy activities will account for about 50% of the group's activities. According to the pace of the company's progress in implementing the strategy, according to the company's management, the group will achieve the annual sales target of

over NIS 2 billion already in 2022

(3 years prior to the original strategic goal).

The information regarding the Company's assessment of the progress of the implementation of the Group's objectives as of this date, its assessments. In general, as well as the Group's management's assessments of potential and trends in the field of alternative energy and energy efficiency in Israel as of the date of this report. These assessments may not materialize and / or materialize significantly differently from the Group's assessments, inter alia, as a result of factors external to the company and which are not under control, including, among other things, changes in the economy in Israel in general and in the market in which the company operates in particular. Different from those that the Group's management estimates as of the date of this report, the non-realization of the potential for penetration into international markets and the realization of which of the risk factors described in the Company's reports.



## Thank you!

