



INVESTOR PRESENTATION

September 13, 2022





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Who we are

Our company develops, manufactures, markets and maintains autonomous robotic cleaning solutions for solar fields in Israel and worldwide



Commenced operations in 2017 — the entrepreneur behind airtouch is Mr Yanir Allouche, one of Israel's solar energy pioneers



Commercial activities in Israel and India



The company's headquarters and production facilities are in Israel



Key shareholders: Yanir Allouche, Kibbutz Revivim, Harel and additional shareholders



Broad IP is protected by patents and pending patents



Raised NIS61M in IPO in March 2021



From vision to value delivery

Consider it done

airtouch by the numbers

233%

H1 2022 sales growth
vs H1 2021

Gross margin
Move to profitability

H1 2022 **+4%**

₪10M

H1 2022 sales

₪41M

Liquidity

₪26M

Backlog - Sales, operation &
maintenance agreements



Accelerated growth

	H1 2022	H1 2021
Sales	10,028	3,012
Gross profit (loss)	386	(691)
R&D	2,520	2,897
Operational loss	7,108	7,911
Total loss for period	6,858	6,804
Cash & cash equivalent for end of period	41,224	
Short-term deposits	4,660	



The first steps to improving profitability



Manufacture and supply from Indian factory

Lower supply chain costs



Leverage growth to improve purchase prices with suppliers & contracts with subcontractors

Start of gradual transition to procure raw materials in India



Improving work processes while reducing costs



Customers



2022 top deals

ReNew
POWER

NASDAQ GS: RNW



HERO
FUTURE
ENERGIES

planet positive power



משק אנרגיה



Clients talk



Using Airtouch's robotic solutions for dry cleaning of solar modules at our Bhadla plant has **boosted our operational efficiency.**

The solution is **economical, easy to implement and optimizes losses due to soiling.** By deploying these robots, we have been able to **save a valuable 4.5 Million gallons of water annually,** besides experiencing significant gains in generation and revenue and a **much faster cleaning cycle.**



SRIVATSAN S. IYER **Global CEO** Hero Future Energies



We are proud to announce this
incredible milestone



installed global projects

Of this **1GW**

Installation of automated system on solar
field equivalent to the size of **Ramat Gan**



Green horizons ahead

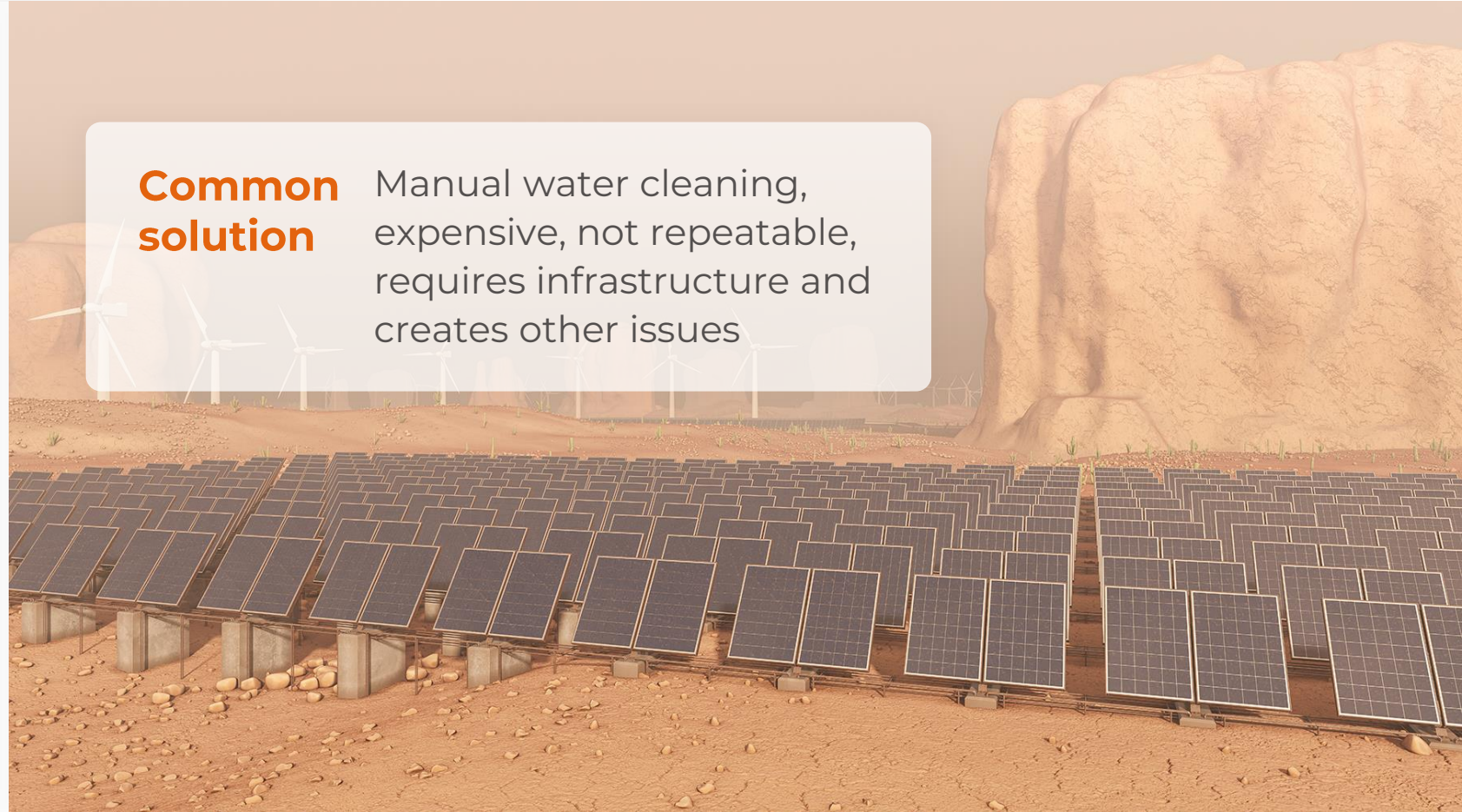
The Potential

The need

Cleaning accumulated dust on panels

\$4B+
annually

Damage primarily on dry
and dusty areas





Solar market is competitive with continually decreasing tariffs

Developers' returns have eroded by

40%+

In last 7 years

Dust problems are significant and can cause damage of

30%+

to developers' returns

Developers prefer reliable and economical solution that will contribute to improved returns



Huge market

Total solar PV installed capacity 2021 – 940 GW

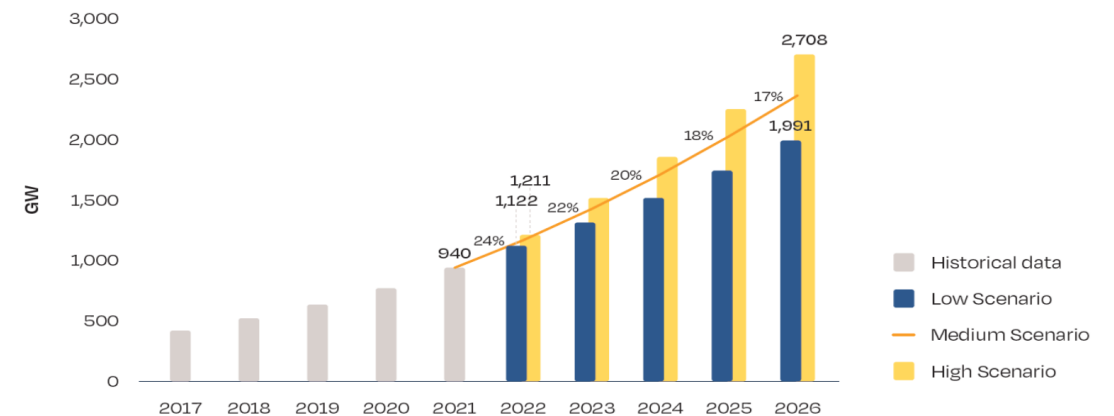
TAM – 658 GW

95%

not robotics

New solar fields

FIGURE 16 GLOBAL TOTAL SOLAR PV MARKET SCENARIOS 2022 - 2026



© SOLARPOWER EUROPE 2022



Today, it's clear to everyone that
robots are the solution



Impact of climate and global water crisis support the acceleration of growth

The Guardian

US issues western water cuts as drought leaves Colorado River near 'tipping point'

REUTERS

France's river Loire sets new lows as drought dries up its tributaries

UPI

Germany's Rhine River at record low levels, freight shipping threatened

הארץ

הקיץ היבש ביותר
שידעה אירופה
ב-500 שנה,
בשישה גרפים
ומפות

היבולים האבודים, הקרקע המתלהטת, השבתת ייצור האנרגיה, ייבוש מקורות המים והצמחים שמוותרים על פוטוסינתזה מרוב סטרס: כך נראים נזקי האקלים ברחבי היבשת האירופית

בעולם | TheMarker

משבר המים האמריקאי כבר כאן: סכנה למקור המים של 40 מיליון איש

כמות המים הזורמת בנהר הקולורדו, אחד ממקורות המים המרכזיים של מערב ארה"ב, הצטמצמה משמעותית בעקבות משבר האקלים. לאור זאת נדרשת הפחתה משמעותית בשימוש במים בכמה מדינות. לאחר קושי בניבוש הסכם, התערב הממשל הפדרלי וכפה קיצוצים על שתי מדינות, כמו גם על מקסיקו

CLIMATE HOME NEWS

Seen from space: Extreme drought dries up rivers across the globe

בעולם | TheMarker

אירופה במשבר אנרגיה - והירידה במפלס הריין עלולה להחרף את המחסור

מפלס נהר הריין ירד לרמות שפל באזורים מסוימים, מה שמגביל את היכולת להוביל בו פחם לתחנות כוח בגרמניה - ומאיים עוד יותר על אספקת האנרגיה ביבשת



Market growth engines



30%

electricity production through renewable energy by 2030

Institutional investors like Leumi Partners and Mizrahi shift their investments towards renewable energy from solar fields



3rd

largest solar market in the world

Government suggests solar fields owners opt for water-free cleaning solutions



\$430B

Climate law fight against global warming

The plan provides subsidies for green energy producers



The background is a solid orange color. It features several large, abstract, white, curved shapes that resemble stylized waves or hills, creating a sense of movement and depth. The shapes are layered, with some appearing in front of others.

There's something in the air

Touch the potential

Technology



Infrastructure

People

Proven & Sustainable Technology

2% improvement in **2GW** installations =

360

million cubic meters of water saved per year



64

million KWH of electricity saved per year



Variety of advanced technologies for cleaning solar fields provide solutions for various applications that preserve the environment



AT 3.0

Autonomous cleaning robot with highest ROI for PV developers



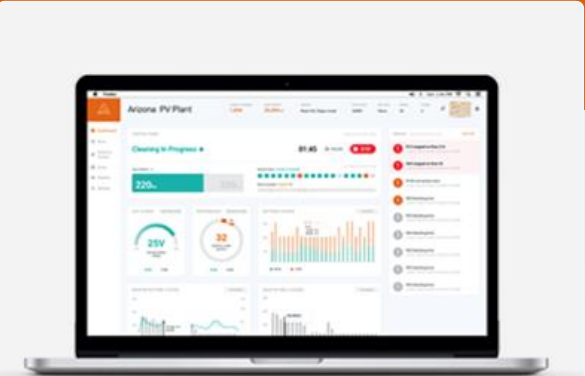
AT 3.0 Portable

Semi-autonomous cleaning robot solution to service fields with unique geometric structures



AT 2.0 Tracker

Autonomous vehicle with multiple cleaning robots for solar-tracking panels



AT IoT System

Centralized control center to manage cleaning robots from anywhere in the world



airtouch's differentiated value proposition

4 key advantages that provide a profitable model for entrepreneurs



Preserving panels



Reducing shadow loss



Reducing assemblies & eliminating need for dedicated rails



Reducing dust loss to the minimum



Technology



Infrastructure

People

Being close to customers

airtouch solar group



airtouch Solar Ltd. (Israel)

- Close to Israeli customers
- R&D & production – knowledge center
- Sales, service & operation

airtouch Solar India PVT Ltd.

- Commencement of production activity in September 2021
- 2,700m production floor + 800m offices
- On-board employees including sales, service and operation
- Production capability of 500 robots per month



Group organizational structure



Group CEO



Israel

Production | Sales | Operation | Maintenance

India



CEO

Production | Sales | Operation | Maintenance



End to End solution



Development



Sales



Installation



Operation



Maintenance

Up to 25 year agreements

The sales cycle takes time....but it's worth it



Technology



Infrastructure

People

Leading team with proven record



Tal Laufer
CEO



Yanir Allouche
Founder & Chairman



Nick Lanir Brown
CBO



Elad Zadok
CFO



Noam Kfir
COO



Ayelet Simchovitz
Legal Counsel




Nimish Jain
CEO of airtouch India



The future is autonomous



A white autonomous vehicle is shown on a track in a solar field. The vehicle has a blue roll of material on top and is moving along a metal track. The background shows rows of solar panels under a clear blue sky. The ground is dry and sandy.

**The FIRST autonomous
vehicle of its kind worldwide!
First commercial installation
has been completed in Israel**



We are here to deliver

Execution, Execution, Execution



Opened factory
in India



First US pilot is
underway



First commercial
installation of
autonomous vehicle

We've exceeded
2GW
installed



We are moving full steam ahead

Continuing to
improve gross profit

Ongoing
growth

Penetration to
additional territories

Development of
additional products &
applications



Keep in air touch

