Novolog Group Presentation

August 2020



Forward-looking statement

- The information included in this presentation is a summary only and does not exhaust all of the information on the Company and its business, nor is it a substitute for inspection of the Periodic Report for 2020, the Company's current reports and the presentations released thereby, as reported to the ISA via the Magna distribution site. The presentation does not constitute an offering or an invitation to purchase securities of the Company, and the provisions thereof do not constitute a recommendation or opinion or substitute for the discretion of the investor.
- This presentation includes forecasts, estimates, assessments and other information pertaining to future events and/or matters, whose materialization is uncertain and is beyond the Company's control, and which constitute forward-looking information, as defined in the Securities Law, 5728-1968. Such information may not materialize, in whole or in part, or may materialize in a manner significantly different to that forecast. Such information includes, inter alia, revenue, profit and EBITDA forecasts.
- Forward-looking information is based solely on the Company's subjective assessment, based on facts and data regarding the current condition of the Company's business and macroeconomic facts and figures, all as known to the Company at the time of preparation of this presentation. The materialization or non-materialization of the forward-looking information will be affected, inter alia, by risk factors characteristic of the Company's activity, as well as by developments in the general environment, in market conditions and in external factors affecting the Company's activity, including termination of contracts, changes in the competition, a significant recession, a change in the financing conditions, and other such events which cannot be estimated in advance and which are beyond the Company's control. The Company does not undertake to update and/or change any such forecast and/or assessment to reflect events and/or circumstances postdating this presentation.
- Such information is presented below for the sake of convenience only but is not a substitute for the information provided by the Company in its financial statements or in connection therewith, and therefore should not be relied on solely in itself. The information included in this presentation is similar to the information included in the reports and/or immediate reports of the Company and does not include new material information. However, some of the data included in the presentation are presented in a different manner and/or breakdown and/or are differently edited. In any event of inconsistency between the reports and immediate reports of the Company released to the public and the information contained in this presentation, the information released to the public as aforesaid shall prevail.
 - All numbers and figures are approximate.



Business Card



■ Founded in 1966



Approximately 650 employees



 The Company was listed on the Tel-Aviv Stock Exchange in 2017



 Strong and stable statement of financial position and no bank debt



 One of the leading companies in Israel in healthcare logistics services, healthcare and digital health services



Dividend distribution policy –
 70% of the net profit



 A hub of innovative Israeli technology-based services for end-customers



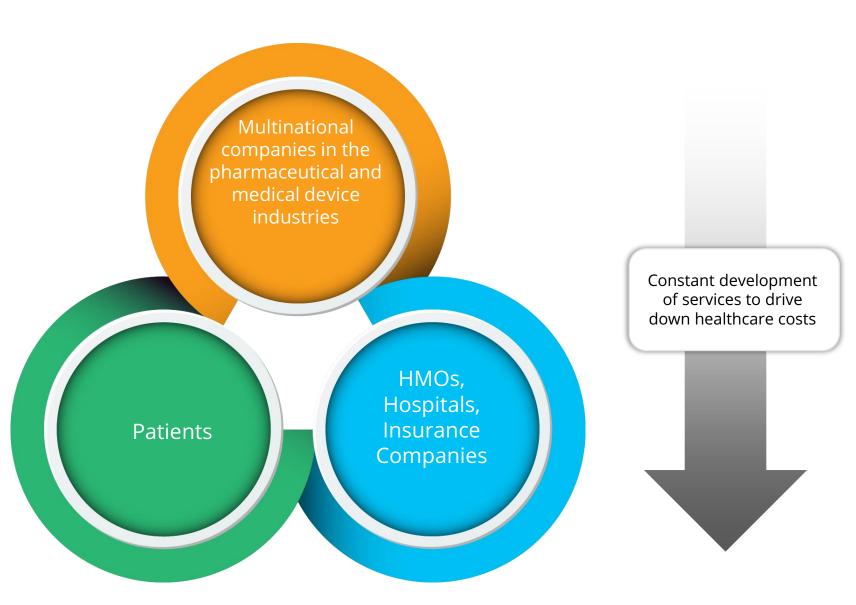
 Interested parties: Udi Puzis, Mori Arkin, Eli Dahan and institutional investors



Strategy



Addition and development of various services to make healthcare products and services accessible to customers at home





Business Development

2019





Digital Health

1966



Complex logistics, clinical trials

Health Care services

Medicine distribution for multinational companies



Group Structure

Logistics Division

Providing complex logistics services and supplementary pharmaceutical, medical device and clinical trial services

Health Care Division

Providing medical services to patients in their homes

Digital Health Division

Providing medical information and services to patients and physicians



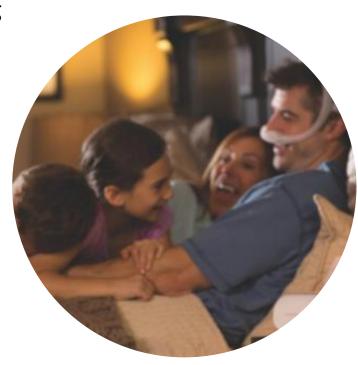
Health Care Services

The health care services division specializes in providing healthcare services to patients at home. We improve the treatment and service experience using state-of-the-art technology. The division provides services to healthcare organizations, insurance companies and multinational companies.

MediQuip - Homecare service-provider that focuses on improving the quality of life of chronic patients, whose therapy is delivered at home

Medicare - Provides patient-journey and adherence services for chronic patients

Target Care - Develops systems for procuring medical services and provides medical services and claim-clearing services to insurance companies and HMOs



Logistics and related services

Market leader in medical logistics and a strategic partner of international pharmaceutical companies and medical device companies

Novolog - Specializes in storage, distribution and logistic services of and for the pharmaceutical and narcotics industries and operates a state-of-the-art logistics center

Trialog - One-stop shop of logistics services for clinical trials

Dor - Offers practical regulatory affairs, quality and labeling consulting and outsourcing services as well as comprehensive pharmacovigilance and clinical trial management services

Mediplast - Provides sterilization services using ethylene oxide gas (ETO) to the medical device industry





Digital Health

A leading platform of technological offerings for doctors and patients. We enable patients to search, book, and review medical specialists online. Our patient self-scheduling solutions help health systems expand patient access and acquisition

Informed - Provides clinicians a strong online presence to help manage their reputations. Creates and facilitates access to medical data by both the general public and medical professionals

Odoro - Partners with the nation's leading EMR and PM systems to provide fully automated patient self-scheduling solutions

Doctorim - Offers patients a fast and easy-to-use digital registration and check-in experience







An open innovation hub dedicated to connecting leading multinational corporations (MNCs) with Israeli pharma & health startups and technologies



Market research, mapping and analyses



Providing access to thousands of Israeli startups



Supporting corporations in building successful partnerships



Robust scouting across the Israeli healthtech ecosystem

Provides Novolog access to breakthrough technologies in the fields of home care and healthcare services to end-customers, thereby advancing the Group's core strategy

Managed by Accelmed Venture's management group headed by Dr. Irit Yaniv & Amir Blatt



Result Overview Q2 2020





Q2 2020 Highlights

- On August 19, 2020, the Company's board of directors resolved to distribute a dividend to the Company's shareholders at the sum of ILS 12 million, as an advance on account on the annual dividend distribution for 2020.
- The growth in the Logistics Division's revenues led to an increase in the pretax profit compared to the corresponding period last year.
- The growth in the Healthcare Division's revenues derives from growth in the division's revenues from its existing activities and from one-time revenues and profit in respect of the sale of protective equipment to the government of the State of Utah in the United States and from the sale of 500 artificial respirators to the Ministry of Defense, a project that is continuing during the third quarter of 2020.
- The growth in the Digital Division's revenues derives from growth in Infomed's revenues and from the consolidation of Odoro as of the fourth quarter of 2019. Concurrently, it appears that Infomed's activities are being adversely affected as a result of the slowdown in private clinics' activities due to the coronavirus.
- The Company is continuing to take measures to mitigate the risk of infection among its employees, inter alia, by continuing the work from home, work in shifts, avoiding and minimizing physical contact among employees and by distributing personal protective gear to the employees.



Results including IFRS 16 Q2 2020

	Q2 2020	Q2 2019	% change
Revenues	267.3	247.9	7.8%
Gross Profit	29.6	24.5	20.5%
Operating Profit	13.3	9.5	39.9%
Adjusted Operating Profit*	15.6	11.6	34.8%
Net Profit	9.1	2.8	220.8%
Adjusted EBITDA	25.0	20.5	22.1%

Gross Profit	+21%
Adjusted Operating Profit	+35%
Adjusted EBITDA	+22%



^{*} Adjusted operating profit is operating profit after neutralizing expenses unrelated to the routine operation of the Company's businesses.

Results including IFRS 16 YTD 2020

	YTD 2020	YTD 2019	% change
Revenues	569.4	512.4	11.1%
Gross Profit	60.3	48.7	23.8%
Operating Profit	31.6	21.8	44.9%
Adjusted Operating Profit*	32.0	25.5	25.5%
Net Profit	22.5	8.2	175.6%
Adjusted EBITDA	50.1	43.9	14.2%

Gross Profit	+24%
Adjusted Operating Profit	+26%
Adjusted EBITDA	+14%



^{*} Adjusted operating profit is operating profit after neutralizing expenses unrelated to the routine operation of the Company's businesses.

Results excluding IFRS 16 Q2 2020

	Q2 2020	Q2 2019	% change
Revenues	267.3	247.9	7.8%
Gross Profit	29.5	24.5	20.2%
Operating Profit	12.9	9.7	34.1%
Adjusted Operating Profit*	15.3	11.7	30.2%
Net Profit	10.0	4.5	124.3%
Adjusted EBITDA	20.1	15.8	27.1%

Gross Profit	+20%
Adjusted Operating Profit	+30%
Adjusted EBITDA	+27%



^{*} Adjusted operating profit is operating profit after neutralizing expenses unrelated to the routine operation of the Company's businesses.

Results excluding IFRS 16 YTD 2020

	YTD 2020	YTD 2019	% change
Revenues	569.4	512.4	11.1%
Gross Profit	59.4	48.6	22.4%
Operating Profit	26.1	21.1	23.9%
Adjusted Operating Profit*	30.6	24.8	23.5%
Net Profit	20.6	10.3	99.3%
Adjusted EBITDA	40.1	33.6	19.5%

Gross Profit	+22%
Adjusted Operating Profit	+24%
Adjusted EBITDA	+20%



^{*} Adjusted operating profit is operating profit after neutralizing expenses unrelated to the routine operation of the Company's businesses.

Results by Segment excluding IFRS16 Q2 2020

	Revenues		Adjusted EBITDA			
	Q2 2020	Q2 2019	%	Q2 2020	Q2 2019	%
Health Care	31.2	18.4	70%	7.3	3.4	114%
Logistics	233.5	229.5	2%	11.3	11.3	-
Digital Health	5.1	2.9	76%	1.5	1.1	34%
Intercompany Transactions	(2.5)	(2.9)		-	-	
Total	267.3	247.9	8%	20.1	15.8	27%



Results by Segment excluding IFRS16 YTD 2020

	Revenues		Adjusted EBITDA			
	YTD 2020	YTD 2019	%	YTD 2020	YTD 2019	%
Health Care	54.9	31.4	75%	11.9	6.3	89%
Logistics	508.8	478.1	6.4%	24.5	24.9	(1%)
Digital Health	11.1	5.7	95%	3.7	2.4	54%
Intercompany Transactions	(5.4)	(2.9)		-	-	
Total	569.4	512.3	11%	40.1	33.6	19%



Balance Sheet including IFRS16 Q2 2020

	30/06/2020	31/12/2019
Cash	184	185
Current assets	1,958	1,675
Non-current assets	472	475
Current liabilities	1,976	1,713
Non-current liabilities	166	173
Equity	288	264
Total Assets	2,430	2,150

Cash	ILS 184 million
Equity	ILS 288 million
Debt	ILS 0.5 million



100 plan before the impact of IFRS16

As part of our long-range growth plan, the Company's management estimates that by 2021, the adjusted **EBITDA** from current operations in Israel is expected to reach about ILS 100 million and the operating profit is expected to total ILS 64 million





Growth engines

- Expanding Home Care services
- Continued growth in Digital Health and Telemedicine activities
- Growth in our activities with HMOs and hospitals
- Developing additional SLAs with insurance companies
- Medical cannabis activities
- Acquisitions in Israel that support the Group's growth strategy
- Acquisition of operations abroad to support the Group's strategy





Financial Executive Summary



Strong financial performance

The Company has a consistent track record of delivering strong and stable financial performance



Diversification

Future growth will be fueled by all three divisions



Responsible Approach

The Company is not leveraged and invests responsibly. The Company strengthened its capital structure last year.



Capital allocation priorities

Investing for continued growth and maximizing value to our shareholders



Capital Allocation Strategy For Growth



Reinvest for growth

Investing in processes and ventures that lead to organic growth and generate higher profits



Acquisitions

Acquisitions that support our current strategies



Returns to our shareholders

Dividend policy – 70% of the net profit



Thanks The Health Care Group