

## **Quarterly Report as of September 30, 2024**

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### **Chapter A**

# Board of Directors Report on the State of Affairs of the Corporation as of September 30, 2024

### 1. General

Company name: Unitronics (1989) (RG) Ltd.

(Hereinafter: the "Company" or "Unitronics")

Company number: 520044199

Address: Unitronics House, 3, Arava St., Airport City, POB 300, Israel

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**Email address:** <u>investors@unitronics.com</u>

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**Period of the Report:** The nine and three-month period ended on September 30,

2024

**Date of the Report:** September 30, 2024

In accordance with Regulation 39A of the Regulations, the following review is limited in scope and only relates to material changes and developments in the Company's affairs during the report period and it is prepared under the assumption that the reader also has access to the 2023 Periodic Report of the Company (including the Board of Directors' Report as of December 31, 2023, included therein) as published on March 20, 2024 (reference number: 2024-01-028650) (hereinafter: the "2023 Periodic Report"). The above reference is cited as inclusion by way of reference. Concurrent therewith, in some cases, for the purpose of providing an overall picture, the Company has included a more detailed description than is actually required, which incorporates information which, in its opinion, is not necessary material.

### 2. <u>Description of the Company and its Business Environment</u>

The Company deals in the design, development, manufacturing, marketing, sales and support of programmable logic controllers (PLC) (hereinafter: the "Controllers"). Controllers are computer-based electronic products (hardware and software) used to control and monitor machines which perform automated operations, such as manufacturing systems and other automated installations in various sectors. In addition, the Company has expanded its product line and has also marketing and selling propulsion controllers (VFD and Servo systems) designed to interface in an integrative and simple manner with the Controllers of the company. During 2021 the company launched a new integrative platform for cloud services (SaaS) which allows all customers to connect the controllers of the Company to an environment based on a cloud computing infrastructure, transfer data securely and create business dashboards (BI). In this new

service, the emphasis is also on the added value which is reflected in the simplicity and ease of application and full integration with the remainder of the products of the company,

This activity is carried out by the Company as well as through Unitronics Inc., a wholly owned subsidiary incorporated in the US and Unitronics GMBH, a wholly owned subsidiary incorporated in Germany.

The Company's PLCs and services are marketed and sold through the Company's internal sales and marketing system via subsidiaries in the United States and Germany, as well as through a network of distributors that includes approximately 190 distributors, of which approximately 110 are in the US and North America and the remainder are in approximately seventy countries (including Israel) throughout Europe, Asia, South and Central America, Australia and Africa.

The Company mainly operates from offices and industrial buildings located at Airport City near the David Ben Gurion Airport. For further details, see Section 1.11 in Chapter A of the Company's 2023 Periodic Report.

### 3. Material events during the Report Period and in the Period until its Publication

### 3.1 Iron Swords War

On October 7, 2023, the State of Israel faced a surprise attack by terrorist organizations from the Gaza Strip, following which the Israeli government declared the "War of Iron Swords", which is currently still ongoing.

Shortly following the surprise attack, fighting started on the northern border of the country and later a security threat also developed in the Red Sea area and the trade routes adjacent thereto. As of the date of the report, the war has had a significant impact on the Israeli economy, manifested, among other things, by the evacuation of the population from sensitive areas, extensive mobilization of reserve forces, the temporary closure of businesses, as well as the volatility of the Israeli shekel against foreign currencies.

Furthermore, following the above, the three international credit rating agencies downgraded Israel's credit rating, such that on February 9, 2024, the Moody's rating agency published a report in which it downgraded Israel's credit rating to A2 with a negative outlook, and on September 27, 2024 Israel's credit rating was downgraded again to Baa1 and the outlook remained negative. Also, on April 19, 2024, S&P Global rating agency joined Moody's and downgraded Israel's rating from AA minus to A plus, and on October 1, 2024, it also once again lowered Israel's credit rating to A minus, adding a negative outlook. In addition, on August 13, 2024, the Fitch credit rating agency announced on its downgrading Israel's credit rating from A Plus with a "negative outlook" to A and remaining the negative outlook.

During the period of the fighting and as of the date of the report, all the systems of the Company are operating normally and there is no material direct effect of the war on the operations of the Company. Among other things, in light of its global activities, as of the date of publication of the

report, the Company does not anticipate that the events of the war will have a material impact on its business activities. However, there is no certainty that this will indeed be the case if and as war and its consequences intensify.

### 3.2 The impact of inflation and the increase in interest rates

Further to the aforesaid in section 1.19 (risk factors) of Chapter A (Description of the Business of the Company) in the 2023 Periodic Report, as of the date of the report, the Company is monitoring and examining the consequences that may arise in the market as a result of the increase in the consumer price index and the interest rate.

In this regard, since 2021 there has been an increase in inflation rates in Israel and in the world, whereas in 2023 there was an 3% increase in the consumer price index in Israel which was a decrease in comparison to 2022 (at which time the inflate rate was 5.3%) and in the first nine months of the year the consumer price index rose by 3.4%.

Concurrent with the global price increase, central banks in the world decided to raise the interest rate in order to curb the price increases, which in 2023 reached a rate of 4.75%, and as of the date of publication of the report stands at 4.5%. In accordance with the forecast of the Research Division of the Bank of Israel, the inflation rate is expected to be 3.8% during 2024, and during 2025 it is expected to moderate to 2.8%. Furthermore, in accordance with the aforesaid forecast, the monetary interest is expected to be 4.5% in the third quarter of 2025.

The Company has loans from banking corporations at variable interest rates, and the Company also rents building and parking spaces in exchange for rental fees linked to the consumer price index. The Company estimates that the effects of the continued increase in the consumer price index as well as the increase in interest rates are not expected to have a materially impact on its operating results considering the extent of the loans and the costs affected by the increase in interest rates and the consumer price index.

The Company's assessments with regard to the impact of the War of Iron Swords, the impact of the inflation and the increase in the interest rate constitute forward-looking information, as defined in the Securities Law, 1968, which is based, inter alia, on the Company's estimates as of the date of publication of this report with respect to factors outside its control, including the great uncertainty regarding the scope of the Iron Swords War, its duration and its effect on Israel's economy as well as the macroeconomic effects including the interest rates of central banks in the world, and in Israel in particular. The Company estimates that based on information that is currently held by the Company, on publications on this subject and on relevant government directives, and which it is not certain will materialize, in whole or in part, and which may materialize in a materially different manner, due to factors outside the Company's control.

3.3 For events which occurred from January 1, 2024, until the publication date of the report for the first quarter of 2024, see section 2.7 of the Board of Directors' Report of the Company attached to the 2023 Periodic Report as well as section 3 of the Board of Directors' Report for the first

- quarter of 2024 (Published on May 9, 2024, reference: 2024-01-045703). For events that occurred from the date of publication of the report for the first quarter of 2024 until the date of publication of the report for the second quarter of 2024, see Section 3 of the Board of Directors' Report in the Second Quarter Report for 2024 (published on August 15, 2024, reference: 2024-01-087850).
- 3.4 On August 15, 2024, the Board of Directors of the Company decided to distribute a dividend to the shareholders of the Company in the amount of approximately 57.38112 Agorot for each one ordinary share of the Company, and a total of NIS 8 million. On August 25, 2024, the Company announced an update of the final dividend amount per share following the exercise of options by the record date, to a total of approximately 57.37319 Agorot per share. For further details, see the Company's immediate reports dated August 15, 2024, and August 25, 2024 (references: 2024-01-087895 and 2024-01-087837, respectively).
- 3.5 On November 20, 2024, the Audit Committee and the Board of Directors of the Company approved, subject to the approval of the General Meeting, an engagement in a transaction for the sale of dedicated developments, developed for the systems of Utron Ltd. (hereinafter: "Utron" and the "Transaction", respectively), to Utron, a company controlled by the Company's controlling shareholders, the FIMI Fund and Mr. Haim Shani, for a total amount of approximately NIS 2,221 thousand. The general and special meeting (hereinafter: the "Meeting") in the framework of which the transaction will be put to a vote will be held on December 29, 2024. For additional details regarding the engagement in the transaction and the meeting, see the meeting notice dated November 24, 2024 (reference: 2024-01-617916).

### 4. <u>The Financial Status</u>

### 4.1 Balance sheet

	As of September 30		As of December 31	The Board of Directors' explanations of the material changes in the Balance Sheets compared to December 31, 2023
	2024	2023	2023	
	N	NIS thousand	ls	
Current assets	80,752	86,102	91,419	A decrease of approximately NIS 10.7 million in the total current assets is mainly due to a decrease in cash balances in the amount of approximately NIS 10.5 million, and a decrease in the balance of related companies of approximately NIS 3.5 million (change from current debt to non-current debt), offset by an increase in trade receivables of approximately NIS 2.5 million.
Non-current assets	62,105	60,896	59,920	An increase of approximately NIS 2.2 million in total non-current assets is mainly due to the classification of current debt of a related company as non-current debt in the amount of NIS 3.5 million, offset by a decrease in right-of-use net assets of approximately NIS 1.6 due to the amortization of the assets.
Total assets	142,857	146,998	151,339	
Current liabilities	52,923	66,357	72,300	A decrease in current liabilities in the amount of approximately NIS 19.4 million is mainly due to the liability of the dividend announced in December 2023 in the amount of NIS 10 million which was paid in full in January of this year and due to the expiration of an option warrants for FIMI (approximately NIS 6.9 million) during the second quarter of the year (as specified in section 4.10.2 of Chapter D of the 2023 Periodic Report), and also due to a decrease in the balance of other payables of approximately NIS 4 million and in the balance of suppliers and service providers

	As of September 30		As of December 31	The Board of Directors' explanations of the material changes in the Balance Sheets compared to December 31, 2023
	2024	2023	2023	
	ľ	NIS thousand	ls	
				of approximately NIS 2.1 million. On the other hand, there was an increase in the balance of loans from banking corporations and others of NIS 3.9 million, mainly due to receiving short-term credit from a banking corporation.
Non-current liabilities	7,691	9,525	9,059	A decrease of approximately NIS 1.4 million mainly due to a decrease in liability in respect of long-term leases of approximately NIS 1.6 million due to the current repayment of the liability.
Equity attributable to the Company's shareholders	82,243	71,116	69,980	An increase of approximately NIS 12.3 is mainly due to the profit in the period in the amount of approximately NIS 35.1 million, offset by dividends distributed in the amount of NIS 24 million.
Total liabilities and equity	142,857	146,998	151,339	

The Company's working capital as of September 30, 2024, September 30, 2023, and December 31, 2023, amounted to approximately NIS 27,829 thousand, NIS 19,745 thousand and NIS 19,119 thousand, respectively.

### 4.2 **Operating results**

	For the month end	period led	For the three- month period ended September 30th		As of December 31	The Board of Directors' explanations of the material changes in the sections of the Statement of Profit and Loss compared with the corresponding period last
	2024	2023	2024	2023	2023	year
		ľ	NIS thousan	nds		
Revenues	149,767	159,315	43,153	54,870	211,671	The company's revenues in the nine-month period ended September 30, 2024, decreased by approximately 6% compared to the same period last year due to the use of inventory that accumulated with some customers, as they stocked up on excess inventory during the global shortage of electronic components that began in 2020, and its impact ended this year.
Cost of revenues	73,964	80,169	21,317	27,041	106,096	
Gross profit	75,803	79,146	21,836	27,829	105,575	The gross profit decreased in
(gross profit margin)	(50.6%)	(49.7%)	(50.6%)	(50.7%)	(49.9%)	the nine-month period ended September 30, 2024 compared with the corresponding period last year by an amount of NIS 3 million, due to the revenues decrease, while at the same time, an improvement was recorded in the gross profit rate, mainly due to a change in the mix of customers and products and the company's

	For the month end	period led	For the three- month period ended September 30th		As of December 31	The Board of Directors' explanations of the material changes in the sections of the Statement of Profit and Loss compared with the corresponding period last
	2024	2023	2024	2023	2023	year
		ľ	NIS thousan	nds		
						activities to reduce raw material prices.
Development expenses	3,710	3,325	1,285	1,197	4,471	
Sales and marketing expenses	25,977	25,860	7,880	8,767	35,197	Stability in sales and marketing expenses in the nine-month period ended September 30, 2024 compared with the corresponding period last year is mainly due to an increase in salary expenses attributed to an expansion of the Company's sales network as well as an increase in marketing activity, which was offset by a decrease in expenses, mainly in commissions for sales agents and transportation costs.
General and administrative expenses	11,736	10,978	3,905	3,790	14,773	
Profit from ordinary activities	34,380	38,983	8,766	14,075	51,134	
Financing income (expenses), net	(233)	(1,136)	(113)	22	1,532	A decrease in financing expenses, net of approximately NIS 0.9 million in the nine-month period ended September 30,

	For the month end Septemb	period led	For the three- month period ended September 30th		As of December 31	The Board of Directors' explanations of the material changes in the sections of the Statement of Profit and Loss compared with the corresponding period last
	2024	2023	2024	2023	2023	year
		ľ	NIS thousa	nds		
						2024, is mainly due to a decrease in losses on foreign currency hedging transactions
Profit (loss) from revaluation of the liability in respect of option warrants	6,907	2,376	-	4,338	2,451	Profits of approximately NIS 6.9 million during the report period due to the expiration of an option warrants for FIMI during the second quarter of the year (as specified in in section 4.10.2 of Chapter D of the 2023 Periodic Report).
Profit before taxes on income	41,054	40,223	8,653	18,435	52,053	
Taxes on income	5,996	8,485	1,382	4,829	10,840	A decrease in tax expenses during the nine-month period ended September 30, 2024, compared to the corresponding period last year in the amount of approximately NIS 2.5 million is mainly due to the decrease in tax expenses on dividends distributed.
Profit for the period	35,058	31,738	7,271	13,606	41,213	

### 4.3 **Liquidity and Financing Sources**

The balance of cash and cash equivalents as of September 30, 2024, September 30, 2023 and December 31, 2023 amounted to approximately NIS 2,789 thousand, approximately NIS 4,942 thousand and approximately NIS 13,259 thousand, respectively. Below are explanations regarding the changes in cash flows:

	For the nine- month period ended September 30th		For the three- month period ended September 30th		As of December 31	The Board of Directors' explanations
	2024	2023	2024	2023	2023	
		N	IS thousa	nds		
Cash flow from operating activities	29,431	46,145	5,680	18,281	58,379	The cash flows from current operations in the nine-month period ended September 30, 2024, arise from the Company's operating profit of approximately NIS 35.1 million, less adjustments necessary to present cash flows from operating activities of approximately NIS 5.6 million. These adjustments include:  1. Addition due to income and expenses that do not involve cash flows in the amount of approximately NIS 4.6 million (mainly depreciation and

	For the nine- month period ended September 30th		month period month period ended ended		As of December 31	The Board of Directors' explanations	
	2024	2023	2024	2023	2023		
		N	IIS thousa	nds			
						amortization in the amount of NIS 10 million, in the offset of a profit due to the expiration of option warrants for FIMI in the amount of NIS 6.9 million).  2. Reduction due to changes in working capital items in the amount of approximately NIS 10.2 million, mainly due to a decrease in other payables of NIS 4.5 million, an increase in trade receivables balance of approximately NIS 2.2 million, as well as a decrease in suppliers and service providers balances of approximately NIS 2.1 million.	
Cash flow from investment activities	(8,228)	(6,962)	(2,979)	(2,587)	(9,735)	Cash flows used for investing activities amounted to approximately NIS 8.2 million during the reporting period and were used mainly for investments in development assets.	

	For the nine- month period ended September 30th		For the three- month period ended September 30th		As of December 31	The Board of Directors' explanations	
	2024	2023	2024	2023	2023		
		N	IS thousa	nds			
Cash flow from financing activities	(32,009)	(41,695)	(4,176)	(29,677)	(42,758)	The cash flows used for financing activities during the reporting period amounted to approximately NIS 32 million and were used mainly to pay dividends of NIS 34 million, and on the other hand, receipt of short-term credit from a banking corporation of NIS 4.5 million.	

On September 30, 2024, the total number of unused approved credit lines which the Company has for current operations was approximately NIS 900 thousand from time to time, the Company contacts financial institutions to take out lines of credit according to its needs.

### 5. Quarterly Report with regard to the list of undertakings by repayment dates

For details regarding the Company's liabilities by repayment dates as of September 30,2024, see the report on the Balance of the Company's Liabilities According to its Repayment Schedule, which is published concurrently with this report and is included herein by way of reference.

Amit Ben-Zvi	Haim Shani	Amit Harari
Joint Active Chairman of the	Active Chairman of the	CEO
Board of Directors	Board of Directors	

Date: November 26, 2024

# UNITRONICS (1989) (R"G) LTD

# Condensed Interim Financial Statements as of September 30, 2024 (Unaudited)

### **Condensed Interim Financial Statements**

### As of September 30, 2024

### (Unaudited)

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### Independent Auditors' Report To the shareholders of Unitronics (1989) (R"G) Ltd.

#### Introduction

We have reviewed the accompanying statements of financial position of Unitronics (1989) (R"G) Ltd. (hereinafter – "the Company") which includes the condensed consolidated statements of financial position as of September 30, 2024 and the interim condensed consolidated statements of profit or loss and the comprehensive income, changes in equity and cash flows for the nine and three month periods then ended. The Board of Directors and the management are responsible for the preparation and presentation of the financial information for these interim periods in accordance with International Accounting Standards IAS 34 "Financial Reporting for Interim Periods" and are also responsible for the preparation of financial information for these interim periods in accordance with Chapter D of the Securities Regulations (Periodic and Immediate Reports), 1970. It is our responsibility to express a conclusion on the financial information for these interim periods based on our review.

### Scope of Review

We conducted our review in accordance with Review Standard (Israel) 2410 of the Institute of Certified Public Accountants in Israel, "Review of Financial Information for Interim Periods Prepared by the Entity's Auditor." A review of interim financial information includes making inquiries, particularly with the people responsible for financial and accounting matters and performing analytic and other review procedures. A review is significantly limited in scope in comparison to an audit conducted in accordance with generally accepted accounting standards in Israel, and therefore does not allow us to reach an assurance that we have become aware of all material issues which may have been identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention which would lead us to believe that the aforementioned financial information was not prepared, in all material respects, in accordance with IAS 34

In addition to previous paragraph, based on our review, nothing has come to our attention which would lead us to believe that the above financial information does not comply, in all material respects, with the disclosure requirements set forth in Section D of the Securities Regulations (Periodic and Immediate Reports), 1970.

Tel Aviv, November 26, 2024

Ziv Haft Certified Public Accountants (Isr.) BDO Member Firm

### **Condensed Consolidated Statements of Financial Position**

		As of September 30		As of	
	Note	As of Septem 2024	2023	December 31 2023	
		(Unaudite	_	(Audited)	
_		<u></u>	.5 (1110 415411415)		
<u>Current assets</u>					
Cash		2,789	4,942	13,259	
Trade receivables, net		25,679	25,309	23,174	
Other receivables		3,961	2,796	3,405	
Related companies	4(G)	2,378	5,145	5,821	
Inventories		45,945	47,910	45,760	
		80,752	86,102	91,419	
Non-current assets					
Rights-of-use assets		14,612	16,770	16,213	
Other deposits		142	133	121	
Related companies	4(G)	3,457	-	-	
Property and equipment, net		2,283	2,197	2,361	
Intangible assets, net		41,611	41,796	41,225	
		62,105	60,896	59,920	
		142,857	146,998	151,339	
Amit Ben Zvi and Haim Shani Co-Chairmen of the Board of Directors		Amit Harari CEO	_	Itzik Hai CFO	

Date of approval of the financial statements: November 26, 2024

### **Condensed Consolidated Statements of Financial Position**

		As of Septe	ember 30	As of December 31
	Note	2024	2023	2023
		<u>(Unauc</u>	lited) NIS (thousan	(Audited)
<u>Current liabilities</u>				
Loans from bank and others		4,794	1,338	867
Trade payables		23,433	30,533	25,525
Related company		-	246	440
Lease liabilities		2,019	2,292	1,858
Dividend payable		-	-	10,000
Other payables		22,677	24,966	26,703
liability for warrants	4(E)		*6,982	6,907
Non-current liabilities		59,923	66,357	72,300
Loans from bank and others		151	253	344
Employee benefit liabilities, net		1,532	1,876	1,750
Lease liabilities		956		
			2,818	2,524
Deferred tax liability		5,052	4,578	<u>4,441</u> 9,059
		7,691	9,525	9,039
<u>Equity</u>				
Share capital		430	429	430
Additional paid-in capital		64,603	64,179	64,361
Capital reserve from translation of financial statements of foreign operations		(1,384)	(963)	(1,722)
Share based payments reserve		1,213	748	588
Treasury shares		(7,042)	(7,042)	(7,042)
Reserve from a transaction with a controlling shareholder		104	104	104
Retained earnings		24,319	13,661	13,261
		82,243	71,116	69,980
(*) Reclassified		142,857	146,998	151,339

Unitronics (1989) (R"G) Ltd.

### **Condensed Consolidated Interim Statements of Profit or Loss**

		For the nine-month period ended on September 30		period	hree-month ended on tember 30	For the year ended December 31
	Note	2024	2023	2024	2023	2023
		(Unau	dited)		udited)	(Audited)
				NIS (thou	sands	
Revenues	3	149,767	159,315	43,153	54,870	211,671
Costs of revenue		73,964	80,169	21,317	27,041	106,096
Gross profit		75,803	79,146	21,836	27,829	105,575
Development costs		3,710	3,325	1,285	1,197	4,471
Sales and marketing expenses		25,977	25,860	7,880	8,767	35,197
General and administrative expenses		11,736	10,978	3,905	3,790	14,773
Profit from ordinary operations		34,380	38,983	8,766	14,075	51,134
Financing income		514	816	276	200	788
Financing expenses		747	1,952	389	178	2,320
Profit from revaluation of share warrants	4 (E)	6,907	2,376		4,338	2,451
Profit before taxes on income		41,054	40,223	8,653	18,435	52,053
Taxes on income		5,996	8,485	1,382	4,829	10,840
Profit for the period		35,058	31,738	7,271	13,606	41,213
Basic earnings per share in NIS		2.518	2.297	0.522	0.983	2.979
Diluted earnings per share in NIS		1.936	2.052	0.519	0.677	2.705

### **Condensed Consolidated Statements of Comprehensive Income**

	For the nine-month period ended on September 30		For the three period er	For the year ended	
			Septer 30	mber	December 31
	2024	2023	2024	2023	2023
	(Unauc	lited)	(Unauc	dited)	(Audited)
			NIS (thousand	<u>ds)</u>	
Profit for the period	35,058	31,738	7,271	13,606	41,213
Other comprehensive income (loss) (net of tax)					
Amounts that will not subsequently be reclassified to profit or loss:					
Profits from revaluation in respect of defined benefit plans	-	-	-	-	125
Amounts that may be reclassified thereafter to profit or loss:					
Adjustments arising from conversion of financial statements of foreign operations	338	1,122	(184)	460	363
Other comprehensive income for the period	338	1,122	(184)	460	488
Total comprehensive income for the period	35,396	32,860	7,087	14,066	41,701

<u>Unitronics (1989) (R"G) Ltd.</u>

<u>Condensed Consolidated Statements of Changes in Equity</u>

	Share capital	Additional paid-in capital	Capital reserve from translation of financial statements of foreign operations	Share based payments reserve	Company shares held by the company	Reserve from a transaction with a controlling party	Retained earnings	Total
				THIS LIN	Jusanus			
Balance as of January 1, 2024	430	64,361	(1,722)	588	(7,042)	104	13,261	69,980
Profit for the period	-	-	-	-	-	-	<del>-</del>	35,058
Other comprehensive income for the period	-	-	338	-	-	-	-	338
Total comprehensive income for the period	-		338	_	_		35,058	35,396
Exercise of employee stock options	*	242	-	(242)	_	_	_	_
Dividend distribution	-	-	-	-	-	-	(24,000)	(24,000)
Cost of share-based payments	-	-	-	867	-	-	-	867
Balance as of September 30, 2024 (unaudited)	430	64,603	(1,384)	1,213	(7,042)	104	24,319	82,243
Balance as of January 1, 2023	428	63,936	(2,085)	867	(7,042)	104	20,425	76,633
Profit for the period	-	-	-	-	-	-	31,738	31,738
Other comprehensive income for the period	_	-	1,122	-	-	-	-	1,122
Total comprehensive income for the period	-		1,122	_	-	-	31,738	32,860
Exercise of employee stock options	1	243	-	(244)	-	-	_	-
Dividend distribution	-	-	-	-	-	-	(38,502)	(38,502)
Stock-based compensation	-	. <u>-</u>		125				125
Balance as of September 30, 2023 (unaudited)	429	64,179	(963)	748	(7,042)	104	13,661	71,116

### Unitronics (1989) (R"G) Ltd. **Condensed Consolidated Statements of Changes in Equity**

Capital

Balance as of July 1 2024

Exercise of employee stock options

Cost of share-based payments

Balance as of July 1 2023

Profit for the period

Dividend distribution

(\*) Less than NIS 500

Stock-based compensation

Balance as of September 30, 2024

Exercise of employee stock options

Balance as of September 30, 2023

429

Profit for the period

Dividend distribution

(unaudited)

(unaudited)

period

reserve from Reserve translation from a of financial **Company** transaction Share Additional shares held with a statements based Share paid-in of foreign by the controlling Retained payments capital capital operations company earnings Total reserve party NIS thousands 430 64,564 (1,200)713 (7,042)104 25,048 82,617 7,271 7,271 Other comprehensive income (loss) for the (184)(184)(184)7,271 7,087 Total comprehensive income for the period 39 (39)(8,000)(8,000)539 539 430 64,603 (1,384)1,213 (7,042)104 24,319 82,243 428 922 (7,042)104 63,971 (1,423)28,555 85,515 13,606 13,606 460 460 Other comprehensive income for the period Total comprehensive income for the period 460 13,606 14,066 1 208 (209)(28,500) (28,500)35 35

The notes to the consolidated interim financial statements form an integral part thereof.

748

(7,042)

104

13,661

71,116

(963)

64,179

<u>Unitronics (1989) (R"G) Ltd.</u> <u>Condensed Consolidated Statements of Changes in Equity</u>

<u>-</u>	Share capital	Additiona l paid-in capital	Capital reserve from translation of financial statements of foreign operations	Share based payments reserve	Company shares held by the company  NIS thousa (Unaudite		Retained earnings	Total
						<del></del>		
Balance as of January 1, 2023	428	63,936	(2,085)	867	(7,042)	104	20,425	76,633
Profit for the year	-	-	-	-	-	-	41,213	41,213
Other comprehensive income for the year	-	_	363	-	-		125	488
Total comprehensive income for the year	-	-	363	-	-	-	41,338	41,701
Cost of share-based payment	-	-	-	148	-	-	-	148
Dividend distribution	-	-	-	-	-	-	(48,502)	(48,502)
Exercise of employee options	2	425	-	(427)	-	-	-	-
Balance as of December 31,2023	430	64,361	(1,722)	588	(7,042)	104	13,261	69,980

### <u>Unitronics (1989) (R"G) Ltd.</u> <u>Condensed Consolidated Statements of Cash Flows</u>

	For the nine-mo ended	•	For the three period er	For the year ended	
	On Septeml		On September 30		December 31
	2024	2023	2024	2023	2023
	(Unaudit		(Unaudi	ted)	(Audited)
	-	N	IS (thousands)		
<u>Cash flows – operating activities:</u>					
Profit for the period	35,508	31,738	7,271	13,606	41,213
Adjustments required to present the cash flows – current operations (Appendix A)	(5,627)	14,407	(1,591)	4,675	17,166
(Appellulx A)	(3,027)	14,407	(1,371)	4,073	17,100
Net cash derived from operating activities	29,431	46,145	5,680	18,281	58,379
<u>Cash flows – investment activities:</u>					
Purchase of property and equipment	(424)	(313)	(122)	(212)	(694)
Investment in right-of-use assets	(229)	(60)	(156)	(60)	(253)
Investment in intangible assets	(7,910)	(6,589)	(3,036)	(2,315)	(8,788)
Repayment of long-term related companies' debt	335		335		<u> </u>
Net cash flows used in investing activities	(8,228)	(6,962)	(2,979)	(2,587)	(9,735)
Cash flows – financing activities:					
Repayment of long-term loans	(776)	(1,744)	(91)	(584)	(2,339)
Long-term loans received from others	-	-	-	-	220
Short-term credit from banking corporation	4,500	-	4,500	-	-
Repayment of lease liabilities	(1,733)	(1,449)	(585)	(593)	(2,137)
Dividends paid	(34,000)	(38,502)	(8,000)	(28,500)	(38,502)
Net cash used in financing activities	(32,009)	(41,695)	(4,176)	(29,677)	(42,758)
Effect of foreign exchange rate differences on cash balances	336	517	97	(66)	436
Increase (decrease) in cash and cash					
equivalents for the period	(10,470)	(1,995)	(1,378)	(14,049)	6,322
Cash and cash equivalent balance at	,				
beginning of the period	13,259	6,937	4,167	18,991	6,937
Cash balance at end of the period	2,789	4,942	2,789	4,942	13,259

### <u>Unitronics (1989) (R"G) Ltd.</u> <u>Condensed Consolidated Statements of Cash Flows</u>

Condens	For the nine-mo	onth period	For the thre period e		For the year ended December 31	
	On Septem		On Septen			
	2024	2023	2024	2023	2023	
	(Unaudi		(Unaud		(Audited)	
	-	N	IS (thousands)			
Appendix A Adjustments required to present net income – current operations Income and expenses not involving cash flows:						
Depreciation and amortization	10,042	9,229	3,511	3,218	12,831	
Cost of share-based payment	867	125	539	35	148	
Change in liabilities for employee benefits, net	(229)	217	(236)	63	238	
Revaluation of cash balances in foreign currency	(294)	(255)	(112)	36	(257)	
Revaluation of long-term loans	10	53	8	5	48	
Changes in deferred taxes	611	(103)	116	446	(260)	
Revaluation of financial assets, net	336	141	249	(368)	(152)	
Revaluation of warrant options Accrued interest in respect of leases	(6,907) 132	(2,376) 154	34	(4,338) 91	(2,451) 233	
Changes in operating assets and liabilities: Decrease (increase) in trade receivables Decrease (increase) in other	(2,228) (657)	8,172 3,171	1,723 (415)	1,683 1,455	9,860	
receivables  Decrease (increase) in inventories	(41)				2,676	
Decrease (increase) in related companies, net	(671)	(1,604) (8,318)	(321) (459)	(527) (509)	(6,548) (2,348)	
Increase (decrease) in suppliers and service providers	(2,112)	1,172	(2,049)	(1,445)	(3,800)	
Increase (decrease) in other payables	(4,486)	4,629	(4,179)	4,830	6,948	
	(5,627)	14,407	(1,591)	4,675	17,166	
Appendix B - Additional information on cash flows for current operations  Cash paid during the period for:						
Interest	414	421		112	565	
Taxes on income	8,073	6,350		1,329	7,751	
Cash received during the year for: Interest	35	74		57	81	
Appendix C – non-cash activities  New lease agreements  Declaration of dividend	277 -	3,587		338	3,587 10,000	
Classification of long-term related party debt	5,686	-	5,686	-	-	

### **Notes to the Condensed Consolidated Financial Statements**

### Note 1 – General:

Unitronics (1989) (R"G) Ltd. (hereinafter - the "Company") is engaged in the design, development, production, marketing, sale and support of programmable logic controllers (PLC) and automation products.

The condensed interim financial statements are to be reviewed in conjunction with the annual financial statements of the Company as of December 31, 2023 and the accompanying notes (hereinafter - the "Consolidated Annual Financial Statements"). Therefore, no notes were provided in the condensed interim financial statements with regard to non-material updates relative to the information which has previously been reported in the notes in the most recent annual financial statements of the Company.

### **Note 2 – Main Points of the Accounting Policies**

- A. The condensed interim financial statements are in conformity with the provisions of IAS 34 with regard to "Interim Financial Reporting". In addition, the condensed interim financial statements are in accordance with the disclosure provisions pursuant to Chapter D of the Securities Regulations (Periodic and Immediate Reports), 1970.
- B. The condensed interim financial statements were prepared in accordance with the same accounting policies and calculation methods which were applied in the consolidated annual financial statements of the Company as of December 31, 2023.
- C. International Financial Reporting Standard 18, presentation and disclosure in financial statements (hereinafter: "IFRS 18" or the "New Standard"):
  - IFRS 18, published in April 2024, aims to improve the comparability and transparency of the reporting on the performance of companies. The new standard replaces International Accounting Standard 1, Presentation of Financial Statements, and does not deal with recognition and measurement of items in financial statements.
  - Below is an overview of the main changes which will apply to the financial statements with the implementation of the new standard, in comparison to the presentation and disclosure instructions currently applicable:
  - The new standard will change the structure of the Statement of Profit or Loss and will include three new defined categories: operation, investment and financing and will add two new interim summaries: operating profit and profit before financing and income taxes.
  - The new standard includes guidelines for providing disclosure on management-defined performance measures.
  - The new standard provides guidelines regarding the grouping and dividing of the information in the financial statements in relation to the question of whether information should be included in the main reports or in explanations and disclosures regarding items defined as "Other."
  - The new standard includes amendments to other standards, including limited amendments to International Accounting Standard 7, Statement of Cash Flows.

IFRS 18 will be applied retroactively from annual periods beginning on January 1, 2027 or later while providing specific disclosure as stipulated in the transitional provisions of the new standard. Early application of IFRS 18 is possible while providing disclosure thereof.

In accordance with the provisions of IFRS 18, early implementation is possible while providing disclosure, at the same time, in accordance with the decision in the field of corporations number 2024-1, regarding the postponement of early implementation of International Financial Reporting Standard 18, published by the Securities Authority staff on

### **Notes to the Condensed Consolidated Financial Statements**

August 4 2024, early application will be postponed and will only be possible from January 1, 2025.

The company is examining the possible impact of IFRS 18 on the financial statements; however, at this stage it is unable to estimate the aforesaid impact.

Note 3 – Income

### Income by geographical area:

		For the nine-month period ending		For the three-month period ending		
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	December 31, 2023	
	(Unrev	viewed)	(Unreviewed)		(Reviewed)	
			NIS thousan	nds		
Israel	6,548	7,096	2,228	2,367	10,213	
Europe	47,861	59,954	14,398	20,526	77,782	
United States	77,206	74,297	21,667	26,259	99,095	
Others (1)	18,152	17,968	4,860	5,718	24,581	
<b>Total income</b>	149,767	159,315	43,153	54,870	211,671	

<sup>(1)</sup> Including income from several countries, wherein the income from one country does not exceed 3% of the total income of the Company.

### Income by main products

	For the nine-month period ending		For the thi period	For the year ending	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	December 31, 2023
	(Unreviewed)		(Unrev	(Reviewed)	
			NIS thousand	s	
Controllers and expansion units Others	143,404 6,363	150,026 9,289	41,150 2,003	<u>51,521</u> 3,349	199,365 12.036
Total income	149,767	159,315	43,154	54,870	211,671

#### **Notes to the Condensed Consolidated Financial Statements**

### Note 4 – Material events during the reporting period

#### A. "Iron Swords" War

On October 7, 2023, the State of Israel faced a surprise attack by terrorist organizations from the Gaza Strip, following which the Israeli government declared the "War of Iron Swords", which is still ongoing.

Shortly following the surprise attack, fighting started on the northern border of the country and later a security threat also developed in the Red Sea area and the trade routes adjacent thereto. As of the date of the report, the war has had a significant impact on the Israeli economy, manifested, among other things, by the evacuation of the population from sensitive areas, extensive mobilization of reserve forces, the temporary closure of businesses, as well as the volatility of the Israeli shekel against foreign currencies.

Furthermore, following the above, the three international credit rating agencies downgraded Israel's credit rating, such that on February 9, 2024, the Moody's rating agency published a report in which it downgraded Israel's credit rating to A2 with a negative forecast, and on September 27, 2024 Israel's credit rating was again downgraded to Baa1 and the forecast remained negative. Also, on April 19, 2024, the rating company S&P joined it and lowered Israel's rating from AA minus to A plus, and on October 1, 2024, it once again lowered Israel's credit rating to A minus while adding a negative outlook. In addition, on August 13, 2024, the credit rating company Fitch also announced that it is lowering the Israel's credit rating from A Plus with a negative outlook to A and remaining the negative outlook.

During the period of the fighting and as of the date of the report, all the systems of the Company are operating normally and there is no material direct effect of the war on the operations of the Company. Among other things, in light of its global activities, as of the date of publication of the report, the Company does not anticipate that the events of the war will have a material impact on its business activities. However, there is no certainty that this will indeed be the case if and as the war and its consequences will intensify.

- B. On February 5, 2024, a partial off-exchange sale (through a third-party distributor) of holdings was performed by the controlling shareholders of the Company, the FIMI Fund and Mr. Haim Shani (hereinafter: the "Transaction"), such that following the transaction the FIMI Fund and Mr. Haim Shani remained controlling shareholders of the Company, holding 31.52% and 13.82% shares of the Company, respectively. The aforesaid sale was made mainly to More Investments Ltd., the holdings of which following the Transaction is 22.43%, and has therefore become an interested party in the Company. As part of the notification given to the Company with regard to the Transaction, the FIMI Fund and Mr. Shani specified that they had undertaken to the aforesaid distributor that starting on February 4, 2024 and for a period of nine months, they will not sell additional shares of the Company. It should be clarified that the aforesaid undertaking was given to the distributor and not to the Company and/or all of its shareholders.
- C. On May 8, 2024, the Board of Directors of the Company decided to distribute a dividend to the company's shareholders in the total amount of NIS 16 million. On September 16, 2024, the dividend was paid in full.

#### **Notes to the Condensed Consolidated Financial Statements**

### Note 4 – Material events during the reporting period (cont'd)

- D. On May 8, 2024, the Board of Directors of the Company approved, following the approval of the Remuneration Committee, the allotment of 400,000 options (non-tradable) exercisable for 400,000 ordinary shares of the Company, to the CEO, other officers of the Company and other employees. The options will mature over a period of 4 years in equal parts, starting at the end of the second, third and fourth year following the allotment, and shall be exercisable for a period of 6 years from the date of the allotment. The exercise price of each option will be NIS 38.89, and the fair value of each option on the date of the allotment, which is calculated in accordance with the B&S model, is NIS 14.68. using the following parameters: risk-free interest at a rate of 4.48% on average and a standard deviation of 34.4% on average. The aforesaid allocation of options to the CEO of the Company was approved by a meeting of the shareholders of the Company.
- E. On May 17, 2024, the option granted to the FIMI Fund as part of its investment agreement in the Company expired. With the expiration of the option, a profit in the second quarter of the year in the amount of NIS 6,321 thousand was credited to the Statement of Profit and Loss.
- F. On August 14, 2024, the Board of Directors of the Company decided to distribute a dividend to the shareholders of the Company in the total amount of NIS 8 million.
- G. During the third quarter of the year the Company updated its credit policy in relation to a related company and accordingly the repayment schedule with respect to the related company's debt balance in the amount of approximately NIS 5.7 million, so that the said debt will be repaid in 32 monthly payments at an annual interest rate of prime + 0.4%.

#### Note 5 – Events subsequent to the balance sheet date

A. On November 20, 2024, the audit committee and the Company's Board of Directors approved, subject to the approval of the general meeting, entering into a transaction for the sale of dedicated developments, developed for the systems of Utron Ltd. (hereinafter: "Utron"), to Utron, which is a company controlled by the controlling owners of the company, FIMI Fund and Mr. Haim Shani, for a total of about 2,221 thousand NIS.

### UNITRONICS (1989) (RG) LTD

### Chapter c -

Interim report on the effectiveness of internal control

And Management statements

# Interim report on the effectiveness of internal control on the financial reporting and disclosure in accordance with Regulation 37C (a) of the securities Regulations (Periodic and Immediate Reports), 1970, for the period ending on September 30, 2024:

The management of the Company, under the supervision of the Board of Directors of Unitronics (1989) (RG) Ltd. (hereinafter: the "Company"), is responsible for establishing and maintaining proper internal control over the financial reporting and disclosure in the Company.

In this regard, the members of the Board of Directors are:

- 1. Amit Harari, CEO;
- 2. Itzhak Hai, CFO;
- 3. Boaz Karmi, VP Sales
- 4. Ron Alkalai, Chief Operating Officer

The internal control over the financial reporting and the disclosure includes controls and procedures that exist in the Company, which were designed by the General Manager and the most senior officer in the field of finance or under their supervision, or by the person who actually performs the aforesaid duties, under the supervision of the Board of Directors of the Company, which are designed to provide a reasonable degree of security with regard to the reliability of the financial reporting and the preparation of the reports in accordance with the provisions of the law, and to ensure that information that the Company is required to disclose in the reports it publishes, in accordance with the provisions of the law, is collected, processed, summarized and reported on the date and format stipulated by the law.

The internal control includes, among other things, controls and procedures which were designed to ensure that information that the Company is required to disclose, as specified above, is collected and transmitted to the management of the Company, including the General Manager and the Chief Financial Officer or to those who actually perform the aforesaid duties, in order to enable decisions to be made at the appropriate time, with reference to the requirements of disclosure.

Due to its structural limitations, the internal control over the financial reporting and disclosure is not intended to provide absolute assurance that misrepresentation or omission of information in reports will be prevented or discovered.

In the Interim report regarding the effectiveness of the Internal control over the financial reporting and the disclosure which was attached to the Interim report for the period ended on 30.6.2024 (hereinafter - "the Interim report regarding the latest internal control"), the internal control in the corporation was found to be effective.

Until the date of the report, no event or matter has been brought to the attention of the board of directors and the management that could change the assessment of the effectiveness of the internal control, as was found in the Interim report regarding the last internal control;

As of the date of the report, based on the above on the Interim report regarding the last internal control, and based on information brought to the attention of the management and the board of directors as mentioned above - the internal control is effective.

### **Managers Statement**

# CEO Statement in accordance with Regulation 38 c of the Report Regulations:

### I, Amit Harari, declare that:

- 1. I have examined the Interim Report of Unitronics (1989) (RG) Ltd. (hereinafter: the "Company") for third quarter of 2024 (hereinafter: the "Reports");
- 2. To the best of my knowledge, the reports do not include any misrepresentation of a material fact, and they do not lack a presentation of a necessary material fact so that the representations included therein, in light of the circumstances in which those representations were included, would not be misleading with reference to the period of the reports;
- 3. To the best of my knowledge, the financial statements and other financial information contained in the reports adequately reflect, in all material respects, the financial position, results of operations and cash flows of the corporation for the dates and periods to which the reports refer;
- 4. I have disclosed to the auditor of the corporation, the Board of Directors and the Audit Committee of the corporation Directors, based on my most recent assessment of the internal control over financial reporting and disclosure:
  - A. All the significant deficiencies and material weaknesses in the establishment or operation of the internal control over the financial reporting and disclosure that could reasonably have a negative impact on the ability of the corporation to collect, process, summarize or report financial information in a manner which calls into question the reliability of the financial reporting and the preparation of financial statements in accordance with the provisions of the law; and -
  - B. Any fraud, whether material or not, involving the General Manager or those directly subordinate thereto or involving other employees who have a material role in the internal control of the financial reporting and disclosure;

### 5. I, alone or jointly with others in the corporation:

A. Established controls and procedures, or verified the establishment and existence under my supervision of controls and procedures, designed to ensure that material information relating to the corporation, including its consolidated companies as defined in the Securities Regulations (Annual Financial Statements), 2010, is brought to my attention by others in the Company and the consolidated companies, in particular during the period of preparation of the reports; and -

- B. Established controls and procedures, or verified the establishment and existence under my supervision of controls and procedures, intended to reasonably ensure the reliability of the financial reporting and the preparation of financial statements in accordance with the provisions of the law, including in accordance with accepted accounting rules;
- C. I have not been informed of any event or matter that occurred during the period between the date of the last report (quarterly or periodic, as the case may be) and the date of this report, which has the potential to change the conclusion of the board of directors and management regarding the effectiveness of the internal control over the financial reporting and disclosure of the corporation.

The above does not detract from my responsibility or the responsibility of any other person, in accordance with any law.

Date: November 26, 2024	
	Amit Harari, CEO

### **Managers Statement**

# Statement of the Chief Financial Officer in accordance with Regulation 38c of the Report Regulations:

### I, Itzhak Hai, declare that:

- 1. I have examined the Interim Report and other financial information contained in the Interim report of Unitronics (1989) (RG) Ltd. (hereinafter: the "Company") for the third quarter of 2024 (hereinafter: the "Reports");
- 2. To the best of my knowledge, the financial Interim statements and the other financial information contained in the Interim reports do not include any misrepresentation of a material fact and they do not lack a presentation of a necessary material fact so that the presentations included therein, in light of the circumstances in which those presentations were included, would not be misleading with reference to the period of the reports;
- 3. To the best of my knowledge, the financial Interim statements and other financial information contained in the Interim reports adequately reflect, in all material respects, the financial position, results of operations and cash flows of the Company for the dates and periods to which the reports refer;
- 4. I have disclosed to the auditor of the Company, the Board of Directors and the Audit Committee of the Company, based on my most recent assessment of the internal control over financial reporting and disclosure:
  - A. All the significant deficiencies and material weaknesses in the establishment or operation of the internal control over the Interim financial reporting and disclosure insofar as it relates to the financial statements and the other financial information contained in the Interim statements, which could reasonably have a negative impact on the ability of the Company to collect, process, summarize or report financial information in a manner which calls into question the reliability of the financial reporting and the preparation of the financial statements in accordance with the provisions of the law; and -
  - B. Any fraud, whether material or not, involving the General Manager or those directly subordinate thereto or involving other employees who have a material role in the internal control of the financial reporting and disclosure;

### 5. I, alone or jointly with others in the Company:

A. Established controls and procedures, or verified the establishment and existence under my supervision of controls and procedures, designed to ensure that material information relating to the Company, including its consolidated companies as defined in the Securities Regulations (Annual Financial Statements), 2010, is brought to my attention by others in

- the Company and the consolidated companies, in particular during the period of preparation of the reports; and -
- B. Established controls and procedures, or verified the establishment and existence under my supervision, of controls and procedures intended to reasonably ensure the reliability of the financial reporting and the preparation of financial statements in accordance with the provisions of the law, including in accordance with accepted accounting rules;
- C. I have not been informed of any event or matter that applies to the fund as of the date of the last report (quarterly or periodic, as the case may be) on the date of this report, refer to the Interim financial statements and any other financial information contained in the reports for the Interim period, which has the potential to change, in my opinion, the conclusion of the board of directors. and the management regarding the effectiveness of the internal control over the financial reporting and disclosure of the corporation.

The above does not detract from my responsibility or the responsibility of any other person, in accordance with any law.

Date: November 26, 2024	
	Itzhak Hai, CFO