# **aris**

# **Investor Presentation**

June 2023



# Forward Looking Statements

This presentation of Maris-Tech Ltd. (the "Company") contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act and other securities law. Words such as "expects," "intends," "plans," "believes," "seeks," "estimates," and similar expressions or variations of such words are intended to identify forward-looking statements. For example, the Company is using forwardlooking statements when it discusses its vision, the potential of its product, its strategy, market potential for its product, its paradigm, commercialization of its product and its future growth. Forward-looking statements are not historical facts, and are based upon management's current expectations, beliefs and projections, many of which, by their nature, are inherently uncertain. Such expectations, beliefs and projections are expressed in good faith. However, there can be no assurance that management's expectations, beliefs and projections will be achieved, and actual results may differ materially from what is expressed or indicated by the forward-looking statements. Forward-looking statements are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the forward-looking statements. For a more detailed description of the risks and uncertainties affecting the Company, the reference is made to the Company's reports filed from time to time with the Securities and Exchange Commission (the "SEC"), including, but not limited to, the risks detailed in the Company's Annual Report on Form 20-F for the year ended December 31, 2022, filed with the SEC on March 6, 2023. Forward-looking statements speak only as of the date the statements are made. The Company assumes no obligation to update forward-looking statements to reflect actual results, subsequent events or circumstances, changes in assumptions or changes in other factors affecting forward-looking information except to the extent required by applicable securities laws. If the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements.



# Video Streaming & Al at the Edge for Autonomous Remote Platforms







# Maris-Tech at a Glance



### Foundation

A pioneer in Al-based video analytics technology, founded in 2008



### **Use Cases**

Situational awareness, site and infrastructure inspection, crowd and traffic control, crime prediction, space exploration, precision agriculture , and more



### Team

Electronics engineering and imaging experts, with a strong presence in the US and other territories



### **Track record**

Solution provider of choice for the reliable intelligence and actionable insights needed by professional industries, governments, military sectors, and law enforcement



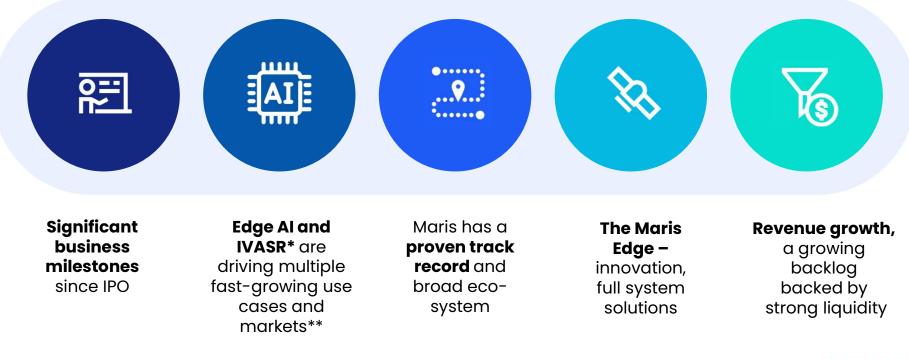
### Innovation

Edge AI accelerated video solutions designed to integrate with autonomous and semi-autonomous land, sea, air, and space platforms





# Key Investment Highlights



\*Intelligent video analytics, streaming & recording \*\*See Market Size and Forecast



# Public Announcements Since IPO

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# Announcements Since IPO



May

**'23** 

### **Distribution Agreement in Turkey**

IMCA Elektronik is a leading defense, aviation, transportation, industrial, and consumer electronics distributor

### **Repeat Order**

\$410,000 from a leading defense contractor



### **The Largest Delivery Agreement**

Agreement with Art of Logic Australia for \$7,500,000 for the Callisto based Uranus-AI



### Leadership

Nir Ben Moshe, former Director of Security of the Israeli defense establishment, joins Advisory Board



### Leadership

Les Litwin, seasoned industry marketing expert, joins Advisory Board



### New Customer in Australia

\$660,000 purchase order for Jupiter-Al based platform from a new customer based in Australia



### **New Product**

Launches the development of Uranus-Althe next generation of 8K Ultra-HD video and Al acceleration edge computing platform

# 

### New Customer in Israel

\$1,100,000 purchase order from a leading Israeli defense company



**'22** 

### New Customer in Israel

Enters agreement with leading defense company for up to \$500,000 in purchase orders for units of the Opal platform



# Announcements Since IPO



### **R&D** Grant

Receives a grant for the development of an advanced system for drone fault prediction

### **New Product**

Launches the Jupiter-AI, a high-end multiple-stream video platform with AI acceleration

## New Space Design Win

Awarded the Beresheet 2 video solution

## Jun '22

July

**'22** 

## **UK Sales**

\$300,000 order from the UK distributor

# Jun '22

### New Order

\$300,000 from a leading defense company



### **EU Marketing**

Participating Eurosatory 2022 Aerospace, Defense and Security exhibition



# First US Customer

\$300,000 order from the first major US customer



### Leadership

Appoints a 20-year industry veteran to lead sales and marketing in the US market



# Nasdaq Listing

Completes initial public offering of ordinary shares and warrants for proceeds of \$17,800,000



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### **US Marketing**

Presents Jupiter-AI at Commercial UAV Expo Las Vegas



# Management



Israel Bar CEO, Founder



Carmela **Bastiker** COO





David Raviv **VP** Marketing

# Advisory Board



### Nir Ben Moshe

- Former Director of Security for the Israel defense establishment (Ministry of Defense, industries, manufacturers, and R&D organizations)
- Experience managing large-scale, highly sensitive national security operations worldwide



### Leslie G. Litwin

- Managing director and founder of Antrica, industry-leading video encoders and decoders
- Founder of Zilica Ltd., specialized video and CCTV ICs and subassemblies



# Large, Fast Growing Markets

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# Edge Video Steaming and AI Driving Large, Fast-Growing Markets

Intelligent video analytics, streaming & recording (IVASR) combined with Edge AI delivers quicker insights on-site, enabling real-time decision-making



Defense

UGV-mounted systems, armored vehicles, drones, weapon sights,



Homeland Security & Law Enforcement

Drones, covert applications and intelligence gathering



Aerospace & New Space

UAV-mounted systems, helmetmounted systems, aircraft and spacecraft



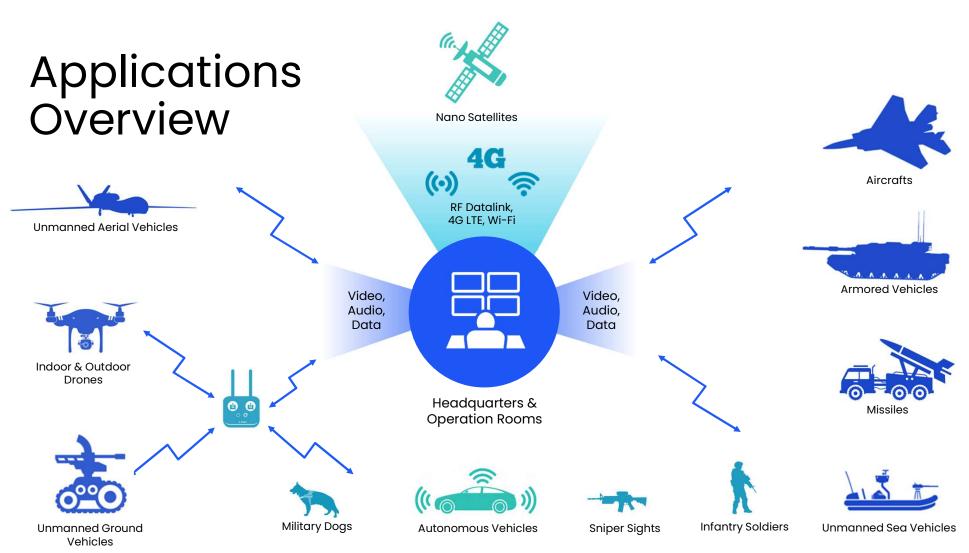
Commercial Industries

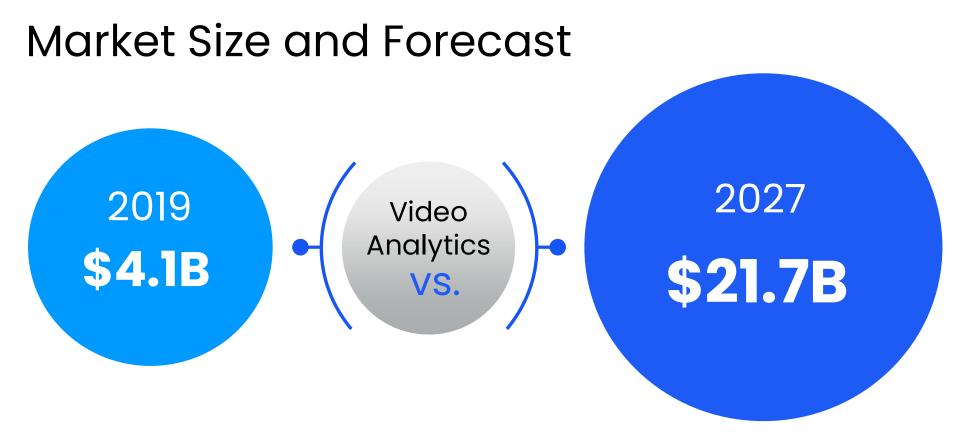
Smart retail, site infrastructure, precision agriculture



**Smart city** 

Crowd control, real-time traffic monitoring and dynamic situational adaptation





Defense, Aerospace, HLS and Commercial markets



Source: https://www.alliedmarketresearch.com/video-analytics-market

# Selected Customers

- Successfully deployed by more 100+ companies and agencies around the globe\*
- Across a wide range of industries
- Fully operational and fielded
- Delivering strong benefits and ROI



\*Includes both direct and indirect customers











# The Maris Edge: Innovation & Full System Solutions

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# The Maris Edge

### **High Video Quality**

Supports the most advanced video compression standards for real-time quality transmission

#### **Low Latency**

Offers up to 100ms end-to-end latency as well as an FPGA-based solution with sub-frame ultra-lowlatency streaming

### **Best in Class SwaP**

Miniature and lightweight, with extremely efficient power consumption to deliver the longer operating life needed for extended transmissions



#### **Multiple streams**

Simultaneously supports multiple sensors on a single platform, essential for providing complete imaging coverage

#### **Powerful AI acceleration**

Sophisticated AI processor specifically designed to accelerate deep learning applications on edge devices

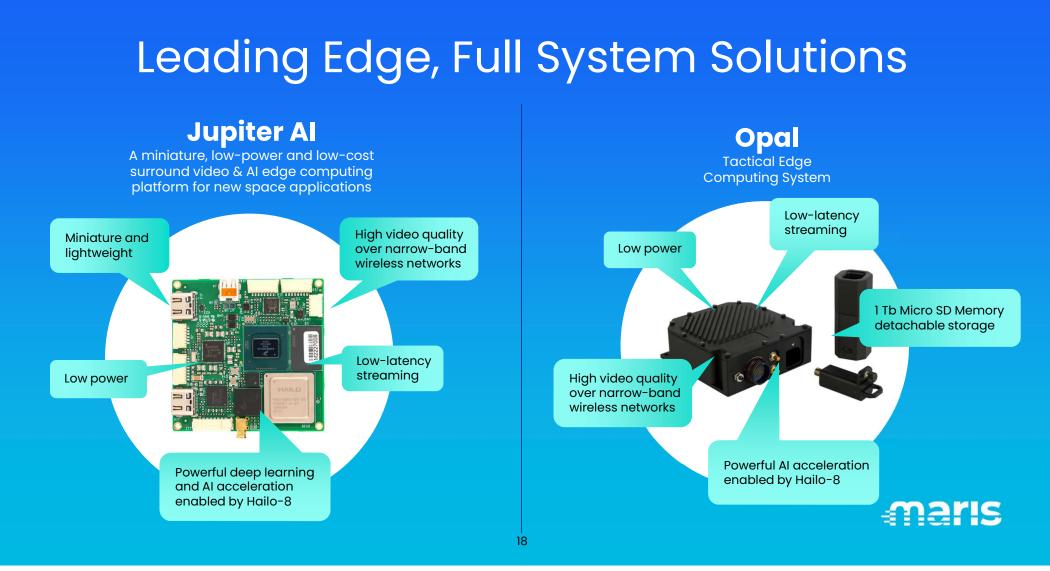
#### **Modular and Flexible**

Easily integrates with independently designed systems and can be configured to support any electro-optical and thermal sensor standard

### **Robust communication**

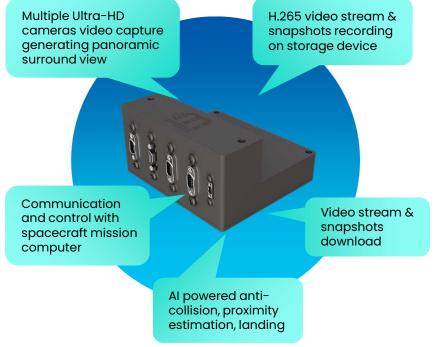
Supports a variety of miniature and lowpower stable wireless communications for uninterrupted transmission in indoor/outdoor harsh environments, including Forward Error Correction (FEC)





# **New Frontiers**

A miniature, low-power and low-cost surround video & Al edge computing platform for new space applications





# **New Frontiers**

### Drone Fault Prediction and Failures Diagnostics



Uses data from various sensors in the drone to monitor its performance and detect any abnormal behavior or malfunctions.

Data is collected in real-time and the reports immediately

The algorithms are also used to predict the likelihood of a fault occurring based on historical data and other factors, such as environmental conditions.



# Revenue Growth & Growing Backlog

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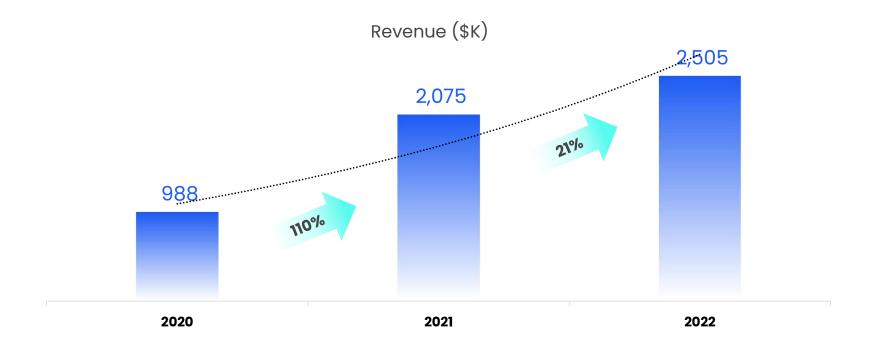
# **Business Model**

	Sample Products
OEM board level solutions	
Final products within mechanical enclosure	
System level solutions	

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# **Revenue Growth**

155% increase in revenue since 2020

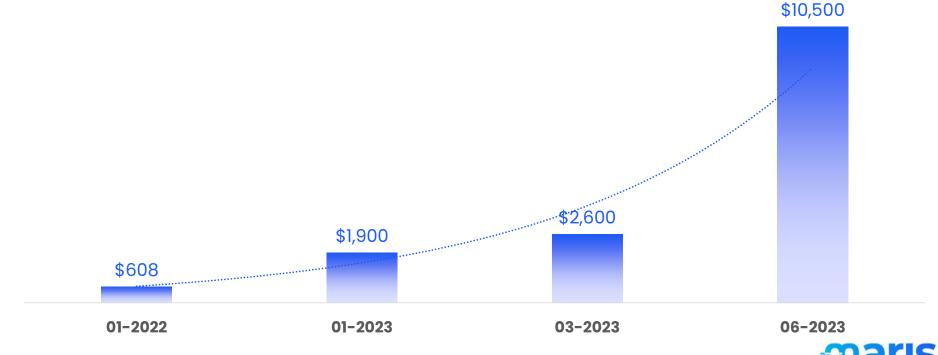


See: Maris-Tech Ltd. financial statements for the years ended 2021 and 2022 filed as part of the Company's Annual Report on Form 20-F for the years ended 2021 and 2022, respectively.



# **Backlog Continues to Increase**

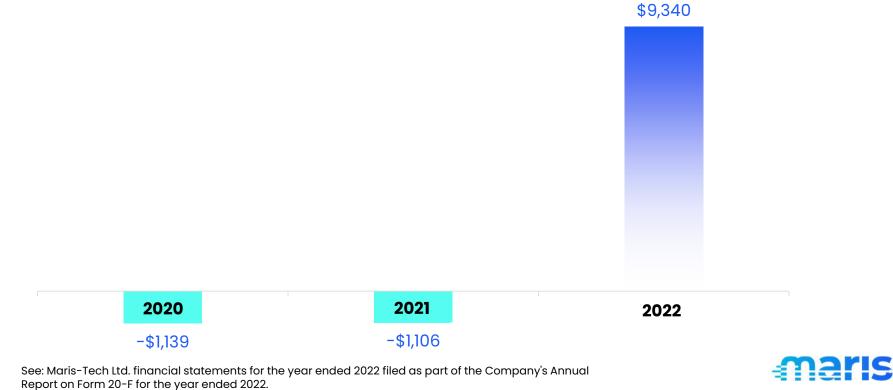


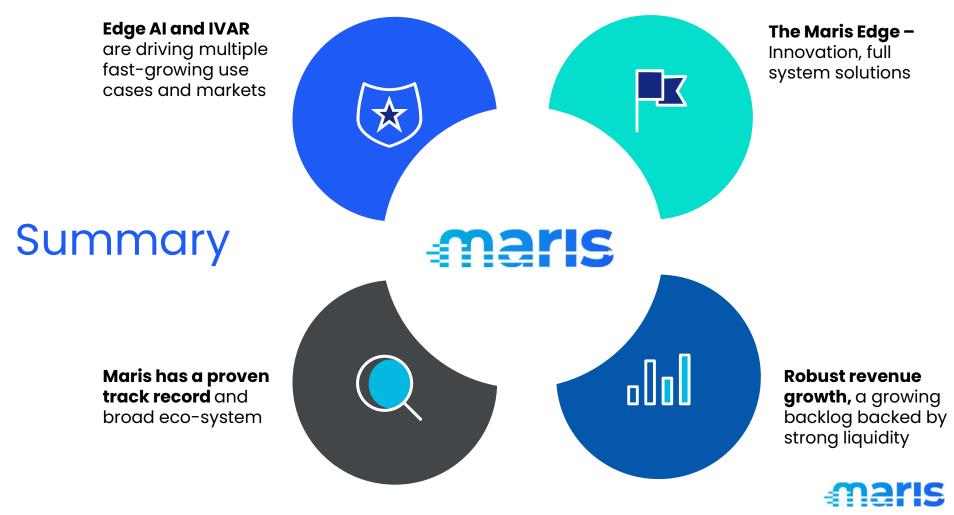


We define backlog as the accumulation of all pending orders with a later fulfillment date for which revenue has not been recognized and we consider valid.

# Strong Liquidity

Cash, cash equivalents & outstanding bank loans at the end of the period (\$K)





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# Thank you

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Relevant financials

