



Investors Presentation | August 2023



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# Amiad Water Systems

World leader in developing and marketing water treatment and filtration systems for the agricultural and industrial markets



Over **60** years of experience



**750** employees worldwide



Over **50** engineers and process experts specializing in filtration



Over **30** product lines



**5** Production sites

**10**  
Subsidiaries

On **5**  
continents



**FIMI**  
Opportunity Funds

Majority shareholder -  
FIMI Opportunity Funds



# Management and Shareholders



**Yariv Avisar**  
Chairman



**Dori Ivzori**  
CEO



**Relly Shimko**  
CFO



**Alex Mitsel**  
COO, VP Operations



**Ben Gilad**  
General Counsel and  
Corporate Secretary



**Kfir Atias**  
VP R&D



**Neta Shlain**  
VP HR



**Carlo Patteri**  
VP APAC



**Eyal Avishay**  
VP Marketing &  
Irrigation



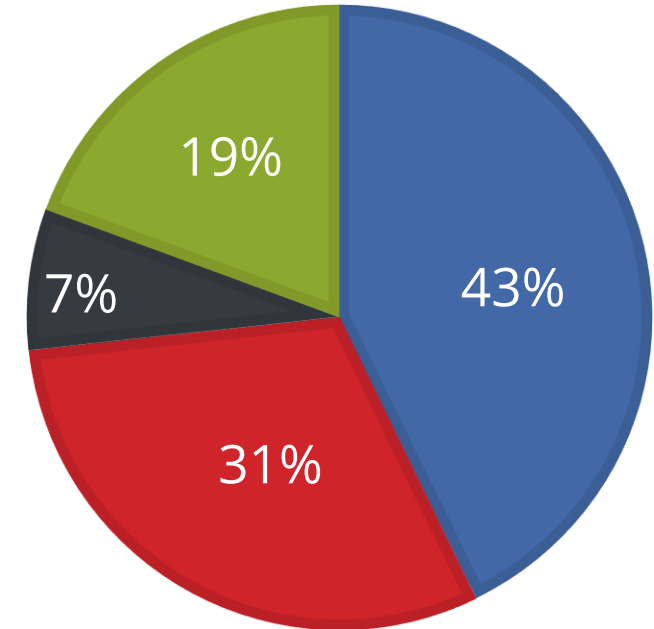
**Michael Poth**  
VP, President  
Amiad USA



**Keidar Grossman**  
VP EMEA

## SHAREHOLDERS

- FIMI Opportunity Funds
- HaChoshlim Foundation
- Impax Asset Management
- Public and institutional



# Global Presence & Thousands of Worldwide Customers



**Over 30 million**  
filtration systems



**Over 200,000**  
projects



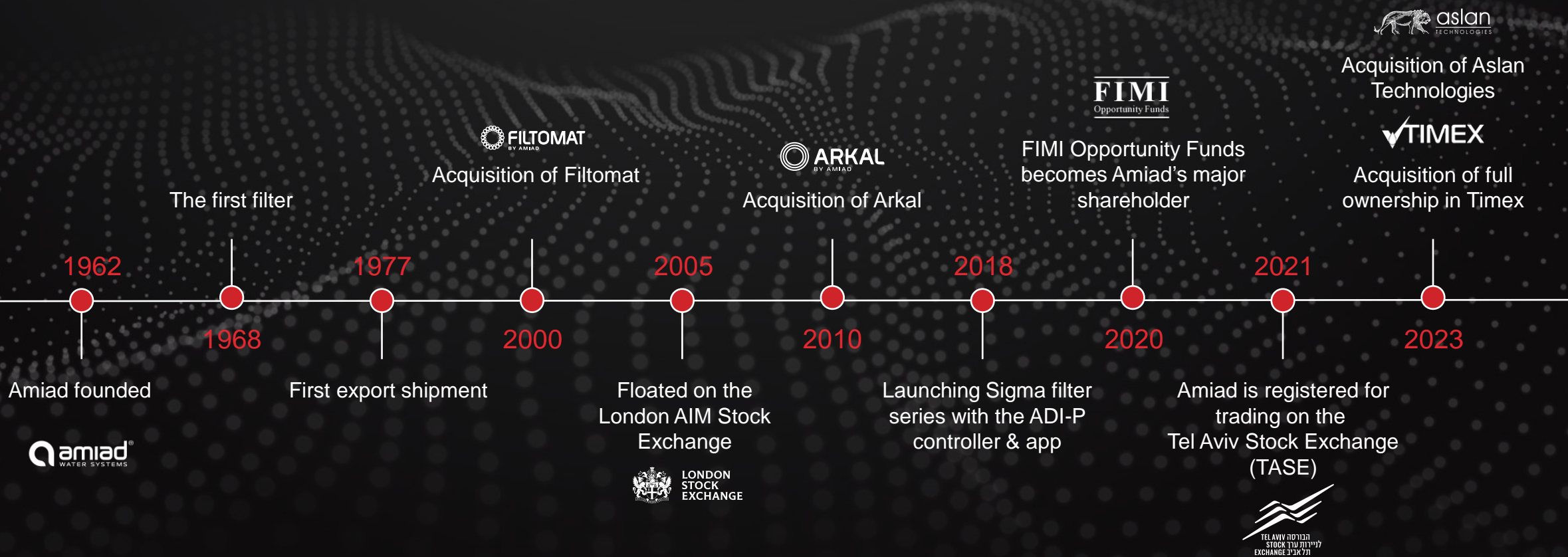
**Over 90**  
countries



**Over 30,000**  
customers



# Major Milestones





# Global Water Sector Trends Support Amiad's Activities



## Regulation



Strict environmental regulations and enforcement of restrictions on water use



## Circular Economy



Water reuse to save on energy and costs



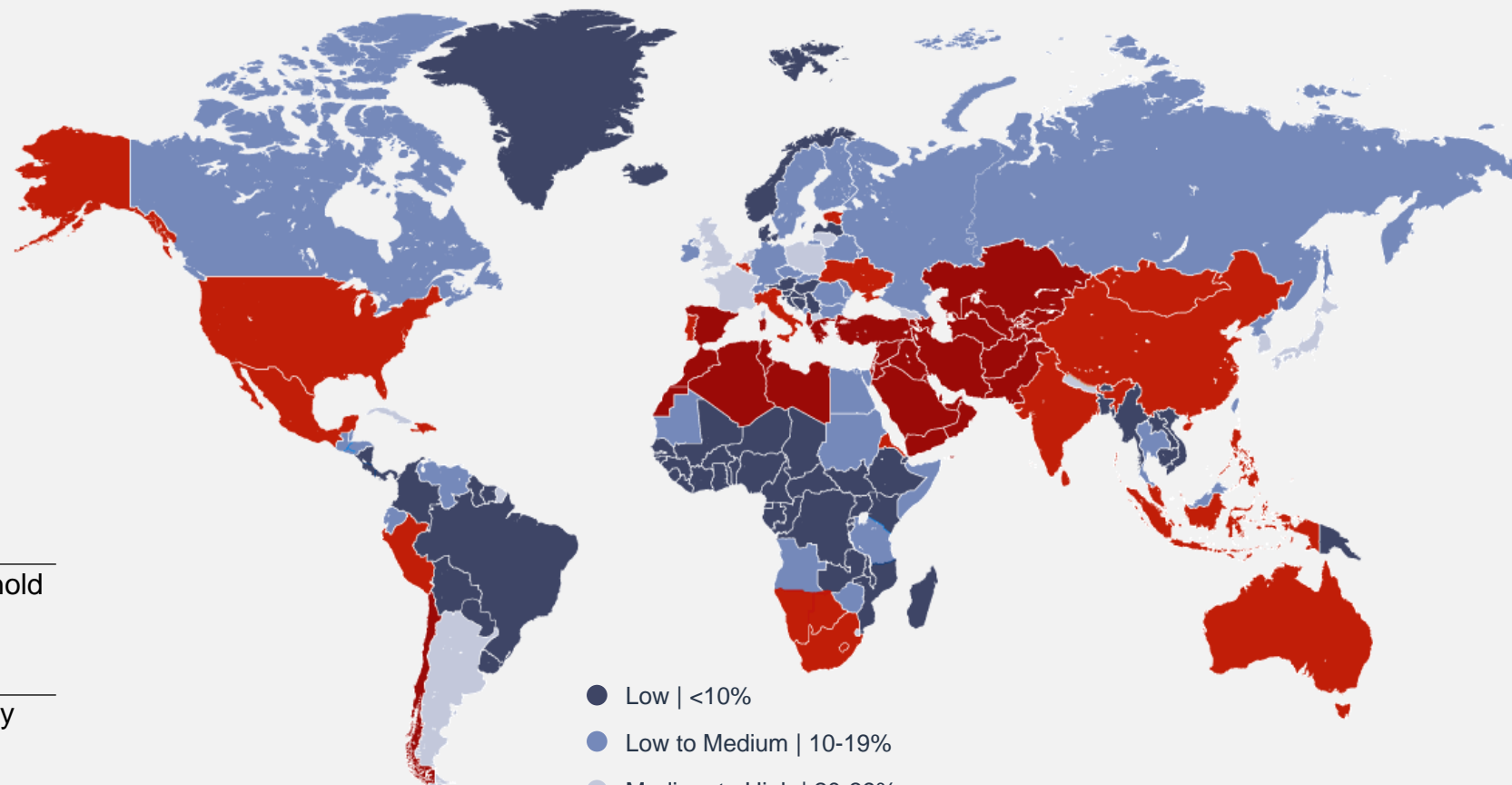
## Scarcity of Clean Water



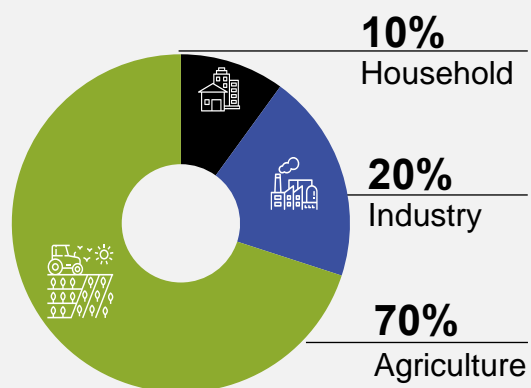
Treatment of contaminated water for reuse



# 36% of the World will Face a Water Crisis by 2050



## Global Water Use



Source: <https://www.statista.com/chart/26140/water-stress-projections-global/>

Source: <https://www.downtoearth.org.in/news/climate-change/36-per-cent-cities-to-face-water-crisis-by-2050-59985>



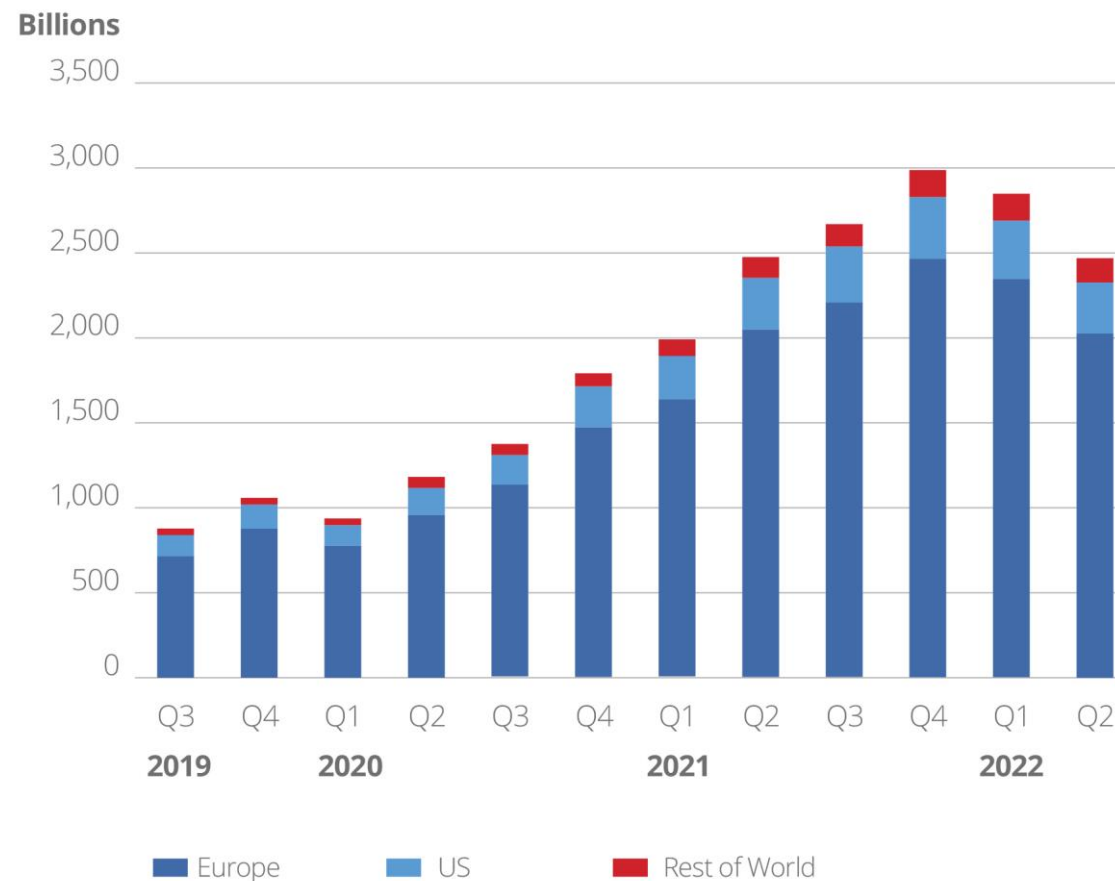


# Amiad – a Leader in Realizing ESG Values

## Environmental, Social, and Governance

- A growing worldwide trend of companies adopting ESG policies and operating based on the principles of the circular economy, with the aim of being perceived as environmentally and socially responsible companies.
- This trend is receiving a boost from leading global institutions, who set investment policies that take ESG considerations into account when making and managing investments.
- Amiad is at the heart of the ESG revolution and supports companies and organizations that seek to realize ESG values, reduce the use of external resources and encourage their reuse.

**Global Sustainable Fund Assets (USD billion)**



Source: <https://cdn.ihsmarkit.com/www/pdf/1222/SP-Global-APAC-Season-Review-2022.pdf>



Amiad's filtration solutions support the global trend of sustainability and enable clean water to be reused in the industrial and irrigation sectors.



# Industrial Sector

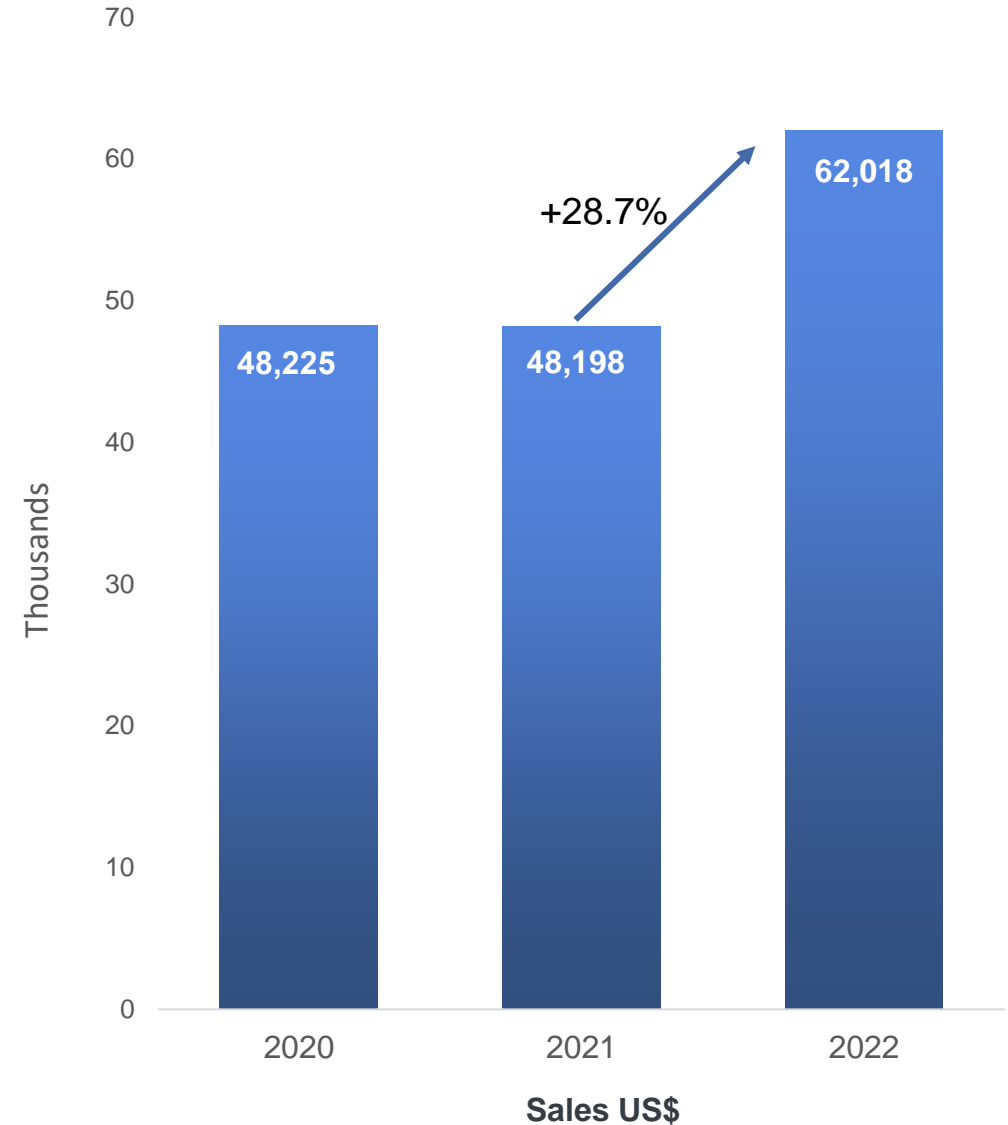


## Filtration solutions for a variety of applications in industrial and municipal sectors

- Direct market size: \$900 million
- Estimated market share: approx. 5%

## Trends supporting the activity:

- Process improvement and general efficiency in the industrial sector
- Water scarcity requiring companies to reuse them
- Increased regulation and imposing fines on polluting companies





# Success Story

In the Kalamunda district of Western Australia, the council wanted to expand the sports and recreation facilities in Hartfield Park for the benefit of the local community.

The lack of water required a solution to allow for the reuse of water.

## The Challenge



Storm water recovery for watering the park's golf courses and gardens. Because of the use of public gardens, compliance with water quality regulation was required.

## The Solution



### 4-Stage Filtration:

- Stage 1: Hydrocyclone
- Stage 2: SAF-4500 (50 micron)
- Stage 3: AMF-370K (2 micron)
- Stage 4: At the final stage, the water flows through a granular activated carbon filter to remove dissolved organic matter.

## The Result



- Utilization of wasted storm water for gardening
- The system's performance corresponds to the plan and the solution has been proven to be effective
- Creating a future expansion plan to double the system's flow rate.

# Irrigation Sector

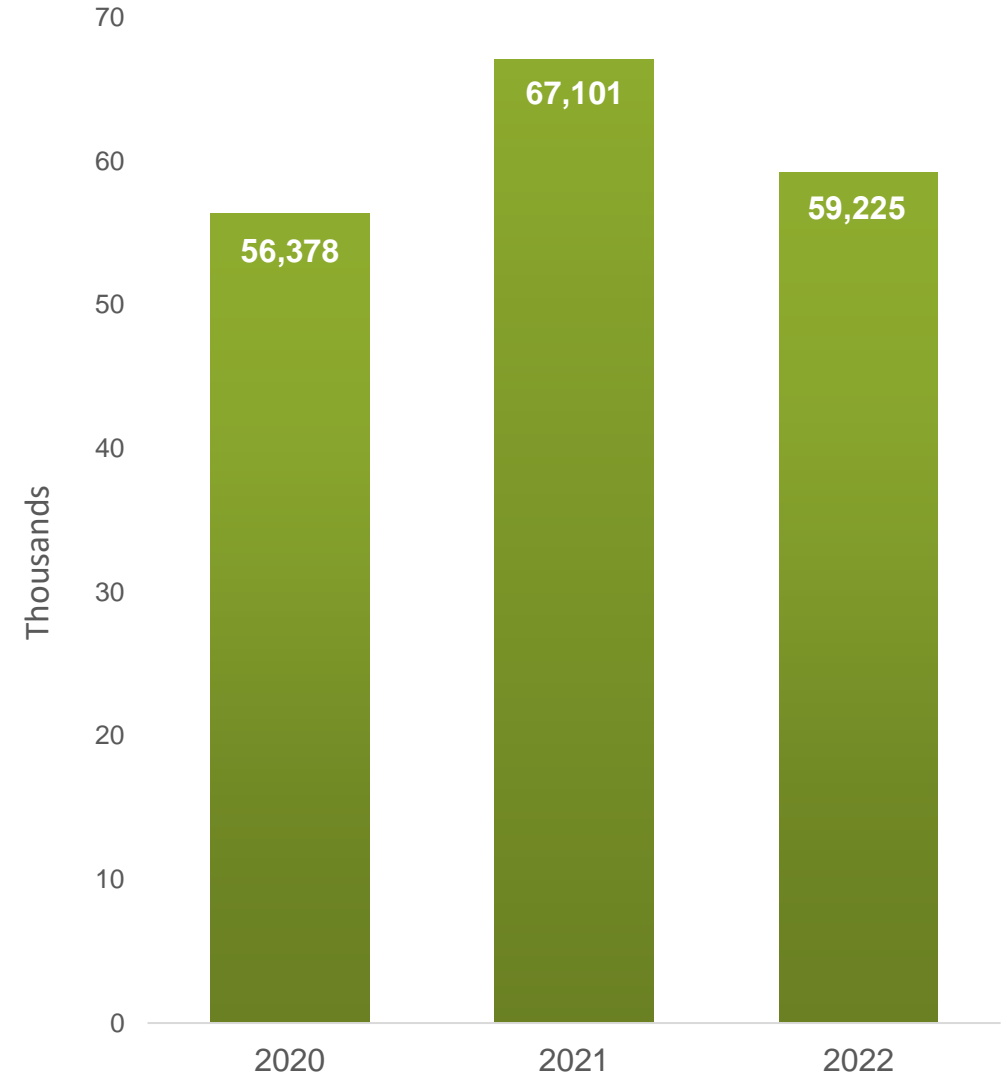


## Protecting drip systems and precision irrigation in agriculture

- Direct market size: \$270 million
- Average market share: approx. 25%

## Trends supporting the activity:

- Water scarcity encourages the use of precise irrigation and requires prefiltration
- Global population growth increases the demand for food and irrigation





# Success Story

High Plains Ranch Dairy is a farm located in southwest Kansas. In order to protect the environment, the farm was required to treat the wastewater and recycle it for irrigation use.

## The Challenge



Coping with high loads of organic solids resulting in regular interruptions of the irrigation in order to clean the filters.

## The Solution



Two automatic ABF 6000 filters with 1500 micron screens were installed. The filters self-clean according to a pressure differential of 0.5 bar and were supplied with an original Amiad control panel.

## The Result



Switching to Amiad filters allowed the dairy to pump approx. 57,000 cubic meters of wastewater without clogging the sprinklers, minimal water loss to clean the filters and significant energy savings.



# Growth Engines



# Full Ownership of Timex Turkey

Growth engine in the industrial sector



In January 2023, the company signed a deal to purchase the minority shares (49%) of its subsidiary company located in Turkey



Timex manufactures and markets water filtration solutions under the Amiad and TIMEX brands. The company is profitable, is on a growth trend, and sells mainly to the industrial and municipal sectors in Turkey and the Middle East



Benefits:

- Increased operational and marketing synergy within the Amiad group
- Expanded distribution channels in Turkey and the Middle East
- Expanded product portfolio
- Contribution to the group's competitiveness in international markets



# Acquisition of Aslan Technologies, Canada

Growth engine in the N. American industrial and municipal sectors



In February 2023, the company signed a deal to purchase Aslan Technologies, based in Burlington, Ontario, Canada



Aslan Technologies designs and manufactures drinking water and wastewater filtration and treatment systems for municipalities and rural communities and for industrial customers in North America. Aslan is a growing company.



## Benefits:

- Expansion of the group's activity in the N. American industrial urban market
- Increased range of solutions for water filtration and treatment offered by the group
- Operational synergy with Amiad's existing activity in N. America (Amiad USA)





# Taking Innovation to the Next Generation

## From automatic to autonomous

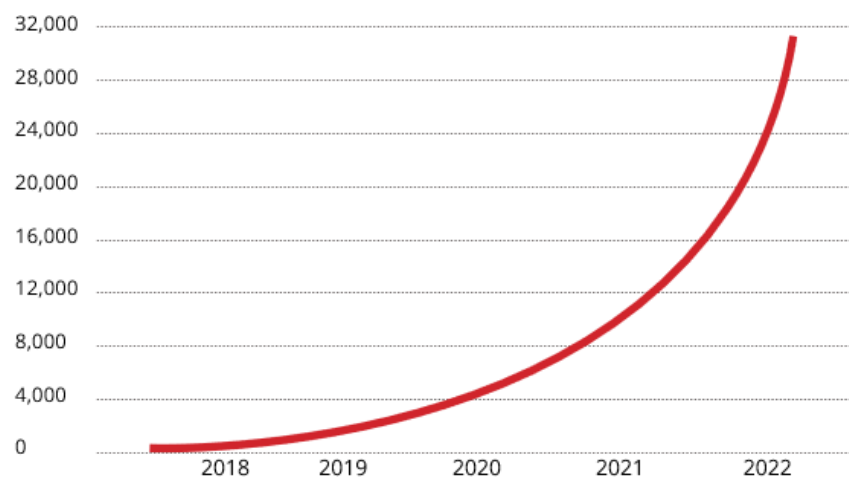
Development of sensor-based autonomous controllers that turn automatic filters into smart filters.

The ADI-X controller developed by Amiad is the only advanced controller and the first in the market based on cloud communication.

The controller provides the customer with real-time insights, information and data on the water filtration system and enables remote management



A constant increase in the use of Amiad's smart controllers - over 30,000 active controllers in 91 countries around the world



### Innovation awards:



EIRS – Innovative Awards 2019



M&E Excellence Awards 2019



EIMA Mention 2018



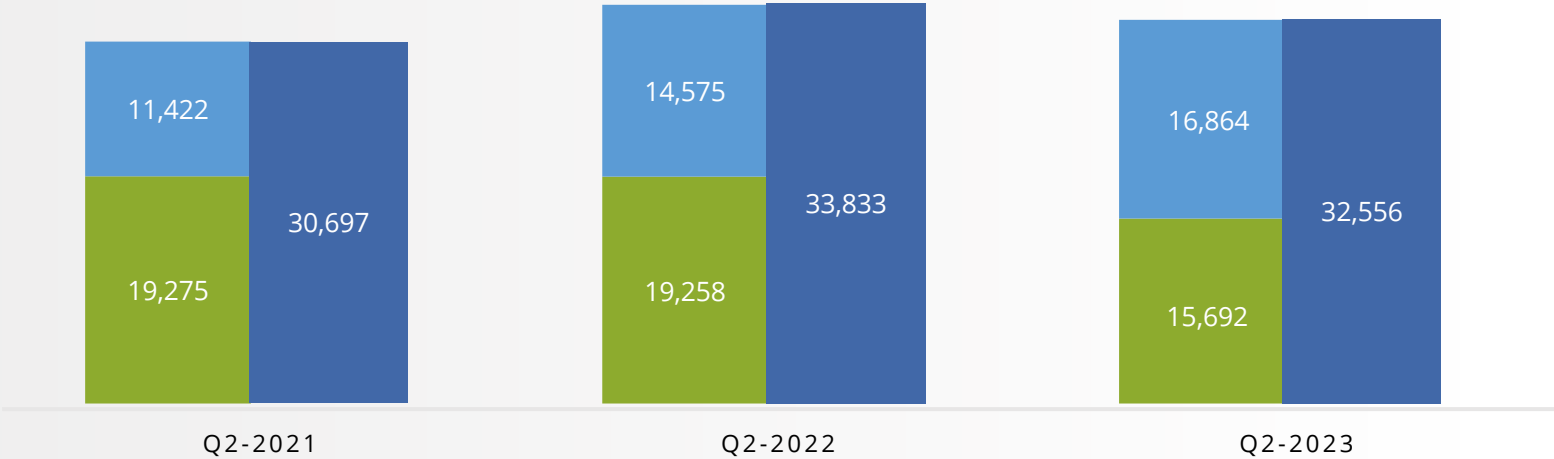
# Financial Results



# Second Quarter Growth Trend 2021-2023

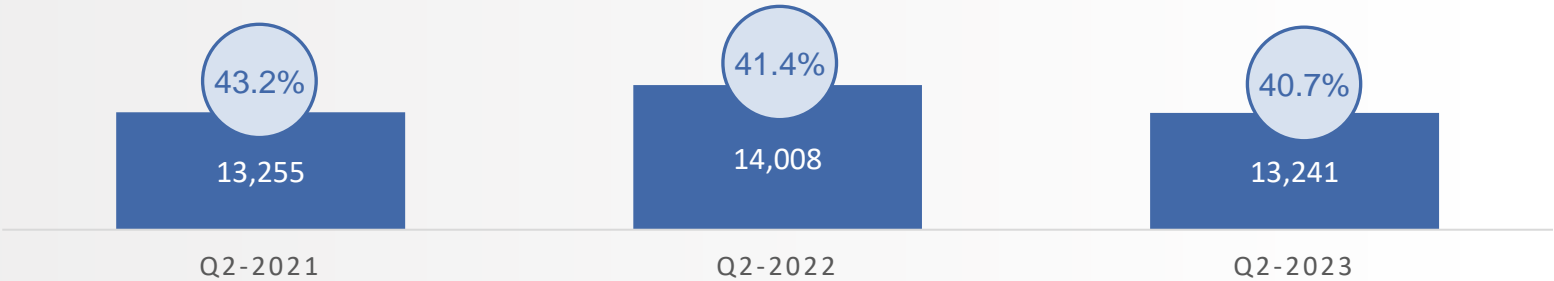
## Revenue (\$k)

Irrigation Industry Total



## Gross Profit (\$k)

○ % of total revenue






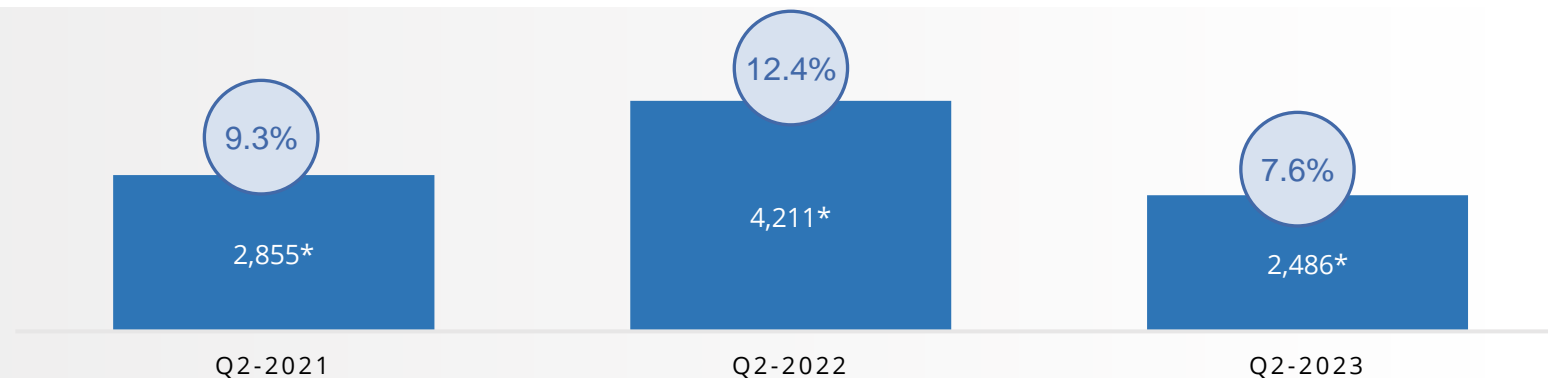
# Second Quarter Growth Trend 2021-2023

## Operating Profit\*

(\$k)


 % of total revenue

\*Nullifying the effect one-time events

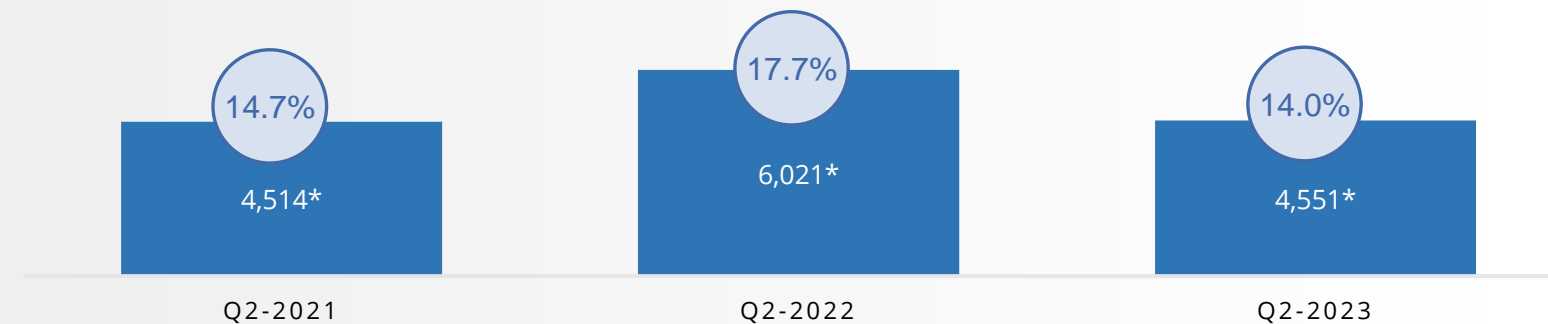


## EBITDA\*

(\$k)

 % of total revenue

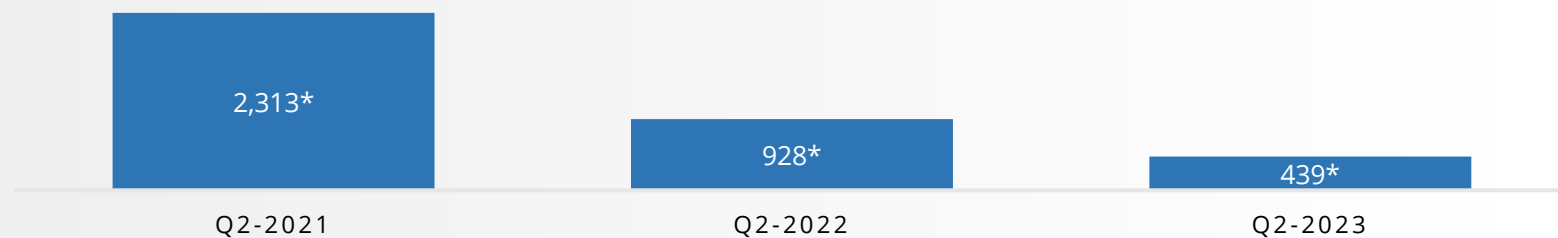
\*Nullifying the effect one-time events



## Net Profit

(\$k)

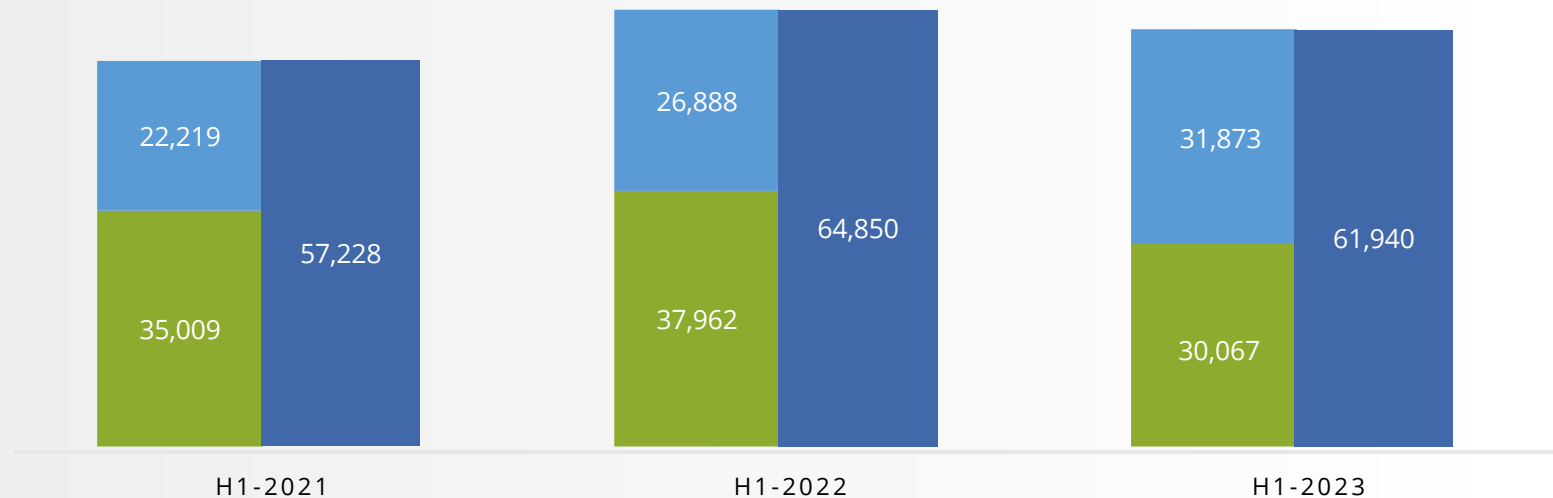
\*Nullifying the effect of one-time events



# First Half Growth Trend 2021-2023

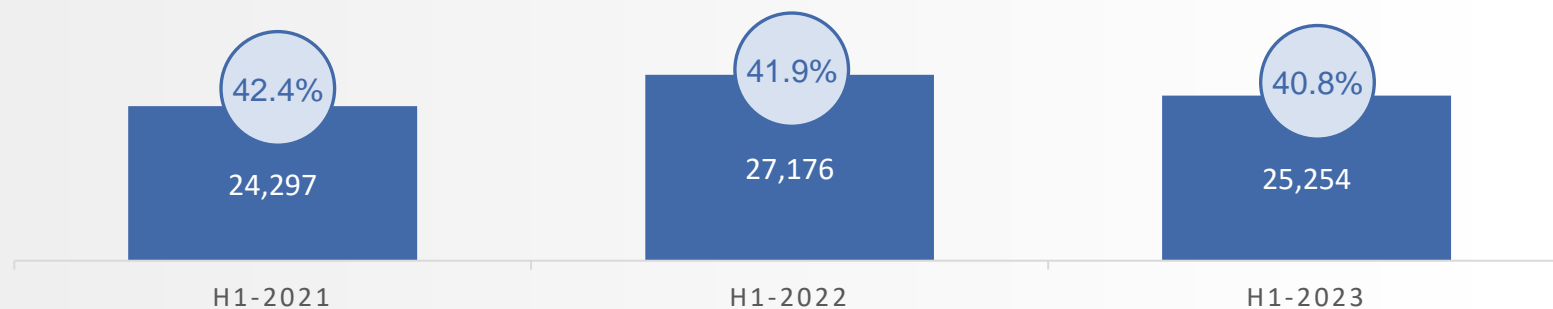
## Revenue (\$k)

Irrigation Industry Total




## Gross Profit (\$k)

○ % of total revenue

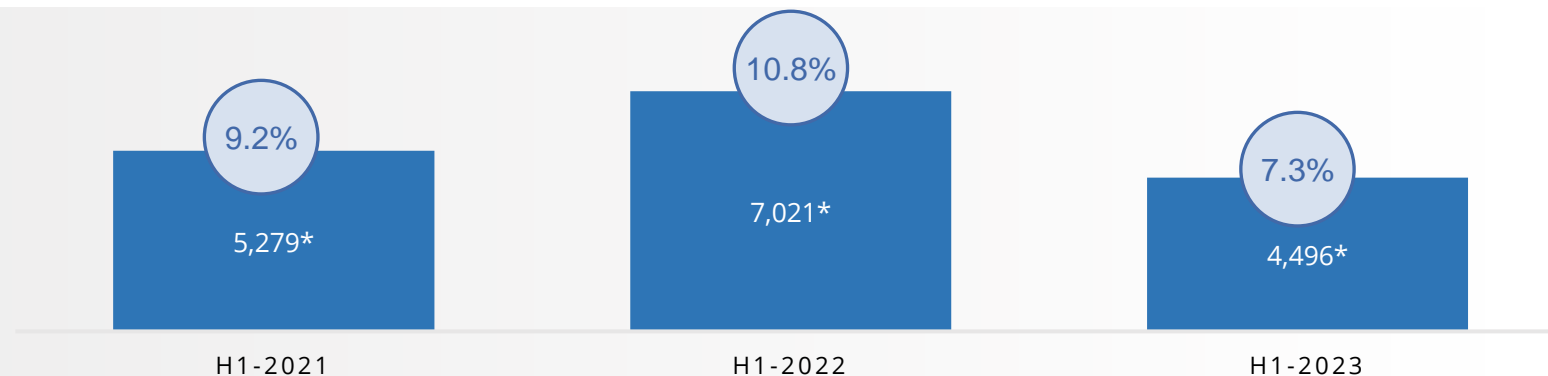


# First Half Growth Trend 2021-2023


## Operating Profit\* (\$k)

 % of total revenue

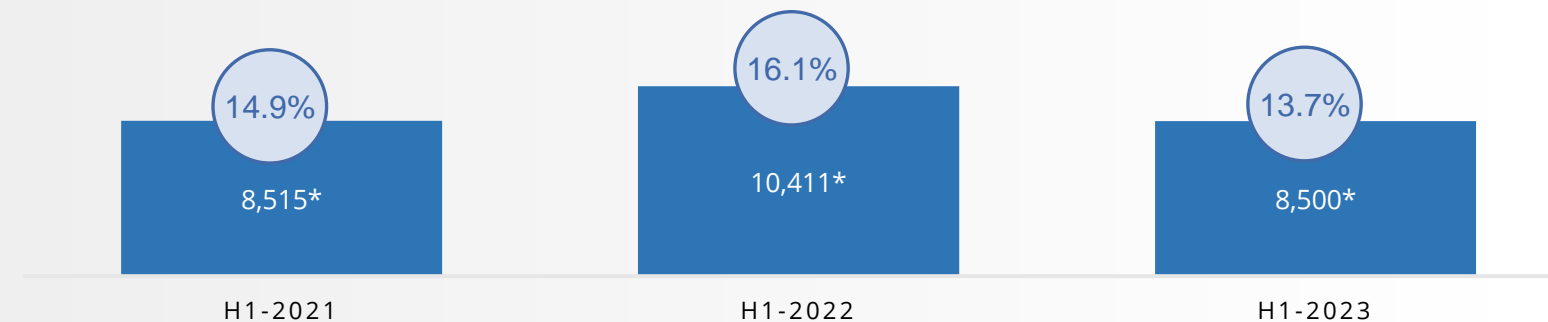
\*Nullifying the effect one-time events



## EBITDA\* (\$k)

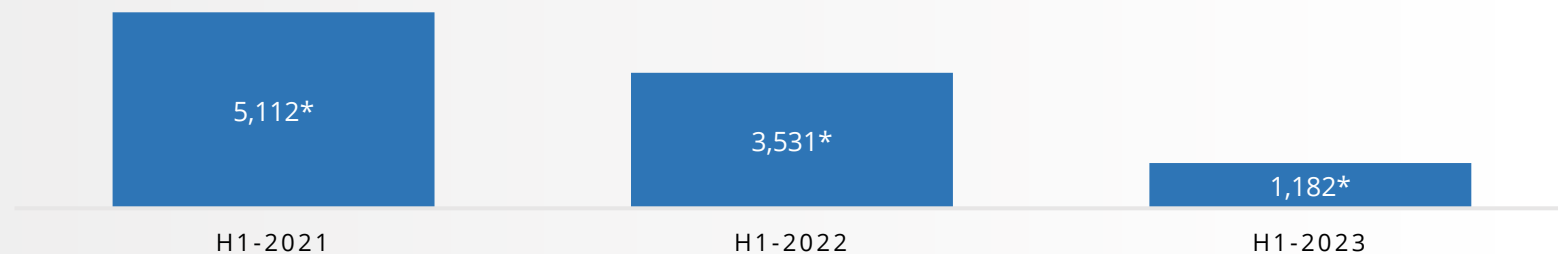
 % of total revenue

\*Nullifying the effect one-time events



## Net Profit (\$k)

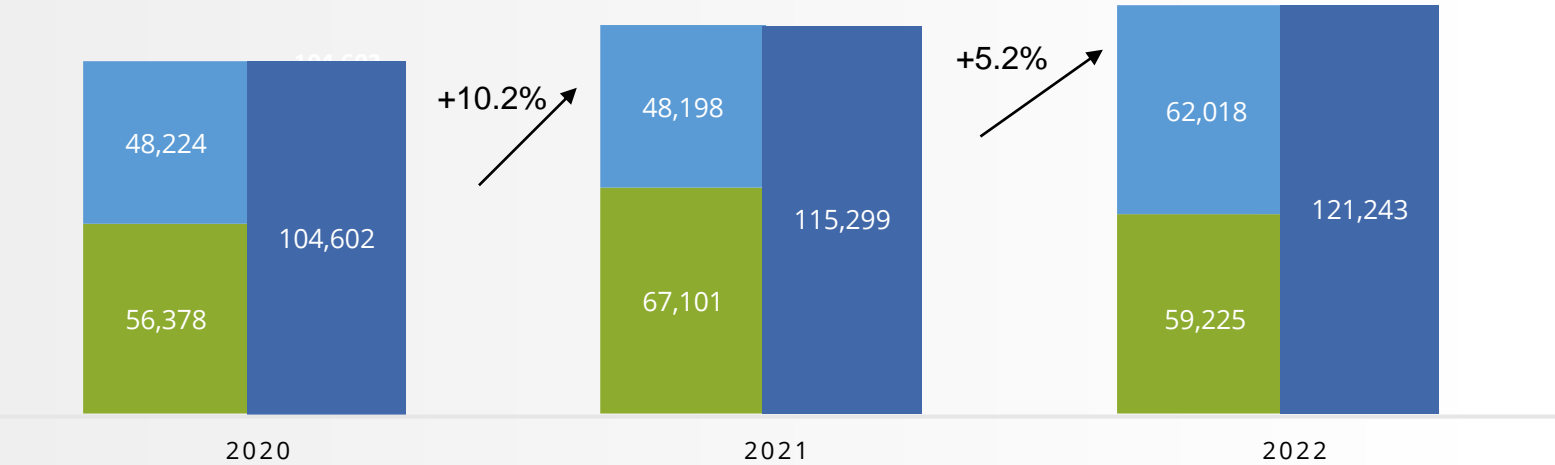
\*Nullifying the effect of one-time events



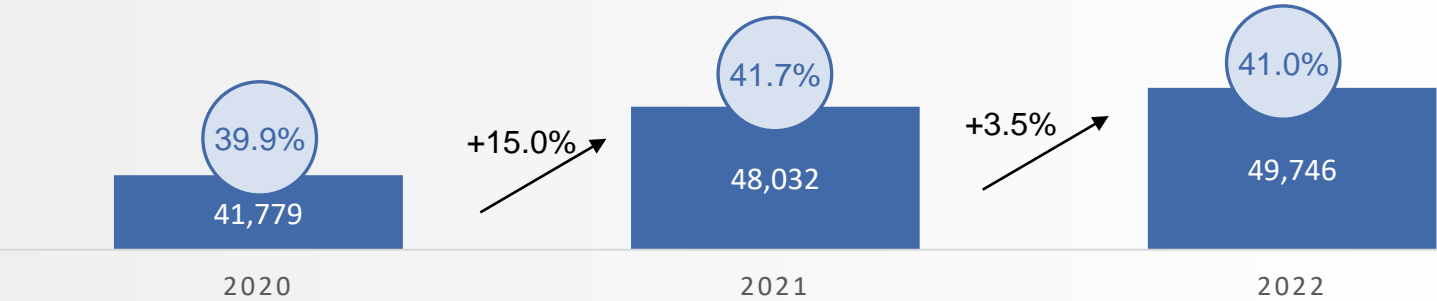
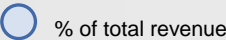


# Growth Trend 2020-2022

## Revenue (\$k)




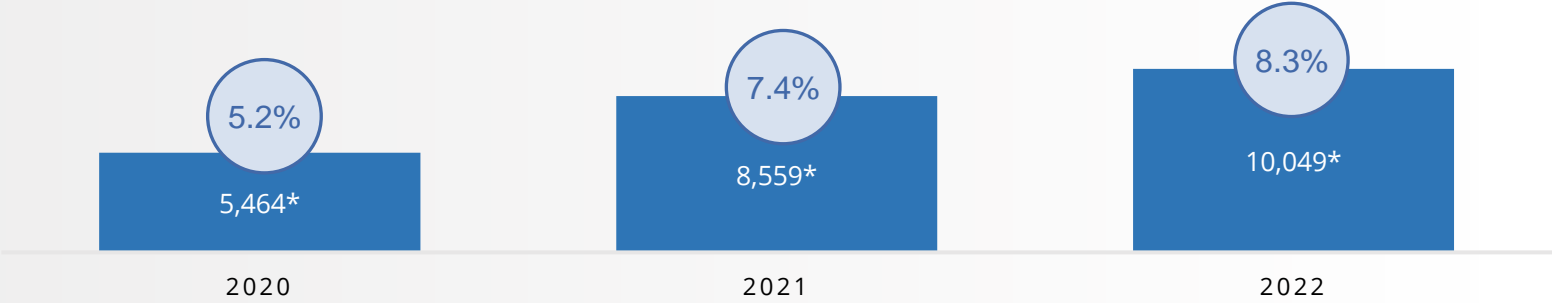
## Gross Profit (\$k)




# Growth Trend 2020-2022

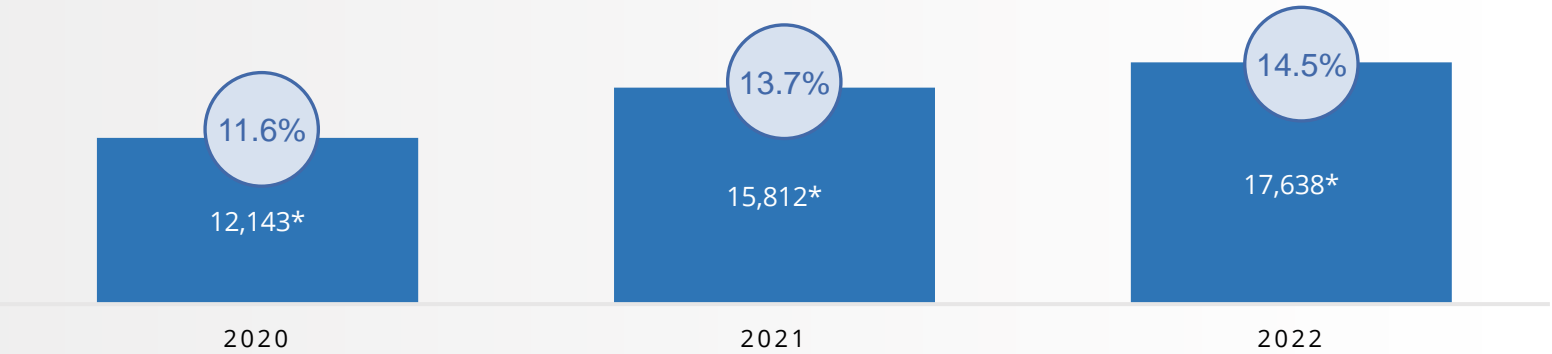
## Operating Profit\* (\$k)

 % of total revenue  
\* Nullifying the effect one-time events



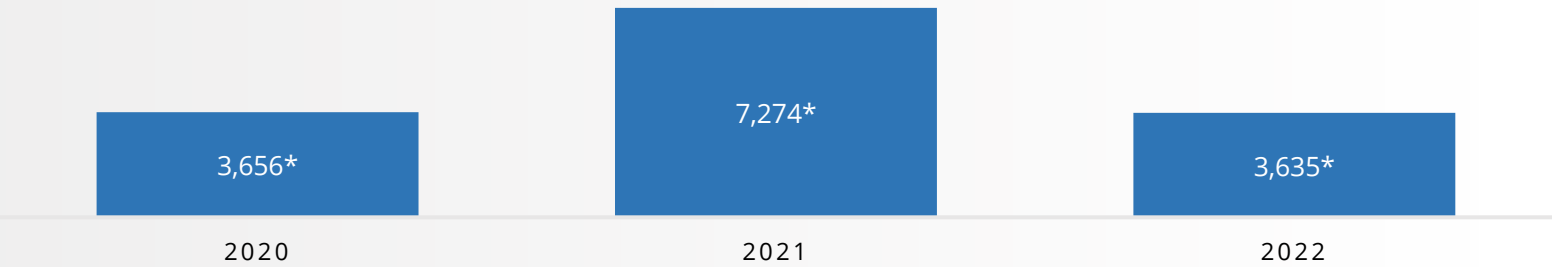
## EBITDA\* (\$k)

 % of total revenue  
\*Nullifying the effect one-time events

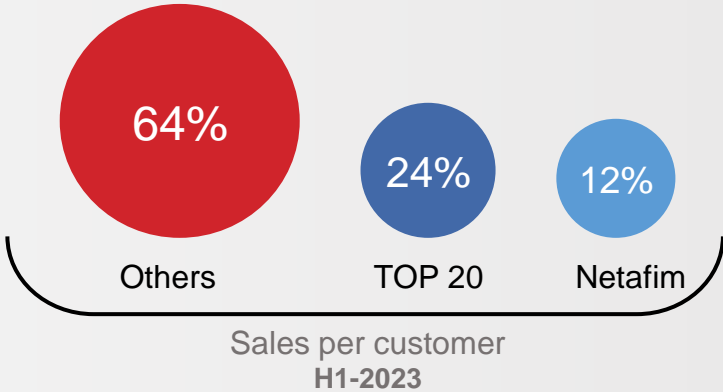
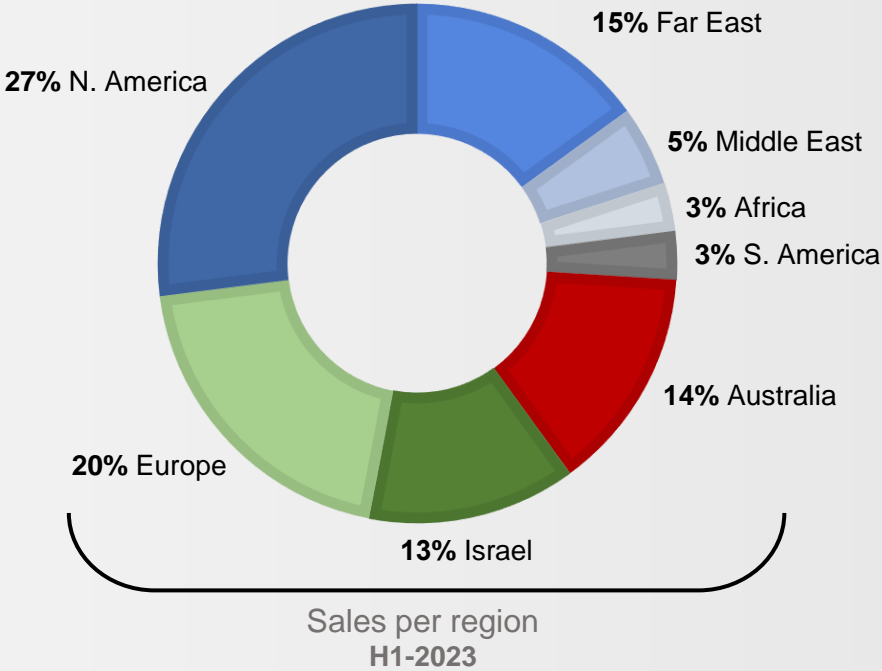
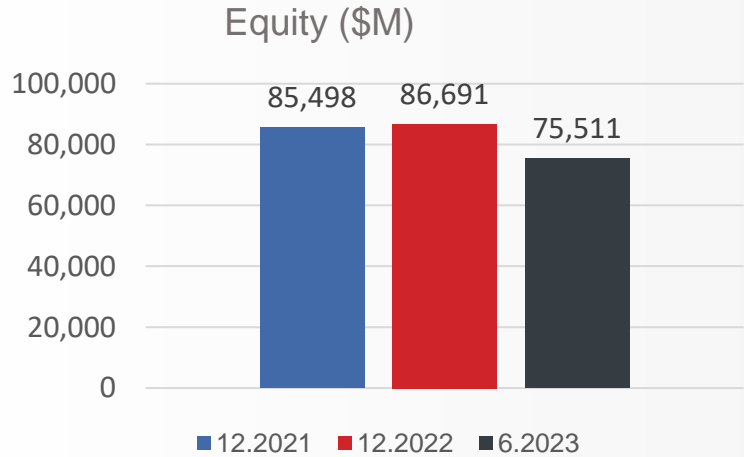
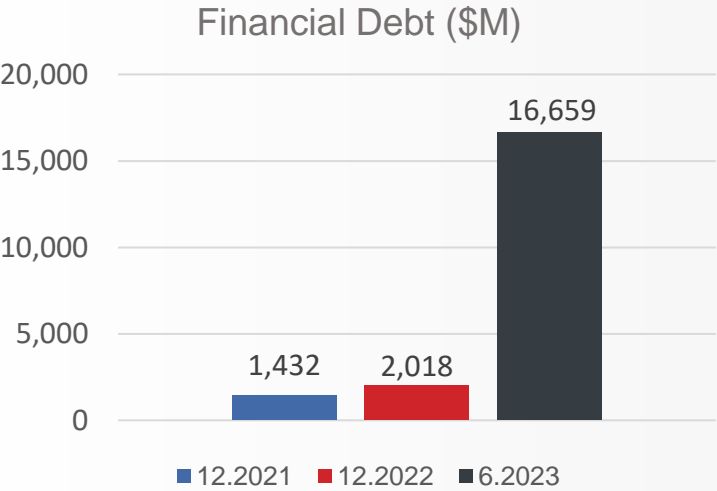


## Net Profit (\$k)

\*Nullifying the effect one-time events



# Leverage, Span of Customers and Sectors





# Summary



Accelerated growth through mergers and acquisitions



Trends in the water sector support the company's activities



Global leadership and worldwide presence



Revenue growth and continuous profitability improvement



High financial resilience



Technological innovation and entering the world of IoT



# Thank you

[amiad.com](https://amiad.com)

