

Sarine Technologies Ltd.

***Corporate Presentation for
Needham Conference***

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Diamond Industry Value Chain



Our products increase profits at all stages of the diamond trade from purchase of rough stones to sale of polished diamonds

Value of Market Segments in USD (2018)



Our Technologies Span Entire Value Chain

Sarine Technologies, through its application of patented solutions (proprietary mechanics, electronics, optics, lasers and sophisticated software) is a global leader in the development of systems used throughout the entire diamond value chain, from mine to retail, from rough diamonds evaluation, planning and polishing to polished diamonds grading and trade.

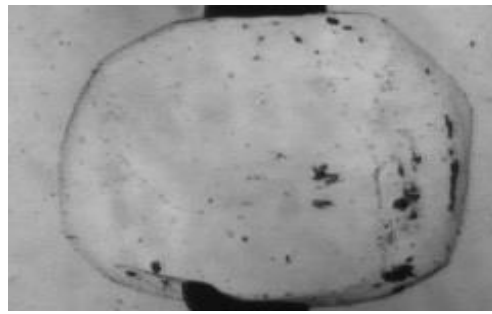
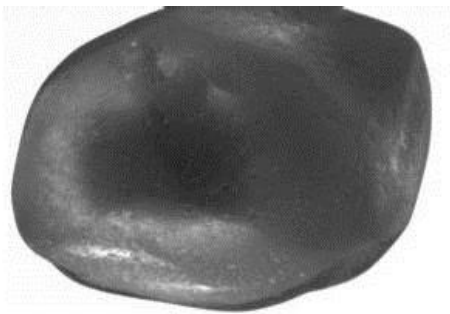


Our Revolution of Diamond Polishing



Traditional Diamond Planning

- ◆ Traditionally based on worker skill and experience: long training process and inconsistent results from different workers
- ◆ Low utilization of valuable material: ~35%
- ◆ Typically limited to simple solutions: single sawing plane with two polished stones
- ◆ Significant human error in execution of planned solutions

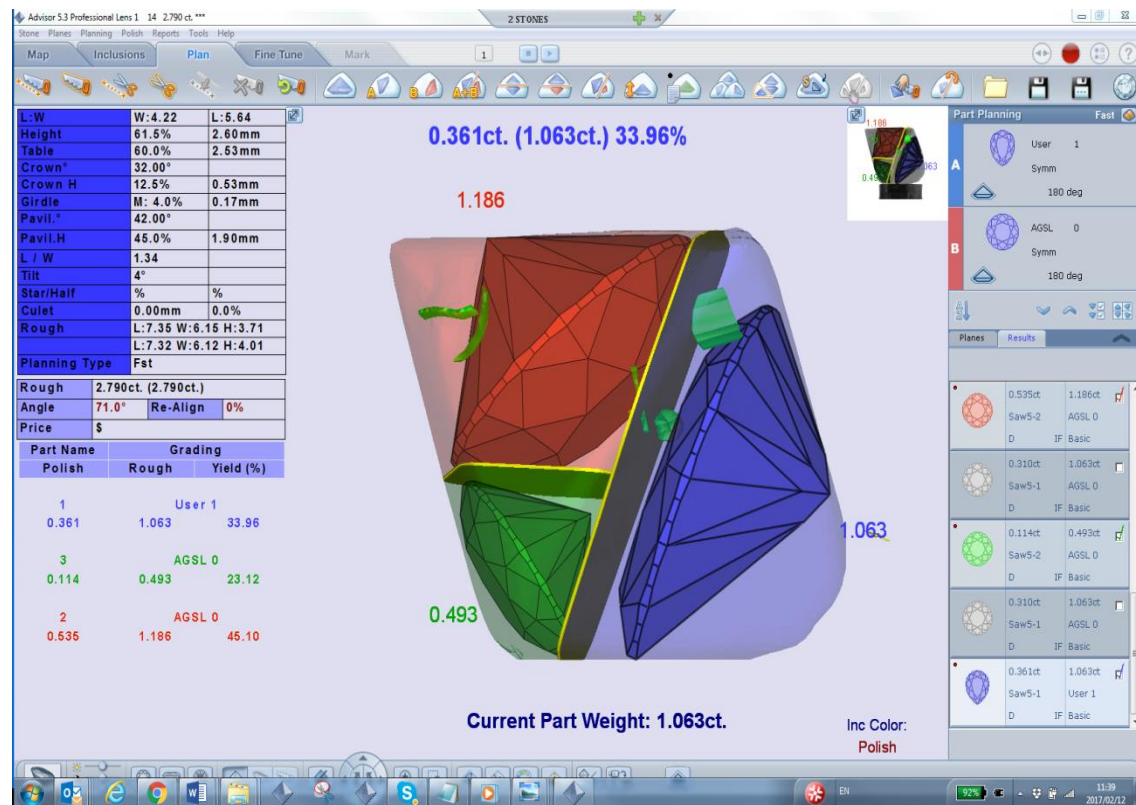


Revolution – Phase I



1999 - 2009

- ◆ Computerized planning eliminates most guesswork and risk and enables better utilization of rough diamond material
- ◆ Multiple polished diamonds from a single rough diamond (manually almost never more than two)
- ◆ From 2006 initial use of manually indicated inclusions (very rudimentary diamond Clarity solution)

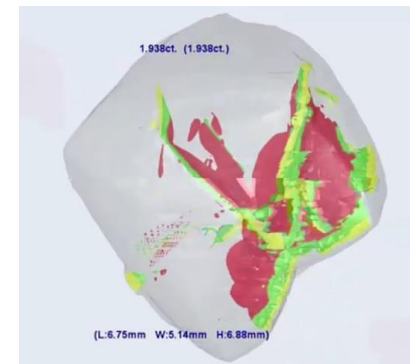


Phase II - Advisor® Meets Galaxy®

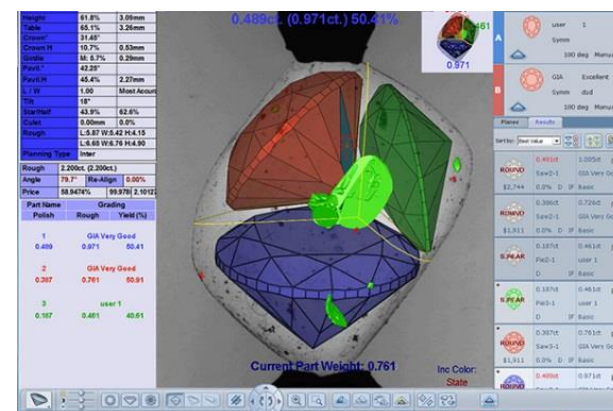


- ◆ Optimal planning is enabled by integrating with Galaxy® inclusion scanning as it enables planning including Clarity criteria for true best value.
- ◆ Advisor® is the most widely used rough planning software - **over 25,000 installations processed some 100 million stones in 2019.**
- ◆ Super fast analyses of single-point sizes to high accuracy multi-stone planning of large complicated diamonds up to 200 carats, based on real-time market trend data.
- ◆ **Optimal use of rough stone weight increased by more than 25% from 35-40% to over 50%.**
- ◆ Integration with inclusion mapping creates higher penetration barrier; also integrated with our best-in-class Quazer® laser cutting system.

Galaxy “CT” of Rough Internals



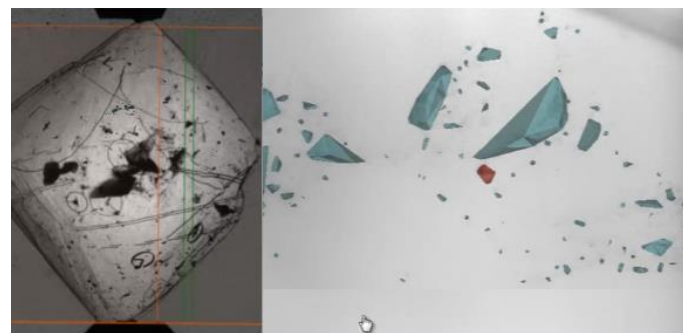
Multiple Diamonds Planning



Galaxy[®] Family

- ◆ Introduced in 2010 with Galaxy[®] 1000
- ◆ Subsequent Galaxy[®] models provide solutions for higher clarities (VVS), for extra large diamonds up to 200 carats and for optimal processing of small and very small sizes to achieve cost-effective operations
- ◆ ***Price Per Carat model with ~80% gross margin; recurring revenue drives today ~50% of Group top line!***
- ◆ Total installed base of over 600 systems (as of end Q3 2020)
- ◆ No meaningful legitimate competition for Group's patented technology.
- ◆ ***Stone scanning run rate in Q4 2020 indicates annual increase in 2021 of ~50% over 2019; 2020 scans were just over those of 2019 despite Covid-19 and ~30% fewer stones in pipeline.***

GALAXY
1000



GALAXY
ULTRA



Trade & Retail Downstream Revolution



- ◆ What are the challenges?
 - ◆ B2B challenges – current manual Clarity and Color grading subjective, dictating necessity for actual visual inspection at sourcing and leading to significant rejection of delivered polished diamonds.
 - ◆ Consumer transparency – 4C's primarily define rarity; consumers want additional information pertaining to beauty and quality of workmanship as well as documentation of sustainable and socially responsible mining, sourcing and polishing of stones.
 - ◆ Today's consumer wants information presented in intuitive and engaging digital formats enabling support of social media for peer-to-peer communications.
 - ◆ Lab-grown diamonds creating entire new market of lower valued goods, dictating need for differentiation and requiring documentation of quality and sustainability at a completely different cost level.



Traceability with Diamond Journey™



- ◆ Provides captivating visualization of the entire history of the rough stone – from mine to polished gem. Actual real-time generated imagery tracks stone through key stages from modeling at mine through polishing, culminating in its final polished form; captivates consumer with insight into painstaking craftsmanship of creating his/her unique gem.
- ◆ Documents the responsible sourcing and manufacture of the diamond – key to concern of consumers and other industry players (governments, banks, insurers and social groups – e.g. Human Rights Watch) for tracing of diamonds' sources; ***not based on declaratory information but on actual data collected throughout the process.***
- ◆ Leverages our extensive presence in the midstream to implement ***solution with minimal overhead, disruption or cost to manufacturers*** based on existing installed base of Sarine's aforementioned industry-leading technologies.
- ◆ Supported by Alrosa, world's largest diamond producer by carats, and Lucara; additional key miners running pilot tests.
- ◆ Leading polishers in India and Israel have adopted paradigm to be "Journey-ready" for retail demand; High-end sustainability-minded retailers among probable early adopters.
- ◆ As a benefit to miners, adding Galaxy® derived information to source scan enables digital e-tenders of rough stones. Adopted by Alrosa and Lucara as well as Stargems, a leading rough secondary wholesaler in Dubai.



e-Grading™ Revolution: Clarity and Color by Artificial Intelligence Technology



- ◆ Groundbreaking Artificial Intelligence (AI) - based Clarity technology provides automated, objective Clarity grading – a first for the diamond industry. More consistent than manual process, refines Clarity grading and enhances polished diamond sorting by manufacturers and sourcing by retailers. Similarly, AI-based Color evaluation technology provides automated, objective and more precise Color grading.
- ◆ The integration of these new technologies with in-process control and verification software enables polished diamonds grading on site at suppliers, wholesalers and major retailers – e-Grading™. The shift from manual grading in diamond labs to automated technology-based grading on-site significantly reduces time (hours vs. weeks) and eliminates indirect costs (e.g. shipping and insurance). Also significantly reduces direct costs as lowers both quantity and skill levels of manpower required for grading. In initial beta-testing in India.
- ◆ Business model for e-grading will be industry-standard per-carat charge (optionally packaged with light performance grading and Sarine Diamond Journey™ traceability). Should significantly expand the Group's recurring income and improve margins.
Addresses over US\$500M annual market of diamond grading. A successful rollout of e-Grading should result in gross margins similar to Galaxy® margins - ~80%.
- ◆ Working with Tiffany & Co. and signed with NGTC* to adapt to each's respective criteria.

● (*) National Gemstone Testing Centre – China's largest gemmological laboratory

Lab-Grown Diamonds



- ◆ Growing market acceptance of lab-grown diamonds (LGD) with ~50% of US retailers expected to be offering LGD in 2021.
- ◆ Shutdown of key Argyle mine, historically major producer of low-quality smaller diamonds, to contribute to expansion of LGD demand.
- ◆ Lab-grown diamonds are thus poised for rapid growth creating a new expanded market *concurrently* with and beyond today's US\$ ~80 billion natural diamond jewellery market.
- ◆ Have demonstrated applicability of our manufacturing technologies to LGD and already generating revenues from this evolving market segment. Probable opportunity to enter into technology-based processing-related service partnerships.
- ◆ Due to prohibitive direct and indirect costs of third-party lab grading for LGD goods, e-Grading™ evolving as natural alternative. Also addresses 21st century technology factor – “diamonds produced by technology - graded by technology”.



Going Forward



- ◆ Continued market domination of inclusion scanning and mapping, rough planning and related manufacturing products and services. 2021 will see launch of Advisor® 8.0 with enhanced features, widening technological gap with piracy.
- ◆ The Group remains confident in expanding its market penetration of the Galaxy® family of inclusion mapping systems to smaller and smaller stones, as evidenced by record setting 50 deliveries in Q1 of 2020, prior to pandemic, along with Q4 record setting usage.
- ◆ Digital tenders due to Covid-19 obstacles opening doors for cooperation with key miners (Alrosa, Lucara, etc.) as well as with wholesale rough traders. Driving significant growth in Galaxy® per-stone revenues from high-end 10+ carat diamonds. Paradigm to remain after pandemic as it reduces costs, improves margins and enables nimbler moving of inventory. Key indirect benefit is enabling Sarine to establish critical anchors for traceability.
- ◆ Sarine Profile™, Sarine Diamond Journey™, light performance grading and AI-derived 4Cs e-Grading™ address the wholesale and retail trade of polished diamonds – the segments of the diamond value chain with highest margins. ***Optimally, these combined offerings should capture double-digit share of US\$ 500M+ market with high ~80% gross margins.*** Currently still only less than 3% of revenues.
- ◆ Our manufacturing-related, grading and retail/branding technologies are all applicable to LGD. Already generating revenues. Being evaluated and adopted by additional key players in midstream and downstream segments of LGD pipeline.

