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# Investor's Meeting

December 31 2022 Financial Statements

# What we'll be talking about today



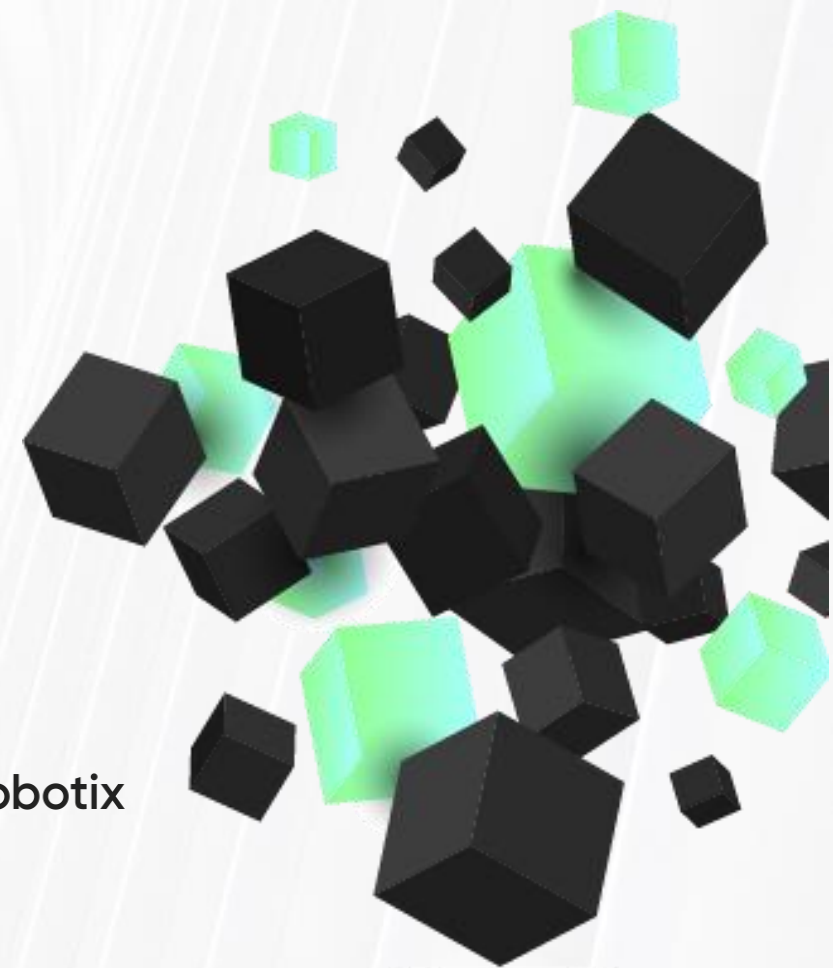
Financial Data for the  
Period and Year



2022 Summary



Spotlight on activity – **one** robotix



# Technologies For Future Needs

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ONE offers technological solutions software and integration services for organizations. With extensive experience and an in-depth understanding of future business requirements and challenges, ONE accompanies its clients in implementing the changes and developing the skills needed for tomorrow's business world.

ONE, along with its clients, develops, updates and recreates its services in accordance with market needs – along with the industry's leading tech companies, and specializing in the most advanced technologies.

**ONE the address for the companies of the future**



# Leading the Growth in the Israeli Information Technologies Market

	Revenues	Gross Profit	Operating Profit	Net Profit
Year 2022	912 million USD <b>+18%</b>	144 million USD <b>+15%</b>	67 million USD <b>+18.3%</b>	49 million USD <b>+21.6%</b>
Quarter Q4/22	242 million USD <b>+15.1%</b>	39 million USD <b>+8.7%</b>	18 million USD <b>+7.6%</b>	13 million USD <b>+12.6%</b>

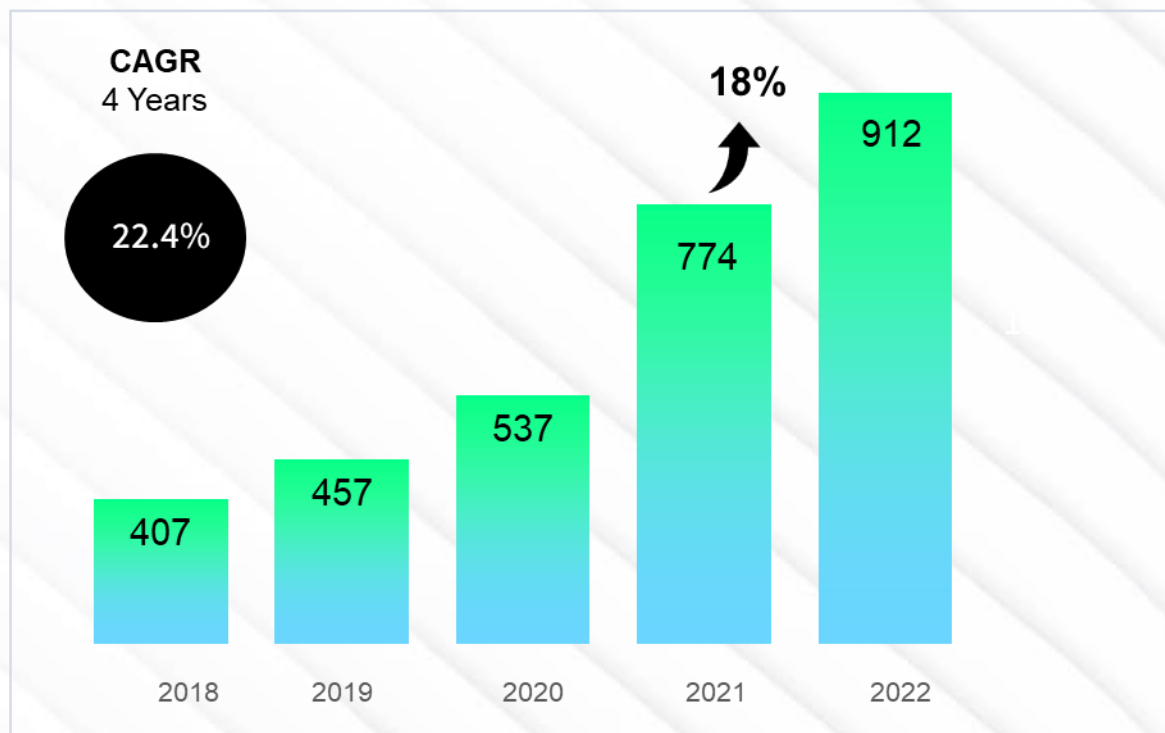
\* USD rate of exchange 3.519

\* Compared to corresponding period last year

# Leading the Growth in the Israeli Information Technologies Market

4 years of double-digit growth in all parameters

## Revenues for the Period



Change	2022	2021
+18%	912	774

\* Data is presented in millions of USD

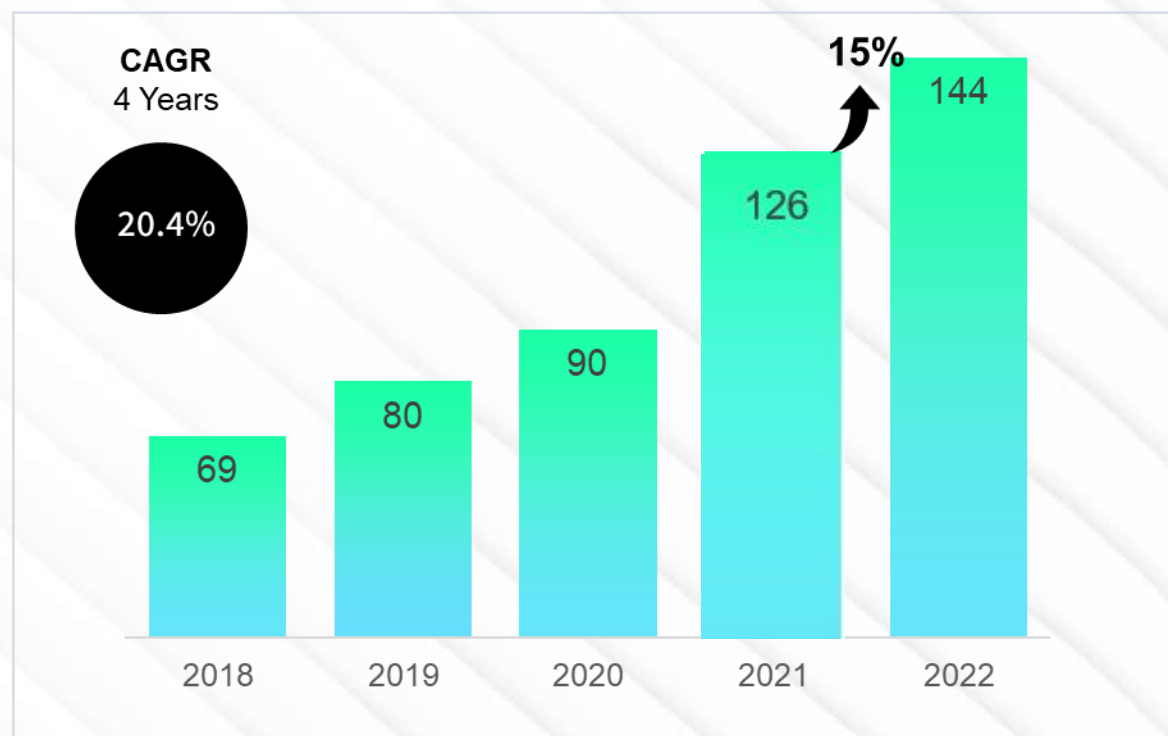
\* USD rate of exchange 3.519

\* CAGR - Compound Annual Growth Rate

# Leading the Growth in the Israeli Information Technologies Market

4 years of double-digit growth in all parameters

## Gross Profit in the Period



Change	2022	2021
+15%	144	126

\*\* Data is presented in millions of USD

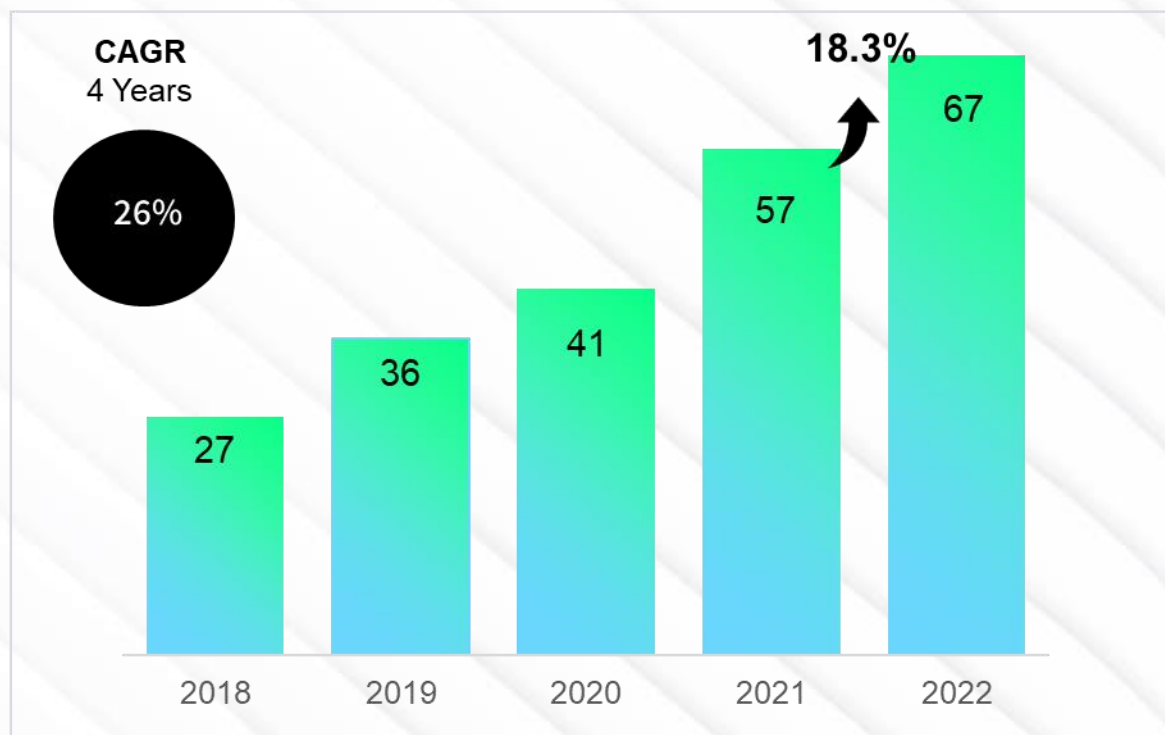
\* CAGR - Compound Annual Growth Rate



# Leading the Growth in the Israeli Information Technologies Market

4 years of double-digit growth in all parameters

## Operating Profit in the Period



Change	2022	2021
+18.3%	67	57

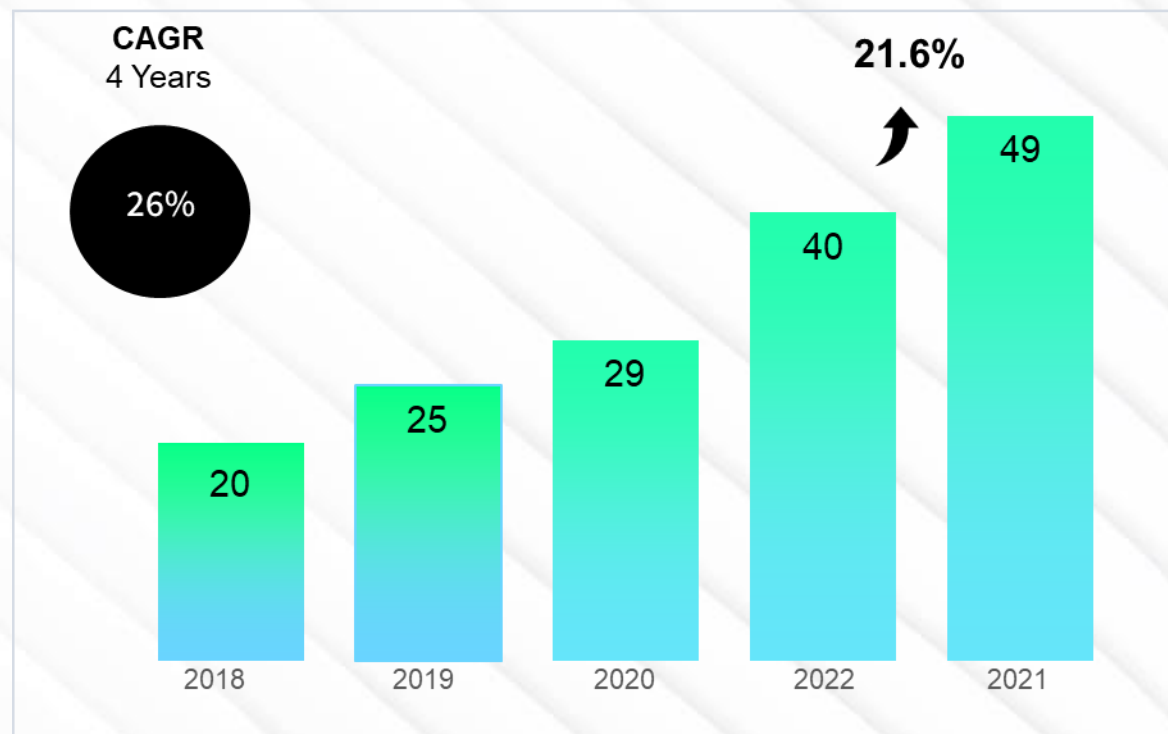
\*\* Data is presented in millions of USD

\* CAGR - Compound Annual Growth Rate

# Leading the Growth in the Israeli Information Technologies Market

4 years of double-digit growth in all parameters

## Net Profit



Change	2022	2021
+21.6%	49	40

\*\* Data is presented in millions of USD

\* CAGR - Compound Annual Growth Rate



# Software Solutions and Added Value Services Segment

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Power BI

**servicenow**

**Qlik** Q

One**View**



Microsoft Azure

**priority**



Microsoft  
Dynamics® 365

**ORACLE®**  
Cloud

**ORACLE®**  
NETSUITE

# **ONE is a market leader in cloud solutions**

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The fastest growing area in the IT world



# Software Solutions and Added Value Services Segment

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A rich world of leading technological solutions

Technology-focused business units

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## **Core Organizational Systems/ERP**

The Company has been rated for a number of years as the leading Israeli company in the field of ERP, with over 700 experts specializing in Oracle, OneView, NetSuite, Priority and SAP solutions.

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## **Software Products**

Sale and implementation of leading software products to customers in all sectors.

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## **CRM/Business Applications**

The Company has been rated for a number of years as the leading Israeli company in the field of CRM, specializing in Salesforce, MS Dynamics and Pivotal solutions.

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## **AZURE/365-Based Cloud Solutions**

Sale, implementation and integration of cloud computing solutions for systems in the Microsoft environment.

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## **Municipal Core Systems**

Development, implementation and maintenance of financing, billing, payroll and digital services adapted to the municipal sector.

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## **Managing and Designing Engineering Projects**

Managing and designing projects in the field of infrastructure and construction, primarily in the field of national infrastructure, including – laying down railroad tracks, expanding roads, gas pipe laying projects and so on.

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## **Information and Cyber Security**

An array of experts with international certification, specializing in testing for penetrations and risk surveys. Accompaniment and consultation in the fields of attack, defense, regulation and the human dimension.

# Software Solutions and Added Value Services Segment

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A rich world of leading technological solutions

Technology-focused business units

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## **BI and Analytics**

Leaders in Qlik technologies and Power BI/Azure, Alteryx and Datorama

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## **Expertise in Open Code Development**

Outsourced software development services with an emphasis on open sources, based on employing female Haredi programmers in the Israeli and global high-tech market.

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## **Digital Solutions**

Specializing in accelerating the transition to digital in organizations – including developing mobile applications, complex e-commerce sites and IoT arrays with AI integration.

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## **Development of Complex Software Systems**

Development of software systems and complex project management (enterprise) for implementing central information systems.

Market leaders in a variety of platforms of GIS solutions offering implementation of software and hardware-based solutions together with unique and varied IoT solutions.

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## **Expert Services**

Providing a response to clients in the field of outsourcing with the full range of technological professions in the fields of development and infrastructure, as well as offering teams managed in accordance with clients' needs.

# IT Infrastructure Segment

The world's leading platform



**TOSHIBA**



**INFINIDAT**



**Hewlett Packard  
Enterprise**

**NUTANIX**

**Lenovo**



# IT and Communications Infrastructure Integration Segment

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A rich world of leading technological solutions

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## Organizational Data Centers

The Company specializes in providing planning, supply and integration services for advanced data center infrastructures, including servers, storage and communications arrays from the finest manufacturers.

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## Retail and Banking Solutions

The Company provides unique solutions to these sectors, such as POS solutions, self-service solutions, queuing management, CPS cash management software/hardware solutions as well as ATMs.

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## Outsourcing

The Company provides its clients with comprehensive operation services for IT systems , which include technical support and operation of the IT systems.

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## Support and Maintenance Services

The Company provides its clients with support and maintenance services for all of their IT systems through its support center and service technicians, on-site services throughout the country.

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## Mobile Computers and End Equipment

The Company markets a variety of personal computing systems and associated equipment from the world's leading manufacturers: HP Inc., Lenovo, Apple, Fujitsu

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## Communications and Cyber Infrastructure

ICT solutions  
Information & Communications Technology  
End-to-end. Solutions and services in the field of communications, information security and cyber and various virtualization and automation solutions



# Outsourcing Business Processes and Technological Support Centers Segment

A rich world of leading technological solutions

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## **BPO**

Managing business process through the integration of advanced technologies with full warranty. Carrying out large-scale control and operation projects, IT solutions and data entry in the field of GIS – managing centers and conducting personalized surveys.

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## **Technological Support Centers**

Characterization, establishment, management and operation of technical support centers for the solution of technological problems for designated systems and applications and computer rooms by designated activation teams.

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## **Contact Center**

Characterization, establishment, management and operation of service, sales and support centers adapted to clients' needs, employing years of experience, proven methodologies and advanced technologies.

# Key Financial Data

	2022	2021
Equity	182 million USD	160 million USD
Rate of capital relative to balance sheet	32%	29%
Cash and cash equivalents	90 million USD	86 million USD
Net cash (net financial debt)	3 million USD	(20) million USD

## Cash Flow From Current Activity

**2022**



**86** million USD

**2021**



**82** million USD

**2020**



**72** million USD



A full-page background image featuring a runner in a green shirt and black shorts, captured in mid-stride on a paved road. The road has white painted numbers '2022' and '2023' on it. The background shows a scenic landscape with green hills, a winding road, and mountains under a blue sky with clouds. A semi-transparent green filter is applied over the entire image.

# 2022 Summary





## Development Field

Public and Government Sector

**Specializing in performing end-to-end system development projects** – while integrating technologies and products, developing large and innovative systems for the government and development sector

### “Matzpen” Project

Israeli education workers supplementary education field IT project, for the Ministry of Education – the purpose of the project is to provide a solution for computerizing the supplemental education of education workers

### “Shoham” Project

The new government payments service, is being developed for an available government project – the purpose of the project is to provide a system to implement all of the payments made by civilians and business entities to the State of Israel.



## Communications and Information Security

In the field of communications, activity is focused on carrying out information security communications projects, in the sale of equipment, provision of services and expert solutions in these areas.

### **Bank Hapoalim**

End switches upgrade project – replacing all Cisco switches in the bank branches across the country with full characterization and adapting the protocols to the data center's new array.

### **Bank Of Israel**

Project for moving Bank of Israel data center to new building Transferring and replacing the communications array to a Cisco Nexus .





# BPO

**Managing business process through the integration of advanced technologies with full warranty.** Managing projects for government ministries and major organizations, decades of experience as leader in the field. Some 1000 employees in a broad variety of projects

## **Ministry of Health**

**Managing computerized testing for the Ministry of Health** using an end-to-end computerized testing computer management system including computer deployment, supervision, security, checking the tests and statistics for thousands of students at the same time.

## **Ministry of Education Call Center**

An administration that supports principals, teachers, students and parents in all of the areas pertaining to the Ministry of Education through designated call centers for each area and employing experts and professional instructors.



## Strategic Project Management

### **Building Teleprocessing Campus**

Building the technological infrastructure of the Beersheba teleprocessing campus. As part of the transfer of IDF bases to the south, Taldor will build and operate the entire teleprocessing array including very low voltage systems, passive and active communications infrastructure, information and cyber security, telephone services, data center, IT systems, multimedia and information systems for a smart city.



# Spotlight On Activity

**one** robotix

הוא לא יכול להגיד  
אין לי שום דבר

הוא לא יכול להגיד אין לי שום דבר, אבל הוא יכול להגיד שהוא לא יכול להגיד





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**Thank You**  
See you next quarter

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