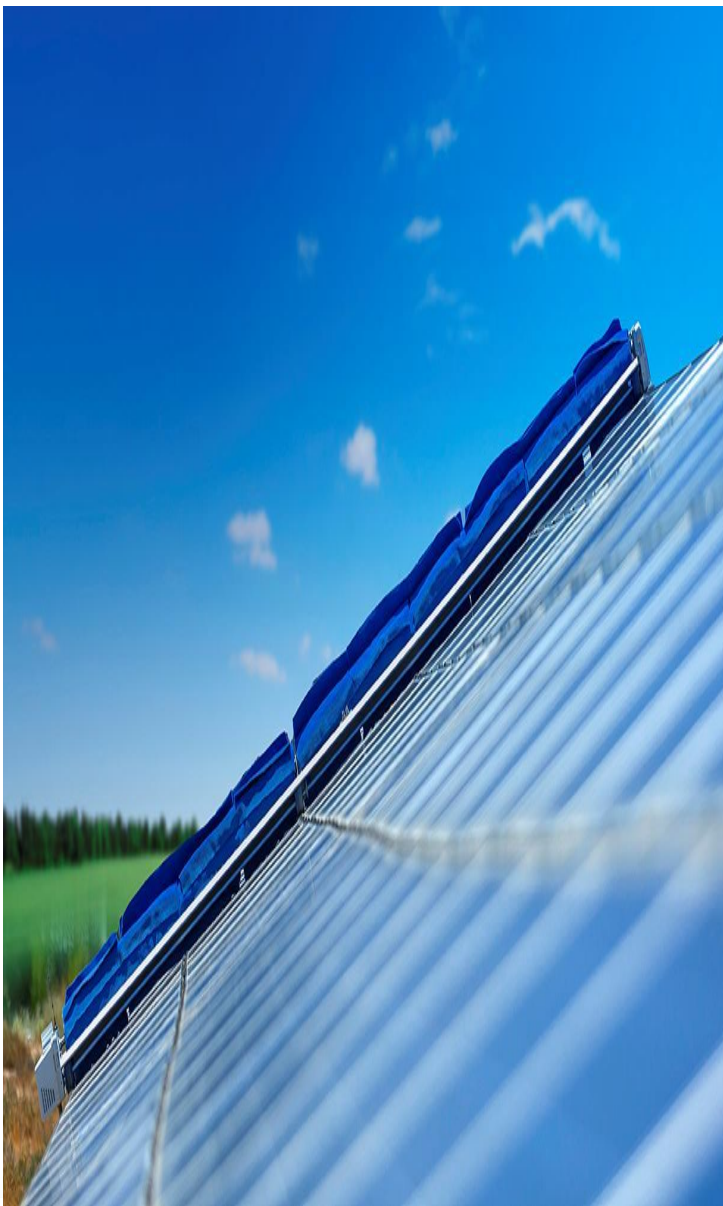




INVESTORS WEBINAR

April 2023





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Who we are

Our company develops, manufactures, markets, operates and maintains autonomous robotic cleaning solutions for solar power plants worldwide



Established in 2017 by Mr. Yanir Allouche, a solar energy pioneer.



Commercial activities in India, USA and MENA



The company's head office and R&D center are in Israel. Main production facility is in India.



Public company (TASE: ARTS) since March 2021



Broad IP is protected by patents and pending patents

Leading team with proven record



Tal Laufer
CEO



Yanir Allouche
Founder & Chairman



Nick Lanir Brown
CBO



Galit Sasson
CFO



Tal Gabay
COO



Nimish Jain
CEO of airtouch India

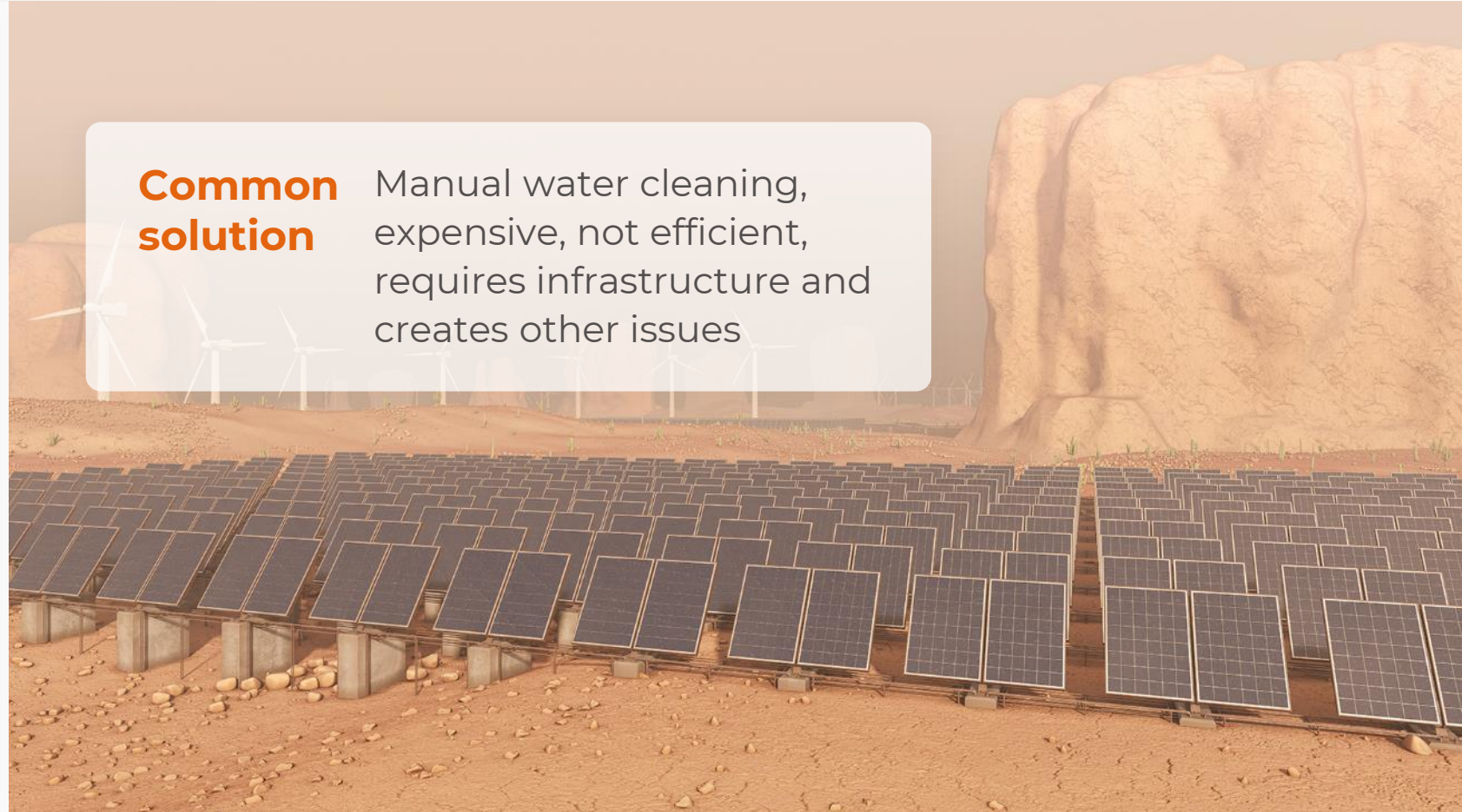


The need

Cleaning accumulated dust on panels

\$4B+
annually

Damage primarily on dry
and dusty areas



**Common
solution**

Manual water cleaning,
expensive, not efficient,
requires infrastructure and
creates other issues

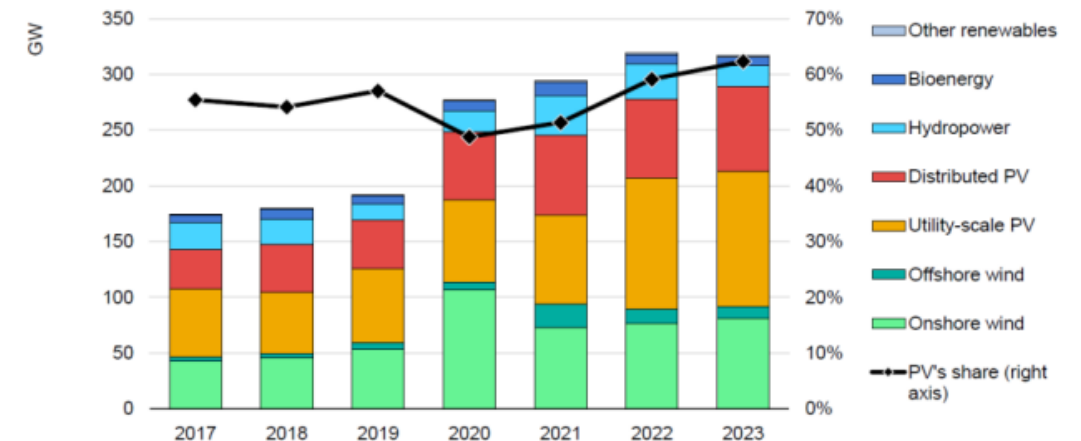


Global Renewable Generation

Net Renewable capacity additions by technology, 2017-2023

56%

PV Market



IEA. All rights reserved.



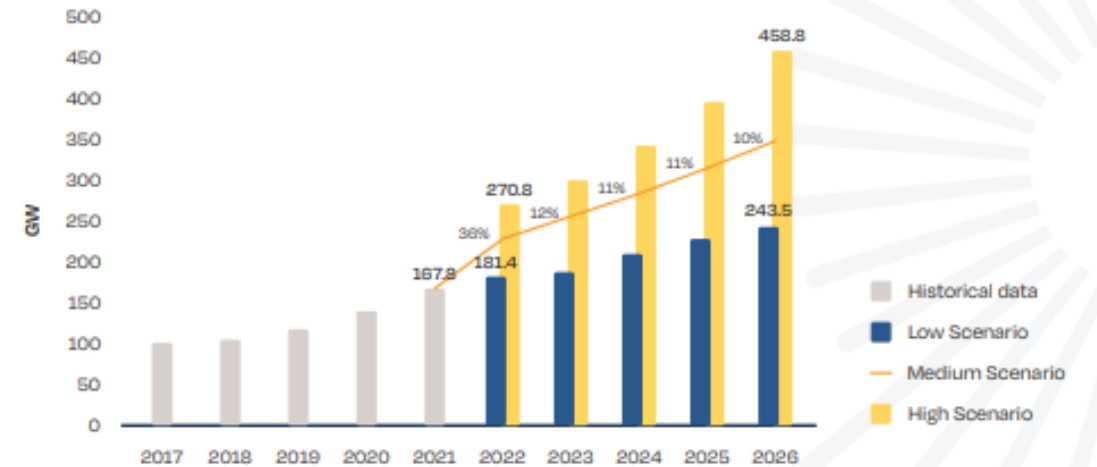
Huge Market Potential

Total solar PV installed capacity 2022 – over 1,000 GW

90%

without robotic cleaning

FIGURE 14 WORLD ANNUAL SOLAR PV MARKET SCENARIOS 2022 - 2026



© SOLARPPOWER EUROPE 2022



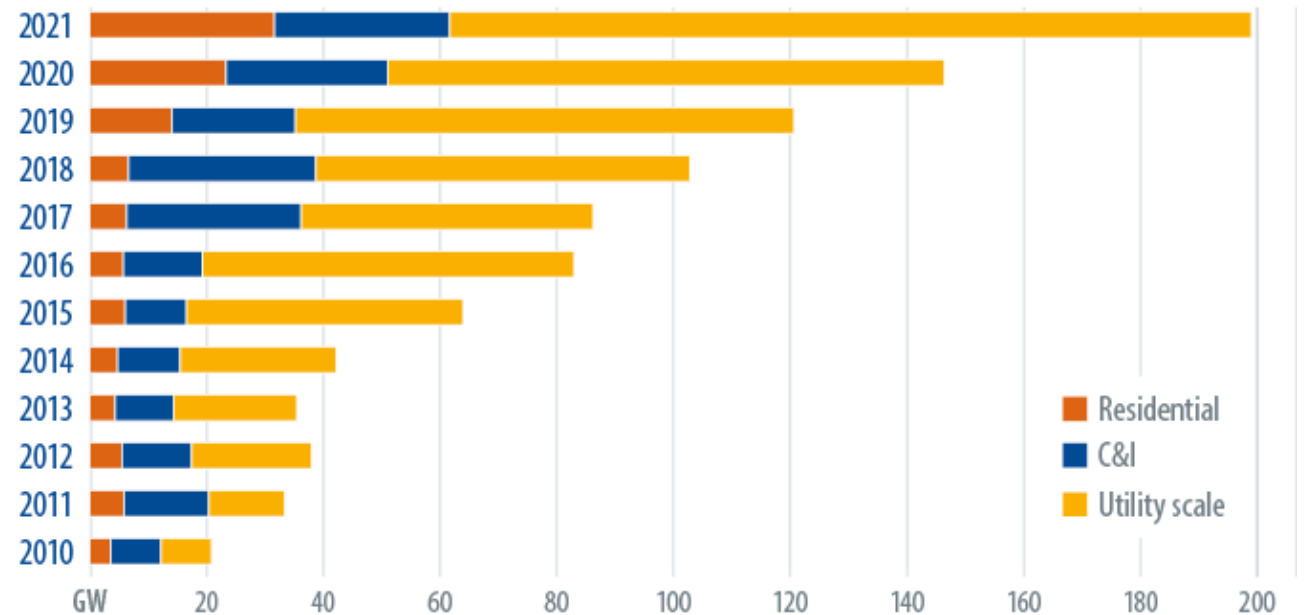
Global Solar Market

Solar PV
installations
by system type

Utility proportion
growing constantly

Annual solar installations by system type

Source: Rystad Energy

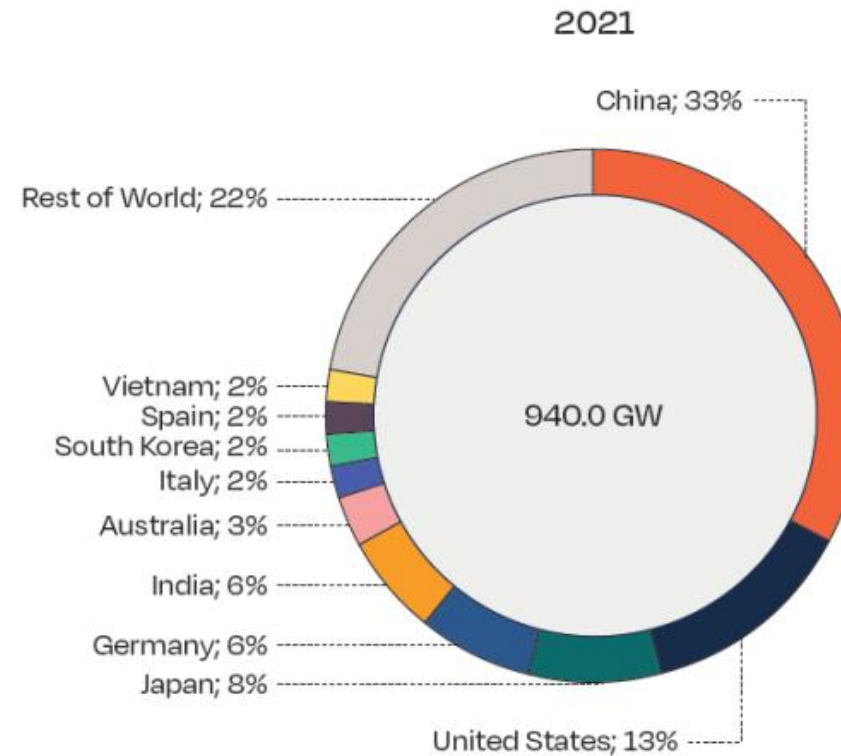


Top PV Markets worldwide

Top 10 solar PV
markets in 2021

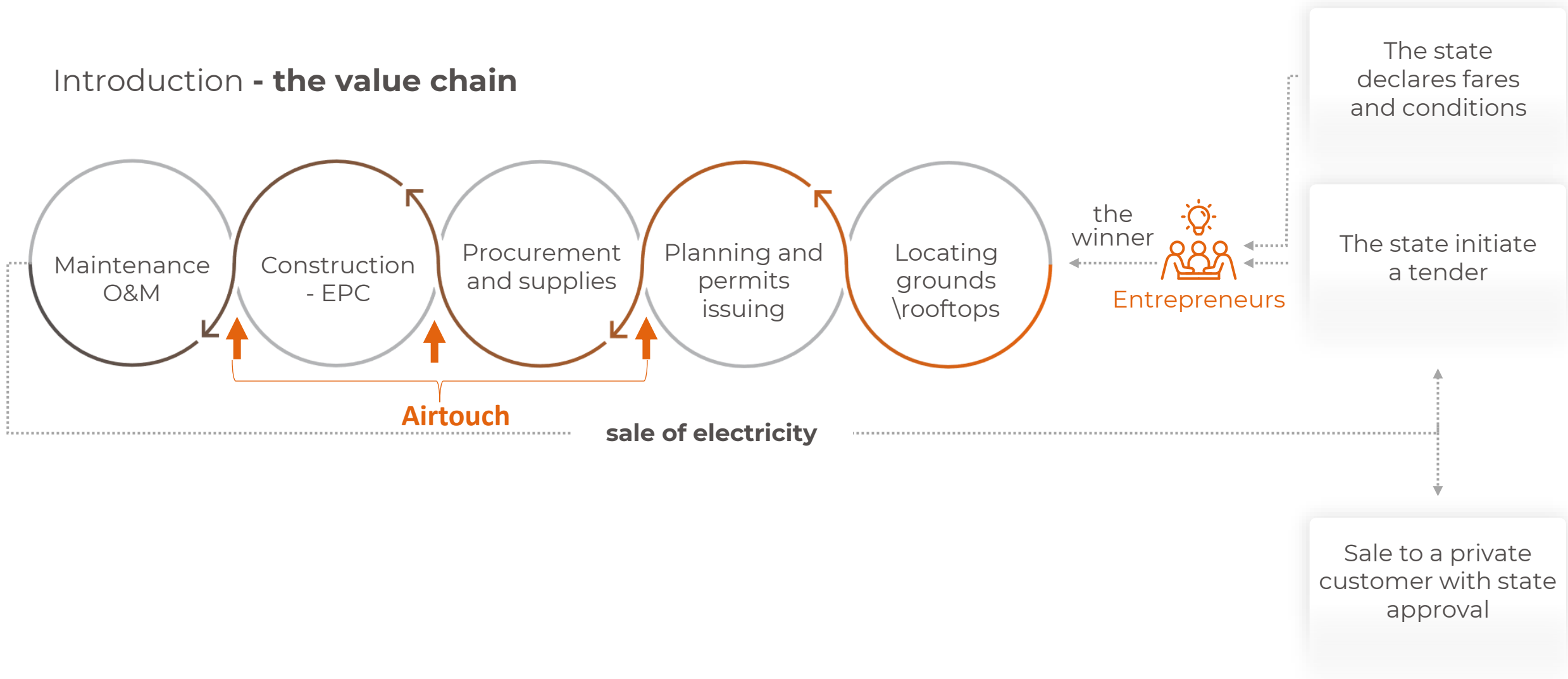
52%

Dominated by 3
territories: China,
USA and India



The Global Solar Market

Introduction - the value chain



2022

From vision to value delivery

Consider it done

Airtouch by the numbers

Gross margin
2022

3%

2022 Revenue

₪16.4M

Backlog order

(until 2046)

51.0M₪

2022 Gross margin
growth from 2021

+30%

Sales growth
in 2022

60%

Liquidity

₪29.4M



Financials' Highlights

	2022 (thousands NIS)	2021 (thousands NIS)
Sales	16,453	10,453
Gross profit (loss)	464	(3,399)
R&D	5,279	4,862
S&M	3,276	1,468
G&A	8,891	7,100
Operational Loss	(16,982)	(17,447)
Cash & Cash equivalents, including Deposits	34,043	53,280
Inventory	11,502	9,737



We are proud to announce this
incredible milestone

2.8GW

installed global projects

Addition to **1.6GW** Of backlog order



Airtouch Solar is honored to be named “the top robotic module cleaning systems supplier in 1H 2022.”
Mercom magazine



India's Solar Market Leaders for 1H 2022

Several new companies made it to the top ten for the first time

November 9, 2022 / Arjun Joshi / Mercom Research Focus: Solar

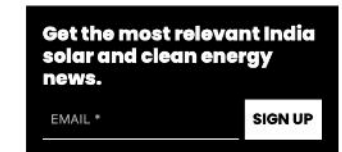


Mercom India has released its report, [India Solar Market Leaderboard 1H 2022](#), unveiling solar market leaders in the first half (1H) of the calendar year (CY) 2022.

The report covers market share and shipment rankings across the Indian solar supply chain.

During 1H 2022, India installed approximately 7.2 GW of solar projects, a 59% year-over-year increase. India also had a robust pipeline of utility-scale projects under development of 57 GW as of June 2022, with another 37 GW of project tenders pending auction.

India has set a target of installing 280 GW of solar by 2030. The government intends to develop a resilient domestic solar ecosystem with 70 – 80 GW of manufacturing capacity under various programs to achieve this goal.



RECENT POSTS



SECI's Payments to Wind and Solar Developers Grew 62% YoY in February 2023

Mar 28, 2023



KIT Researchers Discover a New

Airtouch Solar is honored to be named “the top robotic module cleaning systems supplier in 1H 2022.”

Mercom magazine

1H 2022 INDIA SOLAR MARKET SHARE LEADERS

	Top Utility-Scale Solar Project Developer
	Top Rooftop Solar Installer
	Top Solar Module Supplier
	Top Utility-Scale EPC Service Provider
	Top Solar Central Inverter Supplier
	Top Solar String Inverter Supplier
	Top Solar Tracker Supplier
	Top Module Mounting Structure Supplier
	Top Robotic Module Cleaning System Supplier
	Top Open Access Solar Developer

Source: Mercom India Market Share Leaderboard

MERCOM
INDIA RESEARCH

Large-scale installations accounted for over 88% of overall solar installations, with almost 6.4 GW. Solar also accounted for nearly 78% of the total power capacity additions, the highest ever for any year.

The top ten large-scale project developers account for 67% market

Bonds

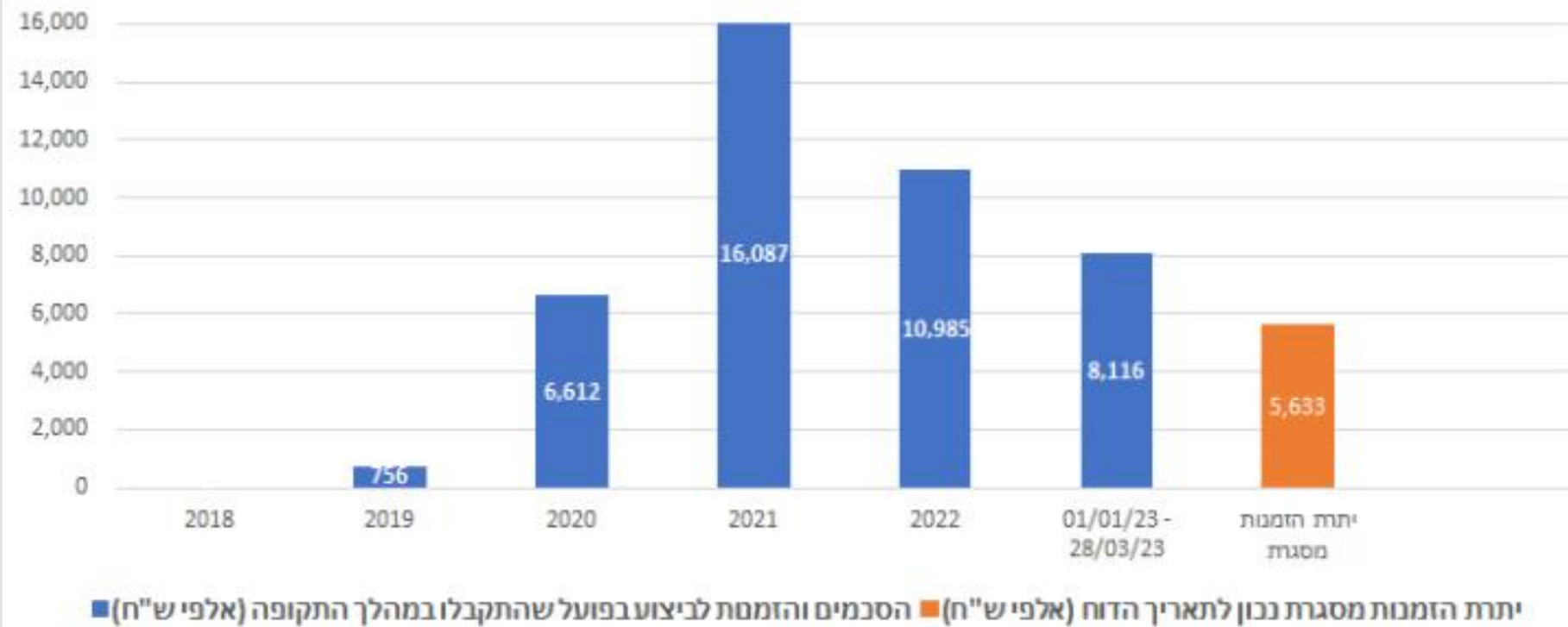
Mar 28, 2023



Railways Issues Empanelment
Tender for Rooftop Solar Systems in Two States



We keep growing



Customers

ReNew
POWER

Repeat
order



Repeat
order



Repeat
order

enlight



Repeat
order



New Customers (another 2 from the big 10 in India)



“Avaada Group and Airtouch collaborate in technological innovation to maximize solar output. As a result of our association with Airtouch, we are able to save water in the arid zone, which will reinforce our commitment to sustainability. The precision Israel technology with “Made in India” is a Win-Win for both the companies.”

Mr Vineet Mittal, Chairman of Avaada Group



“We are proud to partner with Airtouch solar, a leading water free robotic cleaning solution provider. The adoption of robotic cleaning systems will not only help in conserving water but will also bring greater efficiency in the cleaning of solar panels. The new system will service Acme solar plant in Rajasthan. We look forward to reaching closer levels of cooperation in various projects with Airtouch in our future projects.”

Mr Sandeep Kashyap, ACME COO



Development of additional products & applications



AT 4.0

Advanced version - autonomous and portable cleaning robot with highest ROI for PV developers



AT 4.0 – Rooftops solution

Semi-autonomous cleaning robot solution to Industrial and commercial rooftops PV



AT 2.0 Tracker

Robots approved by Nextracker - Largest trackers manufacture

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



Customer oriented products

AT 4.0 Robot

Cleaning every day
**Empowering a cleaner
tomorrow**





Steps to accelerate growth

- Diverting supply and procurement chain to India
- Full transition to AT 4.0
- Optimizing manufacturing and maintenance procedures, incl. costs
- Company's move to Holon site – reducing manufacturing area costs and expanding R&D capabilities
- Penetrating additional markets



Increasing the production scope of work in India



Penetration to additional territories

USA

2nd largest market in the world.

Climate law -

fight against global warming.

The company **completed** the 1st pilot in 2022.

2nd phase pilot **approved** .

MENA

The countries are actively taking steps to ensure they completely phase out the use of fossil fuels and increase their renewable energy output especially in the PV market.

The company is currently **operating a Pilot** in Qatar.

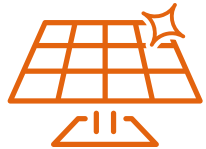
Exploring opportunities in new markets

- China
- Spain
- Australia
- Chile



Airtouch's differentiated value proposition

4 key advantages that provide a profitable model for entrepreneurs



Preserving panels -
Amazing results in
PI Berlin and stress
tests



Multiple products
and applications -
Trackers and fixed
tables



Reducing assemblies &
eliminating need for
dedicated rails



Excellent end-to-end
service

Airtouch is gradually becoming the **strongest brand** of the industry



End to End solution



Development



Sales



Installation



Operation



Maintenance

Up to 25 year agreements

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





2023 We are here to deliver

2023 Focus

01 Accelerate Market share in India and Israel

02 Expand Development of additional core products & proposition

03 Penetration to additional markets by establishing new pilots

04 Implementing an efficiency plan to reduce costs and reaching our goal of 30% GP by 2026



Keep in air touch

