



Unitronics

# Unitronics overview

December 2018

# Unitronics Group

## Excellence in Automation

### Fact sheet

- Established in 1989 ( about 30 years)
- Public since 1999
- TASE Listed: UNIT.TA
- 275 Employees (50 in the US)
- 160 Distributors Worldwide
- Experienced management

### Automation Products

#### Electronic off-the-shelf products

Design, development, manufacturing and international marketing of advanced industrial control and automation products, providing added value in specified niches for use in various industrial sectors



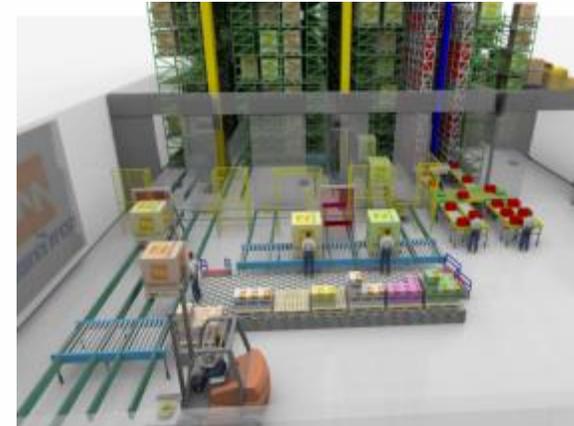
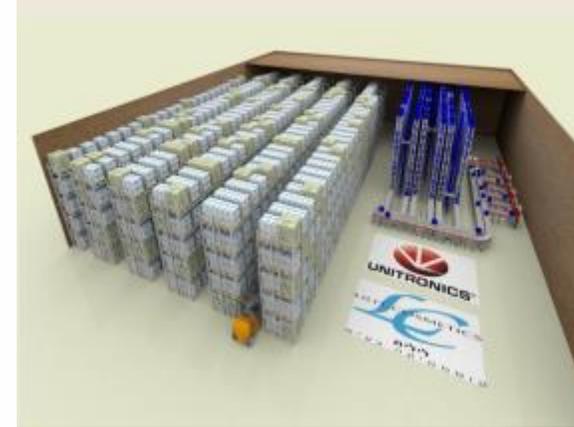
### Automated Solutions

- Autonomous Parking systems and Automated Logistics solutions
- Combined projects and off-the-shelf products:  
Design, development, manufacturing and international marketing of parking and automated logistics solutions



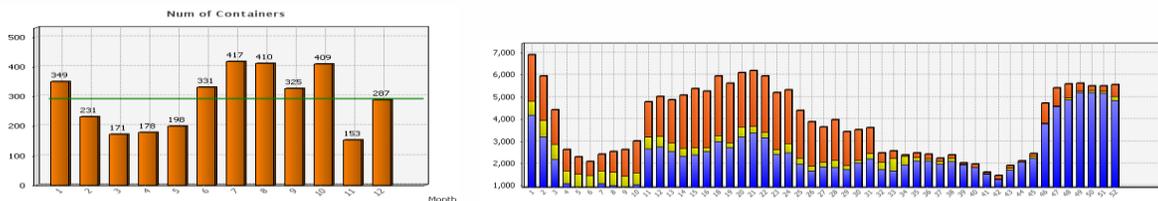
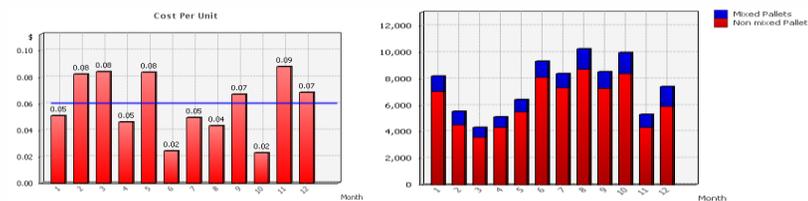
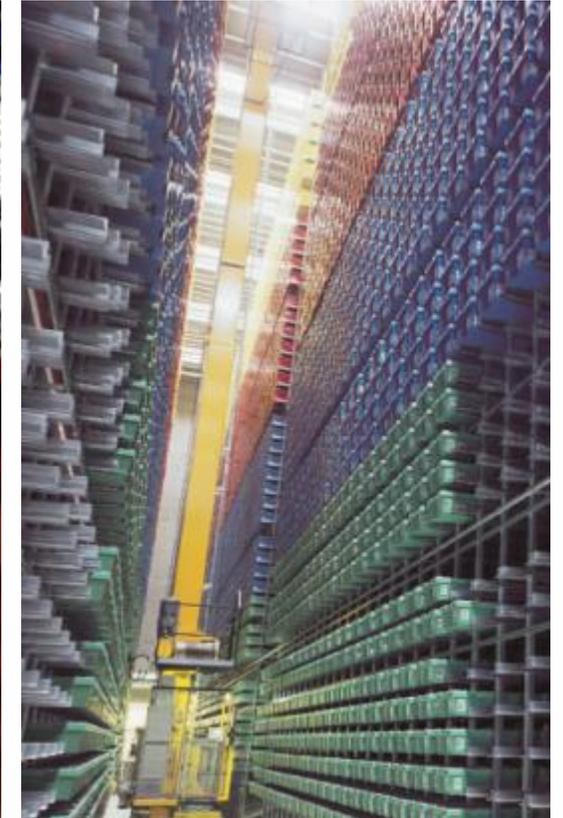
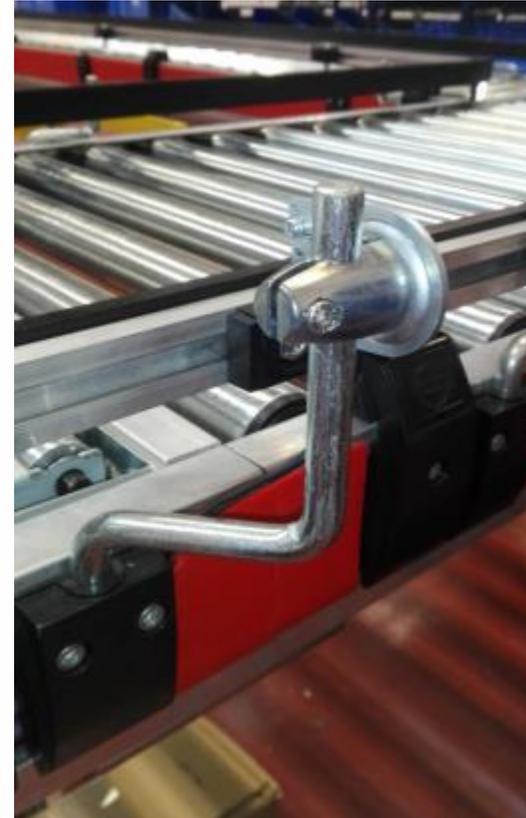
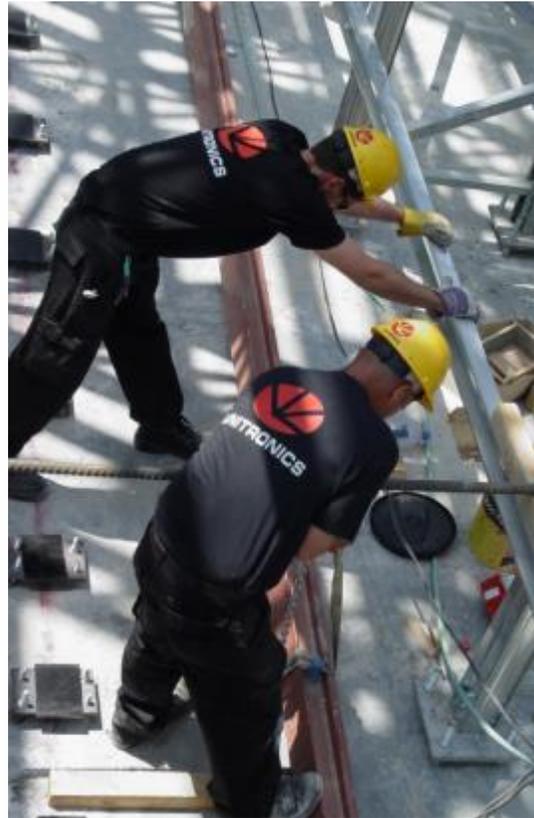
# 30 years of saving space

- Strategic analysis and logistics design services, experienced in cooperation with the customer's consultants
- Supply Chain analysis services
- Functional and detailed planning and engineering
- Turnkey logistic system Integration (mechanics, hardware and software)
- Training and education
- 24X7 service, maintenance and technical Support



# One-stop-shop provider of automated logistics solutions

- Inbound activity
- Customer order analysis
- Order picking activity
- Shipping activity
- Warehouses usage
- Labor and other operating costs
- Support



## Our Clients



“It wasn’t hard to choose Unitronics. The project was large & complex, and it was executed at a high speed & without problems. The major concern is not building metal structures & machines but making it work! We can without hesitation say that we got all the answers we wanted.”

Uri Boneh, Global Engineering Manager,  
Teva Pharmaceutical Industries

## Our Clients



“I feel safe working with Unitronics. I have direct access to the executives, I can talk openly with everyone, & I get responses. I think that with any logistic challenge that I’ll meet, I will first consult with Unitronics”.

Yehuda Forte, Engineering VP,  
Central Bottling Company (Coca-Cola) Israel

# Unitronics Automation Products

- Powerful distributed control and networking
- “All-in-One” approach – PLC and HMI (Panel)
- Built-in Multilingual Support
- Build in multi platform communications interface
- Built-in advanced Communication
- Intuitive graphical Programming environment
- Integrated Database for logging and logistics applications

**Powerful Software**

**Outstanding Support**

**Complete Range of PLCs**

**PLC + HMI**  
ALL IN ONE™

# World Recognition

- One of the most **intuitive** and **powerful** software available in the market
- Seamless integration between the components
- Simple connectivity and accessibility
- More than 1000 units per day !
- **Cut programing time by 50%**

**PLC + HMI**  
ALL IN ONE™

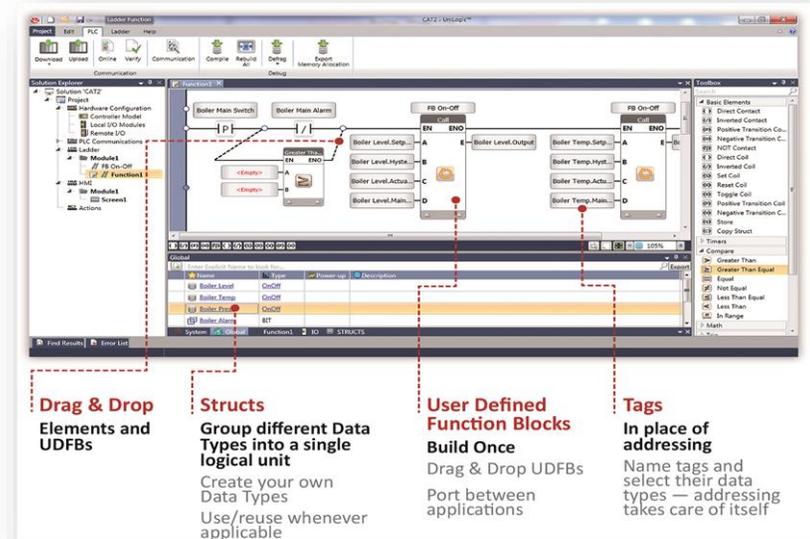
Web Server

SMS

Remote Access  
PC/ Tablet/Smartphone

Emails

Direct access



# Applications



Miscellaneous



Material Processing



Food & Beverage



Textile



Education



Pumps



Medical



Building Automation



Packaging



Refrigeration



Water/Waste Water



Oil & Gas



Manufacturing



Power & Energy



Printing

# Competitive Advantages

## Hardware

1. Modular single box solution
2. Four PLC families for every application
3. Slow obsolescence

## Software

4. Single programming environment
5. Continually expanding list of protocols
6. Protecting customer investment

## Company

7. Zero cost software and support
8. Internal integration driving technology
9. Rapid prototyping of specials

**UNILOGIC®**  
Studio



# Millions of working automated systems and applications in all industries



# Press Coverage & Loyal community

- Control Engineering is a leading automation magazine in the U.S with over 150,000 subscribers.
- For the eighth year in a row, Unitronics' products have been honored by Control Engineering Engineers' Choice Awards.
- Voting is only open only to Control Engineering magazine readers.



V350™



V570™



UniStream®



UniLogic®



SAMBA™ 3.5



UniStream® 15.6



SAMBA™ 7



UniStream® 10.4  
Multi-Touch



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Fully automated parking solutions

# Unitronics Autonomous Parking Systems

- High density parking solution
- Reduced parking volume by up to 65%
- Up to 3 times more parking spaces in the same volume space
- Lower operating costs
- Lower insurance costs
- Reduced labor
- Reduced power consumption

## Robotics building blocks

### u·tron PACE

- Pallet-less, multi-level, multi-depth
- Redundant shuttle-based solution that autonomously transports the vehicle from entry point to optimal parking spot
- Ideal for projects requiring larger parking capacities



### u·tron SLIDE

- Pallet-based, single/multi-level, multi-path
- Redundant conveyor-based solution that autonomously transports the vehicle-on-pallet from entry point
- Most effective solution to convert existing parking structures into autonomous parking facilities



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IT'S MUCH MORE THAN  
A FULLY AUTOMATED PARKING SOLUTION...

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It's a totally new

# PARKING CONCEPT

The future for transportation and mobility meets present day parking

Parking as amenity and a project differentiator

Drastic reduction of space required

Cuts expenses across the board

Multiple benefits for all stakeholders - developers, architects, operators, end-users and even our planet





## A GAME-CHANGING ENABLER FACILITATING SIGNIFICANT REAL ESTATE IMPROVEMENTS

In various projects it helped turn projects that were financially questionable into high profit projects.

U-TRON saves space, helps reduce energy, maintenance and insurance costs and eliminates the need for personnel.

Less usable space committed to parking translates into a more efficient development, both from an economic and environmental standpoint.

Matt Testa, Director of construction, Bijou Properties



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By partnering with U-tron early in the project concept phase, we were able to recapture valuable day-lit residential and retail space from the building perimeter while compressing the parking volume deep into the building core. We were also able to pull all parking levels above grade while still hitting our parking space quota, further adding value by voiding expensive and complex subterranean construction processes.

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“It’s also personal for me. I park my vehicle in a U-tron garage every night and I love it”

Dean Marchetto, Architect, MHS, Park+Garden

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“Working with U-tron opened up new opportunities for us in the design of our mixed-use building. U-tron’ parking systems allowed us to reduce the size of our parking area by 35% resulting in significant additional space for principle uses such as commercial or residential units. In one case it allowed us to eliminate a costly basement parking level which saved significant time and money in construction.”

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More parking in less space – I'll take that deal everyday.  
Not only U-tron doubled my project's parking capacity, it also freed up  
10,000 sq-ft of storage space, which were highly needed for my fresh  
food market tenant.”

Aaron Stickney, Director of Development, Treetop Development



“ By replacing the conventional underground parking with U-tron’s automated parking system, we were able to build a significantly smaller parking structure below grade allowing us to create valuable retail space”

John C. Petras, Managing Principal | George Michelis, Managing Principal,  
Rockfarmer Properties ,21-21, 31 Street

## REDUCING THE PARKING FOOTPRINT

*Uses as little as 50% of conventional  
parking structure volume*



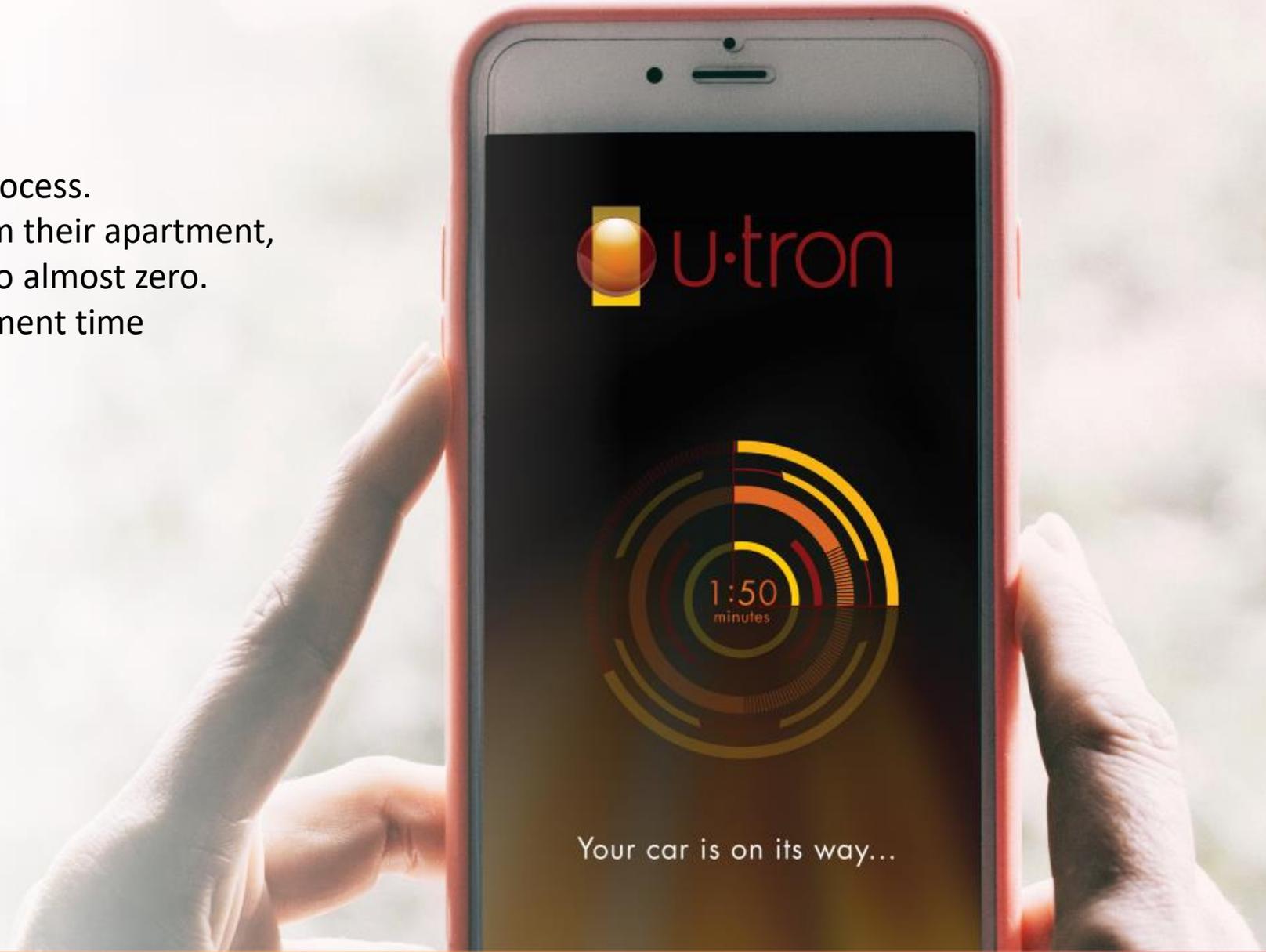
# PARKING AS LIFESTYLE

Not only does U-TRON improve users' parking experience, with amenities like a cool waiting lounge while car is retrieved, the free space can be turned into a rooftop pool or garden for residents' benefit.



## REVOLUTIONARY USER EXPERIENCE

A mobile app that allows seamless parking process. Users can start their car retrieval process from their apartment, office or outdoors, and reduce waiting time to almost zero. They can also pay with the app and save payment time and hassle.



## EASY TO USE, EASY TO MANAGE

Innovative and simple user interface

Serviced by professionals

24/7 support services offered





## A UNITRONICS PRODUCT, YOUR SAFE CHOICE

- Field proven technology from a “field proven” company
- 30 years of successful systems’ implementations
- 10 years of successful US projects
- Turn key provider
- One-Stop-Shop
- Guaranteed performance

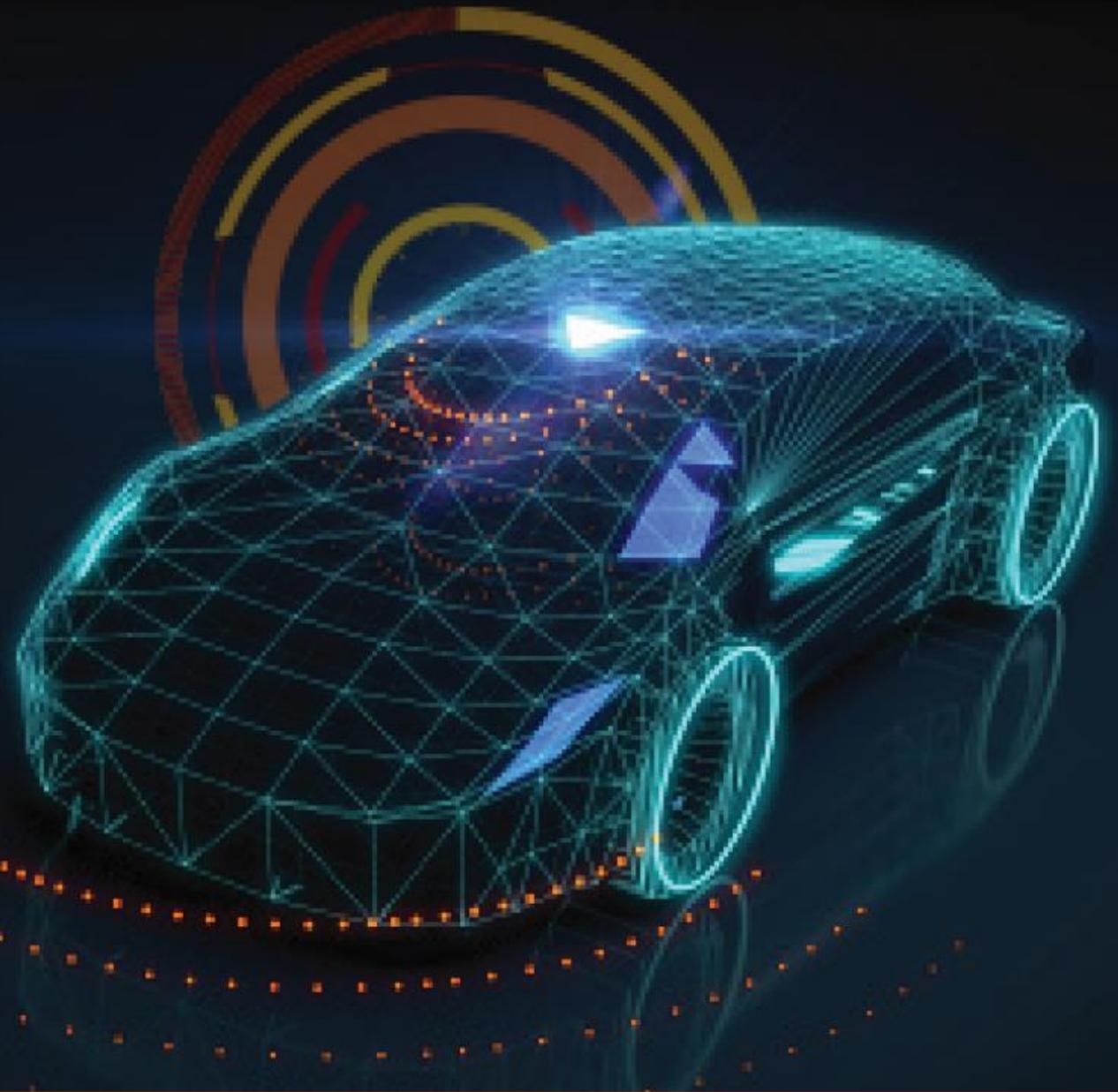
Backed by cutting edge  
**TECHNOLOGY & ENGINEERING**  
with decades of experience

Founded in 1989, Unitronics is a publically traded company which offers decades of innovative methods and in-depth knowledge of reliable automation to fulfill the needs of the automation control industry.

The company's international operations cover over 50 countries, supported by a network of sales reps and local service agents worldwide, including over 80 professionals in North America alone.

Ready for the  
**EV & AUTONOMOUS  
REVOLUTION**

When autonomous cars hit the streets, we'll be waiting to park them. U-TRON is plug-and-play ready for the future, today.





## WeHo MUNICIPAL GARAGE WEST HOLLYWOOD, CA

The WeHo Municipal Automated Parking Garage serves City Hall and the renovated Community Plaza.

It decreased CO2 emissions as cars no longer have to circle the lot looking for a parking space. In addition, the facility is solar-powered.

The garage uses 60% of the capacity volume compared to a non-automated garage.

The city turned this space into West Hollywood's Community Plaza, a "tranquil park-like space" complete with trees, benches, a water feature, and stage.







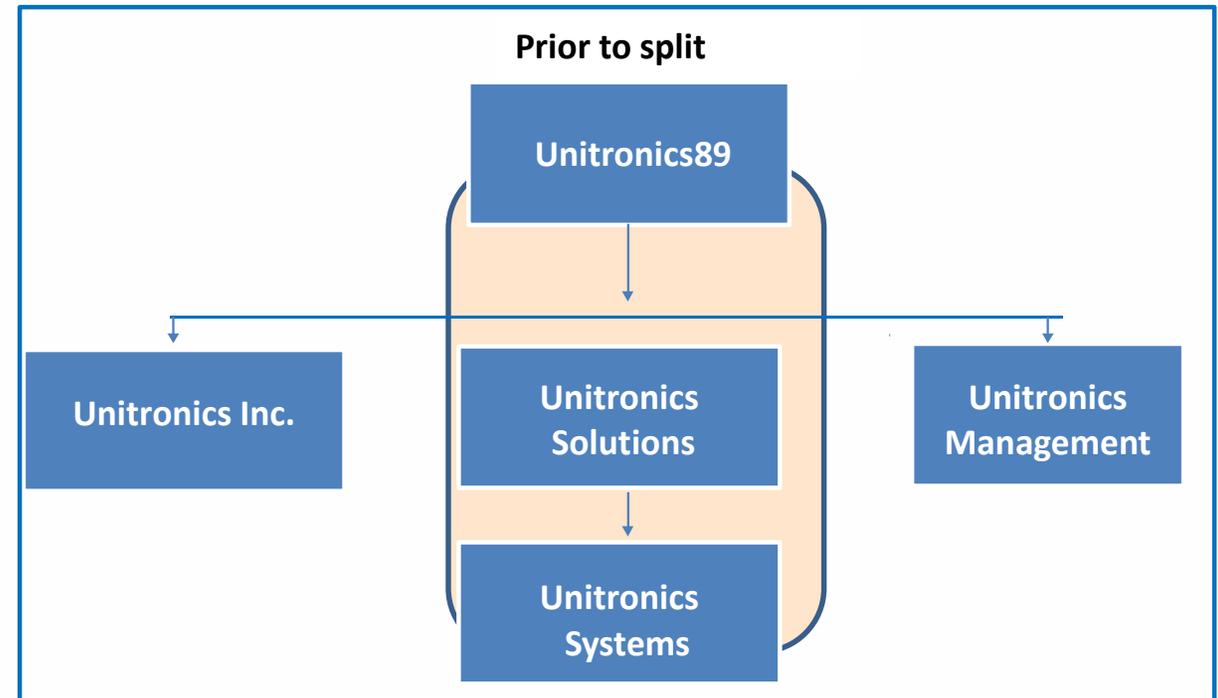
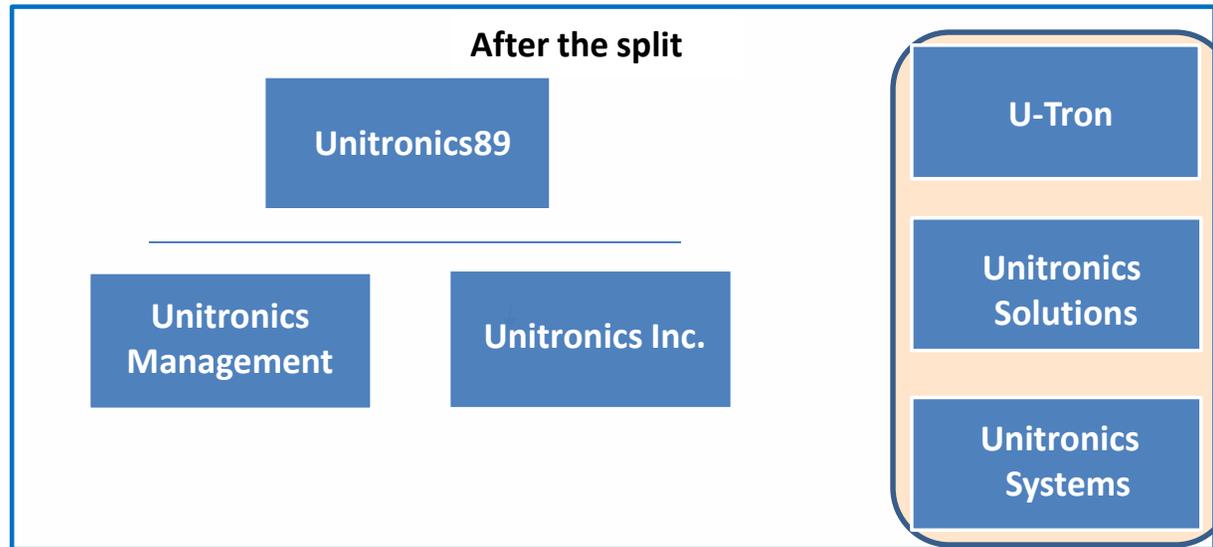
Division Split into Two Separate Companies

## Division split into two separate companies:

- Simplify the Company's overall structure
- Focus each business on its specific goals
- Allow capital raise to support growth where needed



# Advantages of the split



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# Financial Update

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- ✓ Revenue for the nine-month period increased by 9% to 145M NIS. vs. parallel period in 2017. Q3 Revenue increased by 9% to 49.3M NIS vs. Q317. Both company's BUs presented a growing results.
- ✓ Operating Income for the nine-month period recorded 67% increase vs Parallel period in 2017 and 50% increase vs Q32017.
- ✓ Profit for the nine-month period 4.2M NIS vs loss of 0.6M NIS vs. parallel period last year
- ✓ Solid financial stability:
  - ✓ 38M NIS available cash
  - ✓ Share Holders Equity amounted to 90.6 M NIS (45% out of total balance)
  - ✓ A long standing-tradition of timey bond repayments (2 payments left to end series 4 and 5 payments left to end series 5).
- ✓ During the quarter The company reported 2 new parking agreements in The US totaling 94 M NIS.

# Consolidated Balance sheet

## Unitronics

	September 30, 2018	September 30, 2017	December 31, 2017
	NIS, (In thousands)		
<b>Current assets</b>			
Cash and cash equivalents	38,054	53,047	55,917
Trade receivables and accrued income	43,159	45,227	54,425
Inventory	37,229	30,326	34,012
	<b>118,442</b>	<b>128,600</b>	<b>144,354</b>
<b>Non-current assets</b>			
Other deposits	245	273	327
Property and equipment, net	21,131	22,644	22,238
Intangible assets, net	62,538	67,307	66,555
	<b>83,914</b>	<b>90,224</b>	<b>89,120</b>
	<b>202,356</b>	<b>218,824</b>	<b>233,474</b>
<b>Current liabilities</b>			
Current maturities From banks and Bonds	13,441	13,155	12,993
Accounts payable and other	45,179	46,183	59,865
Other financial liabilities	155	374	94
	<b>58,775</b>	<b>59,712</b>	<b>72,952</b>
<b>Non-current liabilities</b>			
Loans from banks and others	2,170	2,338	2,249
Bonds	36,889	49,716	49,817
Liabilities for benefits to employees, net	2,641	2,407	2,545
Other Liabilities	6,625	6,414	6,910
Deferred taxes	4,662	4,968	4,637
	<b>53,014</b>	<b>65,843</b>	<b>66,158</b>
<b>Equity</b>	<b>90,567</b>	<b>93,269</b>	<b>94,364</b>
	<b>202,356</b>	<b>218,824</b>	<b>233,474</b>

# Unitronics

## Consolidated P&L

	For the nine months ended		For the year ended	
	Sep-30	Sep-30	Dec-31	Dec-31
	2018	2017	2017	2016
	NIS, (In thousands)			
Revenues	145,009	132,800	185,002	148,988
Cost of revenues	<u>93,901</u>	<u>93,902</u>	<u>129,622</u>	<u>117,042</u>
<b>Gross profit</b>	<b>51,108</b>	<b>38,898</b>	<b>55,380</b>	<b>31,946</b>
<b>% GP</b>	<b>35%</b>	<b>29%</b>	<b>30%</b>	<b>21%</b>
Development expenses, net	3,676	3,225	4,387	5,087
Selling & marketing expenses	22,098	18,339	25,905	24,381
General & administrative expenses	15,788	11,604	16,195	14,243
Other expenses	=	<u>13</u>	<u>13</u>	<u>15</u>
<b>Operating profit (loss)</b>	<b>9,546</b>	<b>5,717</b>	<b>8,880</b>	<b>(11,780)</b>
Financing incomes	1,482	1,201	942	943
Financing expenses	<u>3,466</u>	<u>5,044</u>	<u>6,613</u>	<u>6,419</u>
<b>Profit (loss) before taxes</b>	<b>7,562</b>	<b>1,874</b>	<b>3,209</b>	<b>(17,256)</b>
Tax benefit (taxes on income)	<u>(3,342)</u>	<u>(2,432)</u>	<u>(2,173)</u>	<u>246</u>
<b>Profit (loss) for the period</b>	<b>4,220</b>	<b>(558)</b>	<b>1,036</b>	<b>(17,010)</b>

## Unitronics BU's\_ Quarterly results (K NIS)

Products	Q3-2017	Q4-2017	Q1-2018	Q2-2018	Q3-2018
Income	30,213	31,527	29,746	34,824	32,043
Operating Income	6,970	6,242	5,422	7,679	6,622

Automated Solutions	Q3-2017	Q4-2017	Q1-2018	Q2-2018	Q3-2018
Income	14,935	20,575	14,902	16,017	17,149
Operating Income (Loss)	(1,696)	147	(229)	508	487

NIS, (In thousands)

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# Thank you

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