



Water Ways

Technologies

ISRAELI AGRI-TECH AT ITS
BEST

TSXV:WWT



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Our mission statement

**To become a global leader
for agriculture and irrigation
projects for high-valued
protected crops**





WWT is a global provider of proprietary water irrigation technology solutions to agricultural growers

We combine our field experience with advanced technologies in order to meet the needs of all our customers.

We currently serve more than 400 customers in over 40 countries.

Strong momentum in 2021:

- Q1 2021 Sales of \$5.5M, growth of 70% Vs Q1 2020
- EBITDA of \$550K, growth of 1,300% Vs Q1 2020
- Announced contracts and orders in accumulated value of CAD\$10.6M since Jan. 2021

Milestones

2003



Irri-Al-Tal was founded in Israel

March 2019



Water Ways Technologies is listed in the Toronto Stock Exchange raising a total of \$5M in two rounds.

June 2019



Water Ways established a subsidiary in Canada – Heartnut Grove WWT Inc.

February 2020



Water Ways established a subsidiary in China – IRRI-AL TAL (Shanghai)

February 2021



Water Ways signed largest contract in company history in Central Asia for ~4M

March 2021



Water Ways achieves record sales and profits in Q1 2021

WWT: TSX Venture



Headquartered in Canada with subsidiaries in Israel and China, we have established deep relationships with the main agricultural companies in these countries, such as leading manufacturers, academies, AgriTech start-ups and others.

With our vast experience in designing, planning, constructing and managing agricultural and irrigation projects, we have built a wide network of professionals around the globe who manage projects locally, ensuring high quality maintenance and services at every step along the way.

The Global Water Problem

Water is our most precious resource. Energy, food, transportation and nature all depend on a reserve of clean, flowing water that is dwindling at an alarming rate

Global Water Supply is a top 10 risk facing society in terms of impact and likelihood (World Economic Forum)

By 2050, water demand will increase by 55% (OECD).
By 2030, the world may experience a 40% water supply shortfall (Deloitte)

Irrigated Agriculture accounts for over 70% of the world's freshwater withdrawal, and over 85% of its consumption



Israeli AgriTech

- Israel is the world leader in AgriTech and is a “living laboratory” for sector innovation
- Only 20% of the land in Israel is arable yet Israel still produces 95% of its own food because of advanced agricultural technology and systems
- Israel has over 900 farms and over 300+ Agritech venture companies
- Israel secured close to \$800 Million in VC funding from 2014-2018 with a country population of only 9 million
- Technologies like Smart Irrigation, Robotics, Drones, and Internet Of things (IoT) are revolutionizing the way the world produces food

Target Markets – High Value Crops

"The drip irrigation market in the US is estimated to reach USD\$1.5 Billion in the year 2026. China, the world's second largest economy, is forecasted to reach a projected market size of USD \$2 Billion by the year 2027 with a CAGR of 13.7% over the period of 2020 to 2027."

"Europe and Canada are two very high-growth markets. Canada is forecasted to grow at 8.9% from 2020-2027 and Germany is forecasted to grow at 8%."

"Irrigation market share - USD \$2 Billion"

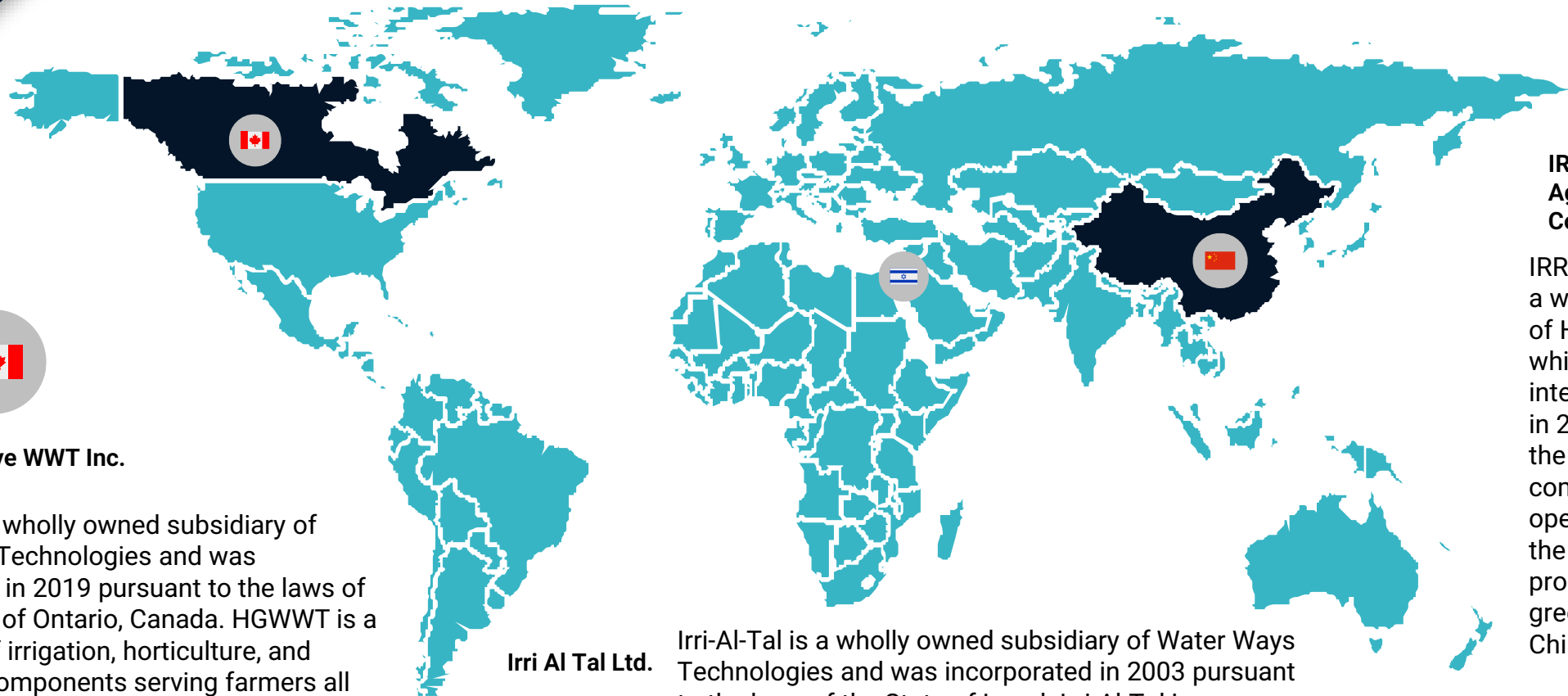
"2027 Irrigation Market Size - USD \$5 Billion"

Knowledge-Intensive Markets

We decided to position ourselves as a provider of smarter and more complex irrigation and control systems in light of the changes that are taking place in the agriculture industry.

In the past, the majority of our activity was in providing irrigation solutions for open fields; In the last two years, the company began developing new markets that demand more sophisticated and precise irrigation and control systems.

Operational Subsidiaries



Heartnut Grove WWT Inc.

HGWWT is a wholly owned subsidiary of Water Ways Technologies and was incorporated in 2019 pursuant to the laws of the Province of Ontario, Canada. HGWWT is a distributor of irrigation, horticulture, and agriculture components serving farmers all over Canada.

Irri Al Tal Ltd.



Irri-Al-Tal is a wholly owned subsidiary of Water Ways Technologies and was incorporated in 2003 pursuant to the laws of the State of Israel. Irri-Al-Tal is an agriculture technology company that specializes in providing water irrigation solutions to agricultural producers.



IRRI-AL TAL (Shanghai) Agriculture Technology Company Ltd.

IRRI-AL TAL (Shanghai) is a wholly owned subsidiary of H.D.P (a company of which WWT holds 73% interest), was incorporated in 2020, under the laws of the Republic of China. The company is focused on operations and sales of the WWT's irrigation products, net houses and greenhouses in and to the Chinese market.

Global Footprint

WWT's Strategy is to scale its business globally and accelerate growth through the establishment of operating subsidiaries and M&A

We established subsidiaries in Canada (HGWWT) & China (Irri-AI Tal Shanghai)

The company intends to expand and establish new subsidiaries globally



Project : Medical Cannabis Case Study: Israel

Total Value: CAD \$900K



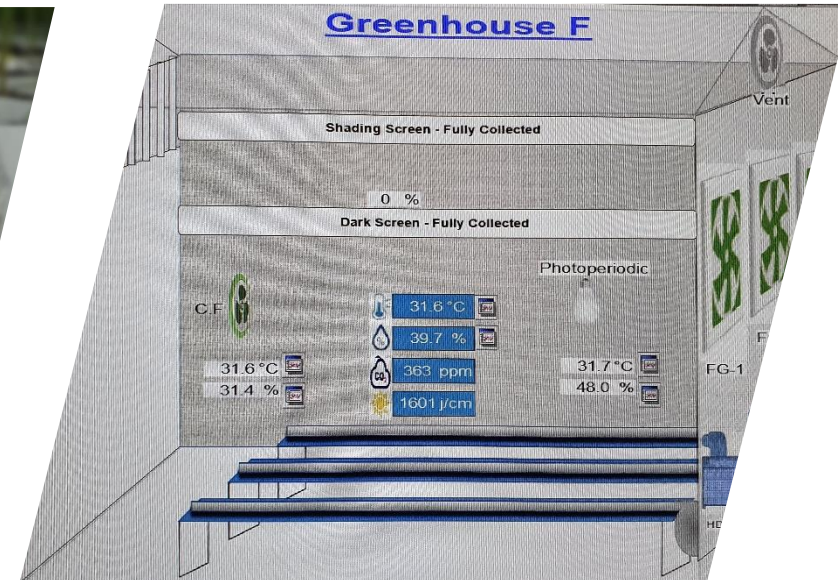
Background

Requirement for monitoring and control system at an industrial level that can synchronize between all the systems in the facility



The Challenge

Requirement for monitoring and control system at an industrial level that can synchronize between all the systems in the facility



The Solution

Designing a custom IOT control system for customer needs

Project: Apple Plantation
Case Study: China
Total Value: CAD\$650K



Background

Apple plantation & nursery



The Challenge

Lack of agronomic knowledge.
Apple disease due to poor apple variety



The Solution

Full agronomical support – from planting to harvest. Import of resistant apples rootstocks

Project: Passion Fruit
Case Study: Ethiopia
Total Value: CAD\$1.3M



Background

A joint venture of Ethiopian and European companies have invested in a passion fruit plantation and a processing plant in order to produce juice concentrate.



The Challenge

An irrigation system was required. Water source was the Awash River which contained high values of TSS and organic materials.



The Solution

A sedimentation canal was built in order to reduce water velocity and enabled the silt to sink down. Later on an automatic filter station was used to separate the TSS from the water, and lastly, manual control filters stationed in the field, were used to stop the development of organisms along the water lines.

The Largest Contract In Company History; CAD\$4M Cotton Irrigation project in Uzbekistan

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- In January 2021, the Company signed its largest contract ever for a Cotton irrigation project in Uzbekistan.
 - The value of the project is approximately CAD\$4,054.
 - Water Ways was chosen to execute the project with the same customer for which the Company completed a successful implementation of a similar project in Uzbekistan in 2019.
 - The Water Ways solution deploys fully automated drip irrigation technology across a field of 1,200 hectares of cotton and includes 4 reservoirs for water security and sedimentation of silt, fed by water channels.
 - Recently, flood irrigation has caused numerous environmental problems in Uzbekistan, including soil salinity, which may lead to soil erosion, detrimental effects on future crops, sedimentation problems and damage to infrastructure. Drip irrigation can lower soil salinity significantly and combined with fertigation practices, increase yields for the growers whilst conserving water.

Capital Structure

Number of securities

Shares outstanding	100,453,760
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Fully diluted:	105,627,287
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- Insider Ownership: 57%
- Float: 43%



Ohad Haber **CEO & Director**

Ohad has over 30 years of experience in project management, sales and marketing in the agricultural industry. Former sales and operation manager of Latin America at Dan Sprinklers— an Israeli manufacturer of sprinklers and irrigation systems .



Guy Nathanzon **CFO**

Guy is an experienced CFO with a demonstrated history of working in technology start-up and industrial/manufacturing companies. Experienced in both public (NASDAQ, TSE) and private companies, M&A - sell and buy side, hundreds of millions of US\$ raise of equity and debt from venture capital firms, strategic and private investors. Leadership of all financial and operational activities in the companies.



Amir Eylon **VP of Operations & Project**

Amir has 30 years of experience in pressurized irrigation & agricultural products. Amir specializes in designing and managing the installation of turnkey irrigation projects in developing regions.



Tal Weil **Head Agronomist**

Tal has over ten years of experience in open field vegetable growing, operating irrigation and fertilization systems. Tal holds BSc. in Soil & Water Science focusing on plant nutrition and fertilizing and an MBA degree .



Tomer Bachar **CTO**

Tomer held the position of Water System and Irrigation Engineer at Metzerplas, as well as at NaanDanJain designing irrigation & water supply systems for numerous projects.



Ronnie Jaegermann

Mr. Jaegermann is a Founding and Venture partner at Exitteam Capital Partners an Israeli Investment Platform focusing on Pre-IPO Investments. Since November 2020, He has led multiple businesses in growing them from start-up to profitable companies that became take-out targets and was involved in fundraisings and public offerings for Israeli technology companies both in Europe and the USA. He holds a BA in Economics and Political Science from Tel Aviv University.



Yehuda Doron

Managing Director at Medton Hedim, a hearing aid retail & manufacturing company and a Chairman of Polymer G, an Israeli-based chemical products company.



Ohad Haber

Ohad has thirty years of experience in project management sales and marketing in the agricultural industry. Prior to founding Irri-Al-Tal, between 1997 and 2002 Mr. Haber served as sales and operations manager of Latin America Region at Dan Sprinklers Ltd. Ohad served as the Head of Israel sales and marketing for Metzerplas Ltd. ("Metzerplas") an Israeli manufacturer of drip irrigation systems. Ohad has extensive operational experience in the area of open field and vineyard farms irrigation.



James (Jay) Richardson

Mr. Richardson is a Canadian Chartered Accountant (1970), a Singapore Certified Public Accountant (1986) and a Fellow of the Insolvency Practitioners' Association of the United Kingdom. He has practiced as a Partner of Clarkson Gordon Arthur Young (now Ernst & Young, Canada and Singapore) and a Partner of KPMG (UK) prior to establishing his own practice as a company doctor in Toronto in 1993. He has served as the CEO or Chairman of listed public companies on six occasions and in many other CFO and private company situations. He has extensive public company governance experience from over a dozen board memberships including serving as Interim Chairman of the Argus Corporation.



James Lanthier

James has vast experience in senior management and director capacities with public Canadian technology and media companies.

Q1 2021 Financial results

(CAD in thousands)	Three months period ended March 31		Change %
	2021	2020	
Revenues:			
Services Projects	3,217	1,127	185.4%
Products	2,233	2,080	7.4%
Total Revenues	5,450	3,207	70.0%
Cost of Sales	4,219	2,604	62.0%
Gross Profit	1,231	603	104.3%
<i>Gross Profit Margin %</i>	<i>22.6%</i>	<i>18.8%</i>	
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Operating Expenses	737	596	
Financial expense (income), net	228	(43)	
Taxes on Income	46	-	
Profit for the period	220	50	
EBITA for the period	557	39	

(CAD in thousands)	March 31, 2021	December 31, 2020	Change %
Balance Sheet Items:			
Cash and Cash Equivalents	876	407	115.4%
Total Current Assets	10,094	6,992	44.4%
Total Assets	13,096	10,115	29.5%
Total Current Liabilities	8,658	6,976	24.1%
Total Non-Current Liabilities	2,736	2,505	9.2%

2020 Financial results

<i>(CAD in thousands)</i>			
	FY 2020	FY 2019	Change %
Revenues:			
Services Projects	3,132	5,543	-43.5%
Products	9,585	7,231	32.6%
Total Revenues	12,717	12,774	-0.4%
Cost of Sales	10,871	11,174	-2.7%
Gross Profit	1,846	1,600	15.4%
<i>Gross Profit Margin %</i>	14.5%	12.5%	
Operating Expenses	3,089	4,752	
Other Income (Loss)	(225)	(78)	
Taxes on Income	97	(88)	
Loss for the period	(1,565)	(3,143)	
<i>(CAD in thousands)</i>			
	December 31, 2020	December 31, 2019	Change %
Balance Sheet Items:			
Cash and Cash Equivalents	407	309	31.8%
Total Current Assets	6,992	7,192	-2.8%
Total Assets	10,115	8,481	19.3%
Total Current Liabilities	6,976	6,056	15.2%
Total Non-Current Liabilities	2,505	254	886.4%



THANK YOU

Ohad Haber
CEO & Director
T: 972 54 561 2231
E: ohad@waterwt.com

Guy Nathanzon
CFO
T: 972 52 600 7221
E: guyn@waterwt.com

Ronnie Jaegermann
Director
T: 972 54 420 2054
E: ronnie@waterwt.com