



Investors Presentation | March 2025



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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



Approx. **800** employees worldwide



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



Over **30** product lines



**6** Production sites

**11**

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



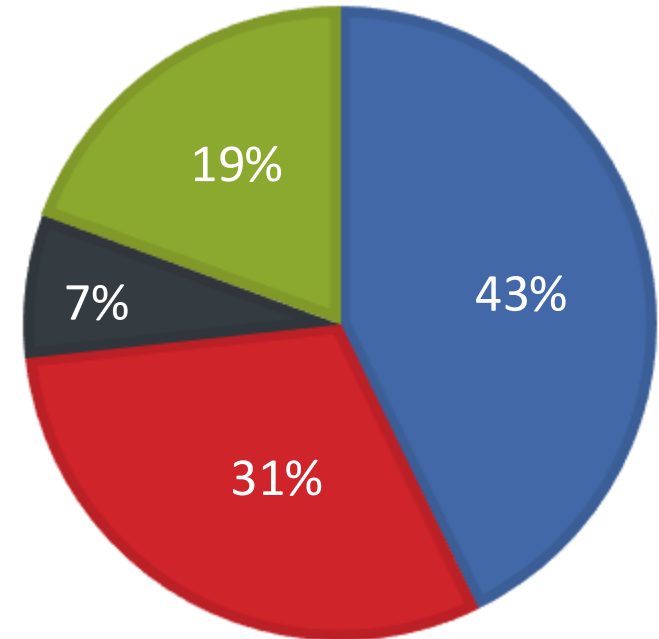
**Eyal Avishay**  
VP Marketing & Irrigation



**Michael Poth**  
VP, President Amiad USA

## 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



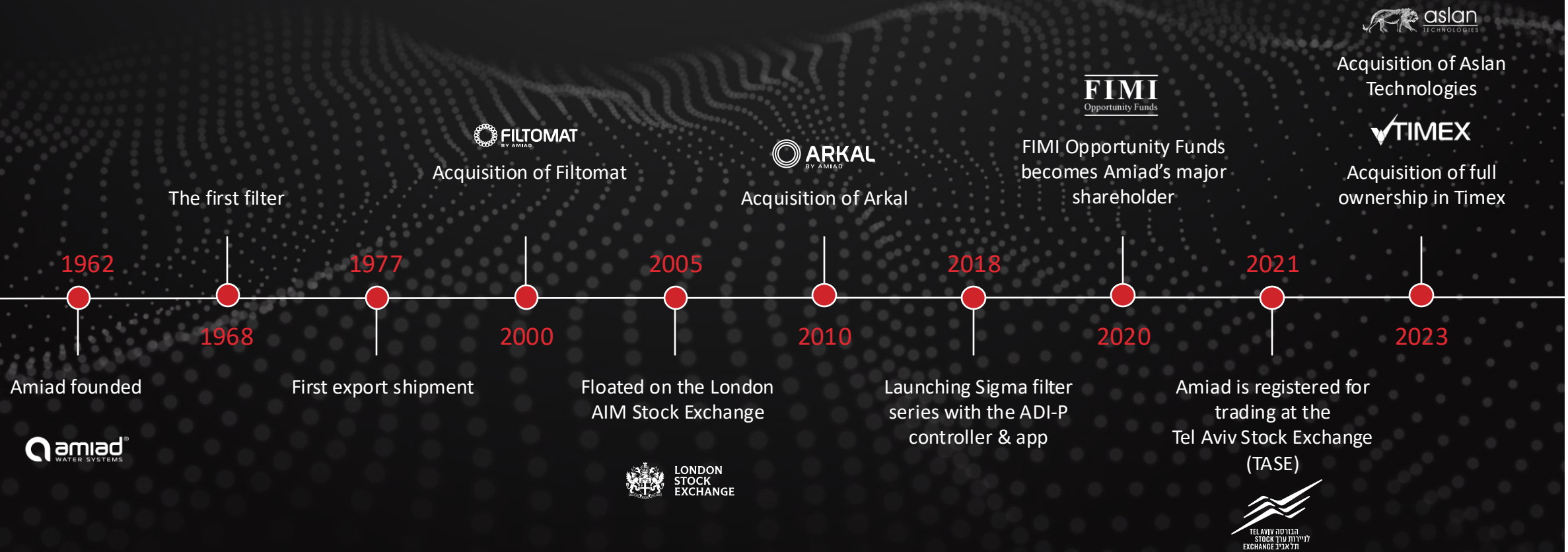
**Over 90**  
countries



**Over 30,000**  
customers



# Major Milestones





# Global Water Sector Trends Support Amiad's Activities



## Water as a National Strategy



Growing need for water independence due to geopolitical factors



## Regulation



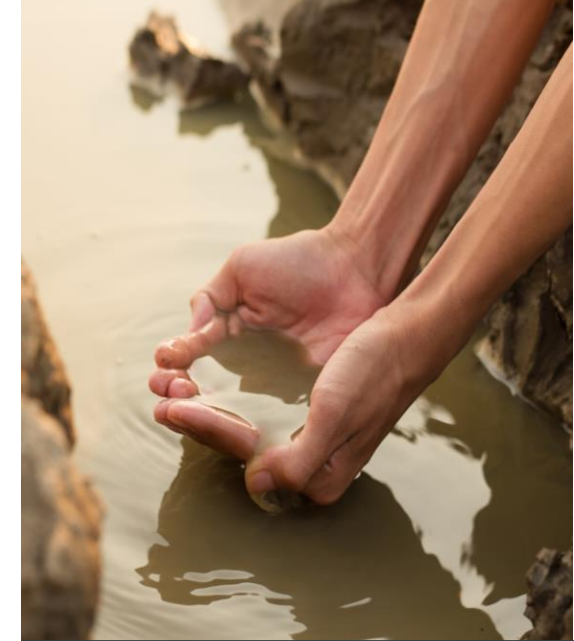
Strict environmental regulation and water usage restrictions



## Circular Economy



Water reuse to save energy and costs



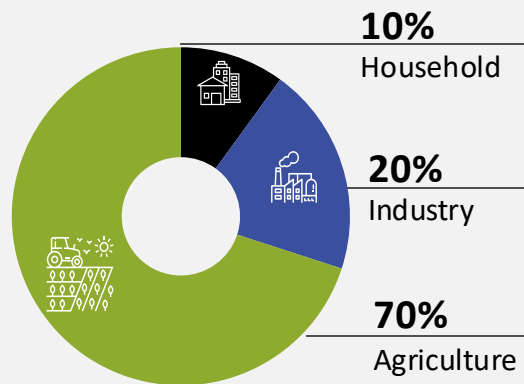
## A Shortage of Clean Water



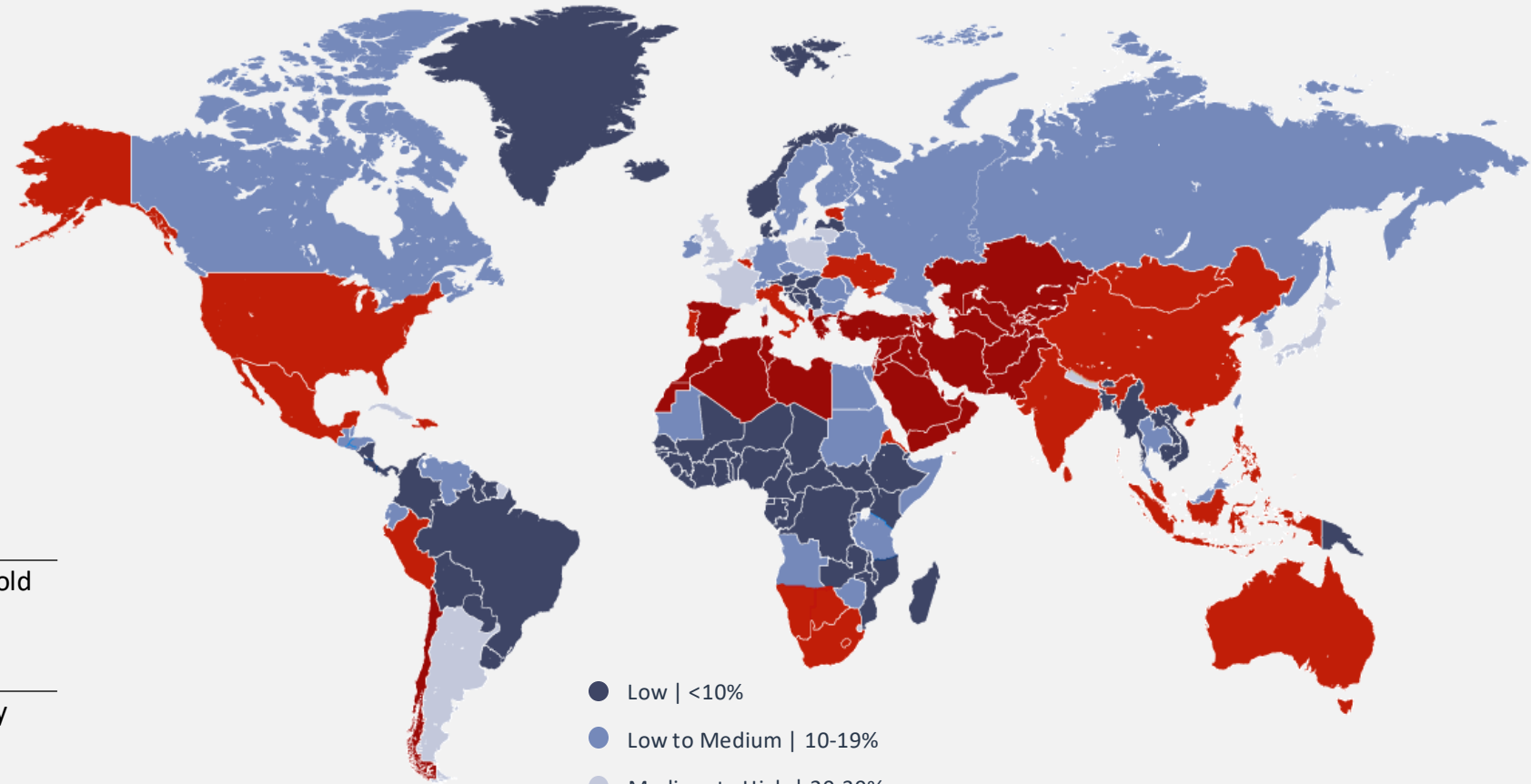
Treatment of contaminated water for reuse

# 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

Reducing external resource use and promoting their reuse

Amiad is at the heart of the ESG revolution, supporting companies and organizations seeking to implement ESG values and principles of the circular economy, actively promoting environmental and social responsibility.



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

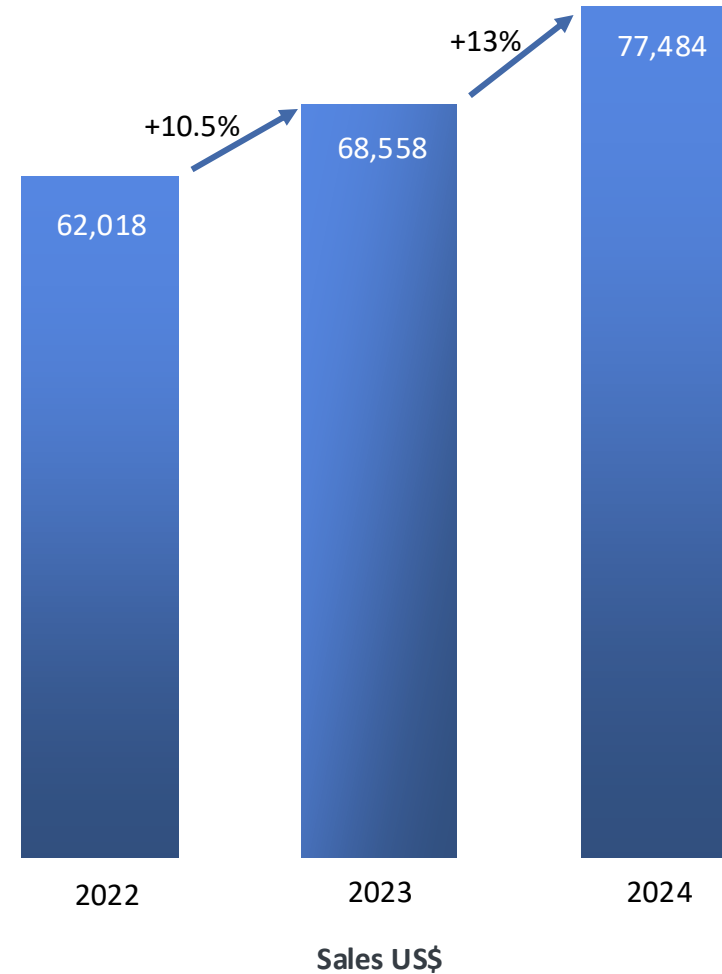


## Filtration solutions for a variety of applications in industrial and municipal sectors

- Direct market size: approx. \$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

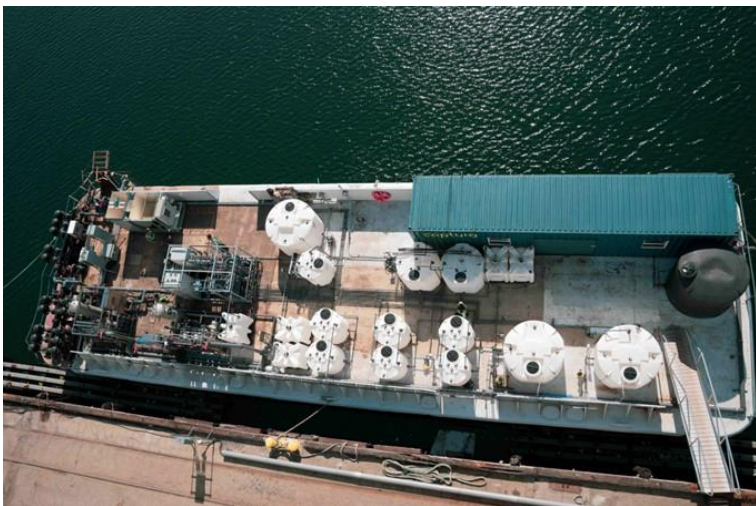




# Success Story

An innovative filtration system that facilitates an efficient process for removing CO<sub>2</sub> from seawater, enabling the oceans to absorb more carbon from the air. This project helps reduce CO<sub>2</sub> levels in both the atmosphere and oceans, thereby enhancing the ecological balance.

## The Challenge



The main challenge was to provide a modular, scalable filtration system capable of successfully dealing with corrosive seawater, varying suspended solid content, and high organic loads.

## The Solution



Amiad delivered and installed 2 disc filters to protect UF membranes, in two treatment stages:

- Stage 1: "4 Spin Klin™ Galaxy, 100 microns
- Stage 2: "4 Spin Klin™ Galaxy, 40 microns

## The Results



- Optimal filtration for safe removal of CO<sub>2</sub> in the process
- Returning treated seawater to the ocean
- Maintaining ecological balance and restoring the natural absorption capacity of the oceans



# Irrigation Sector

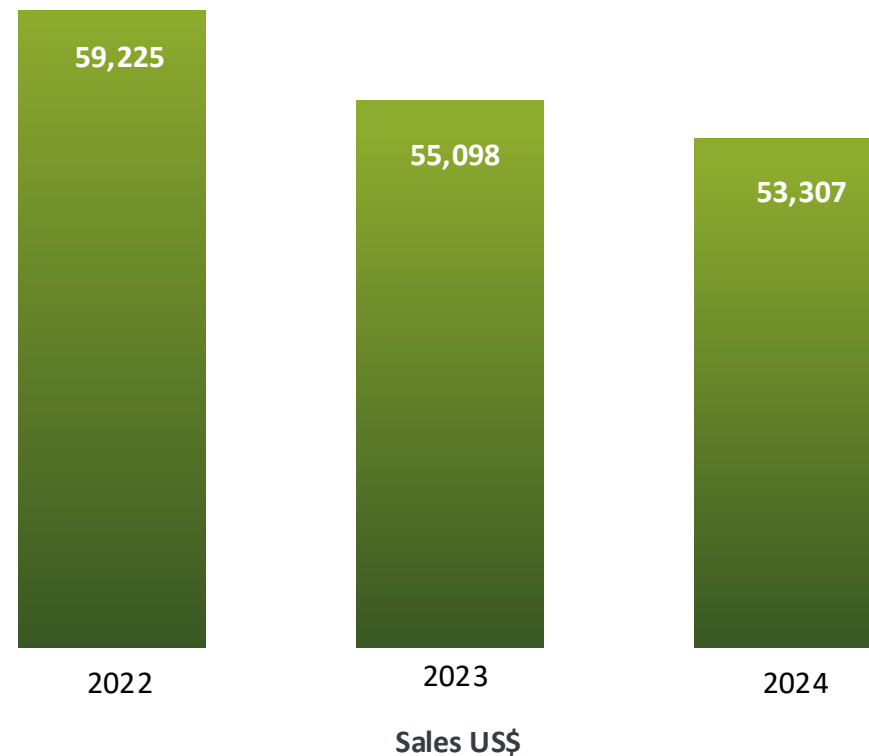


## Protecting drip systems and precision irrigation in agriculture

- Direct market size: approx. \$270 million
- Average market share: approx. 24%

## 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



**Decreased revenue:** Lower demand, 2021 stock surplus

**Growth forecast:** Recycled water projects, increased support for sales, parts and service





# Success Story

A filtration system for a wastewater treatment plant in the US that provides irrigation water for gardens and a golf course, and meets drinking water standards.

## The Challenge



Following a hurricane, seawater intrusion into the inlet water tripled the total suspended solids (TSS) level, posing a threat to the wastewater treatment system. The challenge was to implement reliable and durable filtration capable of handling extreme conditions and high TSS loads while maintaining the required water quality.

## The Solution



The SAF filters installed on site since 2008 continued to operate well, but it was decided to upgrade them to two advanced SAF-X filters for improved performance in extreme weather conditions.

## The Results



Amiad's filtration systems have demonstrated their ability to deliver stable water quality with low dirt loads, meeting project requirements.

- Stable process for irrigating gardens and golf courses
- The solution performs well even in extreme conditions
- The filters instill confidence in both operators and engineering staff





# Growth Engines



# Growth Opportunities in Landscaper Irrigation

Planning and designing outdoor spaces: golf courses, parks, gardens, public and private areas, with environmental conservation and sustainable development.

**Amiad has developed a smart, patented, automatic filter that combines innovation and sustainability, unique in the market:**

- Opening new distribution channels
- Focus on US operations





# Success Story

A major phosphate miner in North Africa relies on a desalination plant in Morocco, to produce 40 million m<sup>3</sup> of fresh water annually. Their existing pre-treatment system couldn't effectively safeguard the plant's UF membranes.

## The Challenge



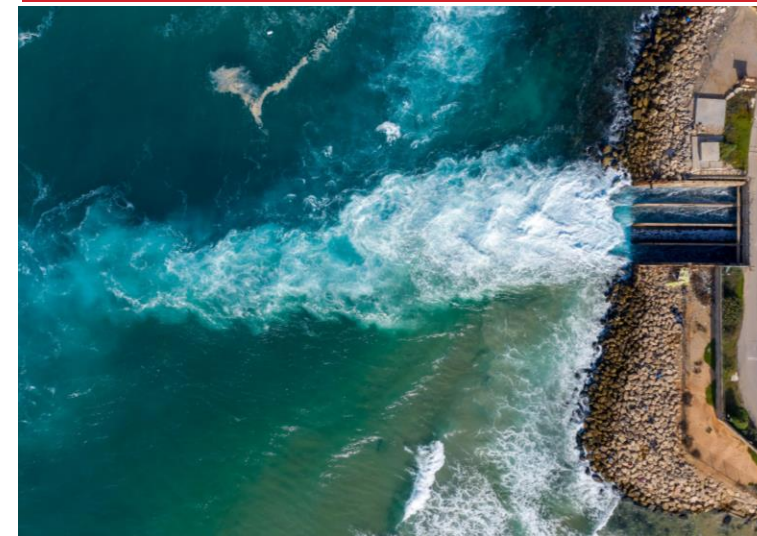
Upgrading the existing filtration system while seamlessly integrating the solution into the existing infrastructures and reducing shutdowns to a minimum.

## The Solution



**Full production at the TIMEX site**  
Omega 108K (100 micron) rubber-coated carbon steel filters, with Super-Duplex stainless steel (SDSS) internals.

## The Results



Extending the life of the membranes and maintaining optimal performance, while achieving significant savings in operating expenses.  
A reliable solution that guarantees consistent results over time.



# Success Story

A modular, portable containerized chemical storage and feed system for process water treatment chemicals at a titanium mine in Canada, designed to prevent the potential release of contaminants into waterways or the environment

## The Challenge



The remote location of mines presents challenges in the planning, execution, and operation of these engineering projects, requiring optimal adaptation to the surrounding conditions.

## The Solution



Two mobile containers, including:

- Feed system
- Metering and transfer pump
- Piping and electrical controls
- Chemical storage tanks

## The Results



Installation at the mine was completed successfully, meeting all project requirements. The modular design enabled efficient transportation, installation, and commissioning, resulting in significant improvements in operational efficiency and environmental performance.

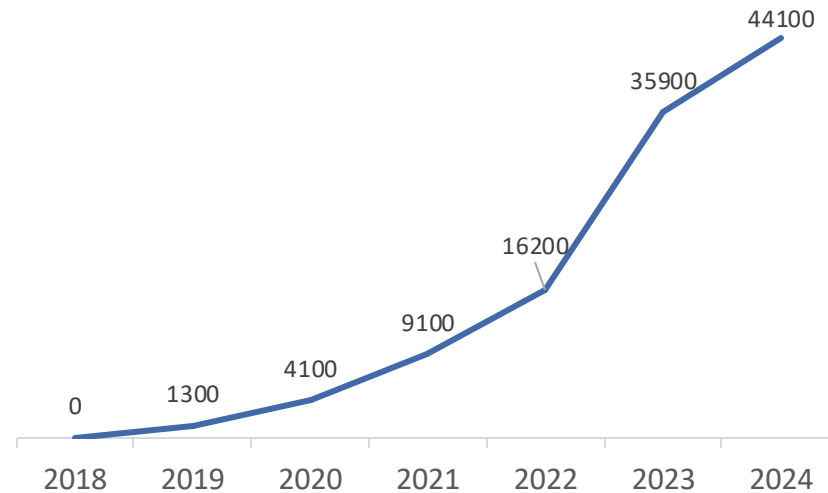
# Taking Innovation to the Next Generation

## 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 40,000 active controllers in 91 countries around the world



### Innovation awards:



EIRS – Innovative Awards 2019



M&E Excellence Awards 2019



EIMA Mention 2018





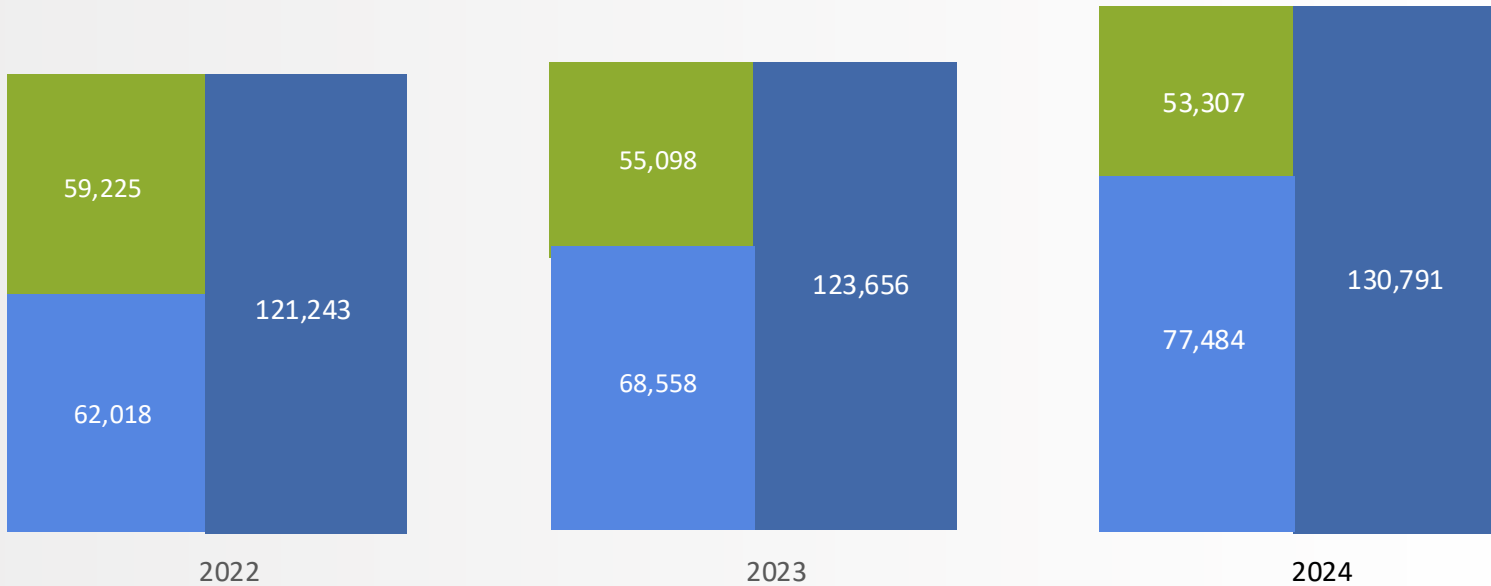
# Financial Results



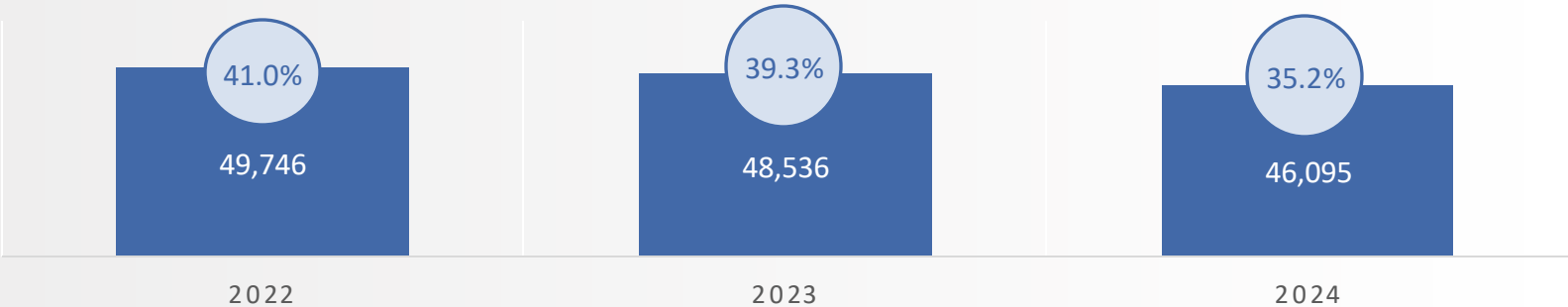
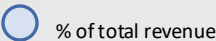


# Growth Trend 2022-2024

## Revenue (\$k)



## Gross Profit (\$k)




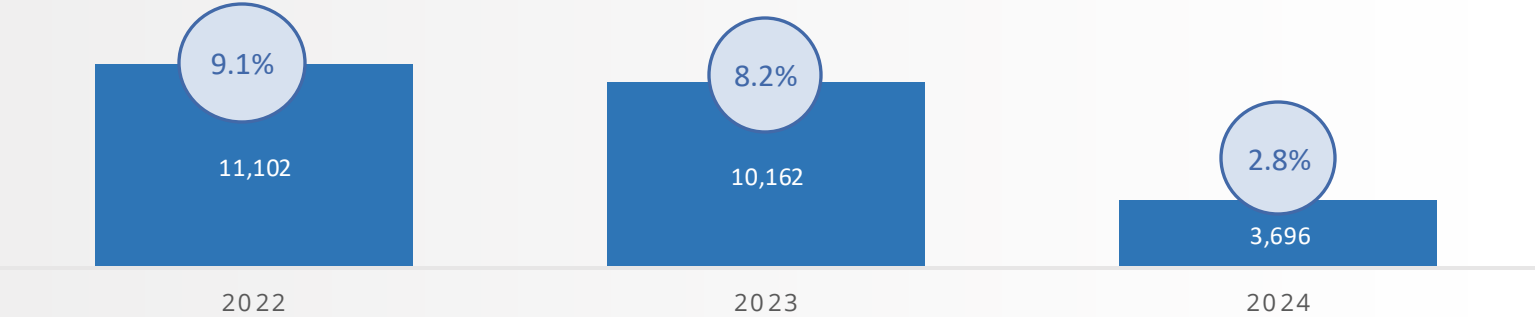
Decreased Gross Profit: Mainly due to product and sales mix across territories.  
Improvement Forecast: New market penetration, production automation, supply chain optimization.




# Growth Trend 2022-2024

## Operating Profit (\$k)

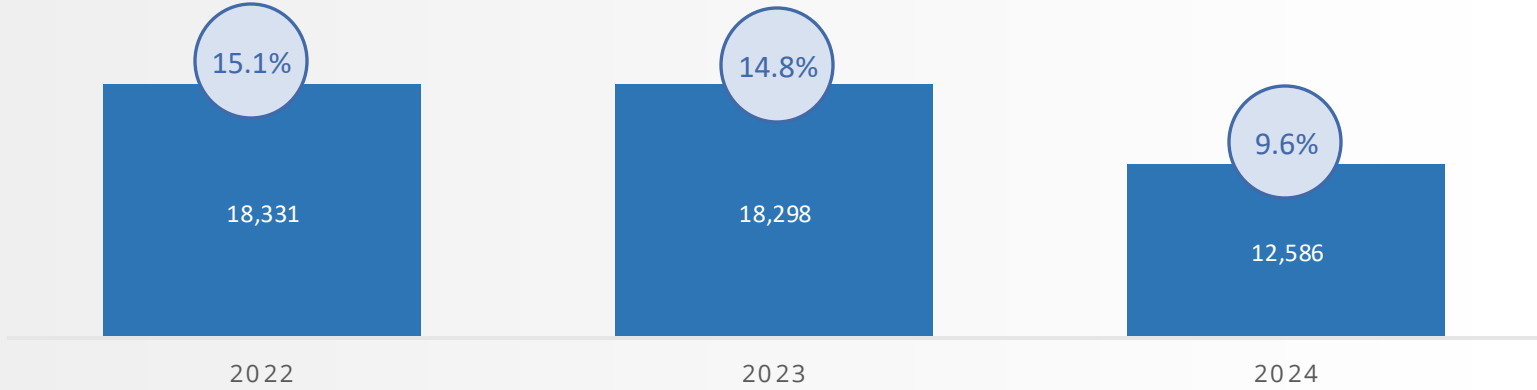
 % of total revenue



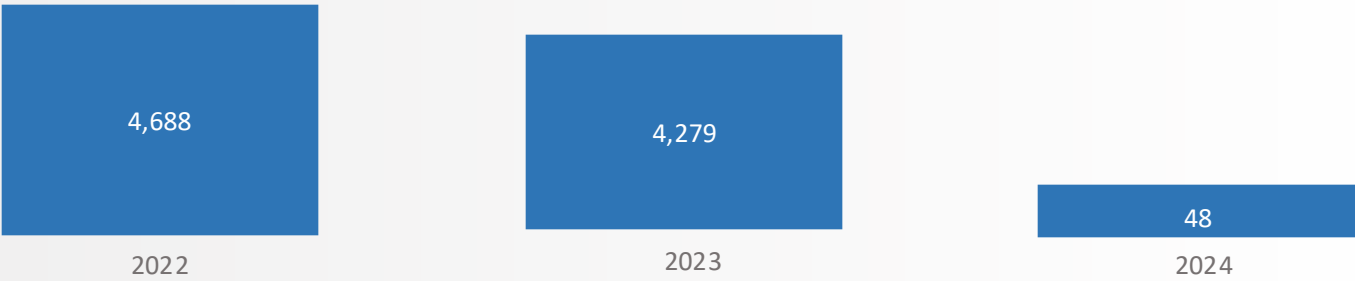
## EBITDA (\$k)

 % of total revenue

Decreased Profitability: Sales team expansion investment, Turkey inflation, sales mix.  
Improvement Forecast: Increased order backlog, operational efficiency processes.

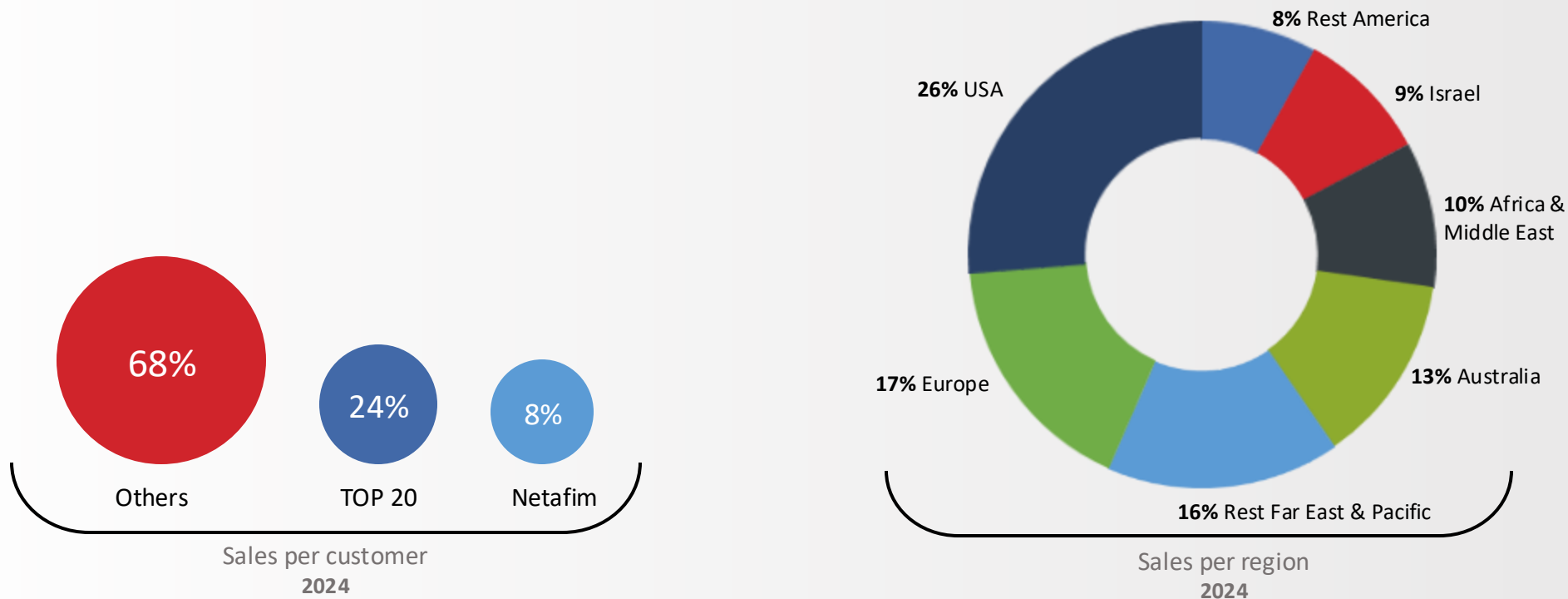


## Net Profit (\$k)





# Leverage, Span of Customers and Sectors



# Looking Towards 2025



## Getting Closer to the Market



Enhancing Customer Experience  
and Expanding After-Sales Services



## Automation and Digitization



Upgrading the production system  
and increasing efficiency



## Optimizing the Supply Chain



Boosting Operational Flexibility and  
Resilience



# 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  
FIMI majority shareholder



Technological innovation  
and entering the world of  
IoT



# Thank you

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