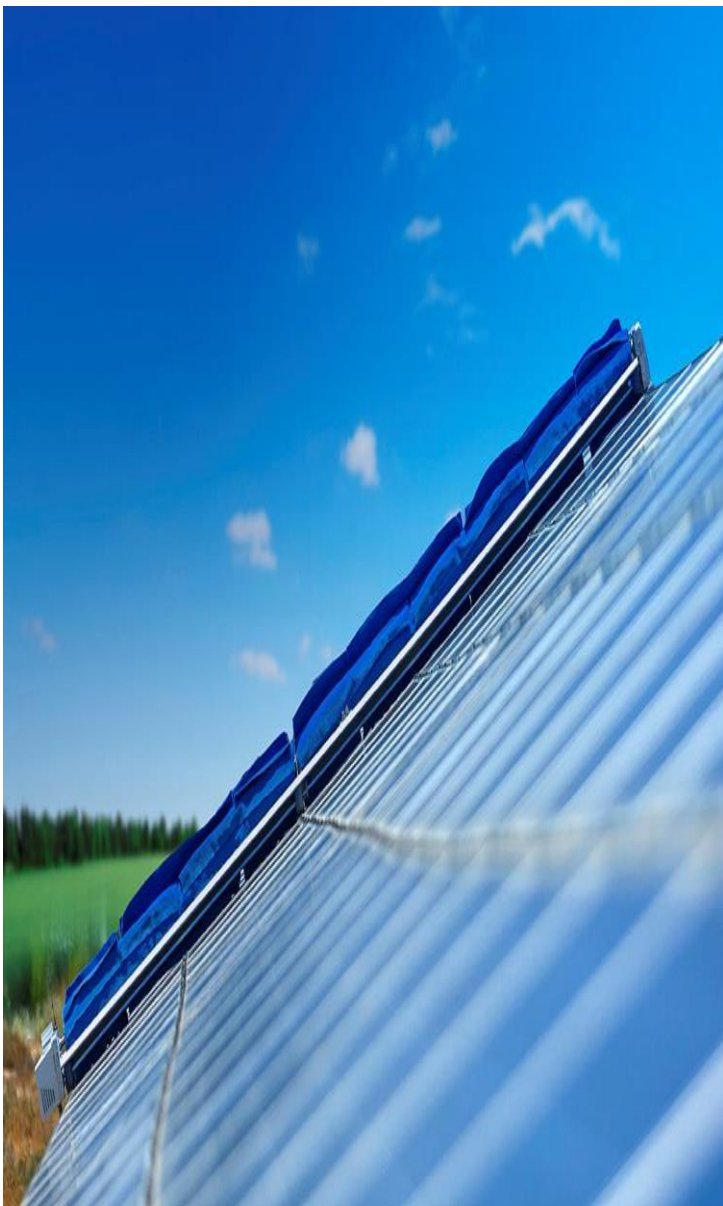




INVESTORS WEBINAR

August 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

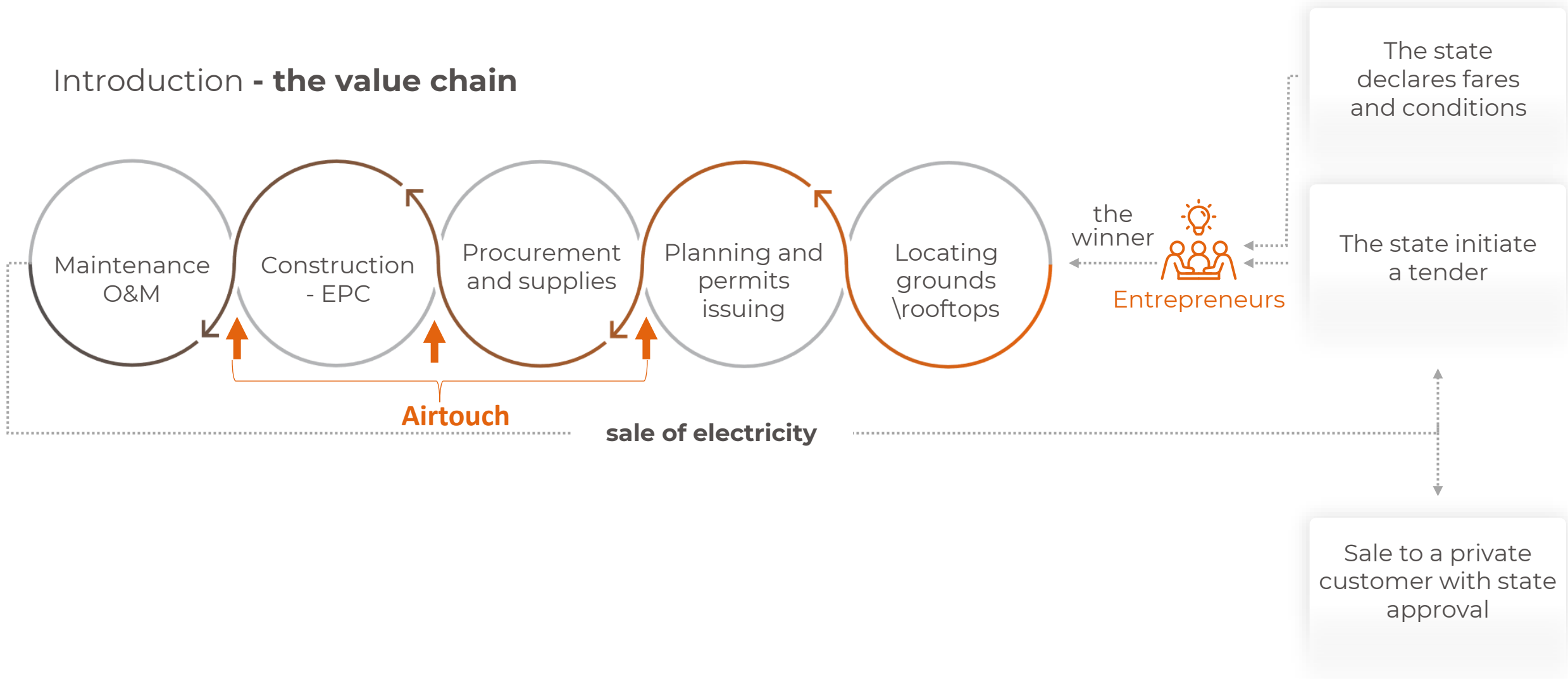


Nimish Jain
CEO of airtouch India



The Global Solar Market

Introduction - the value chain



2023

From vision to value delivery

Consider it done

Airtouch by the numbers

H1 2022 Revenue

₪10.0M

Backlog order H1
2022

(Supply& Maintenance until 2046)

25.7M₪

Order growth
in H1 2023 vs H1
2022

350%

H1 2023 Revenue

₪3.3M

Backlog order H1
2023

(Supply& Maintenance until 2049)

111.7M₪



Financials' Highlights

	H1 2022 (thousands NIS)	H1 2023 (thousands NIS)
Sales	10,028	3,344
Gross profit (loss)	386	(2,697)
R&D	2,520	3,793
S&M	1,025	2,291
G&A	3,949	4,017
Other operational costs	-	163
Operational Loss	(7,108)	(12,961)
Cash & Cash equivalents	41,224	14,153
Deposits	4,660	5,510
Inventory	11,685	12,918



2022 H1 Milestone

2GW

installed global projects

Of this **1GW** Installation of automated system on solar fields equivalent to the size of **Ramat Gan**



We are proud to announce this
incredible **H1 2023** milestone

3.0 GW

installed global projects

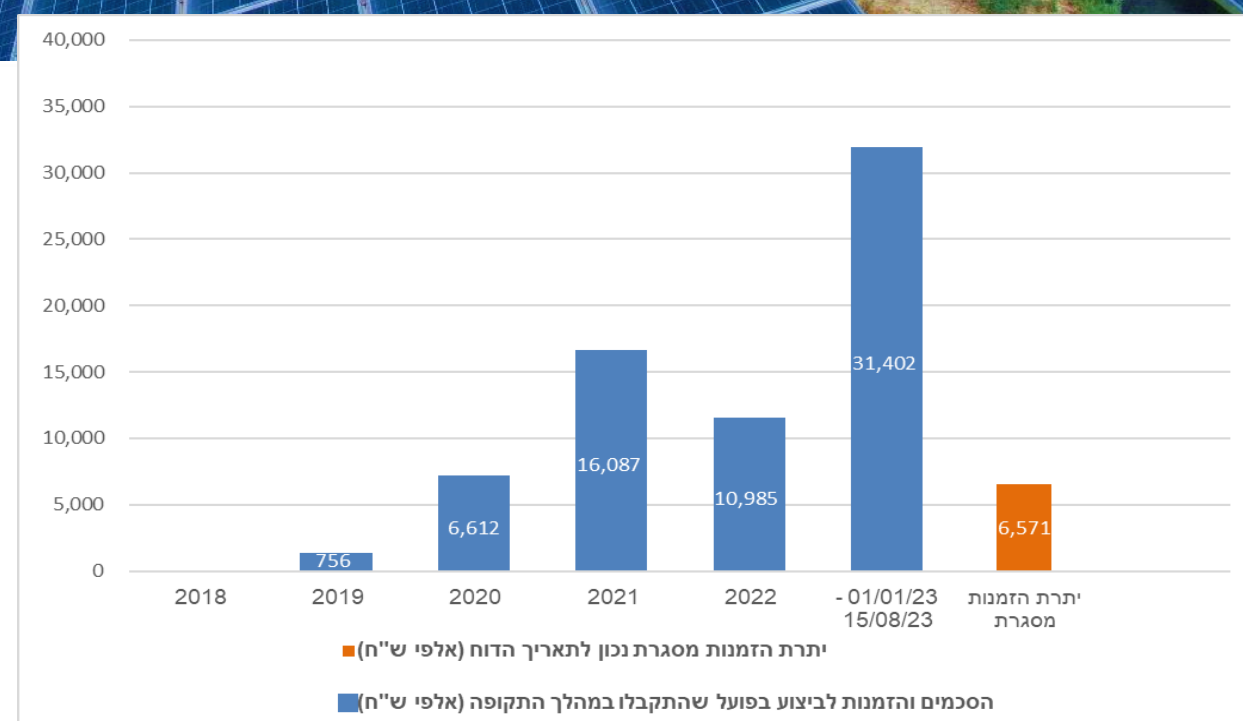
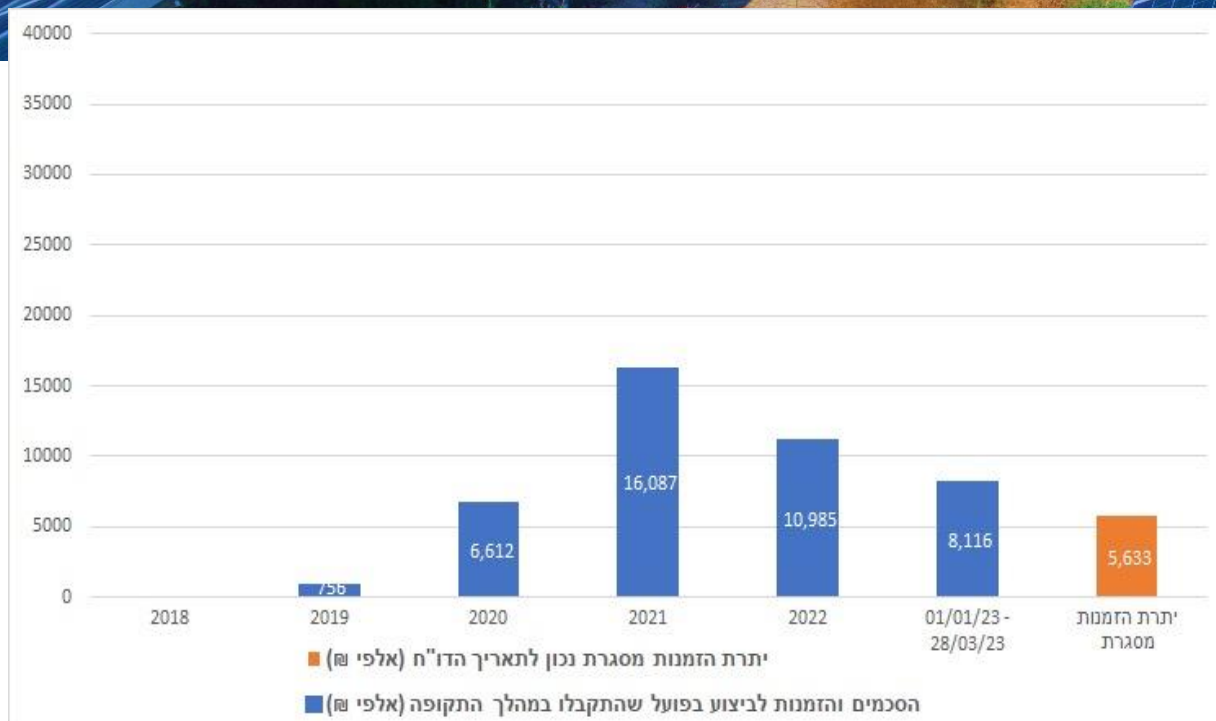
And **3.6 GW** backlog order



We Keep Growing

2022

2023



Sales Recognition H1 vs H2

(Supply & Maintenance)

H1 2023
Actuals

3.3 M₪

Q3 2023
Projected

1.4 M₪

Q4 2023
Projected

20.1 M₪

Total projected revenue in 2023 – 24.9 M₪



Customers

ReNew
POWER



5th
order

Repeat
order

Repeat
order

enlight

adani | Solar



משקי
אנרגיה

New
customer

New
customer

Repeat
order

New
customer



שיכון ובינוי



New
customer



H1 2023 - Top Deals

(Supply & Maintenance)



- Renew 5th agreement with Airtouch
- Largest order in the company's history

31 M₪

New customer



- New customer – 1 of 5 largest Solar developers in India

14 M₪



- New customer – 1 of 5 largest Solar developers in India

12 M₪



- New customer in Israel – 1 of the leading Solar developers in the country

2.8 M₪



- New customer – 1 of 5 largest Solar developers in India

9 M₪



Airtouch in the Headlines ...

Airtouch Solar launches cleaning robot solution for utility scale PV

Airtouch Solar Group has launched a cleaning solution for utility-scale solar PV plants to provide autonomous, water-free panel surface cleaning. The 4-meter cleaning unit weighs less than 40 kg and is commonly utilized in arid and dusty locations.

AUGUST

MODULES &

עבור אספקה
של שיכון ובינוי

איירטאצ' סולאר: עסקה של 12 מיליון שקל מקפיצה את המניה הקטנה ב-63%

ההסכם הוא מול חברת אמפלוס סולאר בהודו. מדובר על הסכם לאספקה ותחזוקה של רובוטים לניקוי פאנלים סולאריים. איירטאצ' תקבל 3.6 מיליון שקל על המכירה וההתקנה והסכם תפעול ל-25 שנה בהיקף של 8.4 מיליון שקל

(5)



ההסכם הגדול בתולדותיה

של פאנלים סולאריים, חתמה על הסכם לאספקה, התקנה,
עבור חברת הסולאר ההודית ReNew ■ מניית החברה

איירטאצ' מעמיקה את הפעילות בהודו: הסכם אספקת רובוטים בכ-31 מיליון שקל

ראשי > שוק ההון

איירטאצ' חתמה עם
ותחזוקה של מערכות

חדשות ספונסר | 5.08.23

on
mplus
Cleaning robots for

נחמן שפירא | 11:06 09/07/2023

איירטא

מיליון שקל

איירטאצ' סולאר חתמה על הסכם עם חברה מקבוצת PETRONAS המלוזית; המנכ"ל טל
לאופר: "אנו סבורים כי ישנו פוטנציאל להרחבת הפעילות עם Amplus גם מעבר"

חדשות ספונסר | 12:01 09.07.23



Development of additional products & applications



AT 4.0 Next Gen'

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

Includes a new obstacle crossing mechanism (OCM), which allows larger tolerances between modules and tables.



AT 4.0 Tracker

Airtouch robot 4.0 for tracker structure includes a new 4X4 drive system for improved maneuverability when required.

Expanding Airtouch's product Variety of advanced technologies for cleaning solar fields and provide solutions for various applications that preserve the environment



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** and planned for 2024.

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 Pilots** in Qatar and UAE.

Exploring opportunities in new markets

- China
- Spain
- Australia
- Chile



2023 Delivering Our Goals – H1 Status

- 
- 01 Accelerate Market share in India and Israel – Adding 4 new strategic clients additional to winning the largest order in the company's history (from Renew Power)
 - 02 Implementing an efficiency plan to reduce costs – In process
 - 03 Penetration to additional markets by establishing new pilots – Operating active pilots in Qatar and MENA
 - 04 Expand Development of additional core products & proposition – Launching Robot 4.0 next generation and Robot 4.0 for Tracker structure (4X4)

***Airtouch is established as the first choice of
top-tier solar developers in India
and Israel and is perceived as a market leader
and technological innovator***

Keep in air touch

