



---

## CONTENTS

1 ABOUT NETAFIM	03
2 SERVICES OVERVIEW	04
3 SHARED GOAL	07
4 OPERATIONS & MAINTENANCE SERVICES	08
5 MANAGED IRRIGATION SERVICES	11
6 NETAFIM ADVISORY SERVICES	12
7 HOW DO NETAFIM SERVICES WORK?	15
8 KEY TERMS	16
9 CORPORATE SOCIAL RESPONSIBILITY	19
10 PREVIOUS EXPERIENCE	20

---

## NETAFIM LIMITED

### CORPORATE HEADQUARTERS

110 Derech Hashalom, Tel Aviv, Israel 67892

Telephone: 972-8-6474747

Facsimile: 972-8-6473983



NETAFIM IRRIGATED WHEAT — ISRAEL

---

## ABOUT NETAFIM LTD.

Netafim is the leading global provider of end-to-end smart irrigation solutions. With over 50 years of ground-breaking innovation, irrigation know-how, and project management expertise, we'll help design, develop and implement your agricultural vision. Then we'll ensure you achieve success and profitability through a fully sustainable operation – no matter your crop, location, climate or conditions. Whether you're starting a new agriculture project or expanding an existing one, it's all about maximizing profitability and achieving quicker ROI. From developing the water source to operating and maintaining the infield system – we've got you covered.

---

## NETAFIM SERVICES OVERVIEW

Partnering with us means forming a long-term connection to deliver returns to your investors generated from the ground up.

Netafim services are designed to optimize agricultural crop assets by deploying our smart irrigation solutions and agronomic expertise. This alignment between best practices and performance optimization allows Netafim to plan, implement, manage and maintain your investment - delivering faster ROI, better yields, and lasting success.

---

## 4 PILLARS OF SUPPORT FROM START TO ONGOING SUCCESS



# 2



---

## WEALTH CREATION THROUGH IRRIGATION ASSET MANAGEMENT

At Netafim we offer transformation of agricultural investments by taking underutilized and under-capitalized assets and developing operational strategies to deliver increased yields and lower operational costs through smart irrigation systems. We create wealth for investors, remove the risks and difficulties of crop and irrigation management, while supporting local communities and leaving a positive legacy.

## OUR SHARED GOALS

Having a deep understanding of where and with whom we work, allows Netafim's expertise to be leveraged and deployed with complete peace of mind. From planning and design to installation, operation and ongoing maintenance, Netafim's goal is to achieve consistently higher returns while providing a positive impact. Choose from our Operations and Maintenance Services or our complete Managed Irrigation Services, and start reaping the rewards today.

---

## OPERATIONS & MAINTENANCE SERVICES

---

NETAFIM'S OPERATIONS & MAINTENANCE SERVICES OFFER YOU THE OPTIMAL MEANS TO ACHIEVE RETURN ON INVESTMENT REALIZATION from your Netafim smart irrigation solution purchase. By having the world's irrigation expert operate and maintain the Netafim irrigation system for a periodic fee over time, your irrigation investment will provide real benefits and peace of mind.

---

### WITH NETAFIM OPERATIONS AND MAINTENANCE SERVICES:

- We will help you to design the right Netafim smart irrigation system for your farm and supervise its installation.
- Our smart irrigation system delivers water and nutrients to the roots of each plant resulting in higher and better yields in a more sustainable manner.
- Following purchase and installation of the irrigation system, you have Netafim's commitment to deliver superior quality service and to leverage our expertise to maximize the benefits of our end-to-end irrigation solutions throughout the contract period.
- We have the operations and maintenance package to meet your specific needs.

# 4



---

## MANAGED IRRIGATION SERVICES

---

NETAFIM'S MANAGED IRRIGATION SERVICE IS A UNIQUE OFFERING in which Netafim's 50+ years of cumulative expertise is deployed to manage your complete irrigation needs. We will implement and install our leading-edge smart irrigation system and operate and maintain the system for a periodic fee – with minimal upfront investment. In short, our significant investment lets you enjoy real benefits and peace of mind.

---

### WITH NETAFIM MANAGED IRRIGATION SERVICES:

- We will design, install, operate and maintain the right smart irrigation system for your farm.
- Our smart irrigation system delivers water and nutrients to the roots of each plant resulting in higher and better yields in a more sustainable manner.
- You have Netafim's commitment to deliver superior quality service and to leverage our expertise to maximize the benefits of our end-to-end irrigation solutions throughout the multi-year contract period.

---

## NETAFIM ADVISORY SERVICES - NETWORKS

---

FROM AGRONOMIC SUPPORT, DESIGN SERVICES, SYSTEM REVIEWS AND SYSTEM BENCHMARKING, NETAFIM'S ADVISORY SERVICES WILL HELP YOU GET THE MOST FROM YOUR EXISTING IRRIGATION SYSTEM.

Our NetWorks irrigation experts can assess your current system's effectiveness, so you know exactly how well it is performing, making sure you're optimizing crop performance. Your irrigation system is an investment in the future of your business, so knowing how it performs today will help you to understand how it should perform tomorrow.

### WITH NETWORKS:

- **SYSTEM REVIEW** - Networks' most comprehensive irrigation performance assessment service. We test every part of your irrigation system and provide you with an extensive report, which includes its current performance, and some recommendations for how it could perform better.
- **SYSTEM CHECKS** - To help you understand how your system is currently performing. We check pump flows and pressures, and inspect primary filters, valve assemblies and blocks. We give you a performance report, including key improvement recommendations.
- **SYSTEM BENCHMARKING** - Analyses Netafim installed irrigation systems against expected standards and benchmarked against our data to make sure it is optimized.







7

NETAFIM IRRIGATED ORANGES - BRAZIL

## HOW DO NETAFIM SERVICES WORK?

### WHAT YOU DO

Provide electricity, water, permits, civil works, ag inputs and approve the irrigation protocol recommendations

Provide a direct liaison

Prepare the soil for installation  
Seeding and harvesting

Tillage  
Crop protection

### WHAT NETAFIM DOES

Support feasibility study, land and water source selection  
System design and installation

Irrigation equipment supply (a-z)

Ongoing system operation:

- Irrigation manager on-site
- Irrigation & fertigation scheduling
- System operation management
- Digital farming tools operation
- Irrigation team training and supervision

System maintenance:

- Full execution of maintenance protocol
- Equipment\*
- All related materials (chemicals, injection units measuring tools)\*

Provide expert agronomy, irrigation and technical advisory

*Note: Above is not all inclusive*

*\* Included in Managed Irrigation Services Offering*

## KEY TERMS - MANAGED IRRIGATION SERVICES

---

- Netafim designs, installs, operates and maintains the full irrigation system, and retains ownership
- Netafim provides irrigation, technical, and agronomic advisory
- Netafim commits to deliver quality service
- Initial payment followed by monthly fee, payable monthly
- Renewable 5-year (or longer) term
- Early termination charge

---

## KEY TERMS - OPERATIONS AND MAINTENANCE SERVICES

- Netafim designs and supervises installation of the full irrigation system
- Netafim provides irrigation, technical, and agronomic advisory
- Netafim commits to deliver quality service
- Monthly fee, payable monthly
- Renewable term - the longer of a crop cycle or 12 months
- Early termination charge





NETAFIM IRRIGATED WALNUTS - TURKEY

## CORPORATE SOCIAL RESPONSIBILITY

---

At Netafim we understand that it is our social and moral responsibility to enhance our corporate value through innovation and community focused business practices and contribute to a sustainable society. We hold ourselves accountable to all of our stakeholders including our customers, business partners and employees. We are also accountable to our society and to the earth. At Netafim we adopt a triple-bottom line approach to our Corporate Social Responsibility. This is centralized around three core principles: People, Planet and Productivity.

Our Services offering creates jobs in rural areas, turns under-utilized agricultural land into highly productive food bowls, while minimizing the impact on the environment. Saving water, reducing chemical inputs, reducing greenhouse gas emissions, minimizing waste and protecting soil integrity for the future.

---

## CIRCULAR ECONOMY & NETAFIM RECOIL

While Netafim smart irrigation systems have far superior environmental credentials than other methods, we are aware that the only way to be truly sustainable is to reduce the amount of plastics left in-field. That's why, since 2006, Netafim has offered an end-of-life recycling programme. Not only do we use recycled materials in all of our manufactured products, we are also removing plastic from the environment and reusing our own field-waste in new drip line products. Something which no other irrigation manufacturer offers. We call it Recoil and we are committed to continually developing our own sustainable circular economy for the good of our customers and the environment.



---

## TRUSTED THROUGHOUT THE WORLD.

When experience counts, Netafim is unsurpassed. With a 50+ year history of helping the world grow more with less, Netafim have successfully delivered, and currently manage, some of the largest agricultural projects across the globe. Rest assured that your assets are in safe hands. The Netafim Services offering will ensure a rapid return on investment, maximum yield and ongoing success.

# 10



**NETAFIM.COM**

CORPORATE HEADQUARTERS

10 HaShalom St,

Tel Aviv, Israel 67892

Telephone: 972-8-6474747

Facsimile: 972-8-6473983