



INVESTOR PRESENTATION

May 2021



DISCLAIMER

Information provided in this press release may contain statements relating to current expectations, estimates, forecasts and projections about future events that are "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to the Company's plans, objectives and expectations for future operations, including estimations relating to the impact of the COVID-19 pandemic and mitigation measures in connection thereto, expectations of the results of the Company's business optimization initiative, integration of the company's acquisitions and its projected outlook and results of operations. These forward-looking statements are based upon management's current estimates and projections of future results or trends. Actual results may differ materially from those projected as a result of certain risks and uncertainties, both known or unknown. These factors include, but are not limited to: the impact of the COVID-19 pandemic on end-consumers, economic conditions in our key markets, raw material shortages and prices, fluctuations in home renovation and construction sectors; the company's ability to compete with lower-priced products and other intense competitive pressures; the outcome of silicosis and other bodily injury claims; regulatory requirements relating to hazards associated with exposure to silica dust; ability to efficiently manufacture products and managing required changes in production and supply chain in light of our recent acquisitions; fluctuations in currency exchange rates; the success of our expansion efforts in the United States; unpredictability of seasonal fluctuations in revenues and other factors discussed under the heading "Risk Factors" in our most recent annual report on Form 20-F and other documents filed with the Securities and Exchange Commission.

These forward-looking statements are made only as of the date hereof, and neither the Company, nor any of its respective agents, employees or advisors intend, undertake or have any duty or obligation to supplement, amend, update or revise any of the forward-looking statements contained in this presentation, whether as a result of new information, future events or otherwise. The information and opinions contained in this document are provided as at the date of this presentation and are subject to change without notice.

This presentation includes certain non-GAAP measures, which should all be considered in addition to, and not as a substitute for, comparable GAAP measures. A reconciliation of GAAP net income to adjusted EBITDA, reconciliation of GAAP gross profit to adjusted gross profit, and adjusted net income are provided below. To calculate revenues growth rates that exclude the impact of changes in foreign currency exchange rates, the Company converts actual reported results from local currency to U.S. dollars using constant foreign currency exchange rates in the current and comparable period. The Company provides these non-GAAP financial measures because it believes that they present a better measure of the Company's core business and management uses the non-GAAP measures internally to evaluate the Company's ongoing performance. Accordingly, the Company believes that they are useful to investors in enhancing an understanding of the Company's operating performance. However these measures should not be considered as substitutes for GAAP measures and may be inconsistent with similar measures presented by other companies.

COMPANY OVERVIEW

- Leading designer and producer of high-end engineered surfaces used in residential and commercial buildings
- Founded in 1987 and HQ in Israel
- Invented and pioneered quartz category expansion via powerful Caesarstone® brand
- Customer-centered approach built on culture of safety and high-quality reputation
- 4 production sites in Israel, U.S and India
- Sales of \$486M and Adj. EBITDA¹ of \$62M in 2020
- Attractive balance sheet and capital position

**Powerful
Brand**

**Quartz
Countertop
Inventor**

**High
Quality
Premium
Products**

**Global
Reach**

**Strong
Growth
Platform**





**To be the first brand of choice for
countertops all around the world**

DRIVING GROWTH THROUGH INNOVATIVE DESIGN AND COLORS



PIONEERING INNOVATIVE DESIGNS & TECHNOLOGY

PREMIUM POSITIONING



Classico

Wide range of evergreen colors and designs



Supernatural

Inspired by nature

Luxurious marble & granite designs

Proprietary technology



Metropolitan

Inspired by the industrial trend

Proprietary technology



Outdoor Collection

Inspired by outdoor surrounding trends and culture

Breakthrough proprietary technology

Unrivalled breadth of premium products

SUPERIOR VALUE PROPOSITION

Caesarstone quartz products offer superior value proposition to customers



Impact Resistant



Scratch Resistant



Stain Resistant



Heat Resistant



Non Porous



Flexible



Food Safety - NSF Certified



Easy Fabrication



Multi Functional



Versatile Designs

A GLOBAL LEADER IN THE ATTRACTIVE QUARTZ SURFACE MARKET



Leading player in key regions served



A global market leader with ~ 5% global quartz market share ^{1, 2}



Diversified geographic footprint with Americas representing ~58% of revenue



Focused on high-end residential and commercial applications



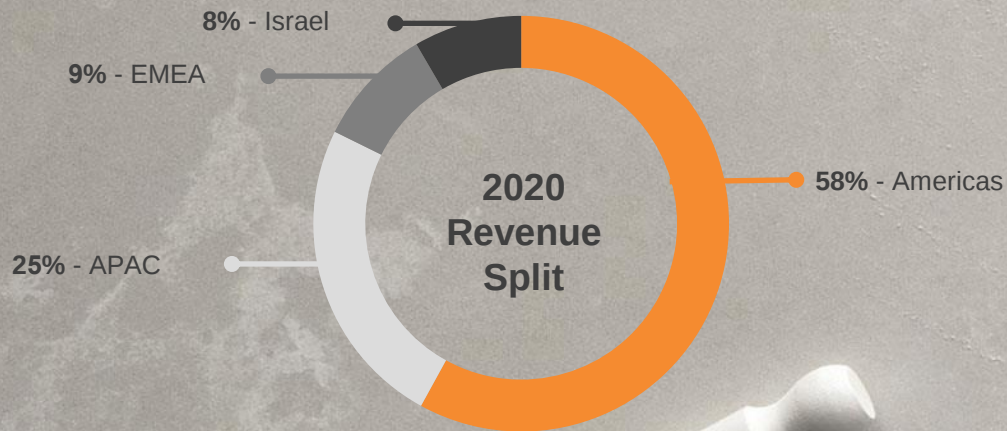
Solid global distribution platform across approximately 50 countries



Premium brand, with superior customer value proposition



Extensive manufacturing, R&D and marketing capabilities

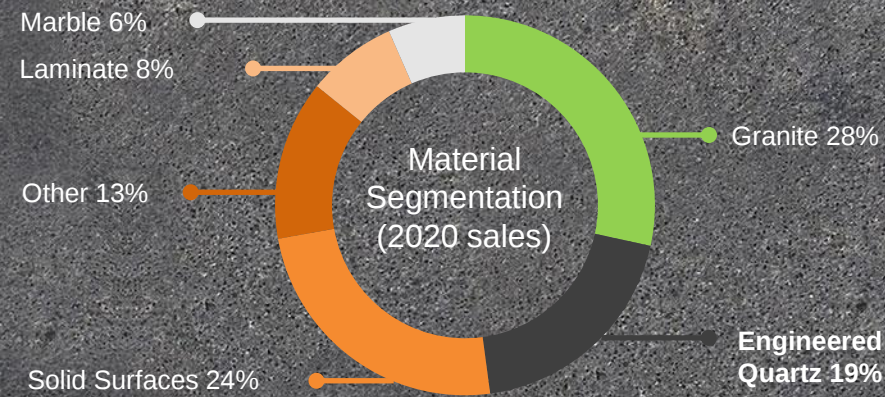


(1) By Volume

(2) Source: Freedonia March 2021 study; company market share derived from company volume sales data and Freedonia global market size

ATTRACTIVE GLOBAL QUARTZ INDUSTRY LANDSCAPE

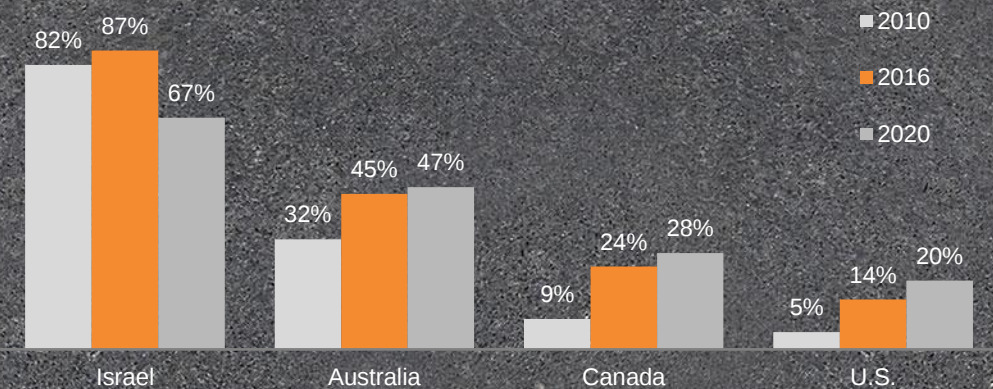
\$117B¹ Global Counter-top Market



Quartz Countertop Global Share¹

	2010	2016	2020
Quartz	8%	15%	19%
Laminate	11%	9%	8%
Granite	35%	30%	28%

Quartz Share of Total Countertop Market²
(By Volume)



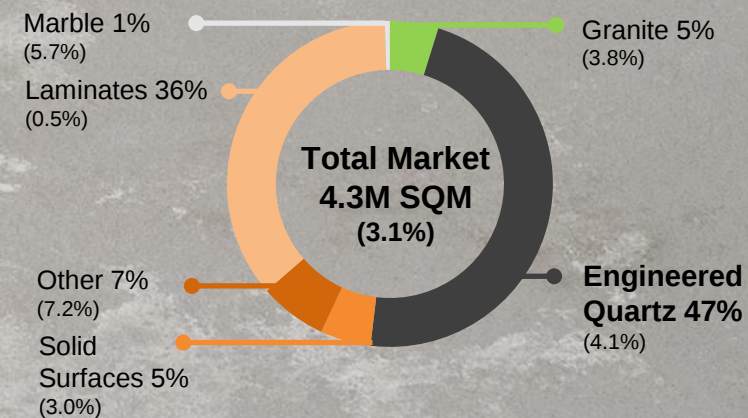
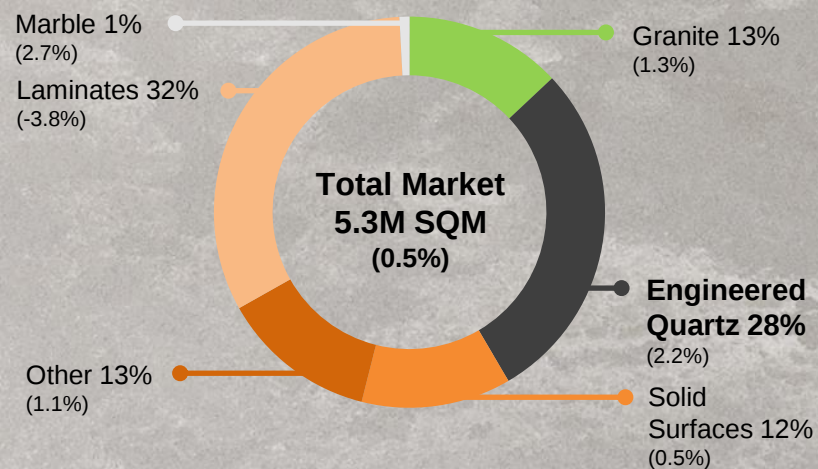
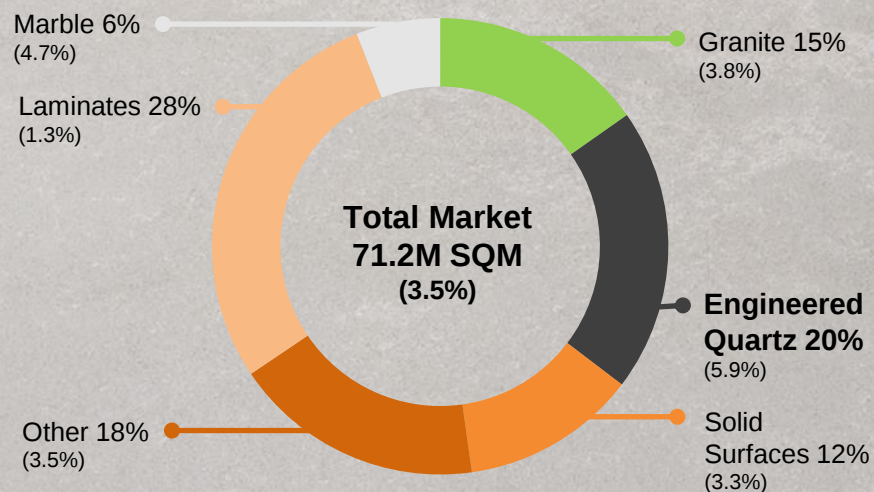
(1) Source: Freedonia March 2021

(2) Source: Freedonia March 2021 study; company markets share derived from company volume sales data and Freedonia markets data



MAIN MARKETS

Countertop Demand by Material¹ (By Volume)



(1) Source: Freedonia March 2021 study;

(%) CAGR 2020-2025

STRONG LIQUIDITY, CASH FLOW AND CAPITAL DEPLOYMENT

Strong Capital Position

- Cash Position \$121.1M^{1 2}
- Net Cash Position \$107.8³

(1) As of June 30, 2021

(2) Cash position - Cash and cash equivalents and short-term bank deposits and marketable securities

(3) Net cash position - Cash and cash equivalents and short-term bank deposits and marketable securities less debt from financial institutions

Proven Record of Cash Generation

- 3-year⁴ avg. above 70% operating cash flow of Adj. EBITDA
- Prudent management of capital expenditures at ~4% of sales since 2016
- Excess capacity to scale up operations

(4) 2017-2020

Disciplined Capital Deployment

- Global growth acceleration plan—strong returns
- M&A flexibility
- Quarterly dividend policy aligned with profits

STRATEGY AND EXECUTION



STRATEGIC PILLARS SUPPORT FUTURE GROWTH

To be the first brand of choice for countertops all around the world



**Multi-material, premium
countertop player**



**Global footprint
expansion**



**Consumer experience and
customer engagement**

Underlying Projects All Managed Through Global Growth Acceleration Plan



ENHANCING GROWTH PROFILE

Established Global
Leadership Team

2018-2019

Enhanced Global
Infrastructure,
Global DNA

Vision, Strategy, Values,
Organization

2019-2020

Global Growth
Acceleration Plan
Implementation

Multi-Material
Global Footprint
Customer Experience

2020 & Beyond

EXECUTING THE GLOBAL GROWTH ACCELERATION PLAN

Infrastructure & Efficiency



Growth & Innovation

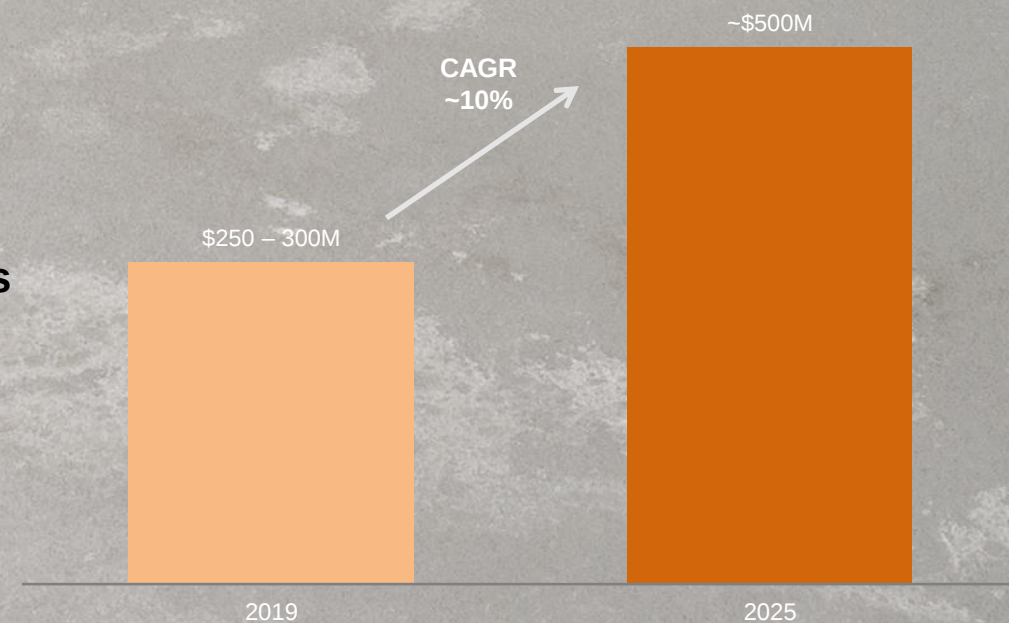




Acquisition of Lioli Ceramica Accelerates Multi-Material Growth Strategy

- **Lioli is an India-based producer of cutting-edge porcelain slabs**
- **First step in effort to become leading premium, multi-material player**
- **Complements established presence in engineered quartz surfaces**
- **Porcelain represents one of the fastest growing countertop categories**
- **Leveraging synergies through global sales force and supply chain**
- **Products to become available in 2021 under Caesarstone® brand**

Global Porcelain Countertop Market¹
(\$MM)

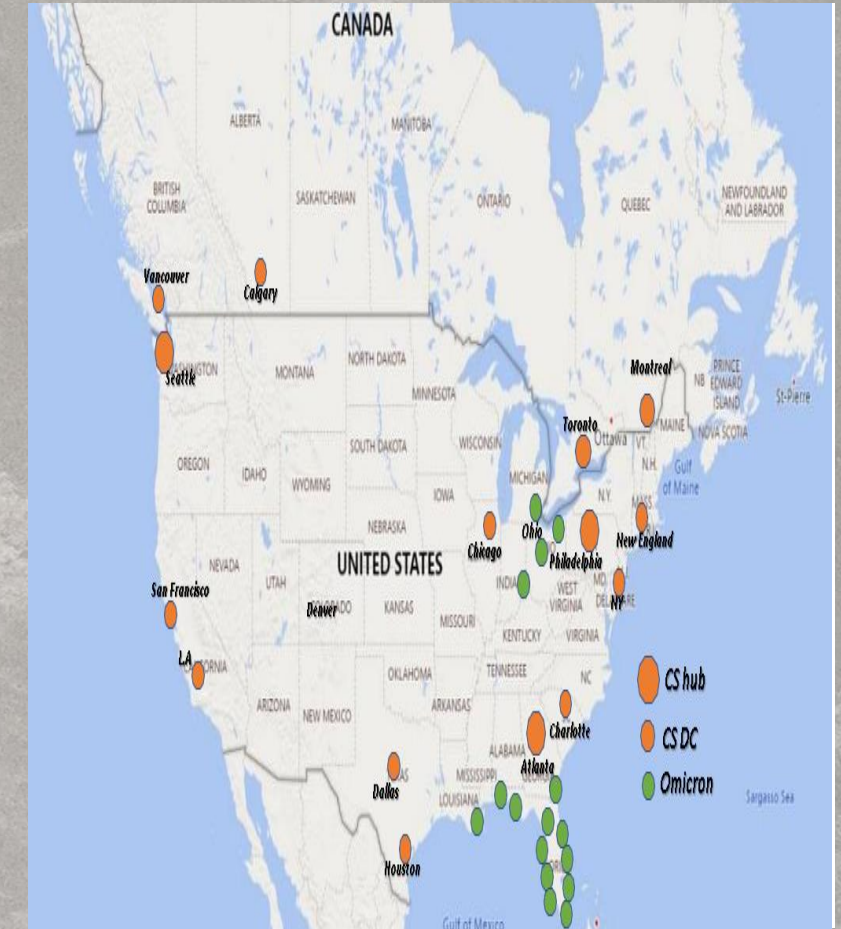


(1) Management estimates

Acquisition of Omicron Accelerates Global footprint expansion Strategy

- **Omicron Granite and Tile is a premier stone supplier in the U.S.**
- **Based in Pompano Beach, Florida, owns and operates 17 showrooms and indoor warehouses**
- **Omicron augments Caesarstone's existing network with strategically located distribution centers throughout attractive U.S. markets**
- **Enhances ability to service our customers, while at the same time, improving our logistical efficiency in the U.S**
- **Provides a vertically integrated approach to enhance our go-to-market capabilities in the U.S.**
- **Establishes a path to increase market share with a more direct approach to our end markets**

Omicron footprint



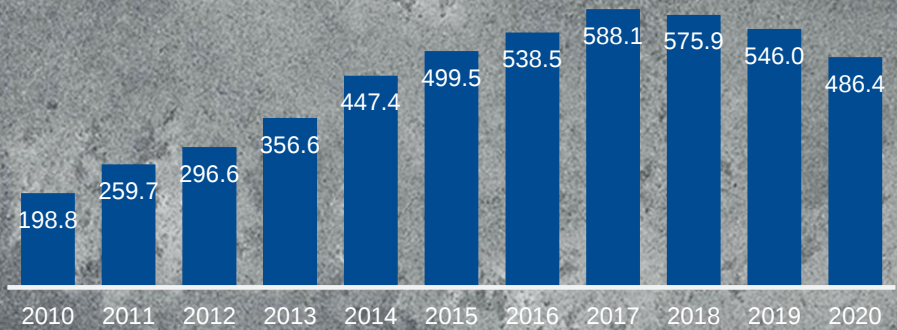
FINANCIAL SUMMARY & OUTLOOK



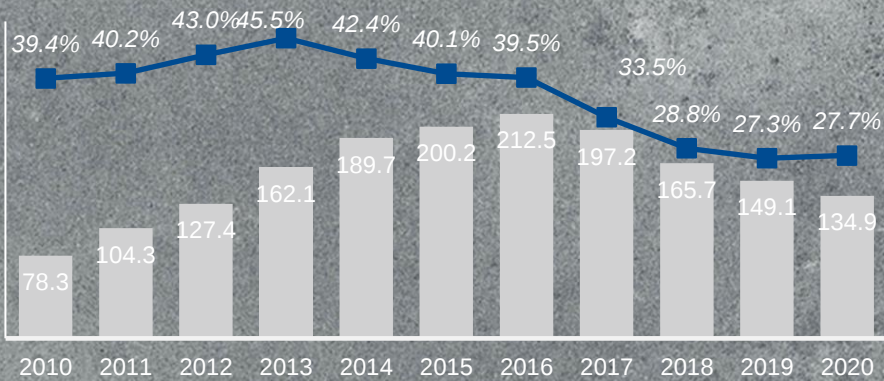


REVENUE & PROFITABILITY

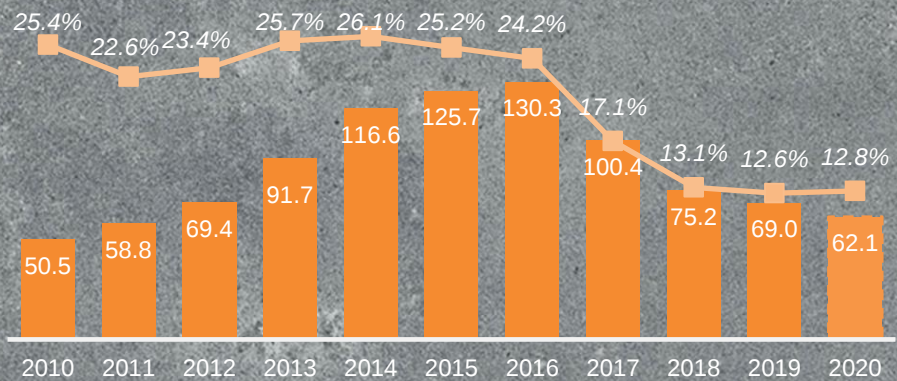
Revenue (\$M)



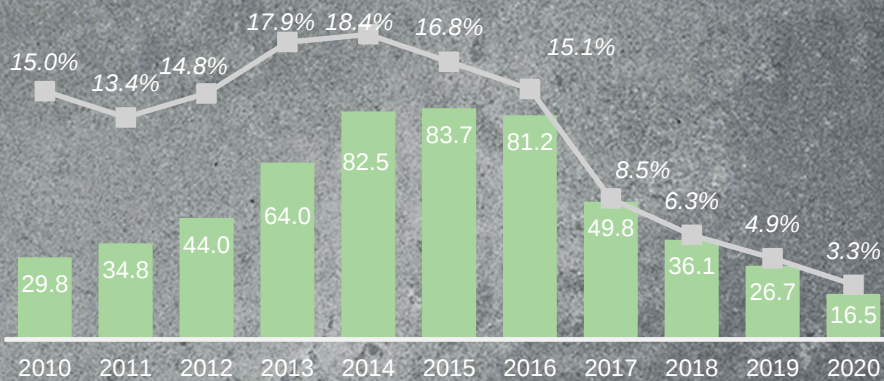
Adjusted Gross Profit and % Margin (\$M)



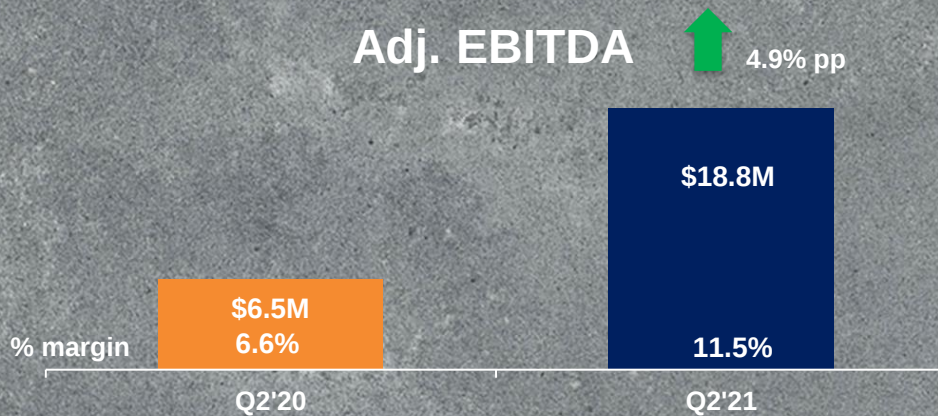
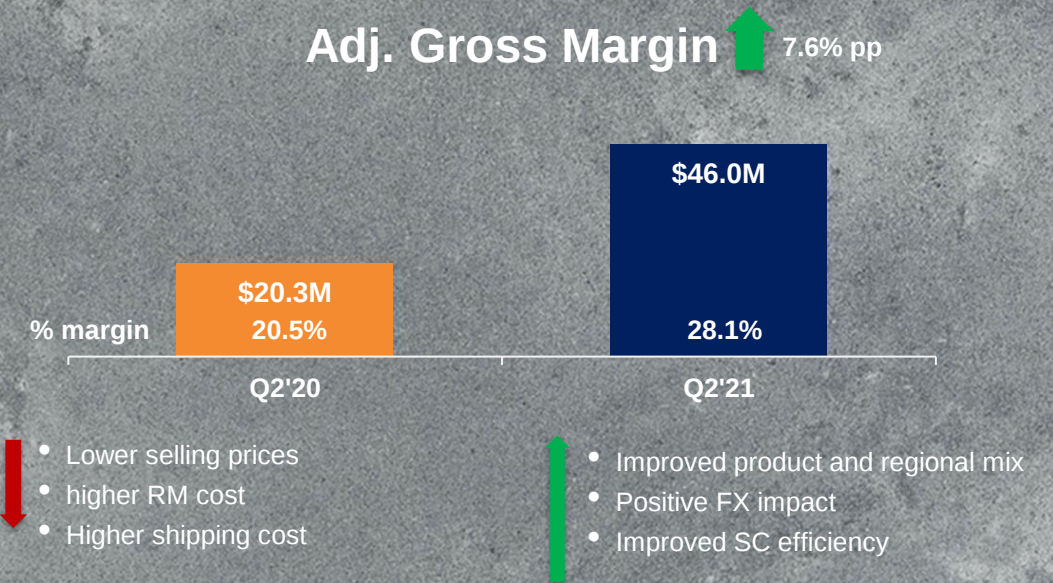
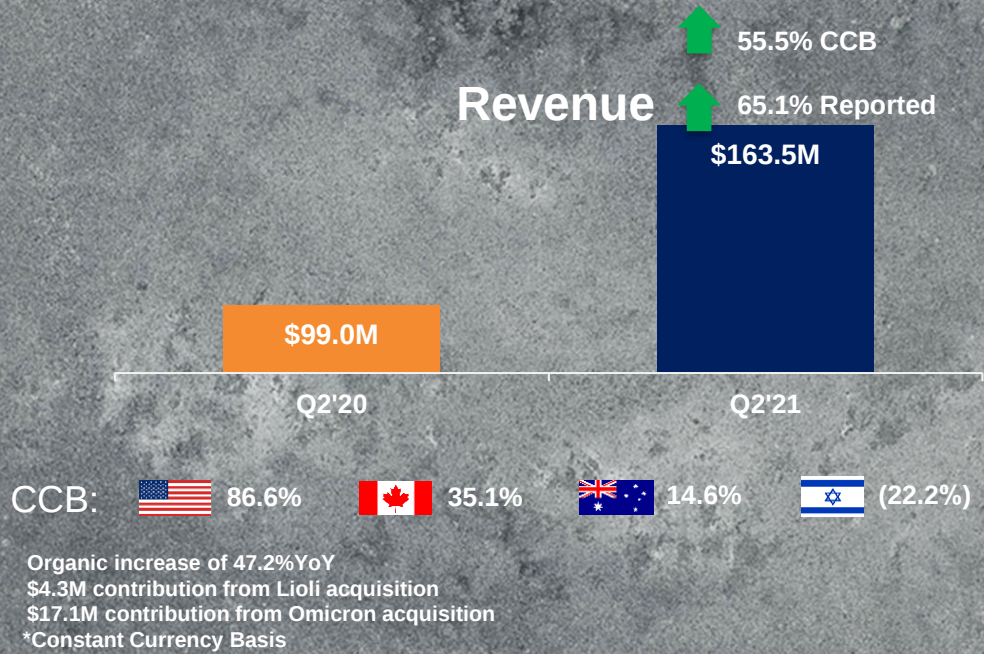
Adj. EBITDA and % Margin (\$M)



Adj. Net Income and % Margin (\$M)



Q2 2021 FINANCIAL PERFORMANCE (*)



(*) Q2 2021 figures includes the impact of the two acquisitions of Lioli Ceramica and Omicron



POSITIONED TO DELIVER LONG-TERM PROFITABLE GROWTH



(1) A reconciliation of GAAP metrics to non-GAAP metrics is included at the end of this presentation.



 caesarstone

THANK YOU



APPENDIX



ADJUSTED EBITDA RECONCILIATION

USD (0,000)	2010A	2011A	2012A	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A
Net Income	\$29,006	\$29,304	\$40,367	\$64,353	\$80,256	\$79,458	\$76,483	\$27,558	\$24,568	\$12,862	\$7,622
Interest Expense, net	\$2,370	\$4,775	\$2,773	\$1,314	\$1,048	\$3,085	\$3,318	\$5,583	\$3,639	\$5,578	\$10,199
Taxes on income	\$7,399	\$3,600	\$6,821	\$10,336	\$13,738	\$13,843	\$13,003	\$7,402	\$4,560	\$6,243	\$4,700
Depreciation and Amortization	\$10,034	\$14,615	\$14,368	\$14,994	\$17,176	\$22,334	\$28,254	\$29,926	\$28,590	\$28,587	\$29,460
Legal settlements and loss contingencies (1)						\$4,654	\$5,868	\$24,797	\$8,903	\$12,359	\$6,319
Equity in losses of affiliate, net	-\$296	-\$67									
Minority Share in Canada (45%)	\$348	\$252									
Compensation paid by a shareholder (2)							\$266				
Excess cost of acquired inventory (3)		\$4,021	\$885	\$188	\$231						
Share-based compensation expense	\$1,384	\$1,259	\$3,007	\$2,514	\$2,642	\$2,293	\$3,068	\$5,277	\$1,684	\$3,631	\$2,858
Inventory - change of estimate				-\$3,458	\$0						
Follow-on expenses (5)				\$1,470	\$657						
IPO bonus			\$1,970								
Caesarstone USA contingent consideration adjustment			\$255								
Litigation gain		-\$1,783	-\$1,001								
Microgil loan and inventory write down		\$2,916									
Provision for employees fringe benefits (6)					\$939			-\$114			
Settlement with the tax authorities					-\$134						
Acquisition related expenses											\$921
Non- recurring items (7)					\$0				\$3,261	-\$214	
Adjusted EBITDA	\$50,489	\$58,774	\$69,445	\$91,711	\$116,553	\$125,667	\$129,994	\$100,429	\$75,205	\$69,046	\$62,079
% of sale	25.4%	22.6%	23.4%	25.7%	26.1%	25.2%	24.1%	17.1%	13.1%	12.6%	12.8%

- (1) Consists of legal settlements expenses and loss contingencies, net, in 2017 related primarily to Kfar Giladi arbitration, as well as to product liability claims and other adjustments to on-going legal claims.
- (2) One time bonus paid by a shareholder to Company's employees.
- (3) Consists of charges to cost of goods sold for the difference between the higher carrying cost of the inventory of two of the Company's subsidiaries- Caesarstone USA's inventory at the time of its acquisition and inventory that was purchased from its distributor and Caesarstone Australia Pty Limited's inventory that was purchased from its distributor, and the standard cost of the Company's inventory- which adversely impacts the Company's gross margins until such inventory is sold. The majority of the inventory acquired from Caesarstone USA was sold in 2011, and the majority of the inventory acquired from the Australian distributor was sold in 2012.
- (4) Share-based compensation includes expenses related to stock options and restricted stock units granted to employees of the Company. In addition, includes expenses for phantom awards granted and related payroll expenses as a result of exercises.
- (5) Consists of direct expenses related to a follow-on offering that closed in June 2014.
- (6) Consists of direct expenses related to a follow-on offering that closed in June 2014.
- (7) Relates to an adjustment of provision for taxable employee fringe benefits as a result of a settlement with the Israel Tax Authority and with the National Insurance Institute of Israel.
- (8) Relates mainly to non-recurring import related expenses and relocation expenses of Caesarstone USA headquarters (Company's subsidiary).



ADJUSTED NET INCOME ATTRIBUTABLE TO CONTROLLING INTEREST RECONCILIATION

USD (0,000)	2010A	2011A	2012A	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A
Net income attributable to controlling interest	\$28,658	\$29,052	\$39,632	\$63,344	\$78,436	\$77,766	\$74,596	\$26,202	\$24,405	\$12,862	\$7,218
Legal settlements and loss contingencies (1)						4,654	5,868	24,797	8,903	12,359	\$6,319
Compensation paid by a shareholder (2)							266				
Excess cost of acquired inventory (3)		\$4,021	\$885	\$188	\$231						
Share-based compensation expense (4)	\$1,384	\$1,259	\$3,007	\$2,514	\$2,642	\$2,293	\$3,068	\$5,277	\$1,684	\$3,631	\$2,858
IPO bonus			\$1,970								
Caesarstone USA contingent consideration adjustment			\$255								
Inventory - change of estimate				-\$3,458	\$0						
Follow-on expenses (5)				\$1,470	\$657						
Litigation gain		-\$1,783	-\$1,001								
Microgil loan and inventory write down		\$2,916									
Provision for employees fringe benefits (6)					939.25			-\$114	\$0		
Settlement with the tax authorities					-134.20				\$0		
Non cash revaluation of lease liabilities (7)										\$3,615	\$3,189
Amortization of assets related to acquisitions, net of tax											\$446
Acquisitions related expenses											\$921
Non- recurring items (8)									\$3,261	\$986	\$0
Tax adjustment (9)					342.00		-\$1,158		\$0	\$0	\$0
Total adjustments before tax	\$1,384	\$6,413	\$5,116	\$714	\$4,677	\$6,947	\$8,044	\$29,960	\$13,848	\$20,591	\$13,733
Less tax on above adjustments	\$279	\$700	\$740	\$99	\$618	\$1,031	\$1,456	\$6,343	\$2,168	\$6,729	\$4,488
Total adjustments after tax	\$1,105	\$5,713	\$4,376	\$615	\$4,059	\$5,916	\$6,588	\$23,617	\$11,680	\$13,862	\$9,245
Adjusted Net Income	\$29,763	\$34,765	\$44,008	\$63,959	\$82,495	\$83,682	\$81,184	\$49,819	\$36,085	\$26,724	\$16,463
% of sales	15.0%	13.4%	14.8%	17.9%	18.4%	16.8%	15.1%	8.5%	6.3%	4.9%	3.4%

- (1) Consists of legal settlements expenses and loss contingencies, net, in 2017 related primarily to Kfar Giladi arbitration, as well as to product liability claims and other One time bonus paid by a shareholder to Company's employees.
- (2) Consists of charges to cost of goods sold for the difference between the higher carrying cost of the inventory of two of the Company's subsidiaries- Caesarstone USA's inventory at the time of its acquisition and inventory that was purchased from its distributor and Caesarstone Australia Pty Limited's inventory that was purchased from its distributor, and the standard cost of the Company's inventory- which adversely impacts the Company's gross margins until such inventory is sold. The majority of the inventory acquired from Caesarstone USA was sold in 2011, and the majority of the inventory acquired from the Australian distributor was sold in 2012.
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- (6) Relates to an adjustment of provision for taxable employee fringe benefits as a result of a settlement with the Israeli Tax Authority and with the National Insurance Institute of Israel.
- (7) Exchange rate differences deriving from revaluation of lease contracts in accordance with ASC 842
- (8) Relates mainly to non-recurring import related expenses and relocation expenses of Caesarstone USA headquarters (Company's subsidiary).
- (9) Tax adjustments for the three and twelve months ended December 31, 2017 and 2016 were based on the effective tax rates for these periods, respectively.



ADJUSTED GROSS PROFIT RECONCILIATION

USD (0,000)	2010A	2011A	2012A	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A
Gross profit	\$78,288	\$104,294	\$127,395	\$162,118	\$189,651	\$200,225	\$212,486	\$197,223	\$163,414	\$148,639	\$133,942
Non- recurring import related (income) expenses	-	-	-	-	-	-	-	-	2,104	-1,501	-
Share based compensation expense (1)	-	-	185	149	75	121	452	285	163	285	416
Amortization of assets related to acquisitions	-	-	-	-	-	-	-	-	-	-	529
Other Non- recurring expenses (2)	-	-	-	-	-	-	-	-	-	1,661	-
Adjusted Gross profit	\$78,288	\$104,294	\$127,580	\$162,267	\$189,726	\$200,346	\$212,938	\$197,508	\$165,681	\$149,084	\$134,887
% of sale	39.4%	40.2%	43.0%	45.5%	42.4%	40.1%	39.5%	33.6%	28.8%	27.3%	27.7%

(1) Share based compensation includes expenses related to stock options and restricted stock units granted to employees of the Company.

(2) Includes one time inventory write down due to discontinuation of certain product group manufacturing and one time amortization of machinery equipment with no future alternative use.