



By farmers, for **farmers**.

- → We're farmers first and innovators second
- → We began over 50 years ago in Kibbutz Hatzerim - a community in Israel's Negev desert
- → The struggle to grow crops in the dry, sandy soil inspired us to think differently
- → And to find a new way to grow
- → So we pioneered drip irrigation
- → A solution that made us the largest irrigation company in the world today



A purpose-driven company.

Purpose

Helping the world grow more with less.

Vision

As the world's leading irrigation company we will drive mass adoption of smart irrigation solutions to fight scarcity of food, water and land.

Our values

Dare

Make it happen

Create an impact

Partner for success





Helping the world **grow more**.



~30% market share

#1 irrigation company

17 manufacturing plants

HQ in Israel

110+ countries

29 subsidiaries

>\$1 Billion sales



Netafim Greenhouse Projects.

This is what we do:

→ Netafim designs, develops and delivers greenhouse projects that increase crop yield and quality for growers of all sizes, investors and governments



Any Greenhouse Project. Any size, any climate, anywhere.

→ Farmers

→ Corporations

→ Investors



Our Greenhouse Structure Offering

Committed to meeting the needs of all growers,
Netafim offers a full range of high quality greenhouse structures.

- → Glasshouse
- → Polyhouse
- → Nethouse



Our Greenhouse Systems Offering

A complement of smart systems to match crop and customer requirements.

Automation and Climate Control

→ Heating Systems

→ Smart Irrigation



Our Greenhouse Systems Offering

Combining state-of-the-art systems with your growing requirements.

→ Nursery Equipment

→ Soilless Systems



End-to-end greenhouse project methodology.

1

Irrigation & Conceptual
Design

- Feasibility
- Agronomy & Climate Assessment
- Business Planning
- Preliminary Design
- Financial Solutions

2

Planning & Detailed Design

- Detailed Engineering & Technical Design
- Logistics & HR Planning
- Activating Financing Scheme

3



Execution

- Execution of Project Design
- Project Management
- Site Supervision
- Subcontractor Management
- · Budget Control

4

Operation & Maintenance

- Training & Capacity Building
- Agronomic Support
- Technical Operations Support

What makes
us the
leading
choice for
Greenhouse
projects?





Size matters.

You are going in to a big investment. You should have by your side the world's biggest irrigation company with a global presence and strong financial backbone.

Work with agricultural specialists.

We are not just another project company, we specialize in agriculture.





The world's most extensive track record.

We have
successfully
planned and
executed
thousands of
projects over the
past five decades.

Result driven projects.

At the end of the day, your project needs to deliver results. No matter what your goal is, we deliver projects that work.





Real end-to-e<u>nd.</u>

Feasibility and planning, financial solutions, project management and full operations support. We deliver from start to success.

Let's explore the 4 steps of a successful project and the related services Netafim provides.

1234

Initiation and Conceptual Design

This first step includes a thorough evaluation of your project's feasibility and financial viability. It covers everything from your preferred technology and workforce requirements to financial solutions, insurance and legal details.

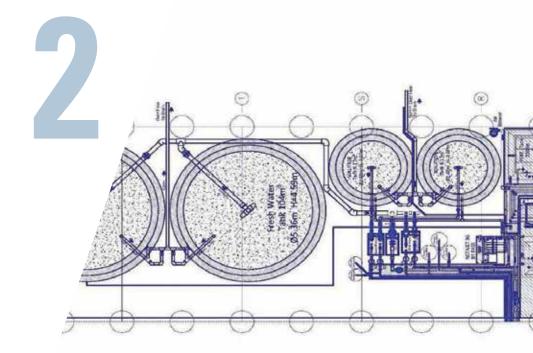
- → Feasibility Study
- → Climate and Crop Assessment
- → Business Plan
- → Financing Plan
- → Preliminary Technical Design



Planning and Detailed Design

The next step is designing the master plan for your project.

- → Structure Design
- → Irrigation System Design
- → Civil Works Engineering and Planning
- Equipment and HR Allocation
- → Project Scheduling



Execution

Once the master plan is perfected, it's time to put it into action, with onsite and offsite project management.

- → Budgeting and Control
- Logistics and Shipping
- → Machinery Utilization and Human Resource Planning
- → On-site Engineering and Supervision
- → Managing Subcontractors and other Stakeholders



Operation, Training and Support

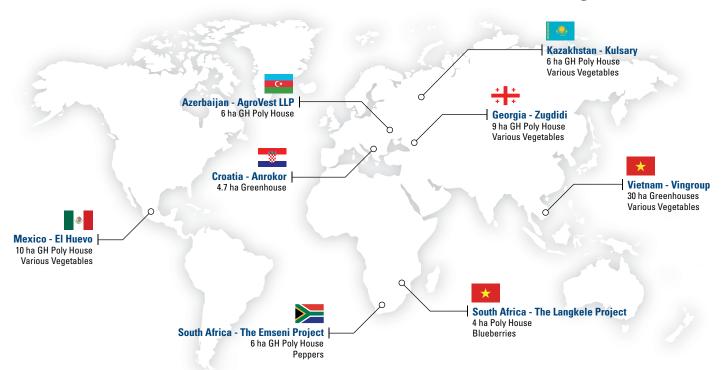
Your project's success will depend largely on the quality of ongoing technical and agronomic support, and the effectiveness of capacity building of your local team in the years after implementation.

- → Handover Programs
- → In-field and In-class Training and Capacity Building
- Training Tools and Organizational Implementation
- Agronomic, Technical and Operational Support Plans



Get to know some of our leading projects.





Belje - Croatian/Commercial Agricultural Company maintains sustainable year-round tomato production.

→ Country: Croatia

→ Year: 2014

→ Hectares: 4.7

→ Challenge: Customer is new to Greenhouse business.

Sub-zero cultivation using renewable energy, high quality demands and year round production.

→ Services: Full business plan, greenhouse and irrigation design and execution, extensive agronomic and technical support plan.

Result: Harvesting 620 ton/ha for 4 years in a row.





Vingroup - Providing a trusted source of clean and safe agricultural produce under hot and humid climatic conditions.

→ Country: Vietman

→ Year: 2015

→ Hectares: 30 ha

→ Crop: Vegetables

→ Structure Type: Polyhouse

→ Challenge: Hot and humid condition, high quality and productivity requirements, various crop types.

→ Services: Business plan, detailed agronomic plan, greenhouse and irrigation design and execution, extensive agronomic support.

Result: Growing quality vegetables year round to Vietnam's leading supermarket chain.



Lankgele

→ County: South Africa

→ Year: 2016-2017

→ Structure Type: Polyhouse

→ Hectares: 4 ha

→ Crop: Blueberries

→ Challenge: Designing a cost-effective polyhouse incorporationg high tech ventilation and shading screen solutions to achieve an optimal growing environment for berries.

→ **Services:** Full turn-key project.



Atirau-Sauda - Supplying fresh high quality produce to local restaurants and businesses.

→ Country: Kazakhstan

→ Year: 2017

→ Hectares: 2 ha

→ Crop: Various Vegetables

→ Challenge: Integrating all systems greenhouse system for optimal production in an extreme climate.

→ **Services:** Full turn-key project.



Emseni - Cutting-edge polyhouse enables year-round pepper production.

→ County: South African

→ Year: 2015-2016

→ Hectares: 6 ha

→ Structure Type: Polyhouse

→ Crop: Peppers

→ **Services:** Supply and supervision.

Result: High yields and quality year-round.



Stimor - Geothermal wells heat this cost-effective greenhouse.

→ Country: Georgia

→ Year: 2014-2016

→ Structure Type: Polyhouse

→ Hectares: 9

→ Crop: Various Vegetables

Challenges: This greenhouse provided a solution for low temperatures and radiation in the area.

→ Services: Full turn-key project.







NETAFIM USA

5470 E. HOME AVE. FRESNO, CA 93727 CS 888 638 2346

WWW.NETAFIMUSA.COM

GHNPRJ 11/19