



AZRIELIGROUP



# Azrieli Group Ltd.

## Quarterly Report Q1/2018

Dated 31 March 2018



# Azrieli Group Ltd.

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Dated 31 March 2018

**Part A** | Board Report

**Part B** | Update of the Description  
of the Corporation's Business

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Dated 31 March 2018

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AZRIELGROUP

# Board Report

## Part A

# Azrieli Group

## BUSINESS CARD

Azrieli Group is focused on the income-producing real estate sector and is Israel's largest real estate company.

In the shopping mall sector, the Group holds several leading malls, including Azrieli Jerusalem mall, Azrieli Ayalon mall and Azrieli Tel Aviv mall. The Company also holds and manages office properties, including some of the most prominent in Israel, such as the Azrieli Tel Aviv Center and the recently completed Azrieli Sarona tower that dominate the Tel Aviv skyline. The Company also operates in the senior housing sector and manages two active senior homes. In the United States, the Company holds several office buildings, mainly in Texas, U.S.

Azrieli Group has an extraordinary pipeline of hundreds of thousands of square meters of office, retail and senior housing space in projects under development or in planning stages, which will contribute significantly to the Group's future growth. In addition, we constantly invest in the preservation of the quality and value of our current property portfolio.

In addition to its real estate business, the Group has other holdings and activities: The Azrieli.com e-commerce platform; and the holding (through Granite Hacarmel, a wholly-owned subsidiary) of Supergas gas company, which markets alternative energy sources; and GES, a company engaged in the treatment of water, wastewater, air, waste and industrial chemicals. The Company also has financial holdings in Bank Leumi (3.5% equity interest) and Leumi Card (20% equity interest).

Azrieli Group's financial strength puts it in a class of its own among real estate companies. The Company operates at a leverage ratio of net debt to assets of a mere 25% . We target the best locations for our properties, to provide good transportation access over time and form a significant part of their urban environment. The location and quality of the properties are planned to serve as the best platform for our malls' tenants and visitors. As Israel's leading and strongest real estate group, Azrieli Group intends to continue its real estate work, and lead the development and management of high-quality, modern and innovative income-producing properties in Israel and overseas.

We will act together in continuing to focus on the Group's core business ,while investing in new growth engines and application of advanced technologies.

Established in **1983**

**NIS 2.7 billion** dividend  
Since the IPO

More than **1.1 million sqm** of leasable area  
Over **0.6 million sqm** of development pipeline

The biggest real estate company in Israel  
**NIS 31.7 billion** total assets

**98 % occupancy rate\***  
on average in Israel

### 17 MALLS

332 thousand sqm | 98% occupancy



### 13 OFFICE BUILDINGS

541 thousand sqm | 99% occupancy\*



### 2 SENIOR HOMES

49 thousand sqm | 560 residential units  
98% Occupancy



### 7 OFFICE BUILDINGS OVERSEAS

223 thousand sqm | 85% occupancy



### DEVELOPMENT PIPELINE

10 properties | 664 thousand sqm



\*Excluding properties under lease-up



## PERFORMANCE SUMMARY AND FINANCIAL HIGHLIGHTS FOR Q1/2018

Rise of approx. 10% in NOI (approx. NIS 371 million), compared with the same quarter last year (approx. NIS 338 million)

Increase of approx. 11% in the FFO attributed to the income-producing real estate business, excluding the contribution of senior housing, and increase of approx. 5% for the entire income-producing real estate business

Increase of approx. 8% in net profit (which totaled approx. NIS 259 million in Q1/2018, compared with approx. NIS 240 million in the same quarter last year)



# 1 | THE BOARD OF DIRECTORS' EXPLANATIONS ON THE STATE OF THE CORPORATION'S BUSINESS

## 1.1. General

The board of directors of Azrieli Group Ltd. (the "Company"; the Company jointly with all corporations directly and/or indirectly held thereby shall hereinafter be referred to as the "Group" or the "Azrieli Group") is proud to present this board of directors' report for the three months ended March 31, 2018 (the "Report Period" and/or the "Quarter"), in accordance with the Securities Regulations (Periodic and Immediate Reports), 5730-1970 (the "Regulations").

The review presented below is limited in scope and refers to events and changes in the state of the Company's affairs that occurred during the Report Period and have a material effect. The review should be read in conjunction with the Description of the Corporation's Business chapter in the periodic report for December 31, 2017, the financial statements and the board of directors' report on the state of the Company's affairs for the year ended on the same date<sup>1</sup> (the "Periodic Report for 2017"), and the update to the Corporation's Business chapter and the financial statements as of March 31, 2018.

The information in the board of directors' report is based on the consolidated financial statements as of March 31, 2018<sup>2</sup>. The Company's financials and results of operations are affected by the financials and results of operations of the companies held thereby. In some cases, we present details of events that occurred subsequently to the date of the financial statements as of March 31, 2018 and shortly before the date of release of the report (the "Report Release Date"), while indicating the same, or additional figures and details that are strictly at Company-level. The materiality of the information included in this report has been examined from the Company's perspective. In some cases, an additional and detailed description is provided in order to provide a comprehensive picture of the described issue, which the Company believes to be material for the purposes of this report.

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<sup>1</sup> See the Company's immediate report of March 21, 2018 (Ref.: 2018-01-027244), which is incorporated herein by reference.

<sup>2</sup> The attached financial statements are prepared according to the International Financial Reporting Standards ("IFRS"). For further details, see Note 2 to the financial statements.

## 1.2. Key Figures from the Description of the Corporation's Business

### 1.2.1. Summary of Operating Segments for the Three Months Ended March 31, 2018

During the Report Period and as of the Report Release Date, the Azrieli Group continued to focus its business operations on various real estate sectors, primarily on the retail centers and malls in Israel segment and the leasable office (and other) space in Israel segment, as well as on the income-producing property overseas segment (mostly in the U.S.). The Company has also been active in the senior housing segment, the Granite segment (which mainly consists of the marketing of alternative energy sources and the treatment of water, wastewater, air, waste and industrial chemicals), as well as e-commerce. In addition, the Company holds minority interests in financial corporations. The Group's primary growth engine is the development of income-producing real estate projects: malls, offices and senior housing. A brief description of the Group's five reported operating segments, as well as its additional activities ("Others") follows:

1. Retail centers and malls in Israel – The Group has 17 malls and retail centers in Israel;

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2. Leasable office and other space in Israel – The Group has 13 income-producing office properties in Israel;

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3. Income-producing properties in the U.S. – The Group has 7 office properties overseas, mainly in the U.S.;

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4. Senior housing – The Group has 2 active senior homes in Israel;

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5. Granite – The Group, through Granite Hacarmel Investments Ltd. ("Granite" or "Granite Hacarmel"), holds 100% of the rights in Supergas Israeli Gas Distribution Company Ltd. ("Supergas"), which markets alternative energy sources; and 100% of the rights in G.E.S. Global Environmental Solutions Ltd. ("GES"), the business of which is the treatment of water, wastewater, air, waste and industrial chemicals.

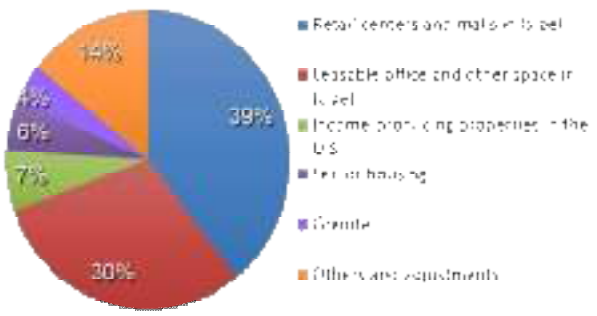
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Additional activities – The Group holds an e-commerce business through the Azrieli.com website, as well as interests in financial corporations: approx. 3.5% of the shares of Bank Leumi Lelsrael Ltd. and 20% of the shares of Leumi Card Ltd.

Development – The Group has ten income-producing real estate projects in Israel in the malls, offices and senior housing segments, the planned area of which is approx. 664 thousand sqm, as well as land for development.

### 1.2.2. Breakdown of Asset Value by Operating Segment

The following chart presents a breakdown of the total balance sheet assets by operating segment<sup>3</sup>:

Breakdown of Total Balance Sheet Assets by Operating Segment			
Percentage of Segment Assets out of Total Assets			
As of	31.3.2018	31.12.2017	31.3.18
Retail centers and malls in Israel	12,458	12,368	
Leasable office and other space in Israel	9,554	9,462	
Income-producing properties in the U.S.	2,043	1,983	
Senior housing	1,781	1,725	
Granite	1,318	1,265	
Others and adjustments	4,532	3,340	
Total	31,686	30,143	

Figures are presented in millions of NIS.

The retail centers and malls segment constitutes approx. 39% of the total balance sheet assets. The other income-producing real estate segments, in the aggregate, also come close to approx. 43% of the total balance sheet assets. In the Company's estimation, the relative share of retail centers and malls is expected to decrease over time, in view of the Group predominantly focusing its development efforts in the coming years on the office and senior housing segments.

<sup>3</sup> The Company applied IFRS 8 – Operating Segments in its financial statements.

### 1.2.3. Summary of the Main Developments during and after the Report Period

#### 1.2.3.1. Engagement in an agreement for the purchase of rights to land on Menachem Begin Road, Tel Aviv

On April 22, 2018, the Company entered into an agreement with unrelated third parties (the "Sellers") for the purchase of rights to land located on Menachem Begin Road, Tel Aviv, holding a 4-floor building over a commercial ground floor, in the total area of approx. 5,500 sqm and underground floors mostly leased for office purposes. In consideration for the purchase of rights to the land, the Company will pay the Sellers NIS 260 million (exclusive of V.A.T.). The transaction was closed on May 14, 2018. For further details, see the Company's immediate reports of April 23, 2018 and May 14, 2018 (Ref.: 2018-01-040060 and 2018-01-038517), which are incorporated herein by reference.

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#### 1.2.3.2. Winning of tender for the construction of a facility for waste sorting and recycling and energy production in the Rishon LeZion area

On April 10, 2018, notice was received by Zero Waste Ltd. ("Zero Waste"), a corporation held by GES in equal shares with Shikun & Binui ("Shikun & Binui"), whereby Zero Waste was the chosen winner of a BOT tender for the planning, funding, construction and operation of a facility for the sorting and recycling of municipal waste and energy production (the "Project"), which was issued by the Ministry of Finance (the Accountant General) and the Ministry of Environmental Protection. The project will be built in the area of the Dan Region Wastewater Treatment Plant (the *Shafdan*) in Rishon LeZion and its cost during the construction period is estimated at approx. NIS 750 million. The execution of the Project is subject to the completion of a financial closing of the Project. For further details, see Note 6B to the financial statements as of March 31, 2018 and the Company's immediate report of April 11, 2018 (Ref: 2018-01-036841), which is incorporated herein by reference.

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#### 1.2.3.3. Land in Modi'in (Lot 21)

On January 11, 2018, the Group won a tender held by the Israel Land Authority for the purchase of long-term lease rights in a lot located in the CBD of Modi'in-Maccabim-Re'ut, on an area of approx. 5,300 sqm, designated for the construction of 80 residential units, 50 hotel rooms, offices and retail space, in consideration for approx. NIS 101.5 million. The Group will examine a possibility to initiate an increase of the building rights on the lot. See the Company's immediate report of January 11, 2018 (Ref: 2018-01-004960), which is incorporated herein by reference.

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#### 1.2.3.4. Sale of Pi Gllot land

On May 10, 2016, the Company and Granite, including through Sonol, sold all of their holdings in Pi Gllot land and in the shares of Pi Gllot (which holds a leasehold with respect to land in the Pi Gllot site) to third parties for total consideration of approx. NIS 130 million. In the Report Period, the transactions were closed and the consideration in respect thereof was paid in accordance with the provisions of the sale agreements.

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#### 1.2.3.5. Financing transactions<sup>4</sup>

During the Report Period and during Q1/2018, the Company expanded the Series D Bonds, such that approx. NIS 1,367 million of additional par value of Series D Bonds were allocated in consideration for approx. NIS 1,409 million (approx. NIS 1,400 million after attribution of the issue expenses). For details with respect to such expansion of the Series D Bonds, see Section 19.5 of Chapter A of the Periodic Report for 2017.

#### 1.2.3.6. Appointment of a new CEO for the Company

Mr. Eyal Henkin was appointed as the Company's CEO and his office commenced on January 1, 2018<sup>5</sup>. Prior to his appointment to this office, he had served as the CEO of Supergas for some eight years. For details with respect to the approval of the terms of employment of the Company's CEO by the Company's shareholders meeting, see Section 8 below in this Report.

#### 1.2.3.7. Tax assessments

See Section 1.3.5 of Chapter A of the Periodic Report for 2017, and Note 3C to the financial statements.

#### 1.2.3.8. Extension of the term of the Shelf Prospectus

On March 21, 2018, the Israel Securities Authority (ISA) extended the term of the Company's Shelf Prospectus of May 11, 2016 by 12 additional months, i.e., until May 11, 2019.

### 1.2.4. Dividends

	Date of Approval	Date of Payment	Sum of Dividend
Azrieli Group	March 20, 2018	May 2, 2018	NIS 520 million <sup>6</sup>
Leumi Card	February 19, 2018	March 4, 2018	NIS 50 million <sup>7</sup>
Bank Leumi	March 5, 2018	March 28, 2018	NIS 342 million <sup>8</sup>

<sup>4</sup> According to a shelf offering report released on January 31, 2018 (Ref.: 2018-01-010993) released under the Company's shelf prospectus of May 11, 2016 (Ref.: 2016-01-063049) ("Shelf Prospectus"). Such report is incorporated herein by reference. For details with respect to the extension of the term of the Shelf Prospectus, see Section 1.2.3.7 of this chapter below.

<sup>5</sup> For the detailed terms of Mr. Henkin's office and employment, as approved by the general meeting of the Company's shareholders on April 30, 2018, see Part B of the notice of meeting report of March 21, 2018 (Ref.: 2018-01-027295), and the immediate report of May 1, 2018 on the results of the meeting (Ref.: 2018-01-043000), which are incorporated herein by reference, and Note 36C(6) to the financial statements for 2017.

<sup>6</sup> As of March 31, 2018, the Company has retained earnings in the sum of approx. NIS 13.6 billion (including a capital reserve for changes in the fair value of investments in equity instruments designated at fair value through other comprehensive income).

<sup>7</sup> The Company's share in the sum of such dividend is NIS 10 million.

<sup>8</sup> The Company's share in the sum of such dividend is approx. NIS 12 million

## 2 | INCOME-PRODUCING REAL ESTATE

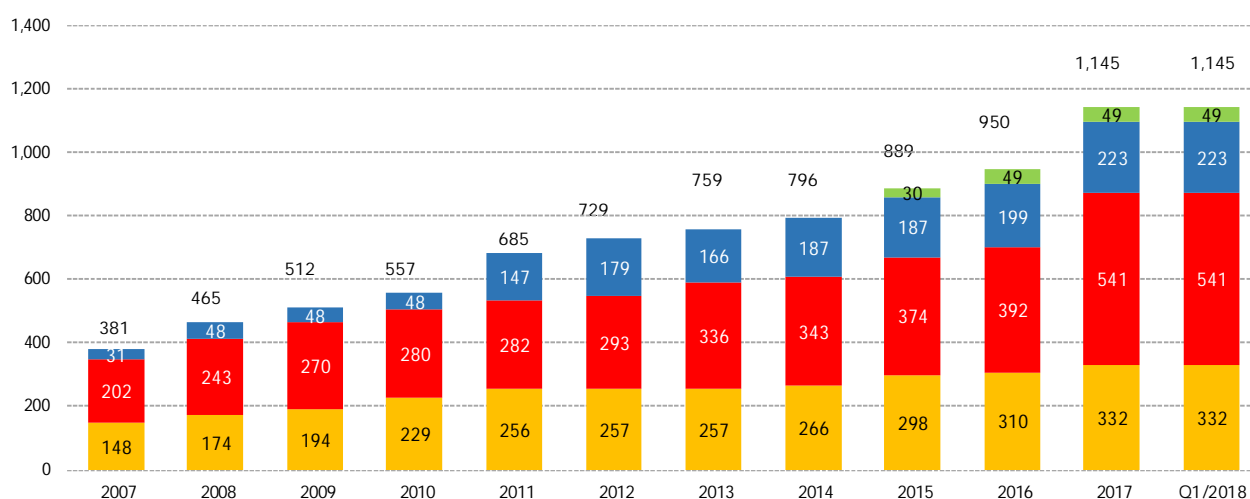
### 2.1. Business Environment

In the estimation of the Company's management, there has been no material change in the business environment in which it operates, as described in Section 2.1 of the board of directors' report as of December 31, 2017.

*The Group's aforesaid estimations with regards to the changes in the income-producing real estate sector in Israel and their effect on the Group's results are merely subjective estimations and constitute forward-looking information, within the definition of this term in the Securities Law, 5728-1968 (the "Securities Law"). Actual results and effects may materially differ from the aforesaid estimations and what they imply, for various reasons, including the further intensification of competition, a decline in demand and a deterioration of the Israeli economy.*

### 2.2. Consolidated GLA Data

For the three months ended March 31, 2018



■ Malls and retail space – Israel ■ Offices and others – Israel ■ Income-producing real estate overseas (mainly the U.S.) ■ Senior housing

Figures represent thousands of sqm.

## 2.3. Average Occupancy Rates in the Income-Producing Properties

Following are the average occupancy rates in the Group's income-producing properties by operating segment as of March 31, 2018:

- Retail centers and malls in Israel – approx. 98%;
- Leasable office and other space in Israel – approx. 99%<sup>9</sup>;
- Income-producing properties in the U.S. – approx. 85%;
- Senior housing in Israel – approx. 98%.

## 2.4. NOI of the Properties

Net Operating Income (NOI) is a measure that presents the net operating income of the properties: income after the deduction of the property's operating expenses and prior to the deduction of taxes and interest. It serves as one of the important parameters in the valuation of income-producing real estate companies, as its division by the appropriate cap rate for the properties provides an indication for the determination of the value of the income-producing properties<sup>10</sup>. In addition, after deduction of the current maintenance expenses incurred to preserve the property's condition, NOI is used to measure the free and available cash flow for the service of financial debt undertaken for the purpose of funding the purchase of the property.

We wish to emphasize that these parameters do not present cash flows from current operations according to generally accepted accounting principles, nor do they reflect cash available for the funding of all of the Group's cash flows (including its ability to make distributions), and they are not meant to be deemed as a substitute for net profit in the evaluation of the results of the Group's operations.

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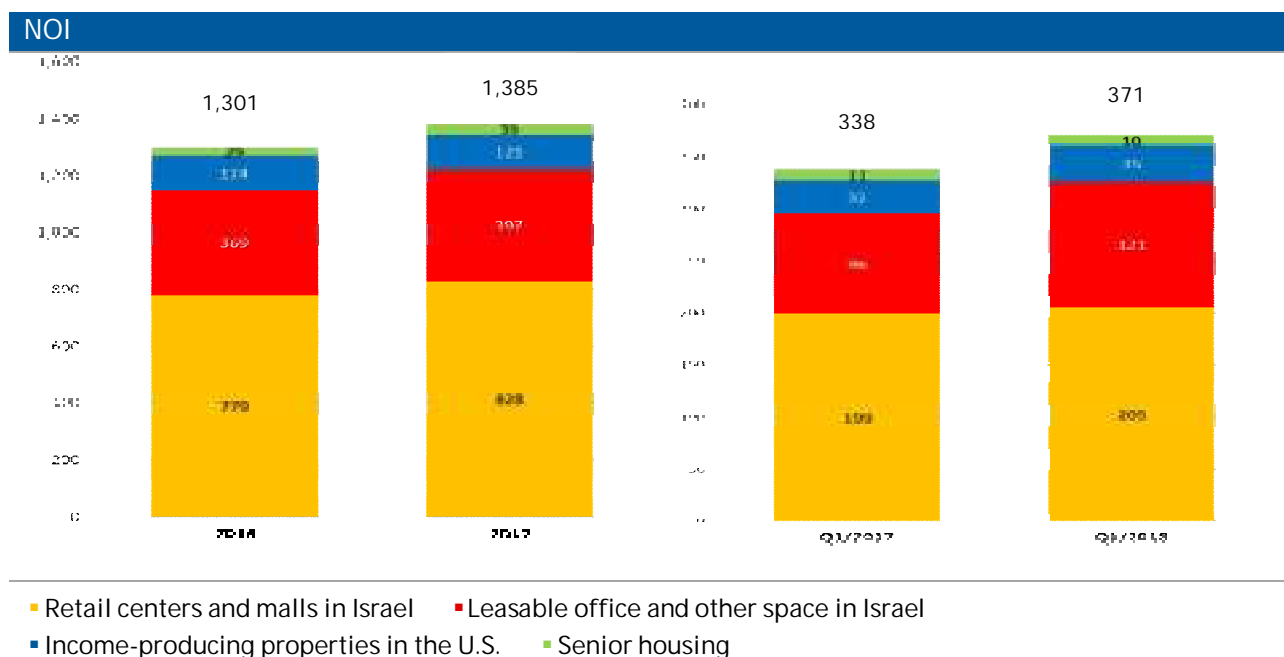
<sup>9</sup> Excluding the two buildings of Phase B of the Azrieli Holon Center that were opened at the end of 2015 and at the end of Q1/2016, and the offices at Sarona that were opened in mid-2017 and are undergoing occupancy.

<sup>10</sup> Additional indications are, for example: The market value of similar properties in the same area and the sale prices of similar properties in recent transactions.

### 2.4.1. NOI Data

For the purpose of calculating the NOI, on the revenues side – all proceeds from tenants are taken into account (including rent, management fees and other payments), and for the purpose of calculating the costs – all operating expenses in respect of the properties are taken into account (including management, maintenance and other costs).<sup>11</sup>

The NOI figures for the income-producing real estate portfolio are as follows:<sup>12</sup>



Figures are presented in millions of NIS.

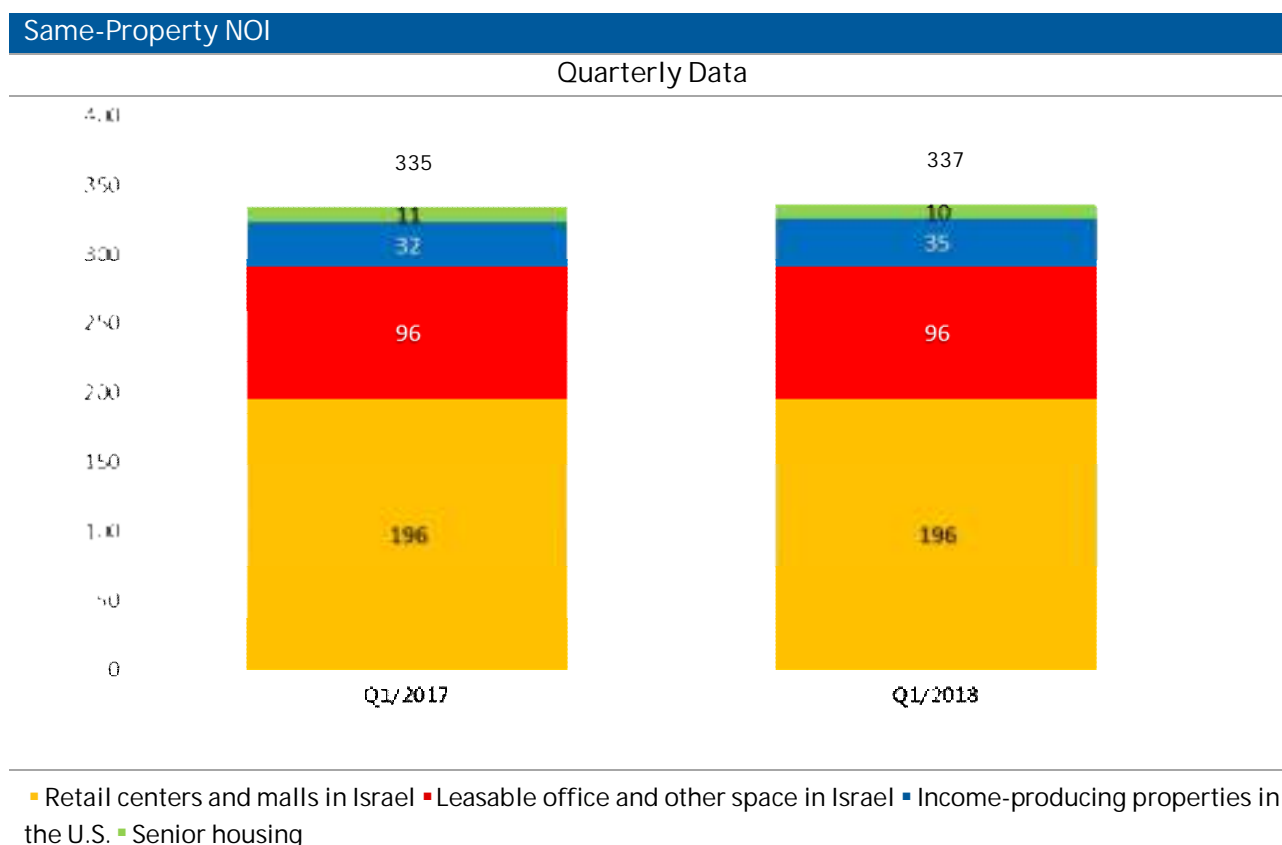
For explanations with respect to the change in NOI, see Sections 2.9, 2.10, 2.11 and 2.12 below.

<sup>11</sup> The Group prepares its financial statements based on international standardization, and consequently, in the calculation of the cost of leasing and operating the properties classified as investment properties, depreciation was not taken into account. Furthermore, for the purpose of calculating the aforesaid parameters, profit from the revaluation of properties was not taken into account.

<sup>12</sup> Including properties from the segments: retail centers and malls in Israel; leasable office and other space in Israel; income-producing properties in the U.S.; and senior housing.

## 2.4.2. Same-Property NOI Data

The NOI indicator is affected by changes in the portfolio. That is to say, the sale of a property or the addition of a new property to the Company's portfolio is reflected in a change in the NOI. Contrarily, the Same-Property NOI indicator discounts such changes and allows for an examination of changes in the profitability of the same portfolio of the Group over time. For the purpose of calculation thereof, only properties that were part of the Group's portfolio throughout the analysis period are taken into account. In the Report Period and the same period last year, this measure was as follows:



Figures are presented in millions of NIS.

Same-property NOI includes the data of the office buildings in Houston, Texas, U.S., in which the Company's holding rate has increased (see Section 2.12 below).

## 2.5. Extended Standalone Statement – the Income-Producing Properties Business

The Company's management acknowledges the importance of transparency to investors, shareholders, bondholders and analysts, and views all of them as its partners. The Company has thus decided to adopt a policy, whereby the board of directors' report will include disclosure of a summary of the Company's extended standalone financial statements, i.e., a summary of the Company's consolidated balance sheets and income statements presented according to the IFRS rules, excluding the Company's investments in Granite Hacarmel and Azrieli E-Commerce Ltd. ("Azrieli E-Commerce"), which are presented based on the equity method *in lieu* of consolidation of their statements with the Company's statements (the other investments are presented with no change to the statement presented according to the IFRS rules). The Company's management believes that this statement adds extensive information, which assists in the understanding of the real estate business's vast contribution to the Company's total profit, while discounting material items in the consolidated financial statements that stem from the consolidation of Granite Hacarmel and Azrieli E-Commerce, such as trade receivables, inventory, sales and more.

The extended standalone statement is attached hereto as Annex A. Such statement is neither audited nor reviewed by the Company's accountants.

## 2.6. Weighted Cap Rate

The following table shows the calculation of the weighted cap rate derived from all of the Group's income-producing real estate, excluding senior housing<sup>13</sup>, as of March 31, 2018:

Calculation of the Weighted Cap Rate for the Report Period	
Total investment properties in the "Extended Standalone" statement <sup>(1)</sup>	25,650
Net of value attributed to investment properties under construction	(1,969)
Net of value attributed to land reserves	(656)
Net of value attributed to income-producing senior housing	(1,163)
Total value of income-producing investment properties (including the fair value of vacant space)	21,862
Actual NOI in the quarter ended March 31, 2018 (excluding senior housing)	361
Additional future quarterly NOI <sup>(2)</sup>	41
Total standardized NOI	402
Proforma annual NOI based on the standardized NOI (excluding senior housing)	1,608
Weighted cap rate derived from income-producing investment properties (including vacant space) <sup>(3)</sup>	7.4%

Financials are presented in millions of NIS.

- (1) Extended Standalone Statement – See Annex A. According to valuations which were received for December 31, 2017 (as of the Report Release Date, the Company has not prepared new valuations for the income-producing real estate included in this calculation). The figure includes receivables that appear under the balance sheet item "Investments, Loans and Receivables" for averaging attributed to real estate.
- (2) The figure includes adjustment to NOI as included in the valuation as of December 31, 2017 and therefore includes, *inter alia*, the additional NOI for vacant spaces which are not yet fully occupied and spaces that were occupied over the course of 2018 under a whole-year lease.
- (3) Standardized annual NOI rate out of total income-producing investment properties (including vacant space). This figure does not constitute the Company's NOI forecast for 2018 and its entire purpose is to reflect the NOI assuming full occupancy for a whole year of all income-producing properties.

*The Company's estimations in this Section include forward-looking information, within the definition of this term in the Securities Law. This information is uncertain and it is based, inter alia, on information pertaining to contractual engagement with tenants as of the date of the Report, parameters in the calculation of fair value and the Company's estimations regarding space occupancy. Actual results may materially differ from the aforesaid estimations and what they imply, for various reasons, including immediate cancelation of lease agreements or a business crisis of any one of the tenants, or a change in the fair value parameters or failure to meet the development or occupancy goals.*

<sup>13</sup> Since the value of senior housing properties is derived from the FFO indicator, rather than the NOI indicator, such properties were not included in this calculation. The weighted senior housing cap rate as of the Report Release Date is 8.75%.

## 2.7. Real Estate Business FFO

Funds from Operations (FFO) is a measure that presents the cash flow from the real estate business. It is commonly used worldwide and provides a proper basis for the comparison of income-producing real estate companies. This indicator reflects income from net profit, discounting revenues and expenses of a capital nature and adding the Company's share in real estate depreciation and other amortizations.

This report presents the FFO indicator in respect of the Group's income-producing real estate business.

It should be stressed that the FFO indicator does not reflect cash flow from current operations according to generally accepted accounting principles, nor does it reflect cash held by the Company and its ability to distribute the same, and it is not a substitute for the reported net profit. It is further clarified that this indicator is not a figure audited by the Company's accountants.

FFO from the Income-Producing Real Estate Business			
	For the three months ended March 31, 2018	For the three months ended March 31, 2017	For the year ended December 31, 2017
Net profit for the period attributable to shareholders	259	240	1,456
Discounting the net profit from Granite Hacarmel and Azrieli E-Commerce attributable to the shareholders (including a deduction of excess cost)	(17)	(20)	(20)
Profit adjustments: <sup>(1)</sup>			
Decrease (Increase) in the value of investment properties	38	15	(510)
Depreciation and amortizations	2	2	7
Net financing and other non-cash flow (revenues)	(18)	(17)	(169)
Tax expenses	17	22	253
Net of a dividend received from financial assets available for sale	(22)	(10)	(33)
Cash flow from the receipt of residents' deposits net of deposits returned to residents <sup>(2)</sup>	9	22	47
Net of revenues from the forfeiture of residents' deposits	(5)	(5)	(21)
Total profit adjustments	21	29	(426)
Plus interest paid for real investments <sup>(3)</sup>	3	4	13
Total FFO attributed to the income-producing real estate business <sup>(4)(5)</sup>	266	253	1,023
Total cash flow of financing of properties under development <sup>(6)</sup>	2	12	38
Total FFO attributed to the income-producing real estate business, excluding the cash flow of financing of properties under development	268	265	1,061

Financials are presented in millions of NIS.

(1) The below profit adjustments do not include adjustments in respect of Granite Hacarmel and Azrieli E-Commerce, as their results have been fully discounted.

(2) Senior housing residents' deposits are deemed received or returned on the date on which the agreement is signed or terminated, as applicable.

(3) Calculated according to the Group's weighted interest for the real investments, which include: Granite Hacarmel, Azrieli E-Commerce, Bank Leumi and Leumi Card, for 65% of the cost of the investments.

(4) Attributable to shareholders only.

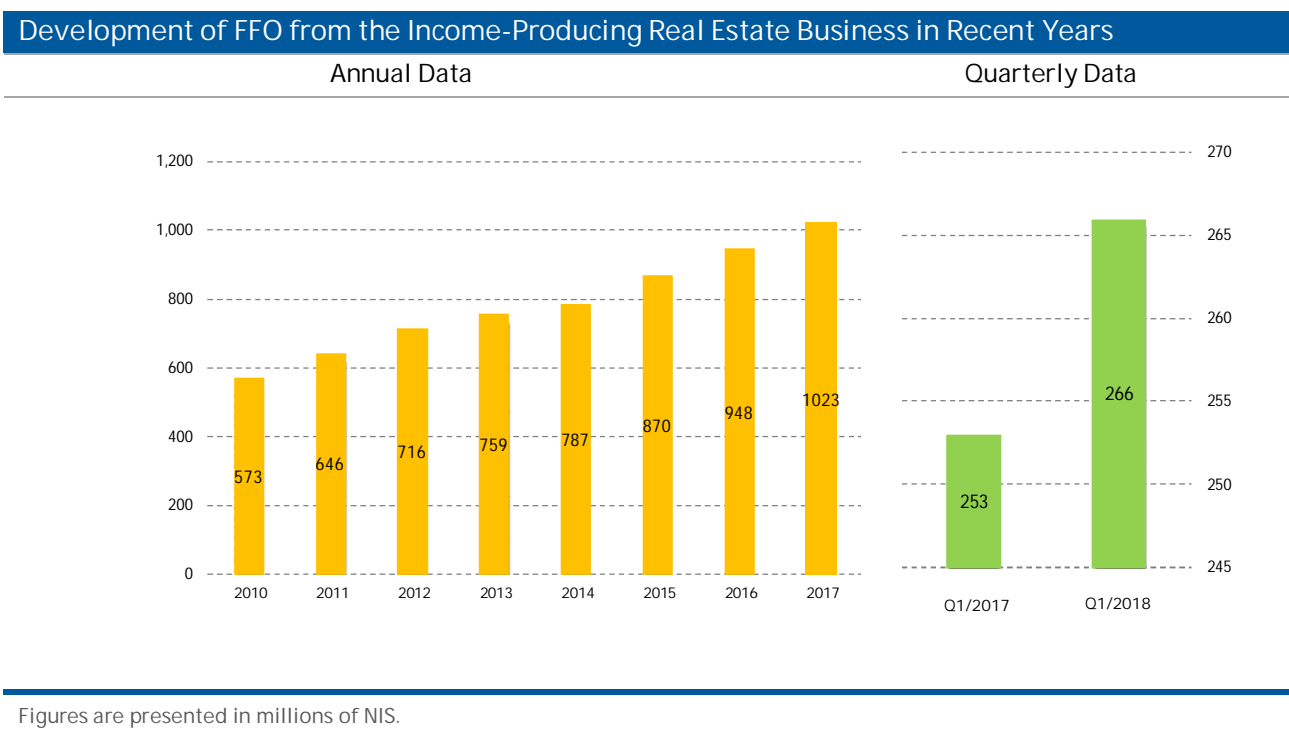
(5) Including FFO from the senior housing segment in the sum of approx. NIS 9 million in Q1/2018, approx. NIS 21 million in Q1/2017 and approx. NIS 45 million in 2017.

(6) Calculated on the basis of credit costs which were capitalized to qualified assets and investment property under construction in the financial statements.

The FFO calculation also includes cash flow financing costs with respect to projects under construction.

In the Report Period the figure was adversely affected by the fact that the raising of debt to be used for debt refinancing in the coming months, was made ahead of schedule.

The following chart depicts the development of the FFO of the Group's income-producing real estate business in recent years:



## 2.8. The EPRA (European Public Real Estate Association) Measures

The Azrieli Group is the only Israeli real estate company included in the EPRA Indexes. EPRA is an organization that brings together the public income-producing real estate companies in Europe. Being listed in the EPRA measures, provides the Azrieli Group greater exposure to international investors, according to its weight in the index.

In view thereof, the Group has decided to adopt the position paper published by EPRA with the purpose of improving the transparency, uniformity and comparability of financial information reported by real estate companies listed in the index. A report regarding two financial measures calculated according to such position paper follows.

It is emphasized that the following measures exclude the component of expected profit from projects under construction not yet recorded in the financial statements.

These figures do not constitute a valuation of the Group, are not audited by the Group's accountants and are not a substitute for the figures contained in the financial statements.

### 2.8.1. EPRA NAV

The EPRA NAV (Net Asset Value) is a measure that reflects the Group's net asset value on an ongoing, long-term basis, assuming no disposal of real estate, and thus requires certain adjustments, such as presentation according to the fair value of assets that are not so presented in the financial statements and the exclusion of deferred taxes resulting from the revaluation of investment properties.

It is noted that all development properties are included at their present value, i.e., based on historic cost including investments in the properties, and no value is attributed to future revenues from such properties when occupied and producing income.

## EPRA NAV

	March 31, 2018	March 31, 2017
Equity attributable to the Company's shareholders in the financial statements	16,032	14,975
Plus a tax reserve in respect of the revaluation of investment properties to fair value (net of minority interests)	3,060	2,833
EPRA NAV	19,092	17,808
EPRA NAV per share (NIS)	157	147

Figures are presented in millions of NIS, unless otherwise noted.

## 2.8.2. EPRA NNNAV

The EPRA NNNAV is a measure that reflects the Company's net asset value assuming the immediate disposal ("Spot") of the real estate business, and thus requires certain adjustments, such as presentation according to the fair value of assets and liabilities that are not so presented in the financial statements and adjustments to deferred taxes.

## EPRA NNNAV

	March 31, 2018	March 31, 2017
EPRA NAV	19,092	17,808
Adjustment of assets to fair value (excluding minority interests)	18	14
Adjustment of financial liabilities to fair value (excluding minority interests)	(274)	(62)
Net of a tax reserve in respect of the revaluation of investment properties to fair value (net of minority interests)	(3,060)	(2,833)
EPRA NNNAV	15,776	14,927
EPRA NNNAV per share (NIS)	130	123

Figures are presented in millions of NIS, unless otherwise noted.

# AZRIELI GROUP'S INCOME PRODUCING REAL ESTATE\*

## MALLS & Retail CENTERS

Azrieli Ayalon Mall	Azrieli Ramla Mall
Azrieli Hod Hasharon Mall	Azrieli Ra'anana
Azrieli Herzliya Outlet	Azrieli Haifa Mall
Azrieli Givatayim Mall	Azrieli Akko Mall
Azrieli Jerusalem Mall	Azrieli Kiryat Ata Mall
Azrieli Modi'in Mall	Azrieli Or Yehuda Outlet
Azrieli Mall	Azrieli HaNegev Mall
Azrieli Holon Center	Azrieli Rishonim Mall
Azrieli Holon Mall	

## OFFICES & OTHERS in Israel

Azrieli Towers	Azrieli Petach Tikva
Azrieli Sarona	Azrieli Jerusalem
Azrieli Holon Business Center	Azrieli Givatayim
Azrieli Caesarea	Azrieli Kiryat Ata
Azrieli Herzliya Center	Azrieli HaNegev
Azrieli Modi'in	Azrieli Rishonim Center
Azrieli Modi'in Residence	

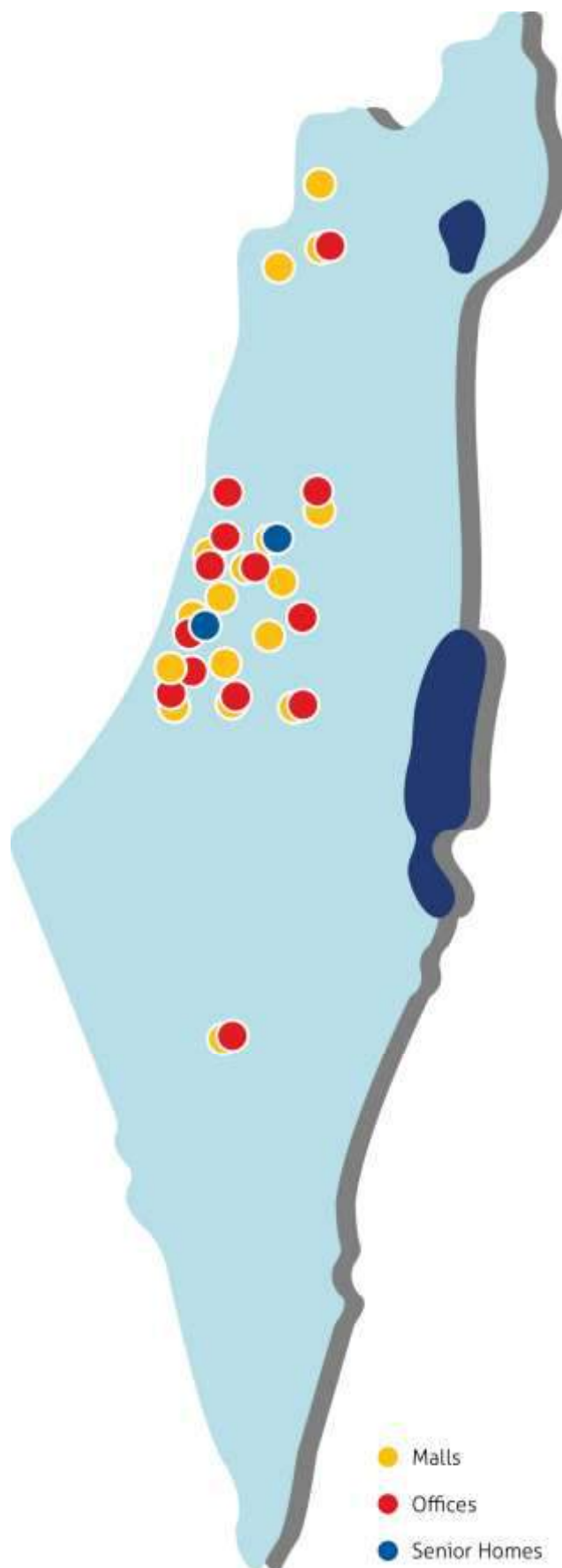
## OVERSEAS

GALLERIA  
PLAZA  
8 WEST  
3 Riverway  
1 Riverway  
LEEDS  
Aspen Lake II

## SENIOR HOMES

Palace Tel Aviv  
Palace Ra'anana

17 malls	332,000 sqm
13 office properties	541,000 sqm
2 senior homes	49,000 sqm 560 residential units
7 office properties overseas	223,000 sqm
<b>Total</b>	<b>1,145,000 sqm</b>



## 2.9. Retail Centers and Malls in Israel Segment

The Azrieli Group owns and manages a portfolio of high-quality malls and retail centers throughout the country, which are located in city centers, with convenient access to transportation and often in proximity to train stations. The Company takes a long-term view with respect to its properties, from the stage of locating the land, through the stage of development and construction of properties, to the holding, management and betterment of the properties over years.

The Azrieli Group has 17 malls and retail centers in Israel with a total GLA of approx. 332 thousand sqm.

The Group's malls are mostly characterized by the following:

- Diverse and changing mix – the malls segment has a dynamic retail mix that is renewed according to the market needs and public preferences. For example, malls were once characterized by significant presence of supermarkets or electronics stores, whereas today the tenant mix in malls has changed. In fashion it is evident that new brands periodically take the place of those which have become less relevant, with international fashion chains becoming more dominant in the market than local brands. The high-quality property portfolio, and the management thereof, grant the Company an advantage which enables it to get leading international fashion brands to open their flag stores in the Group's malls.
- A trend of increased store space – increased retail space is recently demanded by international brands, followed by domestic ones, which seek to combine complementing brands in one store in order to expand the product mix and create an improved customer experience, while increasing the sales.
- Malls as entertainment venues – the Company acts to improve the entertainment and dining experience in the mall, through a selection of restaurants and cafés in the malls and renovation of the fast food courts, modern design and added crowd-attracting entertainment options such as the "Zappa" club. The Group further acts to create family entertainment spaces in its malls, including play areas, diaper changing and nursing rooms.
- Innovation – in recent years the Company has been implementing technological improvements into the shopping experience and striving for leadership and innovation in the mall segment, including by way of creating a unique application which grant exclusive discounts to mall attendants and enables direct marketing based on customer preferences. The goal of technological innovation is to enhance customer experience in the mall while combining both digital and physical worlds.

The retail areas in Azrieli Group's malls and retail centers are leased to some 1,900 tenants.

E-commerce operations – another layer of the Group's operations in e-commerce is the Azrieli.com website, which provides a platform for e-commerce that will integrate into and enhance the operations of malls and retail centers through online operations, by way of combined sales.

### 2.9.1. Performance of the Retail Centers and Malls in Israel Segment and changes in Value

Balance of the properties of the retail centers and malls in Israel segment – The balance totaled approx. NIS 12.5 billion as of March 31, 2018, compared with approx. NIS 12.4 billion on December 31, 2017. The change mainly derives from investments in the segment's properties.

Change due to adjustment of the fair value of the segment's investment properties and investment properties under construction – The loss from such adjustment in the Report Period totaled approx. NIS 22 million, compared with a loss of approx. NIS 3 million in the same period last year. The properties are presented according to valuations prepared by an independent appraiser as of December 31, 2017, and the loss in the period mainly derived from payment of betterment levies.

Below is a summary of the business results of the retail centers and malls in Israel segment:

Summary of the Business Results of the Retail Centers and Malls in Israel Segment				
		For the Three Months Ended		For the Year Ended
	Rate of change	March 31, 2018	March 31, 2017	December 31, 2017
Revenues	2%	253	247	1,032
NOI	3%	205	199	828

Figures are presented in millions of NIS.

The NOI increase chiefly results from the opening of the Azrieli Rishonim Mall in Q1/2017.

The table below presents the segment's NOI development:

Development of the NOI of the Retail Centers and Malls in Israel Segment		
	For the Three Months Ended	
	March 31, 2018	March 31, 2017
For segment properties owned by the Company as of the beginning of the period	196	196
For properties purchased or construction of which was finished in 2017	9	-
For properties operation of which was discontinued in 2017*	-	3
Total NOI from all properties	205	199

\*Vacation of space in the Lodzia construction site, as part of the preparations for excavation work  
Figures are presented in millions of NIS.

Same-Property NOI in the retail centers and malls in Israel segment is affected by changes in the rent which sometimes derive from a varying mix and the size of the stores, from interim periods of tenant substitutions and from changes in the operating expenses.

## 2.10. Office Segment

The Company's portfolio of properties of leasable office space mostly consists of office towers classified as Class A properties, which are located mostly in CBDs, in proximity to major traffic arteries in the heart of the city. The location, quality and positioning of the office space enable the Company to maintain high occupancy rates, and over time increase the rent. The Company develops and builds office projects in significant scopes, which meet the international standards of employment centers in the world's largest cities, in all aspects pertaining to the management of the property and the quality thereof.

Furthermore, the Company has leasable office areas which are part of malls, in which small tenants offer services to the public (e.g. medical institutes, health funds and independent service providers). The combination of offices and retail increases customer traffic in these properties.

The Azrieli Group has 13 income-producing properties in this segment in Israel, with a total GLA of approx. 541 thousand sqm. The Company's leasable office space properties are mostly characterized by the following:

- Positioning – among the Company's properties are projects which are considered to be leading and very significant in the field of leasable office spaces in Israel, and are an icon in Israeli landscape in general, and in Tel Aviv in particular, such as the Azrieli Tel Aviv Center and the Azrieli Sarona Tower.

- Location – the Company engages in the development of leasable office spaces and acts to locate and build its properties in this segment in areas which enjoy a high demand for offices. The Company's projects are mostly located in the heart of Israel's CBDs and in proximity to city centers and are characterized by convenient access by both private and public transportation. For example, the Company has several projects in Tel Aviv's northern CBD with both income-producing projects and projects under development and construction.
- Large floors – the Company's property portfolio includes a number of projects that can offer large floor spaces. These projects can meet the growing demand by large companies that are interested in creating one central site for employees, and their spread over a smaller number of floors. The planning of the Azrieli Sarona project and the Azrieli Holon center, for example, enables tenant to unite several sites which were previously spread across the country.
- Building standard – the Group persistently applies high building standards to all of its properties, as expressed in the architectural design, the properties' functionality and the meticulous attention to high building qualities as well as to details such as new and fast elevators, advanced lighting and more. This is rooted in the long-term vision of properties that will be owned and managed by the Group for many years to come.
- Operational efficiency - The size of the Company's properties leads to operational efficiency which is expressed, *inter alia*, in the ability to implement technological and infrastructural improvements including the installation of complex communication networks and Leed Certificate which enable large multinational which require compliance with strict standardization to lease spaces at the Company's properties.
- Management – all of the Group's leasable office spaces are managed by management companies which are subsidiaries of the Company and are committed to high service standard.

Azrieli's office spaces in Israel are leased to some 600 different tenants. In each one of the Group's properties, there is a mix of tenants coming from various sectors. Some of the Company's office tenants are domestic or international mega-companies.

### 2.10.1. Performance of the Leasable Office and Other Space in Israel Segment and Changes in Value

Balance of the Group's investment properties in the leasable office and other space in Israel Segment – The balance totaled approx. NIS 9.6 billion as of March 31, 2018, compared with approx. NIS 9.5 billion as of December 31, 2017. The change mainly derives from investments in the segment's properties.

Change due to adjustment of the fair value of the segment's investment properties and investment properties under construction – The loss from such adjustment in the Report Period totaled approx. NIS 14 million, compared with a loss of approx. NIS 9 million in the same period last year. The properties are presented according to valuations prepared by an independent appraiser as of December 31, 2017.

Below is a summary of the business results of the leasable office and other space in Israel segment:

Summary of the Business Results of the Leasable office and other space in Israel Segment				
		For the Three Months Ended		For the Year Ended
	Rate of change	March 31, 2018	March 31, 2017	December 31, 2017
Revenues	27%	146	115	489
NOI	26%	121	96	397

Figures are presented in millions of NIS.

The increase in revenues and in NOI chiefly results from the opening of the offices at Sarona and Rishonim in 2017.

The following table presents the segment's NOI development:

Development of the NOI of the Leasable Office and Other Space in Israel Segment		
	For the Three Months Ended	
	March 31, 2018	March 31, 2017
For segment properties owned by the Company as of the beginning of the period	96	96
For properties purchased or construction of which was finished in 2017	25	-
Total NOI from all properties	121	96

Figures are presented in millions of NIS.

Same-Property NOI in the leasable office and other space in Israel segment was primarily positively affected by a real increase in rent when renewing contracts for the various properties (due to the exercise of options by tenants and/or the execution of new contracts), and was negatively affected by an increase in security and cleaning costs.

## 2.11. Senior Housing Segment

The acquisition of land in Modi'in in 2014 marked the Group's entry into the senior housing segment, which was followed by the purchase of an existing senior home – Palace Tel Aviv, one of the most luxurious homes in Israel. Since the purchase of Palace Tel Aviv, the Group is acting under the brand "Palace" to continue the successful operation and to improve both existing homes – Palace Tel Aviv and Palace Ra'anana (formerly "Ahuzat Bait"), and to develop three additional projects, which are under various stages of development and construction in Modi'in, Lehavim and Rishon LeZion. In Q3/2018, the Company is expected to complete the construction of the senior home in Modi'in.

The Azrieli Group has 2 active senior homes with aboveground built-up areas of approx. 49 thousand sqm (excluding areas which are attributed to the LTC unit and to retail areas), which include approx. 560 senior housing units as well as 3 projects under development and construction in which approx. 840 residential units in a total area of approx. 86 thousand sqm (excluding areas which are attributed to the LTC unit and to retail areas) will be built.

### 2.11.1. Performance of the Senior Housing Segment and Changes in Value

Balance of the Group's segment properties in the senior housing segment – This balance totaled approx. NIS 1.8 billion as of March 31, 2018, compared with approx. NIS 1.7 billion as of December 31, 2017. The change mainly derives from investments in properties under construction.

Change due to adjustment of the fair value of the segment's investment properties and investment properties under construction – The Company had no profit from such adjustment, similarly to the same period last year. The properties are presented according to an update to the valuations prepared by an independent appraiser as of December 31, 2017.

Below is a summary of the business results of the senior housing segment:

Summary of the Business Results of the Senior Housing Segment				
		For the Three Months Ended		For the Year Ended
	Rate of change	March 31, 2018	March 31, 2017	December 31, 2017
Revenues	(3%)	31	32	126
NOI	(9%)	10	11	39

Figures are presented in millions of NIS.

The decrease in revenues and in NOI chiefly results from fluctuations in the occupancy rates at the Medical.

The following table presents the senior housing segment's NOI Development:

Development of the NOI of the Senior Housing Segment		
	For the Three Months Ended	
	March 31, 2018	March 31, 2017
For segment properties owned by the Company as of the beginning of the period	10	11
For properties purchased or construction of which was finished in 2017	-	-
Total NOI from all properties	10	11

Figures are presented in millions of NIS.

For the effect on Same-Property NOI in the senior housing segment, see above.

## 2.12. Income-Producing Properties in the U.S. Segment

2001 marked the beginning of the Azrieli Group's diversification of its investments in income-producing real estate overseas. In recent years the Group has expanded its activity significantly through the acquisition of office buildings in Houston and in Austin, Texas.

The Group has 7 income-producing properties in this segment, mostly in the U.S. with a total GLA of approx. 223 thousand sqm (on a consolidated basis) and approx. 213 thousand sqm (the Company's share) leased to some 170 tenants.<sup>14</sup>

### 2.12.1. Performance of the Income-Producing Properties in the U.S. Segment and changes in Value

Balance of the Group's investment properties in the income-producing properties in the U.S. segment – This balance totaled approx. NIS 2.0 billion as of March 31, 2018, which is similar to the balance on December 31, 2017.

<sup>14</sup> The "Company's share" – net of minority interests in certain companies.

Change due to adjustment of the fair value of the segment's investment properties – The loss from such adjustment in the Report Period totaled approx. NIS 2 million, compared with a loss of approx. NIS 3 million in the same period last year.

Below is a summary of the business results of the income-producing properties in the U.S. segment:

Summary of the Business Results of the income-producing properties in the U.S. Segment				
		For the Three Months Ended		For the Year Ended
	Rate of change	March 31, 2018	March 31, 2017	Dec 31, 2017
Revenues	7%	62	58	221
NOI	9%	35	32	121

Figures are presented in millions of NIS.

The increase in revenues and in NOI chiefly results from the fact that, at the end of 2017, the Company acquired the share of one of the partners in the projects One Riverway (33.33%) and Three Riverway (25%), such that its share in the ownership of such properties increased to 66.66% and 70%, respectively, and also from the lease-up of areas in existing properties. The aforesaid increase was offset by the effect of the decrease in the U.S. dollar exchange rate.

The following table presents the segment's NOI Development:

Development of the NOI of the income-producing properties in the U.S. Segment		
		For the Three Months Ended
		March 31, 2018      March 31, 2017
For segment properties owned by the Company as of the beginning of the period		35      32
For properties purchased or construction of which was finished in 2017		-      -
Total NOI from all properties		35      32

Figures are presented in millions of NIS.

Same-Property NOI in the income-producing properties in the U.S. segment was positively affected by the aforesaid increase of the holding rate in One Riverway and Three Riverway (which increased the NOI by approx. NIS 3 million) and from the lease-up of areas that had been unoccupied in existing properties, and was negatively affected mainly by the decrease in the average exchange rate of the U.S. dollar, which was approx. 7% lower in the Report Period than the average exchange rate in the same quarter last year.

## 3 | NON-REAL ESTATE BUSINESS

### 3.1. Granite Segment

The Azrieli Group, through Granite Hacarmel, holds 100% of the rights in Supergas and 100% of the rights in G.E.S., as detailed above.

A summary of the business results of the Granite segment follows:

Summary of the Business Results of the Granite Segment				
		For the Three Months Ended		For the Year Ended
	Rate of Change	March 31, 2018	March 31, 2017	December 31, 2017
Net revenues	(6%)	208	222	705
Segment profit	2%	42	41	104

Figures are presented in millions of NIS.

The decrease in revenues in the Report Period derives from the results of Supergas. The increase in profit in the Quarter, compared with the same quarter last year, derives from the results of GES.

### 3.2. Additional Activities

#### 3.2.1. Investments in Financial Corporations

The Group has holdings in the financial sector, with investments in Bank Leumi Lelsrael Ltd. and in Leumi Card Ltd.<sup>15</sup> A summary of changes in the investments in the Report Period follows:

Changes in Investments in Financial Companies			
	Bank Leumi <sup>(1)</sup>	Leumi Card <sup>(2)</sup>	Total
Investment value in the financial statements as of December 31, 2017	1,132	536	1,668
Divestment proceeds	-	-	-
Total investment as of March 31, 2018 <sup>(3)</sup>	1,132	536	1,668
Fair value of the investment as presented in the financial statements as of March 31, 2018	1,138	536	1,674
Change in fair value during the Report Period	6	-	6
Dividend received in 2018	12	10	22

Figures are presented in millions of NIS.

(1) The fair value of the investment in Bank Leumi Lelsrael was determined according to the value of the share at the Tel Aviv Stock Exchange (TASE) as of March 31, 2018.

(2) The fair value of the investment in Leumi Card was determined by an independent valuator, according to the valuation as of December 31, 2017.

(3) Before adjustment to changes in fair value during the Report Period.

<sup>15</sup> The Company has also made negligible investments in a start-up company and investment funds, as specified in Section 14.2.3 of Chapter A of the Periodic Report for 2017.

## 4 | BUSINESS DEVELOPMENT – GROWTH ENGINES

### 4.1. Review of the Business Development Operations

#### 4.1.1. Development of Income-Producing Properties

The Group's primary growth engine is expertise in development and unique architectural design of income-producing property project: malls, offices and senior housing. As of the date of the Report, the Company has ten projects at various development stages in Israel.

#### Summary of Information about Properties Under Development

Name of Property	Use	Marketable Sqm	Estimated Completion	Book Value of Project <sup>(1)</sup>	Cost Invested <sup>(2)</sup>	Estimated Construction Cost including Land <sup>(2)</sup>
Azrieli Sarona Tel Aviv	Retail	10,500	Q3/2018	269	318	330-340
Palace Modi'in Senior Home	Senior housing	35,000 <sup>(3)</sup>	Q3/2018	338	303	380-390
Palace Lehavim Senior Home	Senior housing	Phase A: 32,000 <sup>(3)</sup> Phase B: 12,000 <sup>(3)</sup>	Phase A: 2019 Phase B: To be determined	79	76	380-390
Azrieli Town Tel Aviv <sup>(4)</sup>	Retail, offices and residence	75,000	Retail and offices: 2020 Residence: To be determined	553	360	1,060-1,110
HaManor Holon	Retail and offices	28,000	2020	46	46	220-240
Expansion of Azrieli Tel Aviv Center <sup>(5)</sup>	Retail, offices and residence	150,000	To be determined	713	432	2,300-2,500
Holon 3 – Holon Industrial Zone <sup>(6)</sup>	Retail and offices	220,000	To be determined	330	350	To be determined
Senior housing land Rishon LeZion	Senior housing and retail	28,750 <sup>(3)(7)</sup>	To be determined	52	52	310-320
Petach Tikva land	Offices	53,000	To be determined	91	97	To be determined
Modi'in land (Lot 21)	Retail, offices, residence and hotel	20,000 <sup>(3)</sup>	To be determined	123	129	To be determined
<b>Total</b>		<b>664,250</b>		<b>2,594</b>	<b>2,163</b>	

Cost figures are presented in millions of NIS.

Holding rate is 100% for all properties.

1. As of March 31, 2018.

2. Without capitalizations and tenant fit-outs, as of March 31, 2018.

3. The figure represents building rights in sqm.

4. The figures presented refer to the current zoning plan in respect of the land. As of the Report Release Date, the Group is promoting a zoning plan for additional office and residential rights. In May 2018, the Local Committee approved the deposit of a zoning plan for additional employment and hotel areas in the total scope of approx. 24 thousand sqm (gross).

5. In October 2017, the District Committee's approval was received for the publication of a plan to validate an increase of rights for the construction of the fourth tower and the expansion of the mall, in a total area of approx. 150,000 sqm, which represents an increase of approx. 80,000 sqm in building rights, and as of the Report Release Date, the zoning plan has been validated.

6. Includes additional land (approx. 27,000 sqm of marketable space) originally purchased in the framework of an ILA tender, which was part of the Holon HaManor land.

7. The Company is in the process of increasing the building rights in the project by approx. 33,000 sqm (above and below ground).

During the Report Period, the Company proceeded with the work of development and construction of its aforesaid properties and with its efforts to obtain the approvals required for the purpose of their continued development on schedule and without significant delays. Furthermore, the Company is conducting negotiations on the lease of areas under construction totaling dozens of thousands of sqm. For further details, see below.

#### Description of Properties under Construction and Land Reserves

Azrieli Sarona, Tel Aviv – The land, area of which is approx. 9,400 sqm, was purchased in May 2011 and construction commenced in May 2012. Construction of the office tower, with a GLA of approx. 118,000 sqm, was completed in Q2/2017. The Azrieli Sarona Mall, stretching over approx. 10,500 sqm, will be located at the base of the Sarona office tower. The location of the mall in proximity to the Sarona preservation complex will integrate an indoor air-conditioned shopping experience with an experience of the venue's restaurants and cafés. The mall's construction is scheduled for completion in Q3/2018. The office tower is in advanced marketing stages. Contracts, some of which include options for the lease of additional space, have been signed and/or advanced-stage drafts have been exchanged in respect of approx. 98% of the leasable office space (there are signed contracts including options for approx. 95%).

Palace Modi'in Senior Home – The land, area of which is approx. 10,500 sqm, was purchased in 2014, and construction commenced in April 2015. This is the first senior housing project in the city of Modi'in. The project will include approx. 239 senior housing units, and approx. 136 LTC beds (of which 34 are recovery units), on a built-up area of approx. 35 thousand sqm (main and services). The project is characterized by high building standards, and is expected to include, among other things, a swimming pool, spa, gym, lounges, restaurant, event hall, synagogue, infirmary, library and more. In addition, the project comprises approx. 800 sqm of retail space, including stores, restaurants and cafés, which will service the residents of the complex and visitors. The Company is expected to receive a Form 4 for the project in Q3/2018. The Company built a "Senior Citizen Day Center" in proximity to the project, which will be available to the city's elderly residents.

Palace Lehavim Senior Home – The land, area of which is approx. 28,300 sqm, was purchased in December 2014 and construction commenced in August 2016. The plan is to build a retirement village to high and innovative standards. The project is expected to comprise approx. 350 residential units and an LTC unit, with related facilities, such as a swimming pool, sports center and retail areas of up to approx. 1,500 sqm.

Azrieli Town, Tel Aviv – The land, area of which is approx. 10,000 sqm, was purchased in October 2012 and construction commenced in September 2016. The project is expected to consist of retail areas of approx. 4,000 sqm and two towers: an office tower with a GLA of approx. 50,000 sqm and a residential tower consisting of approx. 210 apartments for lease. The project is located in proximity to the train stations in central Tel Aviv and to the light rail station in the future, and the Emek Bracha Bridge, which is planned to be built in the area, will connect the eastern side of the city with the city center through the project. The Group is promoting a change of the zoning plan to increase the building rights in the complex. In May 2018, the Local Committee approved the deposit of a zoning plan for additional employment and hotel areas in the total scope of approx. 24,000 sqm (gross). As of the Report Release Date, the Group has signed lease contracts in respect of approx. 27,000 sqm of the project's office space, which represent more than 50% of its leasable office space.

HaManor, Holon – Land, which is situated near the Azrieli Holon Center and is around 6,200 sqm, was purchased in February 2015. Construction of the project began in August 2017. The plan is to build approx. 28,000 sqm of office and retail. Completion of the project is scheduled for 2020.

Expansion of Azrieli Tel Aviv Center – The land, area of which is approx. 8,400 sqm, was purchased in May 2013 and construction commenced in September 2016. The land, which is adjacent to the Azrieli Tel Aviv Center will enable the construction of the fourth tower and the expansion of Azrieli Tel Aviv mall. The Company is promoting a change of the zoning plan, and in April 2016, the deposit was approved (subject to conditions set by the District Committee) of the zoning plan with an urban-mixed designation, which allows uses of retail, offices, hotels, residence and senior housing with aboveground building rights of approx. 147,260 sqm (gross), and, in addition, approx. 3,000 sqm of underground main retail space. In the framework of the committee's decision, the Company has undertaken to allocate from the aforesaid rights in the project up to two public floors to the Municipality of Tel Aviv-Jaffa and has also undertaken to perform various tasks in the vicinity of the

project, including in the Azrieli Center. Following discussion at the District Committee regarding objections to the expansion plan, in October 2017 the Company received the approval of the District Committee to publish the said plan for validation. As of the Report Release Date, the zoning plan has been validated. The Company intends to construct retail space that will serve to expand the existing mall and a multi-story tower.

Holon 3 - Holon Industrial Zone – The land, area of which is approx. 59,200 sqm, was purchased in April 2016. Construction commenced in March 2018. The land is located in proximity to the Azrieli Holon Center, on which it is planned to build a very large employment and commerce project, which will consist of approx. 220,000 sqm of leasable office space and a family-friendly entertainment and shopping complex. The project is in proximity to central traffic arteries.

Palace Rishon LeZion Senior Home – The land, area of which is approx. 3,400 sqm, located at HaRakafot Neighborhood in East Rishon LeZion, was purchased in March 2016 and the project is in planning stages. The Company intends to build on the land a senior home which is planned to consist of approx. 250 residential units and approx. 3,000 sqm of retail space. In April 2018, the recommendation of the Local Committee was received for the deposit of a zoning plan for additional aboveground building rights in the scope of 19,000 sqm. In addition, a zoning plan for additional underground areas in the scope of approx. 14,000 sqm has been published for deposit.

Land in Petach Tikva – On September 17, 2017, the Group engaged in an agreement for the purchase of land in Petach Tikva in an area of around 19,000 sqm for NIS 91 million plus lawful VAT. On November 9, 2017, the transaction was closed and possession of the land was handed-over to the Group. The land is situated in the eastern part of the Kiryat Aryeh Industrial Zone in Petach Tikva, near an existing office project owned by the Group. The land includes building rights for around 53,000 sqm as well as parking basements. As of the Report Release Date, the Company is examining the possibility of promoting a zoning plan for additional rights, based on a zoning plan which is promoted by the Municipality in the area, and the Company intends to build an office project on the land. For further details, see the Company's immediate reports of September 18, 2017 and November 9, 2017 (Ref.: 2017-01-093630 and 2017-01-098386, respectively) which are incorporated herein by reference.

Land in Modi'in (Lot 21) – On January 11, 2018, the Group won a tender held by the Israel Land Authority for the purchase of long-term lease rights in a lot located in the CBD of Modi'in-Maccabim-Re'ut (close to the Azrieli Modi'in Mall), in an area of approx. 5,300 sqm, designated for the construction of 80 residential units, 50 hotel rooms, offices and retail space, in consideration for approx. NIS 101.5 million. The Company will examine the possibility of promoting an increase of the building rights in the lot and its connection with the existing project. For further details, see the Company's immediate report of January 11, 2018 (Ref.: 2018-01-004960), which is incorporated herein by reference.

*The Company's estimations in Section 4.1.1 herein, with regard to, inter alia, the investment in and expected costs of properties under construction, the financing manner of the projects, the construction completion dates, the receipt of various regulatory approvals which are required for the promotion of the projects under construction or the outcome of administrative and legal proceedings are forward looking information as per the definition thereof in the Securities Law, which is based on the Company's subjective estimations as of the date of the Report, and there is no certainty regarding their materialization, in whole or in part, or they may materialize in ways which may differ significantly, inter alia for reasons which are beyond the Company's control, including changes in the market conditions, changes in the Company's plans, the time that will take to have the zoning plans approved for execution and the prices of construction input.*

The Company's management is acting to continue leading the income-producing real estate market, *inter alia* through the purchase of land reserves, the expansion of existing properties and the purchase of additional similar properties as aforesaid, in order to bring to a further increase in the Company's future operating cash flow, insofar as the Company's board of directors shall so deem fit, and to further consider the development of related and/or synergistic segments.

# DEVELOPMENT PIPELINE

## EXPANSION OF AZRIELI TEL AVIV CENTER



Use	Retail, offices and residence
GLA	150,000 sqm
Estimated completion	To be determined
Status	Under Construction

## AZRIELI HOLON 3



Use	Retail and offices
GLA	220,000 sqm
Estimated completion	To be determined
Status	In planning

## PALACE MODI'IN SENIOR HOME



Built-up area	35,000 sqm
No. of residential units	239
Estimated completion	Q3/2018
Status	Under Construction

## PALACE RISHON LEZION SENIOR HOME



Building rights	28,750 sqm
No. of residential units	250
Estimated completion	To be determined
Status	In planning

## MODI'IN LAND (LOT 21)



Use	Retail, offices, hotel and residence
Building rights	20,000 sqm
Estimated completion	To be determined
Status	In planning

## AZRIELI SARONA (RETAIL)



Use	Retail
GLA	10,500 sqm
Estimated completion	Q3/2018
Status	Under Construction

## AZRIELI TOWN



Use	Retail, offices and residence
GLA	75,000 sqm
Estimated completion	Offices and retail - 2020 Residence - To be determined
Status	Under Construction

## AZRIELI HOLON HAMANOR



Use	Retail and offices
GLA	28,000 sqm
Estimated completion	2020
Status	Under Construction

## PALACE LEHAVIM SENIOR HOME



Building rights	44,000 sqm
No. of residential units	350
Estimated completion	Phase A - 2019 Phase B - To be determined
Status	Under Construction

## PETACH TIKVA LAND



Use	Offices
GLA	53,000 sqm
Estimated completion	To be determined
Status	In planning

### Betterment of income-producing properties

Another growth engine of the Company is the betterment of its existing properties. The Company also examines, from time to time, options to promote zoning plans for additional building rights in its properties. For details with respect to the Company's activities for the betterment of its existing properties, see Section 4.1.2 of the board of directors' report for the Periodic Report for 2017, and in Section 4 of Chapter B hereof – updates to the Description of the Corporation's Business chapter as of March 31, 2018.

#### 4.1.2. Identification and acquisition of properties in the Company's operating segments

For details with respect to the Company's activities for the identification of properties in the Company's operating segments, see Section 4.1.3 of the board of directors' report for the Period Report for 2017.

#### 4.1.3. E-Commerce business

Further to the Company's reports, whereby it continues to examine business opportunities related to the expansion of its operations to additional segments that coincide with its business strategy, while becoming part of the world of digital commerce, which has been gathering momentum in Israel and throughout the world and creating an additional growth engine, and aiming to create consumption experience, alongside the development of its core business in traditional retail, the Company has acquired e-commerce operations from Buy2 Networks Ltd.

## 5 | FUNDING OF THE BUSINESS

### 5.1. Leverage Ratio of the Group

The following table presents a summary of balance sheet figures out of the consolidated financial statements:

Summary of Balance Sheet Figures out of the Consolidated Statements			
	March 31, 2018	March 31, 2017	December 31, 2017
Current assets	3,134	2,441	1,940
Non-current assets	28,552	26,818	28,203
Current liabilities	3,533	2,810	2,829
Non-current liabilities	12,080	11,433	10,993
Equity attributable to the Company's shareholders	16,032	14,975	16,281
Equity attributable to the Company's shareholders out of total assets (percentage)	51%	51%	54%
Net debt to assets (in %)	26%	26%	27%

Figures are presented in millions of NIS, unless otherwise noted.

The Group funds its business operations primarily out of its equity, cash and cash equivalents and by means of non-bank credit (mainly bonds and loans from institutional bodies), bank credit (short-term and long-term) and commercial paper.

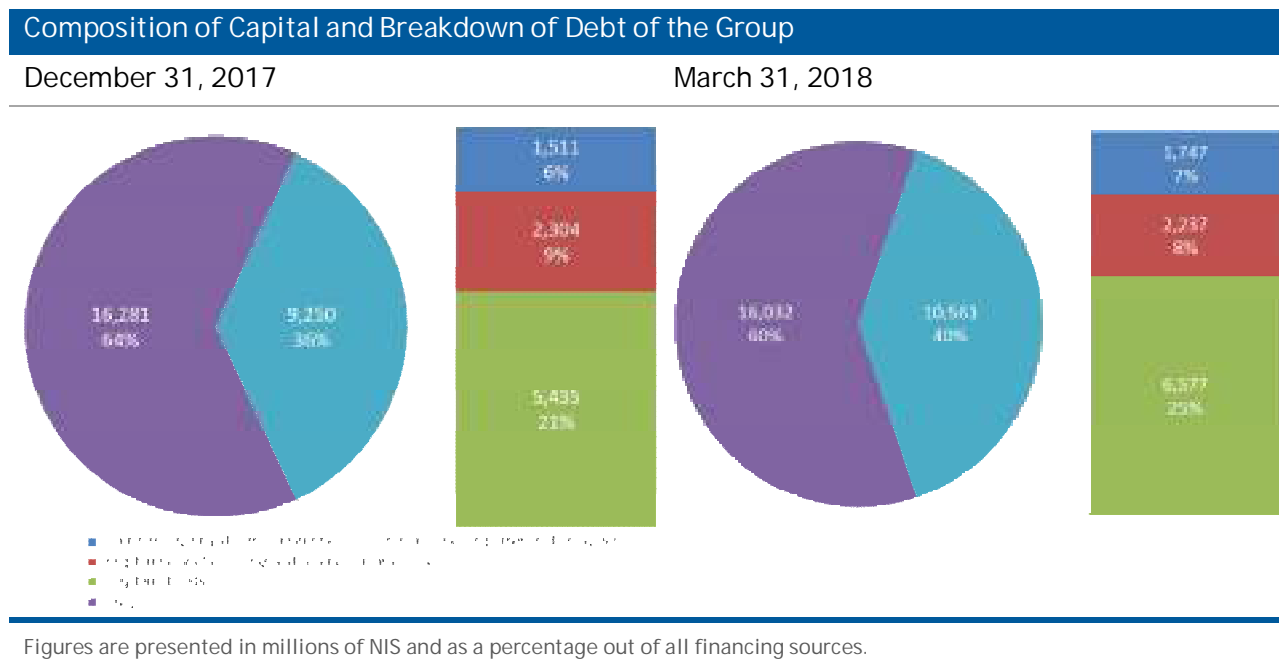
The Group's financial soundness, which is characterized by a low leverage ratio and considerable unencumbered assets, affords the Group available sources for the obtainment of financing on convenient terms<sup>16</sup>. The Group's leverage ratio is low, compared to many of its major competitors. The Group's low leverage ratio, joined with the Company's extensive initiatives in the real estate sector, provide flexibility also at times of crises.

<sup>16</sup> For further details, see Section 19 of Chapter A of the Periodic Report for 2017.

## 5.2. Composition of Financing Sources

The Group has three principal debt channels: bank debt, private loans from institutional bodies or public bonds. The Group currently enjoys very high accessibility to each of these financing channels.

The following chart presents a breakdown of the rate of borrowed capital in the Company's total capital, as well as a breakdown thereof by type:



The increase in the total debt, in the sum of approx. NIS 1,311 million in the Report Period mainly stems from the issue of bonds in Q1/2018 net of current maturities of loans and bonds. As of the date of the Report, the Group, on a consolidated basis, has a working capital deficit of approx. NIS 0.9 billion (approx. NIS 0.1 billion in the separate statement), which derives, *inter alia*, from the Company's management's decision, at this stage, to fund its business also by means of short-term credit, in view of the business opportunity arising from the low interest rates on credit of this type.

The Group estimates that if it decides at any time to convert such credit into long-term credit, it will be able to do so in view of its financial soundness and/or the scope of its unencumbered assets. Therefore, in its meeting of May 15, 2018, the Company's board of directors, having examined the Group's cash flow and financing sources, determined that such working capital deficit does not affect its ability to timely repay its liabilities.

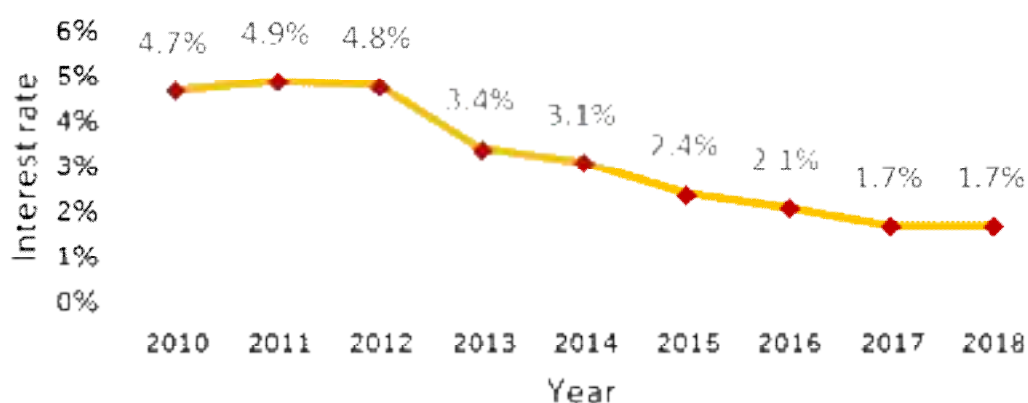
*The Group's estimations mentioned in this Section 5.2 of the board of directors' report in relation to its liquidity and the availability of its financing sources, particularly as pertains to the possibility of converting the short-term debt into long-term debt, are forward-looking information within the definition of this term in the Securities Law, which is based on the Company's assessments as to market developments, inflation levels and projected cash flows and on the conditions and possibilities of obtaining credit on the date of the Report. Such estimations may not materialize, in whole or in part, or may materialize in a manner that materially differs from the Company's estimations. The primary factors that may affect the above are: changes in the capital market affecting the conditions and possibilities of obtaining credit, changes in the Company's plans, including the use of future available liquid balances in order to seize business opportunities, changes in the advantageousness of the holding of various investment channels or the advantageousness of use of various financing channels, deterioration of the Israeli or U.S. economy and decline into severe recession, and the Company or any of the Group's companies encountering financing or other difficulties, in a manner affecting the Company's cash flow.*

### 5.3. Financing Transactions during the Report Period and until the Report Release Date

During the Report Period, the Company raised debt at low interest rates, which are typical in the present market conditions, whilst maintaining the Company's high credit rating and extending the loans' debt duration.

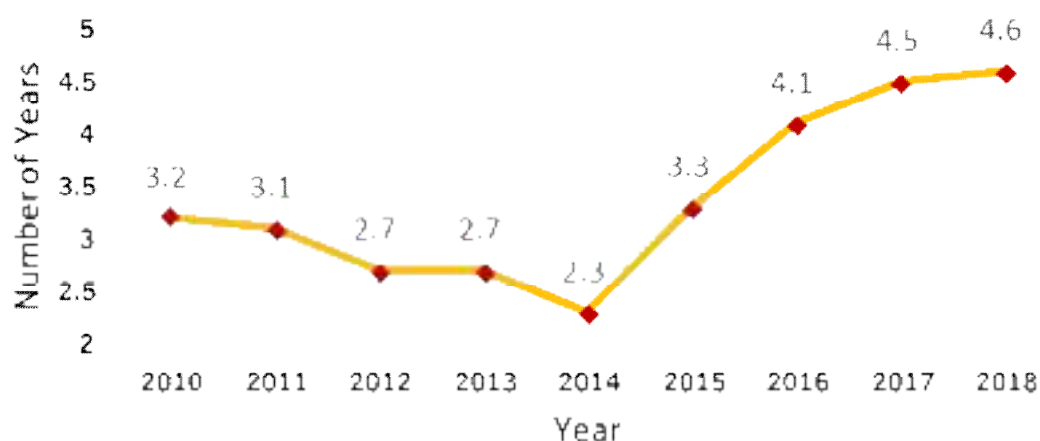
The Company acted during the Report Period and until the Report Release Date to raise debt through the expansion of its Series D bonds in the scope of approx. NIS 1.4 billion, with a duration of approx. 6 years and weighted index-linked interest of approx. 1.2%. For details on the debt raising see Section 1.2.3.5 of this Chapter A and Section 19.5 of Chapter A of the Periodic Report for 2017.

Reduction of Average Interest over the Years



◆ Interest rate as of the end of the period

Extension of the Average Duration of Debt



◆ Duration as of the end of the period

## 5.4. Rating

As of the date of the Report, the Company's credit rating is AA+/Stable/iIA-1+ by Ma'alot<sup>17</sup> and Aa1 by Midroog. For details with respect to the rating of bonds, commercial paper and private loans of the Company, see Section 19.12 of the Periodic Report for 2017.

## 5.5. Liabilities and Financing

Below is a summary of the Group's financial liabilities (excluding Granite Hacarmel and Azrieli E-Commerce):

Breakdown of Financial Liabilities								
	Fixed Interest			Variable Interest		Total		Total
	Index-linked	USD-linked	Unlinked	GBP-linked	Unlinked	Fixed Interest	Variable Interest	
Short-term loans	-	-	-	21	539	-	560	560
Long-term loans	8,103	1,179	250	-	32	9,532	32	9,564
Total	8,103	1,179	250	21	571	9,532	592	10,124

Figures are presented in millions of NIS as of March 31, 2018.

As of March 31, 2018, short-term loans represented approx. 6% of the Group's total financial liabilities (excluding Granite Hacarmel and Azrieli E-Commerce). The Company's management estimates that this rate is low and conservative in view of the low leverage ratio and the total unencumbered assets as specified below.

The Company's policy regarding the financing of its business, besides the positive and stable cash flow from current operations and current assets, is implemented primarily by taking long-term index-linked fixed-interest loans, in order to minimize market risks resulting from changes in the market interest rates and to counteract the market risk resulting from changes in the Consumer Price Index (CPI), while taking advantage of the fact that the Company's revenues are, for the most part, index-linked. However, in view of the low interest rates on short-term variable-interest loans, the Company's have decided to finance its operations also by means of short-term loans as specified above.

## 5.6. Designated Disclosure to Bondholders (of Series B, Series C and Series D)

For details with respect to designated disclosure to the holders of the Company's Series B, Series C and Series D Bonds, see Annex B to this chapter.

<sup>17</sup> It is noted that during the Report Period, on January 11, 2018, Ma'alot ratified the Company's AA+/Stable/iIA-1+ rating, which had been issued to the Company thereby on January 19, 2017 (Ref.: 2017-01-008085). To review Ma'alot's full report, see the Company's immediate report of January 11, 2018 (Ref.: 2018-01-005065), which is incorporated herein by reference.

## 5.7. Maturities of the Group's Financial Liabilities

The following table presents the maturity dates and amounts of financial liabilities (excluding Granite Hacarmel and Azrieli E-Commerce):

Forecast of Maturities of Financial Liabilities			
Year	Principal	Interest	Total
1	1,655	166	1,821
2	1,133	148	1,281
3	1,237	128	1,365
4	891	88	979
5 forth	5,208	342	5,550
Total	10,124	872	10,996

Figures are presented in millions of NIS as of March 31, 2018.

The sources for the funding of the Group's financial liabilities are chiefly the following:

- Positive cash flow from current operations, which totaled approx. NIS 274 million in the three months ended March 31, 2018.
- Liquid assets and unencumbered assets.
- The Group has mortgaged income-producing properties, the fair value of which significantly exceeds the loan undertaken therefor.
- Refinancing of debts in the capital market and/or institutional bodies and/or banks.

## 5.8. Unencumbered Assets Available to Serve as Collateral against the Receipt of Credit

As of March 31, 2018, the aggregate amount of liquid assets (cash and cash equivalents and short-term investments and deposits) held by the Group amounted to approx. NIS 2,399 million. The Company deems its liquid assets, the considerable cash flow from its current operations and its unencumbered assets (in the total value of NIS approx. 21.3 billion, in addition to the approx. NIS 2.4 billion of liquid means stated above) essential to its financial soundness, its high financial flexibility due to its lack of dependence on the availability of external sources both in terms of debt repayment and in terms of the ability to seize investment opportunities at various times.<sup>18</sup> As pertains to additional possible liquid sources, the Group estimates that it has the ability to obtain financing on convenient terms in the prevailing economic conditions.

<sup>18</sup> For details with respect to additional matters related to the Group's financing activities, see Section 19 of the Description of the Corporation's Business chapter in Chapter A of the Periodic Report for 2017.

## Unencumbered Assets Available to Serve as Collateral against the Receipt of Credit

Assets	Value of Assets as of March 31, 2018
Real estate of the retail centers and malls in Israel segment	10,400
Real estate of the leasable office and other space in Israel segment	7,998
Other real estate (chiefly senior housing)	527
The Company's holdings in Azrieli E-Commerce	54
The Company's holdings in Leumi Card	536
The Company's holdings in Granite Hacarmel	615
The Company's holdings in Bank Leumi	1,138
<b>Total</b>	<b>21,268</b>

Figures are presented as presented in the financial statements and in millions of NIS.

In addition, the Group holds mortgaged income-producing properties, the fair value of which exceeds the amount of the loan undertaken therefor.

## 5.9. Financial Position

### Financial Position, Liquidity and Financing Sources

Item	March 31, 2018	December 31, 2017
Total assets <sup>(1)</sup>	31,686	30,143
Current assets <sup>(2)</sup>	3,134	1,940
Investment properties <sup>(3)</sup>	25,526	25,206
Short-term credit <sup>(4)</sup>	1,747	1,511
Loans from banks and other credit providers <sup>(5)</sup>	2,237	2,304
Net bonds <sup>(6)</sup>	6,577	5,435
Equity <sup>(7)</sup>	16,073	16,321

Figures are presented in millions of NIS.

(1) Increase chiefly results from an increase in cash and cash equivalents as a result of the bond issue during the quarter.

(2) Increase chiefly results from an increase in cash and cash equivalents as a result of the bond issue during the quarter.

(3) Increase results from the progress of the investments in projects under construction and in income-producing properties and from the acquisition of the land in Modi'in.

(4) Increase chiefly results from bond balances reclassified from long-term to current maturities and from current maturities of a bond series expanded in the quarter.

(5) Decrease results from current maturities.

(6) Increase results from the issue of bonds during Q1/2018, net of current maturities.

(7) Decrease chiefly results from a dividend distribution offset by an increase due to the comprehensive income in the quarter.

## 6 | BUSINESS RESULTS AT A GLANCE

### 6.1. Summary of Business Results

The following table presents the consolidated net profit of the Azrieli Group:

Analysis of the Consolidated Net Profit			
As of	March 31, 2018	March 31, 2017	December 31, 2017
Net profit for the period attributable to the shareholders	259	240	1,456
Net profit attributable to the shareholders and to non-controlling interests	259	240	1,448
Basic earnings per share (NIS)	2.14	1.98	12.01
Comprehensive income to shareholders and non-controlling interests	277	180	1,476

Figures are presented in millions of NIS, unless otherwise noted.

Net profit in the Report Period totaled NIS 259 million, compared with NIS 240 million in the same period last year. The profit in the Report Period was affected from an increase of NIS 33 million in the NOI from the real estate business, from an increase of NIS 12 million in other revenues, offset by an increase of NIS 23 million in the loss from adjustment of the fair value of investment properties.

### 6.2. Comprehensive Income

The Group's capital and comprehensive income are also affected by various capital reserves, chiefly by capital reserves in respect of changes in the fair value of investments in equity instruments designated at fair value through other comprehensive income and by reserves for translation differences from foreign operations. The difference between the comprehensive income and the net profit as presented in Section 6.1 above primarily derives from the increase in the fair value of financial assets net of tax in the amount of approx. NIS 4 million and from a profit from translation differences from foreign operations in the amount of approx. NIS 14 million.

### 6.3. Results of Operations

The following table presents the marketing, general and administrative expenses, other revenues, financing expenses and income taxes in the Report Period, compared with the same period last year:

Results of Operations		
	Q1/2018	Q1/2017
Marketing, general and administrative expenses <sup>(1)</sup>	79	68
Net other revenues <sup>(2)</sup>	22	10
Net financing expenses <sup>(3)</sup>	23	29
Income taxes expenses <sup>(4)</sup>	68	69

Figures are presented in millions of NIS.

- (1) The increase in expenses in Q1/2018, compared with the same period last year, mainly derives from an increase of approx. NIS 4 million in marketing expenses, and in payroll expenses due to a one-time provision for adjustment in the sum of approx. NIS 3 million.
- (2) Net other revenues result from dividends from Bank Leumi and Leumi Card (in the same quarter last year, a dividend from Leumi Card).
- (3) The decrease in net financing expenses mainly stems from an increase in the linkage revenues on loans, bonds and senior housing residents' deposits, as a result of a decrease of approx. 0.3% in the rate of the known index during the Report Period, compared with a decrease of approx. 0.2% in the same quarter last year, offset by profit from the sale of Bank Leumi stock recorded in the same quarter last year and not recurring in the quarter this year.

### Cash Flows

The following table shows the cash flows generated by the Group in Q1/2018 compared with Q1/2017:

Quarterly Cash Flows		
Quarter	Q1/2018	Q1/2017
Net cash flows generated by the Group from current operations <sup>(1)</sup>	274	301
Net cash flows used by the Group for (generated by the Group from) investment activities <sup>(2)</sup>	(238)	366
Net cash flows generated by the Group from financing activities <sup>(3)</sup>	1,248	484

Figures are presented in millions of NIS.

- (1) The cash flow in the quarter and in the same quarter last year chiefly resulted from the operating profit of the income-producing real estate in the sum of approx. NIS 371 million (approx. NIS 338 million in the corresponding period), plus net senior housing deposits and excluding paid income taxes.
- (2) Most of the cash flow in the Report Period was used for acquisition of and investment in investment properties and investment properties under construction in the sum of approx. NIS 370 million, net of a decrease in short-term deposits and proceeds from the disposition of investment properties. Most of the cash flow in the same quarter last year resulted from a decrease in short-term deposits a, net of amounts used for acquisition of and investment in investment properties and investment properties under construction in the sum of approx. NIS 256 million.
- (3) Most of the increase relative to the same quarter last year derived from a decrease in the repayment of long term loans and bonds (net) in the sum of NIS 753 million.

### Approval of the terms of office of the Company's CEO

On April 30, 2018, the general meeting of the Company's shareholders approved the terms of Mr. Eyal Henkin's office and employment as the Company's CEO (through a wholly-owned private company). For further details, see Part B of the notice of meeting report of March 21, 2018 (Ref.: 2018-01-027295) and the immediate report of May 1, 2018 on the results of the meeting (Ref.: 2018-01-043000), which are incorporated herein by reference.

## 8 | PROVISIONS ON DISCLOSURE IN RELATION TO THE COMPANY'S FINANCIAL REPORTING

### 8.1. Description of the Company's Operations during the Report Period and Update of the Description of the Corporation's Business for the Report Period, in accordance with Section 39A of the Securities Regulations (Periodic and Immediate Reports), 5730-1970

For events and developments during the Report Period, see Chapter B hereof – Updates to the Description of the Corporation's Business chapter as of March 31, 2018 and Note 2 to the financial statements as of March 31, 2018.

### 8.2. Report on the Group's Liabilities

A report on the Group's liabilities, in accordance with Sections 39E and 9D of the Regulations is attached in a separate report form concurrently with the release of this Report.

### 8.3. Legal Claims

For details on legal claims, see Note 6D to the financial statements.

### 8.4. Disclosure of Highly Material Valuations

As of the date of the Report, there has been no change in the parameters for disclosure and attachment of valuations, as published in the Periodic Report for 2017. The Company has updated the valuations of its properties in Israel as of December 31, 2017 (for details with respect to the parameters for update of the valuations in the quarterly reports, see Note 3C1 of the financial statements as of December 31, 2017).

As specified in Section 9.3 of the board of directors' report for 2017<sup>19</sup>, and after an examination of the relevant parameters according to ISA Staff Legal Position 105-23 on the parameters for examination of the materiality of valuations, the highly material valuation with respect to the Azrieli Towers in Tel Aviv (which is included in the valuation of the entire Azrieli Center, including all components thereof, i.e., including the Azrieli Mall (the "Valuation")), was attached to the annual board of directors' report. The appraiser's estimation, whereby there have been no material changes in the Valuation, is attached hereto as Annex C.

As of March 31, 2018, the value of the Company's assets whose fair value is determined by means of a highly material valuation (prepared as of December 31, 2017) totaled approx. NIS 5.2 billion (attributed to both the Azrieli Towers and the Azrieli Mall), out of a fair value of investment properties in the sum of approx. NIS 25.5 billion (approx. 20% of the total of the Company's investment properties).

### 8.5. Subsequent Events

See Note 6 to the financial statements as of March 31, 2018.

### 8.6. Financials attributable to the Company as a Parent Company

In accordance with Sections 38D and 9C of the Regulations, financials out of the consolidated financial statements attributable to the Company as a parent company are attached with the auditor's opinion, in Chapter C.

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<sup>19</sup> Published as part of the Periodic Report for 2017 on March 21, 2018 (Ref.: 2018-01-027244) and incorporated herein by reference.

## 8.7. Note on Forward-Looking Information

*The Company's intentions mentioned in the introduction to the board of directors' report and the highlights to the board of directors' report, inter alia, in relation to the use of business opportunities and expansion of the operations, liquidity, financing sources and net financing expenses, the pace of progress of projects under construction, the projected costs of their construction, the effects of the economic situation on the Company's operating segments and with respect to the possibility of converting short-term debt into long-term debt and/or obtaining financing, are forward-looking information as defined in the Securities Law, which is based on the Company's plans as of the date of the Report, the Company's estimations with respect to developments in the markets, inflation levels and projected cash flows and on the conditions and possibilities of obtaining credit on the date of the Report.*

*Such estimations may not materialize, in whole or in part, or materialize in a manner that materially differs from the Company's estimations. The principal factors that may affect the above are: changes in the capital market that will affect the conditions and possibilities of obtaining credit, changes in the Company's plans, including use of future available liquid balances for the purpose of seizing business opportunities, changes in the advantageousness of holding various investment channels or the advantageousness of use of various financing channels, delays in the obtainment of permits or approvals required for the progress of projects under construction, changes in the regulation related to the Company's business, including planning and building regulation, an increase in the prices of construction materials, changes in the CPI, deterioration of the Israeli or U.S. economy and decline into severe recession, and the Company or any of the Group's companies encountering financing or other difficulties, in a manner affecting the Company's cash flow.*

The Company's board of directors and management wish to express their high regard for the Company's officers, the managements of the various companies of the Group and their employees, for their welcome contribution to the Group's achievements in the quarter ended on March 31, 2018.

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Danna Azrieli, Chairman of the Board

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Eyal Henkin, CEO

Date: May 15, 2018

# Annex A

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## Financial Statements (Extended Standalone) March 31, 2018

# Azrieli Group Ltd.

## Annex A

### Extended Standalone Financial Statements

The Company's extended standalone financial statements are the condensed Company's statements presented according to the IFRS rules, except for the investments in Granite and in Azrieli eCommerce which are presented based on the equity method *in lieu* of consolidation of their statements with the Company's statements (all other investments are presented with no change relative to the statement presented pursuant to the IFRS rules). These statements are not separate statements within the meaning thereof in IAS 27, nor separate financial statements pursuant to Regulation 9C of the Securities Regulations (Periodic and Immediate Reports), 5730-1970. The statements are not part of the information that is required to be published according to securities laws. However, the Company's management believes that analysts, investors, shareholders and bond holders may gain valuable information from the presentation of such figures.

The figures in this annex have not been audited or reviewed by the Company's auditors.

#### Balance sheet:

	As of March 31		As of December 31
	2018	2017	2017
	NIS in millions	NIS in millions	NIS in millions
<b><u>Assets</u></b>			
<b>Current Assets</b>			
Cash and cash equivalents	2,310	1,829	1,022
Short-term deposits and investments	4	3	105
Trade accounts receivable	60	68	59
Other receivables	198	73	195
Current tax assets	24	7	20
	2,596	1,980	1,401
Asset held for sale	-	-	40
<b>Total Current Assets</b>	2,596	1,980	1,441
<b>Non-Current Assets</b>			
Investment in investee companies	807	794	792
Loans and receivables	305	232	283
Financial assets	1,691	1,614	1,685
Investment property and investment property under construction	25,526	23,846	25,206
Fixed assets	175	130	171
Intangible assets	85	86	85
Deferred tax assets	1	1	1
<b>Total Non-Current Assets</b>	28,590	26,703	28,223
<b>Total Assets</b>	31,186	28,683	29,664

**Azrieli Group Ltd.**

**Annex A**

**Extended Standalone Financial Statements**

**Balance Sheet: (Cont.)**

	<b>As of March 31</b>		<b>As of December 31</b>
	<b>2 0 1 8</b>	<b>2 0 1 7</b>	<b>2 0 1 7</b>
	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>
<b><u>Liabilities and Capital</u></b>			
<b>Current Liabilities</b>			
Current maturities and credit from banks and other credit providers	1,655	1,005	1,443
Trade payables	171	130	218
Payables and other current liabilities	350	312	364
Deposits from senior housing customers	687	675	689
Declared Dividend	520	480	-
Current tax liabilities	8	29	4
<b>Total Current Liabilities</b>	<b>3,391</b>	<b>2,631</b>	<b>2,718</b>
<b>Non-Current Liabilities</b>			
Loans from banks and other credit providers	2,201	2,566	2,268
Bonds	6,268	5,502	5,122
Other liabilities	56	51	52
Deferred tax liabilities	3,200	2,920	3,187
<b>Total Non-Current Liabilities</b>	<b>11,725</b>	<b>11,039</b>	<b>10,629</b>
<b>Capital</b>			
Ordinary share capital	18	18	18
Share premium	2,518	2,518	2,518
Capital reserves	548	441	531
Retained earnings	12,948	11,998	13,214
<b>Total equity attributable to shareholders of the parent company</b>	<b>16,032</b>	<b>14,975</b>	<b>16,281</b>
<b>Not-controlling interests</b>	<b>38</b>	<b>38</b>	<b>36</b>
<b>Total Capital</b>	<b>16,070</b>	<b>15,013</b>	<b>16,317</b>
<b>Total Liabilities and Capital</b>	<b>31,186</b>	<b>28,683</b>	<b>29,664</b>

**Azrieli Group Ltd.**

**Annex A**

**Extended Standalone Financial Statements**

**Income Statement:**

	<b>For the three-month period ended March 31</b>		<b>For the year ended Dec. 31</b>
	<b>2 0 1 8</b>	<b>2 0 1 7</b>	<b>2 0 1 7</b>
	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>
<b>Revenues:</b>			
From rent, management and maintenance fees	494	453	1,875
Net gain (loss) from fair value adjustment of investment property and investment property under construction	(38)	(15)	500
Financing	3	8	81
Share in results of held companies, net of tax	17	21	21
Other	22	10	127
<b>Total Revenues</b>	<b>498</b>	<b>477</b>	<b>2,604</b>
<b>Costs and Expenses:</b>			
Cost of revenues from rent, management and maintenance fees	123	115	484
Sales and Marketing	12	8	44
General and Administrative	21	15	70
Financing	27	37	161
Other	-	-	4
<b>Total Costs and Expenses</b>	<b>183</b>	<b>175</b>	<b>763</b>
<b>Income before income taxes</b>	<b>315</b>	<b>302</b>	<b>1,841</b>
Taxes on income	(56)	(62)	(393)
<b>Net profit for the period, including the minority</b>	<b>259</b>	<b>240</b>	<b>1,448</b>

# Annex B

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## Designated Disclosure to the Bondholders

## Annex B - Designated Disclosure to the Bondholders

**Set forth below are details regarding the bonds of the Company that are held by the public**

Series	Date of the Issue	Par Value on the Date of the Issue	Par Value on the Report Date	Par Value on the Report Date, including Linkage	Amount of Interest Accrued by the Report Date	Value in the Financial Statements	Market Cap (**)	Type of Interest	Interest Rate	Principal Payment Dates	Interest Payment Dates	Linkage Terms	Details regarding the Trustee
NIS in millions													
Series B	February 10, 2015	623.3	1,207.7	1,207.7	3.9	1,193.1	1,215.8	Fixed	0.65	April 1 in the years 2016 to 2025 (inclusive)	From October 1, 2015 and subsequently April 1st and October 1st in the years 2016 to 2025 (inclusive).	Linkage (principal and interest) to the rise in the CPI for December 2014*	<u>Name of the trust company:</u> Hermetic Trust (1975) Ltd.;  <u>Address:</u> 113 Hayarkon St., Tel Aviv
	June 23, 2015	600.3											
	March 30, 2017	228.8											
Series C	Sept. 6, 2015	1,005.1	1,184.1	1,184.1	4.7	1,178.0	1,236.6	Fixed	1.64	July 1 in the years 2018 to 2027 (inclusive)	From July 1, 2016, twice a year, on January 1st and July 1st in each of the years 2016 to 2027 (inclusive).	Linkage (principal and interest) to the rise in the CPI for July 2015*	<u>Tel:</u> 03-5544553;  <u>Fax:</u> 03-5271039;  <u>E-mail address:</u> <a href="mailto:hermetic@hermetic.co.il">hermetic@hermetic.co.il</a>  <u>Contact person at the trustee:</u> Dan Avnon or Idan Knobel.
	March 30, 2017	179.0											
Series D	July 7, 2016	2,194.1	4,544.7	4,549.3	14.2	4,525.8	4,651.1	Fixed	1.34	From July 5, 2018 twice a year on January 5 and July 5 of each of the years 2018 through 2030	From January 2017 twice a year on January 5 and July 5 of each of the years 2017 through 2030	Linkage (principal and interest) to the rise in the CPI for May 2016*	
	March 30, 2017	983.6											
	February 1, 2018	1,367.0											
Total		7,181.2	6,936.5	6,941.1	22.8	6,896.9	7,103.5						

\* The Series B, Series C and Series D Bonds are protected, such that if the known index on the relevant payment due date is lower than the base index (stated in the table), the payment index will be the base index.

Further details regarding the bonds of the Company held by the public:

1. The Series B Bonds, the Series C Bonds and the Series D Bond of the Company are material to the Company and are not secured by any collateral.
2. The Company will be entitled, at its sole discretion, to perform (partial or full) early redemption of the Series B Bonds, the Series C Bonds and the Series D Bonds. For details, see Section 9.2 of the terms and conditions overleaf in the indenture for the **Series B Bonds** (the “**Indenture for the Series B Bonds**”), which was attached to the shelf offering report that was published by the Company on February 8, 2015 (ref.: 2015-01-027136) and Section 9.2 of the terms and conditions overleaf in the indenture for the **Series C Bonds** (the “**Indenture for the Series C Bonds**”), which was attached to the shelf offering report that was published by the Company on September 3, 2015 (ref.: 2015-01-112788), and Section 9.2 of the Terms and Conditions Overleaf of the indenture for the **Series D Bonds** (the “**Indenture for the Series D Bonds**”), which was attached to the shelf offering report released by the Company on July 5, 2016 (ref.: 2016-01-075079), which are included (the aforesaid sections) herein by way of reference.
3. At the end of and during the Reporting Period, the Company has fulfilled all of the terms and conditions and undertakings according to the Indenture for the Series B Bonds, the Indenture for the Series C Bonds and the Indenture for the Series D Bonds, and no conditions establishing grounds for acceleration of the Series B, Series C Bonds and Series D Bonds have been fulfilled.
4. For details regarding an undertaking that the Company assumed in the framework of the Series B Bonds, the Series C Bonds and the Series D Bonds of the Company, see Sections 5.2-5.6 of the Indenture for the Series B Bonds, the Indenture for the Series C Bonds and the Indenture for the Series D Bonds.

**Rating of the bonds of the Company held by the public:**

Series	Name of Rating Company	Rating Set on the Date of the Issue	Rating Set as of the Report Release Date	Date of Issuance of the Current Rating	Additional Ratings Set between the Date of the Issue and the Report Date	
					Rating	Date of Rating
Series B	Ma'alot	AA+ stable	AA+ stable	March 28, 2017 <sup>(*)</sup>	AA+ stable	June 21, 2015
					AA+ stable	March 27, 2017
Series C	Ma'alot	AA+ stable	AA+ stable	March 28, 2017 <sup>(*)</sup>	AA+ stable	September 3, 2015
Series D	Midroog	Aa1/stable outlook	Aa1/stable outlook	January 31, 2018 <sup>(**)</sup>	Aa1/stable outlook	July 20, 2016
					Aa1/stable outlook	March 27, 2017
					Aa1/stable outlook	March 28, 2017
					Aa1/stable outlook	December 31, 2017
					Aa1/stable outlook	January 28, 2018

\* For Ma'alot's rating report on the Company's Series B and C Bonds, see the Company's immediate report of March 28, 2017 (Ref.: 2017-01-030966), which is included herein by way of reference.

\*\* For Midroog's rating report on the Company's Series D Bonds, see the Company's immediate report of January 31, 2018 (Ref.: 2018-15-010795), which is included herein by way of reference.

# Annex C

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**Very Material Valuation  
March 31, 2018**

**Annex C – Disclosure of Valuation in accordance with  
Regulation 8B of the Securities Regulations  
(Periodic and Immediate Reports), 5730-1970**

<b>Identification of the object of valuation</b>	Azrieli Tel Aviv Center
<b>Timing of the valuation</b>	March 31, 2018
<b>Value of the object of valuation in the Company's books</b>	NIS 5,183 millions
<b>Identification and characterization of valuator</b>	Ronen Katz of Greenberg Olpiner & Co.
<b>Valuation model used by the valuator</b>	DCF method
<b>Assumptions on which the valuator based the valuation</b>	See Section 9.2.9 of the periodic report as of December 31, 2017

May 8, 2018  
Our ref.: 3415-18A

Canit Hashalom Investments Ltd.  
1 Azrieli Center, Tel Aviv

## **Update to Comprehensive Land Valuation – “Azrieli Center”**

### **1 Azrieli Center, Tel Aviv**

Per your request, we have examined the value of the property as of the effective date, March 31, 2018 (the “Effective Date”).

According to the declaration of the holders of the rights in the property, no change has occurred in the rights in the property (sale) and no planning changes have occurred (approvals of zoning plans, variances, court rulings, etc.).

We examined cap rates in the market (unchanged in the quarter), revenues from signed lease agreements and the Company’s forecast for projected revenues.

In view of the aforesaid, no changes have occurred in the underlying assumptions, and the methodology of the present valuation was not changed relative to the valuation performed on December 31, 2017.

In view of the aforesaid, the findings are that no material change has occurred in the value of the property as of the Effective Date compared with the value of the property that was determined as of the effective date December 31, 2017.

The value of the property as of the Effective Date – **NIS 5,183,000,000.**

We agree that our opinion be published in the financial statements of the Company and/or Azrieli Group Ltd. which shall be released to the public.

**Sincerely,**

[Signature + stamp of Ronen Katz, Real Estate Appraiser]



AZRIELGROUP

# Update of the Description of the Corporation's Business

Part B

## Update of the Description of the Corporation's Business Chapter in the Company's Periodic Report as of December 31, 2017 (the "Periodic Report")<sup>1</sup>

In accordance with Regulation 39A of the Securities Regulations (Periodic and Immediate Reports) 5730-1970, following is a description of material developments that have occurred in the Company's business during the three months ended March 31, 2018 and until the Report Release Date, with respect to which disclosure has not yet been made in the Periodic Report, according to the order of the sections in the Description of the Corporation's Business chapter in the Periodic Report. It shall be noted that the terms in this chapter shall have the meaning ascribed thereto in the Periodic Report, unless otherwise expressly provided.

In this chapter: the "Report Release Date" – May 16, 2018; the "Date of the Statement of Financial Position" and the "Report Date" – March 31, 2018; "Board of Directors' Report" – the Board of Directors' Report on the State of the Company's Affairs for the three months ended March 31, 2018. The "Company's Shelf Prospectus" – a shelf prospectus which the Company published which bears the date May 11, 2016 (Ref.: 2016-01-063049).

### 1. Developments that occurred in the Group's structure and business until the Report Release Date

Update to Section 1.2 of the Description of the Corporation's Business chapter:

For details with respect to: (1) engagement in an agreement for the purchase of rights in land on Menachem Begin Road in Tel Aviv; (2) winning a tender for the construction of an energy production and waste sorting and recycling facility in Rishon Lezion; (3) winning a tender in connection with land in Modi'in; (4) sale of Pi Giliot land; (5) debt raising; (6) appointment of a new CEO for the Company; (7) receipt of tax assessment; (8) extension of a shelf prospectus of the Company; see Section 1.2 of Chapter A of this Report.

### 2. Investments in the Company's Capital and Transactions in its Shares

Update to Section 3 of the Description of the Corporation's Business chapter:

For details regarding the holdings of interested parties in the Company, see the immediate report dated April 10, 2018 (Ref.: 2018-01-036073), which is included herein by way of reference.

### 3. Dividends

Update to Section 4 of the Description of the Corporation's Business chapter:

On May 2, 2018, the Company paid a dividend to its shareholders in the total amount of approx. NIS 520 million. For details, see Section 1.2.4 of Chapter A of this Report.

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<sup>1</sup> As was reported by the Company on March 21, 2018 (Ref. No. 2018-01-027244), and included herein by way of reference.

## 4. Properties under Development

Update to Section 7.7 of the Description of the Corporation's Business chapter:

During the Report Period, the Group continued to invest in the development and construction of new properties and in the expansion and renovation of existing properties. For further details, see Section 4 of Chapter A of this Report.

Set forth below are material updates in connection with properties under development and improvement of existing properties:

Expansion of Azrieli Tel Aviv Center – As of the Report Release Date, a zoning plan for expansion has been validated.

Azrieli Town - In May 2018, the Local Committee approved for deposit a zoning plan for the addition of commerce and hotel areas at a total scope of approx. 24 thousand sqm (gross).

Azrieli Jerusalem mall – as of the Report Release Date, the zoning plan for expansion of the mall, senior housing and office space was discussed by the Local Planning and Building Committee and its recommendation for deposit with the District Committee was accepted.

Land for senior housing in Rishon Lezion – a plan for expansion of areas in the said project was discussed by the Local Committee and its recommendation for the deposit of the said plan was accepted. In addition, a zoning plan for additional basement areas was published for deposit.

## 5. Land Reserves (Additional Details)

Update to Section 7.8 of the Description of the Corporation's Business chapter:

For details regarding the total investments in the Report Period that the Group continued to make in the development and construction of new properties and in the expansion of existing properties, see Section 4 of Chapter A of this Report.

## 6. Azrieli Tel Aviv Towers

Update to Section 9.2.1 of the Description of the Corporation's Business chapter:

In view of the growth in the Company's total assets on a consolidated basis, from Q1/2018 Azrieli Tel Aviv Towers no longer constitute a very material asset in accordance with the draft amendment to the Securities Regulations (Prospectus and Draft Prospectus Details - Structure and Form) (Amendment) 5774-2013, as published by the ISA in December 2013.

## 7. Granite segment

Update to Section 12.13 of the Description of the Corporation's Business chapter – raw materials and suppliers:

For details regarding the engagement of Supergas Natural in an agreement with a third party for the purchase of natural gas, see Note 3E to the financial statements as of March 31, 2018.

## 8. Additional Operations

### Investments in financial assets in the banking and finance segment - Section 14.2 of the Description of the Corporation's Business Chapter

Update to Section 14.2.1 of the Description of the Corporation's Business Chapter – Investment in Leumi Card:

The Law to Increase Competition and Reduce Concentration in the Banking Market in Israel

On May 6, 2018, the Banking Supervision Department released a draft of several amendments to the proper conduct of banking business directives, whose purpose is to provide relaxations for credit card companies that shall be separated from the banks as part of the reform to increase banking competition (the "Relaxations") in addition to previous relaxations that were granted regarding the capital ratios that the credit card companies are required to maintain compared to banks.

The Relaxations include, *inter alia*, the following directives: (a) Requiring the banks to transfer to the credit card companies the monies for activity of the banks' customers in cards, on the date on which the credit card companies are required to pass them on and not on the date on which the banks charge their customers, effective as of February 1, 2019; (b) Update of directives pertaining to the single borrower restriction – the bank credit provided to the credit card companies shall be limited to 15% of the bank's equity, similarly to the directive applicable to the liability of one bank to another. However, the directive will take effect after a 5-year transition period; (c) The credit card companies' liquidity risk shall be managed according to an internal model and will not be subject to liquidity ratios determined in the Bank of Israel directives.

In addition, in accordance with the provisions of the Law to Increase Competition and Reduce Concentration in the Banking Market in Israel, 5777-2017, the credit card companies, which are an issuer with extensive activity, are required to transfer for approval by the Banking Supervision Department, the new operating agreements to be signed until January 31, 2022. This directive shall also apply to the renewal of operating agreements in which a material change was made.

Concurrently, on April 25, 2018, the Antitrust Commissioner (the "Commissioner") approved the exemption application for the cross-clearing arrangement between the credit card companies, until December 31, 2023. In the context of approval of the exemption, the Commissioner determined that from July 1, 2021, a transition shall be made to daily clearing in transactions made in a single payment (immediate charge or deferred charge). No change shall be made to transactions in installments. In addition, a series of directives was laid down, prohibiting an issuer with extensive activity from harming or discriminating against new players or business owners in connection with clearing arrangements.

## 9. Financing

### Non-Bank Financing for the Company

Update to Section 19.5 of the Description of the Corporation's Business Chapter:

- Commercial Papers

As of the Report Date, the Company has two CP series, a rated series in the sum of approx. NIS 349 million and an unrated series in the sum of NIS 190 million.

- Series B Bonds of the Company

In the Report Period, principal and interest payments were made in accordance with the payment schedule below. As of the Report Date, the par value balance of the Company's Series B Bonds in circulation is approx. NIS 1,208 million.

- Series C Bonds of the Company

In the Report Period, principal and interest payments were made in accordance with the payment schedule below. As of the Report Date, the par value balance of the Company's Series C Bonds in circulation is approx. NIS 1,184 million.

- Series D Bonds of the Company

In the Report Period, principal and interest payments were made in accordance with the payment schedule below. In addition, in the Report Period, the series was expanded, see Section 1.2.3.5 of Chapter A of this Report. As of the Report Date, the par value balance of the Company's Series D Bonds in circulation is approx. NIS 4,544 million.

## 10. Legal proceedings

For an update with respect to the legal proceedings against the Group's companies, see Note 6D to the financial statements as of March 31, 2018.

## 11. Restrictions and Supervision over the Corporation

### Senior Housing

Update to Section 23.1.3 of the Description of the Corporation's Business Chapter – Senior Housing:

Bill for the amendment of the Senior Housing Law (Amendment) (Securing the Funds of the Deposit), 5777-2017

On July 25, 2017, the Senior Housing Bill (Amendment) (Securing the Funds of the Deposit), 5777-2017 (the "Bill") passed first reading at the Knesset; the Bill concerns the amendment of the provisions pertaining to the collateral used to secure the funds of the residents' deposits. The current language of the Bill proposes as follows: (1) Imposition of a duty on the operator to provide collateral to secure the full amount of the deposit deposited by the resident (i.e. "from the first Shekel"), such that the operator may not receive from a resident a sum exceeding 7% of the deposit or NIS 70,000, whichever is lower, other than subject to registration of a first-ranking mortgage in the name of a trustee who shall be appointed by the residents (according to the proportionate share of each one of them in the sum of the deposits) or, if the senior home is registered as a condominium, in the name of the resident or the maker of the deposit, or alternatively, subject to the provision of a bank guarantee or the transfer of 50% of the deposit to a trustee of which the resident is the beneficiary; (2) The operator will bear all of the costs involved in the provision of the aforesaid collateral (as distinguished from the duty to bear 20% of such costs under the present provisions of the Senior Housing Law); (3) Denial of a resident's right to waive such collateral, such that the provision of collateral will be mandatory; (4) Determination of collateral of the type of a cautionary caveat as an undertaking to register a mortgage as temporary collateral for a period of up to two years in favor of a trustee in the name of the residents (if a condominium has not yet been registered), or in the name of the resident or the depositor (if a condominium has been registered).

Furthermore, pursuant to the provisions of the Bill, an irregularities committee shall be established at the Ministry of Welfare, which may exempt an operator, at its request, fully or partially, from provision of the collateral under the Senior Housing Law, and determine conditions to such an exemption, or alternatively, order the provision of alternative collateral.

The Bill further stipulates that the representatives of the residents shall appoint on their behalf, and with the operator's consent, an accountant who will examine the financial stability of the senior home, with the operator and the residents bearing all costs involved therein equally.

In addition, provisions were determined regarding the establishment of a joint fund for the financing of medical expenses under circumstances of insolvency for the benefit of all of the residents, and the establishment of a joint fund for the financing of expenses due to insolvency – these funds will be managed by the Custodian General.

The proposed language determines several transitional provisions whereby the applicability of the provisions of the law is retroactive, such that it will apply also to agreements that were made prior to the amendment.

It was further determined that the amendment will take effect 18 months after publication, with the exception of the sections concerning: the irregularities committee as aforesaid, examination of the financial stability, the fund for the financing of medical expenses under circumstances of insolvency and the fund for the financing of expenses in a case of insolvency, which will take effect after 6 months.

It is clarified that there may still be changes to the language described above. In the estimation of Palace's management, the said Bill, if adopted in its current language, does not materially affect the Company or its profits.

#### The Senior Housing Regulations (Disclosure Document Form), 5778-2018

These regulations took effect on April 5, 2018 and determine the content of the disclosure document that the operator is required to hand over to a resident with whom the operator expects to enter into an engagement agreement. According to these regulations, the operator is required to disclose and provide to the prospective resident, *inter alia*, information and details regarding the operator and its identity, details about the operator's license, details about services to be provided by the operator, details regarding the operator's rights in the real estate on which the senior home is built and operated, a description of the public areas, a breakdown of payments, specification of collateral, and all other details required to be disclosed in accordance with these regulations and the Senior Housing Law.

#### Draft Senior Housing Regulations (Examination of Financial Stability), 5778-2018

These regulations were published for public comment on March 27, 2018. The regulations determine the financial conditions required of a license applicant, *inter alia*, to prove its financial stability, as a condition to receipt of an operating license. In accordance with the provisions of these regulations, the license applicant is required to deliver to the Commissioner of Senior Homes, *inter alia*, financial statements and other documents certified by a CPA on its behalf. The regulations also set forth the tests for examination of the license applicant's compliance with the regulations, as well as an appeal mechanism. To Palace management's best knowledge, these regulations have not yet been placed on the agenda of the Knesset's Legislation Committee, and considering that the draft is merely preliminary (and subject, *inter alia*, to public comment), the language of the said regulations, if approved, may be different to that presented for public comment.



AZRIELGROUP

# Consolidated Financial Statements

## Dated 31 March 2018

Part C

**Azrieli Group Ltd.**

**Condensed Consolidated Financial Statements  
as of March 31, 2018**

**(Unaudited)**

**Azrieli Group Ltd.**

**C o n t e n t s**

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## **Review report of the Auditors to the shareholders of Azrieli Group Ltd.**

### ***Introduction***

We reviewed the attached financial information of **Azrieli Group Ltd.**, the Company and subsidiaries (the “**Group**”) which includes the Condensed Consolidated Statement of Financial Position as of March 31, 2018 and the Condensed Consolidated Statements of Profit or Loss and other Comprehensive Income, Changes in Capital and Cash Flows for the three-month period then ended. The Board of Directors and management are responsible for the preparation and presentation of the financial information for this interim period in accordance with IAS 34 “Interim Financial Reporting”, and they are responsible for the preparation of information for this interim period under Chapter D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970. Our responsibility is to express a conclusion on the financial information for this interim period, based on our review.

We did not review the condensed interim financial information of consolidated companies whose consolidated assets constitute approx. 3% of all the consolidated assets as of March 31, 2018, and whose consolidated revenues constitute approx. 30% of the total consolidated revenues for the three-month period then ended. The condensed interim financial information of such companies was reviewed by other auditors whose review reports were furnished to us and our conclusion, insofar as it relates to the financial information for such companies, is based on the review reports of the other auditors.

### ***Scope of the review***

We performed our review in accordance with Review Standard 1 of the Institute of Certified Public Accountants in Israel “Review of Interim Financial Information Performed by the Auditor of the Entity”. A review of interim financial information consists of clarifications, mainly with the persons responsible for financial and accounting matters, and applies analytical and other review procedures. A review is considerably more limited in scope than an audit which is performed in accordance with Generally Accepted Auditing Standards in Israel, and therefore does not enable us to obtain assurance that we will be aware of all the significant matters which could have been identified in an audit. Consequently, we are not issuing an audit opinion.

### ***Conclusion***

Based on our review, and on the review reports of the other auditors, nothing has come to our attention which would lead us to believe that the above financial information is not prepared, in all material respects, in accordance with IAS34.

In addition to the statements in the previous paragraph, based on our review and on the review reports of the other auditors, nothing has come to our attention which would lead us to believe that the above financial information does not meet, in all material respects, the disclosure provisions under Chapter D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970.

**Brightman Almagor Zohar & Co.**  
**Certified Public Accountants**  
**Member of Deloitte Touche Tohmatsu Limited**

**Tel Aviv, May 15, 2018**

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Financial Position**

	As of March 31		As of December 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions		NIS in millions
	(Unaudited)		
<b><u>ASSETS</u></b>			
<b>Current Assets</b>			
Cash and cash equivalents	2,350	1,862	1,064
Short-term investments and deposits	49	46	145
Trade accounts receivable	328	343	285
Other receivables	325	112	226
Inventory	57	60	64
Current tax assets	25	17	29
	3,134	2,440	1,813
Assets held for sale and assets of disposal group held for sale	-	1	127
<b>Total Current Assets</b>	3,134	2,441	1,940
<b>Non-current Assets</b>			
Investments and loans of associates	89	78	86
Investments, loans and receivables	368	342	346
Financial assets	1,692	1,702	1,685
Long-term receivables in respect of franchise arrangement	50	54	50
Investment property and investment property under construction	25,526	23,846	25,206
Fixed assets	503	450	500
Intangible assets	304	326	310
Deferred tax assets	20	20	20
<b>Total Non-current Assets</b>	28,552	26,818	28,203
<b>Total Assets</b>	31,686	29,259	30,143

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Financial Position**  
(Continued)

	As of March 31		As of December 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions		NIS in millions
	(Unaudited)		
<b><u>LIABILITIES AND CAPITAL</u></b>			
<b>Current liabilities</b>			
Current maturities and credit from banks and other credit providers	1,747	1,098	1,511
Trade payables	240	204	296
Payables and other current liabilities	197	193	201
Deposits from customers	790	780	792
Provisions	13	12	13
Current tax liabilities	26	43	16
Declared dividend	520	480	-
<b>Total current liabilities</b>	<b>3,533</b>	<b>2,810</b>	<b>2,829</b>
<b>Non-current liabilities</b>			
Loans from banks and other credit providers	2,237	2,603	2,304
Bonds	6,577	5,840	5,435
Other liabilities	60	55	55
Deferred tax liabilities	3,206	2,935	3,199
<b>Total non-current liabilities</b>	<b>12,080</b>	<b>11,433</b>	<b>10,993</b>
<b>Capital</b>			
Ordinary share capital	18	18	18
Share premium	2,518	2,518	2,518
Capital reserves	548	441	531
Retained earnings	12,948	11,998	13,214
<b>Total equity attributable to the shareholders of the Company</b>	<b>16,032</b>	<b>14,975</b>	<b>16,281</b>
<b>Non-controlling interests</b>	<b>41</b>	<b>41</b>	<b>40</b>
<b>Total Capital</b>	<b>16,073</b>	<b>15,016</b>	<b>16,321</b>
<b>Total Liabilities and Capital</b>	<b>31,686</b>	<b>29,259</b>	<b>30,143</b>

<b>May 15, 2018</b>			
<b>Date of approval of the financial statements</b>	<b>Danna Azrieli</b>	<b>Eyal Henkin</b>	<b>Irit Sekler-Pilosof</b>
	<b>Chairman of the Board</b>	<b>CEO</b>	<b>CFO</b>

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Profit or Loss and of Other Comprehensive Income**

	For the three-month period ended March 31		For the year ended Dec. 31
	2018	2017	2017
	NIS in million (Unaudited)		NIS in million
<b><u>Revenues</u></b>			
From rent, management and maintenance fees	493	452	1,868
From sales, labor and services	215	225	724
Net profit (loss) from fair value adjustment of investment property and investment property under construction	(38)	(15)	500
Financing	8	12	94
Other	22	10	129
<b>Total revenues</b>	<u>700</u>	<u>684</u>	<u>3,315</u>
<b><u>Costs and Expenses</u></b>			
Cost of revenues from rent, management and maintenance fees	123	115	484
Cost of revenues from sales, labor and services	139	149	474
Sales and marketing	47	43	192
G&A	32	25	114
Share in results of associates, net of tax	1	2	6
Financing	31	41	184
Other	-	-	5
<b>Total Costs and Expenses</b>	<u>373</u>	<u>375</u>	<u>1,459</u>
<b>Income before income taxes</b>	<u>327</u>	<u>309</u>	<u>1,856</u>
Taxes on income	(68)	(69)	(408)
<b>Net profit for the period</b>	<u>259</u>	<u>240</u>	<u>1,448</u>
<b>Other comprehensive income:</b>			
<b>Amounts that will not be carried in the future to the income statement, net of tax:</b>			
Amounts that were carried to the income statement from the disposition of financial assets, net of tax	-	(5)	(62)
Change in fair value of financial assets, net of tax	4	7	204
	<u>4</u>	<u>2</u>	<u>142</u>
<b>Amounts that will be carried in the future to the income statement, net of tax:</b>			
Translation differences from foreign operations	14	(62)	(114)
<b>Other comprehensive income (loss) for the period, net of tax</b>	<u>18</u>	<u>(60)</u>	<u>28</u>
<b>Total Comprehensive Income for the Period</b>	<u>277</u>	<u>180</u>	<u>1,476</u>

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Profit or Loss and of Other Comprehensive Income**  
(Continued)

	For the three-month period ended March 31		For the year ended Dec. 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b>Net income for the period attributable to:</b>			
Shareholders of the Company	259	240	1,456
Non-controlling interests	-	-	(8)
	<u>259</u>	<u>240</u>	<u>1,448</u>
<b>Total comprehensive income for the period attributable to:</b>			
Shareholders of the Company	276	182	1,488
Non-controlling interests	1	(2)	(12)
	<u>277</u>	<u>180</u>	<u>1,476</u>
	<u>NIS</u>	<u>NIS</u>	<u>NIS</u>
<b>Basic and diluted earnings (in NIS) per one ordinary share of par value NIS 0.1 attributable to shareholders of the Company</b>	<u>2.14</u>	<u>1.98</u>	<u>12.01</u>
<b>Average weighted number of shares used for calculating the basic and diluted earnings per share</b>	<u>121,272,760</u>	<u>121,272,760</u>	<u>121,272,760</u>

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Changes in Capital**

For the three-month period ended March 31, 2018

	Share capital	Share premium	Capital reserve for changes in fair value of investments in equity instruments designated at fair value through other comprehensive income	Capital reserve for translation differences from foreign operations	Capital reserve for transactions with related parties	Capital reserve from transactions with non-controlling interests in a consolidated company	Other capital reserves	Retained earnings	Total attributed to shareholders of the Company	Non-controlling interests	Total
	NIS in millions										
	(Unaudited)										
<b>Balance as of January 1, 2018</b>	18	2,518	629	(91)	(31)	26	(2)	13,214	16,281	40	16,321
Effect of first application of IFRS 9	-	-	-	-	-	-	-	(5)	(5)	-	(5)
<b>Balance as of January 1, 2018, after retroactive adjustments and restatement</b>	18	2,518	629	(91)	(31)	26	(2)	13,209	16,276	40	16,316
Net profit for the period	-	-	-	-	-	-	-	259	259	-	259
Change in fair value of financial assets, net of tax	-	-	4	-	-	-	-	-	4	-	4
Translation differences from foreign operations	-	-	-	13	-	-	-	-	13	1	14
<b>Total comprehensive income for the period</b>	-	-	4	13	-	-	-	259	276	1	277
Dividend to shareholders of the Company	-	-	-	-	-	-	-	(520)	(520)	-	(520)
<b>Total transactions with shareholders of the Company</b>	-	-	-	-	-	-	-	(520)	(520)	-	(520)
<b>Balance as of March 31, 2018</b>	18	2,518	633	(78)	(31)	26	(2)	12,948	16,032	41	16,073

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Changes in Capital**

For the three-month period ended March 31, 2017

	Share capital	Share premium	Revaluation fund for financial assets	Capital reserve for translation differences from foreign operations	Capital reserve for transactions with related parties	Capital reserve from transactions with non-controlling interests in a consolidated company	Other capital reserves	Retained earnings	Total attributed to shareholders of the Company	Non-controlling interests	Total
	NIS in millions										
	(Unaudited)										
<b>Balance as of January 1, 2017</b>	18	2,518	487	19	(31)	26	(2)	12,238	15,273	43	15,316
Net profit for the period	-	-	-	-	-	-	-	240	240	-	240
Change in fair value of financial assets, net of tax	-	-	7	-	-	-	-	-	7	-	7
Amounts that were carried to the income statement from the disposition of financial assets, net of tax	-	-	(5)	-	-	-	-	-	(5)	-	(5)
Translation differences from foreign operations	-	-	-	(60)	-	-	-	-	(60)	(2)	(62)
<b>Total comprehensive income for the period</b>	-	-	2	(60)	-	-	-	240	182	(2)	180
Dividend to shareholders of the Company	-	-	-	-	-	-	-	(480)	(480)	-	(480)
<b>Total transactions with shareholders of the Company</b>	-	-	-	-	-	-	-	(480)	(480)	-	(480)
<b>Balance as of March 31, 2017</b>	18	2,518	489	(41)	(31)	26	(2)	11,998	14,975	41	15,016

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Changes in Capital**  
**(Continued)**

For the Year ended December 31, 2017

	Share capital	Share premium	Revaluation fund for financial assets	Capital reserve for translation differences from foreign operations	Capital reserve for transactions with related parties	Capital reserve from transactions with non-controlling interests in a consolidated company	Other capital reserves	Retained earnings	Total attributed to shareholders of the Company	Non-controlling interests	Total
	NIS in Millions										
<b>Balance as of January 1, 2017</b>	18	2,518	487	19	(31)	26	(2)	12,238	15,273	43	15,316
Net profit for the year	-	-	-	-	-	-	-	1,456	1,456	(8)	1,448
Change in fair value of financial assets, net of tax	-	-	204	-	-	-	-	-	204	-	204
Amounts that were carried to the income statement from the disposition of financial assets, net of tax	-	-	(62)	-	-	-	-	-	(62)	-	(62)
Translation differences from foreign operations	-	-	-	(110)	-	-	-	-	(110)	(4)	(114)
<b>Total comprehensive income for the year</b>	-	-	142	(110)	-	-	-	1,456	1,488	(12)	1,476
Dividend to shareholders of the Company	-	-	-	-	-	-	-	(480)	(480)	-	(480)
Investment of non-controlling interests in a subsidiary	-	-	-	-	-	-	-	-	-	9	9
<b>Total transactions with shareholders of the Company</b>	-	-	-	-	-	-	-	(480)	(480)	9	(471)
<b>Balance as of December 31, 2017</b>	18	2,518	629	(91)	(31)	26	(2)	13,214	16,281	40	16,321

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Cash Flows**

	For the three-month period ended March 31		For the year ended December 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b>Cash Flows - Current Operations</b>			
Net profit for the period	259	240	1,448
Depreciation and amortization	16	16	64
Forfeiture of senior housing tenants' deposits	(5)	(5)	(21)
Net loss (profit) from fair value adjustment of investment property and investment property under construction	38	15	(500)
Net financing and other (revenues) expenses	1	13	(46)
Share in losses of associates accounted for by the equity method	1	2	6
Tax expenses recognized in the income statement	68	69	408
Income taxes paid, net	(44)	(43)	(186)
Revaluation of financial assets designated at fair value through profit and loss	-	4	4
Change in inventory	(3)	1	(3)
Change in trade and other receivables	(52)	(38)	(48)
Change in receivables in respect of franchise arrangement	-	(2)	2
Change in trade and other payables	(10)	8	24
Receipt of deposits from senior housing tenants	14	37	112
Return of deposits from senior housing tenants	(11)	(16)	(45)
Change in employee provisions and benefits	2	-	-
<b>Net cash - current operations</b>	<b>274</b>	<b>301</b>	<b>1,219</b>
<b>Cash flows - Investment Activity</b>			
Proceeds from liquidation of fixed and intangible assets	-	-	2
Proceeds from liquidation of investment property	31	-	-
Down payments on account of liquidation of investment property	-	-	8
Purchase of and investment in investment property and investment property under construction	(366)	(256)	(1,052)
Purchase of fixed and intangible assets	(14)	(19)	(86)
Investment in and granting of loans to associates	(4)	(2)	(15)
Change in short-term deposits	96	612	514
Change in restricted investments	-	-	3
Investment in financial assets designated at fair value through profit and loss, net	-	-	3
Granting of long-term loans	-	(1)	(1)
Collection of long-term loans	-	3	6
Interest and dividend received	25	11	38
Proceeds from disposition of financial assets, net	-	17	233
Increase of our share in the partnerships in the USA	-	-	6
Net proceeds from disposition of investments in investee companies	-	1	22
Taxes paid for financial assets	(2)	-	(17)
Institutions for purchase of real estate	(4)	-	(13)
<b>Net cash – investment activity</b>	<b>(238)</b>	<b>366</b>	<b>(349)</b>

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

**Azrieli Group Ltd.**  
**Condensed Consolidated Statements of Cash Flows**  
**(Continued)**

	For the three-month period ended March 31		For the year ended December 31
	2018	2017	2017
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b>Cash flows - Financing Activity</b>			
Dividend distribution to shareholders	-	-	(480)
Repayment of bonds	(10)	(495)	(645)
Bond offering net of issue expenses	1,399	1,354	1,354
Receipt of long-term loans from banks and others	-	244	244
Repayment of long-term loans from banks and others	(65)	(577)	(742)
Short-term credit from banks and others, net	(18)	20	(66)
Repayment of deposits from customers	(1)	(2)	(7)
Received deposits from customers	2	2	10
Investment of non-controlling interests in a subsidiary	-	-	5
Interest paid	(59)	(62)	(179)
<b>Net cash - financing activity</b>	<u>1,248</u>	<u>484</u>	<u>(506)</u>
<b>Increase (decrease) in cash and cash equivalents</b>	1,284	1,151	364
Cash and cash equivalents at beginning of period	1,064	715	715
Effect of exchange rate changes on cash balances held in foreign currency	<u>2</u>	<u>(4)</u>	<u>(15)</u>
<b>Cash and cash equivalents at end of period</b>	<u>2,350</u>	<u>1,862</u>	<u>1,064</u>

(\*) For the three-month periods ended on March 31, 2018 and March 31, 2017, non-cash transactions include a change in other payables due to dividend in the sum of NIS 520 million and NIS 480 million, respectively.

For the three-month periods ended on March 31, 2018, non-cash transactions included a change in receivables due to the sale of investments in financial assets in the sum of approx. NIS 88 million.

For the three-month periods ended on March 31, 2017, non-cash transactions included payables due to the purchase on credit of non-current assets in the sum of approx. NIS 39 million.

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

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 1 – General**

- A.** Azrieli Group Ltd. (the “**Company**”) is a company domiciled and incorporated in Israel and whose registered address is 1 Azrieli Center, Tel Aviv. The Company is traded on the TASE and is included in the “Tel Aviv 35” Index. The Company has bonds (Series B, Series C and Series D) that were issued to the public. The Group’s Consolidated Financial Statements as of March 31, 2018 include those of the Company and of its subsidiaries (jointly, the “**Group**”), as well as the Group’s rights in associates and in jointly-controlled entities.

As of the Report Release Date, Azrieli Holdings Inc., the controlling shareholder of the Company (“**Azrieli Holdings**”), directly and/or indirectly holds (through its holding of the entire share capital of Nadav Investments Inc. (“**Nadav Investments**”) (both private companies registered in Canada), approx. 55.62% of the Company’s share capital and approx. 61.31% of the Company’s voting rights.

As the Company has been informed, on April 13, 2015, shares of Mr. David Azrieli OBM in Azrieli Holdings and in a Canadian holding corporation controlled by him (“**David Holding Corporation**”) were distributed from his estate. Following such distribution, each one of Sharon Azrieli, Naomi Azrieli and Danna Azrieli, holds, directly and through David Holding Corporation, approx. 27.24% of the capital rights in Azrieli Holdings and approx. 33.13% of the voting rights in Azrieli Holdings, and they jointly hold approx. 81.73% of the capital rights in Azrieli Holdings and approx. 99.39% of the voting rights therein. The remainder of Azrieli Holdings’ shares are mainly held by the Azrieli Foundation of Canada (an interested party of the Company), which following the distribution of the estate holds (indirectly, through a holding of shares of David Holding Corporation) approx. 15.93% of Azrieli Holdings’ shares, with no voting rights (which constitutes, indirectly, a holding of approx. 8.86% of the capital rights of the Company), in addition to and separately from its direct holding of approx. 8.55% of the capital and voting rights in the Company.

As of the Report Date, Sharon Azrieli, Naomi Azrieli and Danna Azrieli are the Company’s controlling shareholders.

- B.** These Condensed Consolidated Statements should be reviewed in the context of the Group’s Annual Financial Statements as of December 31, 2017, and for the year then ended, and the notes attached thereto.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies**

**A. The basis for the preparation of the financial statements:**

The Group's condensed consolidated financial statements ("**Interim Consolidated Statements**") were prepared in accordance with IAS 34 – Interim Financial Reporting ("**IAS 34**").

In the preparation of these Interim Financial Statements the Group has applied the accounting policy, rules of presentation and methods of calculation identical to those used in the preparation of its financial statements as of December 31, 2017 and for the year then ended, except as stated in Note 2B.

The condensed consolidated financial statements were prepared in accordance with the disclosure provisions in Chapter D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970.

**B. Changes in accounting policy**

**(1) Accounting policy on recognition of income with respect to sales, works and services:**

IFRS 15 "Revenue from Contracts with Customers" took effect on January 1, 2018.

Revenues from contracts with customers are recognized in the statement of profit or loss when control of the asset passes to the customer. Control of the asset passes to the customer over time if one of the following criteria is fulfilled:

- (a) The customer simultaneously receives and consumes the benefits provided by the Group's performance as the Group performs; or
- (b) The Group's performance creates or improves an asset (for example, work in progress) which is controlled by the customer during the creation or improvement thereof; or
- (c) The Group's performance does not create an asset with alternative use to the Group, and the Group has an enforceable right to payment for performance completed until such time.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**(1) Accounting policy on recognition of income with respect to sales, works and services: (Cont.)**

When none of the above criteria is fulfilled, control of the asset passes to the customer at a point in time. In order to determine the point in time at which the customer gains control of an asset promised and the Group fulfills a performance commitment, the Group takes into account indications of transfer of control, which include mainly the following:

- The Group has a right to payment for the asset in the present;
- The customer has legal ownership of the asset;
- The Group has transferred physical possession of the asset;
- The customer holds the significant benefits and risks from ownership of the asset;
- The customer has confirmed receipt of the asset;

Revenues are measured and recognized at the fair value of the consideration expected to be received in accordance with the terms of the contract, net of amounts collected for third parties (such as taxes). Revenues are recognized in the consolidated statements of profit or loss to the extent the Group expects to receive the economic benefits, and insofar as the revenues and costs, if relevant, may be reliably measured.

**(2) Accounting policy on financial instruments**

IFRS 9 “Financial Instruments” took effect on January 1, 2018.

**Financial assets:**

**1) General:**

Financial assets are recognized in the Statement of Financial Position on the trade date on which the Group becomes a party to the contractual terms of the instrument.

Investments in financial assets are recognized for the first time at their fair value, plus transaction costs, with the exception of such financial assets that are classified at fair value through profit and loss, which are recognized for the first time at their fair value. Transaction costs for financial assets at fair value through profit or loss are carried to profit or loss as an immediate expense.

After first-time recognition, financial assets are measured at depreciated cost or fair value, according to their classification.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**(2) Accounting policy on financial instruments: (Cont.)**  
**Financial assets: (Cont.)**

**2) Classification of financial assets**

Debt instruments are measured at depreciated cost when the following two conditions are met:

- The Group's business model is to hold the assets with the aim of collecting contractual cash flows, and
- The contractual terms of the asset determine precise dates for receipt of the contractual cash flows that constitute principal and interest payments only.

All other financial assets are measured at fair value through profit and loss.

**3) Financial assets measured at depreciated cost and the effective interest method:**

The depreciated cost of a financial asset is the amount at which the financial asset is measured upon first-time recognition, net of principal payments, plus or net of the aggregate depreciation, while using the effective interest method, of any difference between the initial amount and the payment amount, adjusted for any provision for loss.

The effective interest method is a method used to calculate the depreciated cost of a debt instrument and to allocate and recognize the interest income in profit or loss over the relevant period.

Interest income is calculated using the effective interest method. The calculation is made by applying the effective interest rate to the gross book value of a financial asset, other than:

- For defective financial assets due to credit risk, which were acquired or created, from the date of first-time recognition, the Group applies the effective interest rate adjusted to the credit risk to the depreciated cost of the financial asset.
- For financial assets that are not defective financial assets due to credit risk, that were acquired or created but thereafter became defective financial assets due to credit risk, the Group applies the effective interest rate to the depreciated cost of the financial asset (net of a provision for projected credit losses) in subsequent reporting periods. If, in subsequent reporting periods, the credit risk of the financial instrument improves, such that the financial asset is no longer defective due to credit risk, the Group will calculate the interest income in subsequent reporting periods by applying the effective interest rate to the gross book value.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**(2) Accounting policy on financial instruments**

**Financial assets: (Cont.)**

**4) Equity instruments designated at fair value through other comprehensive income:**

On the date of first-time recognition, the Group may designate investments in equity instruments, that are not held for trade and do not constitute contingent consideration in a business combination, at fair value through other comprehensive income. This designation cannot be revoked in subsequent periods and can be made for each investment separately, irrespective of the designation or non-designation of other investments at fair value through other comprehensive income.

The Group has investments which were designated thereby on the date of first-time recognition at fair value through other comprehensive income.

On the date of first-time recognition, the investment in equity instruments that were designated at fair value through other comprehensive income is measured at fair value, plus transaction costs. In subsequent periods, the investment is measured at fair value when profits or losses arising from changes in the fair value, including such that derive from changes in exchange rates, are carried to other comprehensive income to a capital reserve for changes in fair value of investments in equity instruments designated at fair value through other comprehensive income and are never reclassified as profit or loss.

Income from dividends in respect of investment in equity instruments designated at fair value through other comprehensive income are recognized in profit or loss when the Group derives the right to receive payments therefor, unless the dividend clearly represents recovery of part of the cost of the investment.

**5) Financial assets at fair value through profit or loss:**

Financial assets at fair value through profit or loss are measured at fair value at the end of each reporting period. Any profit or loss arising from changes in the fair value, including such that derive from changes in exchange rates, is recognized in profit or loss in the period in which the change occurred. The net profit or loss that is recognized in profit or loss incorporates any dividend or interest accrued in respect of the financial asset.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**(2) Accounting policy on financial instruments**

**Financial assets: (Cont.)**

**6) Impairment of financial assets:**

With respect to trade accounts and other receivables, the expected credit losses in respect of such financial assets are assessed based on the Group's past experience of credit losses and are adjusted for borrower-specific factors, general economic conditions and an estimation of both the current trend of the conditions and the projected trend of the conditions as of the report date, including the time value of money, as needed.

With respect to all other financial instruments, the Group recognizes a provision for impairment according to the projected credit losses throughout the life of the instrument, when there is a significant increase in the credit risk from their date of first-time recognition. If, on the other hand, the credit risk of the financial instrument has not significantly risen from the date of first-time recognition, the Group measures the provision for impairment according to the probability of insolvency in the coming 12 months. The test of whether to recognize a provision for impairment according to the projected credit losses throughout the life of the instrument is based on the risk of default from the date of first-time recognition, and not only when there is objective evidence of impairment on the report date or when the default has actually occurred.

The projected credit losses throughout the life of the instrument are the projected credit losses arising from all possible default events throughout the projected life of a financial instrument. Conversely, projected credit losses in a 12-month period are that part of the projected credit losses throughout the life of the instrument, representing the projected credit losses arising from defaults in a financial instrument that are possible within 12 months after the report date.

In the estimation of the management of the Company, the projected credit losses for customers and contract assets are immaterial.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**2) Accounting policy on financial instruments**

**Financial assets: (Cont.)**

**6) Impairment of financial assets:**

Financial asset write-off policy

The Group writes off a financial asset when there is information indicating that the borrower is facing severe financial difficulties and there is no realistic chance of recovery of the asset. For example, when the borrower enters dissolution or bankruptcy proceedings. Financial assets that were written off may be subject to enforcement activities in the context of the Group's collection proceedings, while obtaining legal advice as needed. Any recovery of a financial asset that was written off is carried to profit or loss.

Measurement and recognition of projected credit losses

The measurement of projected credit losses is a function of the probability of occurrence of a default, the amount of the loss in the event of occurrence of a default and the maximum exposure to loss in a default event. The estimation of the probability of occurrence of a default and the amount of the loss are based on historic data, adjusted by forward-looking information as described above.

With respect to financial assets, the maximum exposure to a loss in a default event is the gross book value of the financial asset on the report date. With respect to a commitment to give loans and financial guarantee contracts, the maximum exposure to loss in a default event includes the amount taken as of the report date, plus additional amounts that may be incurred in the future until the occurrence of the default based on past data, the Group's knowledge of the specific future financing needs of the borrowers, and other relevant forward-looking information.

With respect to financial assets, projected credit losses are the difference between all the contractual cash flows to which the Group is entitled under the contract, and all the cash flows the Group expects to receive, discounted at the original effective interest rate. With respect to accounts receivable for a lease, the cash flows used to determine the projected credit losses are consistent with the cash flows used to measure the receivable for the lease, in accordance with IAS 17 – Leases.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**2) Accounting policy on financial instruments**

**Financial assets: (Cont.)**

**7) Write-off of financial assets:**

The group writes off a financial asset only when the contractual rights to cash flows from the financial asset have expired.

When writing off a financial asset that is measured at depreciated cost, the difference between the book value of the asset and the consideration received or due to be received is recognized in profit or loss.

**Financial liabilities and equity instruments issued by the Group:**

**1) Classification as a financial liability or equity instrument:**

Equity instruments and liabilities issued by the Group are classified as financial liabilities or an equity instrument in accordance with the nature of the contractual arrangements and the definition of financial liability and equity instrument.

**2) Equity instruments:**

An equity instrument is any contract attesting to a residual right in the Group's assets after deduction of all its liabilities. Equity instruments issued by the Group are recorded according to their issue proceeds net of expenses directly related to the issue of such instruments.

**3) Financial liabilities:**

Financial liabilities are stated and measured at depreciated cost.

**Financial liabilities at depreciated cost**

The remaining financial liabilities that are not measured at fair value through profit or loss are recognized for the first time at fair value net of the transaction costs. After the date of first-time recognition, such financial liabilities are measured at depreciated cost while using the effective interest method.

The effective interest method is a method for calculation of the depreciated cost of a financial liability and the allocation of interest expenses over the relevant credit period. The effective interest rate is the rate that accurately deducts the projected future cash flows over the expected life time of the financial liability to its book value or, where applicable, over a shorter period of time.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**B. Changes in accounting policy (Contd.)**

**2) Accounting policy on financial instruments**

**Financial liabilities and equity instruments issued by the Group: (Cont.)**

**4) Write-off of financial liabilities:**

The Group writes off a financial liability when, and only when the financial liability is paid up, cancelled or expires. The difference between the book value of the settled financial liability and the consideration paid is recognized in profit or loss.

**C. Use of estimates and discretion:**

In the preparation of the condensed financial statements in accordance with IFRS, the Group's managements are required to use discretion, evaluations, estimates and assumptions which affect the application of the policy and the amounts of assets and liabilities, revenues and expenses. It is clarified that the actual results may differ from such estimates.

The evaluations and discretion used by management to apply the accounting policy and prepare the Consolidated Interim Financial Statements were identical to those used in the preparation of the financial statements as of December 31, 2017.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 2 – Significant Accounting Policies (Contd.)**

**D. Rates of exchange and linkage basis:**

- (1) Balances that are stated in foreign currency or linked thereto are recorded in the financial statements according to the representative exchange rates published by the Bank of Israel and which were in force on the end of the reporting period.
- (2) Balances that are linked to the CPI are presented according to the last known index at the end of the reporting period (the index for the month preceding the month of the date of the financial statements) or according to the index for the last month of the period of report (the index for the month of the date of the financial statements) according to the terms of the transaction.
- (3) The following is data on the significant exchange rates and the Index:

	Representative exchange rate of the USD (NIS to 1 Dollar)	Index in Israel	
		“For” 1993 Basis	“Known” 1993 Basis
<b>Date of the financial statements:</b>			
March 31, 2018	3.514	221.35	220.68
March 31, 2017	3.632	220.91	220.24
December 31, 2017	3.467	221.57	221.35
<b>Change rates:</b>	%	%	%
<b>For the three-month period ended on:</b>			
March 31, 2018	1.36	(0.10)	(0.30)
March 31, 2017	(5.54)	0.10	(0.20)
<b>For the year ended December 31, 2017</b>	(9.83)	0.40	0.30

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 3 – Material Events during the Report Period**

- A. On March 20, 2018, the Company's Board of Directors decided upon the distribution of a dividend in the sum of NIS 520 million (reflecting NIS 4.29 per share), which was paid on May 2, 2018.
- B. In February 2018, the Company issued to the public NIS 1,367 million par value of additional Series D bonds at a price of 103.1 *agorot* per NIS 1 par value (a premium of approx. 2.5% relative to their adjusted value) by way of expansion of the bond series, based on a shelf prospectus of the Company. The gross issue proceeds totaled NIS 1,409 million, and net of the issue expenses, net proceeds totaled approx. NIS 1,400 million.
- C. On January 1, 2018, the Company and Canit Hashalom Investments Ltd., a subsidiary wholly-owned by the Company, received orders pursuant to Section 152(B) of the Income Tax Ordinance in the sum total of approx. NIS 170 million (including interest and linkage differentials) for the years 2011-2014 (inclusive) in addition to the tax paid due to these years. It is noted that with respect to parts of the amount of the assessment, the Company's financial statements include a liability for taxes.

The Company disputes the Israel Tax Authority's positions and is of the opinion, *inter alia* in reliance on its professional advisors, that it has good arguments against such positions. Therefore, in January 2018, the Company filed an appeal from the issued orders with the District Court. In the Company's estimation, in reliance on its professional advisors, the assessment received is not expected to have a material effect on the Company's financial results.

- D. On January 11, 2018, a wholly-owned consolidated company had won a tender held by the ILA for the purchase of a leasehold in a lot located in Modi'in-Maccabim-Re'ut CBD, on an area of approx. 5,300 sqm, designated for the construction of 80 residential units, 50 hotel rooms, offices and commerce, in consideration for approx. NIS 101.5 million. The transaction was closed during the report period.
- E. Following Note 30B(2) to the Annual Financial Statements, in Q1/2018, Supergas Natural Ltd., a wholly-owned consolidated company, signed an agreement with a third party for the purchase of natural gas at a scope of approx. \$100 million for the purpose of marketing thereof to its customers. The supply is expected to begin in mid-2020 for a period of approx. 7 years. The agreement includes mechanisms for a minimal purchase commitment and compensation, as is accepted in similar transactions.
- F. Following Note 11(3) to the Annual Financial Statements with respect to the sale of all of the Group's holdings in the Pi Glilot lands and the shares of Pi Glilot Oil and Pipe Terminals Co. Ltd, the sale transactions were closed during the report period.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 4 – Fair Value of Financial Instruments**

**A. Fair value vs. Book value:**

Other than as specified in the following table, the Group believes that the book value of the financial assets and liabilities that are presented in depreciated cost in the financial statements is almost identical to their fair value.

	<b>As of March 31, 2018</b>		<b>As of March 31, 2017</b>		<b>As of December 31, 2017</b>	
	<b>Book value</b>	<b>Fair value</b>	<b>Book value</b>	<b>Fair value</b>	<b>Book value</b>	<b>Fair value</b>
	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>
<b>Non-current assets:</b>						
Receivables in respect of franchise arrangement (*)	55	73	59	74	55	74
<b>Non-current liabilities:</b>						
Loans from banks and other credit providers (*)	2,713	2,751	2,842	2,876	2,765	2,823
Bonds (*)	7,271	7,510	6,016	6,047	5,901	6,170
	<u>9,984</u>	<u>10,261</u>	<u>8,858</u>	<u>8,923</u>	<u>8,666</u>	<u>8,993</u>

(\*) The book value includes current maturities and accrued interest.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 4 – Fair Value of Financial Instruments (Contd.)**

**B. The interest rates used in the determination of the fair value:**

The interest rates used in the discounting of the expected cash flows, where relevant, are based on the government yield curve for each individual type of loan, as of the Report Date, plus an appropriate fixed credit margin, and were as follows:

	<b>As of March 31</b>		<b>As of</b>
	<b>2 0 1 8</b>	<b>2 0 1 7</b>	<b>December 31</b>
	<b>%</b>	<b>%</b>	<b>2 0 1 7</b>
			<b>%</b>
<b>Non-current assets:</b>			
Receivables in respect of franchise arrangement	1.42-1.92	2.21-3.13	1.11-1.88
<b>Non-current liabilities:</b>			
Loans from banks and other credit providers	0.24-4.84	1.07-4.60	0.76-4.36

**C. Fair value hierarchy:**

The following table presents an analysis of the financial instruments measured at fair value using valuation techniques.

The various levels were defined as follows:

- Level 1 – Quoted (unadjusted) prices in active markets for identical instruments.
- Level 2 – Inputs other than the quoted market prices included within Level 1 which are directly or indirectly observable (for investments in financial assets designated at fair value through profit and loss, use is made of recent market transactions between a willing buyer and a willing seller).
- Level 3 – Inputs that are not based on observable market data.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 4 – Fair Value of Financial Instruments (Contd.)**

**C. Fair value hierarchy (Contd.)**

<b>As of March 31, 2018</b>				
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
	<b>NIS in</b>	<b>NIS in</b>	<b>NIS in</b>	<b>NIS in</b>
	<b>millions</b>	<b>millions</b>	<b>millions</b>	<b>millions</b>
<b>Financial assets at fair value through profit and loss:</b>				
Securities held for trade	1	-	-	1
Non-Negotiable investments	-	17	-	17
<b>Financial assets at fair value through other comprehensive income:</b>				
Marketable shares	1,138	-	-	1,138
Non-marketable shares	-	-	536	536
<b>Total fair value of financial assets</b>	<b>1,139</b>	<b>17</b>	<b>536</b>	<b>1,692</b>

<b>As of March 31, 2017</b>				
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
	<b>NIS in</b>	<b>NIS in</b>	<b>NIS in</b>	<b>NIS in</b>
	<b>millions</b>	<b>millions</b>	<b>millions</b>	<b>millions</b>
<b>Financial assets at fair value through profit and loss:</b>				
Securities held for trade	1	-	-	1
Non-Negotiable investments	-	20	-	20
<b>Financial assets at fair value through other comprehensive income:</b>				
Marketable shares	1,033	-	-	1,033
Non-marketable shares	-	88	562	650
<b>Total fair value of financial assets</b>	<b>1,034</b>	<b>108</b>	<b>562</b>	<b>1,704</b>

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 4 – Fair Value (Contd.)**

**C. Fair Value Hierarchy (Contd.)**

	As of December 31, 2017			
	Level 1	Level 2	Level 3	Total
	NIS in	NIS in	NIS in	NIS in
	millions	millions	millions	millions
<b>Financial assets at fair value through profit and loss:</b>				
Securities held for trade	1	-	-	1
Non-Negotiable investments	-	17	-	17
<b>Financial assets at fair value through other comprehensive income:</b>				
Marketable shares	1,132	-	-	1,132
Non-marketable shares	-	87	536	623
<b>Total fair value of financial assets</b>	<b>1,133</b>	<b>104</b>	<b>536</b>	<b>1,773</b>

**D. Financial instruments that are measured at fair value at Level 3:**

The following table represents the reconciliation between the opening balance and the closing balance in respect of financial instruments that are measured at fair value at Level 3 in the hierarchy of the fair value:

	For the three-month period ended March 31		For the year ended December 31
	2018	2017	2017
	NIS in	NIS in	NIS in
	millions	millions	millions
	(Unaudited)		
<b>Financial assets available for sale:</b>			
Balance as of year start	536	562	562
Total loss recognized in other comprehensive income	-	-	(26)
	<b>536</b>	<b>562</b>	<b>536</b>

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 5 – Segment Reporting**

**A. General:**

For a description of the Company's operating segments, see Note 37 to the Annual Financial statements.

**B. Operating segments:**

	For the three-month period ended on March 31, 2018 (Unaudited)					
	Retail centers and malls in Israel	Office and other space for lease in Israel	Income-producing property in the USA	Senior housing	Granite	Other
	NIS in millions					
						Consolidated
<b>Revenues:</b>						
Total external income	253	146	62	31	208	8
						708
<b>Total segment expenses</b>	48	25	27	21	166	20
						307
<b>Segment profit (loss) (NOI)</b>	205	121	35	10	42	(12)
						401
<b>Net loss from fair value adjustment of investment property and investment property under construction</b>	(22)	(14)	(2)	-	-	-
						(38)
Unallocated costs						(34)
Financing expenses, net						(23)
Other revenues, net						22
The Company's share in results of associates, net of tax						(1)
						327
<b>Income before income taxes</b>						
<b>Additional information:</b>						
Segment assets	12,458	9,554	2,043	1,781	1,318	27,154
Unallocated assets (*)						4,532
						31,686
<b>Total consolidated assets</b>						

(\*) Mainly financial assets in the sum of approx. NIS 1.7 billion and cash and short-term deposits in the sum of approx. NIS 2.4 billion.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 5 – Segment Reporting (Contd.)**

**B. Operating segments: (Contd.)**

	For the three-month period ended on March 31, 2017 (Unaudited)						
	Retail centers and malls in Israel	Office and other space for lease in Israel	Income-producing property in the USA	Senior housing	Granite	Other	Consolidated
	NIS in millions						
<b>Revenues:</b>							
Total external income	247	115	58	32	222	3	677
<b>Total segment expenses</b>	48	19	26	21	181	7	302
<b>Segment profit (loss) (NOI)</b>	199	96	32	11	41	(4)	375
<b>Net loss from fair value adjustment of investment property and investment property under construction</b>	(3)	(9)	(3)	-	-	-	(15)
Unallocated costs							(30)
Financing expenses, net							(29)
Other revenues, net							10
The Company's share in results of associates, net of tax							(2)
<b>Income before income taxes</b>							309
<b>Additional information:</b>							
Segment assets	12,172	8,320	2,060	1,534	1,339		25,425
Unallocated assets (*)							3,834
<b>Total consolidated assets</b>							29,259

(\*) Mainly financial assets in the sum of approx. NIS 1.6 billion and cash and short-term deposits in the sum of approx. NIS 1.8 billion.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 5 – Segment Reporting (Contd.)**

**B. Operating segments: (Contd.)**

	For the year ended December 31, 2017						
	Retail centers and malls in Israel	Office and other space for lease in Israel	Income- producing property in the USA	Senior housing	Granite	Other	Consolidated
	NIS in millions						
<b>Revenues:</b>							
Total external income	1,032	489	221	126	705	19	2,592
<b>Total segment expenses</b>	204	92	100	87	601	65	1,149
<b>Segment profit (loss) (NOI)</b>	828	397	121	39	104	(46)	1,443
<b>Net profit (loss) from fair value adjustment of investment property and investment property under construction</b>	(25)	630	(186)	81	-	-	500
Unallocated costs							(115)
Financing expenses, net							(90)
Other revenues, net							124
The Company's share in results of associates, net of tax							(6)
<b>Income before income taxes</b>							1,856
<b>Additional information as of December 31, 2017:</b>							
Segment assets	12,368	9,462	1,983	1,725	1,265		26,803
Unallocated assets (*)							3,340
<b>Total consolidated assets</b>							30,143
Capital investments	321	598	191	138	51		

(\*) Mainly financial assets in the sum of approx. NIS 1.7 billion and cash and short-term deposits in the sum of approx. NIS 1.1 billion.

**AZRIELI GROUP LTD.**  
**Notes to the condensed consolidated financial statements**  
**as of March 31, 2018**

**Note 6 – Material Subsequent Events**

- A. On April 22, 2018, after the date of the Statement of Financial Position, the Company entered into an agreement with unaffiliated third parties (the “**Sellers**”), for the purchase of rights in land located on Menachem Begin Road in Tel Aviv, on which is built a 4-story building above a commercial ground floor, on a total area of approx. 5,500 sqm and a basement level, that is mostly leased for offices. In consideration for the purchase of the rights in the land, the Company shall pay the Sellers the sum of NIS 260 million (excluding VAT). The transaction was closed on May 14, 2018.
- B. On April 10, 2018, after the date of the Statement of Financial Position, notice was received by the Company whereby Zero Waste Ltd. (“**Zero Waste**”), a corporation held by GES Global Environmental Solutions Ltd., a wholly-owned consolidated company, in equal shares with Shikun & Binui Ltd., was elected as the winner in a BOT tender for the planning, financing, construction and operation of a municipal waste sorting and recycling and energy production facility (the “**Project**”), published by the Ministry of Finance (the Accountant General) and the Ministry of Environment Protection. The Project will be built in the area of the Dan region wastewater treatment plant (the “*Shafdan*”) in Rishon LeZion, and its cost during the construction period is estimated at approx. NIS 750 million. The performance of the Project is subject to completion of a financial closing of the Project. The Project’s total franchise period is up to 29.5 years.
- C. Further to Note 36C(6) to the Annual Financial Statements regarding the appointment of Mr. Eyal Henkin as CEO of the Company, on April 30, 2018 the General Meeting of the Company’s shareholders approved the terms of office and employment of the Company’s CEO, Mr. Henkin (through a private company wholly-owned by him).
- D. The Company learned that in May 2018, a class certification motion was filed with the Central-Lod District Court in the sum of NIS 57.5 million (estimate), concerning claims pertaining to an ostensible breach of the provisions of the Equal Rights for Persons with Disabilities Law, 5758-1998 and the regulations promulgated thereunder.

At this initial and preliminary stage, and before the certification motion has been served on the Company, we are unable to assess the claim's chances of being granted.

**Annex to Consolidated Financial Statement**

**Separate Interim Financial Statement**

**As of March 31, 2018**

**(Unaudited)**

**Azrieli Group Ltd.**

**Separate Interim Financial Statement**

**As of March 31, 2018**

**(Unaudited)**

**Prepared pursuant to the provisions of Section 38D of the Securities Regulations  
(Periodic and Immediate Reports), 5730-1970**

**Azrieli Group Ltd.**

**Separate Interim Financial Statement**

**As of March 31, 2018**

**(Unaudited)**

**C o n t e n t s**

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To  
**The Shareholders of  
the Azrieli Group Ltd.**  
1 Azrieli Center  
Tel Aviv

Dear Sir/Madam,

**Re:    Special report for review of the separate interim financial statement pursuant to Regulation 38D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970**

We have reviewed the separate interim financial statement, which is presented according to Regulation 38D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970, of **Azrieli Group Ltd.** (the "**Company**") as of March 31, 2018 and for the three-month period then ended. The separate interim financial statement is the responsibility of the Company's Board of Directors and Management. Our responsibility is to express a conclusion on the separate interim financial statement for this interim period, based on our review.

We did not review the separate interim financial statement from the financial statements of investee companies, the total investments in which amounted to approx. NIS 332 million as of March 31, 2018 and the profit from such investee companies amounted to approx. NIS 28 million for the three-month period then ended. The financial statements of these companies were reviewed by other auditors whose reports were furnished to us, and our conclusion, in so far as it is related to the financial statements in respect of those companies, is based upon the review reports of the other auditors.

### ***The Scope of the Review***

We performed our review pursuant to Review Standard 1 of the Institute of Certified Public Accountants in Israel – "Review of financial statement for interim periods prepared by the auditor of the entity". Review of separate financial statement for interim periods is comprised of inquiries, mainly with people responsible for the financial and accounting matters, and of the implementation of analytical and other review procedures. A review is significantly narrower in scope than an audit performed pursuant to Generally Accepted Auditing Standards in Israel and therefore, does not allow us to obtain assurance that we shall become aware of all of the significant matters that could have been identified through an audit. Accordingly, we do not provide an audit opinion.

### ***Conclusion***

Based on our review and on the review reports of other auditors, nothing had been brought to our attention that causes us to believe that the aforesaid separate interim financial statement has not been prepared, in all material respects, according to the provisions of Regulation 38D of the Securities Regulations (Periodic and Immediate Reports), 5730-1970.

**Brightman, Almagor, Zohar & Co.**  
**Certified Public Accountants**  
**Member of Deloitte Touche Tohmatsu Limited**

**Tel Aviv, May 15, 2018**

**Azrieli Group Ltd.**  
**Statement of Financial Position**

	As of March 31		As of December 31
	2018	2017	2017
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b><u>Assets</u></b>			
<b>Current assets</b>			
Cash and cash equivalents	2,067	1,609	826
Short-term deposits and investments	1	1	101
Trade accounts receivable	8	7	14
Trade and other receivables	113	88	96
Current tax assets	9	-	5
<b>Total current assets</b>	2,198	1,705	1,042
Asset held for sale	-	-	40
	2,198	1,705	1,082
<b>Non-current assets</b>			
Financial assets	1,691	1,614	1,685
Investment property and investment property under construction	10,458	9,587	10,397
Investments in investee companies	8,751	8,022	8,610
Loans to investee companies	3,885	3,806	3,711
Fixed assets	9	9	9
Other receivables	27	9	18
<b>Total non-current assets</b>	24,821	23,047	24,430
<b>Total assets</b>	27,019	24,752	25,512

**Azrieli Group Ltd.**  
**Statement of Financial Position**

	As of March 31		As of December 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<u>Liabilities and capital</u>			
<b>Current liabilities</b>			
Current maturities and credit from banks and other credit providers	1,624	979	1,413
Trade payables	63	47	88
Payables and other current liabilities	68	63	89
Declared dividend	520	480	-
Current tax liabilities	-	22	-
<b>Total current liabilities</b>	2,275	1,591	1,590
<b>Non-current liabilities</b>			
Loans from banks and other credit providers	1,021	1,454	1,095
Bonds	6,268	5,502	5,122
Other liabilities	21	20	18
Deferred tax liabilities	1,402	1,210	1,406
<b>Total non-current liabilities</b>	8,712	8,186	7,641
<b>Capital</b>			
Share capital	18	18	18
Premium	2,478	2,478	2,478
Capital reserves	588	481	571
Retained earnings	12,948	11,998	13,214
<b>Total capital attributable to shareholders of the Company</b>	16,032	14,975	16,281
<b>Total liabilities and capital</b>	27,019	24,752	25,512

May 15, 2018

Date of Approval of Separate  
Financial Statement

Danna Azrieli  
Chairman of the  
Board

Eyal Henkin  
CEO

Irit Sekler-Pilosof  
Chief Financial  
Officer

**Azrieli Group Ltd.**

**Statement of Profit and Loss and Other Comprehensive Income**

	<b>For the three-month period ended March 31</b>		<b>For the year ended December 31</b>
	<b>2018</b>	<b>2017</b>	<b>2017</b>
	<b>NIS in millions</b>	<b>NIS in millions</b>	<b>NIS in millions</b>
	<b>(Unaudited)</b>		
<b><u>Revenues</u></b>			
From rent and management and maintenance fees	147	125	514
Net gain (loss), from fair value adjustment of investment property and investment property under construction	(12)	(2)	455
Financing	34	38	215
Other	22	10	63
<b>Total revenues</b>	<u>191</u>	<u>171</u>	<u>1,247</u>
<b><u>Costs and expenses</u></b>			
Cost of revenues from rent and management and maintenance fees	6	4	21
Sales and marketing	7	5	26
G&A	16	14	53
Financing	11	22	104
<b>Total costs and expenses</b>	<u>40</u>	<u>45</u>	<u>204</u>
<b>Income before the Company's share in the profits of investee companies</b>	151	126	1,043
Share in profits of investee companies, net of tax	<u>126</u>	<u>143</u>	<u>642</u>
<b>Income before income taxes</b>	277	269	1,685
Income tax	<u>(18)</u>	<u>(29)</u>	<u>(229)</u>
<b>Net income for the period</b>	<u>259</u>	<u>240</u>	<u>1,456</u>
<b>Other comprehensive income:</b>			
<b>Amounts that will not be carried in the future to the income statement, net of tax:</b>			
Change in fair value of financial assets, net of tax	4	7	204
Amounts that were carried to the income statement from the disposition of financial assets, net of tax	-	(5)	(62)
<b>Amounts that will be carried in the future to the income statement, net of tax:</b>			
Translation differences from foreign operations	9	(44)	(81)
Share in the other comprehensive income (loss) of investee companies, net of tax	<u>4</u>	<u>(16)</u>	<u>(29)</u>
<b>Other comprehensive income (loss) for the period, net of tax</b>	<u>17</u>	<u>(58)</u>	<u>32</u>
<b>Total comprehensive income for the period</b>	<u>276</u>	<u>182</u>	<u>1,488</u>

**Azrieli Group Ltd.**  
**Statement of Cash Flows**

	For the three-month period ended March 31		For the year ended December 31
	2018	2017	2017
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b><u>Cash flows - current operations</u></b>			
Net profit for the period	259	240	1,456
Depreciation and amortization	-	-	1
Net loss (gain), from fair value adjustment of investment property and investment property under construction	12	2	(455)
Financing and other revenues, net	(45)	(31)	(180)
Share in profits of investee companies, net of tax	(126)	(143)	(642)
Expenses for taxes recognized in the income statement	18	29	229
Income tax paid, net	(24)	(11)	(68)
Change in trade and other receivables	(20)	25	1
Change in trade and other payables	10	(5)	(7)
Change in employee provisions and benefits	2	-	-
Erosion of financial assets designated at fair value through profit and loss	-	4	4
<b>Net cash – current operations</b>	<b>87</b>	<b>110</b>	<b>339</b>
<b><u>Cash flows - investment activities</u></b>			
Purchase and investment in investment property and investment property under construction	(109)	(113)	(486)
Institutions for investment property	(1)	-	-
Purchase of fixed assets and intangible assets	(1)	(1)	(3)
Investments in investee companies	-	(1)	(80)
Change in financial assets designated at fair value through net profit and loss	-	-	3
Receipt (granting) of long-term loans for investee companies, net	(147)	29	183
Proceeds from the sale of investment property	31	-	-
Interest and dividend received	23	13	57
Return of investment in investee companies	-	7	12
Proceeds from disposition of financial assets, net	-	17	233
Change in short-term deposits	100	611	511
Taxes paid for financial assets	(2)	-	(17)
Down payments on account of disposition of investment property	-	-	8
<b>Net cash - investment activities</b>	<b>(106)</b>	<b>562</b>	<b>421</b>

**Azrieli Group Ltd.**  
**Statement of Cash Flows**  
**(Cont.)**

	For the three-month period ended March 31		For the year ended December 31
	2 0 1 8	2 0 1 7	2 0 1 7
	NIS in millions	NIS in millions	NIS in millions
	(Unaudited)		
<b><u>Cash flows - financing activities</u></b>			
Bond offering net of offering expenses	1,399	1,354	1,354
Dividend distribution to shareholders	-	-	(480)
Repayment of bonds	-	(487)	(609)
Repayment of long-term loans from banks and others	(58)	(328)	(473)
Short-term credit from banks and others, net	(41)	(15)	(74)
Deposits from customers, net	-	-	1
Interest paid	(39)	(41)	(102)
<b>Net cash - financing activities</b>	<u>1,261</u>	<u>483</u>	<u>(383)</u>
<b>Increase in cash and cash equivalents</b>	1,242	1,155	377
Cash and cash equivalents at beginning of period	826	454	454
Effect of exchange rate changes on cash balances held in foreign currency	<u>(1)</u>	<u>-</u>	<u>(5)</u>
<b>Cash and cash equivalents at end of period</b>	<u><u>2,067</u></u>	<u><u>1,609</u></u>	<u><u>826</u></u>

- (\*) Non-cash transactions, for a three-month period ended March 31, 2018, include other payables in respect of a dividend in the sum of NIS 520 million (March 31, 2017 – NIS 480 million). For the year ended December 31, 2017, non-cash transactions included an increase in other payables in respect of purchases on credit of non-current assets in the sum of NIS 32 million.

**Azrieli Group Ltd.**  
**Notes to the Separate Interim Financial Statement**  
**As of March 31, 2018**

**A. General:**

The Company's separate financial statement is prepared in accordance with the provisions of Regulation 38D of the Securities Regulations (Immediate and Periodic Reports), 5730-1970.

This separate financial statement is to be inspected with respect to the Company's separate financial statement as of December 31, 2017, and for the year then ended, and the additional figures that were attached thereto.

**B. Definitions:**

**The Company** - Azrieli Group Ltd.

**Investee company** - Consolidated company, consolidated company under proportionate consolidation and an associated company.

**C. Accounting Policy:**

The separate financial statement is prepared in accordance with the accounting policy specified in Note B to the Company's separate financial statement as of December 31, 2017 and the year then ended, with the exception of the provisions of Note 2B to the Condensed Consolidated Financial Statements which are published with this separate financial statement.

**D. Material Events during the Reporting Period:**

See Note 3 to the Condensed Consolidated Financial Statements which are published with this separate financial statement.

**E. Material Subsequent Events:**

See Note 6 to the Condensed Consolidated Financial Statements which are published with this separate financial statement.

**F. Contingent Liability:**

See Note 6D to the Condensed Consolidated Financial Statements which are published with this separate financial statement.



# Effectiveness of Internal Control over the Financial Reporting and Disclosure

Part D

## ATTACHED HERETO IS A QUARTERLY REPORT ON THE EFFECTIVENESS OF INTERNAL CONTROL OVER FINANCIAL REPORTING AND DISCLOSURE PURSUANT TO REGULATION 38C(A):

The management, under the supervision of the Board of Directors of Azrieli Group Ltd. (the "Corporation"), is responsible for setting and maintaining proper internal control over financial reporting and disclosure at the Corporation.

For this purpose, the members of management are:

1 | Eyal Henkin, CEO

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2 | Irit Sekler-Pilosof, CFO

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3 | Ran Tal, VP, General Counsel and Corporate Secretary

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4 | Yair Horesh, Chief Comptroller for Accounting and Financial Statements

Internal control over financial reporting and disclosure consists of controls and procedures existing at the Corporation, designed by, or under the supervision of, the CEO and the most senior financial officer, or by anyone actually performing such functions, under supervision of the Board of Directors of the Corporation, and which are designed to provide reasonable assurance regarding the reliability of the financial reporting and the preparation of the reports according to the provisions of the law, and to ensure that information which the Corporation is required to disclose in reports released thereby according to the law is gathered, processed, summarized and reported within the time frames and in the format set forth by the law.

Internal control includes, *inter alia*, controls and procedures designed to ensure that information which the Corporation is thus required to disclose, is gathered and transferred to the management of the Corporation, including the CEO and the most senior financial officer, or anyone actually performing such functions, in order to enable the timely decision making in reference to the disclosure requirements.

Due to its inherent limitations, internal control over financial reporting and disclosure is not designed to provide absolute assurance that misrepresentation or omission of information in the reports is avoided or discovered.

In the annual report regarding the effectiveness of internal control over financial reporting and disclosure, which was attached to the periodic report for the period ended on December 31, 2017 (the "Most Recent Annual Report on Internal Control"), the Board of Directors and management evaluated the internal control at the Corporation; based on such evaluation, the Board of Directors and management of the Corporation reached the conclusion that the said internal control, as of December 31, 2017, is effective.

Until the Report Date, no occurrence or issue were brought to the knowledge of the Board of Directors and the management, which may change the evaluation of the effectiveness of the internal control as presented in the Most Recent Annual Report on Internal Control.

As of the Report Date, based on the evaluation of the effectiveness of internal control at the Most Recent Annual Report on Internal Control, and based on information which was brought to the knowledge of the management and the Board of Directors as aforesaid, the internal control is effective.

## STATEMENT OF MANAGERS:

### STATEMENT OF CEO PURSUANT TO REGULATION 38C(D)(1):

I, Eyal Henkin, represent that:

1. I have reviewed the quarterly report of Azrieli Group Ltd. (the "Corporation") for Q1/2018 (the "Reports").
2. To my knowledge, the Reports do not contain any misrepresentation nor omission of a material fact required for the representations included therein, given the circumstances under which such representations were included, not to be misleading with regard to the period of the Reports.
3. To my knowledge, the Financial Statements and other financial information included in the Reports adequately reflect, in all material respects, the financial position, operating results and cash flows of the Corporation for the periods and as of the dates covered by the Reports.
4. I have disclosed to the Corporation's auditor and to the Corporation's Board of Directors and the Audit Committee and Financial Statement Committee, based on my most current evaluation of internal control over financial reporting and disclosure:
  - a. Any and all significant flaws and material weaknesses in the setting or maintaining internal control over financial reporting and disclosure which may reasonably adversely affect the Corporation's ability to gather, process, summarize or report financial information in a manner which casts doubt on the reliability of the financial reporting and preparation of the Financial Statements in conformity with the provisions of the law; and –
  - b. Any fraud, either material or immaterial, which involves the CEO or anyone reporting to him directly or which involves other employees who play a significant role in internal control over financial reporting and disclosure;
5. I, myself or jointly with others at the Corporation:
  - a. Have set controls and procedures, or confirmed, under my supervision, the setting and maintaining of controls and procedures which are designed to ensure that material information in reference to the Corporation, including consolidated companies thereof as defined in the Securities Regulations (Annual Financial Statements), 5770-2010, is brought to my knowledge by others at the Corporation and the consolidated companies, particularly during the preparation of the Reports; and –
  - b. Have set controls and procedures, or confirmed, under my supervision, the setting and maintaining of controls and procedures which are designed to reasonably ensure reliability of financial reporting and preparation of the Financial Statements in conformity with the provisions of the law, including in conformity with GAAP.
  - c. No occurrence or issue have been brought to my attention, that occurred during the period between the date of the most recent periodic report and the Report Date herein, which may change the conclusion of the Board of Directors and management with regard to the effectiveness of internal control over the Corporation's financial reporting and disclosure.

The aforesaid does not derogate from my responsibility or from the responsibility of any other person, pursuant to any law.

Date: May 15, 2018

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Eyal Henkin | CEO

## STATEMENT OF MANAGERS:

### STATEMENT OF THE MOST SENIOR FINANCIAL OFFICER PURSUANT TO REGULATION 38C(D)(2):

I, Irit Sekler-Pilosof, represent that:

1. I have reviewed the Interim Financial Statements and other financial information included in the interim reports of Azrieli Group Ltd. (the "Corporation") for Q1/2018 (the "Reports" or the "Interim Reports");
2. To my knowledge, the Interim Financial Statements and the other financial information included in the Interim Reports do not contain any misrepresentation nor omission of a material fact required for the representations included therein, given the circumstances under which such representations were included, not to be misleading with regard to the period of the Reports.
3. To my knowledge, the Interim Financial Statements and other financial information included in the Interim Reports adequately reflect, in all material respects, the financial position, operating results and cash flows of the Corporation for the periods and as of the dates covered by the Reports;
4. I have disclosed to the Corporation's auditor and to the Corporation's Board of Directors and the Audit Committee and Financial Statement Committee, based on my most current evaluation of internal control over financial reporting and disclosure:
  - a. Any and all significant flaws and material weaknesses in the setting or maintaining internal control over financial reporting and disclosure, insofar as it relates to the Interim Financial Statements and the other information included in the Interim Reports, which may reasonably adversely affect the Corporation's ability to gather, process, summarize or report financial information in a manner which casts doubt on the reliability of financial reporting and preparation of the Financial Statements in conformity with the provisions of the law; and -
  - b. Any fraud, either material or immaterial, which involves the CEO or anyone reporting to him directly or which involves other employees who play a significant role in internal control over financial reporting and disclosure;
5. I, myself or jointly with others at the Corporation-
  - a. Have set controls and procedures, or confirmed, under my supervision, the setting and maintaining of controls and procedures which are designed to ensure that material information in reference to the Corporation, including consolidated companies thereof as defined in the Securities Regulations (Annual Financial Statements), 5770-2010, is brought to my knowledge by others at the Corporation and the consolidated companies, particularly during the preparation of the Reports; and -
  - b. Have set controls and procedures, or confirmed, under my supervision, the setting and maintaining of controls and procedures which are designed to reasonably ensure reliability of financial reporting and preparation of the Financial Statements in conformity with the provisions of the law, including in conformity with GAAP;
  - c. No occurrence or issue have been brought to my attention, that occurred during the period between the date of the most recent periodic report and the Report Date herein, pertaining to the Interim Financial Statements and any other information included in the Interim Reports, which could, in my opinion, change the conclusion of the Board of Directors and management with regard to the effectiveness of internal control over the Corporation's financial reporting and disclosure.

The aforesaid does not derogate from my responsibility or from the responsibility of any other person, pursuant to any law.

Date: May 15, 2018

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Irit Sekler-Pilosof | CFO