



AZRIELIGROUP

AZRIELI GROUP LTD.

Periodic Report

As of December 31, 2022

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AZRIELI GROUP LTD.

Periodic Report

As of December 31, 2022

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PART A

Description of the Corporation's Business

CHAPTER A | DESCRIPTION OF THE COMPANY'S BUSINESS

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FOREWORD AND GENERAL DEFINITIONS

Azrieli Group Ltd. hereby respectfully files the Description of the Corporation's Business Report as of December 31, 2022 (the "**Report Date**"), reviewing the Group's activity and describing the development of its business, as occurred in the twelve-month period ended December 31, 2022 (the "**Report Period**") until the Report Release Date. The Report is prepared pursuant to the provisions of Regulation 8a of the Securities Regulations (Periodic and Immediate Reports), 5730-1970. Figures appearing in the Report are true as of the Report Date. However, in certain cases details appear in the Report reviewing events which occurred subsequently to the Report Date until shortly before the date of release thereof, on March 22, 2023 (the "**Report Release Date**") and in such cases the Company notes that these are provided as of the relevant date.

Chapter A of the Report (this chapter) should be read together with its other parts, including the notes to the Financial Statements.

The Description of the Corporation's Business chapter includes data based on public studies and surveys, including information that appears on various websites. It is noted that, except where explicitly stated otherwise, the Company has not requested, and in any case has not received, the consent of the conductors of such surveys, studies and websites for the purpose of including information in the Description of the Corporation's Business chapter, and such information is information that is publicly accessible and, to the best of the Company's knowledge, is public. The Company is not responsible for the content of such surveys, studies and websites.

Materiality

The materiality of the information included in this Report, including a description of the material transactions and/or material projects, is evaluated from the point of view of the Company. It should be clarified that, in a part of the cases, the Company, in its exclusive discretion, decided to expand the description necessary, in order to give a more comprehensive picture of the subject being discussed.

Forward Looking Information

The description of the corporation's business in this Chapter A partly includes forward-looking information as defined in the Securities Law. Such information which is presented below and indicated as forward-looking information, includes goals, forecasts, assessments, estimates or other information that is deemed as uncertain information which refers to a future event and which relies, *inter alia*, on publications of the Central Bureau of Statistics, Bank of Israel, other relevant professional entities and in addition, on internal estimates of the Company that are based on statistics, experience and information accumulated by the Company over the years whose materialization is uncertain and is beyond the Company's control. Actual results may materially differ from those forecasted in the context of the forward-looking information as aforesaid, as a result of a large number of factors, including as a result of the risk factors, in whole or in part, as described in Section 30 of this Chapter A, all as will be specified in the specific references to forward-looking information later in the chapter. Sentences which include expressions such as "expected", "intends", "estimates", "foresees", "expects" and similar expressions indicate that this is forward-looking information. The materialization and/or non-materialization of such information reflects the Company's current point of view regarding future events that are based on estimates and therefore are subject to risk and uncertainty.

DEFINITIONS

In this Chapter, the following terms shall bear the meaning stated alongside them:

"Granite" or "Granite Hacarmel"	Granite Hacarmel Investments Ltd.
"Board of Directors' Report"	The Company's Board of Directors' Report on the State of the Company's Affairs as of December 31, 2022, which is included as Chapter B of the Periodic Report
"TASE"	Tel Aviv Stock Exchange Ltd.
"Periodic Report" or "Report"	The Company's periodic report for 2022
"Financial Statements"	The consolidated financial statements of the Company as of December 31, 2022, which are included in Chapter C of the Periodic Report
"Company"	Azrieli Group Ltd.
"Companies Law"	The Companies Law, 5759-1999
"Securities Law"	The Securities Law, 5728-1968
"Midroog"	Midroog Ltd.
"Ma'alot"	Standard & Poor's Maalot Ltd.
"Nadav Investments"	Nadav Investments Inc., a private company incorporated under Canadian Law, fully owned and controlled by Azrieli Holdings
"Supergas"	Supergas Israeli Gas Distribution Company Ltd., a wholly-owned subsidiary of Granite
"Azrieli E-Commerce"	Azrieli E-Commerce Ltd., a wholly-owned subsidiary of the Company
"Azrieli Holdings"	Azrieli Holdings Inc., a private company incorporated under Canadian Law, which is owned and controlled by Mmes. Sharon Azrieli, Naomi Azrieli and Danna Azrieli
"Granite Group" or "Granite Hacarmel Group"	Granite Hacarmel and/or subsidiaries thereof and/or affiliates thereof
"Azrieli Group" or "Group"	The Company and/or subsidiaries thereof and/or affiliates thereof including consolidated corporations
"Compass"	Compass Holdco, LLC, a Delaware corporation with which Azrieli Data Centers LLC, a wholly-owned subsidiary of the Company, engaged in an investment agreement as well as in an operating agreement with the holders of units in Compass, and which as of the Report Release Date holds approx. 32.4% of its members' capital
"Canit Hashalom"	Canit Hashalom Investments Ltd., a wholly-owned subsidiary of the Company
"Azrieli Foundation (Israel)"	The Azrieli Foundation (Israel), R.A. 580503118, a not-for-profit association registered in Israel, acting, <i>inter alia</i> , to promote education and culture through projects in the fields of culture, welfare and science
"Azrieli Foundation (Canada)"	The Azrieli Foundation, a registered Canadian charitable foundation, incorporated and seated in Canada, whose assets are designated for donations

and for the funding of philanthropic activities in Israel and in Canada, which is a stakeholder in the Company

"2021 Periodic Report"	The Company's annual periodic report for 2021 released by the Company on March 23, 2022 (Ref. 2022-01-033196), which is included herein by way of reference.
"2020 Periodic Report"	The Company's annual periodic report for the year 2020, released by the Company on March 25, 2021 (Ref. 2021-01-044625), which is included herein by way of reference
"2016 Shelf Prospectus"	A shelf prospectus released by the Company on May 10, 2016 bearing the date May 11, 2016.
"2019 Shelf Prospectus"	A shelf prospectus released by the Company on May 7, 2019 bearing the date May 8, 2019. For details, see the Company's immediate report of May 7, 2019 (Ref. 2019-01-044203), which is included herein by way of reference
"2022 Shelf Prospectus"	A shelf prospectus released by the Company on May 17, 2022, bearing the date May 18, 2022. For details, see the Company's immediate report of May 17, 2022 (Ref. 2022-01-059968), which is included herein by way of reference
"GES"	G.E.S.- Global Environmental Solutions Ltd., a private company incorporated in Israel
"GM"	Green Mountain, AS, a Norwegian company, 100% of whose share capital is (indirectly) held by the Company, which operates in the Data Centers segment in Norway.

CHAPTER A | DESCRIPTION OF THE COMPANY'S BUSINESS

PART ONE: DESCRIPTION OF THE GENERAL DEVELOPMENT OF THE COMPANY'S BUSINESS

1. The Company's operations and description of the development of its business

1.1 General

The Company was incorporated on January 6, 1983, as a private company according to the laws of the State of Israel. On June 3, 2010, the Company's shares were issued to the public for the first time and began to be traded on TASE on June 7, 2010, and the Company became a public company, within the meaning thereof in the Companies Law. Commencing on July 1, 2010, the shares of the Company are included, *inter alia*, in the Tel Aviv 35 Index (formerly: the Tel Aviv 25 Index) and in the Tel Aviv Real Estate index. The Company's Series B bonds are included, *inter alia*, in the Tel-Bond Linked Index, the Company's Series D and Series F bonds are included, *inter alia*, in the Tel-Bond 20 Index, the Company's Series E, Series G and Series H bonds are included, *inter alia*, in the Tel-Bond 40 Index.

As of the Report Date, Mmes. Sharon Azrieli, Naomi Azrieli and Danna Azrieli are the controlling parties of the Company.¹

As of the Report Date, the Group is engaged primarily in the various real estate segments, with most of the Group's business operations being in the office and other space for lease in Israel segment and the retail centers and malls in Israel segment. In addition, the Group engages in the senior housing in Israel segment, the income-producing property overseas segment (mainly in the U.S.), and in the Data Centers segment, through its holdings in GM and in Compass. In addition, commencing from this Report, the Company's business in the rental housing in Israel segment has begun to be described as a separate operating segment. The Company also holds the Mount Zion Hotel in Jerusalem. The Company also has additional e-commerce operations through its holding in the Azriel.com website and minority holdings in Bank Leumi Le-Israel Ltd. ("Bank Leumi").

Discontinued operations – Granite segment – the Group held (through Granite Hacarmel) 100% of the shares of Supergas, and 100% of the shares of GES, which were sold. Further to the aforesaid, Granite and GES are presented in the Financial Statements as discontinued operations, in accordance with GAAP.

The Company owns income-producing properties with a total GLA of approx. 1,407 thousand sqm in addition to approx. 662 thousand sqm of projects under development. The average occupancy rate in Israel is approx. 98%,² with 91% of the value of income-producing investment property and income-producing properties under construction (on a consolidated basis) attributed to real estate in Israel.

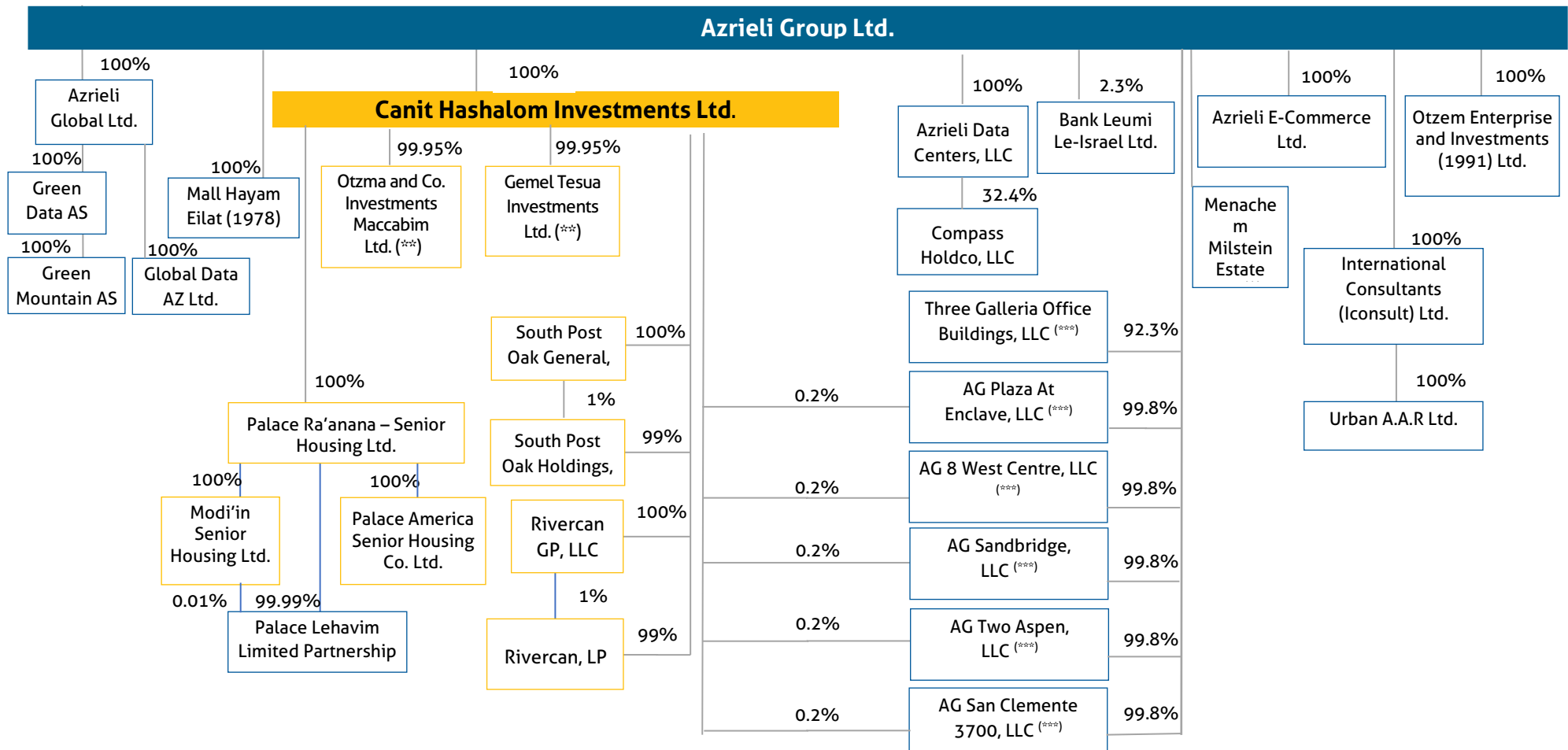
Azrieli Group, which was founded by Mr. David Azrieli OBM, is the leading real estate group in Israel. In July 2014, Ms. Danna Azrieli, was appointed as Active Chairman of the Company's Board of Directors, after many years in which she served in key positions in the Group. Since taking office and under the leadership of Ms. Danna Azrieli, the Company has grown, increased its status of properties, entered into new areas of operation and is constantly in a significant development momentum. The operations of the Group are carried out by means of a managerial headquarter that is comprised of professionals having a great deal of seniority and managerial experience, most of whom have been associated with the Company and the Group's companies for many years. The Company estimates that the Chairman of the Board, Ms. Danna Azrieli, the Company's CEO, Mr. Eyal Henkin, together with the experienced officers and managers in the Company who are considered professional and industry leaders, are principal and significant factors of the success of the Company's business results.

¹ For further details, see immediate report on the status of holdings of interested parties and officers of January 6, 2022 (Ref.: 2022-01-003709), included herein by way of reference.

² Excluding areas in properties whose construction has been completed and are being leased-up for the first time.

1.2 Chart of the Group's main holdings as of the Report Release Date*

1.2.1 Below is a chart updated as of the Report Release Date:



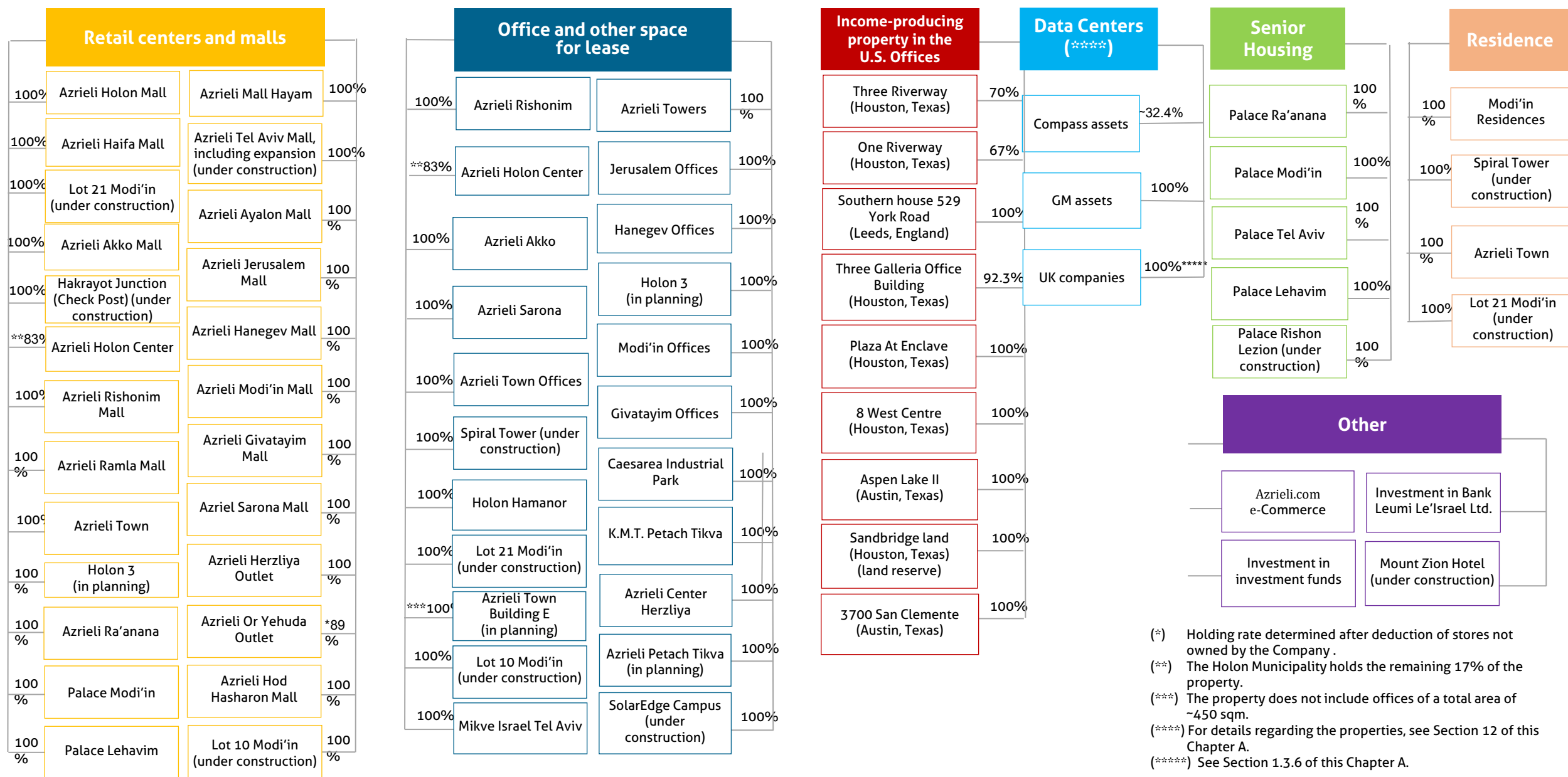
(*) Main holdings only. The chart does not include companies that are inactive as of the Report Release Date or property management companies.

(**) 0.05% of these companies is held by International Consultants (iConsult) Ltd.

(***) Indirectly, through companies and/or partnerships.

(****) Holds companies operating in the Data Centers sector in England. For details, see Section 1.3.6 of Chapter A.

1.2.2 As of the Report Release Date, the Group's asset holdings chart, in the final holdings structure, by operating segment, is as follows:



1.3 Summary of the main developments occurring in the Group's structure and business in 2022 and until the Report Release Date

1.3.1 Development pipeline

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 details regarding the developments in the Group's development pipeline during the Report Period, see Section 7.7 of this Chapter A and Section 4.1 of the Board of Directors' Report.

1.3.2 Acquisition of land located in the North Glilot site for the construction of a campus and lease thereof to SolarEdge Technologies Ltd.

On May 10, 2021, the Company entered into an agreement which is contingent on the fulfilment of conditions precedent, for the acquisition of control (directly and indirectly) of a company not affiliated with the Company, which is entitled to receive from ILA leasehold rights in land located in the North Glilot site. The transaction was closed on January 17, 2022. In addition, the Company entered into a lease agreement for the construction and lease of a campus for SolarEdge Technologies Ltd., on part of the land.

For further details, see the Company's immediate reports of May 11, 2021 (Ref.: 2021-01-082779) and of January 18, 2022 (Ref.: 2022-01-007851), included herein by way of reference.

1.3.3 Completion of the acquisition of ownership of Mall HaYam in Eilat

On October 23, 2021, the Company entered into an agreement which is contingent on the fulfilment of conditions precedent, with two third parties which are not affiliated with the Company, and with Mall HaYam Eilat (1978) Ltd. for the acquisition of all (100%) of the rights in the land on which "Mall HaYam" in Eilat is built, for consideration which reflects a total value of approx. NIS 1.31 billion (subject to adjustments). May 3, 2022 saw receipt of approval from the Competition Commissioner for the performance of said transaction. May 23, 2022 saw receipt of approval from the Israel Land Authority (ILA), which constituted one of the conditions precedent for the closing of the transaction. July 3, 2022 saw fulfillment of the remaining conditions precedent for the closing of the transaction, and the transaction was closed.

For further details, see the Company's immediate reports of October 4, 2021 (Ref.: 2021-01-150663), of May 8, 2022 (Ref.: 2022-01-054778), of May 24, 2022 (Ref.: 2022-01-063034) and of July 4, 2022 (Ref.: 2022-01-083134), included herein by way of reference.

1.3.4 Changes in the office of senior officers of the Company

For changes that occurred in the office of senior officers of the Company during the Report Period, see Section 19.3 of this Chapter A below.

1.3.5 Release of the 2022 Shelf Prospectus

On May 17, 2022, the Company released the 2022 Shelf Prospectus, which bears the date May 18, 2022, after receiving a permit to do so from the Israel Securities Authority (ISA).

1.3.6 Acquisition of companies operating in the Data Centers segment in England

On June 23, 2022, the Company, through a wholly-owned special purpose subsidiary thereof (the "**Buyer**"), entered into an agreement with an English company (the "**Seller**"; and together with the Buyer: the "**Parties**"), for the acquisition of all of the Seller's holdings in two companies (the "**Transaction**"): A company that leases, from a third party, land on which an active data center is built in East London, and another company that owns vacant land which is adjacent to the active data center, in consideration for approx. £52 million (approx. NIS 220 million, according to the representative GBP rate as of the date of the signing of the agreement) (the "**English Companies**"). December 19, 2022 saw receipt of approval from the competent regulator in England for the Transaction, and January 23, 2023 saw fulfillment of all the conditions precedent and the closing of the Transaction.

For further details, see the Company's immediate reports of June 26, 2022, December 25, 2022 and January 24, 2023 (Ref. 2022-01-078271, 2022-01-154633 and 2023-01-010848), which are included herein by way of reference.

1.3.7 Financing transactions

In July 2022, the Company issued Series D, F and H bonds of the Company³, by way of expansion of these bond series, such that approx. NIS 625,591 thousand par value of Series D bonds were allotted in consideration for approx. NIS 671 million (approx. NIS 667 million after the attribution of issue expenses), approx. NIS 1,336,503 thousand par value of Series F bonds were allotted in consideration for approx. NIS 1,460 million (approx. NIS 1,445 million after the attribution of issue expenses), and approx. NIS 926,416 million par value of Series H bonds were allotted in consideration for approx. NIS 870 million (approx. NIS 857 million after the attribution of issue expenses). For further details on the Company's bonds, see Section 21.5 of this Chapter A.

1.3.8 Engagement in an agreement for the provision of Data Center services

On March 7, 2023, GM, through a company wholly owned thereby, entered into a service agreement with TikTok Norway AS, a Norwegian company which is part of a group of companies with global operations, for the provision of data center services on a campus to be built by GM in Norway.

For further details, see the Company's immediate report of March 8, 2023 (Ref.: 2023-01-024873), which is included herein by way of reference.

1.3.9 The Covid pandemic

For further details in connection with the Covid pandemic and its impact on the Company's business, see Section 2.2 of the Board of Directors' Report and Section 6.1.1 of this Chapter A.

³ According to a shelf offering report released on July 12, 2022 (Ref.: 2022-01-059968), released by virtue of the 2022 Shelf Prospectus, included herein by way of reference.

2. The Group's main operating segments

As of the Report Date, the Company reports to the public on six operating segments⁴:

1. **Retail centers and malls in Israel segment:** In this operating segment, the Group is primarily focused on the development, acquisition, lease-out, management and maintenance of malls and retail centers in Israel. As of the Report Release Date, the Group owns 21 malls and retail centers in Israel, of a total leasable area of approx. 360 thousand sqm, which are leased to some 1,940 tenants, with most of the malls and retail centers spread throughout the large cities in Israel. In the context of this operating segment, the Company provides management services to the retail centers and malls maintained thereby, with the management being performed by the Company and/or designated management companies for each mall or retail center that is owned by the Group, and enters into management agreements with the tenants. All of the malls and retail centers include (aboveground or underground) car parks that serve the visitors and the tenants. See Section 8 of this Chapter A for additional details regarding the retail centers and malls segment.

2. **Office and other space for lease in Israel segment:** In this operating segment, the Company primarily engages in the development, acquisition, lease-out, management and maintenance of office buildings and parks for offices and high-tech industry, logistic areas and storage in Israel. As of the Report Release Date, the Group owns 16 income-producing properties in the office and other space for lease in Israel segment, with a total leasable area of approx. 632 thousand sqm, leased to around 820 tenants. Most of the Group's income-producing areas in this operating segment are in projects that integrate retail areas. See Section 9 of this Chapter A for further details regarding the office and other space for lease in Israel segment.

3. **Income-producing property in the U.S. segment:** As of the Report Release Date, the Group owns 8 leasable office properties outside of Israel, with a total leasable area of approx. 248 thousand sqm (the Company's share is approx. 241 thousand sqm), leased to some 140 tenants. See Section 10 of this Chapter A for further details with respect to the income-producing property in the U.S. segment.

4. **Senior housing segment:** The Company has four active senior homes with an above-ground built-up area of approx. 115 thousand sqm (excluding areas attributed to the LTC unit and to retail space), which comprise approx. 1,142 apartments. In addition, during the Report Period, the Company completed the construction of Phase B of the Lehavim senior home and resident move-ins began during September 2022. The Company is also building a project in Rishon LeZion for the construction of approx. 275 apartments with a total area of approx. 31 thousand sqm (excluding areas attributed to the LTC unit and to retail space). In addition, a zoning plan for additional rights, *inter alia* for senior housing in the Azrieli Jerusalem mall, was approved. See Section 11 of this Chapter A for further details regarding the senior housing segment.

⁴ In view of the closing of the transaction for the sale of Granite and in view of the closing of the transaction for the sale of the holdings in GES, Granite's operations have become discontinued operations, in accordance with GAAP, and it is presented in the Company's income statements separately from the continuing operations (see Note 7 to the Financial Statements).

5. **Data Centers segment:** The Company holds (indirectly) approx. 32.4% of Compass, a company which operates in the Data Centers segment in North America and EMEA, as well as 100% of the issued and paid-up share capital of GM, which operates in the Data Centers segment in Norway. After the Report Date, a transaction was closed for the acquisition of all of the share capital (100%) of two companies operating in the Data Centers segment in England. For further details regarding the acquisition of the two companies, see Section 1.3.6 of this Chapter A. For further details regarding the Data Centers segment, see Section 12 of this Chapter A.
-

6. **Rental housing in Israel segment:** In this operating segment, the Company is primarily engaged in the development, acquisition, lease, management and maintenance of rental housing in Israel. As of the Report Release Date, the Company has 2 income-producing projects in the rental housing segment in Modi'in and Tel Aviv, which comprise approx. 277 residential units with a gross leasable area of approx. 29 thousand sqm. The Company also has two more projects under construction. For further details regarding the rental housing segment, see Section 13 of this Chapter A.
-

7. **Other assets and operations:**

For details with respect to other assets and operations which are not included in the operating segments described above, including e-commerce operations, operations in the hospitality sector, holding of Bank Leumi shares and investments in investment funds, see Sections 14 and 16 of this Chapter A.

8. **Discontinued operations:**

Granite segment – the Group held (through Granite Hacarmel) 100% of the shares of Supergas and 100% of the shares of GES, which were sold. Further to the aforesaid, Granite and GES are presented in the Financial Statements as discontinued operations, in accordance with GAAP. For further details regarding the discontinued operations, see Section 15 of this Chapter A.

3. Investments in the Company's capital and transactions in its shares

To the best of the Company's knowledge, no investments were made in the Company's capital in the past two years and no other material transaction in the Company's shares was performed off-TASE by an interested party during the two years preceding December 31, 2022, as well as until the date of release of this report.

For details with respect to the status of interested-party holdings in the Company, see the immediate report of January 6, 2022 (Ref.: 2022-01-003709), included herein by way of reference.

4. Dividend Distribution

4.1 Details regarding dividend distributions during 2021 and 2022 (until the Report Release Date):

Resolution Date	Distribution Date	Amount of Dividend per Share (NIS)	Amount of Dividend (NIS in millions)
March 24, 2021	May 12, 2021	3.71	450 ⁵
May 25, 2021	July 6, 2021	1.24	150 ⁵
March 22, 2022	May 10, 2022	5.36	650
March 21, 2023	May 11, 2023	5.77	700

- (a) The aforesaid distributions did not require approval by the court.
- (b) The balance of the Company's distributable profits as of December 31, 2022 is approx. NIS 19.1 billion (this balance also includes real estate revaluation profits).
- (c) For further details about dividend distributions by the Company and the restriction on dividend distributions, see Notes 19B-19C to the Financial Statements.

⁵ Considering previous distributions made by the Company, and the Company's financial results, on March 24, 2021 the Company's Board examined the distribution of a NIS 600 million dividend, and reached the conclusion that such distribution meets all of the distribution tests. However, for the sake of caution and, *inter alia*, in view of the uncertainty surrounding the continued impact of the Covid pandemic, the Company's Board decided to approve a dividend distribution of NIS 450 million only. On May 25, 2021, the Company's Board decided to approve another distribution of NIS 150 million. For further details, see the Company's immediate report of May 26, 2021 (Ref.: 2021-01-090180), included herein by way of reference.

PART TWO: OTHER INFORMATION

5. Financial information regarding the Company's operating segments

Below are financial figures of the Company, as specified in the Company's financial statements (NIS in millions) for the years 2020-2022:

Y2022:

	Retail Centers and Malls in Israel	Office and Other Space for Lease in Israel	Income-Producing Property in the U.S.	Senior Housing	Data Centers	Rental Housing in Israel	Adjustments *	Consolidated
Revenues								
Total revenues from outsiders	1,106	933	231	221	227	7	(35)	2,690
Total revenues from other operating segments of the Group	-	-	-	-	-	-	-	-
Total	1,106	933	231	221	227	7	(35)	2,690
Attributed costs								
Costs not representing revenues from other operating segments of the Group	230	164	120	161	94	3	68	840
Costs representing revenues of other operating segments of the Group	-	-	-	-	-	-	-	-
Total	230	164	120	161	94	3	68	840
Income from operations attributed to operating segment (NOI in the income-producing real estate segments)	876	769	111	60	133	4	(103)	1,850
Variable costs attributed to the operating segment	214	153	67	150	68	2	34	688
Fixed costs attributed to the operating segment	16	11	53	11	26	1	34	152
Increase (decrease) in the fair value of investment property	362	1,128	(378)	195	(21)	223	(28)	1,481
Income from operations attributable to the shareholders of the parent company	876	769	109	60	133	4	(103)	1,848
Income from operations attributable to non-controlling interests	-	-	2	-	-	-	-	2
Total assets attributed to the operating segment	15,121	15,875	1,945	3,122	8,033	1,666	(2,396)	43,366

* Adjustments to the consolidated statement mainly derive from operations in the e-commerce segment – for details, see Section 16 of this Chapter A, and from adjustments to the consolidated statement of the results of a company presented in the financial statement using the equity method.

Y2021:

	Retail Centers and Malls in Israel	Office and Other Space for Lease in Israel	Income-Producing Property in the U.S.	Senior Housing	Data Centers	Rental Housing in Israel	Adjustments *	Consolidated
Revenues								
Total revenues from outsiders	866	829	231	192	82	5	5	2,210
Total revenues from other operating segments of the Group	-	-	-	-	-	-	-	-
Total	866	829	231	192	82	5	5	2,210
Attributed costs								
Costs not representing revenues from other operating segments of the Group	201	131	109	144	29	1	86	701
Costs representing revenues of other operating segments of the Group	-	-	-	-	-	-	-	-
Total	201	131	109	144	29	1	86	701
Income from operations attributed to operating segment (NOI in the income-producing real estate segments)	665	698	122	48	53	4	(81)	1,509
Variable costs attributed to the operating segment	187	122	62	134	20	1	43	569
Fixed costs attributed to the operating segment	14	9	47	10	9	-	43	132
Increase (decrease) in the fair value of investment property	542	1,564	(59)	171	475	137	(389)	2,441
Income from operations attributable to the shareholders of the parent company	665	698	119	48	53	4	(81)	1,506
Income from operations attributable to non-controlling interests	-	-	3	-	-	-	-	3
Total assets attributed to the operating segment	13,051	13,848	2,023	2,810	5,025	1,127	(442)	37,442

* Adjustments to the consolidated statement mainly derive from operations in the e-commerce segment – for details, see Section 16 of this Chapter A, and from an adjustment to the consolidated statement of the results of a company presented in the financial statement using the equity method.

Y2020:

	Retail Centers and Malls in Israel	Office and Other Space for Lease in Israel	Income- Producing Property in the U.S.	Senior Housing	Data Centers	Rental Housing in Israel	Adjustments *	Consolidate d
Revenues								
Total revenues from outsiders	607	703	251	162	34	5	36	1,798
Total revenues from other operating segments of the Group	-	-	-	-	-	-	-	-
Total	607	703	251	162	34	5	36	1,798
Attributed costs								
Costs not representing revenues from other operating segments of the Group	182	106	122	129	8	1	113	661
Costs representing revenues of other operating segments of the Group	-	-	-	-	-	-	-	-
Total	182	106	122	129	8	1	113	661
Income from operations attributed to operating segment (NOI in the income-producing real estate segments)	425	597	129	33	26	4	(77)	1,137
Variable costs attributed to the operating segment	169	99	55	120	6	1	73	523
Fixed costs attributed to the operating segment	13	7	67	9	2	-	40	138
Increase (decrease) in the fair value of investment property	(789)	54	(176)	130	131	17	(131)	(764)
Income from operations attributable to the shareholders of the parent company	425	597	126	33	26	4	(77)	1,134
Income from operations attributable to non-controlling interests	-	-	3	-	-	-	-	3
Total assets attributed to the operating segment	12,431	11,556	2,126	2,597	1,101	907	(4)	30,714

* Adjustments to the consolidated statement mainly derive from operations in the e-commerce segment – for details, see Section 16 of this Chapter A.

For the Board's explanations regarding the Company's financial figures, as appearing in its Consolidated Financial Statements, see the Board of Directors' Report.

6. General environment and the effect of external factors on the Company's business

Following are the assessments of the Company as to the major trends, events and developments in the macroeconomic environment of the Company, which to the best of its knowledge and estimates, have or are anticipated to have material effect on the business results or the developments in the Group's operating segments. For details with respect to regulatory restrictions on the Company, see Section 25 of this Chapter A.

The estimates of the Company below in this section and in this Report are based, *inter alia*, on data published by third parties and not independently examined by the Company. Every reference appearing in this section should be considered data not under the control of the Company and uncertain, and the said estimates are based, *inter alia*, on data published by the Bank of Israel, as specified below.

6.1 Operations in Israel

As a company operating in the Israeli market, with its various industries, the Company is exposed to macro-economic changes in the condition of the economy in general and in the income-producing real estate sector in particular. The central economic factors affecting the business of the Company and the Group companies in Israel are specified below.

Israel	For the Year Ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
Macroeconomic parameters			
GDP (PPP)*	\$497 billion	\$437 billion	\$386 billion
GDP per capita (PPP)*	\$44,338	\$42,472	\$39,754
Growth in GDP (PPP)*	6.5%	8.6%	(1.9%)
Growth in GDP per capita (PPP)*	4.4%	7.4%	(6.9%)
Inflation rate **	5.3%	2.8%	(0.7%)
Return on long-term domestic government debt *** (NIS)	3.59%	1.32%	0.28%
Rating of long-term government debt (international rating) ****	AA-/STABLE	AA-/STABLE	AA-/STABLE
Domestic currency to dollar exchange rate as of the last day of the year**	3.519	3.110	3.215

* Source: The International Monetary Fund website – www.imf.org - World Economic Outlook Database The figures are based on a publication of October 2022 and include a forecast in respect of the entire year of 2022 and are stated in current prices.

** Source: The Central Bureau of Statistics: www.cbs.gov.il and the Bank of Israel: www.boi.org.il.

*** Synthetic bond yield calculation, with an average duration of 10 years based on data from the *Kav Manche* software.

**** Source: S&P rating report at www.standardandpoors.com.

6.1.1 General

1. In early 2020, Covid-19 erupted in China and spread throughout the world. On March 11, 2020, the WHO declared a global pandemic, and measures were taken to slow the spread of the virus. The pandemic affected various business sectors in many countries. Accordingly, in the State of Israel, the GDP shrank in 2020 by 2.2% due to the repercussions of the measures taken by the government to curb the spread of Covid, and primarily the imposition of (full or partial) lockdowns and additional restrictions which led to a significant reduction in business activity.

From January 2021, the State of Israel began an extensive Covid vaccine campaign, and the Israeli economy appeared to be getting back to normal. However, in the period between the beginning and the end of Q3/2021, there was a renewed increase in morbidity figures in Israel and worldwide, due to the spread of the Delta variant, and the waning effect of the vaccine over time. Consequently, it was resolved to give a third Covid vaccine (booster) to people aged 12 and above, such that from the beginning of Q4/2021, morbidity figures were low. However, in the latter part of Q4/2021 and the beginning of Q1/2022, there was a renewed rise in morbidity rates due to the spread of the Omicron variant, which resulted in the fifth wave of morbidity.

The aforesaid notwithstanding, despite the outbreak of the fifth wave (which waned towards the end of February 2022), and despite the renewed rise in morbidity rates recorded during June and July 2022, the impact of the restrictions and increasing morbidity on economic activity was smaller, because the market has adapted itself to living with Covid, alongside improved vaccination rates and patient care, and there appears to be a full resumption of normal activity in the Israeli economy. Further to the aforesaid, during the Report Period until the date of release hereof, most Covid restrictions have been lifted. For details regarding the impact of the Covid pandemic on the Company's business, see Section 2.2 of Chapter B of the 2022 Periodic Report.

According to the macroeconomic forecast released by the Research Department of the Bank of Israel (in this section: the "**Forecast**"), it is estimated that in 2023 and 2024, the GDP will grow by 2.8% and 3.5% (respectively); the inflation rate in the upcoming four quarters ending Q4/2023 is expected to be 3% and 2% in 2024 (respectively); and the monetary interest rate at the end of 2023 is expected to be 4%⁶.

2. **Geopolitical situation and security situation** – The Company's business is affected by the geopolitical situation and the security situation in Israel. The Company's management estimates that significant and long-term deterioration in the security situation may cause a decline in the business in the malls and retail centers, a decline in demand and a decrease in prices in the income-producing property segment. In addition, the political instability may affect the Israeli economy as well as the Company's operations. In this context it is noted that according to an assessment presented to the Government by the Office of the Chief Economist on March 20, 2023, implementation of the proposed legal reform may lead to significant harm to the Israeli economy. At this stage, the Company is unable to estimate the impact of the political instability on its future operations.
3. **Availability and cost of credit** – Changes in financing cost and availability and the scope of available credit in the banking and non-banking system affect the real estate industry and the profitability thereof. As a result of the implementation of structural reforms implemented in the capital market (such as the Bachar Reform, the pension reform and the tax reform), the share of bank credit out of the total credit to the business sector is declining and a non-banking credit market has developed, constituting an alternative for financing assets and projects. The local capital market too, constitutes a source for the raising of funds to finance the Company's business activity, by way of issuing bonds, and presently serves as the Company's primary source of financing.

⁶ Bank of Israel – press release of January 2, 2023. The macroeconomic forecast of the Research Department. The Bank of Israel website: [Link](#).

Thanks to the financial strength of the Company, its accessibility to sources of bank financing, and the relatively low scope of pledges on properties, taking into consideration the extent of business thereof, the Company estimates that no difficulties are anticipated in raising the financing required thereby.

4. **Fluctuations in the inflation rate, the Consumer Price Index and interest rates** – The real estate industry is exposed to risks deriving from changes in the interest rates, inflation rate and in the Consumer Price Index (CPI). The Company finances most of its business operations by means of loans linked to the CPI. In addition, most of the Company's revenues from rent are also linked to the CPI. The (known) CPI increased by 5.3% in 2022, compared with a relatively moderate rise (within the inflation target of the Bank of Israel) of 2.4% in 2021. At the start of 2023, expectations for 2023 were that the rate of inflation deriving from the capital market would be 2.6%, and the forecast of the Bank of Israel's Research Department was a rate of 3%. At the end of 2022, the Bank of Israel interest rate was 3.25% and the Prime interest rate was 4.75%, 3.15% higher than the Prime interest rate at the end of 2021. As of the Report Release Date, the Prime interest rate is 5.75%. The Bank of Israel interest rate at the end of 2022 was 3.25%, 3.15% higher than the Bank of Israel interest rate at the end of 2021⁷. As of the Report Release Date, the Bank of Israel interest rate is 4.25%⁸.
5. **Fluctuations in the U.S. dollar and Norwegian Krone exchange rate** – The Company has real properties in the U.S. in the income-producing property in the U.S. segment, which constitute approx. 4% of the Group's total real properties. Some of these properties are financed by loans linked to the U.S. Dollar. The change in the exchange rate of the U.S. Dollar impacts the difference between the real properties' value and the loans in respect thereof. In 2022, the Dollar rose against the Shekel, from an exchange rate of NIS 3.11 to the Dollar at the end of 2021 to an exchange rate of NIS 3.52 to the Dollar at the end of 2022. The Company also has an investment in Compass, whose functional currency is the U.S. dollar.

In addition, with the closing of the Company's acquisition of GM in August 2021, it gained income-producing properties in Norway, which constitute approx. 8% of the Group's total real properties. In the Report Period, a long-term loan was taken⁹ in Norwegian Krone to finance GM's operations. For details, see Note 17B(7) to the financial statements. Further to the aforesaid, changes in the Norwegian Krone exchange rate affect the Group's financial statements. Since the end of 2021, the Norwegian Krone has risen against the Shekel by some 1.3%, to NIS 0.357/NOK 1 at the end of 2022.

6.1.2 Effects on the income-producing real estate segments in Israel

1. **The income-producing real estate sector in Israel** – For a description of the trends related to the income-producing real estate sector in Israel, in relation to each of the Company's operating segments, see Sections 8.1, 9.1, 11.1 and 13.1 of this Chapter A. For details with respect to the effects of the Covid pandemic on the Company's operating segments, see Section 2.2 of the Board of Directors' Report.
2. **Rate of growth and increase in private consumption in Israel** - In real terms, as the Bank of Israel and the International Monetary Fund predicted, the Israeli economy continued to grow in 2021-2022, after the setback experienced in 2020 due to the impact of the measures taken by the government in order to curb the spread of Covid, and mainly the imposition of (full or partial) lockdowns and additional restrictions that led to a significant reduction in business activity. In 2022, the economy continued to grow further to 2021, and the GDP grew by 5.3% in 2022, compared with growth of 7.2% in 2021. The rate of unemployment in 2022 was an annual average of 3.2% and the employment rate was 8.6%. In 2023 and 2024, the unemployment rate is expected to be 4%. In 2022, private consumption expenditure increased by 7% (nominal), following an increase of 11.1% in 2021. According to the Bank of Israel's forecasts¹⁰, the GDP in Israel will experience annual growth in 2023-2024 of 2.8%-3.5%, respectively, and private consumption in these years will grow by 4% and 4.5%, respectively. The slowdown predicted in the growth rate derives

⁷ Bank of Israel – press release of November 21, 2022, the Monetary Committee decided, on November 21, 2022, to increase the interest rate by 0.5 percentage points to 3.25%. The Bank of Israel website: [Link](#).

⁸ Bank of Israel – press release of February 20, 2023, the Monetary Committee decided, on February 20, 2023, to increase the interest rate by 0.5 percentage points to 4.25%. The Bank of Israel website: [Link](#).

⁹ The Report Date, the loan is presented as short-term credit. See Note 17B(6) to the financial statements.

¹⁰ Bank of Israel - the macroeconomic forecast, January 2023, released on January 2, 2023. Bank of Israel website: [Link](#).

from the forecast of mitigated growth in global trade (and therefore Israeli export) as well as the rise in the real interest rate in Israel within the forecast range. Conversely, the forecast assumes a tight labor market, a higher employment rate in the main working age population than the rate of employment immediately prior to the Covid pandemic, and an unemployment rate slightly higher than its rate in such period.

6.2 Operations in the U.S.

U.S.	For the Year Ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
Macroeconomic parameters			
GDP (PPP) ⁽¹⁾ (U.S. \$ in billions)	25,035	20,940	20,807
GDP per capita (PPP) ⁽¹⁾ (U.S. \$)	75,180	69,375	63,051
Growth in GDP (PPP) ⁽¹⁾	8.87%	9.79%	(2.92%)
Growth in GDP per capita (PPP) ⁽¹⁾	8.6%	9.50%	(3.37%)
Inflation rate ⁽²⁾	6.5%	7.0%	1.4%
Return on long-term domestic government debt ⁽³⁾	3.88	1.52	0.93%
Rating of long-term government debt ⁽⁴⁾	AA+/Stable	AA+	AA+/Stable
NIS to U.S.\$ exchange rate ⁽⁵⁾	3.519	3.11	3.215

(1) Product data are based on a publication by the International Monetary Fund in October 2022 (www.imf.org).

(2) According to publications by the U.S. Department of Labor.

(3) According to the U.S. Department of Treasury with respect to bonds for a 10-year period commencing on December 31, 2022.

(4) According to the rating by S&P (www.standardandpoors.com).

(5) According to Bank of Israel data.

The Company's business in the U.S. is primarily affected by the economic situation in the U.S. market in general, and in the income-producing commercial real estate sector in particular, the demand and supply in the regions in which the Company's properties are located and the rent prices therein. During 2022, interest rate rises, the work-from-home culture and the slowdown in the technological sector led many companies to weigh their real estate needs, and hence, the office market in the U.S. was characterized by a decline in occupancy rates, in rent and increased cap rates. For details regarding the Houston Texas area, which is, as of the Report Date, the location of most of the Company's operations in the income-producing property in the U.S. segment, see Section 10 of this Chapter A.

The above information in Sections 6.1 and 6.2 concerning the general environment and the external factors that affect the Company's business includes information based on subjective assessments and estimates by the Company, which constitute forward-looking information, as defined in the Securities Law. The Company's assessments are in consideration of past experience, as well as publications and surveys written by professionals in connection with the state of the Israeli economy, the real estate sector and the state of the economy in countries where the Company operates, as specified in the aforementioned sections, which have not been independently checked by the Company. The above data are merely estimates and accordingly may be incomplete, and therefore should be treated with caution, although in the Company's estimation, they are capable of providing a general picture, even if not an accurate one, of the markets in which it operates in the various operating segments. In view of the foregoing, and due to the fact that the factors concerned are not within the Company's control, actual results may differ from the aforesaid assessments if a change occurs in any of the factors taken into account in such assessments, the geopolitical and/or economic and/or security situation is adversely changed or due to the materialization of any of the risk factors specified in Section 30 of this Chapter A, and mainly a global financial crisis, the condition of the economy in Israel and in the U.S. and the security situation in Israel, changes in relevant indices and interest rates, a decline in the demand for leasable space and in rent prices, a downturn in the soundness of key tenants and an increase in the costs of debt raising and the impact of the Covid pandemic on the economies in Israel and worldwide.

PART THREE: DESCRIPTION OF THE GROUP'S INVESTMENT PROPERTY BUSINESS – AGGREGATE

7. Aggregate disclosure with respect to the investment property activity¹¹

The disclosure with respect to the Company's investment property operations is made in accordance with the draft amendment to the Securities Regulations (Details of the Prospectus and the Draft Prospectus – Structure and Form) (Amendment), 5764-2013, as released by the ISA in December 2013 (the "**Prospectus Details Regulations**" and the "**Disclosure Provision**", as applicable), which has been adopted by the Company although the said amendment has yet to take effect.

7.1 General

The Group began its activity in the investment property segment in 1983. Since then and as of the Report Release Date, the Company is engaged in the development, acquisition, lease-out, management and maintenance of malls and retail centers in Israel as well as office and high-tech parks, office and industry, light industry and storage buildings and rental housing in Israel. Since 2001 the Group has also been operating overseas (in particular in the U.S.), mostly in the leasable office space segment, and since 2014 the Group has also been developing its senior housing segment. In July 2019, the Company began operating in the Data Centers segment through investment in and/or acquisition of companies that operate in the segment.

As a development company, the Company examines, from time to time, growth and increase goals for the expansion of its scope of operations, and explores opportunities to purchase income-producing properties and lands for real estate development in Israel and overseas in its core segments (retail and office spaces) and in segments the Company is expanding such as senior housing, data centers, rental housing, as well as tangential segments such as hospitality and more. Underlying the Company's policy is the basic assumption whereby the property's location is the most important factor for its success. Accordingly, upon examination of the location of a potential property, the Company ascribes significant weight to the population growth potential in the examined area and the urban development anticipated therein, based, *inter alia*, on urban research, segmentation of the population, competition in the area and the unique or typical commercial needs of such area.

The Group's strategy and business in the investment real estate segments is implemented both by the development of new properties and by the acquisition, upgrade and potential maximization of existing income-producing properties. In the Report Period, the margins between the rates of capitalization on the properties and the financing costs decreased but still remained high relative to previous periods, a trend which the Company estimates allows it to develop and purchase income-producing properties also at development yields or cap rates for purchase that are lower compared to rates in previous periods.

The Group, by itself (through companies wholly-controlled thereby), manages and operates the properties in Israel, their construction and betterment while using the know-how and experience accrued by the Group, in order to give added value to its properties, tenants and the public visiting the properties.

The Company's properties in the retail centers and malls segment are located in the center of residential neighborhoods and at entrances to urban areas, insofar as possible, on main traffic arteries. Due to the location of the properties, their accessibility, spacious car parks, tenant mix and variety of activities therein, they attract a large and diverse target audience. Some of the retail centers include office space for lease designated to provide a supplementary response for the target audience's needs, according to the nature of the retail center and its location.

The Company's properties in the office and other space for lease in Israel segment, including the properties under construction, are located primarily in the central region (where there is an active demand for office buildings of various types) in proximity to central transport arteries and are characterized by a high standard of finishing and management, relatively large floor and office areas, and include designated parking.

The Company's properties in the rental housing in Israel segment, including the projects under planning and construction, are located in central Israel, close to major commercial and retail districts, and are characterized by

¹¹ Disclosure is made on a consolidated basis for the Group's retail centers and malls in Israel segment, the office and other space for lease in Israel segment, the income-producing property in the U.S. segment, the senior housing segment, the Data Centers segment and the rental housing in Israel segment.

the provision of holistic services to tenants, a high finishing standard, including, *inter alia*, parking, air conditioning, electrical appliances, light fixtures, etc.

According to its policy for the maximization of its profits and in order to improve the experience of the users of the Group's properties, the Company acts, as necessary, to upgrade its existing properties, while using the existing and potential retail or office and other space or residential areas, improving the tenant mix and adjusting the same to the target audience, renovating the properties, renewing the systems therein and implementing technological and/or digital improvements.

As previously reported by the Company, the Company examines, from time to time, the expansion of its operations, including entry into close real estate segments. Thus, in 2014, the Company began developing the senior housing business, upon the purchase of senior housing land in the city of Modi'in. As of the Report Release Date, the Company has four active senior homes: Palace Tel Aviv, which was acquired in 2015, Palace Ra'anana (formerly Ahuzat Bayit Ra'anana), the acquisition of which was closed in Q2/2016, a senior home in Modi'in, the construction of which was completed in 2018 and where resident move-ins began in October of the same year, and Palace Lehavim, Phase A of which is nearing full occupancy and the construction of Phase B of which has been completed and resident move-ins began during September 2022. Another project of the Company, in the city of Rishon LeZion, is under construction. Furthermore, in February 2020, the Company acquired the Mount Zion Hotel in Jerusalem¹².

Since 2007, the Company has operated in the field of development, acquisition, lease, management and maintenance of projects designated for rental housing in Israel. Upon completion of the projects in the said segment, the Company leases the properties on a long-term basis and engages in the operation of the properties and in provision of services to tenants. As of the Report Release Date, the Company has 4 projects: Azrieli Modi'in Residences, whose construction was completed in 2009, Azrieli Town Tel Aviv Residences, occupancy of which began in July 2022, land in Modi'in (Lot 21), which is designated, *inter alia*, for rental housing. In addition, as of the Report Date, the Company is working on the construction of the Spiral Tower project, and is also in the preliminary stages of planning a rental apartment building to be built in a property, the majority of which is currently leased to the Abraham Hostel.

In addition, in 2019 the Company entered the Data Centers segment through its investment in Compass. During 2021, the Company completed the acquisition of GM, and from the Company's financial statement for Q3/2021, the Data Centers segment began to be described as a business segment. After the Report Date, in January 2023, the transaction for the acquisition of the two English Companies was closed. Significant parameters in the location of data centers are the ability to supply large quantities of power from environmentally-friendly sources, preference for cold regions with low electricity costs and proximity to communication networks. Furthermore, physical location relative to the location of customers is relevant in view of the importance of latency and a requirement of cloud companies for redundancy between data centers and the required distances between centers. In addition, data centers close to airports, universities and auxiliary services have an advantage.

Set forth below are aggregate figures regarding investment property owned by the Group. The figures will be presented jointly with regard to properties from the six operating segments of investment property owned by the Group, namely: the retail centers and malls in Israel segment, the office and other space for lease in Israel segment, the income-producing property overseas segment, the senior housing in Israel segment, the Data Centers segment and the rental housing in Israel segment. For further details regarding the operating segments and regarding material properties, see Sections 8, 9, 10, 11, 12 and 13 of this Chapter A.

For details with respect to land reserves, see Section 7.8 of this Chapter A.

The Company's estimations in this Section 7.1 are forward-looking information, as defined in the Securities Law, which is based on the Company's subjective assessments as of the Report Date, and whose materialization, in whole or in part, is uncertain, or which may materialize in a materially different manner, inter alia due to factors that are beyond its control, including changes in market conditions, construction input prices and the duration required for execution.

¹² In accordance with GAAP, the Mount Zion Hotel will be classified in the Company's Financial Statements as a fixed asset, rather than as investment property.

7.2 Summary of the results in the investment property segments*

7.2.1 Summary of the aggregate results of the Group's six investment property segments

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)***	2,725	2,205	1,762
Profit (loss) from revaluations (consolidated)***	1,509	2,821	(633)
Business profits (consolidated)** ***	3,462	4,411	581
Same property NOI (consolidated)	1,808	1,565	-
Same property NOI (corporation's share)	1,806	1,562	-
Total NOI (consolidated)** ***	1,953	1,590	1,214
Total NOI (corporation's share)** ***	1,951	1,587	1,211

* For details with respect to additional financial indicators which were examined by the Company, see Sections 2.7 to 2.8 of the Board of Directors' Report.

** The figures include the NOI of Palace Tel Aviv Medical, Palace Modi'in and Palace Lehavim and Palace Ra'anana LTC Units according to the management's position, which deems them part of the NOI of the senior homes although they are not investment properties (and therefore, the tables of the investment property chapter below shall not include information in respect thereof) and due to non-materiality in their separate presentation.

*** In addition, the figures include the revenues, profit and NOI from an investment in a company accounted for using the equity method, which is engaged in the data centers business.

7.2.2 Summary of the results of the retail centers and malls in Israel segment

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	1,106	866	607
Profit (loss) from revaluations (consolidated)	362	542	(789)
Business profits (losses) (consolidated)	1,238	1,207	(364)
Same property NOI (consolidated)	828	665	-
Same property NOI (corporation's share)	828	665	-
Total NOI (consolidated)	876	665	425
Total NOI (corporation's share)	876	665	425

7.2.3 Summary of the results of the office and other space for lease in Israel segment

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	933	829	703
Profit from revaluations (consolidated)	1,128	1,564	54
Business profits (consolidated)	1,897	2,262	651
Same property NOI (consolidated)	760	694	-
Same property NOI (corporation's share)	760	694	-
Total NOI (consolidated)	769	698	597
Total NOI (corporation's share)	769	698	597

7.2.4 Summary of the results of the income-producing property in the U.S. segment

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	231	231	251
Losses from revaluations (consolidated)	(378)	(59)	(176)
Business profits (consolidated)	(267)	63	(47)
Same property NOI (consolidated)	111	122	-
Same property NOI (corporation's share)	109	119	-
Total NOI (consolidated)	111	122	129
Total NOI (corporation's share)	109	119	126

7.2.5 Summary of the results of the senior housing segment

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	221	192	162
Profit from revaluations (consolidated)	195	171	130
Business profits (consolidated)	255	219	163
Same property NOI (consolidated)	60	48	-
Same property NOI (corporation's share)	60	48	-
Total NOI (consolidated)	60	48	33
Total NOI (corporation's share)	60	48	33

7.2.6 Summary of the results of the Data Centers segment*

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	227	82	34
Profits (losses) from revaluations (consolidated)	(21)	466	131
Business profits (consolidated)	112	519	157
Same property NOI (consolidated)	45	32	-
Same property NOI (corporation's share)	45	32	-
Total NOI (consolidated)	133	53	26
Total NOI (corporation's share)	133	53	26

* In addition, the figures include revenues, profits and NOI from the investment in a company accounted for using the equity method which engages in the Data Centers segment.

7.2.7 Summary of the results of the rental housing in Israel segment

	For the year ended		
	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020
	NIS in millions		
Total business revenues (consolidated)	7	5	5
Profit from revaluations (consolidated)	223	137	17
Business profits (consolidated)	227	141	21
Same property NOI (consolidated)	4	4	-
Same property NOI (corporation's share)	4	4	-
Total NOI (consolidated)	4	4	4
Total NOI (corporation's share)	4	4	4

7.3 The geographic regions in which the Company operates in the investment property segments

As of the Report Date, the Company operates in two main geographic regions, Israel and the U.S.¹³. Most of the Company's business is in Israel, where the Company operates throughout the country, including North, Center, South and other urban areas, without preference to specific areas and without investing special managerial inputs in specific areas. The Company estimates that the State of Israel constitutes one geographical region in terms of the risks and yields of the income-producing property business. In the U.S. the Company operates, as of the Report Date, mainly in the cities of Houston and Austin in Texas.

For details regarding the macroeconomic parameters affecting the business in Israel and the U.S., see Section 6 of this Chapter A.

¹³ As of the Report Date, the Group's activity in the Data Centers segment is carried out through GM, Compass and the English Companies in several territories (the U.S., Canada, Norway, England, etc.). In view of the fact that the Data Centers industry is global, and since the Company is seeking to focus its activity in this industry vis-à-vis Wholesale and Hyperscale customers, which are large consumers with a global presence (such as large cloud service providers), the Company takes a global view of the segment's performance. For further details on the Company's goals and strategy in the Data Centers segment, see Section 28 of this Chapter A.

7.4 Breakdown of the investment property business

Set forth below are details of the Company's investment property business, in six segments: Retail centers and malls in Israel, office and other space for lease in Israel, senior homes, income-producing property in the U.S., Data Centers and rental housing in Israel, on a consolidated basis, broken down by the various uses of the space of each segment¹⁴. Commercial use in Israel in the tables below is attributed to the retail centers and malls in Israel operating segment, while the office and industrial uses are attributed in Israel to the office and other space for lease in Israel operating segment (and do not constitute operating segments in and of themselves). Furthermore, from Q3/2016, the Company began describing its operations in the senior housing segment in its financial statements as a separate business segment. From this Report, the Company began describing its operations in the rental housing in Israel segment as a separate business segment. This was done in view of the establishment and expansion of the operations and investment in projects under development in the senior housing and rental housing segments, which segments are presented as separate columns in the tables below. Similarly, from Q3/2021, the Group's operations in the Data Centers segment began to be described in the Company's Financial Statements as a separate business segment, in view of the closing of the transaction for the acquisition of GM, and therefore the segment is included as a separate column in the tables below. It is noted in this context that the senior homes in Modi'in, Ra'anana and Lehavim have retail centers that are attributed to the retail centers and malls in Israel segment. The figures of the income-producing property in the U.S. segment all appear under the U.S. region, while the amounts with respect to this region are translated into NIS according to the conversion rate of U.S. \$1= NIS 3.519.

The following breakdown of uses is in the format in which the information is presented to the Group's management. As a rule, in properties whose main use is retail, the car park was attached to such use, in properties whose main use is offices the car park was attached to such use. With respect to the Tel Aviv Azrieli Center, for purposes of the Report, the car park areas are divided equally between the retail and office uses, due to its similar contribution to both uses. With respect to the Herzliya Business Park, for purposes of the Report, the car park areas are divided into 25% for retail and 75% for offices. With respect to Rishonim, the car park areas are divided into 40% for retail and 60% for offices according to the Company's estimation, in connection with the use made thereof.

In the Report, the following terms shall hereinafter bear the meaning set forth beside them:

"Space"/ "Area" – the space/area for which rent is paid, with the addition of unleased areas (excluding areas sold or acquired after the Report Date, if any). With respect to senior housing, the area refers to all of the built area of the home, in view of the fact that in senior homes operated by the Company public areas take up a relatively large percentage of the total area of the home and public areas are also intended to serve the residents. In the Data Centers segment, the total area includes the areas ready for lease ("**White Areas**") of the operating segment.

"Revenues" – all payments made by the tenant, including rent, management fees, profit from electricity, parking fees and other payments, if any.

¹⁴ The details on the investment property activity for 2021 include the Kiryat Ata mall and office building, the sale of which was closed on June 30, 2021.

**1. Breakdown of area of income-producing property (aggregate) by regions and uses, as of December 31, 2022
(in sqm)**

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing*	Car Parks	Data Centers	Total	% of total area of properties
Israel	Consolidated	608,345	23,371	360,102	28,882	114,712	737,024	-	1,872,436	80%
	Corporation's share	608,345	23,371	360,102	28,882	114,712	737,024	-	1,872,436	80%
U.S.	Consolidated	248,463	-	-	-	-	195,010	-	443,473	19%
	Corporation's share	240,826	-	-	-	-	192,871	-	433,697	19%
DC	Consolidated	-	-	-	-	-	-	30,077	30,077	1%
	Corporation's share	-	-	-	-	-	-	30,077	30,077	1%
Total	Consolidated	856,808	23,371	360,102	28,882	114,712	932,034	30,077	2,345,986	100%
	Corporation's share	849,171	23,371	360,102	28,882	114,712	929,895	30,077	2,336,210	100%
% of total area of properties	Consolidated	37%	1%	15%	1%	5%	40%	1%	100%	
	Corporation's share	37%	1%	15%	1%	5%	40%	1%	100%	

* 1,142 apartments – adjoining apartments are treated as one unit.

**2. Breakdown of area of income-producing property (aggregate) by regions and uses, as of December 31, 2021
(in sqm)**

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing*	Car Parks	Data Centers	Total	% of total area of properties
Israel	Consolidated	613,171	22,521	343,304	8,698	105,212	742,405	-	1,835,311	80%
	Corporation's share	613,171	22,521	343,304	8,698	105,212	742,405	-	1,835,311	80%
U.S.	Consolidated	248,463	-	-	-	-	195,010	-	443,473	19%
	Corporation's share	240,826	-	-	-	-	192,871	-	433,697	19%
DC	Consolidated	-	-	-	-	-	-	23,721	23,721	1%
	Corporation's share	-	-	-	-	-	-	23,721	23,721	1%
Total	Consolidated	861,634	22,521	343,304	8,698	105,212	937,415	23,721	2,302,505	100%
	Corporation's share	853,997	22,521	343,304	8,698	105,212	935,276	23,721	2,292,729	100%
% of total area of properties	Consolidated	37%	1%	15%	-	5%	41%	1%	100%	
	Corporation's share	37%	1%	15%	-	5%	41%	1%	100%	

* 1,033 apartments – adjoining apartments are treated as one unit.

3. Breakdown of fair value of income-producing property (aggregate) by regions and uses, as of December 31, 2022¹⁵

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total value of properties
Israel (NIS in millions)	Consolidated	13,362	135	14,475	1,111	2,726	-	31,809	86%
	Corporation's share	13,362	135	14,475	1,111	2,726	-	31,809	86%
U.S. (USD in millions)	Consolidated	548	-	-	-	-	-	548	5%
	Corporation's share	534	-	-	-	-	-	534	5%
DC (NIS in millions)	Consolidated	-	-	-	-	-	3,127	3,127	9%
	Corporation's share	-	-	-	-	-	3,127	3,127	9%
Total (NIS in millions)	Consolidated	15,289	135	14,475	1,111	2,726	3,127	36,863	100%
	Corporation's share	15,240	135	14,475	1,111	2,726	3,127	36,814	100%
% of total value of properties	Consolidated	41%	-	39%	3%	8%	9%	100%	
	Corporation's share	41%	-	39%	3%	8%	9%	100%	

* Gross value, without setoff of the balance of deposits from residents. The value net of the balance of resident deposits is approx. NIS 1,365 million.

4. Breakdown of fair value of income-producing property (aggregate) by regions and uses, as of December 31, 2021¹⁶

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total value of properties
Israel (NIS in millions)	Consolidated	12,423	124	12,486	192	2,359	-	27,584	87%
	Corporation's share	12,423	124	12,486	192	2,359	-	27,584	87%
U.S. (USD in millions)	Consolidated	645	-	-	-	-	-	645	6%
	Corporation's share	630	-	-	-	-	-	630	6%
DC (NIS in millions)	Consolidated	-	-	-	-	-	2,110	2,110	7%
	Corporation's share	-	-	-	-	-	2,110	2,110	7%
Total (NIS in millions)	Consolidated	14,430	124	12,486	192	2,359	2,110	31,701	100%
	Corporation's share	14,382	124	12,486	192	2,359	2,110	31,653	100%
% of total value of properties	Consolidated	46%	-	39%	1%	7%	7%	100%	
	Corporation's share	45%	-	39%	1%	8%	7%	100%	

* Gross value, without setoff of the balance of deposits from residents. The value net of the balance of resident deposits is approx. NIS 1,442 million.

¹⁵ The fair value of the Group's income-producing properties in Israel is according to valuations received by the Group which were prepared by a certified land appraiser with no dependence on the Company or the Group companies as of December 31, 2022. With respect to the overseas properties, the valuations were prepared by certified land appraisers who, in accordance with the ISA's directive, are defined as dependent in view of the indemnification given to them (excluding a non-material property in the amount of approx. NIS 32 million whose value was updated by the Company).

¹⁶ The fair value of the Group's income-producing properties in Israel is according to valuations received by the Group which were prepared by a certified land appraiser with no dependence on the Company or the Group companies as of December 31, 2021. With respect to the overseas properties, the valuations were prepared by certified land appraisers who, in accordance with the ISA's directive, are defined as dependent in view of the indemnification given to them (excluding a non-material property in the amount of approx. NIS 34 million whose value was updated by the Company).

5. Breakdown of NOI of income-producing property (aggregate) by regions and uses, for the year ended December 31, 2022

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total NOI of properties
Israel (NIS in millions)	Consolidated	761	8	876	4	60	-	1,709	87%
	Corporation's share	761	8	876	4	60	-	1,709	87%
U.S. (USD in millions)	Consolidated	33	-	-	-	-	-	33	6%
	Corporation's share	32	-	-	-	-	-	32	6%
DC (NIS in millions)	Consolidated	-	-	-	-	-	133	133	7%
	Corporation's share	-	-	-	-	-	133	133	7%
Total (NIS in millions)	Consolidated	872	8	876	4	60	133	1,953	100%
	Corporation's share	870	8	876	4	60	133	1,951	100%
% of total NOI of properties	Consolidated	45%	-	45%	-	3%	7%	100%	
	Corporation's share	45%	-	45%	-	3%	7%	100%	

* The figure includes the NOI of the Medical Department of Palace Tel Aviv, Palace Modi'in and Palace Lehavim and the LTC units of Palace Ra'anana as noted above.

6. Breakdown of NOI of income-producing property (aggregate) by regions and uses, for the year ended December 31, 2021

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total NOI of properties
Israel (NIS in millions)	Consolidated	690	7	665	4	48	-	1,414	89%
	Corporation's share	690	7	665	4	48	-	1,414	89%
U.S. (USD in millions)	Consolidated	38	-	-	-	-	-	38	8%
	Corporation's share	37	-	-	-	-	-	37	8%
DC (NIS in millions)	Consolidated	-	-	-	-	-	53	53	3%
	Corporation's share	-	-	-	-	-	53	53	3%
Total (NIS in millions)	Consolidated	813	7	665	4	48	53	1,590	100%
	Corporation's share	810	7	665	4	48	53	1,587	100%
% of total NOI of properties	Consolidated	51%	-	42%	-	3%	4%	100%	
	Corporation's share	51%	-	42%	-	3%	4%	100%	

* The figure includes the NOI of the Medical Department of Palace Tel Aviv and Palace Modi'in and the LTC units of Palace Ra'anana as noted above.

7. Breakdown of NOI of income-producing property (aggregate) by regions and uses, for the year ended December 31, 2020

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total value of properties
Israel (NIS in millions)	Consolidated	590	7	425	4	33	-	1,059	87%
	Corporation's share	590	7	425	4	33	-	1,059	87%
U.S. (USD in millions)	Consolidated	38	-	-	-	-	-	38	11%
	Corporation's share	37	-	-	-	-	-	37	11%
DC (NIS in millions)	Consolidated	-	-	-	-	-	26	26	2%
	Corporation's share	-	-	-	-	-	26	26	2%
Total (NIS in millions)	Consolidated	719	7	425	4	33	26	1,214	100%
	Corporation's share	716	7	425	4	33	26	1,211	100%
% of total NOI of properties	Consolidated	59%	1%	35%	-	3%	2%	100%	
	Corporation's share	59%	1%	35%	-	3%	2%	100%	

* The figure includes the NOI of the Medical Department of Palace Tel Aviv and Palace Modi'in and the LTC units of Palace Ra'anana as noted above.

8. Breakdown of property revaluation profits (losses) (aggregate) by regions and uses, for the year ended December 31, 2022

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total revaluation profits
Israel (NIS in millions)	Consolidated	1,121	7	362	223	195	-	1,908	126%
	Corporation's share	1,121	7	362	223	195	-	1,908	126%
U.S. (USD in millions)	Consolidated	(108)	-	-	-	-	-	(108)	(25%)
	Corporation's share	(106)	-	-	-	-	-	(106)	(25%)
DC (NIS in millions)	Consolidated	-	-	-	-	-	(21)	(21)	(1%)
	Corporation's share	-	-	-	-	-	(21)	(21)	(1%)
Total (NIS in millions)	Consolidated	743	7	362	223	195	(21)	1,509	100%
	Corporation's share	747	7	362	223	195	(21)	1,513	100%
% of total revaluation profits	Consolidated	49%	-	24%	15%	13%	(1%)	100%	
	Corporation's share	49%	-	24%	15%	13%	(1%)	100%	

9. Breakdown of property revaluation profits (losses) (aggregate) by regions and uses, for the year ended December 31, 2021

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total value of properties
Israel (NIS in millions)	Consolidated	1,544	20	542	137	171	-	2,414	85%
	Corporation's share	1,544	20	542	137	171	-	2,414	85%
U.S. (USD in millions)	Consolidated	(19)	-	-	-	-	-	(19)	(2%)
	Corporation's share	(18)	-	-	-	-	-	(18)	(2%)
DC (NIS in millions)	Consolidated	-	-	-	-	-	466	466	17%
	Corporation's share	-	-	-	-	-	466	466	17%
Total (NIS in millions)	Consolidated	1,485	20	542	137	171	466	2,821	100%
	Corporation's share	1,487	20	542	137	171	466	2,823	100%
% of total revaluation profits	Consolidated	53%	1%	19%	5%	6%	16%	100%	
	Corporation's share	53%	1%	19%	5%	6%	16%	100%	

10. Breakdown of property revaluation profits (losses) (aggregate) by regions and uses, for the year ended December 31, 2020

Regions	Uses	Offices	Industry	Retail	Residence	Senior Housing *	Data Centers	Total	% of total value of properties
Israel (NIS in millions)	Consolidated	55	(1)	(789)	17	130	-	(588)	93%
	Corporation's share	55	(1)	(789)	17	130	-	(588)	94%
U.S. (USD in millions)	Consolidated	(55)	-	-	-	-	-	(55)	27%
	Corporation's share	(53)	-	-	-	-	-	(53)	26%
DC (NIS in millions)	Consolidated	-	-	-	-	-	131	131	(20%)
	Corporation's share	-	-	-	-	-	131	131	(20%)
Total (NIS in millions)	Consolidated	(121)	(1)	(789)	17	130	131	(633)	100%
	Corporation's share	(114)	(1)	(789)	17	130	131	(626)	100%
% of total revaluation profits	Consolidated	19%	-	125%	(3%)	(21%)	(20%)	100%	
	Corporation's share	18%	-	126%	(3%)	(21%)	(20%)	100%	

11. Specification of actual average monthly rent per sqm by regions and uses

Uses	Offices		Industry		Retail		Residence		Data Centers	
For the year ended										
	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021
In NIS	101	92	30	29	221	200	78	46	707	667
Maximum (*)	139	118	-	-	547	310	119	-	3,363	2,524
Minimum (*)	49	48	-	-	73	70	49	-	170	187
U.S. (in USD)	19	18	-	-	-	-	-	-	-	-

The maximum represents the average rent per sqm in the property for which the rent average is highest, whereas the minimum represents the average rent per sqm in the property for which the rent average is lowest. The average was calculated according to the areas suitable for use only. The table does not include figures with respect to senior housing, in respect of which the average payment by residents for an apartment was NIS 12,538 per month in 2022 (NIS 11,375 per month in 2021) (including revenues from the forfeiture of deposits and the payment of monthly maintenance fees).

* The broad range of rent in all uses derives, *inter alia*, from the diversity in the nature of the leased property, in the type of the leased unit in the property even in the same building, and in other parameters that are not expressed in this table.

12. Specification of average occupancy rates by regions and uses*

Uses	Offices			Industry			Retail			Senior Housing			Residence			Data Center		
Percentage (%)																		
	As of Dec. 31, 2022	For Y2022	For Y2021	As of Dec. 31, 2022	For Y2022	For Y2021	As of Dec. 31, 2022	For Y2022	For Y2021	As of Dec. 31, 2022	For Y2022	For Y2021	As of Dec. 31, 2022	For Y2022	For Y2021	As of Dec. 31, 2022	For Y2022	For Y2021
Israel	98% ⁽¹⁾	98% ⁽¹⁾	⁽²⁾ 98%	100%	100%	100%	⁽³⁾ 99%	⁽³⁾ 99%	⁽⁴⁾ 98%	⁽⁵⁾ 98%	⁽⁵⁾ 97%	⁽⁶⁾ 95%	⁽⁷⁾ 100%	100%	100%	-	-	-
U.S.	68%	71%	75%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	95%	95%	⁽⁸⁾ 98%

* The average occupancy rate was calculated based on the lease agreements' data for the beginning of the period and for the end of each period.

- (1) In 2022, excluding the offices at HaManor St. in Holon and the offices in Akko, which are at tenant move-in stages. The occupancy rate in the office space for lease segment, including the aforesaid, is approx. 96% as of December 31, 2022 and 97% for 2022.
- (2) In 2021, excluding the offices at HaManor St. in Holon and the offices in Akko, which are at tenant move-in stages. The occupancy rate in the office space for lease segment including the aforesaid is approx. 97% as of December 31, 2021, and 96% for 2021.
- (3) In 2022, excluding the retail at Sarona and the retail at Town which are at tenant move-in stages. The occupancy rate in the retail space for lease segment including the aforesaid is approx. 98% as of December 31, 2022, and approx. 98% for 2022.
- (4) In 2021, excluding the retail at Sarona which is at tenant move-in stages. The occupancy rate in the retail space for lease segment including the aforesaid is approx. 98% as of December 31, 2021, and approx. 97% for 2021.
- (5) In 2022, excluding Palace Lehavim which is at resident move-in stages. The occupancy rate in the senior housing segment including Palace Lehavim is approx. 91% as of December 31, 2022, and approx. 85% for 2022.
- (6) In 2021, excluding Palace Lehavim which is at resident move-in stages. The occupancy rate in the senior housing segment including Palace Lehavim is approx. 87% as of December 31, 2021, and approx. 79% for 2021.
- (7) In 2022, excluding Town Residences which is at resident move-in stages. The occupancy rate in the senior housing segment including Town Residences is approx. 52% as of December 31, 2022, and approx. 60% for 2022.
- (8) In 2021, including a weighted calculation of GM, the date of the closing of the transaction for whose acquisition was August 24, 2021.

13. Number of income-producing buildings, by regions and uses*

Uses	Offices		Industry		Retail		Senior Housing		Residence		Data Centers	
For the year ended												
	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021
Israel	15	15	1	1	21	19	4	4	2	1	-	-
U.S.	8	8	-	-	-	-	-	-	-	-	-	-
DC	-	-	-	-	-	-	-	-	-	-	17	16
Total income- producing properties	23	23	1	1	21	19	4	4	2	1	17	16

* A number of properties have several different uses, and in such cases the properties were classified in the table under each of those uses.

14. Breakdown of actual average yield rates (according to year-end value), by regions and uses*

Uses	Offices		Industry		Retail		Senior Housing**		Residence		Data Centers	
For the year ended (in %)												
	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021
Israel	5.70%	5.60%	5.63%	5.95%	¹⁷ 6.05%	¹⁸ 5.32%	4.59%	2.91%	¹⁹ 0.38%	2.25%	-	-
U.S.	5.74%	6.10%	-	-	-	-	-	-	-	-	-	-
DC	-	-	-	-	-	-	-	-	-	-	2.04%	2.40% ²⁰

The yield rate is a division of the actual NOI by the value of the property as of the end of the year. In the event of the acquisition of properties or completion of construction thereof in the course of the year, the index does not reflect the rate of the annual yield from these properties. The rate of the actual yield does not constitute the CAP rate that the Group used for revaluation of its properties.

* The figures do not represent representative yield but rather the division of actual NOI by the value of the properties, and do not take into account other influences, such as properties populated, properties purchased during the period, revenues expected from vacant spaces, expected investments in the property etc.

** For the senior housing segment – calculated according to net value (after deduction of the balance of resident deposits) as of the end of the period.

¹⁷ The yield rate was affected by the acquisition of Mall Hayam during 2022.

¹⁸ The yield rate derived from the actual NOI is adversely affected by relief given to tenants due to the outbreak of Covid in Q1/2021.

¹⁹ The yield rate was affected by Town Residences, whose construction was completed during the year.

²⁰ The yield rate was affected by the acquisition of GM in 2021.

7.5 Projected revenues from signed lease contracts (NIS in millions)

Period of Revenue Recognition		Revenues from Fixed Components*	Number of Ending Contracts	Area to which the Ending Agreements pertain (sqm in thousands)
Y2023	Q/1	646	319	30
	Q/2	630	260	33
	Q/3	609	242	40
	Q/4	594	282	47
Y2024		2,130	922	183
Y2025		1,626	967	307
Y2026		1,121	622	181
Y2027 forth		2,848	1,319	479
Total		10,204	4,933	1,300

The revenues figures in the above table, which include revenues from rent, management fees and parking, were calculated based on the basic amounts determined in the lease agreements, linked to the CPI known on December 31, 2022, and based on the following assumptions: (1) The exercise of the tenants' options to extend the lease periods included in the lease contracts, was not taken into account, since the CODM does not review, on a regular basis, the expected revenue figures under the assumption of the exercise of options granted to the tenants to extend the lease period; (2) Lease contracts, the lease period under which has ended, and new lease contracts have not yet been signed with the tenants, were not taken into account; (3) The possibility of sale of the properties or the purchase of new income-producing property, was not taken into account; (4) Fines due to early termination, if any, were not taken into account; (5) The increments to the rent due to percentages of the sales were not taken into account for calculation of the rent, and (6) No change has occurred in the management fees advance payments per tenant in respect of 2022.

The Company's revenues include variable components due to additional revenue from sales alone. The Company does not prepare estimates for revenues from variable components which are immaterial in relation to the Company's revenues from its income-producing properties, and therefore it does not have the information.

The revenue figures specified in the above table are under the assumption that the options for extension of the lease periods included in the lease contracts will not be exercised, although many of the Company's tenants usually extend the lease agreements upon the expiration thereof, according to the extension options specified in the agreements.

The above figures are based on the Company's assessment considering signed agreements as of the Report Date, and constitute forward-looking information, within the definition of such term in the Securities Law. Actual results may significantly differ from the above specified estimates and the implications thereof, for various reasons, including early termination of lease contracts or a business crisis undergone by any of the tenants, inter alia, due to the effects of the Covid pandemic.

* The figures are in accordance with signed contracts as of December 31, 2022.

7.6 Key tenants

In 2022, the Company had no tenant, the revenue from whom accounted for 10% or more of its total revenues.

In 2022, the revenues from the fashion industry accounted for approx. 16% of the Group's revenues and approx. 38% of the revenues of the Company's retail centers and malls segment. If and when material changes in costs occur in this segment and insofar as the effect of the changes endures over time, the Company's profitability may also be affected thereby.

However, most of the lease agreements include a fixed rent, such that the Company's exposure in this respect is limited in the short term.

In the Data Centers segment, the Company focuses on the Hyperscale market. Accordingly, GM and Compass each have several core customers which account for a high percentage of their revenues, and the loss of which may affect the Data Centers operating segment. For further details, see Section 12.11 below.

7.7 Properties under construction In Israel(*) (aggregate level), by use

Uses	Parameters	For the Year Ended		
		December 31, 2022	December 31, 2021	December 31, 2020
Retail ⁽⁴⁾	Number of properties under construction at the end of the period	5	5	4
	Total space under construction (planned) at the end of the period (sqm in thousands) ⁽¹⁾	113	94	93
	Total costs invested in the current period (consolidated) (NIS in millions)	118	34	41
	The amount at which the properties are presented in the statements at the end of the period (consolidated) (NIS in millions)	647	511	553
	Construction budget in the consecutive period (estimate) (consolidated) (NIS in millions)	237-247	142-152	44-54
	Total estimated balance of construction budget for completion of the construction work (consolidated) (estimate as of the end of the period) (NIS in millions) ⁽²⁾	570-628	382-424	438-485 ⁽⁶⁾
	Rate of built-up area in respect of which lease contracts have been signed (%)	9%	-	-
	Projected annual income from projects to be completed in the consecutive period and in which contracts have been signed for 50% of the area or more (consolidated) (estimate) (NIS in millions) ⁽³⁾	-	-	-
Office and other space ⁽⁴⁾	Number of properties under construction at the end of the period	5	3	4
	Total space under construction (planned) at the end of the period (sqm in thousands) ⁽¹⁾	364	303	299
	Total costs invested in the current period (consolidated) (NIS in millions)	431	71	119
	The amount at which the properties are presented in the statements at the end of the period (consolidated) (NIS in millions)	1,757	1,010	746
	Construction budget in the consecutive period (estimate) (consolidated) (NIS in millions)	511-521	342-352	113-123
	Total estimated balance of construction budget for completion of the construction work (consolidated) (estimate as of the end of the period) (NIS in millions) ⁽²⁾	1368-1492	1,049-1,159	1,021-1,130 ⁽⁶⁾
	Rate of built-up area in respect of which lease contracts have been signed (%)	14%	5%	1%
	Projected annual income from projects to be completed in the following period and in which contracts have been signed for 50% of the area or more (consolidated) (estimate) (NIS in millions) ⁽³⁾	-	-	-
Residences ⁽⁴⁾	Number of properties under construction at the end of the period	2	3	3
	Total space under construction (planned) at the end of the period (sqm in thousands) ⁽¹⁾	41	62	61
	Total costs invested in the current period (consolidated) (NIS in millions)	157	106	97
	The amount at which the properties are presented in the statements at the end of the period (consolidated) (NIS in millions)	555	936	749
	Construction budget in the consecutive period (estimate) (consolidated) (NIS in millions)	132-142	246-256	201-211
	Total estimated balance of construction budget for completion of the construction work (consolidated) (estimate as of the end of the period) (NIS in millions) ⁽²⁾	313-361	258-327	362-434
	Rate of built-up area in respect of which lease contracts have been signed (%)	-	-	-
	Projected annual income from projects to be completed in the following period and in which contracts have been signed for 50% of the area or more (consolidated) (estimate) (NIS in millions) ⁽³⁾	-	-	-

Uses	Parameters	For the Year Ended		
		December 31, 2022	December 31, 2021	December 31, 2020
Senior Housing	Number of properties under construction at the end of the period	1	2	1
	Total space under construction (planned) at the end of the period (sqm in thousands) ⁽⁵⁾	37	45	10
	Total costs invested in the current period (consolidated) (NIS in millions)	78	21	13
	The amount at which the properties are presented in the statements at the end of the period (consolidated) (NIS in millions)	180	218	107
	Construction budget in the consecutive period (estimate) (consolidated) (NIS in millions)	104-108	95-99	1-6
	Total estimated balance of construction budget for completion of the construction work (consolidated) (estimate as of the end of the period) (NIS in millions) ⁽²⁾	209-225	287-307	7-8
	Rate of built-up area in respect of which contracts have been signed (%)	-	-	-
	Projected annual income from projects to be completed in the following period and in which contracts have been signed for 50% of the area or more (consolidated) (estimate) (NIS in millions) ⁽³⁾	-	-	-

* The Company has no properties under construction outside of Israel, with the exception of the Data Centers segment.

(1) Marketable space.

(2) Balance of construction budget after the expiration of the consecutive period.

(3) There are no projects expected to be completed in the consecutive period for which contracts in respect of 50% or more of the space have been signed.

(4) Projects which combine several uses were split among the various uses.

(5) Scope of building rights.

The following table presents information about properties under construction in the data center operating segment:

Parameters	31.12.2022	31.12.2021
Number of properties under construction at end of period ⁽¹⁾	12	11
Total areas under construction (planned) at end of period (sqm in thousands) ⁽²⁾	60	35
Total costs invested in the current period (on a consolidated basis) (NIS in millions) ⁽³⁾	1,621	379
The amount at which the properties are presented in the statements at end of period (consolidated) (NIS in millions) ⁽³⁾	3,066	1,304
Construction budget in the following period (estimate) (consolidated) (NIS in millions)	1,061-1,071	1,085-1,095
Total balance of estimated construction budget for completion of construction work (consolidated) (estimate as of end of period) (NIS in millions) ⁽⁴⁾	101-111	39-49
Rate of the area being built for which lease contracts have been signed (%) ⁽⁵⁾	66%	23%
Projected annual revenue from projects to be completed in the following period in which contracts have been signed for 50% or more of the area (consolidated) (estimate) (NIS in millions)	68	-

(1) Some of the properties under construction generate income and are therefore included both in the number of income-producing properties and in the number of properties under construction.

(2) The figure includes the area of GM and Compass. Compass' area is presented according to the Company's share in Compass (approx. 32.4%).

(3) The figure includes the amount of properties under construction of GM and Compass. Compass is presented according to the Company's share in Compass (approx. 32.4%). The amount of properties under construction for Compass is presented in the Group's financial statements under the item "investment in a company accounted for by the equity method".

(4) The balance of the construction budget from the end of the following period.

(5) The rate was calculated as a weighted average of GM and Compass, with Compass presented according to the Company's share in Compass (approx. 32.4%).

PROPERTIES UNDER DEVELOPMENT – FURTHER DETAILS:

Following are details regarding the properties under development as of the Report Date in the investment real estate operating segments. For further details see Section 4.1 of the Board of Directors' Report:

Land in Modi'in (Lot 21)

On January 11, 2018, the Group won a tender held by the Israel Land Authority for the acquisition of leasehold rights in a lot located in the Modi'in-Maccabim-Re'ut CBD (close to the Azrieli Modi'in Mall), with an area of approx. 5,300 sqm, which is designated for the construction of 80 residential units, 50 hotel rooms, office space and retail space, in consideration for approx. NIS 101.5 million.

In July 2019, an excavation and shoring permit was received, and the Company commenced work at the site. In August 2019, a basement permit application was filed, which was conditionally approved by the Local Committee, and in June 2020, the basement permit was received.

In September 2019, the Company submitted to the District Committee for deposit the documents of the plan for increasing the building rights in the lot and for connection thereof to the existing project. In November 2019, the District Committee discussed the plan and decided to conditionally deposit the plan. In June 2020, the Company published the plan for objections and during November 2020, a discussion was held on the objections at the District Committee. In March 2021, the plan was approved such that the building rights are approx. 31,000 sqm.

In June 2020, an application was submitted for an above-ground building permit for two retail floors, two hotel floors (84 rooms) and service and operation spaces, and in November 2021 the permit was received. In addition, the Company submitted an application for an above-ground building permit for the remainder of the project (the residential and office towers). In December 2021, the Local Committee's decision was received conditionally approving receipt of the permit, and in June 2022, the permit was received. As of the Report Release Date, the project is at advanced stages of construction.

Land at the Check Post junction

Land of an area of approx. 17,800 sqm located in Haifa's industrial zone, near the Check Post junction. A project is expected to be built on the land in two phases, and shall include leasable retail and office space and approx. 350 parking spaces with a total area of approx. 37 thousand sqm.

In phase A, a 2-storey building is planned to be built on the land of an area of approx. 10.5 thousand sqm and approx. 340 parking spaces, whose ground floor will be used as a supermarket. In December 2020, the Company entered into an agreement for the lease of the area to be used as a supermarket and an events hall.

The building plan has been approved by the Local Committee. In addition, the Company submitted an application for a shoring and foundations permit which was received in January 2022. In addition, in December 2021, the Company submitted an application for a full building permit which was conditionally approved by the Local Committee. In August 2022, the full building permit was received, and work has begun on construction of the frame.

Palace Rishon LeZion Senior Housing

On March 13, 2016, an (indirect) subsidiary of the Company won a tender issued by the Israel Land Authority for the acquisition of leasehold rights in a lot of 3.4 thousand sqm designated for senior housing in the HaRakafot neighborhood in East Rishon LeZion, designated for the construction of up to 275 apartments, an LTC unit and approx. 3,000 sqm of retail space, in consideration for approx. NIS 26 million. According to the terms of the tender, the consolidated company paid development costs in the amount of approx. NIS 22 million. In April 2018, the recommendation of the Local Committee for the deposit of a zoning plan for the addition of rights was received and transferred for discussion by the District Committee. In November 2018, the District Committee decided to deposit the zoning plan conditionally.

In April 2019, the zoning plan was published for objections, and in September 2019 the District Committee discussed the objections filed. In February 2020, the plan was published for validation and approved in the Official Gazette.

In March 2020, the Company submitted an application for an excavation and shoring permit for the project. In June 2020, the permit was received and work commenced at the beginning of 2021. In May 2021, the Company submitted an application for a basements permit which was conditionally approved during September 2021, and the permit was received in March 2022. In October 2021, the Company submitted an application for a building permit for the entire project, which was received in January 2023.

Expansion of the Azrieli Tel Aviv Center (the Spiral Tower)

In May 2013, the Company engaged in an agreement for the purchase of full title to the land of approx. 8,400 sqm in the intersection of the streets Menachem Begin Road and Noah Moses in Tel Aviv, adjacently to the Azrieli Tel Aviv Center, which held the building known as the "Yediot Aharonot House". On March 31, 2016, the transaction has been closed and possession of the lot has been handed over to the Company. In February 2018 the Company completed the demolition of the said building and began excavation and shoring work. In April 2018 the zoning plan with an urban-mixed designation was validated, which allows uses of retail, offices, hotels, residences and senior housing with above-ground building rights of 147,260 sqm (gross), and, in addition, approx. 3,000 sqm of underground main retail space. The Company intends to construct retail space that will serve to expand the existing mall and a multi-story tower (the Spiral Tower), subject to receipt of the required statutory approvals. In the context of the zoning plan, the Company was required to approve an architectural design and development plan for the project, as a condition for the aboveground construction permit. In addition, the Company undertook to allocate, out of said rights in the project, a public floor for the Tel Aviv Municipality, and in addition, undertook to pay for and perform various tasks in the vicinity of the project, including at Azrieli Center. In January 2020, a basement construction permit was received for the project. In January 2021, the design plan was signed by the approving factors in the Tel Aviv Municipality. As of the Report Release Date, the Company is continuing the excavation and shoring work and the construction of parking basements at the site. In July 2021, the Company submitted an application for an above-ground building permit for the entire project and in December 2021 the Local Committee's decision was received conditionally approving receipt of the permit.

SolarEdge Campus

January 17, 2022 saw the closing of a transaction for the acquisition of a company that holds leasehold rights in land located in the North Glilot site, on part of which the Company will build a campus for SolarEdge Technologies Ltd. ("**SolarEdge**"), which campus will comprise 38,000 sqm of aboveground areas and 950 parking spaces. The Company entered into an agreement with SolarEdge for the lease of the campus for a 15-year term with extension options up to a total period of 24 years and 11 months. From the date of handover of possession of the campus, the SolarEdge will be responsible for the campus's management and maintenance. June 2022 saw the receipt of a shoring and excavation permit and work has begun. For further details, see the Company's immediate reports of May 11, 2021 (Ref. 2021-01-082779) and January 18, 2022 (Ref. 2022-01-007851), which are included herein by way of reference.

Property in the Holon Industrial Zone – Holon 3

A property consisting of land with a registered area of approx. 57.5 thousand sqm, located in the Holon Industrial Zone, acquisition of which was closed in April 2016 and two additional lots originally purchased in the framework of an ILA tender and constituting part of the Holon HaManor land. Over the course of 2017, the Company evicted the tenants from the buildings on the land and completed the demolition of these buildings. In June 2018, excavation and shoring work began and in October 2018 a permit was received for the construction of parking basements, and the Company began work on the construction thereof, and in July 2019, a permit was received for

the addition of parking basements. In the framework of consolidation of parcels, approx. 30 thousand sqm of building rights have been added to the lot (such that the total building rights in the consolidated lot amount to approx. 250 thousand sqm). May 2019 saw commencement of the work on construction of the parking basements in the eastern part of the project, and a Form 4 was received therefor in November 2020. In April 2021, a certificate of completion was received for the parking lots. The area is near Azrieli Holon Center, on which the construction of a very large commercial and retail project is planned, which shall include around 250,000 sqm of leasable office space and an entertainment and shopping complex for the whole family. The project is located close to major traffic arteries.

Land in Modi'in (Lot 10)

On October 6, 2019, the Company learned that it had won a tender held by the Israel Land Authority for the acquisition of leasehold rights in a lot located in the CBD of Modi'in-Maccabim-Re'ut, the area of which is approx. 17,000 sqm, designated for the construction of a retail and office project, with rights for approx. 37,000 sqm above-ground, in consideration for approx. NIS 51 million that were paid by the Company. Furthermore, according to the terms of the tender, the Company paid, in addition to the cost of the land, approx. NIS 37 million for development costs. The Company is working to promote a plan for the project that is to be built on the land, and in October 2020 it submitted to the Local Committee a zoning plan for additional usages on the lot. In April 2021, a discussion was held on the plan that was submitted by the Company to the Local Committee for additional usages on the lot, and it was decided on the conditional deposit thereof. In June 2021, the plan was deposited for objections and in October 2021, the plan was discussed and conditionally approved. In January 2022, the Local Committee finally approved the plan.

In addition, the Company submitted a building plan to the Local Committee which was conditionally approved, and also submitted an application for an excavation and shoring permit which was received in March 2022, and the work has begun.

BETTERMENT OF EXISTING PROPERTIES:

During the Report Period, the Company continued to promote the betterment of existing properties, *inter alia*, as follows:

Azrieli Jerusalem Mall – the zoning plan for the expansion of the mall, senior housing and office spaces was discussed by the Local Planning & Building Committee, which recommended the deposit of the plan with the District Committee. In July 2018, the District Planning & Building Committee in Jerusalem approved the Company's application to deposit a plan for expansion of the Azrieli Jerusalem Mall by additional space which includes retail, office and senior housing areas, as well as a structure to be built for the Municipality of Jerusalem. On January 22, 2020, a hearing was held at the local committee on the objections. The local committee recommended to the district committee to approve the plan as submitted subject to minor amendments while dismissing all third-party objections. In September 2020, the District Committee held a discussion of the objections to the zoning plan published by the Company. In December 2020 an interim decision was issued by the District Committee, and the Company was required to present construction alternatives. In December 2021, the District Committee issued a decision granting conditional approval for the zoning plan for expansion of the Azrieli Jerusalem Mall by approx. 95 thousand sqm above-ground gross, and during the Report Period the plan was approved.

Azrieli Tel Aviv – the Company is working to fulfill conditions in connection with an application for a permit for the addition of some 2,500 sqm, for the construction of movie theaters on the mall's roof, as well as an addition of some 800 sqm of retail space on the ground floor.

Azrieli Rishonim – In May 2019, a discussion was held by the District Committee in connection with the addition of some 21,000 sqm of office space to the office tower. In January 2020, the plan was deposited for objections at the District Committee. In July 2020, the District Committee discussed and denied the objections to the plan for

the addition of office space to the office tower in the project, and the plan was approved for validation. During the Report Period, the Committee discussed an application for a building permit, which was conditionally approved. The Company is currently working on fulfilling the conditions.

Azrieli Haifa – during the Report Period, a zoning plan for additional construction of approx. 3,000 sqm was deposited for objections. In November 2021, the Local Committee approved the plan, which was published for validation, and during the Report Period the plan was approved.

Azrieli Sarona – in January 2022, the Company submitted to the Local Committee a zoning plan for additional rights of approx. 1,000 sqm main area which were transferred from a landmarked property.

The Company reviews, from time to time, options to promote zoning plans for additional building rights and usages in its projects.

The Company's estimations in Section 7.7 of this Chapter A are forward-looking information, as defined in the Securities Law, which is based on subjective estimates of the Company as of the Report Date, and the materialization thereof, in whole or in part, is uncertain, or they may materialize in a significantly different manner, inter alia, due to factors which are beyond its control, including changes in market conditions, the period of time that shall be required for approval of the building plans for performance, the construction input prices and the effects of the Covid pandemic.

7.8 Land (aggregate)

The table below presents a summary of figures on the Company's land reserves:

Region		For the year ended on:	
		December 31, 2022	December 31, 2021
Israel	The amount at which the lands are presented in the financial statements at the end of the period (NIS in millions)	615	228
	Total area of the lands at the end of the period (sqm in thousands)	34.1	57.7
U.S.	The amount at which the lands are presented in the financial statements at the end of the period (USD in millions)	5	5
	Total area of the lands at the end of the period (sqm in thousands)	13.7	13.7
DC	The amount at which the lands are presented in the financial statements at the end of the period (NIS in millions)	301	79
	Total area of the lands at the end of the period (sqm in thousands)	476	311

As of the Report Date, construction in some of the Company's land reserves is impossible due to planning and other restrictions.

LAND RESERVES – FURTHER DETAILS:

Following are details regarding the lands intended for construction as of the Report Date in the investment real estate operating segments. For further details see Section 4.1.1 of the Board of Directors' Report:

Land in Petach Tikva

On September 17, 2017, the Group has engaged in an agreement for the purchase of land in Petach Tikva of an area of around 19,000 sqm for NIS 91 million plus VAT as required by law (the "Vacant Land"). On November 9, 2017, the transaction was closed, and possession of the Vacant Land was handed-over to the Group. The Vacant

Land is situated in the eastern part of the Kiryat Aryeh Industrial Zone in Petach Tikva, near an office project that is owned by the Group. The Vacant Land includes building rights for around 53,000 sqm as well as parking basements.

In July 2019 an application for a shoring, excavation and basement permit was submitted. In January 2020, the Local Committee decided to approve the application for a shoring, excavation and basement permit on conditions.

In view of approval of the outline plan for Kiryat Aryeh in Petah Tikva, the Local Committee together with the Company decided on promotion of a zoning plan under local jurisdiction only for the approval of building rights such that it will include 280 thousand sqm, to be used mainly for offices, which are planned to be built both on the Vacant Land and on the land where the office project is situated, in lieu of two other plans which the Company previously promoted. In April 2022, the zoning plan was discussed at the Local Committee and conditionally approved, which conditions the Company is working on fulfilling.

Azrieli Town Building E

On May 14, 2018 the Company closed a transaction for the acquisition of rights in land situated on Menachem Begin Road in Tel Aviv, which hold a building with 4 floors on top of a retail ground floor, with a total area of approx. 5,500 sqm and basement floors, which until recently was fully leased. The property includes unused building rights in accordance with the zoning plan applicable to the land which total approx. 21,000 sqm of above-ground space and additional rights. In July 2021, the Company purchased the gasoline station land (which was not included in the above original transaction for the purchase thereof), which is located on the property and whose operations have been discontinued. In December 2022, the Company deposited for objections a zoning plan which comprises 87,000 sqm gross, including commercial and office areas.

Land in the Data Center Segment

The sum at which the land is presented in the Group's financial statements, in the data center operating segment as of December 31, 2022, is approx. NIS 301²¹ million. The total area of the land in the data center operating segment as of the Report Date is approx. 476²² thousand sqm.

²¹ The figure includes the value of the land of GM and Compass. The value of Compass's land is presented according to the Company's share in Compass (approx. 32.4%) under the item "investment in a company accounted for under the equity method".

²² The figure includes the area of GM and Compass. Compass's area is presented according to the Company's share in Compass (approx. 32.4%).

7.9 Acquisition and Sale of Properties (aggregate)

Region		Parameters (figures of area in thousands and amounts in millions)	Period (Year ended on)		
			December 31, 2022	December 31, 2021	December 31, 2020
Israel (NIS)	Properties Sold	Number of properties sold in the period	⁽⁷⁾ 1	⁽²⁾ 2	-
		Consideration from realization of properties sold in the period (consolidated)	3.3	90	-
		Area of properties sold in the period (consolidated)	2.3	⁽³⁾ 12.9	-
		NOI of properties sold (consolidated)	-	2.6	-
		Profit / loss due to realization of the properties (consolidated)	0.5	25	-
	Properties Purchased	Number of properties purchased in the period	2	⁽⁴⁾ 1	-
		Cost of properties purchased in the period (consolidated) ⁽¹⁾	⁽⁵⁾ 1,714	180	-
		NOI of properties purchased (consolidated)	⁽⁸⁾ 94	7	-
		Area of properties purchased in the period (consolidated)	⁽⁹⁾⁽³⁾ 52	9.5	-
Data Centers (NIS)	Properties Sold	Number of properties sold in the period	-	-	-
		Consideration from sale of properties in the period	-	-	-
		Area of properties sold in the period (consolidated)	-	-	-
		NOI of properties sold	-	-	-
		Profit / loss in respect of realization of the properties (consolidated)	-	-	-
	Properties Purchased	Number of properties purchased in the period	1 ⁽⁶⁾	-	-
		Cost of properties purchased in the period (consolidated)	75	-	-
		NOI of properties purchased (consolidated)	-	-	-
		Area of properties purchased in the period (consolidated)	70	-	-

- (1) The costs include the entire purchase amount, even if not yet paid, and do not include purchase taxes and transaction closing costs.
- (2) The properties sold are the mall and office building in Kiryat Ata.
- (3) Excluding the parking lot area.
- (4) The property acquired is Mikveh Israel.
- (5) The properties purchased are Mall Hayam Eilat and land in the North Glilot site (the SolarEdge campus).
- (6) The property purchased is land in Milan that was purchased by Compass and is presented according to a holding rate of approx. 32.4%.
- (7) The property sold is land in Akko.
- (8) Refers to Mall Hayam only.
- (9) Refers to marketable area of Mall Hayam and SolarEdge campus.

7.10 Fair value adjustments of values in the Statement of Financial Position required at the corporation level

		As of (Consolidated) (NIS in millions)	
		December 31, 2022	December 31, 2021
Presentation in the Description of the Corporation's Business Report	Total Income-Producing Property (as presented in the total column in the income-producing properties fair value by region and use tables as of December 31, 2022 and December 31, 2021 Number 3+4)	36,863	31,701
	Total Income-Producing Property under Construction (as presented in the "Total" column in Table 7.7) in Israel	6,204	3,979
	Total Land for Investment in Israel (as presented in the "Total" column in Table 7.8)	615	228
	Total Land for Investment in the U.S. (as presented in the "Total" column in Table 7.8)	17	15
	Total land for investment DC (as presented in the "Total" column in Table 7.8)	301	79
	Consolidated Total	44,000	36,002
Adjustments	Adjustments to value deriving from receivables items	(145)	(157)
	Advances on account of investment property	-	126
	Assets of an associate, Compass, which is not consolidated	(4,481)	(1,835)
	Other adjustments ⁽¹⁾	6	1
	Total adjustments	(4,620)	(1,865)
	Total, After Adjustments	39,380	34,137
Presentation in the Statement of Financial Position	Investment Property Item in the Statement of Financial Position (Consolidated)	35,602	31,122
	Investment Property under Construction Item in the Statement of Financial Position (Consolidated)	3,778	3,015
	Total	39,380	34,137

For an explanation with respect to the changes in the investment property items between 2021 and 2022, see Sections 2.9.2, 2.10.2, 2.11.2, 2.12.2 and 2.13.2 of the Board of Directors' Report.

⁽¹⁾ The adjustments are in respect of non-material costs in respect of projects at early planning stages.

7.11 Adjustments to FFO profits

FFO for the Year Ended		
	December 31, 2022	December 31, 2021
	NIS in millions	NIS in millions
	Unaudited	Unaudited
Net profit for the year attributed to the shareholders	1,797	2,889
Adjustments according to the provisions of the Fourth Schedule to the Prospectus Details Regulations		
Changes in the value of investment properties and investment properties under construction	(1,486)	(2,441)
Net loss from Granite Hacarmel (including from the sale of the business of Supergas and GES) and from Azrieli E-Commerce attributed to the shareholders	51	62
Depreciation and amortization	14	14
Deferred taxes and taxes of previous years	248	699
Net of dividend received from financial assets available for sale	(39)	(55)
Profits of an associate	(125)	(316)
Changes in the fair value of financial assets measured at fair value through profit and loss	-	(6)
Other expenses	114	49
Non-cash financing expenses (revenues)	(30)	9
Attribution of interest paid in respect of real investments***	4	3
Adjustments deriving from the share of non-controlling interests	-	(3)
Nominal FFO according to the provisions of the Fourth Schedule to the Prospectus Details Regulations*	548	904
Additional adjustments		
Cash flow from deposits received from residents, net of deposits returned to residents**	102	182
Net of revenues from forfeiture of residents' deposits	(48)	(40)
FFO of an associate	(40)	(15)
Linkage differentials and exchange rate differentials on financial assets and liabilities (net of the effect of tax)	798	287
FFO according to Management's position	1,360	1,318

* FFO is not a GAAP-based financial indicator. This indicator is calculated according to the Disclosure Provision. The indicator is the accounting net profit for the period, discounting one-time expenses and revenues (including profit or loss from the revaluation of properties), sale of properties, depreciation and amortization. This indicator is commonly used to examine the performance of income-producing real estate companies. The required adjustments to the accounting profit are specified in this table.

** The deposits of senior housing residents are deemed as received or as returned on the date on which the agreement is signed or terminated, as applicable.

*** See the explanation in Section 2.7 of Chapter B of this report.

PART FOUR: DESCRIPTION OF THE GROUP'S BUSINESS BY OPERATING SEGMENTS AND MATERIAL PROPERTIES

8. The retail centers and malls in Israel segment

8.1 General information on the operating segment

8.1.1 General

Most of the Group's malls and retail centers are spread out throughout the central cities of Israel and are located close to the main traffic thoroughfares which enable easy access and outdoor or indoor parking. The retail centers and malls are optimally planned according to the needs of the population in the area in which the mall is located, and they offer a wide and varied mix of shops in the fields of fashion, footwear, jewelry, gifts, house-ware, communications, electronics and computers, optical devices, entertainment and food complexes for the wellbeing of the visitors, easy access and a large number of parking spaces. The Company puts an emphasis on tenants' mix in each one of the malls and retail centers owned thereby, which it believes shall constitute a center of public attraction to each one of them, in accordance with the characteristics of the local public, and performs suitable marketing work, upgrades and renovates the systems and appearance of the malls and performs technological adjustments. The Company expands the marketing methods of the malls through use of the digital space where most of the end consumers of the retail centers and malls spend time for other purposes, through personal marketing and attractive promotion campaigns, in a manner capable of providing the end-consumer, *inter alia*, a unique shopping experience, which will commence in the digital domain and end in shopping at the Group's malls. Thus, for example, during 2016, the Company launched the Azrieli Malls app, which compiles unique shopping offers and sales at the Group's malls, the ability to pay for parking at the mall and useful information for visitors. The Group also has the Azrieli Gift Card, which is issued either digitally or as a physical card and is redeemable in a broad range of chain stores at the Group's malls.

The Company routinely focuses on the betterment of the Group's existing properties and acts for optimization in the use of its commercial spaces and creates a suitable and modern mix of tenants while differentiating between the projects in order to maintain the relative advantage versus the Group's existing and future competitors.

Most of the Group's lease contracts in Israel are for periods of three to five years and in most cases include an option for additional lease periods (usually three to five additional years), other than agreements in respect of relatively large leasable space, which are mostly signed for longer lease periods ranging between 8 to 25 years (including extensions and exercised options). Most lease agreements include rent that is composed of fixed rent or of rent derived as a percentage of the tenant's turnover in the leased premises, whichever is higher; however, in most cases, the rent actually paid to the Company is the fixed rent, and the Company's revenues from turnover-dependent rent are in an immaterial amount. The occupancy rate of the Group's properties in this operating segment, as of the Report Date, is approx. 99%²³.

The Group's retail centers and malls in Israel are managed, with relation to each mall or retail center, by designated management companies established by the Group, which enter with the tenants into management agreements for the purpose of management and maintenance of the public areas, in consideration for management fees.

Most of the management agreements determine that the management fees will be paid based on the cost of the management services, plus overhead expenses. The management services include, *inter alia*, marketing services of the mall and/or the retail center, both to visitors and to potential tenants, security services, cleaning of public areas, gardening, maintenance of elevators and public systems. The management companies collect from the tenants the management fees or the maintenance fees, which are used, *inter alia*, for financing the maintenance of public areas. The management company leases from the Group companies, as the case may be, in each of the malls and retail centers, an area in a small scope located in a non-central area of the mall or retail center, to serve as the offices and storage rooms of the management company, in consideration for fixed rent. In most of the

²³ Discounting properties that are being leased-up for the first time.

management agreements between the management companies and the tenants, the management companies undertake to maintain and operate the public areas in the malls and retail centers, including cleaning, security, renewal, advertising, insurance, on the conditions and in the scopes as determined by the management companies from time to time.

All of the Group's retail centers and malls include car parks (above-ground and/or underground) which serve the visitors and the potential tenants, with some of the car parks being open to the general public and some requiring payment.

In some of the malls and retail centers there are areas above or in proximity to the retail areas which are designated for lease as offices and other uses, such as clinics and gyms. See Section 9 of this Chapter A for additional details on the office and other space for lease segment.

8.1.2 The structure of the operating segment and changes occurring therein

The retail centers and malls in Israel segment is affected by the business activities in the economy, and by the geopolitical and security situation in Israel. Various entities operate in the retail centers and malls segment which locate, plan, construct, lease and maintain properties designated for lease for various uses.

Based, *inter alia*, on publicly-available information, at the outset, most of the malls relied on large anchor tenants, which were considered to be crowd attracting. However, in recent years, the concept has changed for the malls in Israel and an opposite trend has begun, of reduction of the space of the anchors (such as supermarkets and department stores), due to the low rent per sqm paid by such tenants and the large space occupied thereby. However, there are presently "new" anchors in the form of large and leading fashion and sports stores.

At the same time, the Company is acting to integrate innovative entertainment centers in its malls and retail centers, such as the "Zappa" Club, restaurants and cafés and is acting to bring cinemas back to the malls (thus, agreements have been signed with respect to the construction of movie theatres at Azrieli Tel Aviv Mall, and the construction of movie theatres at Azrieli Haifa Mall was completed during 2019), in a way that creates an innovative shopping experience for recreation, leisure and shopping. The Company is also acting to improve its properties by renovating and refreshing the fast-food courts and the public areas.

It is noted that in recent years, there has been an increase in the retail space intended for the fashion industry in the malls in Israel segment and in the Company's properties in this operating segment. For further details, see Section 7.6 of this Chapter A.

In recent years, there has been a noticeable trend of brand fashion retail chains growing strong at the expense of single local stores, including international fashion retail chains, and the construction of low-priced power centers outside of cities, which compete with the malls. In addition, an increasingly strengthening trend can be observed in the context of which, several retail groups hold a growing number of leading brands and consequently expand the spaces leased thereby in each mall and improve their bargaining power vis-à-vis the malls. Furthermore, we are witnessing the development of new formats of large branded family-oriented stores. At the same time, it is noted that from time to time, various chains, including fashion chains, encounter financial difficulties, however, the wide range of businesses and the mix in the Group's malls and retail centers contribute to the reduction of the scope of exposure to events of this kind.

In addition, in recent years, changes have occurred in the Israeli consumer's shopping habits, *inter alia*, in view of the "open skies" reform, which led to a reduction in the prices of flights to various destinations overseas, thereby enabling the making of more purchases outside of Israel²⁴, as well as online retail, which brings to the consumer's doorstep a larger variety of products, a quicker and more convenient service and mainly personal tailoring of products according to the consumer's preferences and habits. The Group is acting to develop ways to combine the new digital retailing and the popular mall experience in a manner which creates a novel consumption experience, *inter alia*, through Azrieli.com and a designated application.

²⁴ Such purchases significantly lessened during Covid.

The Covid crisis accelerated changes in consumption habits of Israeli consumers, which were expressed in increased online shopping and expansion of online shopper populations. Accordingly, from March 2020, a significant increase in sales volumes on the Azrieli.com website was evident, which continued also during Q1/2021, in which the third lockdown was imposed. With the opening of physical retail after the end of the third lockdown, the sales volume decreased relative to the lockdown periods, but is still significantly higher than 2019. In 2022, the growth in online sales continued although at a lower growth rate relative to recent years.

8.1.3 Restrictions, legislation, standards and special constraints applying to the operating segment

This operating segment is subject mainly to the land laws and the land use and zoning laws. In addition, the business in this segment is affected by legislative updates in the field of business licensing, land taxation and municipal taxation. See Section 25 of this Chapter A for details on the restrictions, legislation, standards and additional constraints that apply to the Group. In addition, business in this segment was significantly affected in certain periods during 2020-2021 due to restrictions imposed by the Israeli government on retail and leisure activities due to the Covid pandemic.

8.1.4 Changes in the volume of business and profitability of the segment

In the course of recent years, the volume of operations of the Group in the retail centers and malls segment grew, mainly due to the development of new income-producing properties like Azrieli Rishonim Mall that was opened to the public in March 2017 (for a specification of the properties under construction see Section 7.7 of this Chapter A) or expansion and renovation of existing properties (construction of the second floor at Azrieli Ayalon Mall, renovation of Azrieli HaNegev Mall, renovation of Azrieli Jerusalem Mall, renovation of the Holon mall and the opening of the Nike store at Azrieli Sarona mall). In addition, during the Report Period, the Company closed the transaction for the acquisition of Mall Hayam in Eilat. The activity indicators in 2022 demonstrate that the Israeli economy has grown, and growth may be seen in the store revenues in the Company's malls alongside increased footfall. In addition, the Bank of Israel predicts that in the coming years, the Israeli economy will continue to grow. For further details, see Section 6.1 above.

The Covid pandemic and the restrictions imposed due to the spread of the pandemic had a direct impact on the business in the segment, mainly throughout various periods between 2020-2021.

In the Company's estimation, the coming years may see changes in the competitive balance between the players in the income-producing real estate sector, among other things, in view of a forecasted decrease in the number of significant new projects which offer retail space, as well as the limited supply of land in high-demand areas in Israel, which might strengthen the existing leading malls.

For the board of directors' explanations on changes to the fair value of the Group's investment property in this segment as of the Report Date, see Section 2.9.2 of the Board of Directors' Report.

The Company's management estimates that the wide dispersion of the portfolio of properties owned thereby, the maintenance and active management of the properties, their location mainly in areas of demand, the high business positioning of the properties and the Company's investment in the betterment of its properties for maintaining such advantage, the high occupancy rates, the broad variety of businesses in the malls and retail centers of the Group and the suitable mix of businesses, and the Company's stable capital structure, contribute to a reduction of the exposure of the Company's businesses to a crisis and/or to significant instability due to the materialization of any of the Company's risk factors.

The Company's aforesaid estimations regarding the changes in the income-producing real estate sector in Israel and the effects of such changes on the Company's results are merely subjective assessments and constitute forward-looking information, within the definition of such term in the Securities Law. Actual results and effects may materially differ from the aforesaid estimations and what they imply for various reasons, including an additional intensification of competition, a decrease in demands and a deterioration in the economic situation in Israel.

8.1.5 Critical success factors in the operating segment and changes occurring therein

The Company estimates that the main success factors in the segment are, *inter alia*: locating retail centers and malls in areas where there is a relatively high level of demand; the right geographic location of retail centers and malls as a response to the needs of the residents in each area, and their proximity to densely-populated areas and convenient access routes; expertise in development as well as knowledge and experience in the management, operation and marketing of retail space, unique architectural planning, management of the construction of retail centers and malls by the professional management team; creation and preservation of a diverse mix of high-quality tenants with financial strength, know-how and experience in marketing, property management and operation that will provide an optimal response to customers; positive goodwill as well as business positioning and financial strength which allows development at relatively low financing costs and provision of immediate response to attractive business opportunities.

8.1.6 Main entry and exit barriers of the operating segment and changes therein

Barriers to entry - In the Company's estimation, entities operating in the retail centers and malls sector require, equity and financial strength. The primary barrier for entry into the development and construction of a retail center, after finding suitable land in an area of demand, is the need for financial strength that enables the obtainment of financing for construction, *inter alia*, due to a growing trend, whereby developers are increasing investment budgets for lessees of income-producing properties upon the initial lease-up of areas under development. In addition, particularly required are professional knowledge, experience in the development sector, a positive reputation in the sector, availability of sources of financing on good conditions and available and planned land reserves in areas with high demand for leasable retail space. In addition, entities operating in the retail centers and malls sector in Israel are required to meet high regulatory requirements, *inter alia*, regulation concerning zoning, business licensing, safety, accessibility, antitrust and environmental protection. It is noted, that despite the high barriers to entry, recent years have shown a significant increase in the development and construction of many retail centers all over Israel. However, the future may bring a decrease in the development and construction of significant projects of malls and large retail centers and a shift towards the development of small, neighborhood centers.

In the Company's estimation, barriers to entry in respect of malls are significantly higher than those related to power centers outside the cities, due to the high construction costs that characterize the malls (including the cost of the land, which is more expensive since the locations of the malls are closer to the city centers).

Barriers to exit - Exiting this operating segment is mainly contingent on the ability to dispose of properties, which is a direct result of the location of the properties, their physical condition and the condition of the market, as well as various costs, including in connection with land taxation.

8.1.7 Structure of competition in the operating segment and changes occurring therein

For a description of the structure of the competition in this operating segment, see Section 8.4 of this Chapter A.

8.1.8 Manner of execution of purchases or construction of properties

The Company's management does not have a fixed policy on the acquisition of properties, and each case is examined on its merits, in view of the business opportunity it presents. The Company examines from time to time business opportunities in Israel and abroad, related to the expansion of its activity, mostly in the real-estate segment, including by way of purchasing land reserves, purchase of additional properties and the improvement of existing properties, as well as the acquisition of activities.

In general, the Company may at times purchase its rights in properties by way of direct purchase of the rights in the property, by way of purchase of shares in the companies that own the rights in the properties and by way of allotment of shares in such companies. As of the Report Date, the Company purchased most of its rights in properties by way of purchasing rights in the properties. The considerations for the purchase or development of

new income-producing properties are based, *inter alia*, on the following parameters: yield from the property; properties which generate steady cash-flows and revenues while prioritizing financially sound tenants; the betterment potential of the purchased property. In this context, in the Report Period the Group completed the acquisition of ownership of Mall HaYam in Eilat. For further details, see Section 1.3.3 of this Chapter A above.

The Group's malls and retail centers are either under ownership or under long-term lease from the ILA or long-term lease from the local municipalities in whose territory the property is located.

In transactions in which the registration of rights to the purchased property and its transfer to the name of the Company and or the Group's companies is not finalized by the closing date of the transaction, the Company includes mechanisms in its contracts to secure the fulfilment of the seller's undertakings, including those related to the registration of rights to the property and their transfer to the name of the Company, through the deposit of a part of the consideration in trust and through the lodging of a caveat and/or pledges in favor of the Company, as possible under the circumstances.

Upon the purchase of new properties, in respect of which there is an undertaking towards third parties regarding the management and operation thereof, the Company's policy is to release the properties purchased thereby from the management and operation rights, and provide management services itself or through the Group's companies. As of the Report Date, there are no obligations towards third parties in respect of the management and operation of the Group's properties.

The professional managerial team employed by the Group is involved in the construction of all the Group's projects, from the identification of the property, through the preparation of a cost estimate and a timetable for each project, the architectural planning of the project, the carrying-out of contractor bids and up to the ongoing support of the project's construction, with an emphasis on the finishing and completion stages thereof and the occupation of each project by the various tenants.

The Company does not consider the disposition of its properties to be a part of its business strategy. However, it may act for the disposition of existing income-producing properties if they are not strategic for the Company and are not in its core business. The Company's management has not set a fixed criterion of required yields in the case of dispositions or purchases, and each case is examined on its merits, in view of its circumstances, designation, location and features.

8.2 Material properties

The following table presents a summary of figures pertaining to material properties of the Group in the retail centers and malls segment as of December 31, 2022, which were appraised by the valuator Mr. Ronen Katz, a partner at Greenberg Olpin & Co. (*) by applying the income capitalization method:

Name and Features of Property			Year	Information Item											According to Regulation 8B(i) (as applicable)
				Fair value/book value at end of period (NIS in millions)	Rent revenues during the period (NIS in millions)	Actual NOI during the period (NIS in millions)	Rate of return (%)	Adjusted rate of return (%)	Return on cost (%)	Property Value to Debt Ratio (LTV)	Revaluation profit (loss) (consolidated) (NIS in millions)	Occupancy rate as of end of period (%)	Average monthly rent per sqm from main use – retail (in NIS)	Ratio of average store revenue per sqm to average rent per sqm ²⁵	Other assumptions underlying the valuation
Azrieli Tel Aviv Mall (1)	Region	Israel	2022	2,289	112	141	6.17%	6.75%	28%	0%	54	99.7%	316	2515%	Main rent cap rate– 6.5% ²⁶ . Weighted cap rate–6.48%.
	Functional currency	NIS													
	Main use	Retail	2021	2,206	91	115	5.23%	6.75%	23%	0%	126	99.5%	310	2716%	Main rent cap rate– 6.5% ²⁸ . Weighted cap rate–6.49%.
	Construction cost (NIS in millions)	512													
	Corporation's share (%)	100%	2020	2,064	59	75	3.62%	7.16%	15%	0%	(249)	98%	29310	3015%	Main rent cap rate–6.75 ³¹ . Weighted cap rate–6.80%.
	Area (sqm)	37,857													

²⁵ Ratio of average revenue per sqm to average rent and management fees per sqm – 19%.

²⁶ Approx. 28% of the rent (for large areas) were capitalized according to a cap rate of 6.25%.

²⁷ Ratio of average revenue per sqm to average rent and management fees per sqm – 19%.

²⁸ Approx. 26% of the rent (for large areas) were capitalized according to a cap rate of 6.25%.

²⁹ In view of the relief given to tenants in 2020 due to the impact of the spread of Covid, rent per sqm was presented according to contracts as of December 31, 2020 with no relief.

³⁰ Ratio of average revenue per sqm to average rent and management fees per sqm – 18%.

³¹ Approx. 26% of the rent (for large areas) were capitalized according to a cap rate of 6.5%.

Name and Features of Property			Year	Information Item											According to Regulation 8B(i) (as applicable)
				Fair value/book value at end of period (NIS in millions)	Rent revenues during the period (NIS in millions)	Actual NOI during the period (NIS in millions)	Rate of return (%)	Adjusted rate of return (%)	Return on cost (%)	Property Value to Debt Ratio (LTV)	Revaluation profit (loss) (consolidated) (NIS in millions)	Occupancy rate as of end of period (%)	Average monthly rent per sqm from main use – retail (in NIS)	Ratio of average store revenue per sqm to average rent per sqm ^{32,33}	Other assumptions underlying the valuation
Azrieli Ayalon Mall (2)	Region	Israel	2022	1,777	103	115	6.47%	6.83%	25%	0%	46	100%	277	3213%	Rent cap rate– 6.5% ³³ · Weighted cap rate–6.54%.
	Functional currency	NIS													
	Main Use	Retail	2021	1,727	86	96	5.54%	6.75%	21%	0%	85	100%	265	3412%	Rent cap rate– 6.5% ³⁵ · Weighted cap rate–6.53%.
	Construction cost (NIS in millions)	461													
	Corporation's share(%)	100%	2020	1,639	55	59	3.62%	7.11%	13%	0%	(61)	100%	36263	3711%	Rent cap rate-6.75%. ³⁸ Weighted cap rate-6.79%.
	Area (sqm)	33,600													

³² Ratio of average revenue per sqm to average rent and management fees per sqm – 15%.

³³ Approx. 39% of the rent (for large areas) were capitalized according to a cap rate of 6.25%.

³⁴ Ratio of average revenue per sqm to average rent and management fees per sqm – 14%.

³⁵ Approx. 40% of the rent (for large areas) were capitalized according to a cap rate of 6.25%.

³⁶ In view of the relief given to tenants in 2020 due to the impact of the spread of Covid, rent per sqm was presented according to contracts as of December 31, 2020 with no relief.

³⁷ Ratio of average revenue per sqm to average rent and management fees per sqm – 13%.

³⁸ Approx. 42% of the rent (for large areas) were capitalized according to a cap rate of 6.5%.

Name and Features of Property			Year	Information Item											According to Regulation 8B(i) (as applicable)
				Fair value/book value at end of period (NIS in millions)	Rent revenues during the period (NIS in millions)	Actual NOI during the period (NIS in millions)	Rate of return (%)	Adjusted rate of return (%)	Return on cost (%)	Property Value to Debt Ratio (LTV)	Revaluation profit (loss) (consolidated) (NIS in millions)	Occupancy rate as of end of period (%)	Average monthly rent per sqm from main use – retail (in NIS)	Ratio of average store revenue per sqm to average rent per sqm**	Other assumptions underlying the valuation
Azrieli Jerusalem Mall (excluding the office component)	Region	Israel	2022	2,402	133	145	6.05%	6.45%	32%	0%	94	100%	309	3913%	Rent cap rate– 6.25% Weighted cap rate–6.4%.
	Functional Currency	NIS													
	Main Use	Retail	2021	2,279	105	113	4.95%	6.44%	25%	0%	182	99%	290	4012%	Rent cap rate– 6.25% Weighted cap rate–6.4%.
	Construction Cost (NIS in millions)	447													
	Corporation's share (%)	100%	2020	2,083	73	77	3.69%	6.95%	17%	0%	(103)	98%	41287	4211%	Rent cap rate-6.5%. Weighted cap rate-6.6%.
	Area sqm	41,064													
The other properties (excepting material and highly material properties)***			2022	22,555	960	1,115	--	--	--	--	774	--	--	--	--
The other properties (excepting material properties)***			2021	18,488	802	871	--	--	--	--	1,456	--	--	--	--
The other properties (excepting material properties)***			2020	15,164	652	596	--	--	--	--	(326)	--	--	--	--

* Mr. Ronen Katz is a certified real estate appraiser, with a B.A. in Agricultural Economy and Administration from the Faculty of Agriculture at the Hebrew University of Jerusalem, and experience as a real estate appraiser since 1997.

** The figure is to the best of the Company's knowledge. It does not include lease agreements which do not include rent from sales and is given based on information received from the tenants or from other third parties (as the case may be), and therefore the Company cannot verify that this information is indeed true.

*** In all real estate segments.

- (1) The figures include 50% of the profits of the Azrieli Center car park (another 50% were included in the details on the Azrieli Center offices, as specified in Section 9.4 of this Chapter A).
- (2) The Company is registered at the Land Registry as a long-term lessee of Azrieli Ayalon Mall for a 49-year period ending on August 1, 2031, with an option for an additional 49-year period. The Municipality of Ramat Gan has leased the adjacent car park, which includes approx. 2,300 parking spaces, from the Israel Land Authority in an agreement for 999 years. The Municipality of Ramat Gan has undertaken (and an easement therefor has been registered) to enable a right of passage for vehicles and pedestrians, as well as an open parking right for the public, including the mall's visitors, in the parking spaces that were arranged (excluding 250 parking spaces, use of which will end if the Municipality exercises building rights thereon), so long as the Company continues leasing and operating the Azrieli Ayalon Mall. Due to parking shortages and use by the neighboring office towers of the parking areas around the mall, during 2015 an agreement was executed with the Municipality of Ramat Gan for the regulation of parking by marking it in blue and white while reserving the Company's rights in the car park and granting free parking to the mall's visitors at certain times.

8.3 The following table presents a summary of figures regarding a material income-producing building under construction of the Group, as of December 31, 2022. It is emphasized that the uses of this property will be divided between the retail centers and malls in Israel operating segment and the office and other space for lease in Israel operating segment, according to the various uses of the designation of the building rights in the property:

Name of the Property	Location of the Property	Date of Land Purchase	Actual Share of the Corporation (%)	Method of Presentation in Consolidated Report	Estimated Construction Completion Date	Designated Areas of the Property (by usage) (sqm)	Total Projected Investment, including Land, Construction and Development (NIS in millions)
Expansion of Azrieli Center Tel Aviv	Tel Aviv	May 2013	100%	Fair value	2027	150,000 sqm for offices, retail and residences	2,550-2,750

³⁹ Ratio of average revenue per sqm to average rent and management fees per sqm – 16%.

⁴⁰ Ratio of average revenue per sqm to average rent and management fees per sqm – 15%.

⁴¹ In view of the relief given to tenants in 2020 due to the impact of the spread of Covid, rent per sqm was presented according to contracts as of December 31, 2020 with no relief.

⁴² Ratio of average revenue per sqm to average rent and management fees per sqm – 14%.

Name and Features of the Property	Reporting Period	Financial Data			Rate of Completion at Year-End [Engineering] (%)	Rate of Areas of the Property for which Binding Lease Contracts have been Signed as of Year-End (%)	Data on Valuation and the Assumptions on which it is Based		
		Aggregate Cost at Year-End, including Land, Construction Development and Financing (Consolidated) (NIS in millions)	Data on Fair Value and Revaluations				Name and Experience of Valuator	Valuation Model	Additional Assumptions on which the Valuation is Based
			Fair Value/Book Value at End of Period (Consolidated) (NIS in millions)	Revaluation Profits (Losses) in the Period (Consolidated) (NIS in millions)					
Expansion of Azrieli Tel Aviv Center	Y2022	1,088	1,681	259	16%	9%	Mr. Ronen Katz is a certified real estate appraiser, with a B.A. in Agricultural Economy and Administration from the Faculty of Agriculture at the Hebrew University of Jerusalem, and experience as a real estate appraiser since 1997	Presented according to fair value under the comparative method	N/A
Expansion of Azrieli Tel Aviv Center	Y2021	738	1,072	107	12%	9%	Mr. Ronen Katz is a certified real estate appraiser, with a B.A. in Agricultural Economy and Administration from the Faculty of Agriculture at the Hebrew University of Jerusalem, and experience as a real estate appraiser since 1997	Presented according to fair value under the comparative method	N/A
The other properties under construction 2022, excluding properties of the associate Compass		1,743	2,099	14	--	--	--	--	--
The other properties under construction 2021		1,449	1,957	284	--	--	--	--	--

8.4 Competition

Beyond the aforesaid, in the Company's estimation, over recent years, the retail centers and malls in Israel segment has been characterized with high competitiveness, and to the best of the Company's knowledge, there are more than 300 retail centers in Israel. The structure, size and business mix of the retail centers are mostly adjusted to the characteristics of the demand of those leasing areas in the geographical region in which they are located. The competition in this area revolves around several parameters, of which the main ones are: (1) the geographical location of the properties and the level of demand for spaces for lease in such area; (2) the level of revenues in the properties; (3) the rent level and management and maintenance costs; (4) the quality of construction of the leased buildings; (5) the level of auxiliary services and, (6) The Lessor's goodwill.

As of the Report Date, the Company operates in this operating segment principally in the development of retail centers, and focuses on discovering reserves of land in attractive locations and with the potential for high revenues, and therefore the competition vis-à-vis bodies which concentrate primarily on acquisitions of existing retail centers is lower. In retail complexes and centers located in residential areas a competition could also develop with local developers. The market trends over the recent years and the attempt to adjust the characteristics of the retail center accurately to local demands and to the substitutes available to the consumer have blurred the lines distinguishing between the different types of retail centers.

Due to the intensification of the competition in the sector, the addition of retail space in many regions and a trend of increase in online commerce, the Company acted in 2022 and will continue to act for the development of the end consumer marketing segment. *Inter alia*, the Company continues activity for branding of the Group's malls through a uniform language of communication in the properties themselves, marketing activities and campaigns on the different types of media, and planning of further marketing, branding and differentiation activities and sales campaigns for all of the Group's malls (hard sale).

The Group also operates a shopping website under the Azrieli.com brand, which offers, *inter alia*, the businesses operating in Group-owned malls and retail centers an online selling platform with the related logistic services, such as storage services and delivery services to the customers' homes or to collection points located at the Group's properties. For details with respect to the Company's e-commerce operations, see Section 16 of this Chapter A.

To the best of the Company's knowledge, a number of entities operate in Israel which hold significant portions of properties in the retail centers and malls segment, including REIT 1 Ltd., Gazit Globe Ltd., Melisron Ltd., Industrial Buildings Ltd., Amot Investments Ltd., Jerusalem Economy Ltd. and Big Shopping Centers (2004) Ltd. In addition, to the best of the Company's knowledge, in recent years new players are joining the market such as the institutional bodies (either directly or through a managing body which knows the operating segment well) and investment funds, that seek alternative yield for the members and for themselves.

The Company estimates that the geographic location of the retail center and its differentiation directly affect its characteristics and its tenant mix since each center adjust itself to the sizes of the geographic market in which it is located in order to create a center of attraction which is unique therefor and deal with centers existing in the area which created the consumers' purchase habits. For the most part, the tenants will consider the benefit of space in a retail center with a better geographic location, a mix conforming to its business operations versus its cost and with a better reputational image.

Competition for the private consumer is also mainly characterized by the geographic location and against other centers of the power center-type as well as shops on city streets. Most of the retail centers and malls serve the population residing or employed in the geographic area in which the retail center is situated. Nonetheless, the Azrieli Tel Aviv Mall, due to its location, accessibility and proximity to the train station and to major intersections, serves consumers from all across Israel.

In the Company's estimation, the competition vis-à-vis the private consumer is influenced, *inter alia*, by the tenant mix, the types of the shops and their branding, the atmosphere and shopping experience, benefits to consumers, events initiated in the framework of the retail center, access to the retail center and available parking (free or

paid). The malls and retail centers are therefore required to renovate, upgrade and adjust the tenant mix therein from time to time.

In the Company's estimation, the volume of its operations in the retail centers and malls in Israel segment is large, and it is one of the leading companies in the field in Israel. As of the Report Date, approx. 1,940 tenants operate stores and retail in the Group's retail centers and malls. In the Company's estimation, the factors and methods that help the Group cope with the competition in the segment are as follows:

- Most of the retail centers and malls of the Group are characterized by quality planning and a high-quality tenant mix, which the Company carefully maintains over the years and that contribute to its competitive advantage and offer to the visitors to the retail centers and malls a quality shopping experience;
- The volume of the Company's business in the segment allows the Company to engage with chains and service providers at beneficial terms, thus allowing it to specialize in the management of retail centers and malls in an efficient manner in order to lead to savings in costs and in manpower;
- Most of the Company's tenants are large chains and/or companies with superior financial strength and the lease agreements therewith are for a relatively long period;
- The Company's retail centers and malls are located in high-demand areas, enabling the Company to lease the properties to numerous and diverse types of tenants;
- The expertise of the Group in the planning and development of retail centers and malls according to the needs of the tenants and visitors in the retail center and/or mall;
- The scale of the business and the Company's experience in the segment, allows it to carry out marketing activities also to the end consumers, the mall visitors and to adopt innovation in the retail segment, improving the experience of shopping at the Company's shopping centers, including use of digital media. For details with respect to the Company's e-commerce operations, see Section 16 of this Chapter A.

8.5 Goals and business strategy for the segment

See Section 28 of this Chapter A for the Company's goals and the Group's strategy.

9. The office and other space for lease in Israel segment

9.1 General information on the operating segment

9.1.1 General

In this operating segment, as of the Report Date, the Group is engaged in the development, acquisition, lease-out, management and maintenance of office and high-tech parks, office buildings and buildings for industry, workshops and storage in Israel. The office parks and office buildings are designated primarily for businesses in the segments of liberal professions, service providers, headquarters of financial entities, hotelkeeping, medical services and high-tech industry, which are characterized by a large number of personnel and a demand for adjacent parking spaces.

Most of the Group's lease agreements are for periods of about five years on average, with the tenant given an option for additional lease periods of about five years and the rent is in a fixed amount, linked to the CPI, per square meter of the leased space. A recent trend is the engagement in lease agreements for large spaces, for longer periods of around 10 years. In addition to the aforesaid, at the Azrieli Holon Business Center the Group leases small units for shorter periods of around one to two years.

During the Report Period, the Company closed the acquisition of a company which has a long-term lease agreement for six floors in the Azrieli Sarona Tower, and the Company thus regained possession of these floors, for the lease thereof, in whole or in part, to third parties and which, as of the Report Release Date, are leased in full.

All of the Group's office and other space for lease in Israel include also car parks (above-ground or underground) which serve the tenants and their customers.

In this operating segment, the Group's income-producing areas that are leased to third parties are mainly divided into two types:

- **Parks for businesses and for high-tech industries** - The Group specializes in responding to the special needs of the high-tech industries and the construction of purpose-built buildings fitted in advance to the needs of the tenants. The purpose-built construction provides a comprehensive and complete solution to tenants, that includes the guidance of the tenant beginning from the stage of preparing the working plans for purposes of the design requested by the tenants, the planning and construction of the building in full cooperation with the tenant and through responding to all of the tenant's demands as to the interior of the leasehold. The business parks present a quality and clean working environment in a central location, quality infrastructure, green areas and parking spaces.
- **Office towers** - The Group has office towers that are leased, in most cases, with high occupancy to numerous and diverse tenants for long lease periods.

The Group's office and other space for lease in Israel segment is managed in relation to each building or group of buildings through the Company or designated management companies owned by the Group, which engage with the tenants in management agreements. Most of the management agreements determine that the management fees will be paid based on the cost of the management services plus overhead expenses. The management companies collect from the tenants the management fees or the maintenance fees, which are used, *inter alia*, for financing the maintenance of public areas, whereas in most of the management agreements between the Company or the management companies and the tenants, the management companies undertake to maintain and operate the public areas, including cleaning, security, renewals and insurance, on the conditions and in the scopes as determined by the management companies from time to time.

9.1.2 The structure of the operating segment and the changes occurring therein

The office and other space for lease segment is mainly affected by the economic activities in Israel and abroad. Various entities are active in this operating segment which locate, plan, construct, lease and maintain properties designated for lease for various uses. There are many companies in Israel in the office and other space for lease segment, including large, veteran and leading companies, which own properties in large volumes, as well as smaller, local developers who operate in specific geographic areas. The business in this segment is generally characterized by the fact that part of the costs of construction or acquisition is financed by independent sources and the remainder is financed by credit from outside sources.

9.1.3 Restrictions, legislation, standards and special constraints applying to the operating segment

This operating segment is subject mainly to the land laws and the land use and zoning laws. In addition, the business in this segment is affected by legislative updates in the field of business licensing, land taxation and municipal taxation. See Section 25 of this Chapter A for details on the restrictions, legislation, standards and additional constraints that apply to the Group.

9.1.4 Changes in the volume of business and profitability of the segment⁴³

In recent years, the Company has acted to expand its business in this operating segment, *inter alia*, by developing new projects (in recent years the Company has built Azrieli Sarona in Tel Aviv, the Azrieli Holon Center and the office tower in Azrieli Rishonim Center, Azrieli Holon HaManor and Azrieli Town Tel Aviv, and also purchased land in the North Glilot site for the construction of a campus and lease thereof to SolarEdge Technologies Ltd.). Furthermore, as part of the business strategy the Company is examining attractive investment opportunities and the creation of new growth engines also in tangential segments, and possibilities to create a synergy with the other operating segments thereof.

For a number of years, until the end of 2019, the office market was growing. According to reviews reported in connection with the office market, in H2/2020, in view of the Covid pandemic, a trend of slowing demand for offices was identified in the office market, and moderate rent reductions were recorded in most commercial areas in the center of Israel. From February 2021, the market trend reversed and in view of significant demand, mainly on the part of high-tech companies in Tel Aviv and in its close vicinity (Ramat Gan and Herzliya), the rent in this area rose significantly compared with the pre-Covid prices. This trend continued throughout 2021, and in the absence of vacant leasable space, the rent has continued to climb, and towards the end of 2021 reached record highs. In H2/2022, as a result, *inter alia*, of global and local macro changes, such as an increase in inflation and interest rates, a slowdown was recorded in the demand for office space, leading to stabilization with a tendency towards slight rent reductions in some of these areas. In the Tel Aviv area, a decrease was observed in the rent compared with the peak rates in 2021.

In view of the high occupancy rates in the Group's properties, the effect of the slowdown on the Group's properties was minor.

Further to the aforesaid, as of the Report Date, the Group has maintained very high occupancy rates in its income-producing properties in the segment, and has even increased its total revenues from rent compared with previous years, both in the Tel Aviv region and in other regions, such as Azrieli Center Herzliya, Azrieli Business Center Holon and Azrieli Center Rishonim.

The Company estimates that its financial strength, the strength of the Company's tenants, some of which constitute the leading firms in the economy (AAA tenants), its high liquidity and standing in the financial market are advantages and strengthen its status in the segment.

⁴³ The information in this section is taken from the following sources:
H2 2022 office market review - Cushman & Wakefield Inter Israel - [Link](#)

Despite the slowdown recorded in H2/2022 in the demand on the part of tech companies, it may be estimated that this segment will bounce back in the coming years. Further to the aforesaid, the Company's tenant mix is diverse and wide-ranging, and it markets space to various industries as part of its ongoing risk management.

The Company's properties are essentially characterized by a high standard of construction, location and management, the demand for which in recent years has been constantly on the rise. In addition, a large part of the increase in the supply of offices in the center of Israel is made up of buildings that are being built in the context of purchase groups, or buildings that are intended to be sold to a large number of buyers, which in the Company's estimation, may mainly increase the supply of leasable office space for areas of 200-500 sqm. In addition, in the Company's estimation, the coming years may see changes in the competitive balance between the players in the income-producing real estate sector, *inter alia*, due to the lease-up of office space projects, primarily in the Dan Metropolitan Area, which pose challenges for the sector.

The Company's above estimations with respect to the changes in the segment and the effect thereof on the Company's results are merely subjective estimations which are based, inter alia, on the Company's acquaintance with the market trends, which constitute forward-looking information, as defined in the Securities Law. Actual results and effects may materially differ from the aforesaid estimations and the implications thereof, for various reasons, including further intensification of the competition, a decrease in the demand for office space and an adverse change in the economic situation in Israel, inter alia in view of a deterioration in the high-tech sector and/or the effects of the Covid pandemic.

9.1.5 Critical success factors in the operating segment and changes occurring therein

In the Company's estimation, the main success factors of the Company in the segment are, *inter alia*: the geographic dispersion and the location of the income-producing properties in areas in demand throughout Israel for offices, commerce and industry; the quality of the properties; expertise in development and architectural planning; management of the construction of properties that are tailored to potential tenants, in relation to which the Company has engaged in lease contracts in advance through the professional management team employed by the Group; the level of demand and supply of properties of a similar type which dictate the terms of the lease contracts and the potential changes thereto; know-how and experience in marketing, property management and operation; a diverse tenant mix; positive goodwill; and business positioning and financial strength which allows an immediate response to attractive business opportunities.

9.1.6 Main entry and exit barriers of the operating segment and changes occurring therein

Barriers to entry – In the Company's estimation, entities operating in this operating segment require mainly equity and financial strength. Also important are professional know-how, experience in the development sector, a positive reputation in the industry and available and planned land reserves in areas with high demand for leasable space in office buildings. Development in the segment requires financial soundness which enables operating in the development segment at relatively low financing costs

Barriers to exit – Exiting this operating segment is primarily contingent on the ability to liquidate properties, which is a direct result of the location of the properties, their physical condition and the condition of the economy, as well as various costs, including in connection with land taxation.

9.1.7 Structure of competition in the operating segment and changes occurring therein

See Section 9.2 of this Chapter A for a description of the structure of competition in this operating segment.

9.1.8 Manner of performance of the Company's acquisitions

See Section 8.1.8 of this Chapter A for a description of the manner of acquisition and disposal of the Group's rights in properties. In this context, in the Report Period, the Company completed the acquisition of land in the North Glilot site for the construction of a campus and lease thereof to SolarEdge Technologies Ltd., as specified in Section 1.3.2 of this Chapter A above.

9.2 Competition

The income-producing real estate sector in general, and the office and other space for lease segment in particular, are characterized by intense competition. Competition in the office and other space for lease in Israel segment revolves around several parameters, chief of which are the: (1) geographic location of the properties and the level of demand for leasable space in the area; (2) rent level and management and maintenance costs; (3) quality of construction of the leased buildings; (4) standard of auxiliary services, and (5) the lessor's reputation. The competition in this sector exists both at the stage of identifying properties for enterprise, development and property construction purposes and at the stage of lease-up of the properties. In Israel the Group is exposed to competition by numerous companies engaged in the lease of business real estate, in areas of demands similar to those in which the Group's properties are situated, while in most cases, the competition is local. Thus, for example, prestigious office buildings in Tel Aviv compete against the Azrieli Tel Aviv Center and other alternatives for office buildings in the area compete against the Herzliya Business Park.

To the best of the Company's knowledge, several entities are operating in Israel and holding significant portions of leasable office and other areas, including REIT 1 Ltd., Gav Yam Land Ltd., Nitzba Holdings 1995 Ltd., Industrial Buildings Ltd., Levinstein Properties Ltd. and Amot Investments Ltd. In the Company's estimation, the scope of its operations in the office and other space for lease in Israel segment is of the most significant from among the leading companies in the sector, especially once the projects that are under various stages of construction as of the Report Date are completed.

The factors assisting the Company to deal with the competition in this segment are as follows:

- The Company's volume of operation in the segment enables the Company to communicate with companies and service providers at beneficial terms, and it further enables it to specialize in the management of commercial parks and office buildings in an efficient manner which leads to savings in costs and in manpower.
- Most of the Company's tenants are companies with high financial strength and the lease agreements therewith are for a relatively long period of time.
- The Company's office and other space for lease is located in areas of high demand, enabling the Company to lease the properties to numerous diverse types of tenants.
- The unique characteristics of the Group's properties, such as: a retail center in proximity to the office space for rental, access to public transportation, including the railroad and underground car parks for the convenience of the tenants and their customers.
- Most of the Company's office space is characterized by its high quality and prestigious nature, which distinguishes the Company's property from those of the competing companies and strengthen its competitive edge.
- Sole ownership of the properties allowing the Company flexibility in responding to various requirements of tenants, such as the lease of large areas, etc.
- Management of the Company's properties through designated management companies, wholly owned by the Group, which have considerable experience and expertise.

9.3 Goals and business strategy in the segment

See Section 28 of this Chapter A for details on the Company's goals and the Group's strategy.

9.4 Material Properties

The following table presents a summary of figures pertaining to material properties of the Group in the leasable office space segment as of December 31, 2022, which were appraised by the valuator Mr. Ronen Katz, a partner at Greenberg Olpiner & Co. (*) by applying the income capitalization method:

Name and Features of Property			Year	Information Item											According to Regulation 8B(i) (as applicable)
				Fair value/book value at end of period (NIS in millions)	Rent revenues during the period (NIS in millions)	Actual NOI during the period (NIS in millions)	Rate of return (%)	Adjusted rate of return (%)	Return on cost (%)	Property Value to Debt Ratio (LTV)	Revaluation profit (loss) (consolidated) (NIS in millions)	Occupancy rate as of end of period (%)	Average monthly rent per sqm from main use – (in NIS)	Ratio of average store revenue per sqm to average rent per sqm	Other assumptions underlying the valuation
Azrieli Sarona Tel Aviv	Region	Israel	2022	3,788	165	195	5.15%	6.05%	12.9%	0%	316	100%	139	N/A	Main rent cap rate - 6%. Weighted cap rate– 5.92% ⁴⁴ .
	Functional currency	NIS	2021	3,309	154	186	5.62%	5.98%	12.3%	0%	527	100%	118	N/A	Main rent cap rate - 6%. Weighted cap rate– 5.82% ⁴⁵ .
	Main use	Offices													
	Construction cost (NIS in millions)	1,514	2020	2,748	151	181	6.60%	6.69%	11.98%	0%	2	100%	⁴⁶ 112	N/A	Main rent cap rate–6.5%. Weighted cap rate– 6.47% ⁴⁷ .
	Corporation's share (%)	100%													

⁴⁴ Approx. 19% of the rent (for areas leased at bare-shell level) were capitalized according to a cap rate of 5.0%.

⁴⁵ Approx. 29% of the rent (for areas leased at bare-shell level) were capitalized according to a cap rate of 5.0%.

⁴⁶ The average rent per sqm in 2020 according to contracts as of December 31, 2020.

⁴⁷ Approx. 31% of the rent (for areas leased at bare-shell level) were capitalized according to a cap rate of 6.0%.

Azrieli Tel Aviv Towers ⁴⁸	Region	Israel													
	Functional Currency	NIS	2022	4,058	203	241	5.94%	6.36%	19%	0%	224	100%	123	N/A	Main rent cap rate–6.25%. Weighted cap rate–6.15% ⁴⁹ .
	Main Use	Offices													
	Construction Cost (NIS in millions)	1,292	2021	3,788	177	209	5.52%	6.40%	16%	0%	455	100%	115	N/A	Main rent cap rate–6.25%. Weighted cap rate–6.15% ⁵⁰ .
	Corporation's share (%)	100%	2020	3,239	173	200	6.17%	7.17%	15%	3%	(27)	89%	112	N/A	Main rent cap rate–6.75%. Weighted cap rate–6.81% ⁵¹ .

* Mr. Ronen Katz is a certified real estate appraiser, with a B.A. in Agricultural Economy and Administration from the Faculty of Agriculture at the Hebrew University of Jerusalem, and experience as a real estate appraiser since 1997.

For a summary of figures regarding a material property under construction – the expansion of Azrieli Center (the Spiral Tower), see Section 8.3 of this Chapter A.

⁴⁸ In the 2021 Periodic Report, this property met the definition of a highly material property. For details, see Section 9.2 of Chapter A of the 2021 Periodic Report.

⁴⁹ Approx. 39% of the rent (for areas leased to long-time tenants) were capitalized according to a cap rate of 5.75%.

⁵⁰ Approx. 40% of the rent (for areas leased to long-time tenants) were capitalized according to a cap rate of 5.75%.

⁵¹ Approx. 43% of the rent (for areas leased to long-time tenants) were capitalized according to a cap rate of 6.5%.

10. The income-producing property in the U.S. segment

10.1 General

As of the Report Release Date, the Group owns eight (8) office rental properties outside of Israel (seven in the U.S.), of a total leasable area of approx. 248 thousand sqm (the Company's share is approx. 241 thousand sqm), leased to approx. 140 tenants. The Company's properties in this operating segment do not amount to material properties or very material properties. For aggregate details regarding all of the Company's income-producing properties in this operating segment (including land reserves in Section 7.8 of this Chapter A), see Section 7 of this Chapter A, under the geographic region of the U.S.

About 50% of the Group's office properties in this operating segment are multi-tenant properties and the other 50% are properties with a small number of tenants. All are Class A properties that also include car parks (above-ground or underground) which are used by the tenants. Unlike the Company's properties in Israel, in some of the Company's properties in the U.S., the Company holds the property together with one or more local partners. As of the Report Date, the Company is considering disposing of properties in this segment.

The office buildings in the operating segment are mostly intended for businesses (*inter alia* from the energy and high-tech industries) and service providers which are characterized by a large number of employees and demand for adjacent parking spaces. Most of the Group's lease contracts in this operating segment are for periods of between three and ten years, while often the tenant is given an option for additional lease periods of approx. five years. The rent is at a fixed amount per square meter (or the U.S. customary unit – sq. ft) of the leased area, while often the lease contract includes a rent increase during the term of the lease.

Unlike the Group's office properties in Israel, the Group's office space in the U.S. is managed by external local management companies who act professionally, with which the Company has engaged in agreements, and which the Group is entitled to terminate by advance notice of 30 days. The management companies collect from the tenants the rent, as well as current expenses, such as security, cleaning, maintenance, municipal taxes, insurance, gardening, maintenance of elevators and other mechanical systems. The Company is examining, in a current manner, possibilities for both operational and property management streamlining.

10.2 The structure of the operating segment and changes occurring therein

Between 2011-2018, the Company expanded its business in the U.S. and made several purchase transactions - the first of three office towers in the "Galleria" area of the city of Houston, Texas, and two additional transactions for the purchase of two office buildings in the "Energy Corridor" and "West Belt" area of Houston, Texas. In the course of 2016, the Company purchased an office building in Austin, Texas and a land block in Houston, which is adjacent to a Company-owned property. At the end of 2017, the Company purchased 33.33% and 25% of Riverway 1 and 3, respectively, in which properties the Group had already held 33.33% and 45%, respectively. In 2018, the Company purchased an additional office building in Austin, Texas. Most of the Group's properties in the U.S. are situated in the Houston metropolitan area, which has around 7.2 million inhabitants⁵² and where population growth in the last 30 years exceeded the U.S. average. Such growth stemmed, *inter alia*, from a high quality of life, business opportunities that led to a low unemployment rate, the absence of state income tax and low cost of living.

The Group's income-producing property in the U.S. segment is affected by the economic activity in the U.S. economy, and mainly by the economic business in Houston and its office lease market.

⁵² Data taken from publications of real estate consulting firm Cushman and Wakefield.

The recovery process in Houston after the economic crisis which began in 2008, was among the quickest throughout the U.S. and good figures continued to be recorded in the local economy, mainly thanks to the strong connection that the local economy has with the energy market which experienced a significant price increase until mid-2014. The summer of 2014 saw the beginning of a global downtrend in energy prices, which affected the local economy in 2015-2016. This downtrend was halted in the course of 2017, and a moderate rise in prices began. In early 2018, energy prices continued the slow recovery trend, which was halted in Q4/2018, when energy prices declined again. Energy prices in 2019 were characterized by significant volatility.

The Covid crisis, a global health crisis which led to upheavals both in the U.S. economy in general and in Texas and Houston in particular, erupted in early 2020. Hundreds of thousands of jobs were eliminated, and instructions were issued by the authorities ordering anyone not employed in an "essential" job not to leave the house, which aggravated the said upheavals. In addition, the demand for oil and other energy products declined as a result of the global economic slowdown, the slowdown in production and in all types of land and aerial transportation, which led to a sharp decline in energy prices. Geopolitical struggles also contributed to the decline in energy prices.

As the energy market capital of the world, Houston was significantly impacted by the decline in energy prices – 2021 began with an oil barrel price of around U.S. \$48 but during the year the barrel price rose and peaked at U.S. \$84.65 per barrel. Over the course of 2022, the oil barrel price peaked at U.S. \$127.98 per barrel, which price was significantly higher than the price environment to which the world had become accustomed in recent years, *inter alia* in view of the war that erupted in Ukraine in February 2022. However, towards the end of 2022, the price settled at around U.S. \$80.

The state of the employment market in the Houston metropolitan area continued to improve during 2022, such that the rate of unemployment there was 4%, compared with 5.1% in 2021.⁵³

The decreases in energy prices which occurred between 2015 and 2020 had a considerable effect on the office real estate market in Houston, alongside the impact of the Covid crisis which began during 2020 and continued also during 2021. These trends affected the real estate market in Houston in various ways, such as: a high rate of vacant office space, high competitiveness in engagements with new tenants which led to higher costs in the engagement process with these tenants. In addition, a large amount of space is offered in the sublease market, leading to a decline in the number of new lease transactions. At the same time, there was an increasing willingness on the part of property owners to give incentives to new tenants, such as a high leasehold improvements budget, and a long grace period.

Furthermore, the small number of transactions also derived from lockdowns imposed by the authorities due to the Covid pandemic, the transition to remote work and the general uncertainty, due to which only tenants whose lease contract was coming to an end acted in the market, and a significant portion thereof chose to renew their contracts for a short period or to take risk mitigation measures, avoiding making long-term decisions.

These trends continued also in 2021-2022, and it is noted that the effect of the positive trend in energy prices is not yet evident in the office real estate market in Houston, which continued to have a high rate of vacant space with no increase in rent prices or decrease in the giving of tenant incentives.

In addition to the effect of the petrochemicals, gas and energy sector on Houston's economy, to the best of the Company's knowledge, the local economy is also affected by its large medical center (Houston Texas Medical Center), which is the largest medical center in the world, which continues to develop, as well as by growth in the activity of the Port of Houston.

In 2016-2018, the Company purchased two office properties in Austin, Texas. Both properties are buildings whose construction had been completed not long before their purchase. One of the growth engines of the demand for office space in Austin is the numerous high-tech companies whose research and development activities are concentrated in this city and indeed both properties are occupied mainly by high-tech companies. The slowdown

⁵³ According to figures appearing in Figures, Houston, Office Q4 2022, published by CBRE in Q4/2022.

in the tech sector, which began during 2022, was felt in the offices market in Austin as well as in the Company's properties.

10.3 Restrictions, legislation, standards and special constraints applying to the operating segment

This operating segment is subject mainly to the local planning and building laws and land laws. In addition, the business in this segment is affected by legislation and regulation of authorities in the fields of environmental protection, safety, business licensing, land taxation and municipal taxation. See Section 25 of this Chapter A for details on the restrictions, legislation, standards and additional constraints that apply to the entire Group.

10.4 Changes in the volume and profitability of the operations in the segment

Like 2021, in 2022 the rate of vacant space in the Houston office market also continued to be high. The high rate of vacant space derives mainly from the upheavals in the energy sector which led, in 2015-2016, to a decrease in the oil prices, coupled with increasing activity of mergers and acquisitions of companies in this sector, as well as due to the impact of the Covid pandemic due to the economic slowdown caused by the pandemic in the U.S. and worldwide. Despite the positive trend of improvement in energy prices during 2022, the effect of this trend on the rate of vacant space is not yet evident. The Covid pandemic also led to uncertainty with respect to the office market in Houston which, together with the transition to remote work, led to an increase in vacant space, as well as to a large amount of office space in the sublease market. Due to the said uncertainty and continued remote work, in many cases tenants are currently refraining from entering into long-term agreements and from leasing additional areas for expansion. The total rate of vacant space in the Houston metropolitan area decreased from 24.8% to 24.2% at the end of 2022, with the rate of vacant space in Class A office buildings totaling 23.9% at the end of 2022 (the total rate of vacant leasable space, including the sublease market, was 29.5% as of the end of 2022).⁵⁴ In addition, to the best of the Company's knowledge, in 2022, rent prices and tenant incentive packages remained at a level similar to that of 2021. Although the cost of tenant incentives in new transactions is similar to that of recent years, it is relatively high over time.

10.5 Critical success factors in the operating segment and changes occurring therein

The Company estimates that the main success factors in this operating segment are its know-how, expertise and experience in the location and acquisition of attractive properties that will yield a high return, and the location of local management companies specializing in the local market, for the purpose of management of the properties and marketing of the space therein. The Company estimates that the success factors in the acquisition of such properties in the operating segment are, *inter alia*, location of worthwhile transactions and identification of opportunities in the market with a fast response capability, acquisition of properties in attractive, high demand locations with improvement potential, acquisition of properties of a high building and finishing standard, acquisition of properties with a range of related services that are not available in nearby properties which are competing for new contracts, performance of meticulous due diligence investigations, *inter alia* with respect to the expected expense structure in the property and the profit increase potential, the strength of the tenants in the property and the nature of the collateral, as well as knowledge of the financial markets and the various players therein for the purpose of achieving attractive financing terms.

⁵⁴ According to figures appearing in Figures, Houston, Office Q4 2022, published by CBRE in Q4/2022.

10.6 Main barriers to entry and exit in the operating segment and changes occurring therein

Barriers to entry – In the Company's estimation, entities operating in this operating segment require mainly equity and financial strength which allow the acquisition of existing properties at relatively low financing costs. In addition, professional know-how, experience in the segment of acquisitions and management of income-producing properties, as well as know-how and experience in the credit and financing sector are important. A positive reputation from another important element, both during tenders for the acquisition of income-producing properties and in order to draw attractive tenants to the properties.

Barriers to exit – Exiting this operating segment is conditional, mostly, on the ability to realize properties, which is a direct result of the location of the properties, their physical condition and the condition of the economy, as well as various costs.

10.7 Structure of competition in the operating segment and changes occurring therein

The income-producing property in the U.S. segment, including in Houston and Austin, is characterized by intense competition. Competition in this segment revolves around a number of parameters, of which the principal ones are; (1) the geographic location of the properties and the level of demand for the leasable in that area; (2) the amount of the rent and the management and maintenance costs; (3) the grant of incentives to new tenants or upon renewal of the lease agreement, such as improvements in the leased premises or a certain lease period in which the tenant is charged no rent; (4) the quality of construction of the leased buildings; (5) the level of related services; and (6) the reputation of the lessor. The competition in this sector exists both at the stage of acquisition of the properties and at the stage of lease-out of the properties. See Section 10.10 of this Chapter A for a description of the structure of competition in this operating segment.

10.8 Manner of execution of the Company's acquisitions

In recent times, the Company has not been exploring possibilities for expanding its operations in this segment over and above the properties in its possession. See Section 8.1.8 of Chapter A of the Report for a general description of the manner of acquisition and exercise of the entire Group's rights in properties.

10.9 Acquisitions in the Report Period

No acquisitions were made during and after the Report Period.

10.10 Competition

The income-producing property in the U.S. segment is generally characterized by a high level of competition in all aspects pertaining to the rent, the quality of the finishing of the building and other unique characteristics of the property. The Group is exposed in the U.S. to competition by numerous companies engaging in business property lease, in areas of demands similar to those in which the Group's properties are located. The market of leasable offices in Houston, Texas, comprises approx. 215 million sq. ft. of leasable office space (of which approx. 121 million sq. ft. is defined as Class A), and includes a large number of properties. To the best of the Company's knowledge, several bodies are active in Houston, holding significant shares of the office lease areas segment⁵⁵, and the Group's share in the income-producing property in the U.S. segment is negligible.

⁵⁵ According to figures appearing in Figures, Houston, Office Q4 2022, published by CBRE in Q4/2022.

The factors assisting the Company in coping with the competition in this segment are as follows: (1) The Company's office lease areas are located in attractive high-demand areas, enabling the Company to lease the properties to numerous and diverse types of tenants; (2) most of the Group's properties in this operating segment have special characteristics, including: green building rating (LEED Certificate), financially sound tenants, attractive location adjacent to large retail centers, as well as a high parking space ratio relative to the size of the property; (3) most of the Company's office space in this operating segment is characterized by a high building and finishing standard and has been granted the highest rating level of office properties (Class A).

The Group engages in this operating segment in management agreements with local entities which have vast experience in and deep knowledge of the local market, for the purpose of management and lease of the properties.

10.11 Goals and business strategy in the segment

See Section 28 of this Chapter A for details on the Company's goals and the Group's strategy.

11. The Senior Housing Segment

11.1. General information about the senior housing segment

The Group's operations in the senior housing segment are carried out through corporations indirectly held thereby, under the "Palace" brand ("**Palace**" or the "**Palace Chain**") and it engages in the operation and development of senior homes for the elderly that feature a high finishing standard and the provision of high-standard related services, which are generally designated for residents who are capable of leading an independent life. As of the Report Release Date, the Palace Chain employs, directly and indirectly, approx. 750 employees in total. As specified below, all senior homes of the Palace Chain operate long-term care (LTC) units (either inside or near the senior homes). The senior home currently under construction is also planned to have an LTC unit.

As of the date of this Report, Palace holds and operates four upscale senior homes as specified below:

- **Palace Tel Aviv** – a senior home in the center of Tel Aviv, including an advanced medical center for recuperation and LTC, also known as "Palace Tel Aviv", which consists of 231 senior home residential units, and "Palace Medical", which contains 136 beds in 4 different units (jointly: "**Palace Tel Aviv**");
- **Palace Ra'anana** – a senior home in Ra'anana, including an LTC unit, also known as "Palace Ra'anana" (formerly Ahuzat Bayit), which consists of 322 residential units and 67 LTC beds in two units ("**Palace Ra'anana**"), as well as an active retail center located adjacently to the senior home and known as Azrieli Ra'anana (formerly named "Park Mall").
- **Palace Modi'in** – a senior home in Modi'in, which is known as "Palace Modi'in", which comprises 239 residential units and approx. 136 LTC beds in 4 different units, 34 of which are recuperation units ("**Palace Modi'in**").
- **Palace Lehavim** – A retirement village within the Lehavim Local Council, which includes an LTC wing, known also as "Palace Lehavim", which comprises approx. 350 residential units and approx. 72 LTC beds ("**Palace Lehavim**"). Construction of Phase B of the project was completed during the Report Period, and occupancy began during September 2022. For further details, see Section 7.7 of this Chapter A.

In addition, in March 2016, the Group won a tender of the Israel Land Authority for the purchase of long-term leasehold rights in a lot of approx. 3.4 thousand sqm designated for senior housing and situated in the HaRakafot neighborhood in east Rishon LeZion, which is designated for the construction of approx. 275 residential units, an LTC wing and approx. 3 thousand sqm of retail space ("**Palace Rishon LeZion**"). The project is at construction stages. For further details, see Section 7.8 of this Chapter A.

In addition, during the Report Period, approval was granted for a zoning plan for additional rights, *inter alia* for senior housing, in the Azrieli Jerusalem mall.

11.2. Structure of the senior housing operating segment and changes therein⁵⁶

To the best of Palace's knowledge, recent years (apart from 2020, owing to the impact of the Covid pandemic) have seen an increase in the life expectancy of the elderly population in Israel⁵⁷, alongside a rise in the standard of living of such population. According to data from the Central Bureau of Statistics (CBS)⁵⁸, at the end of 2021, there were approx. 1.163 million residents aged 65 or older living in Israel, representing a rate of approx. 12% of

⁵⁶ This information was taken from the following sources: Myers JDC Brookdale, People Aged 65+ in Israel – Statistical Annual Report for 2020: <https://brookdale-web.s3.amazonaws.com/uploads/2020/09/shnaton-2020-internet-min.pdf>, Amidar – senior housing - <https://goo.gl/JAkoGT>.

⁵⁷ The Central Bureau of Statistics (CBS) – Statistical Annual Report for 2022, Table 2.5: https://www.cbs.gov.il/he/publications/doclib/2022/2.shnatonpopulation/st02_05x.pdf

⁵⁸ CBS press release for International Senior Citizens Day 2022: [Link](#)

the population of Israel's residents. According to population forecasts, by 2040 persons aged 65 or older will total around 2,010,600, representing approx. 14.2% of the population. According to CBS data and publications by Ma'alot⁵⁹, alongside the increase in life expectancy, there is considerable improvement in the standard of living of the elderly, which is reflected in their increased participation in the Israeli employment market, an improvement in their physical, financial and social wellbeing, and an increase in their general satisfaction with their lives. In the elderly housing sector, a distinction may be made between two main solutions: retirement homes and senior homes. Most retirement homes are characterized by elderly residents of middle-to-low socioeconomic status, who are not independent and require constant nursing and medical services. Residents of the traditional retirement homes mostly share one room and their schedule is dictated by the retirement home's operator.

Unlike retirement homes, the senior housing market is aimed at an aged population which is financially established and mostly independent. Senior homes feature modern and luxurious services and facilities, including deluxe complexes that include expansive public areas containing facilities, such as: a swimming pool, spa and fitness club, class rooms, restaurant, cafeteria, clinic, and the like. Senior homes provide a respectable and high-quality solution for the elderly, and allow the residents to lead an independent life in the residential units, along with a social life in the public complexes and the provision of initial medical attention and LTC when necessary. According to estimates of Geocartography, as of the Report Date, the senior housing market consists of approx. 15,000 senior housing units. As a result of the increase and improvement in the life expectancy of the elderly, as described above, and due to the desire of such residents to conduct an active and social lifestyle, there has been an increase in the demand for senior residential units.

The Senior Housing Law, 5772-2012, which took effect in 2012, and the regulations promulgated thereunder (hereinbelow in this Section, jointly: the "**Senior Housing Law**"), regulates operations in the Israeli senior housing sector for the first time. The Senior Housing Law prescribes various rules in relation to the permits and requirements for the operation of senior homes, including the duty to receive a senior home operation license, and also prescribes sanctions for the violation of such rules. For additional details with respect to the regulation of the senior housing sector, see Section 25.1.3 of this Chapter A.

Resident agreements

Palace's engagements with the residents of the senior homes are made by means of resident agreements, that grant the residents the right to use the residential unit and the public areas and also grant them entitlement to the service basket offered and provided by every senior home to its residents, *inter alia*, in view of the provisions of the Senior Housing Law and by virtue of the relevant engagement agreement. The language of the agreements with the residents varies among the various senior homes operated by Palace (*inter alia*, considering the fact that some were purchased from previous owners), and according to the time of their signing and the provisions of the law at such time.

As a rule, the engagement is made by means of the standard track, i.e., the deposit forfeiture track, which includes the resident depositing a deposit for the duration of the term of the agreement. In most cases, the amount of the deposit is determined according to the location of the home and the services provided thereby, the size of the apartment and the finishing level, the levels of demand, and more (the "**Deposit**"). The resident agreement determines the period over which the deposit will be forfeited (mostly over the course of 12-14 years) (the "**Forfeiture Period**") and the rate at which it will be forfeited every year (mostly at a rate ranging between 3% and 4%, plus V.A.T. as required by law). At the elapse of the Forfeiture Period, the forfeiture of the Deposit comes to an end and the balance of the principal plus linkage differentials is repaid to the resident or his heirs upon the expiration of the resident agreement and the discontinuance of use of the residential unit.

⁵⁹ Ma'alot – The Senior Housing Market in Israel, June 2015 - <https://goo.gl/F3oj4l> and CBS – Press Release for International Senior Citizens Day 2022: [Link](#).

The resident agreement also specifies the collateral to be provided to secure the Deposit, all subject to the relevant legal provisions at such time.

In view of the Group's financial soundness, Palace also enables residents to engage in alternative tracks to the deposit forfeiture track described above, including a lease track in which the resident pays rent on a monthly basis etc.; however, the scope of such tracks is smaller than that of the track described above.

In addition to the forfeiture of the Deposit and/or the payment of rent as described above, the resident agreement provides the amount of the monthly maintenance fees to be collected from the resident. Subject to the provisions of the Senior Housing Law, Palace may increase the maintenance fees at a real rate and subject to an actual increase in the operating expenses of the home, and, in any event, by no more than the maximum increase rate specified in the resident agreement.

11.3. Restrictions, legislation, standardization and special constraints applicable to the senior housing operating segment

For details with respect to restrictions, legislation, standardization and special constraints applicable to the operating segment, see Section 25.1.3 of this Chapter A.

11.4. Changes in the volume and profitability of the senior housing operations

According to the various publications, as specified in Section 11.2 of this Chapter A, the increase in life expectancy combined with the increase in population and the improvement in the standard of living among the elderly population targeted by Palace lead to an increase in the scope of demand for high-quality and luxurious senior housing solutions in Israel and to the expansion of Palace's operations in the segment.

Furthermore, the increased awareness of the target group to the advantages of senior housing and the recognition that senior homes for the aged population are a respectable and high-quality solution for this population, while differentiating this operating segment from the image associated with traditional retirement homes, contributes to the development of this segment. As of the Report Date, Palace holds rights in one site on which it is building an additional senior home (Palace Rishon LeZion), and Palace's management expects that its completion and occupancy will increase the scope of its operations in the senior housing segment and turn Palace into a significant and leading agent in the senior housing market in Israel.

The information regarding the factors which in the estimation of Palace's management may affect the scope of its operations in the senior housing segment and the implications thereof on Palace's positioning as a significant and leading factor in the senior housing market as aforesaid, constitute forward-looking information, as defined in the Securities Law, which is based on the estimations of Palace's management. Such estimations are based on external information sources and subjective assessments by Palace's management. Actual results may differ from the estimations so predicted, inter alia, as a result of non-realization of the estimations of the external information sources.

11.5. Developments in the markets or changes in customer characteristics

The scope of the operations in the senior housing segment is growing, as a result of the increased life expectancy of the aged population. This trend is also characterized by the desire of parts of such population to preserve the high standard of living and quality of life to which they have become accustomed during the years of their life, and the feeling of loneliness and lack of independence created due to the difficulty in accessibility to the various community services compared with the fulfillment of needs provided by senior housing. In addition, whereas the elderly population had been deterred in the past from moving to senior housing due to the negative image associated therewith and the poor level of services featured thereby, the senior housing setting presently provides a high quality of life while ensuring a safe environment that preserves the resident's independence,

cares for his health, ensures an active daily schedule, which includes culture, sports, social interaction and community, and facilitates living at a high level of comfort in luxurious centers. The entry of leading entities, such as Palace, into the senior housing sector, which players introduce a modern construction standard of high-level senior homes into the sector, also contributes to the improvement of this image. These developments have brought with them new market demands for expansion of the services offered in senior housing. Therefore, recent years have seen an increased demand for an environment that offers, in addition to the basic services, a variety of social and cultural activities, such as a swimming pool, spa, classes, restaurant, cafeteria, alternative medicine services and more.

11.6. Critical success factors in the senior housing operating segment and changes therein

It is Palace's management's position that there are several critical success factors in the operating segment, which include: (1) Knowledge, experience and management: The senior housing segment is complex and requires experience in and knowledge of issues that are unique to the elderly population, with an emphasis on the operation of senior housing homes. The ability to optimally manage a senior home bears great importance in Palace's coping with the competition against the existing competitors in the sector; (2) Financial soundness: The Group's ability to withstand the costs involved in the construction, purchase and/or operation of premium high-level senior homes is critical to the subsistence of Palace's operations and its positioning as a leading factor in the senior housing market, and may be a central consideration in the choice of a senior home by potential residents. In addition, Palace's ability to provide collateral to the residents and repay the funds of the Deposit deposited by them, as mandated by the Senior Housing Law, constitutes, in the estimation of Palace's management, a key success factor; (3) Structure of the senior home, the residential units and the surroundings: Since the senior housing sector is on the course of constant development, both in terms of the quality of the structures and residential units and in terms of the level and variety of services, it is necessary to maintain a high construction and finishing standard in the senior home and the public areas thereof, which constitutes a critical success factor in the sector; (4) Location and nationwide presence: A central and accessible location that also facilitates access to nearby centers, recreation and cultural institutions, convenient access to railway stations and public transportation as well as traffic arteries, in the area of the senior home, constitutes an advantage and a central consideration in the choice of a senior home. Furthermore, the location of the senior home in relation to the place of residence of the children and family and former life center of the resident is a highly significant factor that affects the resident's choice of such or other senior home. A more attractive location of the senior home brands it as a more luxurious place and affects the price and the amount of the deposits that may be charged for the residential unit; (5) The size of the residential center: A large residential center consisting of hundreds of residential units entails economies of scale in view of the number and diversity of the residents residing therein, which enables and creates an abundance of activities and a vibrant community and social life; (6) Reputation and branding: The right branding of a senior home, i.e., the attribution of positive values, such as quality, enjoyment, luxury, value for money, the branding of the company running the senior home, years' long reputation, the company's stability, etc., and the creation of a positive position and perception among consumers with respect to the senior home, bear importance in the positioning of the senior home in relation to its competitors; (7) Resident satisfaction: Residents who express high satisfaction with their standard of living in the senior home are a major marketing tool vis-à-vis potential clients, which has a high cost-to-benefit ratio. Palace ensures that it is attentive to the needs of the residents and provides them with a quick response, while maintaining a high level of service and personal response to each and every resident. Palace also holds various multigenerational events, that involve the residents of the homes and their families in order to expose Palace's senior homes and the services provided thereby to as many potential clients as possible.

11.7. Main barriers to entry and exit in the senior housing operating segment and changes therein

In the estimation of Palace's management, the main barriers to entry in the senior housing operating segment are:

1. The need for unique knowledge, experience and reputation, which are required for the development and management of a senior home;
2. The need for material capital investments for the purpose of purchase or construction of modern senior housing homes of a high finishing standard and their marketing;
3. The shortage of potentially economically viable land for the construction of senior homes;
4. The ability to comply with regulation requirements that prescribe threshold conditions for the operation of senior homes;
5. The requirement for financial soundness and current cash flow for the purpose of ensuring the ability to repay deposits, and, *inter alia*, the provision of collateral to the residents according to the provisions of the Senior Housing Law.

In the estimation of Palace's management, the main barriers to exit in the senior housing operating segment are:

1. The difficulty in finding a purchaser for such operation due to the substantial scope of investment, the knowledge and the experience required for the operation of a senior home under the provisions of the Senior Housing Law;
2. Long-term contractual obligations and the difficulty in evicting residents within a short time.

11.8. Alternatives to the senior housing sector and changes therein

As of the Report Date, the principal alternative to the senior housing sector is the residence of the elderly in households. In 2021, approx. 97% of persons aged 65 or older were living in households. Among the reasons leading to such high rates, one may specify the improvement in the lifestyle and health of the aged population in recent years, which allow for independent living, and the increase in the variety of services offered to the aged population at home (for example, emergency call centers, medical care at home, etc.). Furthermore, the ability to be assisted by live-in caregivers makes it easier for the elderly to stay at home.

Another alternative to the operating segment is retirement homes, which are mostly characterized by elderly residents of middle-to-low socioeconomic status, who are not independent and are in need of constant medical and nursing services, with the cost of residence in such homes being lower than that of senior homes. It is noted that Palace's management estimates that the existing alternatives on the market do not fully address the social and cultural life aspects that Palace offers in the senior homes, and the sense of security that senior homes provide to their residents, which constitute a significant consideration when choosing an alternative to senior housing,

11.9. Manner of performance of the Group's acquisitions in the senior housing segment

For a description of the manner of purchase and exercise of the Group's rights in properties, see Section 8.1.8 of this Chapter A.

11.10. Acquisitions made during and after the Report Period

No acquisitions were made during or after the Report Period.

11.11. Competition

To the best of Palace's knowledge, as of the Report Date, there are approx. 50 entities operating approx. 100 senior homes in Israel, among which are Mish'an Center, Mediterranean Towers, Ahuzot Rubinstein, Ad 120, Bayit Bakfar, Bayit Balev and others, with half of them being located in the center of Israel, primarily in the area of Tel Aviv and Hasharon. In the estimation of Palace's management, the following may be listed among the factors that affect the structure of the competition in the sector: (1) Geographical location, which constitutes a central consideration in the choice of a senior home by potential residents, who tend to prefer a senior home located in proximity to their family members' place of residence or in proximity to their previous living environment; (2) The nature of the residents in the senior home and their lifestyle, due to the importance of the cultural and social life that senior homes offer residents; (3) The standard of the residential units, public areas and other facilities that the senior home offers its residents; (4) The amount of the deposit and the usage fees collected from the residents. In Palace's estimation, as of the date of this Report, Palace's market share in the senior housing market is approx. 7% based on the presently existing homes and irrespective of the operation of the Medical units.

Principal methods for coping with the competition

In order to preserve Palace's competitive position in the senior housing market and cope with the existing competition, Palace takes, *inter alia*, the following measures:

1. Preserving and ensuring a high standard of services and maintenance in the senior homes. In Palace's estimation, the standard of maintenance and services that Palace provides its residents is among the highest in the sector.
2. Constructing new senior homes in attractive and competitive geographic locations, built to a high finishing standard that includes public areas, luxurious convenience facilities, including infrastructure for the provision of functional services according to the residents' needs.
3. Preserving and ensuring a high level of resident satisfaction, attention to their various needs and quick personal response.
4. Maintenance of an effective marketing and sales layout and branding of the chain as a premium chain under the "Palace" brand.

In the estimation of Palace, its competitive position is favorably affected by the following factors: The reputation and high branding of the existing homes (Palace Tel Aviv, Palace Ra'anana, Palace Lehavim and Palace Modi'in), impeccable management and service, the Group's financial soundness, presence in demanded marketing areas and more.

In the estimation of Palace, its competitive position may be adversely affected by the following factors: entry into and/or expansion of competitors into the senior housing market, mainly in the geographical areas in which Palace operates.

11.12. Goals and business strategy in the segment

For a specification of the Company's goals and the Group's strategy, see Section 28 of this Chapter A.

12. The Data Centers Segment

12.1. General

In 2019, having studied the market and the key players in the data center industry, the Company made the decision to invest in a company that operates in this industry, noting the industry's growth potential and intending for it to serve as an additional growth driver in its operations.

The first step in the Company's entry into the data center industry was taken by making an equity investment in Compass, a company that primarily operates in the data center industry in North America and in EMEA. As of the Report Release Date, the Company (indirectly) holds approx. 32.5% of Compass. For further details, see the immediate report released by the Company on July 18, 2019 (Ref. 2019-01-073885) and Section 1.3.2 of the 2020 Periodic Report, which are included herein by way of reference.

Furthermore, in accordance with an agreement signed between the unit holders in Compass, the lockup period for the sale of holdings in Compass ended in January 2023, and to the best of the Company's knowledge, the Company's partners in Compass have started a process to examine the liquidation of their holdings in Compass⁶⁰. In this context, the agreement of the Compass unit holders defines separation mechanisms that apply upon the sale of holdings to third parties after the expiration of the lockup period, which mechanisms provide, *inter alia*, for a right of first offer and a right of first refusal to the offeree, drag-along rights over the other unit holders and tag-along rights in accordance with the terms and conditions set forth in the agreement. As of the Report Release Date, the Company is considering alternatives in reference to its holdings in Compass, at scopes that may be material to the Company.

Further to the foregoing, and as part of the Company's strategy for expansion of its data center operations by entering the European market, on August 24, 2021, the Company closed an (indirect) acquisition of 100% of the share capital of GM, a company operating in the data center industry in Norway. For further details, see the Company's immediate reports of July 13, 2021, July 19, 2021 and August 24, 2021 (Ref. 2021-01-116121, 2021-01-118377 and 2021-01-136974, respectively), as well as Section 1.3.8 of the 2021 Periodic Report, which are included herein by way of reference. In addition, on June 23, 2022, the Company, through a wholly-owned special purpose subsidiary thereof, entered into an agreement with an English company for the acquisition of all of its holdings in two English Companies (as defined in Section 1.3.6 of Chapter A hereof). After the Report Date, on January 23, 2023, the transaction was closed. For further details regarding the engagement in the agreement and the extension of the transaction closing date, see immediate reports released by the Company on June 26, 2022, December 25, 2022 and January 24, 2023 (Ref. 2022-01-078271, 2022-01-154633 and 2023-01-010848), which are included herein by way of reference. After the report period, the term of office of Mr. Tor Kristian Gyland as CEO of GM came to an end, and he was replaced as CEO by GM's VP Sales, Mr. Svein Atle Hagaseth.

On March 7, 2023, GM, through a company wholly owned thereby, entered into a service agreement with TikTok Norway AS, a Norwegian company which is part of a group of companies with global operations, for the provision of data center services on a campus to be built by GM in Norway. For further details, see Section 1.3.8 above.

In the Company's estimation, the data center industry is expected to grow at a significant rate and could serve as a significant growth driver in the Company's operations.

The Company's estimations with respect to the expected growth of the data center industry and its becoming a significant growth driver are forward-looking information, within the definition of this term in the Securities Law, which are based on subjective assessments by the Company as of the Report Release Date and on information sources that are external to the Company. There is no certainty that they will materialize, in whole or in part, or they may

⁶⁰ See the Company's immediate report of January 22, 2023 (Ref. 2023-01-010098), which is included herein by way of reference.

materialize in a materially different manner, inter alia, due to changes in the timetables, actual scope and marketing of the projects and due to factors beyond the Company's control, including changes in the global data center market.

12.2. Structure of the operating segment and changes therein

The 1950s saw the beginning of relatively widespread computer use. In the late 1980s and early 1990s, the computer infrastructure model shifted to "server-client" architecture which was vastly adopted by large organizations and by home users. The early 2000s saw the beginning of cloud computing use, which supported the transition from the purchase of software accessible through local servers (on-premise) to the purchase of software as a service through data center infrastructure (off-premise). Accordingly, there was a surge in the number of internet users, and as of 2022, there are around 5.3 billion internet users worldwide⁶¹.

The accelerated pace of digital data production has led to increasing complexity in the processing, management and storage of digital data. In view thereof, companies are increasingly turning to cloud service providers to find solutions for their digital data management and are concurrently transferring their server infrastructure to external service providers. GM and Compass focus on building data centers for "Hyperscale" customers, such as cloud service providers, such that they may have infrastructures that support the high rate of demand for their services, and also for organizations that transfer the management of their digital data infrastructures to external sites. The purpose of data centers is to provide their tenant-users with the optimal conditions and space for efficient operation of IT equipment. For such efficient operation, data centers must be located in an area where there is broad and fast connectivity to communication networks by optical fibers, and for that area to have access to large and available power supply, to support the transfer of information from and to customers and for processing and storing information and cooling the servers' environment.

Currently, the global data center market is one of the highest growing in the income-producing real estate sector. The total annual revenues from Hyperscale customers in 2022 were estimated at approx. \$173.3 billion and are expected to amount to approx. \$587 billion in 2026 (average annual growth forecast of approx. 36%)⁶².

12.3. Changes in the volume and profitability of the operations in the segment

In recent years, the data centers market has been growing rapidly. This growth is mainly due to an increase in the volume of data and volume of information backed-up by cloud by governmental, business and private entities.

While the average monthly information traffic in 2016 was 96 ExaBytes⁶³, it was projected to total 278 ExaByte in 2021, meaning a compound annual growth rate (CAGR) of 23.7% within five years, in online content consumption⁶⁴.

Demand in the data center market is affected, among other things, by the following developing factors: Cloud service companies, the Internet of Things (IOT), Artificial Intelligence (AI), 5G networks, smart transport, augmented reality and cryptocurrencies.

Furthermore, given the expectation that the "digitization" of the economy will continue to generate a huge amount of data, the International Data Corporation (IDC) estimates, that the volume of data generated will increase from 33 zettabytes (ZB) in 2018 to 175 zettabytes in 2025⁶⁵. The rise in the demand for data center storage services also stems from the global trend of transitioning to the outsourcing of information management. While in 2016 only 12% of data center services were provided by outsourcing and the rest were managed within the companies themselves, in 2019 the share of outsourcing increased to 45% of such services⁶⁶. The main causes

⁶¹ The International Telecommunication Union (United Nations agency) - Link

⁶² Cushman & Wakefield 2023 Global Data Center Market Comparison.

⁶³ A digital information storage unit used to indicate data size.

⁶⁴ Clipperton Finance, Cisco.

⁶⁵ The Digitization of the World From Edge to Core.

⁶⁶ IDC, Worldwide Datacenter Installation Census and Construction Forecast, 2019–2023, Doc #US43797219, Apr 2019, The analysis includes datacenters only (without server closet and server rooms).

for the transition to outsourcing are, *inter alia*, the companies' desire to focus on their core business, increased advantages (given the increase in costs and the complexity of in-house management of information systems) and the switch to receipt of IT services from companies that provide cloud services – companies that specialize in providing services that include all IT infrastructure building, security and maintenance tasks as well as the retention of data and information on the servers of those "cloud companies".

In recent years, the increase in demand has resulted in an increase in the volume of consumption and use of data centers⁶⁷. Whereas output in 2018 was 6,439 Utilized MW, output in 2023 is expected to be 14,100 Utilized MW⁶⁸.

The profitability of data centers, like other real estate and infrastructure properties, is measured under a cost recovery model, and this market is characterized by significantly high returns, compared with other income-producing real estate segments in the international markets.

12.4. Developments in the markets of the operating segment or changes in customer characteristics

The development of the cloud sector and the transition of companies to information management through outsourcing has led, as noted, to rapid growth in the data center market.

Furthermore, the US market is a high maturity market and positioned as a global leader in the industry.

To the best of the Company's knowledge, as of 2022, approx. 51% of revenues from Hyperscale customers in the data center market is from their operations in North America, approx. 28% from their operations in Asia-Pacific, approx. 16% from their operations in Europe and the remainder in the rest of the world⁶⁹.

To the best of the Company's knowledge, the Norwegian data center market has the benefit of low electricity costs compared with such costs in other European markets in which less use is made of renewable energies from environmentally friendly sources than in Norway. The demand for data center properties that use such sources is on an uptrend. It is further noted that most of the European market's data center properties are located in the primary (Tier I) market, the FLAP-D cities (Frankfurt, London, Amsterdam, Paris and Dublin). Recently, secondary (Tier II) markets in Europe (such as Norway) have generated a growing interest due to the shortage of energy sources and the high cost of land in the primary markets.

12.5. Critical success factors in the operating segment and changes therein

In the Company's estimation, there are several critical success factors in the data center industry, including:

- Strategy for entry into the industry – The Company's strategy for entry into the industry is equity investments in or acquisition of existing and operating companies in the industry, which have a significant growth potential.
- Location of properties – The location of the properties is important, with significant parameters including, among others: The ability to provide a large power supply from environmentally friendly sources, preference of cold areas with low power costs and proximity to communication networks. In addition, physical deployment relative to customers' location is relevant in view of the importance of the data transfer speed (latency), as well as the requirement of cloud companies for data center redundancy and the distances required between the centers. Furthermore, there is an advantage to data center properties that are located near airports, universities and related services.

⁶⁷ According to the overall forecast of Retail Colocation deployment (<7070300KW) in addition to Hyperscale and Scale.

⁶⁸ CMA Strategy Consulting.

⁶⁹ Cushman & Wakefield 2023 Global Data Center Market Comparison.

- High professional standards – It is required to have high professional standards and understanding in the relevant engineering fields of electrical engineering, mechanical systems and communication systems and computers.
- Relationships with significant customers – This industry has a limited number of Hyperscale customers that are large consumers, such as large cloud service providers and telecommunications companies, which are sophisticated customers with complex and specific requirements. Therefore, the ability to engage with these customers is an important element of success in the industry.
- Regulation – Continued growth in data consumption encourages regulators to establish provisions concerning protection of the IT infrastructures of end-users, which reinforces the essentiality of the data center market.
- Digitization – Digitization processes and technological developments affect demand levels in the industry. In the estimation of the International Data Corporation (IDC), by 2025 every person will have over 4,900 digital-data interactions per day (once every 18 seconds)⁷⁰, which is expected to increase the demand for data centers.

12.6. Changes in suppliers and raw materials in the operating segment

As in other industries in the global economy, a slowdown has recently been noticeable in the chain of supply of several components that are usually included in projects in this industry (such as elements for the cooling systems, generators, construction materials, etc.). Consequently, prolonged supply times can be observed for certain items. In addition, some of the components used in the industry have seen price increases as a result of the rise in the prices of some commodities in the world (e.g., the rise in the price of metals). In addition, there has been an across-the-board rise in prices in view of the rise in inflation. As of the Report Release Date, it is not possible to estimate whether such changes will affect the scope of operations in the segment.

12.7. The main barriers to entry and exit in the operating segment and the changes therein.

In the Company's estimation, the main barriers to entry and exit in the data center industry are as follows:

Barriers to entry – (1) Extremely high capital requirements; (2) Relevant knowledge for generating value in the real estate sector; (3) A deep technical understanding of data center design and an ability to build data centers quickly; (4) Power availability for supply in high volume, with an emphasis on renewable production sources; (5) The need for existence or creation of infrastructures and for a high-connectivity optical fiber communication system near the location of the data centers; (6) Ability to efficiently utilize capital.

Barriers to exit– (1) Disposition of the holdings in companies of the industry, which have a substantial value and restrictions on sale under lease agreements; (2) Termination of existing lease agreements which are mostly long term.

12.8. Substitutes for products of the operating segment and changes therein

While the way data centers are designed and deployed may change, the need for data centers is increasingly growing

According to studies, there are approx. 27 billion devices connected to the internet. This number is set to grow to more than 75 billion devices in the next four years⁷¹, that is, a massive increase in the number of internet devices is expected, and as a result, an even larger increase in the volume of data that will require storing.

⁷⁰ The Digitization of the World From Edge to Core.

⁷¹ www.idc.com.

Should these projections be realized, additional infrastructures will be required to provide the services currently offered by data centers and solutions that serve as substitutes therefor may be developed.

As of the Report Release Date, to the best of the Company's knowledge, there is no substitute for the services provided by data centers. However, as technology advances and demand increases, substitutes may develop. In the event that new server technology evolves to meet customer needs at lower costs, the data centers' infrastructure may be less attractive. As aforesaid, to the best of the Company's knowledge, no new technology in the industry is expected to mature in the foreseeable future.

12.9. Competition structure in the operating segment and changes therein

The data center industry is characterized by intense competition. There are various aspects to the competition in the industry, including: (1) Competition between developers with similar properties; (2) Competition in relation to the rent offered by data centers; (3) Competition in relation to the premises offered (considering other factors, such as location, connectivity, security, etc.); (4) Competition in relation to the ability to provide services quickly; (5) Competition in relation to the quality and flexibility of the operating services provided to data center tenants; (6) Competition in relation to the ability to provide data center services that are based on use of renewable energies and/or competition with respect to the ability to provide solutions that meet customer requirements in ESG aspects (reduced use of energy, reuse of heat emitted from the data centers' operations, etc.); (7) Competition against Hyperscale customers that develop, in some of the areas where they operate, autonomous abilities to establish data centers independent of third parties.

12.10. Products and services

Compass's products and services include leasing data center properties to companies for self-use as well as to wholesale companies and companies that provide cloud services in North America and EMEA⁷². As of the Report Release Date, Compass has 14 active sites and 8 facilities under construction and development. Compass places an emphasis on data centers' location in central areas and near communications networks and major power sources. Compass also tailors its services to its customers.

GM's Products and services are mainly the planning, building and operation of data centers with high information security, the supply of advanced data center services to organizations and wholesale customers and the highly efficient operation of data centers while using 100% of renewable energies. As of the Report Release Date, GM operates three data centers in Norway.

12.11. Customers

In the data center industry, the lease is based on power units (kW), rather than area units.

Customers are classified according to the requested amount of kW (the unit of measurement), as follows: Hyperscale (>5 MW), Wholesale (300 kW – 5 MW), and Retail (<300 kW).

Average occupancy rate⁷³ of the data center operating segment as of December 31, 2022 is approx. 95%.

Due to the sensitivity and materiality of the services provided by data centers, as well as the high costs and significant amount of time required for moving from one data center to another, customers in the industry do not tend to make frequent changes in their server farms and databases, and consequently engagements in the industry are long-term and characterized by stability and few replacements by tenants. Thus, for example, the

⁷² Under construction.

⁷³ The average occupancy rate was calculated based on the lease agreements' information as of December 31, 2022, according to a weighted average of GM and Compass, with Compass presented according to the rate of the Company's holding in Compass (approx. 32.4%). The occupancy rate does not include areas under construction.

typical duration of lease contracts with Hyperscale and Wholesale customers (large cloud service providers, telecommunications companies, etc.) ranges between 5 and 10 years, and the typical duration of lease contracts with Retail customers (medium business - banks, airlines, etc.) ranges between 1 and 5 years.

Other data center customers are entities from various fields, including healthcare services, financial institutions and government and administration agencies. Communication with these entities takes place directly, due to the sensitivity of the information, the importance of information security and the protection of the privacy of the end customers.

Each of GM and Compass has several core customers, including material cloud customers, significant high-performance computing customers and others, which are responsible for a high rate of GM's and Compass' revenues and loss of which may have a material effect on the operating segment.

12.12. Marketing and distribution

Compass's marketing strategy is to directly approach the management of its prospective customers. This marketing strategy is consistent with the direct sales approach prevalent in the data center industry (as opposed to other types of real estate, where the prevalent sales approach is based on brokers).

As of the Report Release Date, Compass has no dependence on any of its marketing methods, loss of which would have a material adverse effect on the operating segment or due to the need for replacement of which Compass would incur material additional cost.

GM's marketing strategy is largely aimed at several core components to support the direct and proactive sales approach required to create awareness of the Norwegian data center market as a secondary (Tier II) market and of the values that the Norwegian market can generate for prospective customers. This is done both by means of digital channels and by means of active participation in conferences, all to attract prospective customers by various methods (videos, articles and other content) and for GM to gain recognition as a leader in the industry.

As of the Report Release Date, GM has no dependence on any of its marketing methods, loss of which would have a material adverse effect on the operating segment or due to the need for replacement of which GM would incur material additional cost.

12.13. Acquisitions made during and after the Report Period

After the Report Period, a transaction was closed for the acquisition of the English Companies. For further details about this transaction, see Section 1.3.6 of this Chapter A. It is noted that no further acquisitions were made during the Report Period.

12.14. Competition

As of the Report Release Date, there are approx. 300 certified data center providers worldwide, ranging from large public companies to smaller private companies.

To the best of Compass' knowledge, its key competitors are Digital Realty, CyrusOne, QTS, NTT, Vantage, Aligned, Stack (formerly DigiPlex) and other similar companies. Compass is coping with the competition in the industry, *inter alia*, through modular programs based on a number of models of custom facilities, standardization that accelerates the ability to provide services quickly and strict adherence to fair pricing and property development in high-demand locations. In Compass' estimation, the number of data center providers that are focused on Hyperscale customers, on which it is focused, is relatively small at 10-15 providers at most.

As noted above, GM's data centers are in Norway. However, approx. 70% of its revenue originates from international customers.

Furthermore, Norway has vast renewable energy sources, at low cost compared with the rest of Europe, a cold climate, a stable political environment, and a government that supports the industry, as well as extremely low seismic activity. All of these factors make Norway a highly competitive and attractive place for the operation of data centers. The key players in the industry in Norway are Lefdal, GM, Stack, Mine Datacenter and Bulk Infrastructure, with Stack being the largest company in the sector. According to GM's estimations, its market share in the sector in Norway is approx. 35%.

GM also competes against other international data center players in Europe, with GM acting vis-à-vis international customers with the purpose of them having their data center operations set up in Norway, *in lieu* of the industry's traditional markets in Europe. In this context, it is noted that the traditional markets in Europe mostly demonstrate weaker performance as pertains to sustainability (in aspects of renewable energies and PUE⁷⁴).

12.15. Production Capacity

GM operates three server farms in Norway and, as of the Report Release Date, has undertaken to provide approx. 27 MW to customers that have contracted therewith, for an average period of approx. 6 years. In addition, GM has future development and construction potential in these and other sites totaling at approx. 520 MW.

One of the English Companies that were acquired after the Report Period leases, under a long-term lease from a third party that is not affiliated with the Company, land on which a data center is built, in relation to which it engaged in lease agreements with its customers for an average period of approx. 5 years for a total volume of approx. 7.4 MW.

As of the Report Release Date, Compass has approx. 250 MW available for supply with 70% thereof leased or reserved. Moreover, Compass has potential access to more than 500 MW in addition, under its current portfolio of properties.

12.16. Fixed assets, real estate, facilities

Data center facilities are intended to host and support the services rendered thereby. Data centers are mostly composed of hardened buildings, power distribution systems and complementary power sub-systems, power switching backup generators, cooling and ventilation systems, and more.

As noted above, GM is presently operating three data centers in Norway. One of them is located in an underground structure which was previously a NATO ammunition storage facility and is under long-term lease until 2079, whereas the other two data centers are on GM-owned land. Furthermore, GM owns another land and has entered into agreements that grant it rights to buy more land across Norway. As noted above, Compass' properties are in North America and in EMEA and are owned thereby.

12.17. Raw materials and suppliers

Operating data centers is energy intensive and thus depends on power supply as well as the ability to transmit power to the data centers. While power can be purchased from a large number of alternative suppliers, the transmission of power to each data center depends on the local power transmission provider in the area of the data center. Therefore, future growth depends to a certain degree on each such provider having sufficient capacity for power transmission to the relevant data center.

⁷⁴ PUE (Power Usage Effectiveness) – The ratio between the total amount of energy used by the data center and the energy serving the computing equipment in the data center.

12.18. Environmental risks and management methods thereof

The operations in the segment are subject to laws and regulations regarding environmental protection, the storage, management and disposal of hazardous substances, emissions into the air and discharges into water, cleaning of polluted sites, noise restrictions, and more. Such laws and regulations were announced by various regulatory bodies under federal, state and local legislation and pertain to various aspects, including the use of generators, batteries and fuel storage. To the best of the Company's knowledge, the operations in the segment comply with such laws and regulations, but is potentially exposed to environmental risks that may lead to significant costs due to fines and other sanctions, cleaning costs and third party suits for damages, as a result of violation or liability under laws and environmental regulation.

Furthermore, the operations in this segment require the receipt of permits and/or other Government approvals and the development of action plans in relation to the use of generators or in relation to other actions. Such requirements may limit the operations or delay the development of data centers in the future. In addition, from time to time, regulatory changes that pertain to environmental protection and may result in significant costs for compliance with the provisions of the law.

As noted above, the data center industry is characterized by consumption of vast amounts of power and the industry's growth brings with it challenges, as the availability of power produced from renewable energies is limited. An EU directive prescribes that the heat generated by data centers should be deemed a resource and therefore measures should be taken to reuse it. GM has two projects in which it uses solutions for reuse of the heat. To the best of the Company's knowledge, Compass and GM are not exposed to legal or administrative proceedings related to environmental protection.

12.19. Goals and business strategy

For the Company's goals and the Group's strategy, see Section 28 of this Chapter A.

13. The Rental Housing in Israel Segment

13.1. General information on the operating segment

13.1.1. General

The Group's operations in the rental housing in Israel segment focus on the development, acquisition, lease, management and maintenance of projects designated for long-term rental housing, as well as the operation and provision of high-standard related residential services (community management, security, sports complexes, apartment fit-out, business services, and so forth).

As of the Report Date, the Group has four projects (some active and some at stages of construction), as well as an additional future project that is in preliminary planning stages, as specified below:

#	Name of Project/Property	Number of Residential Units	Project Status	Estimated Completion Date (Year)	Project Description
1	Modi'in Residences	67	Active	-	An active project consisting of 67 residential units, with a GLA of approx. 8,699 sqm and an average apartment size of 130 sqm. As of the Report Date, the occupancy rate of the residential units in the project is 100%.
2	Azrieli Town Tel Aviv	210	Active	-	<p>Azrieli Town Tel Aviv: July 2022 saw the beginning of tenant move-ins into the Azrieli Town Tel Aviv project, which comprises 210 residential units, with a GLA of approx. 20,184 sqm and an average apartment size of 76 sqm.</p> <p>The project includes 21 affordable residential units, and the remaining units are on the private market. The project is included in benefits under the Encouragement of Capital Investment Law, as stated in Section 25.1.4 below.</p>
3	Lot 21 (Modi'in)	80	Under construction	2023	During 2024, the tenant move-in stage of the project is expected to begin, with the project comprising 11 residential floors designated for 80 residential units, with a GLA of approx. 5,200 sqm

					and an average apartment size of 63 sqm.
4	Spiral Tower (Tel Aviv)	171	Under construction	2027	The Spiral Tower, which is under construction, is expected to include, <i>inter alia</i> , approx. 171 residential units, with a GLA of approx. 17,100 sqm and an average apartment size of 100 sqm.
Project in preliminary planning stages					
	Abraham Hostel (Tel Aviv)	110 (preliminary estimate)	In preliminary planning stages	-	The project is in preliminary planning stages with work estimated to begin in 2029. In view of the fact that the property is mostly leased under a long-term lease, as of the Report Date the property is included in the office and other space for lease segment.
Total		638			

For further details with respect to the properties, see Sections 7.7 and 7.8 of Chapter A hereof.

The Company's estimations in this Section 13.1.1 with respect to the date of commencement of tenant move-ins and the number of residential units in projects Lot 21 (Modi'in), the Spiral Tower and Abraham Hostel, constitute forward-looking information as defined in the Securities Law. Such information is based, inter alia, on assessments and estimates of the Company, as well as licenses and permits planned to be obtained, the materialization of which is uncertain and beyond the Company's control. Actual results may materially differ from the above estimates for various reasons, including failure to meet design and construction targets, failure to obtain or delays in the receipt of licenses and permits from the regulatory authorities and a decrease in the demand for rental apartments.

Some of the projects in the segment are designated for both private-market tenants and Eligible Persons⁷⁵ with the aim of leasing residential apartments on a long-term basis in accordance with the Planning and Building Law (Amendment 120), 5778-2018.

The tenders for construction and operation of projects in the rental housing in Israel segment specified various restrictions, including the following: The residential units that shall be built are designated for long-term rental housing for the periods specified in the tender; a fixed rate of the residential units shall have controlled rent for Eligible Persons, a mechanism for the determination of which is determined by the tender; restrictions pertaining to the term of the engagement with the tenants; restrictions pertaining to the amount of maintenance fees and the ability to raise the rent, etc. For further details about the restrictions that apply to long-term rental housing projects, see Section 25.1.4 below.

In accordance with the aforesaid, the lease contracts in such projects of the Company to which the said restrictions will be relevant will generally include an initial lease period of around five years as well as a tenant option for additional aggregate lease periods of at least five years.

⁷⁵ As defined in the Sixth Schedule to the Planning and Building Law, 5725-1965 (the "Planning and Building Law").

For tenants eligible for a reduced rent, the rent will be 20% less than the price determined by a government appraiser and will not exceed the reduced rent cap⁷⁶.

13.1.2. Structure of the operating segment and changes therein

The Group operates, as aforesaid, in development, acquisition, lease, management and maintenance of long-term rental housing projects. This operating segment is affected, *inter alia*, by macroeconomic changes, changes in demand trends and changes in the Construction Input Index.

Over the past decade, and all the more following the adoption of the recommendations of the report of the Committee for Socioeconomic Change (the "**Trajtenberg Committee**"), Israel began taking several measures to encourage residential construction that is designated for long-term rental. Such measures yielded a host of new regulatory arrangements that concern planning, taxation and the policy for management of state-owned land, as part of which, 2013 saw the formation of a special-purpose government-owned company dedicated to the issue: "Apartment for Rent – The Governmental Company for Housing and Rental Ltd.".

In this context, several regulatory schemes were executed, aiming to expand the rental market and advance the formation of a long-term rental market, including: (1) as aforesaid, the "Apartment for Rent" project, formation of a special-purpose government-owned company to promote rental housing as part of the national housing project as well as projects overseen by the Ministry of Housing; (2) amendment of the Rental and Borrowing Law, 5731-1971 (the "**Rental Law**"), which regulates, *inter alia*, the relationship between tenants and landlords, insofar as the lease agreements do not expressly specify otherwise, and also prescribes mandatory provisions with respect to residential rentals. The Rental Law imposes duties on the landlord and the tenant, including provisions regarding the obligation to repair the leased premises and remedies for failure to repair, use of the leased premises, rent payment dates and general provisions regarding the term of the lease, transfer of the lease and transfer of the leased premises; (3) additional planning and building legislation amendments, including legislation that allows for the construction of rental housing on public land as well as regulations that require the construction of rental apartments under large-scale zoning plans that are approved by the National Planning and Building Committee; (4) taxation legislation aimed at encouraging the development of an institutional rental housing market, including an amendment to the "REIT Law" – Amendment 222 to the Income Tax Ordinance, the purpose of which is to encourage the formation of funds for investment in real estate for rental housing purposes and aiming for the development and perfection of a long-term rental housing market and allowing households to invest in the housing market without the need to actually purchase and manage property; (5) amendments to the Affordable Housing Law and to the Rental Law.

The outcome of the aforesaid policy is the creation of competition in the rental housing market, which includes the activity of many small entities (individuals) or companies, engaged in the development, identification, design, construction and maintenance of properties designated for rental housing. For further details about the competition in the rental housing market, see Section 13.2 of this Chapter A.

According to the Central Bureau of Statistics (CBS), approx. 72.5% of all households own at least one apartment. Furthermore, about two thirds of households live in an apartment they own, with the others leasing for uncontrolled rent (and a low percentage live in state-owned public housing and other unique residential arrangements). The percentage of households living in leased properties (approx. 27.5%) varies according to geographic region – about one

⁷⁶ The national average price of uncontrolled rent for a 4.5-5 room apartment according to CBS publications, multiplied by 1.1.

half of renters live in the Tel Aviv and Central Districts, with the Tel Aviv District having the highest percentage of renters⁷⁷. The Israeli rental market is characterized by small apartments and small households, such that approx. 62% of rented apartments have two or three rooms, and approx. 69.3% of households in rented apartments house no more than 3 people⁷⁸. Such households form the basis for the current demand for rental housing.

Moreover, despite the size of the rental housing market in Israel, this market remains chiefly held by private investors, and unlike the situation in OECD countries, no significant institutional rental market alternative thereto has developed. In recent years, the number of investors who purchase additional residential apartments for investment purposes has even risen. Such increase in the acquisition of apartments for investment affects the increase in the price levels of owned housing and rent. Additionally, the rise in apartment prices has eroded the ability of households to purchase residential housing, sending them to the rental market.

The Company's estimations in this Section 13.1.2 in connection with an increase in the volume of operations in the long-term rental housing market in Israel as a result of the promotion of regulation are subjective assessments only and constitute forward-looking information, as defined in the Securities Law. Actual results and effects may materially differ from the aforesaid estimations and what they imply, for various reasons, and, inter alia, economic crises, lack of demand for rental apartments with a finishing standard identical to the finishing standard typical of the apartments marketed by the Company.

Trends in the Israeli housing market:

(a) Lasting housing shortage

Building permits and construction starts: From October 2021 to September 2022 (in this section: the "Period"), building permits were issued for 80,260 apartments, an increase of approx. 25.8% compared with the same period last year. Approx. 47.2% of all apartments for which permits were issued were in the Central and Tel Aviv Districts. In addition, over the Period, construction commenced for approx. 70,250 apartments, an increase of approx. 15.6% compared with the same period last year. Approx. 43.5% of all apartments for which construction began are in the Central and Tel Aviv Districts (25% and 21.5%, respectively). It is noted that approx. 2,860 apartments out of all construction starts are designated for rental.

Construction completion: Compared with construction starts, during the Period, the construction of approx. 49,830 apartments was completed, an increase of 3.9% compared with the same period last year⁷⁹.

The gap between the rate of construction starts and completion and the increase in the number of households in Israel reflects a decrease in supply with a simultaneous increase in the demand for housing, mainly in the center of Israel. This trend creates a lasting housing shortage in Israel, which intensifies over time.

(b) Increase in housing prices versus rent prices

A real increase of 133% was recorded in the apartment price index from the end of 2008 until Q1/2022, with a low interest rate level in the background, leading to an increase in

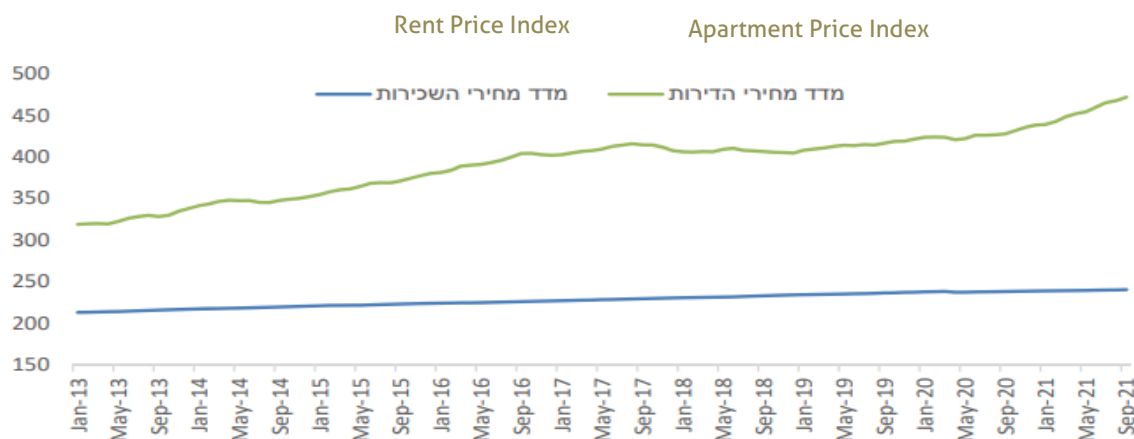
⁷⁷ See the following link: <https://www.nadlancenter.co.il/article/5347>.

⁷⁸ Published by the CBS on December 29, 2021: Physical Assets of Households – Characteristics of Residential Apartments, Findings from a Long-Term Survey 2018-2019; see the following link: https://www.cbs.gov.il/he/mediarelease/DocLib/2021/445-1/15_21_445b.pdf

⁷⁹ Source: Construction start and construction completion during the period of October 2021 – September 2022 (see the press release posted on the CBS website – December 4, 2022).

demand for properties, including an increase in the demand for apartments. The rise in rent prices over this period was far more moderate, with the rent price index recording an increase of approx. 35%.

The following chart shows data with respect to the development of the increase in apartment prices compared with the increase in rent prices⁸⁰:



In the Company's estimation, the said gap between the increase in apartment prices and the increase in rent prices reflects the increasingly growing gap in households' ability to purchase residential housing, sending them to the rental market, considering, *inter alia*, the improvement witnessed in recent decades in the financial position of households in Israel, which allows for the leasing of an apartment that fits the needs of the household, as well as the rise in inflation and the increase in the Prime interest rate which renders mortgages more costly for those seeking to buy housing.

(c) Housing alternatives – an ownership model versus a rental model

In many of the world's countries, rental housing is deemed interchangeable with owned housing and it diversifies the solutions found on the market. The choice between owning or renting housing depends, among other things, on the residents' point of view, preferences, income and the supply to be found on the market. Ownership seemingly offers clear advantages – the purchase of an apartment is an economic investment which allows, in addition to use of the residential unit, also for the accumulation of wealth, by savings and by capital gains as the value of the property increases. Furthermore, ownership of an apartment confers social status and a sense of accomplishment and success. The disadvantages of the ownership model primarily have to do with the financial and administrative burden of buying and maintaining an apartment, a burden that may be particularly heavy in times of uncertainty and interest rate rises.

The rental market offers a solution for individuals who do not wish to chain themselves financially to a specific property for many years, and greater flexibility in their choice of residential location, and consequently greater flexibility in their choice of places to study and work. In addition, leasing facilitates a better match between the required apartment size and the household size and eliminates the need to invest a considerable part of the household's resources in a single property.

⁸⁰ Processing of CBS data – The Consumer Price Index, by primary and secondary consumption groups (Series 120460 and 040010).

In the Company's estimation, an increase in financing costs has a substantial effect on the ability of households to purchase residential housing and on the preferences of households as concerning the housing options available to them. A trend of rising interest rates adversely affects households' purchasing power and monthly repayment capacity, and therefore households may prefer the rental model that offers them financial flexibility.

(d) Need for long-term rentals

The rental market is characterized by contracts for terms that are significantly shorter than tenants' needs and the duration of their residence – more than 90% of the agreements on the rental market in 2015 were signed for a term of just one year, whereas, in practice, more than one half of tenants live in a rented apartment for 3 years or more⁸¹.

Given these figures, a long-term rental model constitutes a preferable alternative to the private rental model for households, because it offers stability and certainty during the term of the lease and balanced terms and conditions between tenant and landlord, which ensure a proper housing standard and ongoing maintenance.

As of the Report Date, there are several principal avenues for long-term rental apartments:

The Authority for Investments and Industrial and Economic Development (the "Authority"): The unit tasked with the supervision and issuance of letters of approval to entrepreneurs seeking to receive the benefits of the Encouragement of Capital Investments Law. Between 2011 and 2020, the Authority approved 423 applications that included the construction of 10,038 residential units. About two thirds of the applications (6,071 residential units) were in the Central district, approx. 12% of the applications (1,549 residential units) were in the Jerusalem district, and the remainder were in the northern and southern districts.

"Apartment for Rent" (Dira LeHaskir): A government-owned company established in 2013 for the promotion of rental housing, which serves as an executive branch for the purpose of advancing and planning rental housing projects. The company's goals were defined as the identification of development sites, promotion of statutory planning, execution of proprietary arrangements, management of marketing in the context of tenders, and operation of supervision and control mechanisms over the winners of tenders.

REITs: REITs are funds that operate under the Income Tax Ordinance, wherein they are defined as a "fund for investments in real estate" that constitute a capital investment instrument. Such funds allow the public to buy shares of the fund, which is obligated to invest its resources in real estate and distribute its profits among the shareholders. The fund's activity is underpinned by a one-phase taxation model that views the shareholders as direct investors in the company's ventures. In 2016, the Income Tax Ordinance was amended (Amendment No. 222) to allow for REITs' activity in the long-term rental housing sector through the acquisition of real estate for purposes of rental housing.

(e) Transition from product consumption to service consumption

Recent years have seen a trend of transitioning from product consumption to service consumption, based on long-term engagements while providing comprehensive and supplemental solutions (servitization). Part of this trend originates, *inter alia*, from the willingness of Gen Y-ers and Gen Z-ers to pay for quality services. In accordance with the said trend, the Company provides its customers with comprehensive supplemental

⁸¹ See the following link: <https://www.megureit.co.il/uploads/articles/pdf/rent.pdf>

services in the form of solutions for day-to-day needs, both in terms of services (workspace, fitted-out apartments, community life, vehicle charging stations, events and activities, etc.) and in terms of bureaucracy vis-à-vis the authorities.

In the Company's estimation, the aforesaid trends will lead to a rise in the demand for the Company's projects for long-term rental of residential housing units, coupled with comprehensive related services for the tenants' daily needs. The Company estimates that the projects will meet the present and future need of many households, in high-demand areas, for stability and certainty during the term of the lease, and for balanced terms and conditions between tenant and landlord that ensure a proper housing standard and ongoing maintenance, while not being required to have the substantial capital that is needed under an ownership model.

The information included in this Section 13.1.2 with respect to the general environment, the external factors that affect the housing market, including trends and the Company's estimations, which is based on the Company's subjective assessments and estimates and the present and future need for the Company's projects, is forward-looking information, as defined in the Securities Law. The Company's estimations take into consideration past experience as well as publications and surveys that were written by professionals in connection with the rental housing in Israel segment, as specified above. Such data are merely estimates and may be incomplete, but in the Company's estimation, may provide a general picture of the market in which the Company operates. Given the aforesaid, and due to the fact that these factors are beyond the Company's control, actual results may differ from the aforesaid estimations, inter alia due to the materialization of any of the risk factors specified in Section 30 of Chapter A hereof.

13.1.3. Restrictions, legislation, standards and special constraints applicable to the operating segment

This operating segment is primarily subject to land law, planning and building law, the Rental and Borrowing Law and government policy in relation to the encouragement of long-term rentals. For details regarding the restrictions, legislation, standards and other constraints applicable to the Group's operations in this segment, see Section 25.1.4 of this Chapter A.

13.1.4. Changes in the volume and profitability of the operations in the segment

The Israeli real estate development sector is characterized by competition and the activity of many players, including public and private real estate companies that operate both nationally and internationally, small entrepreneurial companies with local operations and acquisition groups.

Competition in this sector focuses on the various construction sites, both at the stage of enterprise and identification of the land, and in the advanced stages of construction and marketing of the projects. Profitability in the residential real estate sector and the volume of the sector's operations are primarily affected by the supply of apartments, the demand for housing and the factors that affect them.

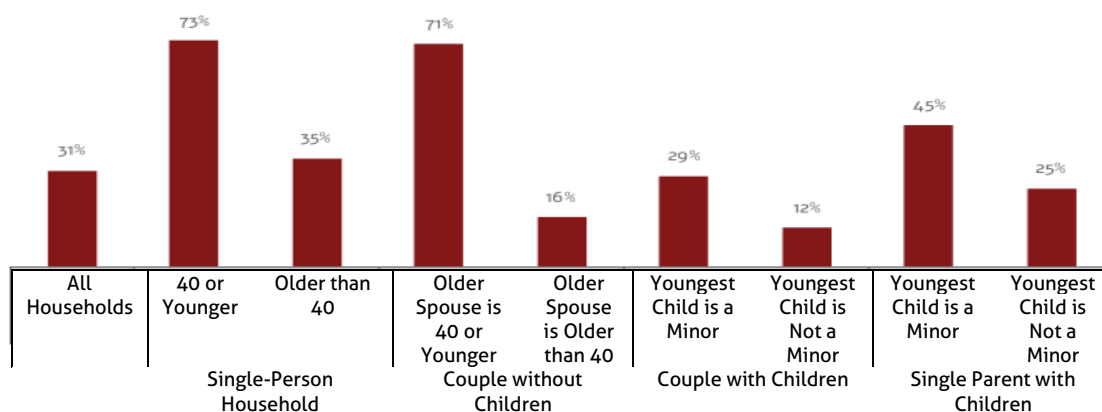
13.1.5. Developments in the markets or changes in customer characteristics

As may be seen in the chart below⁸², rented residences are typical of younger households and households consisting of a single parent with minor children. According to a CBS survey in

⁸² Click the link.

connection with the characteristics of households in Israel, approx. 73% of tenants are single individuals under the age of 40 (after the age of 40, this rate is approx. 35%). Approx. 71% of couples without children where the age of the older spouse is 40 also rent their residence (after the age of 40, this rate is only 16%). Furthermore, approx. 45% of families that consist of single parents with children under the age of 18 live in rented apartments⁸³.

A document of the National Economic Council⁸⁴ on rent shows that the rate of persons living in a rented apartment is particularly high amongst the ages of 25-34. For ages 35 or older, the rate of households that rent their residence decreases.



As of 2022, the projects initiated by the Company include a diverse mix of apartments, with an emphasis on 3- to 5-room apartments, and therefore such projects are primarily suited to family-based communities.

13.1.6. Critical success factors in the operating segment and changes therein

In the Company's estimation, the principal factors that will contribute to the success of the rental housing in Israel segment are, *inter alia*: (1) The ability to find and buy land in the required volume in a highly competitive market on favorable terms, *inter alia*, by buying land from developers that have received permits and licenses; (2) Many years of experience in the real estate sector, coupled with experience and knowledge in the management, development and operation of complex compounds; (3) A positive and proven reputation; (4) The promotion of collaborations with strategic players in the rental housing sector; (5) Availability and high responsiveness to the tenants' needs while ensuring a high standard of related services; (6) Introduction of the standard and range of services provided by the Company to the demographic of potential tenants; (7) The location and geographic dispersal of the properties; (8) Financial soundness, availability of financing resources and ability to finance on optimal terms; (9) The quality and soundness of the tenants; (10) The ability to deploy effective collection measures and the receipt of sufficient collateral from tenants; (11) Holding a mix of apartments according to forecasted demand; (12) Finding land in high-demand areas for the development and construction of projects in the operating segment; (13) Competitive prices.

13.1.7. Key barriers to entry and exit in the operating segment and changes therein

In the Company's estimation, the key barriers to entry in the rental housing in Israel segment are, *inter alia*: (1) access to financing sources, capital, debt and financial soundness; (2)

⁸³ See Footnote 98, supra.

⁸⁴ The composition of households by residential arrangements, the National Economic Council, 2017.

knowledge, experience and a positive reputation; (3) specialization in development and ability to manage and operate large-scale real estate operations from a long-term perspective; (4) available land reserves in areas that are in high demand for rental housing.

In the Company's estimation, the key barriers to exit in the operating segment are: (1) the disposal of real estate being subject to the conditions of supply and demand in the market; (2) in tenders that are marketed by governmental or municipal bodies – endorsement of the rights by the winner is subject to various regulatory approvals.

13.1.8. Structure of the competition in the operating segment and changes therein

For a description of the structure of the competition in this operating segment, see Section 13.2 of this Chapter A.

13.1.9. Acquisitions made during and after the Report Period

No acquisitions were made during and after the Report Period.

13.2. Competition

To the best of the Company's knowledge, there are multiple players operating in the rental housing sector in Israel, most of which operate in specific geographic areas, rather than having a national presence. Over the past two years, upon the issuance of several tenders for rental housing projects by the government-owned company "Apartment for Rent", several players entered the sector, which players, at present, chiefly specialize in the development of residential projects and in commercial income-producing real estate and leasable office space, including medium-sized development companies, real estate investment funds (REITs) and institutional bodies.

In the Company's estimation, the corporate rental housing sector offers an innovative solution in the rental market, both in terms of the level of certainty provided to the tenant with regards to the term of the lease and the conditions of the lease and in terms of the quality of the services that will meet the consumer preferences of the target audiences. The build-to-rent (BTR) market in Europe and in the United States features two principal residential options: (1) A community residential experience: A residential model of small apartments, with an emphasis on a high finishing standard and investment in the common areas. The apartments are mostly built in high-rise buildings in central locations or relatively suburban locations. The apartments are of minimal size with the emphasis being on the building of developed common areas, such as workspace, areas for entertainment and leisure and so forth; (2) Multifamily: Residential complexes wherein each of the residential units are designated for rental and are owned by one entity.

Competition in the rental housing segment revolves around several parameters, and mainly: (1) The geographic location of the residential rental apartments and the level of demand for residential rental apartments in such areas; (2) The level of rent and management and maintenance costs; (3) The quality of the rental apartments and the standard of the related services provided; (4) The reputation of the landlord; (5) Entry into the market by other competitors.

The Company intends to contend with the competition in the segment by: (1) Utilizing its ability to create retail space or other public areas the demand for which rises as a result of the demand for long-term rentals; (2) Generating a critical mass of rental properties in the segment in order to attain economies of scale and utilize the Company's strengths as pertaining to professional operations management; (3) Focusing on projects that will generate long-term value, such as projects that are close to developing business zones, and on hubs that may promote development, and so forth.

The significant difference between the Company and its various competitors lies in its ability to create retail space, and other public areas, the demand for which rises as a result of the demand for long-term rental apartments, as well as in its specialization in real estate management and the provision of high-standard related services.

13.3. Seasonality

To the best of the Company's knowledge, seasonality has no impact on the rental housing in Israel segment. However, in areas of demand characterized by families with young children, demand and tenant turnover increase during the summer months towards the beginning of the school year.

13.4. Goals and business strategy

For details regarding the Company's goals and the Group's strategy, see Section 28 of this Chapter A.

14. Income-Producing Real Estate – Additional Operations

14.1. Hospitality

14.1.1. Current Operations

As part of the Company's business strategy, the Company periodically examines entry into operating segments related to its income-producing real estate operations. During 2019, the Company examined the expansion of its operations into the hotel industry and in this context, it recruited to the Company staff a person with extensive experience in the hotel industry. After a long and in-depth examination process conducted by the Company, the Company concluded that entering the hotel industry would be an opportunity to expand the Group's operations mix, using the existing entrepreneurial capabilities of the Company and its real estate assets and the operational experience gained in the Company in the field of senior housing. The expansion of such activities is to be carried out, *inter alia*, through the development, planning, purchase of hotels in Israel, as well as the operation of hotels in Israel.

On December 9, 2019 the Company announced its entry into the hotel industry. For further details, see a presentation released by the Company on December 9, 2019 (Ref. 2019-01-107397), which is included herein by way of reference.

On February 9, 2020, the Company closed the acquisition of the Mount Zion Hotel in Jerusalem (in this section: the "Hotel"). For further details on the Hotel purchase transaction, see the Company's immediate reports of December 9, 2019, December 18, 2019 and February 9, 2020 (Ref. 2019-01-107367, 2019-01-111237 and 2020-01-014439 respectively), which are incorporated herein by reference.

On March 17, 2020, the Company closed the activity of the Mount Zion Hotel in view of the directives encumbering the activity of hotels due to the Covid crisis. As of the Report Release Date, the Company is working on planning renovation of the Hotel and exercise of the building rights for expansion of the Hotel to include 350 rooms and an underground parking garage that includes around 250 parking spaces. Renovation and expansion of the Hotel are subject to receipt of a building permit and a shoring and excavation permit was obtained in November 2021 and the work has begun. After the hotel's renovation and expansion, the Hotel will be reopened.

In addition, as part of the Company's activities in the hotel industry, the Company plans to build hotels as part of projects owned by the Group, characterized by a mixed-use and granting, among other things, building rights for hospitality designation, as follows: development of a hotel in the city of Modi'in (lot 21), located near the Azrieli Modi'in Mall, which is expected to include approx. 85 hotel rooms and suites; In addition, the development of a hotel in the expansion of the Azrieli Center (Spiral Tower) in Tel Aviv, which is expected to include approx. 250 hotel rooms and suites.

The Company's estimations in Section 13.1.1 of this Chapter A are forward-looking information, within the definition of this term in the Securities Law, which is based on subjective assessments by the Company as of the Report Release Date and on information sources that are external to the Company, and there is no certainty that they will materialize, in whole or in part, or they may materialize in a materially different manner, inter alia, due to factors beyond the Company's control, including changes in market conditions and in the hotel industry in particular, and the continued impact of Covid.

14.1.2. General environment and the effect of external factors on the Company's operations

The Company's hotel operations are expected to concentrate on the Israeli hotel market; therefore, the Company is exposed to changes in the Israeli economy as a whole, and in the hotel industry in particular.

The Company's revenues from hotel operations are expected to derive from the accommodation of tourists from Israel (in this section: "**Domestic Tourism**") as well as from tourists from different countries of the world (in this section: "**Inbound Tourism**").

The significant and unique factors that may affect the Company's business results in the hotel industry are as follows: (1) Political-security related events: Since the Company's activity in the hotel industry is expected to concentrate in Israel, deterioration in the security situation, hostilities and political and military conflicts between Israel and its neighbors could lead to a decline in demand for hotel services (both foreign and domestic tourism), thus adversely affecting the state of the tourism industry in general and the Company's business in the hotel industry in particular; (2) Economic situation in the Israeli and global economy: The population's consumption habits are directly influenced by the economic situation in Israel as well as worldwide. A global or local economic crisis and economic instability can lead to a decline in general consumption and especially in consumption in the leisure and recreational field, which includes the hotel industry; (3) Limitations on the opening and/or operation of hotels similarly to those imposed during the Covid pandemic.

14.1.3. Structure of operations and changes therein and changes in the scope of operations⁸⁵

The hotel industry is considered a volatile industry, quickly affected by economic changes. Moreover, the industry consists of many operating inputs, thus containing inherent operational risk.

In the Report Period, the supply of hotels in Israel increased, so that in 2022, there were 445 hotels for tourism in Israel, compared with 416 hotels in 2021.

In addition, the number of guest rooms in 2022 was estimated at approx. 57,000 rooms, compared with approx. 53,000 rooms in 2021. The average annual room occupancy rate in 2022 was 61%⁸⁶ (compared with around 39% in 2021), and broken down by select tourist localities, the room occupancy rates were: in Eilat (66%), in Tel Aviv-Jaffa (61%) and in Jerusalem (56.5%).

The industry is characterized by great competition, especially in the demand areas. The multiplicity of competitors, at all levels, increases the need for companies operating in the industry to specialize in the operating markets, in marketing, branding and for high operational efficiency, in order to increase profitability rates from operations. In addition, the industry is significantly exposed to seasonal trends, so that in strong seasons, the hotels must also cover the operating costs of the weaker seasons, some of which are fixed costs or minimum necessary costs. Regulation is also a significant factor in some cases, as activity in the industry is subject to numerous legislative provisions and government decisions, which can affect supply and demand in the industry, service prices, scope of investments and more.

14.1.4. Market developments or changes in customer characteristics

As mentioned, the hotel industry in Israel enjoys both Domestic and Inbound Tourism.

According to CBS data, after 2021, which was characterized by a sharp decline in the number of nights stayed at hotels due to the Covid pandemic that had spread in Israel and throughout the world, 2022 saw recovery with the total number of nights stayed at hotels in Israel in 2022 estimated at 23 million⁸⁷ compared with approx. 15.2 million overnight stays in 2021.

⁸⁵ This information is taken from the following sources:

Midroog – Hotel Companies Rating – Methodological Report 2016 [link]

Globes – 2019 Brand Index [link]

Israel Hotel Association website [link]

CBS – press release : Overnight stays in tourist hotels in 2022 – [link]

⁸⁶ This figure is significantly lower in comparison with 2019 (the last year before the Covid pandemic), in which this figure was 70%.

⁸⁷ Despite the recovery, this figure is still low compared with 2019 (the last year before the Covid pandemic), when this figure was 25.5 million overnight stays.

The CBS also estimated that about 69% of all overnight stays in 2022 are attributable to Domestic Tourism⁸⁸, with a record number of Israeli overnight stays in 2022 at 15.9 million compared with 14.7 million in 2021. Conversely, the number of overnight stays of incoming tourists in 2022 was 7.1 million only (compared with around 12 million in 2019).

In recent years, several major trends have been observed in the hotel industry in Israel, attributed to customer characteristics and preferences, among others: (1) Changes in customer expectations: An increase in the importance of the level of service, the desire for a hospitality experience that combines culture, leisure, culinary and more; (2) Integration of technologies: A trend of adapting hotels to technological changes and developments, integrating technologies in the services offered, among other things, transition to the execution of online bookings used as the key marketing and sales tool; (3) Branding: Focus on branding and creating the characterization of the hotel according to its geographical location, target audiences and its surroundings.

14.1.5. Critical success factors

The Company estimates that there are a number of critical success factors in the hotel industry, including: (1) The expansion strategy in the hotel industry: The Company's possible ways of entry into the industry are, among other things, the acquisition of an existing hotel with potential for high positioning, building hotels as part of a mix-use, use of existing real estate property owned by the Group, development through the acquisition of lots, development and construction, acquisition of a hotel/ hotel chain and adapting them to the Group's standards as well as the acquisition and conversion of an existing building serving other uses to a hotel; (2) Hotel location: Operation of hotels in attractive locations; (3) Expansion and upgrading: In the event of the acquisition of an existing hotel and in particular in connection with the Mount Zion Hotel – investment in expansion, renovation and the interior and exterior design of the hotel, for its positioning as a luxury brand; (4) Customer experience: Emphasis on a high level of hospitality, courteous service, ensuring food quality and offering a wide range of services to customers; (5) Integration of technologies: Investment in information systems and technology, to improve operational efficiency and profitability; (6) Seizing business opportunities: Locating profitable deals and exploiting business opportunities in the hotel industry; (7) Goodwill and branding: Creating a positive branding and goodwill, among other things, through high standards of construction and service, attribution of positive values, such as: quality, enjoyment, luxury, appropriate value for money; (8) A wide range of customer services: Offering a wide range of customer services, including: shops, restaurants, spa, health club, conference and event halls, swimming pools and more; (9) Maintenance and operations: Financial strength for financing ongoing high-level maintenance.

14.1.6. Main barriers to entry and exit

The Company estimates that the main barriers to entry and exit in the hotel industry are as follows:

Barriers to entry: (1) Obtaining approvals and permits for opening a new hotel and the time required for its establishment; (2) Obtaining regulatory approvals and licenses during the hotel's ongoing operations after its opening; (3) Access to business opportunities; (4) Capital required for the ongoing maintenance and renovation of the buildings and equipment; (5) Positioning, branding and establishing customer audiences; (6) Creating and maintaining a new and successful brand given the competitiveness in the industry and alongside the veteran chains, which enjoy great reputation.

Barriers to exit: (1) Realization of hotel assets, most of which are of significant value; (2) Statutory difficulty and complexity in changing a hotel designation for other purposes; (3) Cancellation or termination of existing rental and management agreements, engagements with suppliers and more.

⁸⁸ CBS – Press release: Overnight Stays in Tourist Hotels in 2022 [link]

14.1.7. Substitutes

In recent years, hospitality alternatives have been expanding and the main alternatives today include: (1) Private properties: privately owned properties, which are rented for short periods, both independently (e.g. sublet) and through brokerage sites (such as Airbnb); (2) Guest houses, boarding houses and field schools; (3) Hostels. It should be noted that these alternatives appeal to certain market segments and are distinct from the Company's planned activity in the hotel industry in both the nature and level of hospitality and in the customer experience.

14.1.8. Competition

The hotel industry in Israel is characterized by high competitiveness. Competitiveness in the field exists on a variety of levels, including: at the individual hotel level in relation to other hotels at and around its level, in a specific hotel category (e.g. luxury hotels, boutique), at a geographical level (specific region), national, regional (the Mediterranean) and international level (tourism in Israel relative to other destinations around the world). Private properties, serving as an alternative to short-term rentals, pose competition for hotels, especially in Tel Aviv and Jerusalem and in respect of a particular market segment. The same is true of guest houses and boarding houses, however, there is a difference in the quality of the accommodation, its nature and in the customer experience and service.

As of the Report Release Date, the Group's share in the hotel industry is its holding in the Mount Zion Hotel, which is closed and will reopen after the Hotel's renovation and expansion.

14.1.9. Seasonality

The hotel industry in Israel is significantly affected by seasonality and there are fluctuations in hotel occupancy rates and room rates between seasons. As a rule, the second and third quarters (i.e., April - September), which include warmer months and most of the Israeli holidays, are characterized by higher demand in the first and fourth quarters (i.e. January - March and October - December, respectively). The difference in the income of the hotel industry between the various quarters is due to differences in price levels between the different seasons, according to demand, so that in the second and third quarters prices are higher than their level in the first and fourth quarters. Furthermore, seasonality is expressed differently depending on the regional location of the hotels in Israel and the target population of the hotels.

With the aim of coping with the existing seasonality in the hotel industry, the Company will work to adjust its expenses to expected revenues during the same period, *inter alia*, by adjusting the manpower required for the hotel operations during that period.

15. The Granite Segment – Discontinued Operations

Until November 2019, the Company operated in another operating segment under Granite Hacarmel, which engaged, *inter alia*, through Supergas, in the marketing of alternative energy sources. In view of the closing of the transaction for the sale of the holdings in Granite, which held Supergas, Granite is presented in the Financial Statements as discontinued operations. For further details regarding the sale of Granite, see Section 1.3.3 of Chapter A of the 2020 Periodic Report, which is included herein by way of reference.

In addition, on May 7, 2020, the transaction for the sale of all of the Group's holdings (100%) in GES, which is presented as discontinued operations in the Company's Financial Statements, was closed. For further details, see Section 1.3.4 of Chapter A of the 2020 Periodic Report, which is included herein by way of reference, and Note 7 to the Financial Statements.

PART FIVE: ADDITIONAL OPERATIONS

16. Azrieli Group - Additional Operations

The Group has various operations which are not included in the operating segments described above, and do not meet the quantitative threshold for presentation as reportable segments in the Financial Statements. These activities comprise mainly the following:

16.1. The e-commerce business

On June 2, 2016 the Company closed a transaction for acquisition of an e-commerce business from Buy2 Networks Ltd. This business is currently operated by Azrieli E-Commerce Ltd. (formerly Netex New Media Ltd.).

This company has been operating an e-commerce website since 2010, which operated until February 2017 under the brand name "Buy2". As of February 2017, this website was re-launched by Azrieli E-Commerce under the brand name "Azrieli.com" at www.azrieli.com ("Azrieli.com" or the "E-Commerce Website")

Azrieli.com offers internet users a range of products and services, which are supplied by various business establishments in various lines of business, including home appliances and electronics, fashion, home and garden, parents and children, and more. Furthermore, internet users benefit from offers that vary from time to time on the E-Commerce Website, including free shipping and express deliveries to the customer's home and payment in installments.

Azrieli.com offers businesses that seek to sell products and services on the website a comprehensive solution for online marketing and sale, including the storage of products in a central logistics center, sale, supply and distribution of products to the customer's home, through third parties. Azrieli E-Commerce is working to develop long-term relations and work interfaces with the business establishments that use Azrieli.com, aiming to maintain and enhance the collaboration. Along with the sale of the business establishments' products, Azrieli E-Commerce makes a selective purchase of products that it sells on the E-Commerce Website and supplies to customers via third parties.

During Q4/2022, Azrieli.com launched a new website and new branding under the concept "the site for home and family".

Azrieli.com employs some 70 employees and during 2022 relocated its offices to Azrieli Towers in Tel Aviv (the Round Tower), together with the rest of the Company's HQ.

General description of the E-Commerce Business

Recent years saw changes in the shopping habits of Israeli consumers alongside technological changes that enable online shopping and render a larger range of online-offered products and services available to the consumer. Online shopping enables available, quick and convenient service which is customized to the consumer's consumption habits and preferences. In recent years, the e-commerce business in Israel has been developing at an accelerated pace and this sector is expected to grow in the coming years. The Covid pandemic accelerated the changes in the shopping habits of Israeli consumers, which were expressed in an accelerated increase in online shopping and expansion of online shopping clientele. Accordingly, from March 2020, a significant rise was noticed in the volumes of sales on Azrieli.com, which continued also in Q1/2021, the quarter during which the third lockdown was imposed. Upon the reopening of physical retail stores after the third lockdown was lifted, the volume of sales decreased as compared with the lockdown periods, but still demonstrated a significant increase rate compared with 2019. In 2022, there was continued growth in the volume of online sales but at a lower growth rate relative to previous years. At this stage, it is impossible to estimate the long-term impact of the Covid pandemic on the scope of operations of Azrieli.com.

Concurrently with the increase in the range of products purchased online by Israeli consumers, there is a noticeable increase in online shopping on international websites (such as eBay, AliExpress, Next and Amazon). In the estimation of Azrieli E-Commerce, the volume of the activity is affected by the volume of private consumption and changes in Israeli consumers' internet use habits. Furthermore, growing use of the internet by means of mobile devices, such as tablets and cellular telephones, may contribute to greater exposure and availability of e-commerce services.

Barriers to entry and exit

The setup of a line of suppliers, while developing ties and retaining the relationship therewith, may serve as a barrier to entry for new players in the short-term and the mid-term. Furthermore, the development of the technology required for the operation of the e-commerce business in similar form and scope and the need to generate a high rate of user traffic may serve as barriers to entry for new players, *inter alia*, due to the great importance of the website's reliability and the high costs involved in the recruitment of user traffic. Moreover, the building of a registered user database, including the ability of mailing thereto, also serves as a barrier to entry.

Barriers to exit may stem from the need to convert a complex set of agreements with various suppliers, and also from the need to preserve the brand name and its credibility among the public of customers.

Restrictions on and supervision over the operations

The e-commerce operations are subject to various laws, such as: the Consumer Protection Law, 5741-1981, and regulations thereunder, the Protection of Privacy Law, 5741-1981, the Communications Law (Telecommunications and Broadcasting), 5742-1982, and the Payment Services Law, 5779-2019 (which took effect in October 2020 and superseded the Debit Cards Law, 5746- 1986).

Furthermore, since purchases on Azrieli.com are made mainly by credit card, various provisions and restrictions required by the credit card companies apply, including security standard PCI.

Competition

The e-commerce market is a competitive market and includes competition by international websites that offer shipping to Israel (such as eBay, Amazon and AliExpress) along with Israeli e-commerce websites, such as Walla! Shops, Shufersal as well as the websites of other companies on which such companies directly offer their products for sale.

In the estimation of Azrieli E-Commerce, the success factors in the e-commerce operations are, *inter alia*: (a) The offering of high-quality products and services on attractive terms to internet users; (b) Engagement with reliable businesses, in a blend addressing a broad array of internet users; (c) User traffic and the size of the mailing list; (d) Reliable and available customer service; (e) Technological improvements and innovations that contribute to the improvement of the quality of the website's applications, with an emphasis on the devising of simple and user-friendly interfaces; (f) Compliance with supply time obligations, which contributes to the increase of the number of repeat purchases by Azrieli.com customers.

The Company's estimations with respect to the e-commerce operations, including the development of such operations in Israel, the increase in online shopping and the volume of operations in the segment, constitute forward-looking information, within the definition of this term in the Securities Law, which is based on publications in the field and subjective assessments by the Company's management as of the Report Date. There is no certainty that these estimations will materialize, in whole or in part, and they may also materialize in a materially different manner, inter alia, due to factors that are beyond the Company's control, and, inter alia, changes in market conditions, growing competition and deterioration in the economic situation, which might affect customers' consumption habits.

16.2. Investments in financial assets available for sale and other investments

16.2.1. Investment in Bank Leumi

On April 30, 2009, the Company acquired from third parties, unaffiliated with the Company, as a passive financial investment, ordinary shares of Bank Leumi, a banking corporation whose shares are listed on TASE, which represented approx. 4.8% of the issued and paid-up share capital of Bank Leumi, in consideration for a sum total of approx. NIS 742 million. During 2016-2022 and up to the Report Release Date, the Company disposed of some of its holdings in Bank Leumi for a total sum of approx. NIS 798 million, and its holding as of the Report Release Date represents approx. 2.3% of Bank Leumi's issued and paid-up share capital (as of the Report Release Date, the total dividends received over the years and the consideration from sales is approx. NIS 1,084 million). The value of the Company's investment in Bank Leumi as of December 31, 2022 was approx. NIS 1,025 million. The Company's investment in Bank Leumi is presented in its books as a financial asset available for sale in accordance with GAAP.

In 2022, the Company recorded a comprehensive loss (before tax) of approx. NIS 137 million due to this investment. For details, see Section 3.2.1 of the Board of Directors' Report.

On April 30, 2009, the date of the acquisition, the price of the Bank Leumi share was 1,055 *Agorot*. On December 29, 2022 (the last trading day of the year), the price of the Bank Leumi share was 2,931 *Agorot*, while shortly before the report release date, the price of the Bank Leumi share was 2,910 *Agorot*, such that from the date of the report until its release date, the value of the Bank Leumi shares held by the Company declined by approx. NIS 7 million (before tax).

On March 6, 2019, Bank Leumi's board of directors approved a dividend distribution policy, commencing on the date of release of the financial statements for Q1/2019. Pursuant to the said policy, the bank will distribute every quarter a dividend of up to 50% of the bank's net profit according to the bank's financial statements for the previous quarter, subject, *inter alia*, to the Bank's compliance with its capital adequacy targets also following the distribution of the dividend. As part of the said policy and until the bank's board resolution of April 16, 2020, as specified below, the bank would distribute a dividend equal to 40% of the quarterly profit. On April 16, 2020, Bank Leumi reported that in view of the notice of the Supervisor of Banks regarding the reduction of the minimum regulatory capital requirements imposed on banks following the Covid crisis, and in view of a related temporary provision issued on March 31, 2020, the board of directors of Bank Leumi had decided, *inter alia*, to discontinue dividend distributions at that stage. On July 26, 2021, the Banking Supervision Department released another circular for adjustments to the temporary provision, whereby banks were not barred from examining dividend distributions, even while the temporary provision was still in effect, and distribution of a sum that exceeds 30% of the bank's profits would not be deemed cautious and conservative capital planning. On December 27, 2021, the Banking Supervision Department released another circular for adjustments to the temporary provision, which cancelled the temporary provision. It was clarified, however, that in the context of a dividend distribution decision, banking corporations should exercise caution and account for the certain level of uncertainty still prevailing in the markets.

Further to the aforesaid, in Q3/2021, Bank Leumi resumed the distribution of dividends to its shareholders, and in 2022 distributed a dividend of approx. NIS 1.664 billion to its shareholders, with the total dividend received by the Company in respect of such distribution amounting to approx. NIS 39 million, as specified below:

Distribution Resolution Date	Payment Date	Total Distribution (NIS in millions)	The Company's Share in the Total Distribution (NIS in millions)
March 8, 2022	April 6, 2022	Approx. 588 (approx. NIS 0.4 per share)	14.5
May 25, 2022	June 15, 2022	Approx. 322 (approx. NIS 0.22 per share)	7.7
August 15, 2022	September 6, 2022	Approx. 398	9

		(approx. NIS 0.25 per share)	
November 28, 2022	December 19, 2022	Approx. 356 (approx. NIS 0.23 per share)	8.1

Bank Leumi's financials are publicly posted on the ISA's distribution website at: www.magna.isa.gov.il and on the TASE website at www.tase.co.il.

16.2.2. Investments in investment funds

As of December 31, 2022, the Company has invested in two investment funds, which are presented at fair value in the sum of approx. NIS 5 million, compared with a fair value of approx. NIS 5.6 million as of December 31, 2021.

PART SIX: MATTERS COMMON TO THE GROUP'S ACTIVITIES IN ALL OPERATING SEGMENTS THEREOF⁸⁹

17. Fixed assets, land and facilities

The Company's offices are situated on Floor 48, Floor 33 and part of Floor 32 of the Round Tower in Azrieli Center in Tel Aviv. The Company leases its offices, the gross area of which is 4,008 sqm, from Canit Hashalom for a long-term period, in non-material amounts.

The Mount Zion Hotel, which was acquired by the Company in 2020 as specified in Section 14.1 above, is presented in the Financial Statements under the "fixed assets" item.

The Company has no material fixed assets other than the aforementioned.

The fixed assets of Palace Tel Aviv, Palace Modi'in and Palace Lehavim are primarily buildings that contain the LTC and recuperation units, see Section 11.1 of this Chapter A.

18. Intangible assets

The primary trademark owned by the Company and the Group companies, is a designed mark which includes the inscription "Azrieli Group", and the Group's logo:



As of the Report Release Date, the Company owns additional registered trademarks, such as the Azrieli Town trademark, the Azrieli Sarona trademark, designed trademarks of the Group's senior housing chain – the Palace senior home chain, and the designed trademarks of the E-commerce website Azrieli.com. Registered trademarks are valid for 10 years from the date of their registration and can be renewed, per the Company's decision, for additional periods of 10 years each, with no limit, subject to the payment of a renewal fee.

⁸⁹ This part – "Matters Common to the Group's Activities in all of its Operating Segments" – does not include the e-commerce business and the data center operations, unless otherwise expressly stated.

19. Human capital

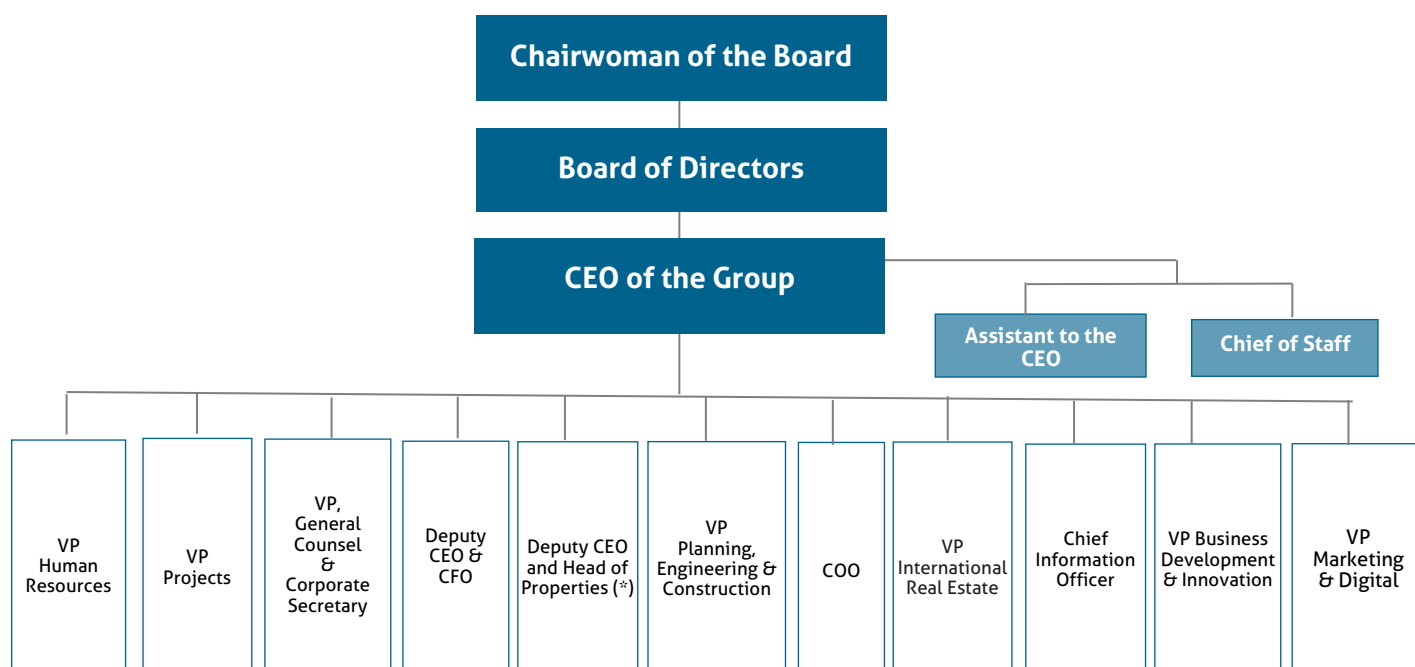
19.1. General

The Company places special emphasis on the quality of human capital, particularly at the Company's management level, by hiring a professional workforce with vast knowledge and experience in a variety of fields which are required within the framework of the Company's operating segments. Most of the Company's employees, mainly at its management level, have significant seniority in the Company, and vast experience in its operating segments. Unless otherwise noted, the description in this Section does not address human capital aspects of the senior housing segment (see Section 11 of this Chapter A), the data centers segment and the e-commerce business (see Sections 12 and 16 of this Chapter A).

19.2. Organizational structure and workforce

In 2022, the Company began a review of its organizational structure together with an international consulting firm. During Q1/2023, a change was made to the Company's organizational structure such that management of the properties in the malls segment was consolidated with management of the properties in the offices segment, led by Mr. Gideon Avrami, Deputy CEO and Head of Properties. A new managerial echelon of cluster managers has also been added between Mr. Avrami and the general managers of the various properties.

The following chart describes the Group's organizational structure as of the Report Release Date:



(*) Mr. Gideon Avrami manages both the retail centers and malls segment and the offices and other space for lease in Israel segment.

As of December 31, 2022, 414 employees are employed at the Group's companies, broken down by the following principal segments:

Department	Number of Employees as of December 31, 2022	Number of Employees as of December 31, 2021
Management headquarters*	114	104
Retail centers and malls segment	187	175
Leasable office and other space in Israel Segment	113	112
Total	414	391

* One employee from the management headquarters is attributed to the income-producing properties in the U.S. segment and one employee is attributed to the rental housing segment.

** For details with respect to all employees of the senior housing segment, see Section 11.1 of this Chapter A.

The Group's management and headquarters employs 114 employees, including the Group's CEO, the Deputy CEO & CFO, VP, General Counsel & Corporate Secretary, Deputy CEO and Head of Properties, VP International Real Estate, VP Planning, Engineering & Construction, Chief Information Officer, COO, VP Marketing & Digital, VP Business Development & Innovation, VP Projects and VP Human Resources. The members of the Group's executive headquarters have considerable managerial experience, and some of them have been with the Group for many years. 187 employees are employed in the Group's retail centers and malls segment, of whom 147 work in the management and maintenance teams of the retail centers and malls, which are tasked with the current management of the retail centers and malls, 22 work in the mail distribution centers of the retail centers and malls, and 18 provide marketing services to all of the Group's retail centers and malls.

113 employees work in the leasable office and other space in Israel segment, of whom 107 employees work in the segment's management and maintenance teams, which are tasked with the current management of the offices, and 6 engage in the provision of marketing services.

As of the Report Date, the income-producing properties in the U.S. segment is managed by the Company's headquarters and VP International Real Estate, and management services and other services are provided to the Group in this segment by local professional management companies.

As of the Report Date, the Company and the companies of the Group collaborate and have mutual understandings in place in connection with the provision of management services amongst themselves, including, *inter alia*, financial advice, strategic advice and current management advice, in consideration for a monthly payment. In addition, there are management agreements with companies of the Group. Some of which are derived as a percentage of such company's total expenses. The total payments that were made between companies of the Group for these management services in 2021 and 2022 totaled approx. NIS 57 million and approx. NIS 58 million, respectively.

19.3. Changes in senior officers of the corporation

On February 8, 2022, Mr. Uri Kilstein's office as CEO of Azrieli Malls and Deputy CEO of the Company came to an end.

On May 18, 2022, after 9 years in office, Ms. Tzipora Carmon stepped down as independent director of the Company.

On August 10, 2022, the general meeting of shareholders approved the appointment of Yossef Shachak for another term of office as an outside director and the first-time appointment of Varda Levy as an outside director for a three-year term starting August 23, 2022.

On August 22, 2022, Mr. Ehud Rassabi stepped down as outside director of the Company.

On September 15, 2022, Mr. Yoram Ben Porat stepped down as VP and Head of Senior Housing at the Company.

On November 22, 2022, Dr. Ariel Kor was appointed as a director of the Company.

On December 5, 2022, Ms. Irit Sekler-Pilosof gave notice of her wish to step down as Deputy CEO and CFO. For further details, see the immediate report released by the Company on December 6, 2022 (Ref. 2022-01-147520), which is included herein by way of reference. As of the Report Release Date, the end-of-office date has yet to be determined.

On February 26, 2023, Mr. Jonathan Yaari assumed the role of VP Projects at the Company.

On February 26, 2023, Mr. Yair Horesh's role as Chief Controller of Accounts and Financial Statements came to an end, and he entered the role of Deputy CFO. On this date, Mr. Yaakov Danino entered the role of Chief Controller of Accounts and Financial Statements.

On February 26, 2023, Mr. Gideon Avrami's role as Head of Offices came to an end, and he entered the role of Deputy CEO and Head of Properties.

On March 19, 2023 Ms. Michal Alaluf Tamir was appointed as the Company's VP Human Resources.

On March 21, 2023, Mr. Moshe Cohen stepped down as the Company's internal auditor and Mr. Gali Gana entered the role.

For further details on the senior officers in the corporation, see a specification with respect to Section 26 and Section 26A in Chapter D of the Report.

19.4. Investment in training, instruction and development of human capital

The Group companies hold training and instruction workshops from time to time for their employees in accordance with the employee's position and the Group's needs, in order to ensure that employees have adequate training. Once a year, the Company holds concentrated training for officers and employees of the Company in accordance with the Company's Internal Enforcement Program, including in the areas of securities, planning and building and real estate, labor law, competition law, environment, safety and accessibility, prevention of sexual harassment, consumer protection, as well as additional training held from time to time according to need. Employees of the Group companies keep abreast of fields touching on their responsibilities in the Group, from time to time, by participating in exhibitions, seminars, conferences and professional courses.

19.5. Benefits given to employees and the nature of the employment agreements

Employees of the Group are employed under personal contracts and no collective bargaining agreements apply.

The employment conditions of the Group's employees include, in some cases, *inter alia*, *per diems*, travel expenses/car maintenance/making a vehicle available to the employee, managers insurance/pension fund, advanced training fund, annual leave, recuperation pay, basic health insurance, work disability insurance, payment for global overtime, reimbursement of expenses and a 13th salary.

Additionally, the Group's third-party insurance policy is a policy that includes an expansion for coverage for professional liability insurance for the management companies and the Company's employees who are professionals, with a liability cap of \$2 million per incident and per insurance period, as part of the policy's liability cap.

In addition to the above, all of the Company's and the Group Companies' liabilities are covered in respect of the employees' social benefits and termination of the employment relationship by deposits that are made in

severance pay funds and insurance policies and/or provisions that exist on the Company's books. For a description of the Company's liabilities in relation to the employees' social benefits and termination of the employment relationship, see Note 18 to the Company's Financial Statements.

19.6. Employment of officers and senior management employees of the Group

As of the Report Date, members of senior management in the Group are hired as employees under personal employment agreements or through management agreements.

The Company estimates that the Group headed by the Chairman of the Board, Ms. Danna Azrieli, CEO of the Group, Mr. Eyal Henkin, and alongside them the experienced officers and managers in the Company, who are considered professional and leaders in the field, constitute a main and significant part of the success factors for the Company's business results.

19.7. Company's officer compensation plan

For details regarding the Company's officer compensation policy, as approved on August 10, 2022 by the general meeting of the Company's shareholders, see the notice of general meeting report of July 4, 2022 (Ref.: 2022-01-0083125), and the amendments thereto of July 20, 2022 and July 25, 2022 (Ref.: 2022-01-092491 and 2022-01-094888, respectively) and an immediate report regarding the outcome of the meeting of August 11, 2022 (Ref.: 2022-01-101728), which are included herein by way of reference.

20. Working capital

20.1. Working capital

As of December 31, 2022, the Group has negative working capital in the sum of NIS 951 million compared with negative working capital in the sum of approx. NIS 18 million, as of December 31, 2021.

For details regarding the Company's liquid means and its credit raising possibilities, see Section 5.2 of the Board of Directors' Report.

20.2. Customer credit

In the income-producing property segment there is no customer credit since the lease agreements with tenants contain provisions for payment of rent in advance and for monthly or quarterly periods. The Group collects the rent pursuant to the terms and conditions of the lease agreement, usually, by way of a standing order, bank transfers and postdated checks. The tenants, before the handing over of the leased premises thereto, provide collateral for performance of their undertakings pursuant to the lease agreements and the management agreements (bank guarantees, deposits, promissory notes, personal guarantees, etc.). The cases in which rent is not paid in advance are immaterial to the Group other than relief granted in the lockdown periods in previous years due to the Covid pandemic.

20.3. Supplier credit

The Company receives credit from its suppliers (primarily contractors and maintenance service providers) for average periods ranging from 15 to 60 days, after the requested service has been completed (on average - a period of approx. 45 days). Credit from suppliers in the Group, as of December 31, 2022, amounted to approx. NIS 669 million, compared with a sum of approx. NIS 383 million on December 31, 2021.

21. Financing

21.1. General

The Group finances its activities from independent resources, from bank credit from financial institutions and non-bank credit, including through the issue of bonds. The Group has liabilities to banking corporations and non-bank financing sources which, as of December 31, 2022, amount to approx. NIS 19.3 billion (including current maturities). Most of the agreements include provisions pursuant to which the Company has a right to prepayment which is contingent, in most cases, upon the payment of a prepayment fine to the financing entity. For details concerning the total financial liabilities of the Group as of December 31, 2022, see Sections 5.5 and 5.6 of the Board of Directors' Report. For details of projected maturities by year, see the immediate report on the status of the Company's liabilities of March 22, 2023, which is released concurrently with this Report. For further details concerning the Company's financing in general, see Section 5 of the Board of Directors' Report.

21.2. Balance of the Group's loans (not intended for specific uses) as of December 31, 2022

The following table specifies the average interest rate and the effective interest rate on long-term loans and short-term loans valid in 2022 and not intended for specific uses by the Group, with a distinction between banking credit sources and non-bank credit sources:

As of December 31, 2022						
Long-Term Loans				Short-Term Loans		
	Amount (NIS in millions)	Average Interest Rate	Effective Interest Rate	Amount (NIS in millions)	Average Interest Rate	Effective Interest Rate
Non-bank sources – Index-linked financing	16,464	1.67	1.43	-	-	-
Banking sources - Index-linked Financing	-	-	-	-	-	-
Non-bank sources - NIS financing	-	-	-	59	3.55%	3.55%
Banking sources – foreign currency	-	-	-	18	5.3%	5.3%
Total financial liabilities	16,464	1.67	1.43	77	3.95%	3.95%

21.3. Reportable credit made available to the Company

There are no material loans that were provided to the Company as of December 31, 2022⁹⁰.

The Company has undertaken vis-à-vis some credit providers not to create a floating charge on all of its assets without receipt of their consent, and that in the event of a breach, they will be entitled to accelerate also other loans that shall have been given to the Company.

As of December 31, 2022, the Group's unmortgaged investment properties total approx. NIS 30.4 billion, as specified in Section 6.8 of the Board of Directors' Report, out of the sum total of the Group's income-producing properties in the sum of approx. NIS 39.4 billion.

For details on non-bank credit see Section 21.5 below.

21.4. Reportable credit made available to the Group's companies

There are no material loans that were provided to the Group companies as of December 31, 2022.

A number of the Group's Companies have non-material loans whose balance on the books, as of December 31, 2022, is approx. NIS 2,149 million, approx. NIS 2,149 million of which are linked to foreign currency and bear interest ranging between 3.7% and 6.9%, which shall be repaid in 2023-2034. Some of the loans have financial covenants. For details see Note 17 to the financial statements. It is noted that, as of the Report Date, the Company is compliant with the financial covenants related to the said loans, with the exception of a loan of GM. For further details, see Note 17B(6) to the financial statements. With respect to another loan from institutional entities, one half of which was given to the Company and one half to a company in the Group, see Section 21.5 below.

21.5. Non-bank financing for the Company

Commercial paper

As of the Report Release Date, the Company has two CP series – a rated series in the amount of approx. NIS 53 million and an unrated series in the amount of NIS 5 million. For details with respect to the rating of the Company's CP, see Section 21.12 of this Chapter A.

⁹⁰ In accordance with Legal Position No. 104-15: Reportable Credit Event of October 30, 2011, as updated on March 19, 2017, and the parameters approved by the board of directors for the examination of materiality in the Reporting Procedure as part of the Internal Enforcement Program.

Long-term loans from institutional bodies

The Company has non-material loans from institutional bodies, whose balance on the books as of December 31, 2022 is approx. NIS 988 million. These loans are index-linked and bear fixed interest of between 0.74%-3% which will be repaid in 2023-2028. The loans are subject to financial covenants, with which, as of the Report Date, the Company complies.

The Company's Series B Bonds

During the Report Period, principal and interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series B Bonds is NIS 453 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series B Bonds is April 1, 2025. For details regarding the current credit rating of the Series B Bonds, see Section 21.12 of this Chapter A.

The Company's Series D Bonds

On March 29, 2017, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 1,090 million par value which were offered by way of expansion of the Company's Series D Bonds, under the 2016 Shelf Prospectus. On March 30, 2017, the Company announced that pursuant to the results of the issue, approx. NIS 984 million par value of Series D Bonds had been additionally allotted in consideration for approx. NIS 960 million (approx. NIS 955 million net of issue expenses).

On January 31, 2018, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 1,490 million par value which were offered by way of expansion of the Company's Series D Bonds, under the 2016 Shelf Prospectus. On February 1, 2018, the Company announced that pursuant to the results of the issue, approx. NIS 1,367 million par value of Series D Bonds had been additionally allotted in consideration for approx. NIS 1,409 million (approx. NIS 1,400 million net of issue expenses).

On July 12, 2022, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 707,614 thousand par value offered by way of expansion of the Company's Series D Bonds under the 2022 Shelf Prospectus. On July 13, 2022, the Company announced that pursuant to the results of the issue, an additional approx. NIS 625,591 thousand par value of Series D Bonds had been allotted in consideration for approx. NIS 671 million (approx. NIS 667 million net of issue expenses). For further details, see the Company's immediate reports of July 12, 2022 and July 13, 2022 (Ref. 2022-01-073659 and 2022-01-089251, respectively), which are included herein by way of reference, as well as the corrective immediate report of July 14, 2022 on the results of the issue (Ref. 2022-01-089530), which is included herein by way of reference.

During the Report Period, principal and interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series D Bonds is NIS 3,534 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series D Bonds is July 5, 2030. For details regarding the current credit rating of Series D Bonds see Section 21.12 of this Chapter A.

The Company's Series E Bonds

On January 20, 2019, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 1,335 million par value of Series E Bonds of the Company, under the 2016 Shelf Prospectus. On January 22, 2019, the Company announced that pursuant to the results of the issue, NIS 1,216 million par value of Series E Bonds had been allotted in consideration for approx. NIS 1,216 million (approx. NIS 1,207 million net of issue expenses). For further details, see the Company's immediate reports of January 20, 2019 and of January 22, 2019 (Ref.: 2019-01-006388 and 2019-01-006934, respectively), which are included herein by way of reference.

On December 17, 2019, the Company released a shelf offering report for the issue of bonds by way of expansion of the Company's Series E Bonds, under the 2019 Shelf Prospectus. Under this issue, approx. NIS 1,217 million par value of Series E Bonds were allotted in consideration for approx. NIS 1,355 million (approx. NIS 1,336 million net of issue expenses). For further details, see the Company's immediate reports of December 17, 2019 and

December 19, 2019 (Ref.: 2019-01-110526 and 2019-01-111306, respectively), which are included herein by way of reference.

On April 20, 2020, the Company released a shelf offering report for the issue and listing on TASE of up to approx. NIS 904 million par value of the Company's Series E Bonds under the 2019 Shelf Prospectus. On April 21, 2020, the Company announced that pursuant to the results of the issue, approx. NIS 811 million par value of Series E Bonds had been allotted in consideration for approx. NIS 847 million (approx. NIS 842 million net of issue expenses). For further details, see the Company's immediate reports of April 20, 2020 and April 21, 2020 (Ref.: 2020-01-035128 and 2020-01-035899, respectively), which are included herein by way of reference.

During the Report Period, principal and interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series E Bonds is NIS 3,000 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series E Bonds is June 30, 2028. For details regarding the current credit rating of the Series E Bonds, see Section 21.12 of this Chapter A.

The Company's Series F Bonds

On January 20, 2019, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 315 million par value of Series F Bonds, a new bond series of the Company, under the 2016 Shelf Prospectus. On January 22, 2019, the Company announced that pursuant to the results of the issue, approx. NIS 263 million par value of Series F Bonds had been allotted in consideration for approx. NIS 263 million (approx. NIS 260 million net of issue expenses).

On December 17, 2019, the Company released a shelf offering report for the issue of bonds by way of expansion of the Company's Series F Bonds, under the 2019 Shelf Prospectus. Under this issue, approx. NIS 933 million par value of Series F Bonds were allotted in consideration for approx. NIS 1,122 million (approx. NIS 1,101 million net of issue expenses). For further details, see the Company's immediate reports of December 17, 2019 and December 19, 2019 (Ref.: 2019-01-110526 and 2019-01-111306, respectively), which are included herein by way of reference.

On April 20, 2020, the Company released a shelf offering report for the issue and listing on TASE of up to approx. NIS 849 million par value of the Company's Series F Bonds, under the 2019 Shelf Prospectus. On April 21, 2020, the Company announced that pursuant to the results of the issue, approx. NIS 762 million par value of Series F Bonds had been allotted in consideration for approx. NIS 850 million (approx. NIS 841 million net of issue expenses). For further details, see the Company's immediate reports of April 20, 2020 and April 21, 2020 (Ref.: 2020-01-035128 and 2020-01-035899, respectively), which are included herein by way of reference.

On July 12, 2022, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 1,455,043 thousand par value offered by way of expansion of the Company's Series F Bonds under the 2022 Shelf Prospectus. On July 13, 2022, the Company announced that pursuant to the results of the issue, an additional approx. NIS 1,336,503 thousand par value of Series F Bonds had been allotted in consideration for approx. NIS 1,460 million (approx. NIS 1,445 million net of issue expenses). For further details, see the Company's immediate reports of July 12, 2022 and July 13, 2022 (Ref. 2022-01-073659 and 2022-01-089251, respectively), which are included herein by way of reference, as well as the corrective immediate report of July 14, 2022 on the results of the issue (Ref. 2022-01-089530), which is included herein by way of reference.

During the Report Period, interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series F Bonds is NIS 3,294 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series F Bonds is December 31, 2032. For details regarding the current credit rating of Series F Bonds, see Section 21.12 of this Chapter A.

The Company's Series G Bonds

On July 19, 2021 the Company released a shelf offering report for the issue and listing on TASE of up to approx. NIS 2,056 million par value of Series G Bonds, a new bond series of the Company, under the 2019 Shelf Prospectus.

On July 20, 2021, the Company announced that pursuant to the results of the issue, approx. NIS 1,904 million par value of Series G Bonds had been allotted in consideration for approx. NIS 1,904 million (approx. NIS 1,883 million net of issue expenses). For further details, see the Company's immediate reports of July 19, 2021 and July 20, 2021 (Ref. 2021-01-118986 and 2021-01-120093, respectively), which are included herein by way of reference.

During the Report Period, interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series G Bonds is NIS 1,904 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series G Bonds is July 2, 2036. For details regarding the current credit rating of the Series G Bonds, see Section 21.12 of this Chapter A.

The Company's Series H Bonds

On July 19, 2021 the Company released a shelf offering report for the issue and listing on TASE of up to approx. NIS 1,896 million par value of Series H Bonds, a new bond series of the Company, under the 2019 Shelf Prospectus. On July 20, 2021, the Company announced that pursuant to the results of the issue, approx. NIS 1,751 million par value of Series H Bonds had been allotted in consideration for approx. NIS 1,751 million (approx. NIS 1,730 million net of issue expenses). For further details, see the Company's immediate reports of July 19, 2021 and July 20, 2021 (Ref. 2021-01-118986 and 2021-01-120093, respectively), which are included herein by way of reference.

On July 12, 2022, the Company released a shelf offering report for the issue and listing on TASE of up to NIS 1,031,226 thousand par value offered by way of expansion of the Company's Series H Bonds under the 2022 Shelf Prospectus. On July 13, 2022, the Company announced that pursuant to the results of the issue, an additional approx. NIS 926,416 million par value of Series H Bonds had been allotted in consideration for approx. NIS 870 million (approx. NIS 857 million net of issue expenses). For further details, see the Company's immediate reports of July 12, 2022 and July 13, 2022 (Ref. 2022-01-073659 and 2022-01-089251, respectively), which are included herein by way of reference, as well as the corrective immediate report of July 14, 2022 on the results of the issue (Ref.: 2022-01-089530), which is included herein by way of reference.

During the Report Period, interest payments were made in accordance with the payment schedule thereof. As of the Report Date, the outstanding par value of the Company's Series H Bonds is NIS 2,678 million. In accordance with the terms and conditions thereof, the final maturity of the Company's Series H Bonds is January 2, 2041. For details regarding the current credit rating of the Series H Bonds, see Section 21.12 of this Chapter A.

The Company has fulfilled all of its undertakings under the terms and conditions of the Series B and Series D-H bonds, and to the best of its knowledge, there are no grounds for acceleration of the said bonds.

For further details regarding the Company's bonds, see Annex A to the Board of Directors' Report and Note 17B to the Financial Statements.

21.6. Non-bank financing for the Group's companies

In the year of the Report and as of the Report Date, other than as specified with respect to non-bank financing of the Company in Section 21.5 of this Chapter A, no use of non-bank financing has been made for companies of the Group.

21.7. Inter-company loans

Set forth below is a specification of the balances of loans provided between the Group companies, excluding inter-company debit and credit balances, as of December 31, 2022 (NIS in millions) in amounts exceeding NIS 20 million:

The Lending Corporation in the Group	The Borrowing Corporation in the Group	Date of Provision of the Loan	Original Loan Amount (NIS in millions)	Last Date For Payment	Annual Interest	Linkage	Balance of Loan Amount as of Dec. 31, 2022 (NIS in millions)
Canit Hashalom	AG Galleria Office Buildings LP	February 2011	99 ⁽¹⁾	February 2023	Libor + 7.1%	U.S. \$	100 ⁽²⁾
Canit Hashalom ⁽³⁾	Palace America Senior Housing Co.	November 2021	96	November 2026	-	-	88
Palace Ra'anana – Senior Housing Ltd. ⁽⁴⁾	Palace Lehavim	March 2017	314	December 2025	2.42%	-	66
Palace Ra'anana – Senior Housing Ltd. ⁽⁷⁾	Palace Lehavim	January 2022	200	December 2026	-	-	181
Palace Ra'anana – Senior Housing Ltd. ⁽⁵⁾	Palace America Senior Housing Co.	October 2022	51	October 2027	-	-	41
Palace Ra'anana – Senior Housing Ltd. ⁽⁶⁾	Palace Modi'in	January 2022	81	December 2026	-	-	74

* For a description of the balances of the loans provided by the Company to the Group companies, see Section 11 of Part D of this Report.

1. The loan is in the sum of approx. U.S. \$28 million.
2. The balance of the loan including interest outstanding as of December 31, 2022, is approx. NIS 261 million.
3. Against the loan, Palace America Senior Housing Co. issued Canit Hashalom with capital notes in the sum total of approx. NIS 96 million, which bear no interest and linkage, and the due date of the later note will be no earlier than November 2026. Repayment of the capital notes is not secured by any collateral, is inferior to other liabilities of Palace America Senior Housing Co. and only precedes the distribution of surplus assets upon dissolution thereof.
4. The loans bear an annual interest according to Section 31 of the Income Tax Ordinance.
5. Against the loan, Palace America Senior Housing Co. issued Palace Ra'anana with a capital note in the sum total of approx. NIS 51 million which bears no interest and linkage, and the due date of which will be no earlier than October 2027. Repayment of the capital note is not secured by any collateral, is inferior to other liabilities of Palace America Senior Housing Co. and only precedes the distribution of surplus assets upon dissolution thereof.
6. Against the loan, Palace Modi'in issued Palace Ra'anana with a capital note in the sum total of approx. NIS 81 million which bears no interest and linkage, and the due date of which will be no earlier than December 2026. Repayment of the capital note is not secured by any collateral, is inferior to other liabilities of Palace Modi'in and only precedes the distribution of surplus assets upon dissolution thereof.
7. Against the loan, Palace Lehavim issued Palace Ra'anana with a capital note in the sum total of approx. NIS 200 million which bears no interest and linkage, and the due date of which will be no earlier than December 2026. Repayment of the capital note is not secured by any collateral, is inferior to other liabilities of Palace Lehavim and only precedes the distribution of surplus assets upon dissolution thereof.

21.8. Credit restrictions

For a description of the Company's undertakings in connection with the issue of Series B Bonds, Series D Bonds, Series E Bonds, Series F Bonds, Series G Bonds and Series H Bonds to the bondholders, see Note 17B to the Financial Statements.

21.9. Credit facilities

As of the Report Date, a company in the Group has been provided with binding credit facilities in the sum of NOK 2,135 million (approx. NIS 763 million), NOK 237 million (approx. NIS 85 million) of which has been drawn down as of the Report Date, such that the undrawn facility balance as of the Report Date is NOK 1,898 million (approx. NIS 678 million).

21.10. Bank and non-bank credit received between the date of the Financial Statements as of December 31, 2022 until shortly before the Report Release Date

The Company did not take credit in the period between December 31, 2022 and shortly before the Report Release Date.

21.11. Loans repaid between the date of the Financial Statements as of December 31, 2022 and shortly before the Report Release Date

No such loans have been repaid, over and above current payments in accordance with the payment schedule of each loan.

21.12. Credit rating

On February 5, 2023, Ma'alot ratified the Company's AA+/Stable/iLA-1+ rating. To inspect the full report by Ma'alot, see the Company's immediate report of February 5, 2023 (Ref.: 2023-01-014292), which is included herein by way of reference.

As of the Report Release Date, the Company's Series B Bonds and Series G-H Bonds are rated stable AA+ by Ma'alot, and the Company's CP are rated iLA-1+ by Ma'alot. For further details and details on the rating history of the Company's Series B Bonds and Series G-H Bonds and the Company's CP, see the Company's immediate report of February 5, 2023 (2023-01-014292), included herein by way of reference.

As of the Report Date, the Company's Series D-F bonds are rated Aa1.il with a stable outlook by Midroog. For further details and details on the rating history of the Company's Series D-F bonds, see the Company's immediate report of December 29, 2022 (Ref.: 2022-01-157669), which is included herein by way of reference.

Rating of private loans taken by the Company

The Company and a subsidiary have rated non-material loans from institutional entities.

21.13. Pledges

For details regarding various pledges which were created by the Company and the Group's companies to secure their obligations, see Note 28A to the Financial Statements.

21.14. Guarantees

In the ordinary course of business, at the request of the Company and the Group's companies, bank guarantees are issued by banking corporations in connection with their properties, including guarantees to secure the obligations of the Company and the Group's companies. For information regarding guarantees which the

Company has provided, *inter alia*, in connection with the financing of the acquisition of properties overseas, see Note 28B to the Financial Statements.

21.15. Variable interest credit

The Group has several loans at variable interest credit. Most of the credit was taken in Shekel currency linked to Prime or Bank of Israel interest, and the remainder in foreign currency linked to the LIBOR, plus a margin determined in relation to each loan. The foregoing credit changes in accordance with changes in the LIBOR interest or the Prime or Bank of Israel interest.

Set forth below is a specification of the range of (nominal) interest for the periods of the Report, as well as the interest rate in proximity to the Report Release Date in respect of the loans at variable interest:

Credit Type	Currency	Amount of Credit Shortly Before the Report Release Date (NIS in millions)	Interest Rate Shortly Before the Report Release Date (%)	Interest Range in Reporting Periods (%)	
				December 31, 2022	December 31, 2021
Non-bank credit	NIS	59	4.55	0.4-3.55	0.4
Bank credit	GBP	18	5.9	1.4-5.3	1.4

As of the Report Date, the consolidated company has long-term credit at a variable interest rate in Norwegian Krone for which, according to the financing agreement, hedges against changes in the interest rate have been purchased. For further details, see Note 17B(6) to the Financial Statements.

The Company and/or the Group's companies will raise additional funds, according to the Company's decision, for the purpose of its business operations, the continued construction of projects under development and investment in new projects.

21.16. Regulatory Implications

The instructions of the Supervisor of Banks in Israel include borrower group and "individual borrower" limits, that affect the provision of credit beyond certain scopes, relative to the total liability of one group of borrowers and total liabilities of the six largest borrowers of the bank.

In accordance with Section 26 of the Anti-Concentration Law, as defined below, provisions are to be determined in respect of limitations on credit to be provided by financial entities to a corporation or a business group. A 'business group' is defined in said Section as the "controlling shareholder and the companies controlled thereby", notwithstanding the inclusion of any of such entities in the list of centralistic bodies. In the context of the report of the Committee to Assess Debt Restructuring Proceedings in Israel (the "Andorn Committee") that was released in November 2014, several recommendations were included regarding such matter, including a credit limit of business groups, whose effective credit exceeds 5% of the market business credit, and an imposition of a reporting obligation to the Committee for Reduction of Concentration on companies whose effective credit exceeds 3% of the scope of market business credit. As of the Report Date, such recommendations have yet to receive statutory or binding status and the Company is not aware of other new limitations deriving from the Anti-Concentration Law. It should be noted that insofar as is known to the Company's management, as of the Report Date, a borrower limit does not apply to the Azrieli Group.

22. Insurance

The Company's insurance policies for the insurance of property and liability include insurance policies which cover certain risks in the Group's assets, up to the amounts set in such policies. These policies include: all-risks property insurance at reinstatement value, which includes coverage of fire, machinery breakdown, loss of rent and loss of profits from machinery breakdown, terror and war insurance, third party liability insurance, employers' liability insurance, contractor work insurance, cyber insurance and crime insurance.

The amounts of the Group's property insurance were determined thereby according to its estimation, and the insurance policies are reviewed periodically by the Company's insurance consultants before the Board of Directors.

For details regarding the insurance coverage applicable to the Company's officers, see Note 33D(3) to the Financial Statements.

23. Taxation

For details regarding the taxation applicable to the Company and the Group companies, see Note 26 to the Financial Statements.

24. Environmental risks and management thereof

In the framework of its activities in the property segment, (including the development segment and the senior housing segment) the Group is required, *inter alia*, to meet the conditions and requirements of the Planning and Building Law, 5725-1965, including the Planning and Building Regulations (application for a permit, the conditions therein and fees), 5730-1970, the Planning and Building Regulations (Environmental Impact Surveys), 5763-2003 etc., *inter alia*, in the framework of approval of zoning plans, building permits, various licensing proceedings under the planning and building laws and the performance of building and construction work. The Group companies are responsible, by virtue of their owning or leasing land, under certain circumstances, pursuant to law, for compliance with the provisions of the environmental protection laws, including the Water Law, 5719-1959, the Business Licensing Law, 5728-1968 and the Hazardous Substances Law, 5753-1993, the Nuisance Prevention Law, 5721-1961, Sewage and Water Corporations Rules (Plant Wastewater Discharged into the Sewage System), 5771-2011, the Maintenance of Cleanliness Law, 5744-1984, the Senior Housing Law, 5772-2012 and more. A considerable tightening of the aforesaid regulation may have material implications for the Group's business results and the amount of expenses required consequently thereto. In this context it is noted, that as of the Report Release Date, several bills are pending which, if passed, will affect the Group's business, including: the Prevention of Soil Pollution and Treatment of Polluted Soil Bill, 5771-2011.

It shall be noted that in recent years, environmental activity, in Israel and worldwide, has significantly increased, as expressed, *inter alia*, in supervision and enforcement by government agencies and activity by environmental organizations. In the Group's estimation, this trend is expected to continue in the coming years. The Group is investing many resources in ensuring its compliance with the provisions of the environmental laws that apply thereto, and is acting to prevent and minimize the environmental risks from its activity.

The Group's policy is to comply with the provisions and requirements of the law, including the environmental laws, as well as the requirements of the various supervisory bodies. For this purpose, professional environmental consultants are assigned to each project of the Group, who assist the Group and advise it throughout the project.

As part of the corporate governance plan, the Group also takes voluntary action beyond the requirements of the law, to bring about a large-scale practical change in the development, operation and management of the Group's real estate ventures as concerns environmental sustainability and promote a change in perception through education and community activities across the country. In this context, it is noted that the Group is in the course of a project for recycling and waste reduction in ten properties of the Company, with the aim of reducing approx.

50% of the waste sent for burial in about 3 years, and to create a model that will be implemented in the future in all the Group's properties and serve as a foundation for various market players, which will look to implement similar projects in their properties.

Complex at the Check Post Intersection in Haifa - In accordance with the information leaflet that was received from the City of Haifa, the lot that is located at the Check Post intersection in Haifa, may be affected by hazardous substances. According to a historic soil survey and a soil testing plan that was pre-approved by the Ministry of Environmental Protection, the ground was drilled. During 2022, confirmation was received from the Ministry of Environmental Protection, whereby there is no need to continue processing the soil or to take measures to manage the risk at or around the site.

Cellular rental space - In some of the Group's income-producing properties, the Group leases space to the cellular companies (in this Section, the "**Leased Space**") for the purpose of installing and operating cellular antennas and/or miniature transmitters (the "**Telecommunications Equipment**"). In accordance with most of the agreements between the Company and/or the Group's management companies and the cellular companies, responsibility for obtaining all of the approvals required by law to set up and operate the antennas and/or miniature transmitters, and responsibility for complying with the various environmental protection laws lies with the cellular companies, including holding, so long as they lease the Leased Space, the approval of the Radiation Commissioner at the Ministry of Environmental Protection regarding instructions and restrictions relating to the use of the Telecommunication Equipment, and acting in accordance with this approval, and they also undertake to comply with the safety instructions that shall be published by the Company or the management companies. Additionally, in the framework of these agreements, the cellular companies undertake to indemnify and compensate the Company and/or the management companies for any damage and/or expense that shall be caused as a result of the cellular companies' activities on the Leased Space, and for their liability by law for any act or omission of the cellular companies, and they undertake to insure their liability under the law for any damage and/or harm that may be caused to a third party. Finally, pursuant to the provisions of most of the agreements as stated above, each cellular company undertake to cooperate with the other cellular companies with which the Company has engaged, with respect to the operation of the Telecommunications Equipment in the Leased Space.

Water and Sewage Corporations (Plant Wastewater Discharged into the Sewage System) Rules, 5771-2011 – In the Report Period, to the best of the Company's knowledge, there have been no deviations in the values of the waste water discharged into the municipal sewage system. Insofar as needed, the Company will retain professional consultants on the matter. It is noted that the Company places great importance on environmental protection.

For details in relation to environmental risks and the management thereof in the data centers segment, see Section 12.18 of this Chapter A.

25. Restrictions on and Supervision over the Corporation

Below is a brief overview of the laws, regulations, orders, restrictions and requirements with which the Group is obligated to comply in its various operating segments:

25.1. In Israel

25.1.1. Real estate operations

The Company's operations in Israel is subject to the land laws, including in relation to land taxation and lease and borrowing laws, as well as directives and contracts of the Israel Land Authority and Local Authorities, planning and building laws and environmental laws.

25.1.2. General laws concerning the Group's operating segments

In the framework of its activities, the Company and the Group companies are subject to municipal bylaws in each one of the local authorities in which the Group's income-producing properties are located, insofar as relevant, including regarding the opening and closing of businesses, the Prevention of Smoking and Exposure to Smoking in Public Places Law, 5743-1983, Equal Rights for Persons with Disabilities Regulations (Service Accessibility Adjustments), 5773-2013, Water and Sewage Corporations rules, the Privacy Protection Law, 5741-1981, the Privacy Protection Regulations (Information Security), 5777-2017, the Communications Law (Telecommunications and Broadcasting), 5742-1982 (which includes clauses addressing "Spam"), and the Consumer Protection Law, 5741-1981.

Furthermore, some of the Group's companies purchase electricity through a high-voltage connection and supply the electricity to tenants according to a low-voltage tariff as determined and updated from time to time by the Electricity Authority (PUA-E). To the best of the Company's knowledge, as of the date of the Report, the Ministry of Energy and the PUA-E are acting for the regulation of electricity distribution in retail centers and malls across the country.

The Anti-Concentration Law

December 2013 saw the publication of the Promotion of Competition and Reduction of Concentration Law, 5774-2013 (the "Anti-Concentration Law").

The law includes three main chapters, as follows: (a) limitation of control in companies in a pyramid structure; (b) separation between significant non-financial corporations and significant financial bodies; (c) weighing of economy-wide concentration considerations and sector-specific competition considerations in the allocation of rights by the State.

Azieli Group (and the controlling shareholders thereof and the corporations controlled by them) was listed among the significant non-financial corporations.

Therefore, the last two chapters may be relevant in the examination of future transactions of the Company.

Protection of Privacy Regulations (Information Security), 5777-2017

On May 8, 2017, the Protection of Privacy Regulations (Information Security), 5777-2017 were approved by the Constitution, Law and Justice Committee. The purpose of the Regulations is, *inter alia*, to define information security principles related to the management and use of information in databases, based on information security standards that are generally accepted around the world, all with the aim of providing protection for the rights of the subjects of the information in the database from abuse of the information about them. The Regulations prescribe several provisions in relation to the definition and periodic update of risks, the determination of information security procedures according to the database's sensitivity, and also address the physical aspects of safeguarding the database and the need to secure it.

25.1.3. Senior housing

Restrictions on and supervision of the senior housing operating segment

Operations in the senior housing segment are mostly regulated by the provisions of the Senior Housing Law, which prescribes, *inter alia*, the duty to receive an operation license for the management and operation of a senior home, provisions in respect of the requirements and conditions for the receipt of a senior home operation license, the contractual relationship between the operator and the resident, the duty to enter into a written engagement

agreement, the provision of collateral to secure the repayment of the funds of the residents' deposits, provisions in connection with vacation of residents, and more.

Additional provisions of law applicable to the senior housing segment are established in the Senior Housing Regulations, as specified in this Chapter A below.

The Senior Housing Law

The Senior Housing Law prescribes, *inter alia*, that the operation of senior homes requires the receipt of an operation license on behalf of the Commissioner of Senior Homes at the Ministry of Social Affairs and Social Services (the "**Commissioner of Senior Homes**") and compliance with several conditions prescribed by the said law, including the applicant for the license being the owner or long-term leaseholder of the land of the senior home in respect of which the license is requested, there being no conviction of the license applicant and the senior home manager of certain offences, proof of the financial stability of the license applicant to ensure the proper operation of the senior home and so forth. The operation of a senior home without an operation license or other than according to the conditions of the license constitutes an offence that carries various fines and incarceration penalties. As of the Report Release Date, the regulations regulating the issuance of the operation licenses for senior homes have not yet been published.

Furthermore, the Senior Housing Law regulates additional matters, including the following: (1) The duty to make a written engagement agreement between the holder of the senior home operation license (the "**Operator**") and the person seeking to be a resident of the senior home; (2) The specification of basic mandatory services the Operator is obligated to provide the residents; (3) The duty to set up an LTC unit for senior homes consisting of at least 250 residential units, while the Commissioner of Senior Homes is authorized to exempt the senior homes from this duty in accordance with the terms and conditions stated in the Senior Housing Law⁹¹; (4) Limitation on arbitrary increases of the management fees and any other payment, which the resident does not have the actual ability to waive; (5) The right of the residents to set up a residents' representative body at the senior home, and more.

On July 25, 2018, an amendment was published to the Senior Housing Law (the Senior Housing Law (Amendment), 5778-2018) (the "**Amendment to the Law**"), concerning amendment of the provisions pertaining to the collateral used to secure the funds of the residents' deposits⁹², which prescribes that in a case where the Operator holds an amount exceeding 7% of the Deposit paid for a resident or NIS 70,000, whichever is lower, it is required to register a first-ranking mortgage in favor of a trustee to be appointed by the residents on its right in the land on which the senior home where the resident lives is built, and if the senior home is registered as a condominium, the Operator may register the first-ranking mortgage on its right in the land in favor of the resident, on the apartment where the resident shall live. Alternatively, the Operator may provide the resident with a bank guarantee from an insurer or banking corporation to secure the deposit funds, or transfer 40% of the Deposit to a trustee, at its choice, with the resident nominated as the beneficiary in the trust contract, and insofar as the Operator shall have chosen these options, the provisions pertaining to proof of the Operator's financial stability and to the fund for the financing of medical expenses specified below shall not apply. The law further prescribes that in a case where the senior home is under construction and residents have not yet moved in, the Operator is required to provide any person who shall have paid the deposit funds with a bank guarantee from an insurer until it is possible to register a mortgage in favor of the resident. Accordingly, on June 16, 2022, the Senior Housing Regulations (Disclosure Document Form), 5778-2018, were amended, in the context of which amendment the options for the provision of collateral were updated to reflect the Amendment to the Law. It is noted that the collateral will be enforced upon fulfillment of one of the grounds set forth in the law, including insolvency of the Operator, a moratorium, a

⁹¹ It is noted that the provisions of the Senior Housing Law concerning the setting up of an LTC unit took effect five years after the date on which the law took effect, i.e., on December 3, 2017.

⁹² "Deposit" – A payment made by a resident to an operation license holder under an engagement agreement, including as collateral for its compliance with the terms and conditions of the engagement agreement, which, under the terms and conditions of the engagement agreement, the operation license holder must repay to the resident, in whole or in part, when the engagement comes to an end, net of any sum deducted from such payment under the provisions of the engagement agreement and the law.

receivership order, a dissolution order, an order for the appointment of a receiver, or in circumstances of an absolute impediment to reimbursement of the deposit funds.

The Amendment to the Law prescribes that the resident may not waive receipt of the collateral from the Operator and that the Operator will bear all of the costs entailed by provision of the aforesaid collateral (as distinguished from the Operator's obligation to bear 20% of the said costs under the provisions of the Senior Housing Law prior to the date of the taking effect of the Amendment to the Law).

Furthermore, pursuant to the provisions of the Amendment to the Law, an irregularities committee was 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, and it is further prescribed that the Commissioner of Senior Homes may require the Operator, at any time, to prove its financial stability by conducting such inspections as determined in the Senior Housing Law and also deliver the results of such inspections to the residents, subject to the conditions specified in the Amendment to the Law.

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 Amendment to the Law includes transitional provisions whereby the provisions of the law shall apply retroactively, such that they will also apply to agreements that were made prior to the amendment. The Amendment to the Law took effect 18 months after the publication thereof (i.e. in late January 2020), with the exception of the sections concerning the irregularities committee, the examination of 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 took effect 6 months after the date of publication (i.e. at the end of January 2019)⁹³.

In the Company's estimation, the Amendment to the Law does not materially affect the Company or its profits.

The Senior Housing Regulations

The Senior Housing Regulations (Disclosure Document Form), 5778-2018 – These regulations took effect on April 5, 2018 and were amended on June 14, 2022. The regulations 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 118 regarding the operator's rights in the land on which the senior home is built and operates, a description of the public areas, a breakdown of payments, a specification of collateral, and all other details required to be disclosed in accordance with these regulations and the Senior Housing Law.

On June 14, 2022, the alternatives for securing the deposit funds were revised as part of the Amendment to the Law, as defined above, and all under the Senior Housing Regulations (Disclosure Document Form) (Amendment), 5782-2022.

Draft Senior Housing Regulations (Examination of Financial Stability), 5778-2018 – These regulations were published for public comments on March 27, 2018. These regulations determine the financial conditions required of a license applicant, *inter alia*, to prove its financial stability, and 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

⁹³ It is noted that although the sections concerning the examination of financial stability, the fund for the financing of medical expenses under circumstances of insolvency, and the fund for the financing of expenses in the event of insolvency, took effect already at the end of January 2019, no regulations have yet been promulgated on the said issues and/or the funds have not yet been set up, as the case may be.

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 the best of Palace management's knowledge, the period for submission of the public's comments ended on April 17, 2018, although they have not yet been presented for discussion at the Knesset's legislative committees, and considering that the language 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.

Senior Housing Regulations (Apartment Specifications Form), 5778-2017 – These regulations took effect on January 17, 2018. In summary, these regulations obligate the Operator to attach to every engagement agreement with residents (pertaining to the occupancy of an apartment in a senior home) a detailed and accurate specification, which addresses all of the details and information as specified in the said Regulations. Furthermore, the Regulations stipulate that in respect of contracts between senior homes and residents regarding the occupancy of senior homes in planning stages or under construction, which construction is yet unfinished, a plan of the future apartment, including exact measurements, must be annexed to such contracts in addition to the specifications form of the future apartment;

Senior Housing Regulations (Residents' Committee), 5778-2017 – These regulations took effect on December 3, 2017. In summary, these regulations pertain to the right of residents in senior homes to appoint a representative body on their behalf, and prescribe procedures for the selection of such representative body, its powers, the manner to convene its meetings, its voting manner, its term of office and so forth.

Senior Housing Regulations (Provisions regarding Experience, Professional Training and Seniority of Senior Homes Managers), 5778-2017 – These regulations took effect on December 14, 2017. These regulations set forth the preliminary conditions and the experience and professional training requirements of a manager of a senior home, which include, *inter alia*, a duty imposed on a senior home manager to participate in a course and training according to various criteria prescribed by the Regulations, as well as a requirement of having at least three years' experience. Furthermore, these regulations obligate the owners of senior homes to ensure the enforcement and the implementation of these Regulations. The Regulations further anchor the prohibition on senior home managers to act in conflict of interests in the context of their position.

Senior Housing Regulations (Conditions for Operations of Senior Homes), 5781-2021 – These regulations took effect in 2021 and prescribe the conditions required for proper operation of a senior home, including as concerns the admission of residents to the senior home, the senior home's responsibility to have minimal physical conditions in place in the residential units of the senior home, ensure the existence of facilities in the senior home, and so forth.

With the exception of the aforementioned regulations, as of the Report Date, additional regulations applicable to the senior housing segment have not yet taken effect. To the best of the Company's knowledge, at this point there are additional regulations which pertain to the senior housing segment and whose legislation is yet incomplete.

Invalids and the mentally frail – The People's Health Ordinance and Regulations

The People's Health Ordinance, 1940, the People's Health Regulations (Registration of Hospitals), 5726-1966, and the People's Health Regulations (Nursing Staff in Clinics), 5741-1981, prescribe that the operation of hospitals, including units for invalids and the mentally frail, requires receipt of a permit from the Ministry of Health and is subject to supervision thereby. Such regulations include provisions with respect to the physical structure, the condition of the equipment, the manner of management, the rights of hospitalized patients and manpower capacities and training.

Labor law

Palace has employees in the senior housing operations and has also engaged with manpower agencies and manpower contractors for the receipt of various services in the senior homes, including cleaning, protection and security. Palace is therefore subject to the labor law and particularly to the law applicable to engagement of

contractor employees, including the Employment of Workers by Manpower Contractors Law, 5756-1966, the regulations promulgated thereunder, and the Enhancement of Labor Law Enforcement Law, 5772-2011.

Planning and building laws, work safety and accessibility and consumer legislation

In the context of the planning, development and construction processes of senior homes, Palace is subject, *inter alia*, to the planning and building laws, including the decisions of local authorities and the various zoning committees, and is also subject to the Equal Rights for Persons with Disabilities Law, 5758-1998 and the secondary legislation thereunder, and to the work safety laws. Furthermore, the operation of senior homes is subject to consumer laws, such as: the Consumer Protection Law, 5741-1981 and the Control of Products and Services Law, 5718-1957.

25.1.4. Rental housing in Israel

The Company's operations in the rental housing in Israel segment are subject, *inter alia*, to statutes and regulations in the field of land law, including statutes and regulations related to planning and building, supervision and municipal legislation, rental and borrowing, the Encouragement of Capital Investments Law, etc., as well as various decisions of statutory bodies.

The Planning and building Law, 5725-1965, and the regulations promulgated thereunder

On February 5, 2018, the Knesset plenum passed, in the second and third readings, Amendment 120 of the Planning and Building Law (the 'Affordable Housing Law'). The amendment seeks to promote a coherent policy and encourage the construction of affordable housing on both the local and national level, while improving the preexisting mechanism in the Planning and Building Law in three principal aspects: (a) Expansion of the powers of the planning institutions to include in plans under their authority provisions that pertain to affordable housing, such that a district committee is authorized to determine additional rights for long-term rental housing without limitation, with at least 25% of the residential units designated for reduced-price rental. Furthermore, an independent local committee can determine additional building rights of up to 25%, or 20% of the total area approved by the district committee, provided that the entire land is Israel land and the plan was submitted by the Israel Land Authority; (b) Amendment of the Sixth Schedule to the Planning and Building Law and the conditions included therein for the purpose of executing a plan that includes affordable housing⁹⁴; (c) Addition of an arrangement pertaining to rental housing units at a price reduced as compared to market price, with the aim of facilitating and enabling the promotion of plans that include affordable housing⁹⁵.

It is noted that as part of the Economic Plan Law (Legislative Amendments for Implementation of the Economic Policy for Budget Years 2021 and 2022), 5782-2021 (the "**2021 Arrangements Law**"), the powers of local committees were amended as set out in Section (a) above, expanding local committees' powers as concerning a determination of building additions to 50% (in lieu of 20%), and revoking the conditions limiting the powers of local committees to land promoted by the Israel Land Authority only. That is to say, the powers of local committees also apply to privately-owned land and to plans submitted by parties other than the Israel Land Authority.

Furthermore, the 2021 Arrangements Law authorizes independent local committees to approve plans that include: (a) An increase of the total area permitted for residential construction at a rate that shall not exceed

⁹⁴ According to the Schedule, affordable housing is one of the following: (a) Long-term rental housing or reduced-price rental housing. Long-term rentals are defined in the Schedule as rentals for a term of at least 20 years for rent that cannot be capitalized, with the lease granting options for an aggregate period of at least 5 years per tenant. Reduced-price rental housing is similarly defined, but the lease carries a reduced price for eligible persons. An eligible person is anyone who satisfies the threshold conditions determined in Government Resolution 203 (Housing/13) of the Ministerial Committee for Planning, Building, Land and Housing on June 22, 2015, i.e., a homeless couple or individual who is 26 or older.

⁹⁵ In reduced-price rental housing, the rent will be 20% less than the price determined by the State Appraiser and will not exceed the reduced rent cap. A local authority has the power to determine, for land not owned by the Israel Land Authority, varying reduction rates, and there is a limit on rent increases. The regular and reduced rent may be increased once a year by the rate of the increase in the index and an additional amount that the Minister may determine in regulations. After five years, the market price can be updated according to a decision of the State Appraiser.

200%, provided that the plan determines that the provisions of the Sixth Schedule to the Planning and Building Law (Affordable Housing) will apply to the land. The 2021 Arrangements Law provides that such plan for additional area shall not contradict a comprehensive outline plan, unless the built-up areas on the lot do not exceed the built-up areas that may be approved for the lot under the comprehensive plan by more than 60%, and where approval of the plan by the district committee is obtained – do not exceed 120% of the built-up areas; (b) The addition of residential uses to a lot designated for commerce or retail (excepting the area of a lot on which the use of land for industry or high-tech industry or workshops is permitted), at a rate not to exceed 100% of the total area permitted for construction, provided that the provisions of the Sixth Schedule shall apply thereto, as well as the provisions of Section 63C of the Planning and Building Law, which prescribes, *inter alia*, that in a plan to which the section applies, at least 25% of the total units under the plan and 20% of the total area permitted for the construction of residential units shall be designated for reduced-price rental housing units; and the additional area will expire insofar as no application for a building permit to execute the addition is submitted within 5 years from the date of approval of the plan.

The Rental and Borrowing Law, 5731-1971

The Rental and Borrowing Law regulates various contractual and property aspects pertaining to rental and borrowing rights. The law applies to any residential lease, save for the residential lease of an apartment in the following cases: (1) A term of lease shorter than three months with the parties to the contract not having the right of choice to extend the term of the lease; (2) A term of lease that exceeds ten years; (3) Where the rent is higher than NIS 20,000 or a different amount as determined by the Minister of Justice; (4) Apartments in a home, senior home, student dormitories, or lease of an apartment which is governed by the Tenant Protection Law.

Encouragement of Capital Investment Law, 5719-1959

Chapter Seven 1 grants tax benefits to investors in an approved property that is used for the lease of apartments in accordance with the terms and conditions set forth in the law. The institutional lease track is a track that took effect on November 18, 2021, when the Economic Plan Law (Legislative Amendments for Implementation of the Economic Policy for Budget Years 2021 and 2022), 5782-2021 was published in the Official Gazette, and, *inter alia*, extended the lease period to at least 15 years and determined a differential reduction of the tax on the revenues deriving from the sale or lease of the apartments.

The tax brackets in respect of a lease of apartments in a building for institutional lease will be in the first lease period (5 years): 11% corporate tax, in the second lease period (5 lease years after the end of the first lease period): 9% corporate tax, a third lease period (5 lease years after the end of the second lease period): 7% corporate tax, and in the lease period after the third lease period: 5% corporate tax. The tax brackets are also relevant to the sale of apartments.

The tax rate on dividends originating from taxable income generated from the sale or lease of apartments in a building for institutional lease is 20%.

For an apartment leased on an institutional lease track, the Company will be entitled to claim accelerated depreciation at the rate of 20%.

There is also a VAT exemption in respect of the sale of apartments that were made available for lease for the minimum required period.

Encouragement of Construction of Rental Apartments Law, 5767-2007

The Encouragement of Construction of Rental Apartments Law applies to companies defined as companies "owning a rental building"⁹⁶, and grants various tax incentives to companies that hold buildings for long-term

⁹⁶ A company that owns all the rights in a rental building and satisfies the following conditions: (a) It is a resident of Israel; (b) It is not a closely held company, a family company or a transparent company. "Lease" is defined by law as a case where an apartment is leased for periodic rent, which cannot be capitalized, for a term of at least one year. A "rental building" is defined as a permanent structure

lease. It is a unique scheme for the receipt of tax incentives, and a company that chooses it cannot claim relief via other schemes or switch to another scheme after making its choice.

The tax incentives are divided into two categories: Exemption from appreciation tax upon the sale of a right in land that constitutes a "rental building"; and the granting of an option for depreciation deductions at the rate of 20% as losses permitted to be offset under the Income Tax Ordinance, provided that the building is a "rental building" which is held by the same company for a total period of at least 10 consecutive years.

Local authority directives and municipal bylaws

The Company is subject to local authority directives and municipal bylaws, including the payment of levies, municipal property tax (Arnona) for periods when the residential units are not leased, and so forth.

25.1.5. Hospitality

The Company's activities in the hotel industry are subject, *inter alia*, to the provisions of law, the existence of which is a legal precondition for its ongoing operation in the field, and also to provisions of law that affect or may affect its operations and business results, as follows:

The Planning and Building Law, 5725-1965

This law prohibits construction without obtaining a building permit or in deviation from the permit/ approved building plans. Construction of buildings, including hotels, is subject to the Planning and Building Law and the regulations promulgated thereunder.

The Tourism Services Law, 5736-1976

This law and the regulations promulgated thereunder regulate the operation of hotels in Israel, among others, the services provided by hotels, their licensing, classification, and the obligation to insure the users of the service and their property.

The Business Licensing Law, 5728-1968

This law allows the local authorities, within which the hotels operate, to prescribe conditions for the granting of business licenses. As part of the conditions for obtaining such business licenses, the Company is required to have, within its hotel business, fire-fighting permits (therefore the Company is subject to compliance with the Fire Fighting Services (Fire Extinguishing Equipment in Hotels) Regulations, 5732-1972, and the requirements of the Fire Fighting Services Authority by virtue thereof), a poison permit (issued by the Ministry of Environment Protection for those dealing with poisons under the Hazardous Substances Law, 5753-1933, in connection with the operation of hotel swimming pools). On January 1, 2019, Amendment 34 of the aforementioned Business Licensing Law came into effect, the purpose of which is to facilitate the bureaucratic process of obtaining a business license, according to business's risk levels.

The Labor Inspection Organization (Safety Officers) Regulations, 5756-1996

These regulations enshrine the duty of employing a hotel safety officer where more than 50 employees are employed.

The Consumer Protection Law, 5741-1981

This law and the regulations promulgated thereunder establish various provisions relating to the activities of the Company in the hotel industry, including, prohibition of misleading (including in advertisements), disclosure

comprising at least 16 apartments on 4 floors, the average main area of which does not exceed 100 sqm, at least 70% of the apartments in which are leased as residences, and construction of which was completed after December 31, 2006.

obligation, consumer cancellation rights, provisions concerning special sales, remote sale transactions (online and telephone bookings), vacation unit purchases, telemarketing activity, and more.

The Equal Rights for Persons with Disabilities Law, 5758-1998

This law and the regulations promulgated thereunder apply various provisions to the Company that require making accessibility adjustments for the hotels and services provided there, to persons with disabilities.

Municipal by-laws and municipal taxation laws

In addition to the aforementioned restrictions, the Company's activities in the hotel industry are subject to relevant legal provisions and in particular to the tax laws and municipal by-laws of each of the local authorities in the location of the Company's hotels in Israel.

25.1.6. Business Licensing

In the framework of the operations of the Group's companies, some of the Group's companies are required to obtain a business license pursuant to the Business Licensing Law, 5728-1968. To the best of the Company's knowledge, as of the Report Date, all of the Company's properties have a valid business license or are in the midst of proceedings for the renewal or issuance of a business license (including such which had expired), as required under the Business Licensing Law, 5728-1968. In addition, in the lease agreements in which the Group engages with the various lessees, the lessee is required to hold a business license as required by law for the operation of its business in the property.

25.1.7. Economic Competition

In the framework of expansion of the Group's operations, *inter alia*, by acquiring shares in companies owning the rights in real properties, by the Group and the Group's companies may require, under certain circumstances, to approve the merger pursuant to the Economic Competition Law, 5748-1988.

25.2. Outside Israel

The Group's operations in the U.S. and in England are subject to the laws and regulations in the said countries and, *inter alia*, in the field of land, planning and building and lease, the environment and laws on the municipal level and in connection with land taxation.

The data center operations are characterized by high requirements in the following areas: security, both physical and of computing and server systems, environmental requirements from the various systems used by the buildings (such as the cooling systems, generators, fuel storage for the generators, etc.), very high power redundancy requirement (prevention of general failure in the event that one of the system components fails), the communication, control and safety systems. Every development project in the field is subject to regulation and provisions prescribed by the relevant authorities, incl the receipt of operation permits and licenses from various regulatory bodies, according to the area where the operations take place.

26. Material Agreements and Collaboration Agreements

The Group is a party to collaboration agreements with third parties with respect to some of the projects within the Group's activities.

Excluding agreements which were specified in this Chapter, in the Additional Details Chapter (Chapter D of the Report) and in the Notes to the Financial Statements, the Company is not a party to any material agreements which are not in the ordinary course of business or which were not described in any of the aforesaid chapters of the Report.

27. Legal Proceedings

As of the Report Date, the Company and/or the Group companies are not a party to material pending legal proceedings, except as specified in Note 29 to the Financial Statements. In addition, as of the date of this Report, the Company and/or the Group companies are conducting various proceedings, as determined by law, *inter alia*, for the resolution of demands received from the various local authorities in respect of mandatory payments and levies, in a total amount that is immaterial to the Company. In respect of part of the proceedings, the Company included provisions in the Financial Statements on the basis of the opinion of the Company's outside advisors, under the circumstances of each matter.

28. Goals and Business Strategy

As a leading company in its segments of activity, the Company focuses on the income-producing real estate sector. In the retail centers and malls in Israel segment, the Company regularly focuses, on improving its existing properties, and acts to optimize the utilization of its commercial space and create a suitable tenant mix according to the changing demand needs, increase the number of visitors while maintaining and even improving the attractiveness of its malls and retail centers, increasing the tenants' revenues, and continuing to offer management services to its properties through the Group's management teams, maintaining the level of its tenants and renewing the lease agreements therewith for additional long-term periods. In the office and other space for lease in Israel segment, the Group places an emphasis on the location of the property, the uniqueness of the building, accessibility and parking, and supporting functions for the tenants and their employees in order to create differentiation against competing properties in the same areas of demand. In the senior housing segment, the Group laid an emphasis on the location, standard of service, varied activities' contents and a supportive environment.

The Group's business strategy is mainly to continue to invest in the expansion of its vast operations in the segment of retail centers and malls (including power centers), leasable office and other space in Israel, and subsequently the development and expansion of the senior housing segment, the rental housing segment and lines of business that are close to the Company's operating segments, through the purchase of land for development and construction of properties and/or the purchase of additional properties. In addition, the Company places emphasis on betterment of the existing properties, promotion of building plans and expansions for optimal use of the rights in its properties. The Company ensures that it maintains its sound financial strength and a relatively low leverage ratio.

In the estimation of the Company's management, the total of Company properties in the income-producing real estate in the U.S. segment will not exceed 15% of all its real properties. As of the Report Release Date, the Group is considering the disposition of assets in this segment.

The Company estimates that its main growth engines are, *inter alia*, the projects undergoing planning and construction, development of new properties through the identification of lands for purchase while taking into account areas of demand, large population centers, central transportation junctions and high accessibility to public transportation.

Furthermore, the Company examines, from time to time, additional options for expansion of its operating segments by other operating segments that are synergetic with or close to the Company's business, as additional growth drivers, while taking advantage of market situations and/or crisis conditions in leading, cash generating target companies. In this context, it decided in 2019 to enter the hospitality industry and acquired the Mount Zion Hotel.

In the Report Period, the Company continued to operate "Palace Tel Aviv", the longstanding senior home it purchased in 2015, the "Palace Ra'anana" senior home (formerly Ahuzat Bayit Ra'anana) that was purchased in 2016, the Modi'in senior home, and residents moved into the senior home in Lehavim, and it is also acting for the construction of another senior home in Rishon LeZion. The Company aspires to continue developing the senior housing business and to create a significant portfolio with national presence and a 4-5 star finishing standard. In the Report Period, the Company continued to examine various ventures for the construction of new senior homes, identification of suitable land and purchase of existing senior homes, aiming to be a leading player in the senior housing market, both in terms of the number of residential units offered to residents and in terms of the standard of the services provided.

The rental housing in Israel segment – The Company's plans in relation to the rental housing in Israel operating segment are, *inter alia*, to build a platform for long-term rentals, while setting the product apart and providing high-standard services. The Company strives to expand its operations in this segment by finding land for rental housing and managing a critical mass of residential units, acquiring companies or land in the segment, as well as setting up a nationwide leasing system for the housing segment, including community management.

The Data Centers segment – The Company has set its sights on becoming a significant player in the global data center market, focused on Wholesale and Hyperscale customers.

The acquisition of companies in this industry is made as part of the Company's growth strategy, under which the Company entered the data center industry, and for the purpose of expanding its operations in this industry.

The Company intends to use the presence of GM in the European data center market, its experienced management, professional knowledge and business connections, in order to gain a foothold and grow in this market, which is characterized by high growth rates and high yields. The Company also intends to act in the future to expand GM's current operations in the European market.

Accordingly, after the Report Period, the acquisition of two companies was closed: a company that leases, from a third party, land on which an active data center is built in East London (the "**Operator Company**"), and another company that owns vacant land which is adjacent to the active data center. For further details, see Section 1.3.6 of this Chapter A. The Operator Company and GM intend to enter into an agreement according to which GM will provide the Operator Company with marketing and operation services for the active data center for purposes of provision of services to customers in the London area. Using GM's services, the Operator Company intends to upgrade and streamline the active data center and to increase the leasable MW capacity. The other company and GM shall also explore the possibility of building an additional data center on the vacant land.

In addition, on March 7, 2023, GM, through a company wholly owned thereby, entered into a service agreement with TikTok Norway AS, a Norwegian company which is part of a group of companies with global operations, for the provision of data center services on a campus to be built by GM in Norway with a capacity of 90 MW. For further details, see the Company's immediate report of March 8, 2023 (Ref.: 2023-01-024873), included herein by way of reference.

Compass operates a data center platform that has global operations, focused on the Hyperscale market. Compass works in close collaboration with leading cloud service providers and SaaS to support their growth needs around the world by choosing strategic sites, competitive pricing and time-to-market abilities that are among the best in the industry. In addition, in accordance with an agreement signed between the unit holders in Compass, the lockup period for the sale of holdings in Compass ended in January 2023, and to the best of the Company's knowledge, the Company's partners in Compass have started a process to examine the liquidation of their holdings in

Compass⁹⁷. As of the Report Release Date, the Company is considering alternatives with respect to its holdings in Compass at scopes that may be material to the Company.

The Company strives to expand its operations in the segment to other territories, both by expanding the operations of GM and Compass and by additional mergers and acquisitions. The Company is also exploring various options for collaborations with investors in its operations in the Data Centers segment.

The Company's plans for GM, Compass and the data centers segment in general, as specified above, are forward-looking information, within the meaning thereof in the Securities Law, which is based, inter alia, on the Company's estimations according to information about the business of GM, Compass and the data center industry. 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 principal factors that may affect this are: Changes related to the operations of any of the companies in the segment and/or their customers and/or the operating segment in general, non-receipt of approvals required for the Company's plans and/or materialization of the risk factors specified below.

The Company's goals as of the Report Release Date are based on the management's estimates in connection with the market conditions as of such date, and there is no certainty that the aforesaid will indeed materialize. For further details, see the Board of Directors' Report.

29. Forecast for Development

As the Company reported in the past, during the Report Period and until the Report Release Date, the Group has continued exploring business opportunities in Israel in connection with the expansion of its business, mainly in the income-producing real estate sector, including continued development of the senior housing segment and the rental housing segment, and entry into close operating segments. The Group has also examined business opportunities abroad, particularly in the data center industry. These opportunities are examined both by way of purchase of land reserves and property development and by way of purchase of properties and/or companies and/or operations from third parties and/or betterment of the existing properties owned by the Group, some of which have materialized as stated in the Company's reports. The Company is regularly engaged in identifying opportunities for expanding retail and office space in its existing properties as an addition to existing projects and is working to promote the betterment of such properties and is expected to proceed with such activity also in 2023. In addition, the Company continues to regularly look into its financial holdings, all according to its discretion as to the timing, structure and consideration of the transaction.

30. Discussion of Risk Factors

In the Company's estimation, the Group is exposed to several fundamental risk factors deriving from the economic environment and the Group's unique characteristics.

The information concerning risk factors to which the Group is exposed, is forward-looking information as defined in the Securities Law. The Company's expectations with respect to this issue are based on past experience, the Group's familiarity with the markets in which it operates and its estimations in relation to its economic and business development. However, the Group's estimations regarding the following risk factors, including the extent of their effect on the Group's business, are forward-looking information, as defined in the Securities Law, based on the information held by the Group as of the Report Date and also include assessments and analysis of the Group. The effect of the materialization of any particular risk factor may differ from the Group's estimations, inter alia, due to factors that are not necessarily within the Group's control. Furthermore, in view of the Group's continued examination of the expansion of its business, in particular in the real estate sector, the Group may be exposed in the future to additional risk factors, and the effect of any risk factor, if it materializes, may differ from the Group's estimations. Notwithstanding the aforesaid, it is noted that the Group's operations are characterized by a large number of tenants,

⁹⁷ See the Company's immediate report of January 22, 2023 (Ref.: 2023-01-010098), which is included herein by way of reference.

numerous segments and geographic dispersion. These characteristics allow the Group to reduce its exposure to changes in a specific operating segment and to reduce its exposure to the business of a specific tenant.

30.1. Macro-economic and financial risks

30.1.1. The growth and consumption rates in Israel

The Group's operations are dependent, *inter alia*, on the growth of the Israeli economy and the per capita consumption rates, which affect the demand for the Group's income-producing real estate space and the strength of material tenants in the Group's properties and their ability to comply with their obligations to the Group. In this context, see Section 6.1.1 above regarding the geopolitical situation and the security situation in Israel and the possible impact thereof on the Israeli economy.

30.1.2. A change in the Construction Input Index

An increase in the building inputs may affect the price of the Group's engagement with sub-contractors. While construction costs are usually linked to the Construction Input Index, income is usually linked to the Consumer Price Index. Therefore, the Group may be exposed to negative effects in the event of changes in these indices.

30.1.3. Changes in the market interest rates

A majority of the Group's undertakings and Group's development plans are affected by changes in the market interest rates and the conditions stipulated by banking corporations for the provision of bank credit. A long-term increase in the market interest rates may affect the Group's financing costs in relation to each project, the yield from the properties, the value of the income-producing properties and the Group's profitability. In this context, see Section 2.1 of Chapter B of this Report.

30.1.4. Security situation

Changes in and deterioration of the political and security situation may affect the Group's operations and negatively affect its business results, both in terms of the public's willingness to visit the Group's retail centers and malls, in regions in turmoil and in general, and in terms of demand for leasable space, shortage in manpower in the construction industry, increased construction costs, etc.

30.1.5. Regulatory changes in the Group's business environment

The Group's operations are exposed to various regulatory restrictions, including under competition law, securities law, corporate law and the bank supervision law. Stricter regulation in areas pertaining to the Group, as well as the possible implications of further regulatory changes, may reduce and/or limit the Company's operations, *inter alia*, by organizational changes and the imposition of conditions on the Company's business activity and financial holdings.

30.1.6. Changes in the value of financial investments available for sale

In view of the condition of the capital market in Israel, the Group is exposed, to a certain extent, to adverse changes in the value of the company in which it has invested as a financial asset available for sale. A decrease in the value of this company may adversely affect the Group's comprehensive income and its equity.

30.1.7. Global pandemic

The Covid pandemic and the measures taken for prevention thereof had material adverse effects on the economy in Israel and worldwide, as well as on the Group's business, mainly in 2020-2021. In the event of further outbreaks of the pandemic (or of other pandemics) and the imposition of further restrictions, this may have an adverse effect on the macroeconomic risks specified above and on the Group's business.

30.2. Industry-specific risks

30.2.1. Decline in the demand for leasable space

A decline in the demand for leasable space and/or non-renewal of existing lease agreements may lead to a decline in the occupancy rates of the Group's properties and a decline in the revenues from rent and in the value of the properties, and will inevitably negatively affect the Company's business results.

30.2.2. Decline in rent prices

A decline in the demand for leasable space together with intensification of the competition in the sector may lead to erosion of the Group's rent, a decrease in the value of properties, and a negative effect on its financial results.

30.2.3. Strength of key tenants

Damage to the financial strength of tenants, and particularly key tenants, may lead to an increase in provisions for doubtful debts or alternatively, the termination of lease agreements and/or eviction of tenants from the Group's properties, and consequently to a decrease in the Group's revenues from rent and an inevitable adverse effect on the Company's business results.

30.2.4. Competition

The income-producing commercial real estate sector in Israel is subject to significant competition. For details regarding the effect of the Group's competitors on its business results, see Sections 8.4 and 9.2 of this Chapter A.

30.2.5. Approval by the authorities

Operations in the income-producing real estate sector are characterized by the need to obtain approval from various functions in various authorities, particularly as pertains to authorizations of rights and uses (zoning plans), building permits, business licenses, etc. A delay in obtaining or failure to obtain approval could have a negative effect on the profitability of the project or entail various financial expenses for compliance with the requirements of the authorities to obtain the approval.

30.2.6. Legal and regulatory requirements, including with respect to environmental protection

The Group's companies are subject to legal and regulatory requirements from various aspects and, *inter alia*, on issues pertaining to the environment (nuisance, underground and above-ground pollution, toxic waste etc.), and they are required to bear the costs involved in meeting the same, such that it may have an adverse effect on their results. A toughening of such regulatory requirements may force the Group to allocate additional financial resources to this issue.

30.2.7. Changes in the tax burden

The Group's companies are subject to the tax laws in the jurisdictions in which they operate. Changes in the present or future tax rates, or other changes in tax laws that affect the tax liability of the companies, will cause a change in the Company's financial results.

30.2.8. Cyber Risks

Within their operations, the Group's companies use computing systems and/or computer-based systems and infrastructures (in this Section below: the "**Systems**"), including for the sake of information collection and processing on databases managed thereby. A cyber attack intended to penetrate or damage the Systems, the proper use of the Systems, or the material stored thereon, could cause direct and indirect damage, including the disruption, interference or shutdown of operations, ransom attacks, leakage and loss of information, theft of an asset, intelligence collection, damage to goodwill and/or public trust and recovery expenses. The Group operates to prevent and reduce the exposure to the said risks, *inter alia*, through protection systems and software, integration and enhancement of information security culture in the Group (including training for managers and employees), clarification and adaptation of procedures, internal control plans as well as monitoring and support with the assistance of experts in the field. The Company has also acquired insurance coverage in relation to cyber-attacks.

30.3. Group-specific risks

30.3.1. Fluctuations in the Consumer Price Index

The Group has loans and bonds and deposits from senior housing residents that are linked to the Consumer Price Index and therefore the Group is exposed to fluctuations in the Consumer Price Index. However, most of the Group's revenues from rent in the commercial centers and malls segment and the office and other rental space segment are linked to the Consumer Price Index, while a rise in the Consumer Price Index may lead to an increase in the revenue from rent and reduce the exposure in relation to this risk.

30.3.2. Foreign Currency Risks

The Group has assets and liabilities that are stated in various foreign currencies. Since the total of foreign currency liabilities is not always equal in value to the total of foreign currency assets, the Group is exposed to possible changes in the exchange rate of the foreign currencies in relation to the NIS. However, the Group's revenues from rent in the income-producing real estate in the U.S. segment and in the data centers segment are stated in foreign currency, with a rise in the exchange rate of the foreign currency possibly leading to an increase in the revenues from rent and a reduction of the exposure deriving from this risk.

30.3.3. Dependency on Financing Sources

The Group's operations are also financed by external sources and an adverse change in the conditions for provision of credit and/or non-renewal of existing credit may have a material adverse effect on the Company's results.

30.3.4. Debt raising costs

Changes in the market interest rates and in the CPI may affect the cost of debt raising by the Company as well as the financing expenses.

30.4. Risks specific to senior housing

Regulation in the senior housing business

The senior housing sector has developed significantly in recent years, along with the regulation of the sector. For details regarding the Senior Housing Law, which provides, *inter alia*, the conditions for receipt of a senior home operation license, including the amendment to the Senior Housing Law, see Section 25.1.3 of this Chapter A.

30.5. Risks specific to data centers

30.5.1. Regulation of data center operations

The data center operations are subject to restrictions, legislation, standardization and special constraints that apply to the operating segment, and consequently supervision and the receipt of licenses and operation permits from various regulatory bodies.

30.5.2. Dependence on human capital

GM employs several key employees that hold influence over GM's operations.

30.5.3. Technological changes

In the event of future technological developments in the data center market, which are able serve as a substitute for the presently-existing technologies (such as the quantum computing technology which is in early development stages and not yet used commercially), GM's and Compass' existing data centers may have lesser appeal.

30.6. Risks specific to the rental housing in Israel segment

30.6.1. Success of the introduction of the rental housing product into Israel and education of the market

Israel's housing market is characterized by relatively high property ownership rates. A lease that includes the provision of complementary services is not common in the rental market, resulting in the need to introduce to the target audiences the nature of the lease offered by the Company, including the complementary services offered thereby.

30.6.2. Rent control

Part of the rent that the Company is permitted to collect in projects in the segment is controlled and is not within the Company's control; it is indexed, but exposed to changes and updates by the regulator, and is not necessarily linked to changes in the market.

30.6.3. Regulation and government policy

Given the housing shortage in Israel, various Israeli governments have put together a policy that supports the promotion of long-term rental housing. Changes in this policy may adversely affect the results of the Company's

operations in the rental housing in Israel segment. Moreover, changes in government policy regarding the allocation and marketing of land, incentives for tenants who rent apartments, planning and building proceedings, interest on mortgage loans and so forth, may have a material impact on the Company's operations in the rental housing in Israel segment.

The following table presents the main risk factors described above, rated according to the Company's estimations by the severity of the impact they may have on the Company's business:

	The Severity of the Impact of the Risk Factor on the Company		
	Major Impact	Moderate Impact	Minor Impact
Macro-Economic and Financial Risks			
Growth and consumption rates in Israel	X		
Change in the Construction Input Index			X
Changes in the market interest rates		X	
The security situation	X		
Regulatory changes in the Company's business environment		X	
Changes in the value of financial investments available for sale			X
Global pandemic	X		
Industry-Specific Risks			
Decline in the demand for leasable space	X		
Decline in rent prices	X		
Strength of key tenants			X
Competition	X		
Approval by the authorities			X
Legal and regulatory requirements, including with respect to environmental protection		X	
Changes in tax burden		X	
Cyber risks		X	
Company-Specific Risks			
Fluctuations in the Consumer Price Index		X	
Foreign currency risks			X
Dependency on financing sources		X	
Debt raising costs		X	
Risks specific to Senior Housing			
Regulation of the senior housing operations			X
Risks specific to Data Centers			
Regulation of the data center operations			X
Dependence on human capital		X	
Technological changes		X	
Risks specific to rental housing in Israel			
Success of the introduction of the rental housing product into Israel and education of the market			X
Rent control			X
Regulation and government policy			X

Danna Azrieli,
Chairman of the Board

Eyal Henkin,
CEO

Report Date: March 21, 2023



PART B

Board Report

DEAR SHAREHOLDERS,

In 2022, we experienced significant improvement in the business results of all of our operating areas in Israel, and we are proud of the Company's record results in the operating parameters (NOI, FFO). However, this year was also marked by various challenges for the Israeli and global economy, mainly in view of the rise in interest rates, in an attempt to mitigate inflation, as decided by the central banks of developed countries. After over a decade of very low interest rates, the increase in the cost of money may impact growth, consumption, the cost of debt, and of course the employment market in the coming period.



The strength of the Azrieli Group, the caliber of our properties, the diversity of our operations, our responsible management, and our robust financial strength are especially notable in these times. They allow us to manage our business with a long-term vision, while maintaining our position as a leader in our areas of business, and to continue to develop and explore opportunities to expand into new and promising areas of business.

In 2022, the Group's office segment had excellent results notwithstanding some slight decreased demand, and some more challenging and longer negotiations. The Group's premium locations of our office towers positively drives demand which leads to high occupancy rates and rental prices.

In the retail and malls segment, the Company presented impressive results, which was expressed in an increase in overall footfall in the Group's malls and translated into an increase in store revenues. We continue to enhance our existing properties, and to improve, upgrade, and promote innovation and creativity with an emphasis on customer experience and technology throughout the sector.

In the senior housing segment, we have begun the marketing and occupancy of Stage B of the Palace Lehavim project, ahead of schedule, in view of the successful marketing of Stage A. Concurrently, we are continuing with the development and construction of two additional senior homes: Palace Rakafot in Rishon LeZion and a senior housing project as part of the expansion of the Azrieli Jerusalem Mall. We are also exploring additional investment opportunities in this sector.

In the data center segment we have continued to expand our investments, and during the year we finalized the purchase of another data center in London. Green Mountain, a subsidiary of the Azrieli Group, has also executed contracts for the development of data centers in Norway, which are expected to make a significant contribution to the NOI in the medium term. In 2022, we increased our holdings in Compass, which operates mainly in North America, to approx. 32.4%. The data center segment continues to be a major growth engine for the Company, as a sector which is growing thanks to the continued rapid and intensive advancement in cloud computing technology, the vast amount of data accumulating and requiring data storage solutions, and the shift to using the storage solutions of the hyperscalers, which are our main customers in this segment.

In the long-term residential rental segment, this year we launched our first multi-family project, Azrieli Town in Tel Aviv. The Group has a number of projects under development, planning, and

construction as part of our existing mixed-use property portfolio in urban areas in the country. In these projects, in addition to uses such as retail and offices, we are also promoting and developing long-term residential rental opportunities, which include a range of services and facilities for the benefit of the residents and a rich community life.

We are also continuing to develop projects in Israel and to expand and enhance existing projects, totaling over 1 million sqm.

Corporate Social Responsibility (CSR), and Environmental & Social responsibility and good corporate Governance (ESG) are extremely important foundations of the Group's business. This year too we emphasized our commitment to continued construction to LEED standards, increasing energy savings, promoting recycling and reducing waste, and other CSR-related issues. In recent years, we made it our goal to reduce the footprint of our operations in a variety of significant projects, and to also raise the awareness among our customers of the importance of these issues.

Thanks to our financial robustness and our ongoing relationships with our investors, this year we succeeded in raising ILS 3 billion by expanding three existing bond series under terms that reflect an impressive vote of confidence in the Group, especially in today's environment of inflation and rising interest rates.

The State of Israel is currently undergoing one of its most difficult periods, internally. The differences of opinion between the country's various sectors are spilling over beyond the political arena into the daily lives of each and every one of us. There are serious issues on the table, with long-term implications for the stability and security of the country. We, in the Azrieli Group, wish to express a unifying message to all of the citizens of Israel and its leaders, with the hope that unity and Zionism will lead to responsible decisions which will help to restore stability and maintain democracy in our dear country.

We continue to put our hearts and energy into managing the Azrieli Group, and developing new operating areas and growth engines, guided always by our values. Looking forward, we will continue to lead the field and ensure that the Azrieli Group remains the strongest income-producing real estate company in Israel.

Yours Truly,



Danna Azrieli,
Chairwoman of the Board

Azrieli Group

BUSINESS CARD

The 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, and during the report period the Company closed its acquisition of Mall Hayam in Eilat. The Company also holds and manages office properties, including some of the most prominent in Israel, such as the Azrieli Tel Aviv Center and Azrieli Sarona tower. In the past year, it opened the Azrieli Town office tower, and has recently started accepting residents in its adjacent, newly-built 210-unit residential rental tower. The Company also operates in the senior housing sector, and as of the report date manages four active senior homes. In the United States, the Company holds several office buildings, mainly in Houston and Austin, Texas. The Company also has a holding of approx. 32.4% in a company operating mainly in the Data Centers industry in North America, and full ownership of Green Mountain, a company operating in the Data Center industry in Norway. After the report period the Company completed the acquisition of a company operating in this industry in London, as detailed in Section 1.2.3.6 below. In addition, the Company holds the Mount Zion Hotel in Jerusalem. In January 2022, the Company closed on the acquisition of a company holding land in the North Giliot quarter, on which it has begun construction of a campus to be leased to SolarEdge Technologies Ltd.

Azrieli Group has an extraordinary pipeline of hundreds of thousands of square meters of office, retail and senior housing space, in projects 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 operations, the Group owns the Azrieli.com e-commerce platform and, as of the report date, has a financial holding of Bank Leumi stock (approx. 2.3%).

Azrieli Group's financial strength puts it in a class of its own among real estate companies. The Company has low leverage, with a net debt to assets ratio of just 33%. 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 work in the real estate sector, and lead the development and management of high-quality, modern and innovative income-producing properties in Israel and overseas.

The Group will continue to focus on its core business, while investing in new growth engines and applying advanced technologies.

Established in **1983**

NIS 5.6 billion distributed in dividends since the IPO in 2010

~ **1.4 million sqm** of leasable areas and ~**0.7 million sqm** under development

Israel's largest real estate company with total assets of **NIS 48.5 billion**

Shareholders Equity
NIS 22.1 billion

98% occupancy rate* on average in Israel

* Net of properties under lease-up for the first time

** GLA (gross leasable area) is based on the Company's share.

21 MALLS

360 thousand sqm | 99% Occupancy*



16 OFFICE BUILDINGS

632 thousand sqm | 98% Occupancy*



4 SENIOR HOMES

115 thousand sqm | 98% Occupancy*



8 OFFICE BUILDINGS OVERSEAS

241 thousand sqm | 68% Occupancy



DATA CENTERS COMPANIES OVERSEAS



~32.4%



Green Mountain

100%

2 RESIDENTIAL FOR RENT PROPERTIES

29 thousand sqm | 100% Occupancy



DEVELOPMENT PIPELINE – 10 PROJECTS

662 thousand sqm |

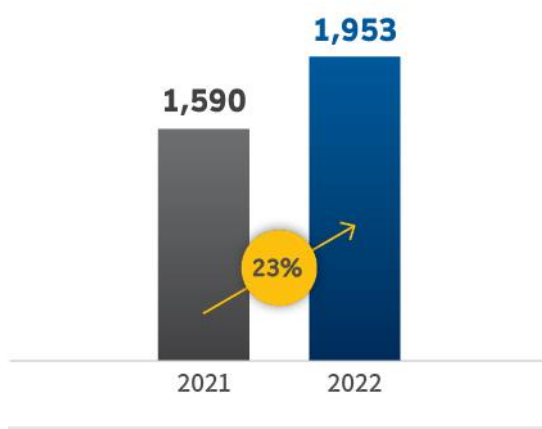




PERFORMANCE SUMMARY AND FINANCIAL HIGHLIGHTS FOR THE REPORT PERIOD

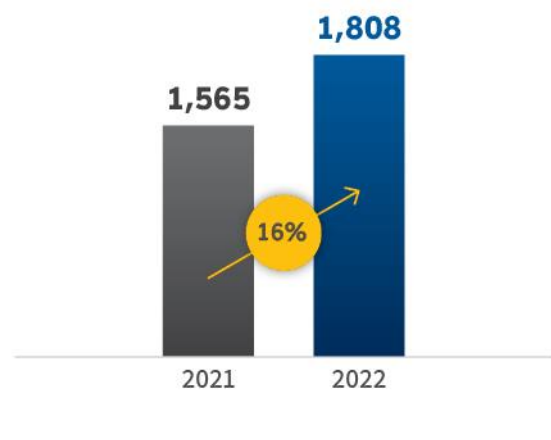
Increase of approx. 23% in 2022 NOI to NIS 1,953 million compared with NIS 1,590 million in 2021

NOI



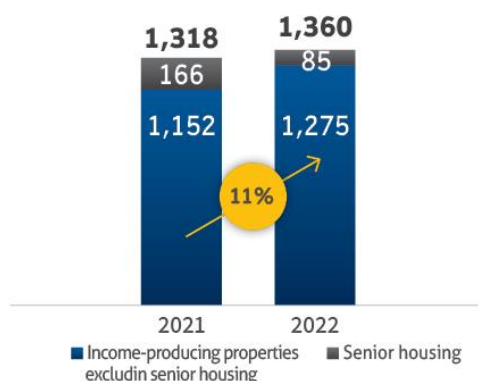
Increase of approx. 16% in 2022 same property NOI to NIS 1,808 million compared with NIS 1,565 million in 2021

Same property NOI



Increase of approx. 11% in 2022 FFO excluding senior housing to NIS 1,275 million compared with NIS 1,152 million in 2021

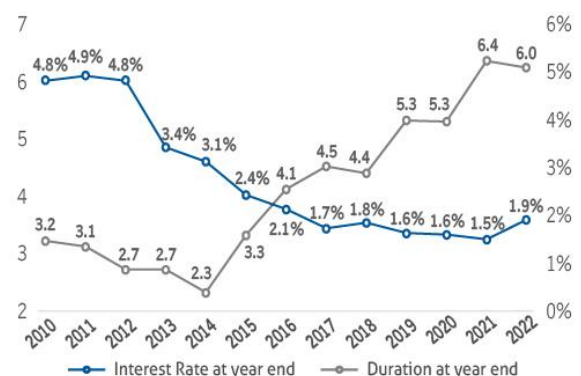
FFO from income-producing real estate business



* According to the ISA, the FFO is NIS 548 million, compared with NIS 904 million in 2021

Average debt duration extended while reducing the interest rate

Average interest vs. average duration



In May 2023, the Company will distribute a NIS 700 million dividend

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 (the "**Board Report**") for the year ended December 31, 2022 and for the three-month period ended December 31, 2022 (the "**Report Period**"), in accordance with the Securities Regulations (Periodic and Immediate Reports), 5730-1970 (the "**Regulations**"), which reviews the main changes in the Company's activity, and assumes that the Description of the Corporation's Business included in Chapter A hereof, is available to the reader.

The information in the Board Report is based on the consolidated financial statements as of December 31, 2022¹. 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 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.

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

1.2.1. Summary of Operating Segments for 2022

In 2022, the Azrieli Group continued to focus its business operations on various real estate sectors, primarily on the retail centers and malls in Israel segment, the leasable office (and other) space in Israel segment, the senior housing in Israel segment, the income-producing properties overseas segment (mostly in the U.S.), the data centers segment and the rental housing in Israel segment. It is noted that the Company's rental housing in Israel operations have been described as a separate operating segment since this Report. Furthermore, the Company holds the Mount Zion Hotel in Jerusalem. In addition, the Company also has an e-commerce business by means of its holding of the Azrieli.com website, as well as a minority holding in Bank Leumi.

The Group's primary growth driver is the development of income-producing real estate projects: malls, offices, senior housing, data centers and rental housing in Israel. As of the date of the Report, the Company has 10 projects in Israel in various development stages, the planned area of which is approx. 662 thousand sqm, as well as land for development. A brief description of the Group's six reported operating segments, as well as its additional activities ("**Others**") follows:

1. **Retail centers and malls in Israel** – The Group has 21 malls and retail centers in Israel;²
2. **Leasable office and other space in Israel** – The Group has 16 income-producing office properties in Israel;²
3. **Income-producing properties in the U.S.** – The Group has 8 office properties overseas, mainly in the U.S.;
4. **Senior housing** – The Group has 4 active senior homes in Israel;
5. **Data centers** – The Group (indirectly) owns 100% of the issued and paid-up share capital of GM, which operates in Norway, as well as (indirect) holdings of approx. 32.4% in Compass, a company operating in North America and in EMEA;³
6. **Rental housing in Israel** the Company has 2 income-producing projects in the field of rental housing in Israel.

¹ The attached financial statements are prepared according to the International Financial Reporting Standards ("IFRS"). For further details, see Note 2 to the financial statements.

² During the Report Period, the Company completed the acquisition of "Mall HaYam" in Eilat. For further details, see Section 1.2.2.3 below.

³ During the Report Period, the Company entered into an agreement for the purchase of two companies operating in the data centers segment in England. As of the date of this Report, the transaction was closed.

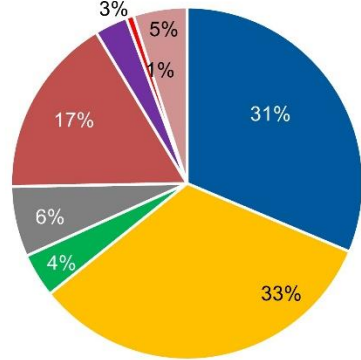
Additional activities – As of the Report Release Date, the Group has an e-commerce business through Azrieli E-Commerce that holds and operates the Azrieli.com website, holds the Mount Zion Hotel in Jerusalem, and holds approx. 2.3% of the shares of Bank Leumi.

Discontinued operations – the Granite segment - The Group held (through Granite Hacarmel) 100% of the shares of Supergas and 100% of the shares of GES, which have been sold. Further to the foregoing, Granite and GES are presented in the financial statements as discontinued operations, in accordance with GAAP.

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:⁴

Breakdown of Total Balance Sheet Assets by Operating Segment

Comparison of Segment Assets			Percentage of Segment Assets out of Total Assets	
As of	31.12.2022	31.12.2021	31.12.2022	
Retail centers and malls in Israel	15,121	13,051		
Leasable office and other space in Israel	15,875	13,848		
Income-producing properties in the U.S.	1,945	2,023		
Senior housing	3,122	2,810		
Data centers	8,033	5,025		
Rental housing	1,666	1,127		
Hospitality	335	301		
Others and adjustments	2,377	4,186		
Total	48,474	42,371		

Figures are presented in millions of NIS.

The Company's assets in the leasable office and other space segment constitute approx. 33% of the total balance sheet assets, the assets in the retail centers and malls segment constitute approx. 31% of the total balance sheet assets. The other income-producing real estate segments constitute in the aggregate approx. 31% of the total balance sheet assets.

⁴ The Company applied IFRS 8 – Operating Segments in its financial statements.

1.2.2.1. Summary of the Main Developments during and after the Report Period Development Pipeline
During the Report Period, the Group continued to invest in the development and construction of new properties and the expansion and renovation of existing properties. For details on developments in the Group's development pipeline during the Report Period, see Section 7.7 of Chapter A of this report and Section 4.1 of this Board Report.

1.2.2.2. Acquisition of land located in the North Glilot site for the construction of a campus and lease thereof to SolarEdge Technologies Ltd.

On May 10, 2021, the Company entered into an agreement which is contingent on the fulfilment of conditions precedents for acquisition of control (direct and indirect) of a company not affiliated with the Company, which is entitled to receive from the Israel Land Authority (ILA) leasehold rights in land located in the North Glilot site. The transaction was closed on January 17, 2022. In addition, the Company entered into a lease agreement for the construction and lease of a campus for SolarEdge Technologies Ltd., on part of the land. The works for building the campus had begun.

For further details, see the Company's immediate reports of May 11, 2021 (Ref. 2021-01-082779) and January 18, 2022 (Ref. 2022-01-007851), which are included herein by way of reference.

1.2.2.3. Completion of the acquisition of ownership of Mall HaYam in Eilat

On October 23, 2021, the Company entered into an agreement which is contingent on the fulfilment of conditions precedents, with two third parties which are not affiliated with the Company, and with Mul HaYam Eilat (1978) Ltd. for the acquisition of all (100%) of the rights in the land on which Mall HaYam in Eilat is built, for consideration which reflects a total value of approx. NIS 1.31 billion (subject to adjustments). On May 3, 2022, approval was received from the Competition Commissioner for the performance of said transaction. On May 23, 2022, approval was received from the ILA, which constituted one of the conditions precedent for the closing of the transaction. On July 3, 2022 the remaining closing conditions of the transaction were fulfilled, and the transaction was closed.

For further details, see the Company's immediate reports of October 4, 2021 (Ref.: 2021-01-150663), of May 8, 2022 (Ref.: 2022-01-054778), of May 24, 2022 (Ref.: 2022-01-063034) and of July 4, 2022 (Ref.: 2022-01-083134), included herein by way of reference.

1.2.2.4. Changes in the office of senior officers of the Company

For changes that occurred in the office of senior officers of the Company during the Report Period, see Section 19.3 of this Chapter A below.

1.2.2.5. Release of the 2022 Shelf Prospectus

On May 17, 2022, the Company released the 2022 Shelf Prospectus, which bears the date May 18, 2022, after receiving a permit to do so from the Israel Securities Authority (ISA).

1.2.2.6. Acquisition of companies operating in the data centers segment in England

On June 23, 2022, the Company, through a wholly-owned special purpose subsidiary thereof (the "**Buyer**"), entered into an agreement with an English company (the "**Seller**"; and together with the Buyer: the "**Parties**"), for the acquisition of all of the Seller's holdings in two companies (the "**Transaction**"): A company that leases, from a third party, land on which an active data center is built in East London, and another company that owns vacant land which is adjacent to the active data center, in consideration for approx. £52 million (approx. NIS 220 million, according to the representative GBP rate as of the date of the signing of the agreement) (the "**English Companies**"). On December 19, 2022, approval was received from the competent regulator in England for the Transaction, and on January 23, 2023 all of the closing conditions were fulfilled and the Transaction was closed.

For further details, see the Company's immediate reports of June 26, 2022, December 25, 2022 and January 24, 2023 (Ref. 2022-01-078271, 2022-01-154633 and 2023-01-010848), which are included herein by way of reference.

1.2.2.7. Financing transactions

In July 2022, the Company issued Series D, F and H Bonds of the Company⁵, by way of expansion of these bond series, such that approx. NIS 625,591 thousand par value of Series D bonds were allotted in consideration for approx. NIS 671 million (approx. NIS 667 million after the attribution of issue expenses), approx. NIS 1,336,503 thousand par value of Series F bonds were allotted in consideration for approx. NIS 1,460 million (approx. NIS 1,445 million after the attribution of issue expenses), and approx. NIS 926,416 million par value of Series H Bonds were allotted in consideration for approx. NIS 870 million (approx. NIS 857 million after the attribution of issue expenses).

1.2.2.8. Engagement in an agreement for the provision of data center services

On March 7, 2023, GM, through a company wholly owned thereby, entered into a service agreement with TikTok Norway AS, a Norwegian company which is part of a group of companies with global operations, for the provision of data center services on a campus to be built by GM in Norway.

For further details, see the Company's immediate report of March 8, 2023 (Ref. 2023-01-024873), which is included herein by way of reference.

1.2.2.9. The Covid pandemic

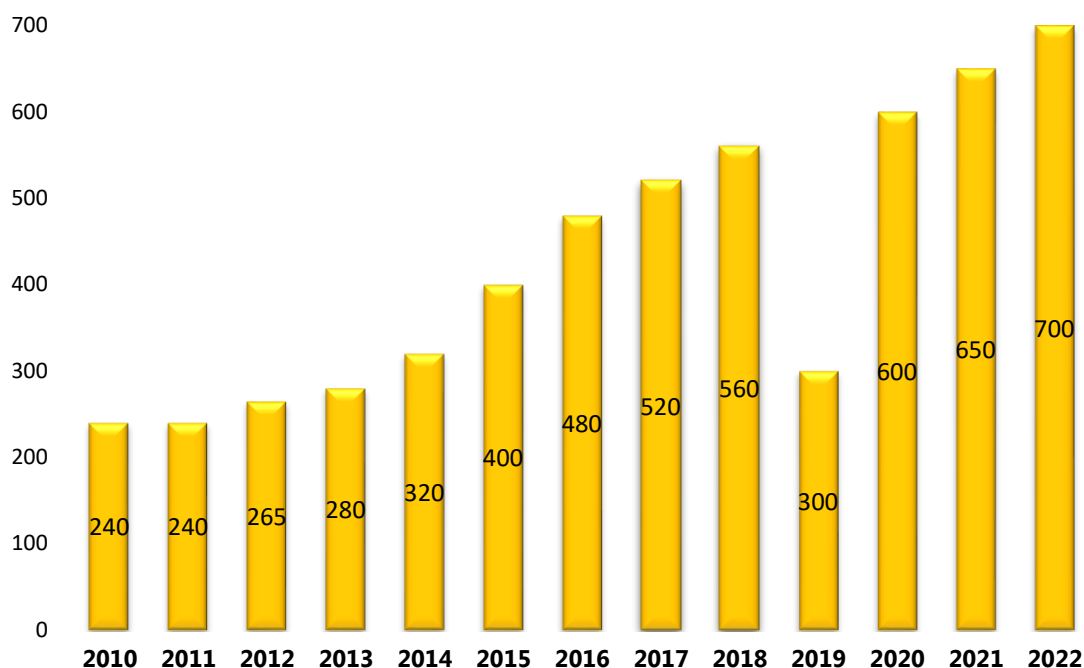
For further details on the Covid pandemic and its effect on the Company's business, see Section 2.2 below.

⁵ According to a shelf offering report published on July 12, 2022 (Ref. 2022-01-059968) under 2022 Shelf Prospectus, included herein by reference.

1.2.3. Dividends

Since its public offering, the Company has distributed dividends every year, in increasing amounts⁶. The aggregate amount of dividends distributed by the Company since the listing of its shares in 2010 is approx. NIS 5.6 billion, including the dividend in respect of 2022, which has been declared, but not yet paid. The following chart specifies the amounts of the dividends distributed in recent years:

Dividends Distributed by the Company since Listing its Shares on TASE



Figures are presented in millions of NIS.

The years noted represent the years for which dividends were distributed. Dividends were actually paid in the following year.

The dividend for 2022 has been declared but not yet paid.

⁶ Other than the dividend distributed in respect of 2019, with respect to which, on March 24, 2020, the Company's board of directors decided to approve a dividend distribution in the amount of NIS 300 million only, for the sake of caution and, *inter alia*, in view of the uncertainty regarding the impact of Covid which began spreading across the world at such time.

On March 24, 2021, the Company's board of directors examined a dividend distribution in the amount of NIS 600 million and arrived at the conclusion that such distribution satisfies all of the distribution tests. However, for the sake of caution and, *inter alia*, in view of the uncertainty regarding the continued effects of the Covid pandemic, the Company's board of directors decided to approve a dividend distribution in the amount of NIS 450 million. On May 25, 2021, the Company's board of directors decided to approve an additional distribution in the sum of NIS 150 million. For further details, see the Company's immediate report of May 26, 2021 (Ref. 2021-01-090180), which is included herein by way of reference.

2 | INCOME-PRODUCING REAL ESTATE

2.1. Business Environment

Following are macroeconomic indicators that are relevant to all of the operations in Israel, based on the publications of the Central Bureau of Statistics:⁷

- According to the January 2023 macroeconomic forecast by the Research Division of the Bank of Israel, it is estimated that in 2023 and 2024, GDP will increase by 2.8% and 3.5% (respectively); the inflation rate in the next four quarters ending in Q4/2023 and in 2024 will be 3% and 2% (respectively); and the monetary interest rate at the end of 2023 is expected to be 4%.⁸
- As of the beginning of 2023, Israel's population is approx. 9.6 million. The population growth rate is among the highest in OECD countries, and as of 2022 is approx. 2.2% (thanks to the high birth rate and an increase in life expectancy). According to population growth forecasts, in the middle of the decade Israel's population will total approx. 10 million, and in 2035 Israel will have more than 12 million residents.
- Due to the effects of the Covid crisis, a high unemployment rate was recorded, at an annual average of 10.2% in 2021, and 4.6% for ages 25-64. In 2022 the unemployment rate for ages 25-64 dropped to 3.2% only. The unemployment rate of the Bank of Israel for 2023 and 2024 is 4.0%.⁹ It is noted that the unemployment rate in Israel is considered to be low and stable.
- The (known) Consumer Price Index (CPI) increased by approx. 5.3% in 2022. During the Report Period, the Bank of Israel's Monetary Committee adopted four interest-rate decisions, increasing the Bank of Israel's interest rate by 2.5 percentage points, from 0.75% (in June 2022) to 3.25% by the close of 2022. After the Report Period, in January and February 2023, the interest rate increased by 1% to 4.25%, in an attempt to curb the soaring inflation and prices. This increase is steep relative to past years and attests, *inter alia*, to the increase in the cost of living.
- In 2022 the Prime interest rate was between 2.25% and 4.75%.

The Company has loans and bonds linked to the index. Therefore, the increase in the CPI led to an increase in the Company's financing costs. Conversely, the Company's income-producing real estate in Israel, whose current value is approx. NIS 31 billion, is leased under index-linked rental agreements and from an economic point of view, the Company sees this as long-term inflationary protection. As a result, the increase in the index resulted in an increase in the Company's revenues from renting properties in Israel and an increase in the fair value of these properties, accordingly. Furthermore, most rental contracts in Norway in the data centers sector are fully or partially linked to the Norwegian CPI.

The Company funds its operations mainly by fixed-interest loans, and the amount of variable-interest loans is negligible. As a result, exposure to changes in short-term interest is low.

The Company determines the fair value of its properties, *inter alia*, using the cash flow discounting method, in which the future cash flows from the properties are discounted using a cap rate. The cap rate can be affected, *inter alia*, by the market risk-free interest rate. It is noted that the margin between the weighted cap rate and the weighted cost of debt or the current marginal financing cost of the Company remains high, also compared to previous periods.

The Residential and the Retail and Offices Construction Input Indices increased as well in the Report Period by the steep rate of approx. 4.77% and 4.99%, respectively. The increase in the Construction Input Indices causes a rise in the Company's construction costs in the various projects across the country, because the agreements in which the Company engages with the performance contractors, are linked to these indices.

⁷ Central Bureau of Statistics www.cbs.gov.il.

⁸ Bank of Israel –The Macroeconomic Forecast, January 2023 released on January 3, 2023. [Link](#).

⁹ See Footnote 9 above.

The Company cannot assess the future effects of all of the above factors, if any, on the Israeli economy, the income-producing real estate industry in general and the Company's business in particular. However, at this time the Company estimates that they will not have a material effect on the results of its operations.

Following the aforesaid, the Company's management estimates that various factors in the Group's strategy contribute to a reduction of the exposure of the Group's business to a significant crisis or to instability resulting from the materialization of any of the Company's risk factors:

- The broad dispersion of the Group's real estate portfolio, both geographically and among its various operating segments.
- The portfolio features numerous properties located in areas of demand, which are built and maintained to very high standards.
- The high business positioning of the properties and the Company's investments in the betterment of its properties to maintain this advantage.
- The high occupancy rates, which result from the aforementioned factors.
- The diversity of businesses in the Group's malls and retail centers, which reduce the Group's exposure to such or other sector.
- The right mix of businesses, which characterizes the tenants at the retail centers and in the offices.
- Finally, the Company's stable capital structure and its financial conservativeness allow it to more easily weather fluctuations in business turnovers and profitability.

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. 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 and the effects of the Covid pandemic.

2.2. The Covid Pandemic and its Impact

The beginning of 2020 saw the outbreak of Covid in China which spread across the world. On March 11, 2020, the WHO declared a global pandemic and steps were taken to mitigate the spread of Covid. The pandemic affected various business sectors in many countries. In Israel, the GDP decreased by 2.2% in 2020, due to the ramifications of the steps taken by the government in order to stop the spread of Covid, the essence of which was to impose (partial or full) lockdowns and other restrictions which resulted in a significant decrease in business activity.

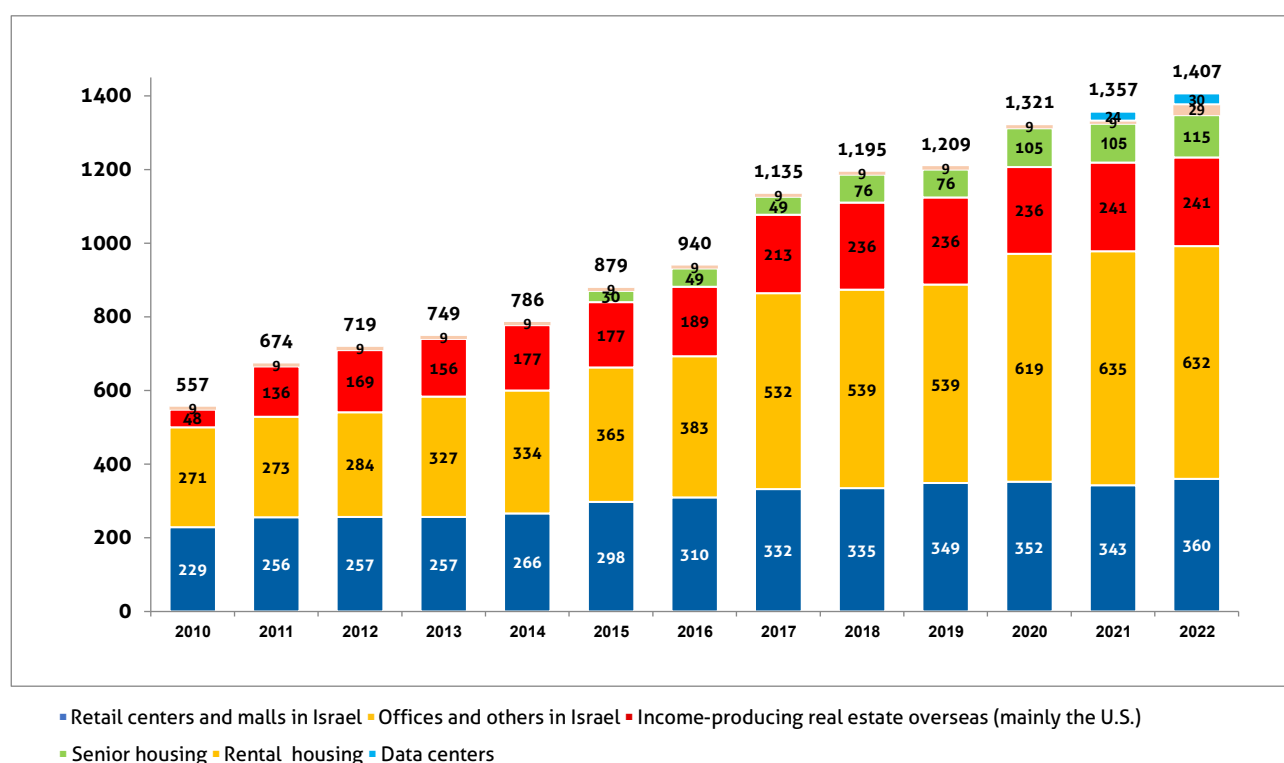
In January 2021, the State of Israel launched an extensive vaccination campaign against the Covid virus, and it appeared that business is getting back to normal in the Israeli economy. However, in the period between the beginning of Q3/2021 and the end of Q3/2021, the morbidity rate in Israel and worldwide began to increase again due to the spread of the Delta variant and in view of the waning of vaccine efficacy over time. Consequently, it was decided to offer a third dose of Covid vaccine (booster shots) for ages 12 and up, such that from the beginning of Q4/2021, morbidity rates were low. However, in the period from the end of Q4/2021 to the beginning of Q1/2022, morbidity rates increased again, in view of the spread of the Omicron variant which resulted in the fifth morbidity wave.

The aforesaid notwithstanding, despite the outbreak of the fifth wave (which waned towards the end of February 2022), and despite the renewed surge in morbidity in June and July 2022, the effect of the restrictions and the increasing morbidity on the economic activity was smaller, because the economy had adapted to the realities of Covid, along with improved vaccination rates and patient treatments, and thus the Israeli economy appears to have fully returned to normal. Further to the aforesaid, in the Report Period and by the date of its release, most of the restrictions imposed due to the Covid pandemic have been cancelled. For details on the impact of the Covid crisis on the Company's business, see Section 2.2 of Chapter B of the 2021 periodic report.

As of the Report Release Date, and in view of the fact that this is a dynamic event that is characterized by considerable uncertainty, *inter alia* in connection with another worsening of the Covid pandemic and the measures to be consequently taken by the various countries, the Company is unable to assess such effects on its future activity, since the extent of the impact depends on the degree and scope of materialization thereof. In the Company's estimation, despite the efficacy of the Covid vaccinations and the Israeli economy's return to routine, if there are further significant outbreaks of the virus, there may be additional material adverse effects on the global and domestic economy, including on some of the markets and sectors in which the Company operates, as well as on some of the tenants in the Group's properties. The Company's management estimates that in view of its financial strength, which is demonstrated by the total cash and cash equivalents held thereby, low leverage ratio and a significant amount of unencumbered assets, long loan durations and its ability to raise capital on convenient terms, and in view of the broad dispersion of the Company's portfolio of properties, the diversity of tenants and operating segments, the impact of the exposure of the Group's business to the crisis and/or significant instability due to a Covid resurgence, decreases.

The Company's assessments in this section regarding the potential implications of the spread of Covid constitute forward-looking information as defined in the Securities Law. This information is based, inter alia, on assessments and estimates of the Company as of the date of this Report, based on publications in Israel and worldwide on this matter and the directives of the relevant authorities, the materialization of which is uncertain and is beyond the Company's control. Non-materialization of the Company's assessments may result from developments or a different materialization of the factors mentioned above.

2.3. Consolidated GLA Data



2.4. Average Occupancy Rates in the Income-Producing Properties

As of the date of the Report, following are the average occupancy rates in the Group's income-producing properties by operating segment:

- Retail centers and malls in Israel – approx. 99%;¹⁰
- Leasable office and other space in Israel – approx. 98%;¹⁰
- Income-producing properties in the U.S. – approx. 68%;
- Senior housing in Israel – approx. 98%;¹⁰
- Data centers – approx. 95%;¹¹
- Rental housing – approx. 100%.¹⁰

2.5. 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.¹² 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.

It is emphasized 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.

2.5.1. 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.¹³

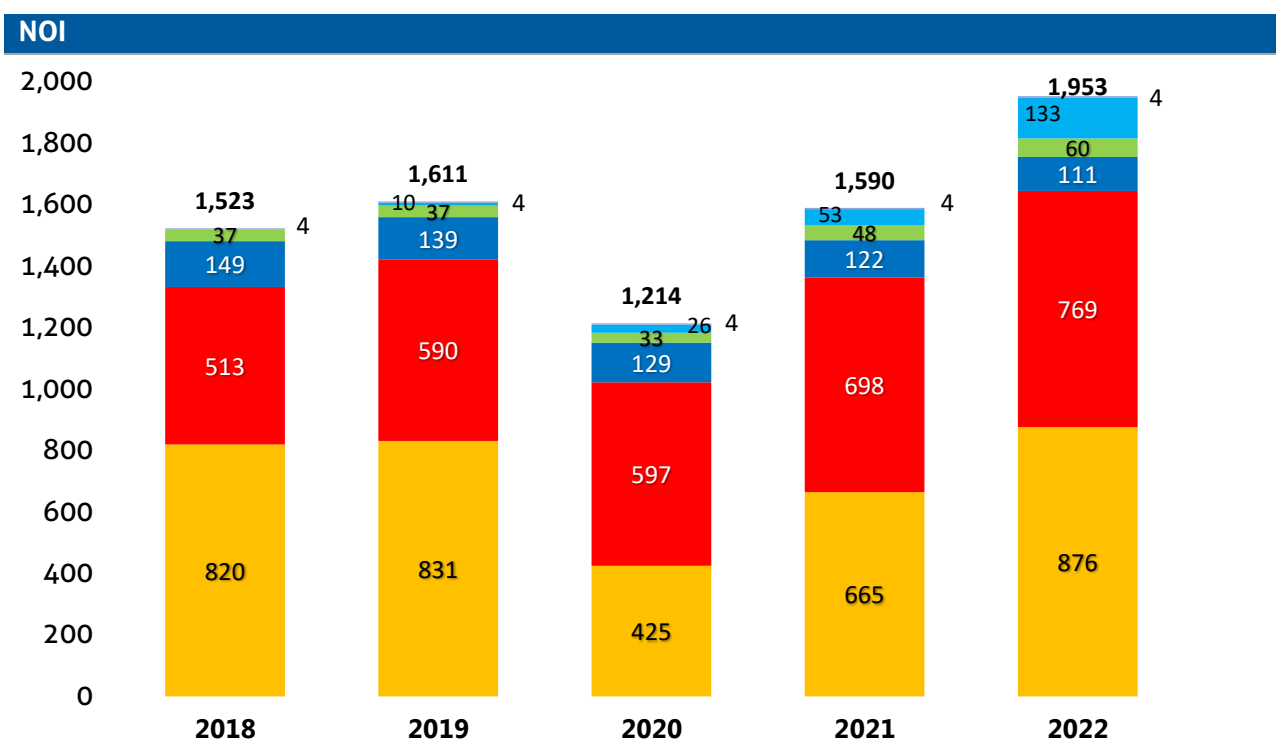
¹⁰ Excluding areas in properties whose construction has been completed and are being leased-up for the first time.

¹¹ The average occupancy rate was calculated based on lease agreements' information as of December 31, 2022, as a weighted average of GM and Compass, with Compass presented according to the Company's holding rate in Compass (approx. 32.4%). Occupancy rate does not include areas under construction.

¹² 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.

¹³ 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 property, 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.

The NOI figures for the income-producing real estate portfolio are as follows:¹⁴



■ Retail centers and malls in Israel ■ Leasable office and other space in Israel ■ Income-producing properties in the U.S. ■ Senior housing ■ Data centers ■ Rental housing

Figures are presented in millions of NIS.

For explanations with respect to the change in NOI, see Sections 2.9.2, 2.10.2, 2.11.2, 2.12.2, 2.13.2 and 2.14.2 of this Chapter B.

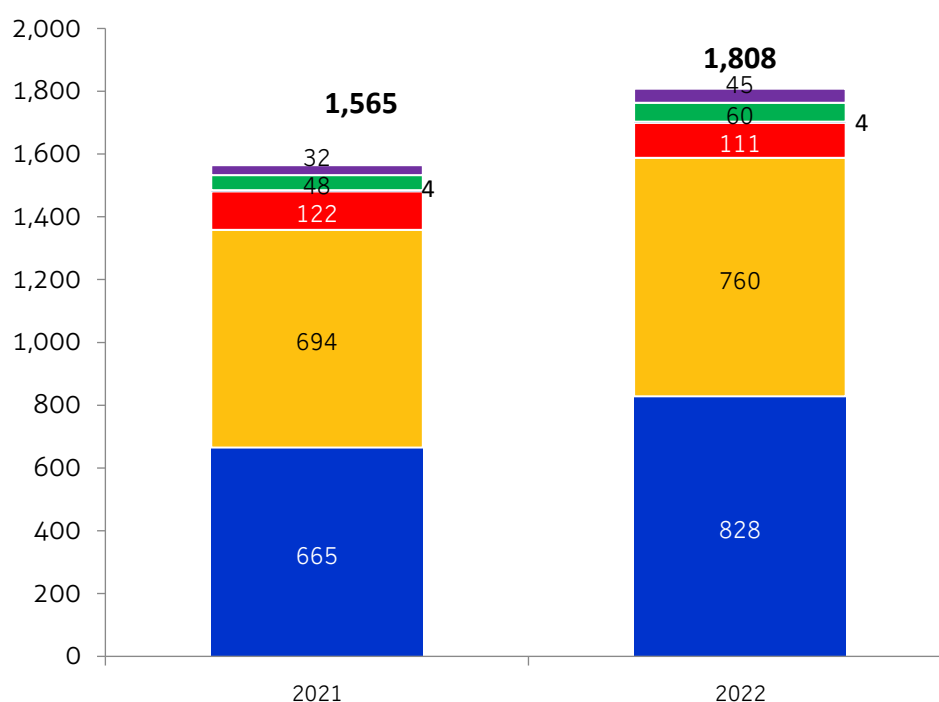
¹⁴ Including properties from the retail centers and malls in Israel segment, leasable office and other space in Israel segment, income-producing properties in the U.S. segment, senior housing segment, data centers segment and rental housing in Israel segment.

2.5.2. 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 years 2021-2022, this measure was as follows:

Same-Property NOI

Annual Data



- Retail centers and malls in Israel ■ Leasable office and other space in Israel ■ Income-producing property in the U.S.
- Senior housing ■ Data centers ■ Rental housing

Figures are presented in millions of NIS.

The increase in Same-Property NOI was mainly affected by an increase in the retail centers and malls in Israel segment due to the closure of malls to visitors according to the Government's decisions, and in view of the effect of the relief plan for tenants of the Company's malls in 2021, price increases in tenant turnover in the office segment, the CPI increase in the retail and office segments, since the lease contracts are linked to the CPI, and the continued occupancy of the senior home in Lehavim, offset by a decline in the U.S. income-producing real estate segment, mainly due to the decrease in the occupancy rates.

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 housing¹⁵ and excluding the data centers¹⁶, and excluding Mount Zion Hotel¹⁷, for 2022:

Calculation of the Weighted Cap Rate for 2022	
Total investment property in statement	39,525
Net of value attributed to investment property under construction	978
Net of value attributed to land reserves	227
Net of value attributed to income-producing senior housing	2,906
Net of value attributed to data center properties	2,011
Net of value attributed to building rights in income-producing properties and value attributed to income-producing properties not valued by the DCF	3,855
Total value of income-producing investment property (including the fair value of vacant space)	29,548
Actual NOI in the quarter ended December 31, 2022 (excluding senior housing, data centers)	461
Additional future quarterly NOI ⁽¹⁾	43
Total standardized NOI	504
Proforma annual NOI based on the standardized NOI (excluding senior housing and data centers)	2,016
Weighted cap rate derived from income-producing investment property (including vacant space) ⁽²⁾	6.83%

Financials are presented in millions of NIS.

- (1) The figure includes adjustment to NOI as included in the valuations as of December 31, 2022 and therefore includes, *inter alia*, additional NOI for vacant space which was not yet fully occupied and space occupied over the course of 2022 under a whole-year lease (the main amounts in this item are due to the Group's properties overseas, the Sarona Mall, the office building on HaManor Street in Holon, the office building in Petah Tikva and also due to a period of tenant turnover in some of the malls and office buildings for a change of the mix).
- (2) Standardized annual NOI rate out of total income-producing investment properties (including vacant space). For the test of sensitivity to changes in the cap rate interest of investment property, see Note 32E to the financial statements. This figure does not constitute the Company's NOI forecast for 2023 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 or the implications of the Covid pandemic.

The weighted cap rates of the Group's assets has declined in recent years only slightly, despite the considerable decrease in the market interest rates in recent years. In 2022, few transactions were made in income-producing

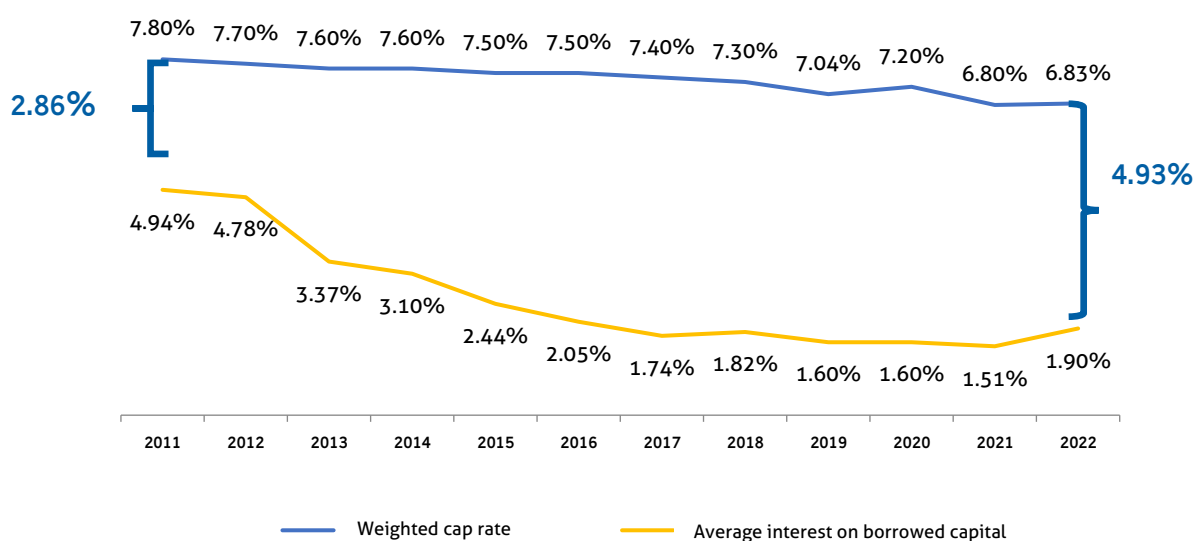
¹⁵ Since the value of senior housing properties is derived from the FFO indicator, rather than the NOI indicator, such properties were not included in this calculation. The weighted senior housing cap rate as of the date of the Report is 8.25%.

¹⁶ Data center properties are partly included in the investments in companies accounted for by the equity method, and other properties are in development stages, or a different valuation methodology has been used, and therefore the properties have not been included in the investment property.

¹⁷ Which is presented as fixed assets and not measured at fair value, because it is not included in the definition of investment property.

properties. The transactions do not at this stage indicate any change in the cap rates versus H2/2021, which was characterized by many transactions carried out by the large companies in the industry and indicated a decline in the cap rates. However, consistent with the said decrease in the market interest rate, the Group's financing costs declined considerably in recent years. 2022, however, saw the commencement of a significant increase in market interest rates. Since most of the Company's liabilities are with fixed interest, the effect on the Company's financing costs is relatively small. In view of the aforesaid, significant gaps were created in recent years between the average cap rate of the Group's assets and the financing costs, as described in the following chart:

Gap between the Weighted Cap Rate and the Average Interest Rate of the Debt



Figures are accurate as of the end of each year.

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

	31.12.2022	31.12.2021	31.12.2020
Net profit for the period attributable to shareholders	1,797	2,889	189
Net of net loss from Granite Hacarmel and Azrieli E-Commerce attributable to the shareholders (including a deduction of excess cost)	51	62	64
Profit adjustments: ⁽¹⁾			
Decrease (increase) in the value of investment property and fixed assets net	(1,486)	(2,443)	765
Depreciation and amortizations	14	14	14
Net financing and other non-cash flow revenues	(59)	(10)	(34)
Tax expenses (revenues)	240	688	(10)
Net of a dividend received from financial assets available for sale	(39)	(55)	(9)
Effect of earning of an associate	(125)	(316)	(99)
One-time expenses (2022 – mainly payment of purchase tax on Mul HaYam (Eilat) Ltd., deduction of a loan to partners – 2021 – mainly for the acquisition of GM)	114	43	-
Total profit adjustments	(1,341)	(2,079)	627
Plus interest paid for real investments ⁽³⁾	4	3	3
Total FFO attributed to the income-producing real estate business ⁽⁴⁾⁽⁵⁾	511	875	883
Total cash flow of financing of properties under development ⁽⁶⁾	37	29	44
Total nominal FFO according to the Fourth Schedule to the Prospectus Details Regulation attributed to the income-producing real estate business, excluding financing cash flow for properties under development	548	904	927
FFO of an associate	(40)	(15)	1
Linkage and exchange rate differentials on assets and liabilities (net of tax effect)	798	287	(41)
Cash flow from incoming resident deposits, net of outgoing resident deposits ⁽²⁾	102	182	144
Net of revenues from forfeiture of resident deposits	(48)	(40)	(32)
Total FFO attributed to the income-producing property segment according to management's approach	1,360	1,318	999

Financials are presented in millions of NIS.

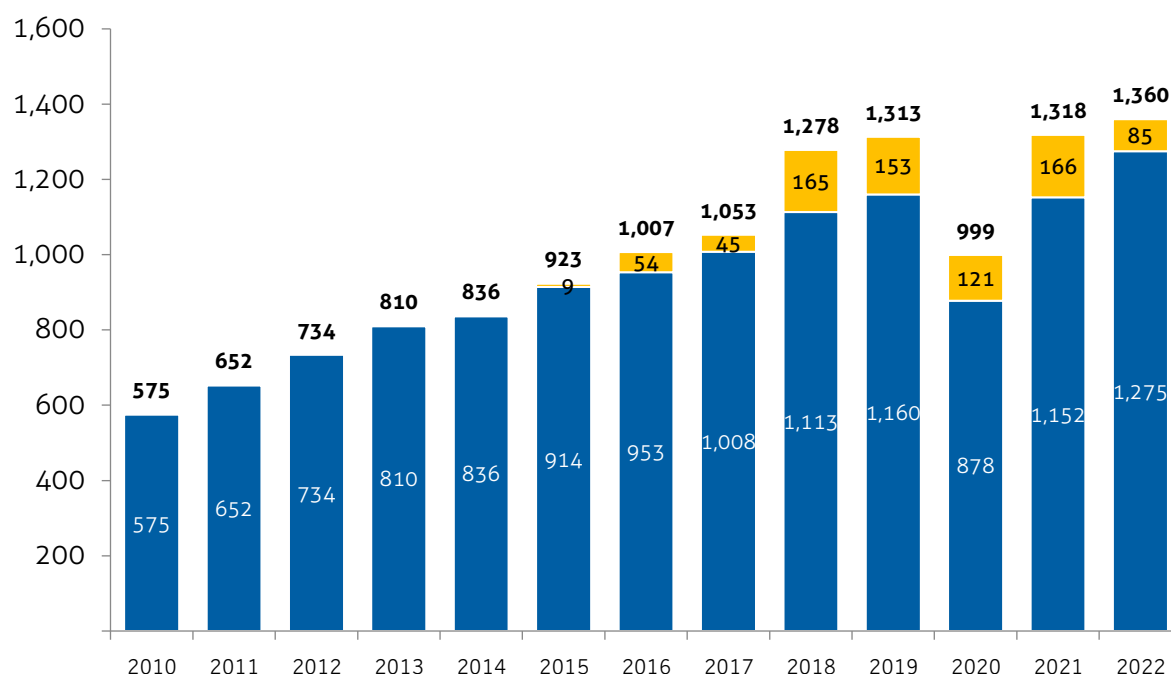
1. The below profit adjustments do not include adjustments in respect of Granite Hacarmel and Azrieli E-Commerce, as their results have been fully discounted.
2. Senior housing residents' deposits are deemed received or returned on the date on which the agreement is signed or terminated, as applicable, and not as they are presented in the cash flow statement.
3. Calculated according to the Group's weighted interest for the real investments in Azrieli E-Commerce, 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 85 million in 2022, approx. NIS 166 million in 2021 and approx. NIS 121 million in 2020.
6. Calculated on the basis of real credit costs in respect of development properties.

In recent years, the Azrieli Group's FFO has been on a constant rise, growing from year to year, with the exception of 2020 as a result of the Covid crisis. From the date of the Company's IPO (some thirteen years ago) the FFO of

the income-producing real estate business increased by approx. 137%. The following chart depicts the development of the FFO of the Group's income-producing real estate business in recent years:

FFO from the Income-Producing Real Estate Business in Recent Years – According to Management Approach

Annual Data



■ Excluding the contribution of senior housing ■ The contribution of senior housing

Figures are presented in millions of NIS
Net of real credit costs in respect of development properties.

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

The Azrieli Group is 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 Indexes, 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 three 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 auditors and are not a substitute for the figures contained in the financial statements.

2.8.1. EPRA NRV

The EPRA NRV (Net Reinstatement Value) index is a measure that reflects the net reinstatement value of the Company's net assets on a long-term basis, assuming continuation of future activity and non-disposal of real estate, therefore requiring certain adjustments, such as the exclusion of the deferred taxes resulting from the revaluation of investment property.

EPRA NRV		
	31.12.2022	31.12.2021
Equity attributable to the Company's shareholders in the financial statements	22,073	20,742
Goodwill created against a reserve for deferred taxes	(243)	(64)
Plus a tax reserve in respect of the revaluation of investment property to fair value (net of minority interests)	4,912	4,489
EPRA NRV	26,742	25,167
EPRA NRV per share (NIS)	221	208

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

2.8.2. EPRA NTA

The EPRA NTA (Net Tangible Assets) index is a measure that reflects the Company's net tangible asset value. The assumption underlying the index is that entities buy and sell assets, leading to adjustment of only part of the deferred taxes resulting from the revaluation of investment property.

EPRA NTA		
	31.12.2022	31.12.2021
Equity attributable to the Company's shareholders in the financial statements	22,073	20,742
Goodwill created against a reserve for deferred taxes	(243)	(64)
The balance of goodwill which is not against a reserve for deferred taxes as stated in the Company's balance sheet	(1,399)	(1,571)
Other intangible assets	(27)	(15)
Plus 50% of the tax reserve in respect of the revaluation of investment property to fair value (net of minority interests)	2,456	2,245
EPRA NTA	22,860	21,337
EPRA NTA per share (NIS)	189	176

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

2.8.3. EPRA NDV

The EPRA NDV index reflects the net disposal value of the company's assets in case of sale of properties and repayment of liabilities. The index calculation takes into account all of the deferred taxes in respect of appreciation of the value of the properties that will apply upon sale of the properties, and an adjustment to fair value of the financial liabilities is made. It is noted that the index should not be deemed as the value of the company's assets in dissolution, since in many cases the fair value does not represent the value of the properties in dissolution.

EPRA NDV		
	31.12.2022	31.12.2021
Equity attributable to the Company's shareholders in the financial statements	22,073	20,742
Goodwill created against reserve for deferred tax	(243)	(64)
Balance of goodwill that is not against a reserve for deferred tax as appearing in the Company's balance sheet	(1,399)	(1,571)
Adjustment of the value of financial liabilities to fair value	1,371	(1,217)
EPRA NDV	21,802	17,890
EPRA NDV per share (NIS)	180	148

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

AZRIELI GROUP'S INCOME PRODUCING REAL ESTATE*

MALLS & SHOPPING CENTERS

Ayalon Mall	Azrieli Ra'anana
Azrieli Hod Hasharon Mall	Azrieli Haifa Mall
Azrieli Herzliya Outlet	Azrieli Akko Mall
Azrieli Givatayim Mall	Azrieli Or Yehuda Outlet
Azrieli Jerusalem Mall	Azrieli Hanegev Mall
Azrieli Modi'in Mall	Azrieli Rishonim Mall
Azrieli Mall	Azrieli Sarona Mall
Azrieli Holon Center	Palace Modi'in
Azrieli Holon Mall	Palace Lehavim
Azrieli Ramla Mall	Azrieli TOWN
Azrieli Eilat Mall	

OFFICES & OTHERS in Israel

Azrieli Towers	Azrieli Givatayim
Azrieli Sarona	Azrieli Hanegev
Azrieli Holon Business Center	Azrieli Rishonim Center
Azrieli Caesarea	Azrieli TOWN Building E
Azrieli Herzliya Center	Azrieli TOWN
Azrieli Modi'in	Azrieli Holon Hamanor
Azrieli Petach Tikva	Mikve-Israel Tel Aviv
Azrieli Jerusalem	Azrieli Akko

OVERSEAS

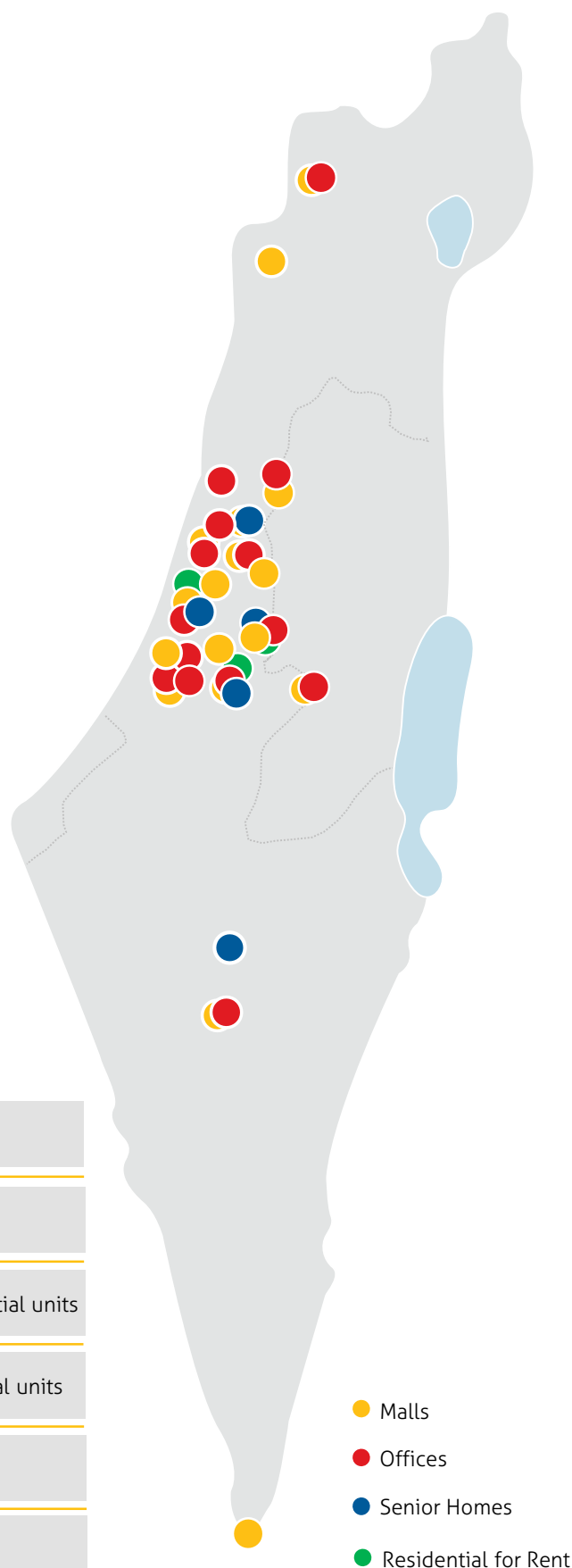
Galleria
1 Riverway
3 Riverway
Plaza
8 West
Aspen Lake II
San Clemente
Leeds

SENIOR HOMES

Palace Tel Aviv
Palace Ra'anana
Palace Modi'in
Palace Lehavim

RESIDENTIAL FOR RENT

Azrieli TOWN
Azrieli Modi'in



21 malls

360 thousand sqm

16 office buildings

632 thousand sqm

4 senior homes

115 thousand sqm 1,142 residential units

2 Residential for rent properties 29 thousand sqm 277 residential units

8 office buildings overseas 241 thousand sqm

Total

1,377 thousand sqm

- Malls
- Offices
- Senior Homes
- Residential for Rent

AZRIELI GROUP'S DATA CENTERS INVESTMENTS



2.9. Retail Centers and Malls in Israel Segment

2.9.1. Description of the Retail Centers and Malls in Israel Segment

Retail centers are a significant part of the retail market in Israel. Malls and large retail centers in Israel provide customers with a more diverse shopping experience and a vast mix, including, *inter alia*, fashion chains and various attractions for the whole family, restaurants and cafés – all gathered under one roof, in accessible locations close to public transportation and with convenient car parking, unlike other types of retail areas, which lack some of the aforesaid features.

In the years 2020-2021, there were periods in which, in view of government directives, the Group's malls were closed (other than essential businesses) due to the Covid pandemic. Therefore, in view of relief granted by the Company to tenants in its malls, a decrease in the business results in the segment occurred in the said periods.

The reopening of the malls after the said lockdowns was characterized by the quick return of consumers to the Group's malls. This being the case, the Company estimates that considering the return to normalcy and the recovery of the Israeli economy, the Group's malls will continue to be a significant part of the retail market in Israel. Following the aforesaid, during the Report Period, the Company closed the purchase of Mall Hayam in Eilat. For further details see Section 1.2.2.3 hereof.

According to data from the Central Bureau of Statistics (CBS), Israel's population is quickly growing at an annual average rate of approx. 1.9% per year (approx. 50 thousand new households in Israel each year),¹⁸ a rate which far exceeds the population growth rate in developed countries. Private consumption in Israel increased by approx. 7.5% in 2022 (after an increase of approx. 11.7% in 2021) compared with the years preceding the Covid-19 crisis in which it demonstrated a growth rate of approx. 3-4%.

The store revenues reported by the tenants in the Group's malls in March-December 2022 increased by ~4.9% year-over-year (excluding Mall Hayam)¹⁹.

The Company's estimations with respect to the malls' future operations are merely subjective assessments and constitute forward-looking information, within the definition of such term in the Securities Law. Actual results may materially differ from the above estimations and what they imply, for various reasons, which may include a further intensification of competition, a drop in demand and a deterioration of the economic situation in Israel.

It is emphasized that the ratio of retail space per capita in Israel is approx. 1.15 sqm per capita²⁰, smaller than the same ratio in many developed countries (such as the U.S., wherein the ratio is approx. 5 sqm per capita).

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, development of properties, through the holding, management and betterment of the properties over years.

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

- **Diverse and changing mix** – the malls segment has a dynamic retail mix that changes according to 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.

¹⁸ According to CBS data - see [link](#)

¹⁹ The months of January-February were excluded due to the lockdown in these months in 2021, and the outbreak of Omicron in these months in 2022.

²⁰ Geocartography, data from research for the Azrieli Group on the retail sector in Israel, end of 2020.

- **A trend of increased store space** – in recent years, international brands, followed by domestic ones, apparently seek to increase their retail space and combine complementing brands in one store in order to expand the product mix and create an improved customer experience, while increasing 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 and cinemas. 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 space in the malls and retail centers of Azrieli Group are leased to some 1,940 different tenants.

E-Commerce activity – An additional layer of the Group's activity in the digital world is the Azrieli.com website. The website provides an e-commerce platform that integrates into and strengthens the activity of the malls and retail centers through online activity by way of an integrated sale, such as giving the option to order online and collect the product at the Group's malls ("Click & Collect").

2.9.2. Performance of the Retail Centers and Malls in Israel Segment and changes in Value²¹

The Azrieli Group owns 21 malls and retail centers in Israel, with an aggregate GLA of approx. 360 thousand sqm.

Asset balance of the commercial centers and malls in Israel segment – In 2022, the balance of investment property in this segment increased by approx. NIS 2 billion. The balance amounted to approx. NIS 15.1 billion as of December 31, 2022, versus approx. NIS 13.1 billion as of December 31, 2021. The change derives mainly from the closing of the acquisition of Mall Hayam in Eilat, investments in the properties in the segment and revaluation margins, mainly due to the rise of the CPI.

Changes from fair value adjustments of investment property and investment property under construction in the segment – The profit from fair value adjustment of investment property and investment property under construction in the segment amounted in the Report Period to approx. NIS 362 million, versus profit of approx. NIS 542 million in the year ended December 31, 2021 and derives mainly from the effect of the rise of the CPI on the value of the properties.

The properties are presented according to valuations made by an independent appraiser as of December 31, 2022.

²¹ The details in this section that refer to profit and loss figures include Mall HaYam in Eilat, the purchase of which was closed during the Report Period. For further details, see Section 1.2.2.3 above.

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						
	Rate of change	For the Three Months Ended		Rate of change	For the Year Ended	
		December 31, 2022	December 31, 2021		December 31, 2022	December 31, 2021
Revenues	19%	298	251	28%	1,106	866
NOI	22%	238	195	32%	876	665

Figures are presented in millions of NIS.

As aforesaid, from December 2020 until February 21, 2021, the Group's malls were closed (other than essential businesses) under government directives for dealing with the Covid pandemic. Consequently, and in view of relief granted by the Company to tenants in its malls, a decline in the business results in the segment occurred in the same period. The Company chose to express the rent relief in the period in which it was granted, rather than spreading it out over the duration of the lease contracts, in accordance with IFRS 9 Financial Instruments and IFRS 16 Leases, and according to the alternatives announced in the ISA staff position. For further details, see Section 2.2 above. In addition, some of the increase in the NOI was affected by the closing of the acquisition of Mall Hayam in Eilat in July 2022, as aforesaid.

The following table presents the segment's NOI development:

Development of the NOI of the Retail Centers and Malls in Israel Segment				
	For the Three Months Ended		For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI from segment properties owned by the Company as of the beginning of the period	213	195	828	665
NOI from properties purchased in 2022	25	-	48	-
Total NOI from all properties	238	195	876	665

Figures are presented in millions of NIS.

Same-Property NOI in the retail centers and malls in Israel segment was primarily affected by the rent increase in tenant turnover as well as the CPI increase, since the lease contracts are linked to the CPI.

2.10. Office Segment

2.10.1. Description of the Office Segment²²

For many years, Israel's economy had maintained uninterrupted growth. Nevertheless, in 2020 the Israeli economy took a setback due to the effects of the Covid pandemic and the measures taken to curb the same. In 2021-2022, the Israeli economy reverted to growth and estimations are that more moderate growth will continue in 2023-2024. For further details, see Section 6.1.1 of Chapter A hereof.

Accordingly, for several years until the end of 2019, the office market had seen growth. In H2/2020, due to the Covid pandemic, the office market demonstrated a slowdown in the demand for offices and moderate rent decreases were recorded in most employment areas in central Israel. From mid-Q1/2021, the market trend was reversed, and given the high demand, particularly by high-tech companies in Tel Aviv and also in close proximity thereto (Ramat Gan and Herzliya), rent in this area increased significantly relative to the rent levels prior to the outbreak of the Covid pandemic. This trend continued throughout 2021, and in the absence of vacant leasable space, rent continued to climb, reaching a new peak toward the end of 2021. In H2/2022, *inter alia* as a result of global and local macro changes such as the increase in inflation and interest rates, slower demand for office space was recorded, leading to stabilization with a tendency to slight declines in rent in some of these areas. In view of

²² H2 2022 Office Market Survey – Inter Israel Cushman & Wakefield - [link](#).

the high occupancy rates in the Group's properties, the effect of the slowdown on the Group's assets was marginal. Following the aforesaid, as of the date of the Report, the Group maintained very high occupancy rates in its income-producing properties in this segment and has even increased its total rent revenues compared with previous years, both in the area of Tel Aviv and in other areas, for example: Azrieli Herzliya Center, Azrieli Holon Business Center and Azrieli Rishonim Center. For details, see Section 2.10.2 below.

It is noted that Tel Aviv is Israel's business district and demonstrates the highest demand for leasable office space in Israel. The Group has several leasable office properties in Tel Aviv: Azrieli Tel Aviv project, Azrieli Sarona, Azrieli Town and a project under development and construction for expansion of Azrieli Center (the Spiral Tower). One of the changes in the office sector in recent years was the considerable expansion of international mega high-tech companies which launched or expanded their business in Israel, especially in the central district. The aforesaid notwithstanding, and in view of the slower demand in H2/2022 as aforesaid, a decline in rent was observed in the Tel Aviv area versus the peak prices of 2021.

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. During the Report Period, the Company closed the acquisition of a company which has a long-term lease agreement for six floors in the Azrieli Sarona tower. The Company thus regained possession of these floors for the purpose of lease thereof, in whole or in part, to third parties, and which are fully leased as of the date of release of the report.

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 develop 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 whereby the properties 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. Thus, for

example, strict LEED O&M Gold certifications have been received in recent months for existing properties in the Azrieli Tel Aviv towers.

- **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 820 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.

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

Azrieli Group has 16 income-producing properties in this segment in Israel, with an aggregate GLA of approx. 632 thousand sqm.

Balance of the Group's investment property in the leasable office and other space in Israel Segment – In 2022, the balance of investment property in this segment increased by approx. NIS 2,027 million. The balance totaled approx. NIS 15.9 billion as of December 31, 2022, compared with approx. NIS 13.8 billion as of December 31, 2021. The change chiefly derives from a rise in the value of the segment's properties and investments in the segment's properties.

Change from adjustment to fair value of investment property and investment property under construction of the segment – The profit from adjustment to fair value of investment property and investment property under construction of the segment totaled approx. NIS 1,128 million in the Report Period, compared with approx. NIS 1,564 million in the year ended December 31, 2021. Most of the profit in the year ended December 31, 2022 derived from a rent increase in tenant turnover as well rent increase deriving from CPI increase, since the lease contracts are linked to the CPI. The properties are presented according to valuations prepared by an independent appraiser as of December 31, 2022.

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

	Rate of change	For the Three Months Ended		Rate of change	For the Year Ended	
		31.12.2022	31.12.2021		31.12.2022	31.12.2021
Revenues	11%	246	221	13%	933	829
NOI	8%	199	185	10%	769	698

Figures are presented in millions of NIS.

The NOI was affected mainly by the lease-up of the former Bezeq space in the Azrieli towers, rent increase in tenant turnover and the rise of the CPI, since the lease contracts are linked to the consumer price index.

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		For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI from segment properties owned by the Company as of the beginning of the period	199	185	760	694
NOI from properties purchased or construction of which was finished in 2021	-	-	9	4
Total NOI from all properties	199	185	769	698

Figures are presented in millions of NIS.

Same-property NOI in the office and other space in Israel segment was affected mainly by the lease-up of the former Bezeq space in the Azrieli towers, rent increase in tenant turnover and the rise of the CPI, since the lease contracts are linked to the consumer price index.

2.11. Senior Housing Segment

2.11.1. Description of the Senior Housing Segment

Private senior housing in Israel most often appeals to senior Israelis from medium-high socio-economic background, offering housing services together with a multitude of complementary services aimed to enable residents to maintain an independent and satisfying lifestyle. The senior housing sector is growing as a result of the increase in life expectancy and the improved quality of life. We view constant growth in demand for housing solutions for seniors throughout the world. In Israel, this field is relatively underdeveloped, as compared to other western countries.

The Company considers the senior housing segment to be synergistic with its operations, using, *inter alia*, the years-long accumulated knowledge of the Group's managerial headquarters in respect of its operations in the field of income-producing properties. In all aspects pertaining to the senior housing segment, the Group benefits from its strengths in the location of lands, in purchase, development and efficient building and in the management of statutory processes including land use intensification. Economies of scale are also beneficial in terms of maintenance and operation of our existing senior homes. Finally, senior housing is also synergistic with retail: senior homes seek proximity to retail centers that will serve the residents of the complex.

The acquisition of land in Modi'in in 2014 marked the Group's entry into the senior housing segment, which was followed in 2015 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 has been operating under the brand "Palace" for the continued successful operation and betterment of the four active senior homes, Palace Tel Aviv, Palace Ra'anana (formerly Ahuzat Bayit), Palace Modi'in (construction of which was completed in Q3/2018) and Palace Lehavim, construction of Phase A of which is approaching full occupancy and construction of Phase B of which has been completed with resident move-ins launched in September 2022. In addition, the Group is building another project in Rishon LeZion.

For details about the effects of the Covid pandemic on the Company's operating segments, including the senior housing segment, see Section 2.2 above.

2.11.2. Performance of the Senior Housing Segment and Changes in Value

The Azrieli Group has four active senior homes with aboveground built-up areas of approx. 115 thousand sqm (excluding areas which are attributed to the LTC unit and to retail areas), which include approx. 1,142 apartments. The Company is also building another project in Rishon LeZion of approx. 275 apartments with a total area of approx. 31 thousand sqm (excluding areas which are attributed to the LTC unit and to retail areas). Also, during

the Report Period, a zoning plan was approved for additional rights, *inter alia*, for senior housing in the Azrieli Jerusalem mall. For further details, see Section 4.1.2 of this Chapter B.

Balance of the Group's senior housing segment properties – In 2022, the balance of the properties of the senior housing segment increased by approx. NIS 312 million. The balance totaled approx. NIS 3.1 billion as of December 31, 2022, compared with approx. NIS 2.8 billion as of December 31, 2021. Most of the change derives from an increase in the value of the segment's properties and from investments in the segment's properties.

Change from adjustment to fair value of investment property and investment property under construction of the segment – The profit from adjustment to fair value of the investment property and investment property under construction of the segment totaled in the Report Period to approx. NIS 195 million, compared with approx. NIS 171 million in the year ended December 31, 2021. The properties are presented according to valuations prepared by an independent appraiser as of December 31, 2022.

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	31.12.2022	31.12.2021	Rate of change	31.12.2022	31.12.2021
Revenues	12%	57	51	15%	221	192
NOI	15%	15	13	25%	60	48

Figures are presented in millions of NIS.

The increase in revenues and in NOI during the Report Period derives from the continued lease-up of Palace Modi'in and Palace Lehavim.

The following table presents the segment's NOI development:

Development of the NOI of the Senior Housing Segment				
For the Three Months Ended			For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI from segment properties owned by the Company as of the beginning of the period	15	13	60	48
NOI from properties that were purchased or construction of which was finished in 2022	-	-	-	-
Total NOI from all properties	15	13	60	48

Figures are presented in millions of NIS.

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

2.12.1. Description of the Income-Producing Properties in the U.S. Segment

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

Most of the Group's properties overseas are focused in strong metropolitan areas with a population of at least 2 million people. The Group is focused on offices but is also considering properties from other related sectors such as logistics. As of the Report Release Date, the Company is considering the possibility of disposition of properties in this segment.

Some of the Group's properties overseas are held in partnership with local partners. However, a majority of the interests and control of all of the Group's overseas properties are held thereby. We manage the properties through local management companies, with control of the Azrieli Group.

Some of the Group's properties have undergone significant renovation of the buildings, including the public spaces, in order to maintain the positioning of the properties in the market.

Most of the existing properties in the U.S. are financed separately from the corporate financing, through non-recourse dollar loans, other than irregular cases which are defined in the loan agreement and are considered common practice in the U.S. market.

The trend of increase in vacant space in the office market in Houston continued in 2022, although to a lesser extent than in 2021, mainly due to the downward trend in the global equity and debt markets and the war in Ukraine, which led to a slowdown on the part of potential tenants in engaging in new lease agreements. The rise in the price of oil in 2021, which continued into 2022, was not reflected in an increase in demand for office space in Houston.

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

The Azrieli Group has 8 income-producing properties in this segment, mostly in the U.S., with an aggregate GLA of approx. 248 thousand sqm (on a consolidated basis) and approx. 241 thousand sqm (the Company's share), leased to some 140 tenants.²³

Balance of the Group's investment property in the segment – Totaled approx. NIS 1.9 billion as of December 31, 2022, compared with approx. NIS 2.0 billion as of December 31, 2021. Most of the change derives from the decrease in the value of the properties, net of the increase in the dollar exchange rate.

Change from adjustment to fair value of investment property of the segment – The loss from adjustment to fair value of investment property of the segment totaled approx. NIS 378 million in the Report Period, compared with a loss of approx. NIS 59 million in the year ended December 31, 2021.

The loss in the Report Period derives mainly from an increase in the cap rate and an increase in the expected investments in some of the properties.

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 – figures are presented in millions of U.S. Dollars

		For the Three Months Ended		For the Year Ended		
	Rate of change	31.12.2022	31.12.2021	Rate of Change	31.12.2022	31.12.2021
Revenues	(6%)	17	18	(3)	69	71
NOI	(30%)	7	10	(13%)	33	38

Figures are presented in millions of U.S. dollars.

²³ The "Company's share" – net of minority interests in certain companies.

Summary of the Business Results of the Income-Producing Properties in the U.S. Segment – figures are presented in millions of NIS

	Rate of change	For the Three Months Ended		Rate of Change	For the Year Ended	
		31.12.2022	31.12.2021		31.12.2022	31.12.2021
Revenues	-	56	56	-	231	231
NOI	(23%)	23	30	(9%)	111	122

Figures are presented in millions of NIS.

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		For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI from segment properties owned by the Company as of the beginning of the period	23	30	111	122
NOI from properties purchased in 2022	-	-	-	-
Total NOI from all properties	23	30	111	122

Figures are presented in millions of NIS.

Same-Property NOI in the income-producing properties in the U.S. segment was mainly affected by changes in the occupancy of some of the properties.

2.13. The Data Centers Segment

2.13.1. Description of the Data Centers Segment

In 2019, having studied the market and the key players in the data center industry, the Company made the decision to invest in a company that operates in this industry, noting the industry's growth potential and intending for it to serve as an additional growth driver in the Company's business.

The first step in the Company's entry into the data center industry was taken by making an equity investment in Compass, a company that primarily operates in the data center industry in North America and in EMEA. As of the Report Release Date, the Company (indirectly) holds approx. 32.4% of Compass. For further details, see the Company's immediate report of July 18, 2019 (Ref. 2019-01-073885) and Section 1.3.2 of the 2020 Periodic Report, which are included herein by way of reference.

In addition, in accordance with an agreement signed between the unit holders in Compass, the lock-up on the sale of holdings in Compass ended in January 2023, and to the best of the Company's knowledge, the Company's partners in Compass have begun a process for considering selling their holdings in Compass²⁴. In this context, the agreement between the unit holders in Compass provides for separation mechanisms which apply upon the sale of holdings to third parties after the end of the lock-up which regulate, inter alia, a right of first offer and a right of first refusal for the offeree, a drag-along right vis-à-vis the other unit holders and a tag-along right, according to the terms and conditions of the agreement. As of the date of release of the report, the Company is considering alternatives in reference to its holdings in Compass, in amounts which may be material to the Company.

Further to the foregoing, and as part of the Company's wish to enter the data center industry in Europe, on August 24, 2021, the Company closed an (indirect) acquisition of 100% of the share capital of GM, a company operating

²⁴ See the Company's immediate report as of January 22, 2023 (Ref. 2023-01-010098), which is included herein by reference.

in the industry in Norway. For further details, see the Company's immediate reports of July 13, 2021, July 19, 2021 and August 24, 2021 (Ref. 2021-01-116121, 2021-01-118377 and 2021-01-136974, respectively), which are included herein by way of reference.

In addition, after the report date, on January 23, 2023, the company closed an (indirect) acquisition of 100% of the share capital of two English companies: a company leasing from a third party land on which an active data center is built in the East of London, and another company which owns vacant land adjacent to the active data center. For further details, see the Company's immediate reports of June 26, 2022, December 25, 2022 and January 24, 2023 (Refs.: 2022-01-078271, 2022-01-154633 and 2023-01-010848), which are incorporated herein by reference.

On March 7, 2023, GM, through a wholly-owned subsidiary thereof, engaged in a service agreement with TikTok Norway AS, a Norwegian company which is part of a group of companies with global operations, for the provision of data center services at a campus to be built by GM in Norway. For further details see Section 1.2.2.8 above

In the Company's estimation, the data center industry is expected to grow at a significant rate and could serve as a significant growth driver in the Group's operations.

The Company's estimations with respect to the expected growth of the data center industry are forward-looking information, within the definition of this term in the Securities Law, which are based on subjective assessments by the Company as of the Report Release Date and on information sources that are external to the Company, and there is no certainty that they will materialize, in whole or in part, or they may materialize in a materially different manner, inter alia, due to changes in the timetables, actual scope and marketing of the projects and due to factors beyond its control, including changes in the global data center market.

2.13.2. Performance of the Data Centers Segment and Changes in Value

As of the date of the Report, Azrieli Group has 17 income-producing properties in this segment, 14 of which are properties of Compass in the U.S. and Canada (as of the date of the Report, the Company holds approx. 32.4% of Compass) and 3 of which are properties in Norway through the Company's holdings in GM.

Balance of the Group's segment properties – Totaled approx. NIS 8 billion as of December 31, 2022, compared with approx. NIS 5 billion as of December 31, 2021. Most of the change derives from investment in properties in the period and from an increase in the holding rate in Compass.

Change from adjustment to fair value of investment property of the segment – The loss from adjustment to fair value of the investment property of the segment totaled approx. NIS 21 million in the Report Period, compared with a profit of approx. NIS 475 million recorded in 2021 (out of these amounts, the amounts relating to Compass were included in the financial statements under the item "share in the results of companies accounted for by the equity method, net of tax"). The properties are presented according to valuations prepared by outside appraisers.

Below is a summary of the business results of the data center segment (the amounts relating to Compass were included in the financial statements under the item "share in the results of companies accounted for by the equity method, net of tax"):

Below is a summary of the business results of the data center segment:

Summary of the Business Results of the Data Center Segment						
For the Three Months Ended				For the Year Ended		
	Rate of change	31.12.2022	31.12.2021	Rate of change	31.12.2022	31.12.2021
Revenues	33%	64	48	177%	227	82
NOI	17%	35	30	151%	133	53

Figures are presented in millions of NIS.

The increase in revenues and in NOI during the Report Period derives primarily from the acquisition of GM in 2021, from the increase in Compass' business and an increase in the holding rate in Compass.

The following table presents the segment's NOI development:

Development of the NOI of the Data Center Segment				
	For the Three Months Ended		For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI from segment properties owned by the Company as of the beginning of the period	35	30	45	32
NOI from the acquisition of GM in 2021	-	-	88	21
Total NOI from all properties	35	30	133	53

Figures are presented in millions of NIS.

The increase in NOI in the Report Period was affected by changes in occupancy in some of the properties.

2.14. The Rental Housing in Israel Segment

2.14.1. Description of the rental housing in Israel segment

The Group's operations in the rental housing in Israel segment focus mainly on the development, purchase, lease, management and maintenance of projects designated for long-term rental housing, as well as the operation and provision of high-standard related services (community management, security, sports complexes, apartment fit-out, business services, and so forth). The Company deems the segment of rental housing in Israel as synergetic with its other businesses, while using the know-how accumulated by the Group's head office in its areas of business in income-producing real estate and the operating experience accumulated by the Company in senior housing. The Company intends to build a platform for long-term rentals while distinguishing its product and providing high standard services.

2.14.2. Performance of the rental housing in Israel segment and changes in value

Azrieli Group has 2 income-producing properties in this segment in Israel, with a GLA of ~29 thousand sqm.

The balance of the Group's investment property in the rental housing in Israel segment – In 2022, the balance of the investment property in this segment increased by approx. NIS 539 million. As of December 31, 2022, the balance amounted to approx. NIS 1.7 billion, versus approx. NIS 1.1 billion as of December 31, 2021. The change derives mainly from an increase in fair value and investments made in the period.

Change from fair value adjustment of investment property and investment property under construction in the segment – The profit from fair value adjustment of investment property and investment property under construction in the segment amounted in the Report Period to approx. NIS 223 million, versus approx. NIS 137 million in the year ended December 31, 2021. The main profit in the year ended December 31, 2022 resulted from an increase in the value of the apartments and of the rights. The properties are presented according to valuations carried out by an independent appraiser as of December 31, 2022.

Following is a summary of the business results of the rental housing in Israel segment:

Summary of the business results of the rental housing in Israel segment

	Rate of change	For the Three Months Ended		Rate of change	For the Year Ended	
		31.12.2022	31.12.2021		31.12.2022	31.12.2021
Revenues	200%	3	1	40%	7	5
NOI	-	1	1	-	4	4

Figures are presented in millions of NIS.

The increase in revenues derives from the opening of Azrieli Town Residences in August 2022.

The following table presents the segment's NOI development:

NOI development of the rental housing in Israel segment

	For the Three Months Ended		For the Year Ended	
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
NOI for the segment assets owned by the Company at the beginning of the period	1	1	4	4
NOI for properties whose acquisition or construction was completed in 2022	-	-	-	-
Total NOI from all properties	1	1	4	4

Figures are presented in millions of NIS.

2.15. Income-Producing Real Estate – Additional Operations

2.15.1. Hospitality

As noted above, as part of the Company's business strategy, the Company periodically examines entry into operating segments that are related to its income-producing real estate operations. The Company has examined the expansion of its operations into the hotel industry and in this context, it recruited to the Company staff a person with extensive experience in the hotel industry. After a long and in-depth examination process conducted by the Company, the Company concluded that entering the hotel industry would be an opportunity to expand the Group's operations mix, using the existing entrepreneurial capabilities of the Company and its real estate assets and the operational experience gained in the Company in the field of senior housing. The expansion of such activities is to be carried out, *inter alia*, through the development, planning, purchase of hotels in Israel, as well as the operation of hotels in Israel.

On February 9, 2020, the Company completed the first major step in its entry into the hotel industry through the acquisition of the Mount Zion Hotel in Jerusalem (in this section: the "**Hotel**"). For further details on the hotel purchase transaction, see Section 12.2 of Chapter A of the 2020 Periodic Report, which is included herein by way of reference.

From the acquisition closing date to March 17, 2020, the Company operated the Hotel through a wholly-owned management company. The Hotel's operation included ongoing management and operation, including the provision of accommodation, food and beverage services, leisure and other hospitality services.

On March 17, 2020, the Company shut down Mount Zion hotel, in view of the encumbering instructions imposed on the operation of hotels due to the Covid crisis. As of the report release date, the Hotel is closed, and the Company has planned the renovation of the Hotel and is working to exercise the building rights for its expansion, to include 350 rooms and a parking garage of ~250 parking spaces. The renovation and expansion of the Hotel are subject to the receipt of a building permit. In November 2021, a shoring and excavation permit was obtained and work has begun. The Hotel will be reopened after its renovation and expansion.

3 | NON-REAL ESTATE BUSINESS

3.1. Granite Segment – Discontinued Operations

On May 7, 2020 closing was held for the transaction for the sale of the Group's holdings in GES, the business of which is water, wastewater, air, waste and industrial chemicals treatment. For further details with respect to the sale of GES, see Section 1.2.3.4 of Chapter B of the 2020 Periodic Report and Note 7 to the financial statements.

In view of the aforesaid, and in accordance with the provisions of IFRS 5, the results of GES are presented as discontinued operations in the comparative figures to the income statement.

3.2. Additional Activities

3.2.1. Investments in Financial Corporations

Azrieli Group has holdings in the financial sector, through an investment in Bank Leumi²⁵. A summary of changes in the investments in 2022 follows:

Changes in Investments in Financial Companies	
	Bank Leumi ⁽¹⁾
Investment value in the financial statements as of December 31, 2021	1,282
Divestment proceeds	(120)
Investment	-
Total investment as of December 31, 2022 ⁽²⁾	1,162
Fair value of the investment as presented in the financial statements	1,025
Change in fair value during the Report Period	(137)
Dividend received in 2022	39

Figures are presented in millions of NIS.

(1) The fair value of the investment in Bank Leumi was determined according to the value of the share on the Tel Aviv Stock Exchange (TASE) as of December 31, 2022.

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

3.2.2. E-Commerce Platform – Azrieli.com

Further to the Company's immediate and periodic 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 creating an additional growth engine, the Company owns and operates the Azrieli.com website. The website provides an e-commerce platform, aiming to integrate into and boost the malls and retail centers business through online activity and by way of combined sales and creation of a shopping experience, alongside the development of its core business in traditional retail. For details regarding the Group's e-commerce business, see Section 16.1 of Chapter A of this Report.

²⁵ The Company has also made negligible investments in investment funds, as specified in Section 16.2.3 of Chapter A of this report.

4 | BUSINESS DEVELOPMENT – GROWTH DRIVERS

4.1. Review of the Business Development Operations

4.1.1. Development of Income-Producing Properties

Azieli Group's primary growth engine is expertise in development and unique architectural design of income-producing property projects: malls, offices, senior housing and rental 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 ⁽¹⁾	Estimated Completion	Book Value of Project ⁽²⁾	Cost Invested ⁽³⁾	Estimated Construction Cost including Land ⁽³⁾
Development Projects under Construction in the Short Term						
Land in Modi'in (Lot 21)	Retail, offices, residence and hospitality	31,000 ⁽⁵⁾	2023	300	275	445-475
Check Post Haifa	Retail	10,500	2023	-	45	140-150
Senior housing land in Rishon LeZion	Senior housing and retail	37,300	2024	180	157	470-490
Total		78,800		480	477	1,055-1,115
Development Projects in the Medium Term						
Mount Zion Hotel	Hospitality	34,000 ⁽⁹⁾	2025	334	329	900-930
Campus SolarEdge	Offices	38,000	2025	304	289	790-810
Land in Modi'in (Lot 10)	Offices and retail	37,000	2026	102	106	570-580
Expansion of Azrieli Tel Aviv Center (Spiral Tower)	Retail, offices, hospitality and residence	150,000 ⁽⁴⁾	2027	1,681	948	2,550-2,750
Total		296,300		2,601	1,829	4,810-5,070
Total		337,800		2,901	2,149	5,865-6,185
Development Projects in Planning Stages						
Name of Property	Use	Marketable Sqm ⁽¹⁾	Estimated Completion	Book Value of Project ⁽²⁾	Cost Invested ⁽³⁾	Estimated Construction Cost including Land ⁽³⁾
Azrieli Town Building E ⁽⁶⁾	Offices	21,000	TBD	380	343	TBD
Holon 3 – Holon Industrial Zone ⁽⁷⁾	Retail and offices	250,000	TBD	572	508	TBD
Land in Petach Tikva	Offices and retail	53,000 ⁽⁸⁾	TBD	97	100	TBD
		324,000		1,049	951	
Total		661,800		3,950	3,100	

Cost and value figures are presented in millions of NIS.

All of the properties are held at a rate of 100% (excluding Azrieli Town Building E which excludes approx. 450 sqm of office space).

1. As concerns senior housing and/or rental apartment uses, the figure represents rights in sqm.
2. As of December 31, 2022.
3. Excluding capitalizations and tenant fit-outs as of December 31, 2022.
4. In April 2018 a zoning plan that increases the building rights in respect of the fourth tower and the expansion of the mall by approx. 80 thousand sqm, was validated, resulting in building rights of approx. 150 thousand sqm in total.
5. The Group has increased the building rights in the project to 31,000 sqm.
6. The building rights were acquired as part of the acquisition of the income-producing property in May 2018.
7. Includes additional land (marketable areas of approx. 27,000 sqm), which was originally purchased under an ILA tender and was part of the Holon HaManor land. As part of parcel consolidation, building rights of approx. 30,000 sqm were added to the lot (such that the total building rights in the consolidated lot amount to approx. 250,000 sqm).
8. The figures presented refer to the current zoning plan in respect of the land. The Group is in the process of increasing the building rights in the project to 280,000 sqm.
9. Consists of both the existing area and the additional rights, as the Company intends to renovate and expand the hotel.

During the Report Period, the Company proceeded with the work of development of its aforesaid properties and with its efforts for the obtainment of the approvals required for the purpose of their continued development on schedule and without significant delays. Furthermore, the Group is negotiating and entering contracts for the lease of areas under construction. For further details, see Section 7.7-7.8 of Chapter A herein.

Description of Properties under Construction and the Land Reserves

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 lease rights in a lot located in the CBD of Modi'in-Maccabim-Re'ut (close to the Azrieli Modi'in mall) on an area of ~5.3 dunam (5,300 sqm), designated for the construction of 80 residential apartments, 50 hotel rooms, offices and commerce, in consideration for approx. NIS 101.5 million.

In July 2019, an excavation and shoring permit was received, and the Company began work at the site. In August 2019, an application was filed for a basement permit, which the local committee conditionally approved, and in June 2020 the basement permit was received.

In September 2019, the Company filed for deposit at the District Committee the plan documents for increase of the building rights at the lot and connection thereof to the existing project. In November 2019, the District Committee discussed the plan and decided to deposit it under conditions. In June 2020 the Company published the plan for objections, and in November 2020 a hearing of the objections was held by the District Committee. In March 2021, the plan was approved such that the building rights are approx. 31,000 square meters.

In June 2020, an application was filed for an above-ground building permit for two commercial floors, two hotel floors (84 rooms), and service and operation spaces, and the permit was received in November 2021. The Company also filed an application for an above-ground building permit for the rest of the project (the office and residential towers). In December 2021, a decision was issued by the Local Committee approving the permit conditionally, and in June 2022 the permit was received. As of the report release date, the project is in advanced stages of construction.

Land at Check Post Junction – Land in the area of approx. 17,800 sqm which is located in Haifa's industrial zone, in proximity to the Check Post Junction. It is planned to build a two-phase project on the land, which will include leasable retail and office space and approx. 350 parking spaces with a total area of approx. 37 thousand sqm.

The plan for Phase A is to build on the land a 2-floor building comprising approx. 10.5 thousand sqm and approx. 340 parking spaces, with the ground floor serving a supermarket. In December 2020, the Company entered into an agreement for lease of the space that will serve a supermarket and a function hall.

The construction plan has been approved by the Local Committee. The Company has also filed an application for a shoring and foundation work permit, which was obtained in January 2022. Furthermore, in December 2021, the Company filed an application for a full building permit, which has been conditionally granted by the Local Committee, and the Company is acting to fulfill the conditions. The full building permit was received in August 2022 and work for construction of the frame began.

"Palace Rishon LeZion" senior home – The land in the Givat Harakafot neighborhood in eastern Rishon LeZion, on an area of ~3,400 sqm, was purchased in March 2016 in a tender held by the Israel Land Authority, for the purchase of the lease rights in the land. The project is under construction. The Company plans to build on the land a senior home with up to 275 apartments, a nursing care department and ~3,000 sqm of commercial space. In April 2018, the recommendation of the Local Committee to deposit a zoning plan for additional rights was received and transferred to the District Committee for discussion. In November 2018, the District Committee decided to deposit the zoning plan with conditions. In April 2019, the zoning plan was published for objections, and in September 2019 the District Committee held a discussion of the objections submitted. In February 2020, the plan was published for validation and approved in the Official Gazette.

In March 2020, the Company filed an application for an excavation and shoring permit for the project. The permit was received in June 2020 and work commenced at the beginning of 2021. In May 2021, the Company filed an application for a basement permit, which was conditionally approved in September 2021, and the permit was received in March 2022. In October 2021, the Company filed an application for a building permit for the whole project, which was received in January 2023.

Mount Zion Hotel – on February 9, 2020, the Company closed a transaction for the acquisition of Mount Zion Hotel in Jerusalem. The Company is working to plan a renovation of the hotel and exercise of the building rights for expansion of the hotel to 350 rooms and a parking garage with ~250 parking spaces. The renovation and expansion of the hotel are subject to receipt of a building permit. In November 2021 an excavation and shoring permit was received and the work commenced.

SolarEdge campus – on January 17, 2022, a transaction was closed for the acquisition of a company which holds lease rights for land located in the North Glilot quarter, on part of which the Company will build a campus for SolarEdge Technologies Limited ("**SolarEdge**"). The project will include 38,000 sqm above ground and 950 parking spaces. The Company engaged in an agreement with SolarEdge for the lease of the campus for 15 years, with extension options up to a total period of 24 years and 11 months. From the date of handover of possession of the campus, SolarEdge will be responsible for the management and maintenance of the campus. In June 2022 an excavation and shoring permit was received and work began. For further details, see the Company's immediate reports of May 11, 2021 (Ref.: 2021-01-082779) and January 18, 2022 (Ref.: 2022-01-007851) which are incorporated herein by reference.

Land in Modi'in (Lot 10) – On October 6, 2019, the Company won a tender held by the ILA for the acquisition of leasehold rights in a lot located in the CBD of Modi'in-Maccabim-Re'ut, the area of which is approx. 17,000 sqm, designated for the construction of a retail and office project, with rights for approx. 37,000 sqm above-ground, in consideration for approx. NIS 51 million. According to the terms of the tender, the Company paid, in addition to the cost of land, approx. NIS 37 million for development costs. For further details, see the Company's immediate report of October 7, 2019 (Ref. 2019-01-086697), which is included herein by way of reference. The Company is working to promote a plan for the project to be built on the land, and in October 2020 it submitted to the Local Committee a zoning plan for additional usages on the lot. In April 2021, a discussion was held on the plan and it was decided on the conditional deposit thereof. In June 2021, the plan was deposited for objections. In October 2021, the plan was discussed and conditionally approved. In January 2022, the Local Committee finally approved the plan.

In addition, the Company submitted a building plan to the Local Committee which was conditionally approved, and also submitted an application for an excavation and shoring permit which was received in March 2022, and the work commenced.

Expansion of Azrieli Tel Aviv Center (Spiral Tower) – 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 the Azrieli Tel Aviv mall. In April 2018, a zoning plan was validated with an urban-mixed designation, which allows for uses of retail, offices, hospitality, 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.

As part of the zoning plan, the Company was required to approve an architectural design and development plan for the project, as a condition for an above-ground building permit. The Company also undertook to allocate, from such rights in the project, a public floor for the Municipality of Tel Aviv-Jaffa, and also undertook to pay and perform various tasks in the vicinity of the project, including in Azrieli Center. The Company intends to construct retail space that will serve to expand the existing mall and a multi-story tower, the Spiral Tower. In January 2020, a basement construction permit was received for the project. In January 2021, the design plan was signed by the approving functions at the Municipality of Tel Aviv. As of the Report Release Date, the Company is continuing excavation and shoring work at the site. In July 2021, the Company filed an application for an aboveground building permit for the entire project, and in December 2021 the Local Committee decided to conditionally grant the permit.

Azrieli Town E – On May 14, 2018, the Company closed a transaction for the acquisition of rights to land located on Menachem Begin Road, Tel Aviv, holding a 4-floor building over a commercial ground floor, with a total area of approx. 5,500 sqm and underground floors, which until recently was fully leased. The property includes unused building rights under the zoning plan that applies to the land, in the total scope of approx. 21,000 sqm above-ground, as well as additional rights. In July 2021, the Company purchased the gasoline station land which is located on the property (which was not included in the above original transaction for the purchase thereof), which is located on the property and whose operations have been discontinued. In December 2022, the Company deposited for objections a zoning plan which comprises 87,000 sqm gross, including commercial and office areas.

Holon 3 - Holon Industrial Zone – The land is of an area of approx. 57,500 sqm, and purchase thereof was completed in April 2016. Construction in the project commenced in March 2018 and excavation and shoring work in the project commenced in June 2018. In October 2018, a building permit was received for the project's underground parking levels, and in July 2019 a permit for additional underground parking levels was received. In May 2019, works have commenced for the construction of the underground parking levels in the eastern part of the project, and a Form 4 therefor was obtained in November 2020. In April 2021, a finishing certificate was received for the car parks. The land is located in proximity to the Azrieli Holon Center, on which it is planned to build a very large commercial and retail project, which will consist of approx. 250,000 sqm of leasable office space and a family-friendly entertainment and shopping complex. The project is in proximity to central traffic arteries.

Land in Petach Tikva – The land, which was purchased in November 2017, of an area of 19,000 sqm (the "**Vacant 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 Vacant Land includes building rights for around 53,000 sqm as well as underground parking levels.

In July 2019, an application was filed for a permit for excavation, shoring and basements. In January 2020, the Local Committee decided to conditionally grant the application for the excavation, shoring and basements permit.

In view of the approval of the outline plan for Kiryat Aryeh in Petach Tikva, the Local Committee and the Company jointly decided to promote a zoning plan under local authority only for approval of the building rights to include 280 thousand sqm to be used mainly for offices and which are planned to be built both on the Vacant Land and on the land on which the office project is located, *in lieu* of two other plans the Company had previously promoted.

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 and the implications of the Covid pandemic.

For details on the projects under construction, See Section 7.7 of Chapter A of this Report.

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*

* For further details, including in connection with the scope of the building rights in the development pipeline, see the footnotes in the development pipeline table above.

EXPANSION OF AZRIELI TEL AVIV CENTER (SPIRAL TOWER)



Use | Retail, offices, hotel and residence
GLA | 150,000 sqm

Estimated completion | 2027
Status | Under Construction

AZRIELI HOLON 3



Use | Retail and offices
GLA | 250,000 sqm
Estimated completion | TBD
Status | In planning

MOUNT ZION HOTEL JERUSALEM



Building rights | 34,000 sqm
No. of Rooms | 350
Estimated completion | 2025
Status | Under Construction

MODI'IN LAND (LOT 21)



Use | Retail, offices, hotel and residence
GLA | 31,000 sqm
Estimated completion | 2023
Status | Under construction

PALACE RISHON LEZION SENIOR HOME



Building rights | 37,300 sqm
No. of residential units | 275
Estimated completion | 2024
Status | Under construction

DEVELOPMENT PIPELINE*

* For further details, including in connection with the scope of the building rights in the development pipeline, see the footnotes in the development pipeline table above.

SOLAREGE CAMPUS HERZLIYA



Use | Offices
GLA | 38,000 sqm

Estimated completion | 2025
Status | Under Construction

MODI'IN LAND (LOT 10)



Use | Retail and offices
GLA | 37,000 sqm
Estimated completion | 2026
Status | Under Construction

PETACH TIKVA LAND



Use | Offices and retail
GLA | 53,000 sqm
Estimated completion | TBD
Status | In planning

AZRIELI TOWN BUILDING E



Use | Offices
GLA | 21,000 sqm
Estimated completion | TBD
Status | In planning

4.1.2. 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.

As of the Report Release Date, the Company is acting to improve its properties, as follows:

Azrieli Jerusalem mall – The zoning plan for expansion of the mall, senior housing and office space was discussed at the local planning and building committee and its recommendation was received for deposit to the District Committee. In July 2018, the Jerusalem District Planning and Building Committee approved the Company's application for the deposit of a plan to add further space to the Azrieli Jerusalem mall, including retail, commercial and senior housing areas, and a building to be built for the Jerusalem municipality. On January 22, 2020, a discussion on the objections was held at the Local Committee. The Local Committee recommended to the District Committee to approve the plan as submitted subject to minor changes, while denying all of the third party objections. In September 2020, the District Committee held a discussion on the objections to the zoning plan published by the Company. In December 2020, an interim decision was received of the District Committee, and the Company was required to present construction alternatives. In December 2021, the decision of the District Committee was issued, which conditionally approved the zoning plan for expansion of the Azrieli Jerusalem Mall by approx. 95 thousand sqm above-ground gross, and during the Report Period the plan was approved.

Azrieli Tel Aviv – The Company is working to fulfill the conditions related to the application for a permit to add approx. 2,500 sqm for the purpose of building movie theaters on the roof of the mall and to add approx. 800 sqm of retail space on the ground floor.

Azrieli Rishonim (Expansion) – In May 2019, a discussion was held by the District Committee in relation to the addition of approx. 21,000 sqm of office space of to the office tower. In January 2020, the plan was deposited with the District Committee for objections. In July 2020, a discussion was held on the objections to the plan for the addition of office space to the office tower in the project, which objections were rejected by the District Committee, and the plan was approved for validation. During the Report Period the committee discussed the application for a building permit, which was conditionally approved, and the Company is currently working to fulfill the conditions.

Azrieli Haifa – In the Report Period, a zoning plan for additional construction of approx. 3,000 sqm was deposited for objections. In November 2021, the Local Committee approved the plan, which was published for validation, and during the Report Period the plan was approved.

Azrieli Sarona – In January 2022 the Company filed a zoning plan with the Local Committee for additional rights of approx. 1,000 sqm of main areas transferred from a landmark property.

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

One of the Company's main growth engines is its know-how, expertise and experience in the identification and acquisition of attractive properties that will yield a high return, with high demand and an improvement potential. The Company estimates that the success factors in the acquisition of such properties in its operating segments are, *inter alia*, the identification of worthwhile transactions and of opportunities in the market, positive goodwill together with business positioning and financial strength which enable the acquisition of income-producing properties and a fast response to attractive business opportunities.

As previously reported by the Group, the Group examines, from time to time, the expansion of its business including entry into related real estate sectors, *inter alia*, by means of identification and acquisition of income-producing properties as noted.

5 | FINANCING 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		
	31.12.2022	31.12.2021
Current assets	3,677	3,271
Non-current assets	44,797	39,100
Current liabilities	4,628	3,289
Non-current liabilities	21,744	18,310
Equity attributable to the Company's shareholders	22,073	20,742
Equity attributable to the Company's shareholders out of total assets (in %)	46%	49%
Net debt to assets (in %)	33%	29%

Figures are presented in millions of NIS.

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. In July 2022, the Company issued Series D, F and H Bonds, by way of expanding these bond series. For further details, see Section 21.5 of Chapter A.

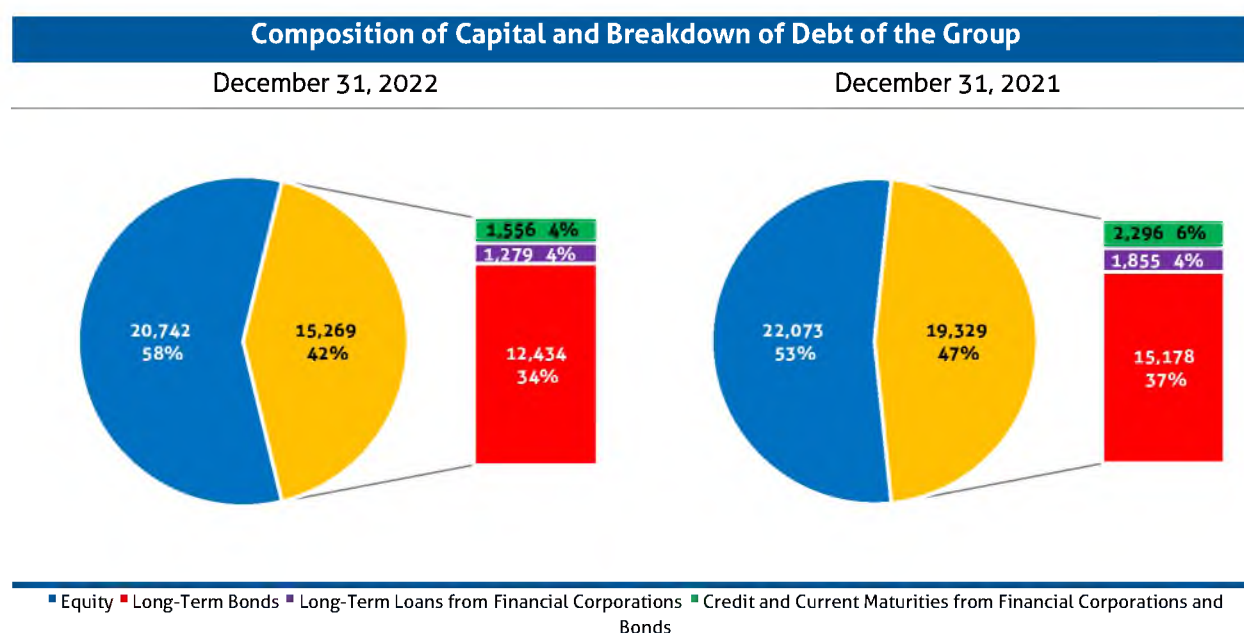
The Group's financial soundness, which is characterized by a low leverage ratio and considerable unencumbered assets, affords the Group available sources for the obtainment of financing on convenient terms.²⁶ The Group's leverage ratio is low, compared to many of its major competitors. The Group's low leverage ratio, joined with the Company's extensive initiatives in the real estate sector to provide flexibility also at times of crises.

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.

²⁶ For further details, see Section 21 of Chapter A of this Report.

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:



Figures are presented in millions of NIS and as a percentage out of total assets/total debt.

The increase of approx. NIS 4,060 million in the total debt in the Report Period mainly stems from the issue of three bond series by way of expansion thereof in July 2022, refinancing in GM, increase in loans in the context of the purchase of Mall HaYam in Eilat and the effect of the CPI increase on the linked debt. As of the report date, the Group has a working capital deficit, on a consolidated basis, in the sum of approx. NIS 951 million, arising *inter alia* from non-compliance with covenants in a loan taken by GM. As of the report release date, GM meets the covenants.

The Group's estimates that if it decides at any time to exchange such credit for long-term credit, it will be able to do so thanks to its financial strength and/or the amount of its unencumbered assets. Therefore, at its meeting of March 21, 2023, having reviewed the Company's cash flow and financing sources, the Company's board of directors determined that the said working capital deficit does not indicate any problem of liquidity in the Company or problem with its ability to timely pay its liabilities.

The Group's estimations mentioned in this Section 5.2 in relation to its liquidity and the availability of its financing sources 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.

Regarding collateral and liens that were provided against the debt, as well as financial covenants with respect to the debt, see Note 17 and Note 28 to the financial statements, in Chapter C of this Report.

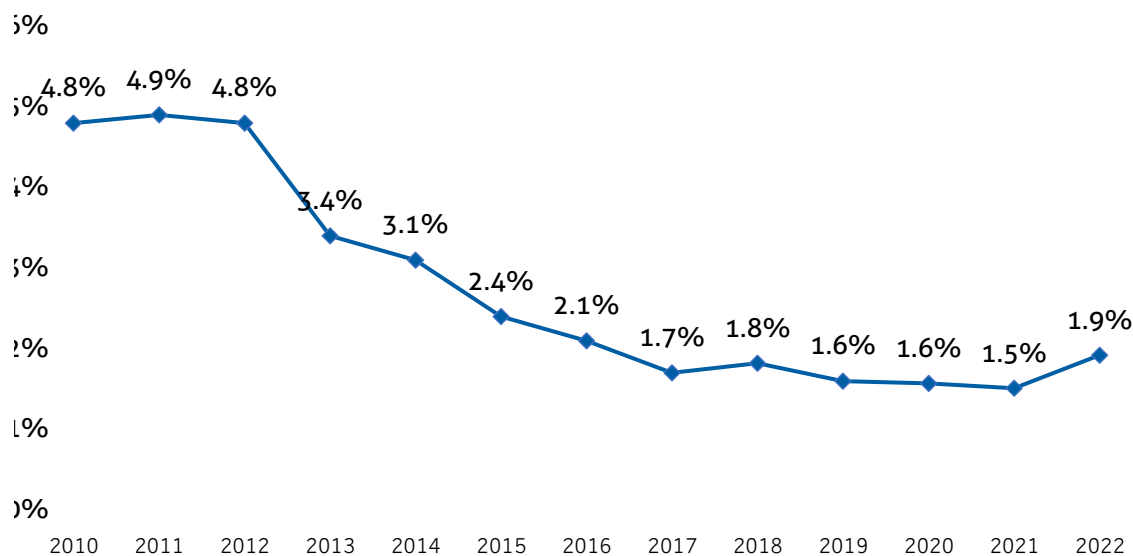
5.3. Financing Transactions during the Report Period and until the Report Release Date

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.

During the Report Period, the Company acted to raise debt through the issue of bond series (D, F and H) by way of expansion of these bond series, in the sum of approx. NIS 3 billion. For details on the debt raising, see Section 21 of Chapter A of this report.

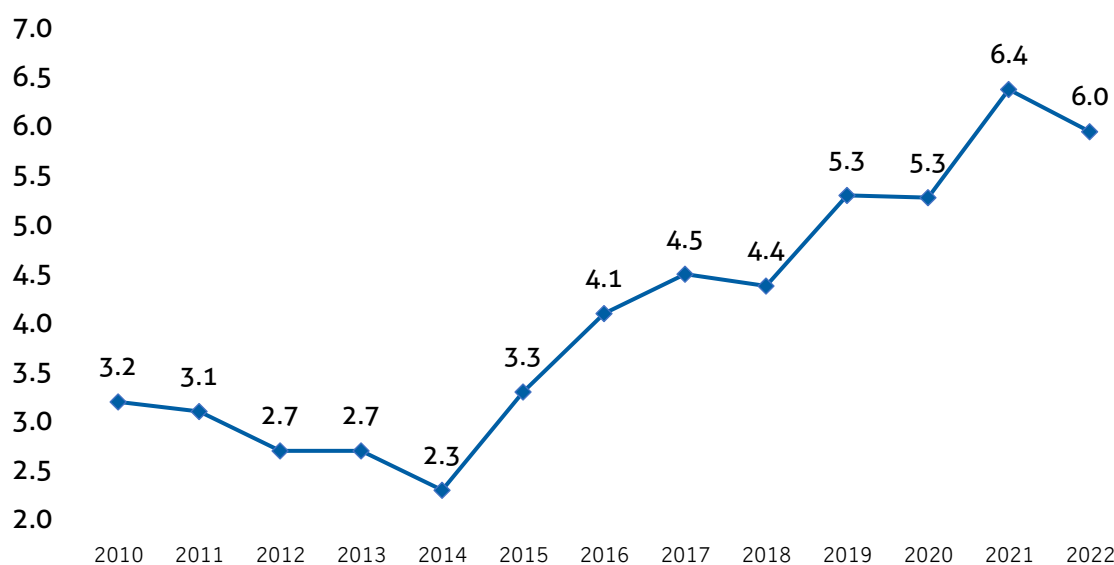
For details on a loan provided to GM during the Report Period, see note 17B(6) to the financial statements.

Reduction of Average Interest over the Years



♦ Interest rate as of the end of the year

Extension of the Average Duration of Debt



♦ Duration as of the end of the year

5.4. Rating

The Company's credit rating is high and reflects its financial strength, the quality of its assets and its low leverage ratio. As of the end of 2022, the Group's bonds are rated, as of the date of the Report, AA+/Stable/iLA-1+ by Ma'alot and Aa1 by Midroog.

In recent years, the Company has maintained a stable credit rating.

Various parameters that have had an effect on the Company's high rating are the low leverage ratio, the high debt repayment capacity (debt to FFO ratio), a broad dispersal of properties and tenants, various and diverse operating segments of income-producing properties, excellent locations of the properties, the considerable scope of unencumbered assets and focusing on the Company's core operations – income-producing properties.

5.5. Liabilities and Financing

Below is a summary of the Group's financial liabilities:

Breakdown of Financial Liabilities								
	Fixed Interest			Variable Interest		Total		Total
	Index-Linked	USD-Linked	Unlinked	Foreign Currency-Linked	Unlinked	Fixed Interest	Variable Interest	
Short-term loans	-	-	-	1,094*	59	-	1,153	1,153
Long-term loans	17,103	1,073	-	-	-	18,176	-	18,176
Total	17,103	1,073	-	1,094	59	18,176	1,153	19,329

Figures are presented in millions of NIS as of December 31, 2022.

* Most of the loan, which is for a margin above the Norwegian LIBOR, is hedged against changes in the interest rate.

As of December 31, 2022, the rate of short-term loans was approx. 6% out of the Group's total financial liabilities. Most of the amount, as of December 31, 2022, arises from classification of debt as short-term due to non-compliance with a covenant in a loan taken by GM. As of the date of release of the report, GM complies with the covenants and therefore its debt will be classified as long-term. In the estimation of the Company's management, this rate is low and conservative in view of the low leverage rate and the total unmortgaged 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.

5.6. Designated Disclosure to Bondholders (of Series B, D, E, F, G and H)

For details with respect to designated disclosure to the holders of the Company's Series B, D, E, F, G and H Bonds, see Annex A to this Chapter B.

5.7. Maturities of the Group's Financial Liabilities

The following table presents the maturity dates and amounts of financial liabilities:

Forecast of Maturities of Financial Liabilities			
Year	Principal	Interest	Total
1	2,295	330	2,625
2	1,571	299	1,870
3	1,221	278	1,499
4	1,682	256	1,938
5 forth	12,560	1,146	13,706
Total	19,329	2,309	21,638

Figures are presented in millions of NIS, as of December 31, 2022.

In the past year, the sources for funding the Group's financial liabilities were primarily the following:

- Positive cash flow from current operations that totaled approx. NIS 1,753 million in the year ended December 31, 2022, compared with approx. NIS 1,357 million in the year ended December 31, 2021.
- 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 December 31, 2022, the aggregate amount of liquid assets (cash and cash equivalents) held by the Group amounted to approx. NIS 3,404 million. The Company deems its liquid assets, its considerable cash flow from its current operations and its unencumbered assets (in the total value of approx. NIS 33.2 billion, in addition to the aforesaid amount of approx. NIS 3.4 billion) 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 its ability to seize investment opportunities at various times.²⁷ 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.

Unencumbered Assets Available to Serve as Collateral against the Receipt of Credit	
Assets	Value of Assets as of 31.12.2022
Real estate of the retail centers and malls in Israel segment	12,709
Real estate of the leasable office and other space in Israel segment	17,107
Other real estate (chiefly hospitality)	564
The Company's holdings in Compass and Azrieli E-Commerce	1,802
The Company's holdings in Bank Leumi	1,025
Total	33,207

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.

The Group's estimations in this section in connection with the Company's ability to obtain financing on convenient terms in the currently prevailing economic conditions, are forward-looking information, as defined in the Securities Law, which is based on the Company's estimations as to the economic conditions and the liquidity level as of the date

²⁷ For details with respect to additional matters related to the Group's financing activities, see Section 21 of Chapter A of this Report.

of release of this 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 financing, changes in the Company's plans, including 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, as well as the effects of the Covid pandemic, in a manner which will affect the Company's ability to obtain financing on convenient terms.

5.9. Financial Position

Financial Position, Liquidity and Financing Sources

Item	31.12.2022	31.12.2021
Total assets ⁽¹⁾	48,474	42,371
Current assets	3,677	3,271
Investment property ⁽²⁾	39,380	34,137
Short-term credit ⁽³⁾	2,296	1,556
Loans from banking corporations and other credit providers ⁽⁴⁾	1,855	1,279
Net bonds ⁽⁵⁾	15,178	12,434
Equity ⁽⁶⁾	22,102	20,772

Figures are presented in millions of NIS.

(1) The increase mainly derives from an increase in investment property as stated below.

(2) The increase mainly derives from the closing of the acquisition of Mall Hayam Eilat and the land in the North Glilot quarter during the Report Period, the advancement of investments in projects under construction and in the income-producing properties and a change in the fair value of the assets.

(3) The increase derives mainly from a long-term loan in GM, which was classified as short-term in view of non-compliance with the covenants. As of the report date, the company is in compliance with the covenants.

(4) The increase derives mainly from loans in the context of acquisition of Mall Hayam in Eilat.

(5) The increase derives from the raising of bonds by way of expansion of series, net of current maturities during the Report Period.

(6) The increase primarily originates from the comprehensive income in the Report Period offset by a dividend distribution.

6 | BUSINESS RESULTS AT A GLANCE

6.1. Summary of Business Results

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

Year:	2022	2021	2020
Net profit for the period attributable to the shareholders	1,797	2,889	189
Net profit attributable to the shareholders and to non-controlling interests	1,792	2,889	184
Basic earnings per share (NIS)	14.82	23.82	1.56
Basic earnings per share from continuing operations (NIS)	14.82	23.85	1.66
Comprehensive income (loss) to shareholders and non-controlling interests	1,964	3,235	(147)

Figures are presented in millions of NIS.

Net profit in the Report Period amounted to approx. NIS 1,792 million, compared to approx. NIS 2,889 million in the year ended December 31, 2021. The decrease in the profit in the Report Period was affected mainly by the decrease in the profit from the fair value adjustments of real estate in the sum of approx. NIS 960 million, a decrease in the share of the results of a company accounted for in the equity method in the sum of NIS 383 million, and an increase in net financing expenses, in the sum of NIS 574 million, mainly due to the change in the CPI during the Report Period versus the CPI in the year ended December 31, 2021, net of an increase in NOI in the sum of approx. NIS 351 million and a decrease in tax expenses in the sum of approx. NIS 426 million, mainly due to a decrease in deferred taxes on the revaluation profits.

6.2. Profit Quality

The Group's net profit mainly consists of and is affected by the following components:

- Profit from the income-producing real estate business – Retail centers and malls in Israel segment, leasable office and other space in Israel segment, income-producing properties in the U.S. segment, senior housing segment, data center segment and rental housing in Israel segment.
- Changes in the fair value of the Group's investment property;
- The Company's HQ operation, which includes net financing expenses as well as administrative and general and marketing expenses;
- Deferred and current tax expenses;
- The Company's share in the results of Azrieli E-Commerce.

Income from the real estate business is primarily affected by the rent revenues from the various properties, which are mainly affected by supply and demand in the rental market.

The Group's income may be subject to sharp fluctuations between reporting periods, chiefly due to changes in the value of the income-producing real estate as aforesaid, which is affected, *inter alia*, by changes in the cap rates and by a change in the amount of the revenues resulting from changes in market conditions and/or a rise of the CPI. Furthermore, the Group's financing expenses are affected, *inter alia*, by changes in variable interest rates and changes in the CPI.

The Group examines the fair value of the investment property in Israel at least once every six months and whenever there are indications of material changes in value. The determination of fair value is mainly based on valuations that are mostly prepared by appraisers who are not dependent on the Company. Fair value is measured based on discounted cash flows based on signed contracts and market rent for vacant space as of the date of examination, supported by their comparison to renewals in locations similar to the property's location close to the date of the valuation, as well as use of cap rates that are examined, *inter alia*, by analyzing comparable transactions close to the date of the valuation. The Group considers the need for an update of the value of investment property every quarter, by examining macroeconomic changes, changes in the properties' environment and in the revenues generated therefrom, and also holds discussions with an independent real estate appraiser for examination of changes in the cap rates. Furthermore, for investment property under construction, the costs actually invested in the period, the up-to-date forecast of costs for completion and lease contracts signed in the course of the period are taken into account. Insofar as the Company's Management estimates that material changes occurred in the value of the properties, as defined in the Group's procedures, up-to-date valuations of the relevant properties are prepared by the Company or by an appraiser.

Changes in the assumptions used by external experts and/or changes in the estimations of the Group's management, which relies on its accumulated experience, may lead to a change in the fair value recorded in the income statement, thereby affecting the Group's financial position and results of operations. For further details, see Note 32 to the financial statements.

For details with respect to the fair value of investment property by operating segment, see Section 7.4 of Chapter A herein. See also Note 34 to the attached financial statements.

6.3. Comprehensive Income

The Group's capital and comprehensive income are also affected by various capital reserves, chiefly by capital reserves in respect of adjustment to 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 of this Chapter B, primarily derives from an increase in the translation differences from foreign operations in the sum of approx. NIS 321 million, net of a decrease in the fair value of financial assets net of tax in the sum of approx. NIS 101 million.

6.4. Results of Operations

The following table presents the marketing, general and administrative expenses, other income, financing expenses and income taxes in 2022 compared with 2021, and in Q4/2022 compared with Q4/2021:

Results of Operations				
	Q4/2022	Q4/2021	2022	2021
G&A and marketing expenses ⁽¹⁾	80	59	262	186
Net other income (expenses) ⁽²⁾	(4)	27	130	14
Net financing expenses ⁽³⁾	198	83	1,022	448
Income tax expenses ⁽⁴⁾	29	619	354	780

Figures are presented in millions of NIS.

- (1) The increase in the expenses in the quarter year-over-year results mainly from an increase in marketing expenses and payroll expenses. The increase in expenses during the Report Period year-over-year results mainly from the consolidation of the results of GM, an increase in payroll expenses, mainly due to the expansion of the Company's management as a result of the entry into the new business areas, and an increase in marketing and CSR expenses.
- (2) The decrease in other revenues net in the quarter derives mainly from a decrease in the dividend received from Bank Leumi. Other income during the report year includes mainly a profit from the increase in the Compass holding and dividends from Bank Leumi, net of impairment of a loan given and expenses in connection with the acquisition of companies.

- (3) The increase in the net financing expenses in Q4/2022 year-over-year and in Y2022 versus Y2021 results mainly from an increase in linkage expenses for loans, bonds and senior housing resident deposits due to the rise of the known CPI in the fourth quarter of 2022 by 0.84%, versus Q4/2021, which increased by 0.2%, and due to the increase of the known CPI in 2022 by 5.3% versus a decrease of 2.4% in 2021.
- (4) The decrease in tax expenses in the present quarter and in the Report Period results mainly from the decrease in deferred tax expenses due to a decrease in the profit from the fair value adjustment of real estate, and from receipt of Encouragement of Capital Investments Law approval in connection with the residential project Azrieli Town.

6.5. Cash Flows

The following table shows the cash flows generated by the Group in 2022 compared with 2021:

Annual Cash Flows		
Year	2022	2021
Net cash flows generated by the Group from current operations ⁽¹⁾	1,753	1,357
Net cash flows used by the Group for investment activities ⁽²⁾	(2,820)	(2,991)
Net cash flows derived from (used by) the Group for financing activities ⁽³⁾	1,567	1,892

Figures are presented in millions of NIS.

- (1) The main cash flow in the Report Period and in the same period in 2021 resulted from the operating profit of the income-producing real estate in the sum of approx. NIS 1,908 million (in the same period, in the sum of approx. NIS 1,558 million) (excluding Compass), net of income taxes paid.
- (2) The main cash flow during the Report Period was used for the purchase of and investment in investment property and investment property under construction in the sum of approx. NIS 2,003 million, for the acquisition of a company consolidated for the first time in the sum of NIS 477 million and an investment in the sum of NIS 433 million in a company accounted for in the equity method. The main cash flow in the same period was used for the acquisition of GM in the sum of approx. NIS 2,380 million, for the purchase of and investment in investment property and investment property under construction in the sum of approx. NIS 1,120 million, net of consideration received from the sale of Leumi Card and Bank Leumi shares and the proceeds from the sale of the property in Kiryat Ata.
- (3) The main change versus the same period in 2021 resulted from a decrease in a bond issue of NIS 644 million and an increase in current bond maturities, net of an increase in net loans mainly due to refinancing of a loan taken by GM.

The following table shows the cash flows generated by the Group in Q4/2022 compared with Q4/2021:

Quarterly Cash Flows		
Quarter	Q4/2022	Q4/2021
Net cash flows generated by the Group from current operations ⁽¹⁾	442	445
Net cash flows used by the Group for investment activities ⁽²⁾	(595)	(170)
Net cash flows used by the Group from financing activities ⁽³⁾	(142)	(93)

Figures are presented in millions of NIS.

- (1) Most of the cash flow in the quarter and in Q4/2021 chiefly resulted from the operating profit of the income-producing real estate in the sum of approx. NIS 493 million (excluding Compass) (approx. NIS 445 million in the corresponding period), net of paid income taxes.
- (2) Most of the cash flow in Q4/2022 was used for acquisition of and investment in investment property and investment property under construction in the amount of approx. NIS 605 million. Most of the cash flow in the same quarter last year was used for the acquisition of and investment in investment property and investment property under construction in the amount of approx. NIS 284 million offset by proceeds received from the sale of Bank Leumi shares.
- (3) The cash flow in Q4 and in the same quarter in 2021 was used mainly for the payment of interest.

7 | EXPOSURE TO AND MANAGEMENT OF MARKET RISKS

7.1. General

It is noted that the Company's financial statements present no separate reportable segment which is a "financial operating segment" and as of December 31, 2022 the Company has no "material financial operations" as stated in Regulation 10(b)(7) of the Regulations.

7.2. Description of Market Risks

For details with respect to the Company's market risks, see Notes 30 and 31 to the financial statements.

7.3. The Company's Policy on Market Risk Management

For details with respect to the Company's market risk management, see Notes 30 and 31 to the financial statements.

7.4. Policy Implementation and Oversight

At least once per year, the Financial Statements Review Committee and the Board of Directors discuss the Company's exposure to market risks and the actions taken by the Company's management, and, to the extent necessary, set quantitative criteria and restrictions. The Company's management routinely examines the operation scopes and the risk deriving from the operations.

7.5. Analysis of Sensitivity Tests and Effects on the Fair Value of the Investment Property

The Group conducts tests of sensitivity to changes in cap rates affecting the fair value of investment property.

For details, see Note 32E to the financial statements.

8 | CORPORATE GOVERNANCE ASPECTS

For details on aspects of the Company's corporate governance, including a corporate governance questionnaire, compensation of senior officers, contributions policy, details regarding the internal auditor, the auditor and an internal enforcement program at the Company, see the "Corporate Governance" chapter attached to Chapter E hereof. For details with respect to the Company's directors, see the "Additional Details" chapter attached as Chapter D hereof.

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

9.1. Report on the Group's Liabilities

A report on the Group's liabilities according to payment dates, in accordance with Regulation 9D of the Regulations is attached in a separate report form (V-126) concurrently with the release of this Report.

9.2. Legal claims

For details with respect to material legal claims, see Note 29 to the financial statements.

9.3. Disclosure of Highly Material Valuations

A directive of the Israel Securities Authority (ISA)²⁸ determines that a material valuation is a valuation that fulfills one of the following criteria: (1) The subject-matter of the valuation represents at least 5% of the company's total assets as presented in the consolidated statement of financial position as of the last day of the report period (the "**Balance Sheet Test**") (2) The effect of the change in value that results from the valuation on the net profit or the comprehensive income, as applicable, represents at least 5% of the company's respective total net profit or comprehensive profit in the report period and also represents at least 2.5% of the company's equity as of the end of the report period²⁹ (the "**Consequence Test**"). In addition, the directive specifies that a highly material valuation, which is required to be attached to the financial statements of the reporting corporation, is a valuation of double materiality (10%, rather than 5%; and 5%, rather than 2.5%).

The ISA directive has also determined that where the valuation satisfies the quantitative tests, but qualitative considerations led to a different decision by the corporation, and it is decided not to attach it, the corporation will disclose its decision, while specifying the results of the quantitative tests and the reasons and considerations that underpinned such decision.

As of the date of the Report, the Company's board of directors has adopted the parameters determined by the ISA, as specified above, with respect to the attachment of a highly material valuation.

As of the date of the Report, and following an examination of the above determination, according to the ISA directive, it transpires that the Company has no valuation that is highly material which should be attached to the Report.

9.4. Subsequent Events

See Note 35 to the financial statements.

9.5. Financials attributable to the Company as a Parent Company

In accordance with Section 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.

²⁸ Legal statement no. 105-23 regarding parameters for testing of the materiality of valuations, last updated in July 2014, and clarification to legal statement no. 105-23 regarding parameters for testing of the materiality of valuations: Q&A's last updated in December 2018.

²⁹ Referring to the effect of the subject matter of the valuation after the tax effect, if any, and in absolute values.

9.6. Note on Forward-Looking Information

The Company's intentions mentioned in the introduction to the Board Report and the highlights to the Board 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, 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, and the implications of the Covid pandemic.

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 2022.

Danna Azrieli, Chairman of the Board

Eyal Henkin, CEO

Date: March 21, 2023

Annex A

Designated Disclosure to the Bondholders

Annex A - Designated Disclosure to the Bondholders

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

[illegible]

Series	Date of issue	Par value on the date of issue	Par value on the report date	Par value on the report date, including linkage	Amount of Interest accrued by the report date	Fair value of the series in the financial statements as of the report date	Market cap as of the report date	Type of interest	Annual interest rate	Principal payment dates	Interest payment dates	Linkage base and terms	Details regarding the Trustee
Series F	Jan. 22, 2019	263.4	3,294.5	3,551.8	0.2	3,753.6	3,541.6	Fixed	2.48	On December 31 of each of the years 2025 through 2032	From June 30, 2019, twice a year on June 30 and December 31 of each of the years 2019 through 2032	Linkage (principal and interest) to the rise in the CPI for December 2018*	
	Dec. 19, 2019	932.6											
	April 20, 2020	761.9											
	July 13, 2022	1,336.5											
Series G	July 20, 2021	1,903.6	1,903.6	2,021.9	8.9	2,004.3	1,741.4	Fixed	0.9	July 2 of each of the years 2024 through 2036	From January 2, 2022, twice a year on January 2 and July 2 of each of the years 2022 through 2036	Linkage (principal and interest) to the rise in the CPI for June 2021	
Series H	July 20, 2021	1,751.5	2,677.9	2,844.3	23.6	2,721.4	2,473.3	Fixed	1.69	January 2 of each of the years 2032 through 2041	From January 2, 2022, twice a year on January 2 of each of the years 2022 through 2041 and July 2 of each of the years 2022 through 2040	Linkage (principal and interest) to the rise in the CPI for June 2021	
	July 13, 2022	926.4											
Total		17,741.9	14,863.2	16,000.5	59.2	16,114.7	15,204.0						

* The Series B, Series D, Series E, Series F, Series G, Series H Bonds (jointly, the “**Company’s Bond Series**”) 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 Company's Bond Series 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 Company's Bond Series. For details, see Section 9.2 of the terms and conditions overleaf in the indentures of each of the Company's Bond Series, and as follows:
 - 2.1. With respect to the Series B Bond indenture which was attached to the shelf offering report that was published by the Company, see the Company's report dated March 29, 2017 (Ref.: 2017-01-032703).
 - 2.2. With respect to the Series D Bond indenture which was attached to the shelf offering report that was published by the Company, see the Company's report dated January 31, 2018 (Ref.: 2018-01-010993).
 - 2.3. With respect to the Series E Bond indenture and the Series F Bond indenture, both of which were attached to the shelf offering report that was published by the Company, see the Company's report dated April 20, 2020 (Ref.: 2020-01-035128).
 - 2.4. With respect to the Series G Bond indenture and the Series H Bond indenture, both of which were attached to the Shelf Offering Report that was published by the Company, see the Company's report dated July 19, 2021 (Ref.: 2021-01-118986).
3. The reports mentioned in Sections 2.1-2.4 above (the "**Indentures**") are included herein by way of reference.
4. At the end of and during the report period, the Company has fulfilled all of the terms and conditions and undertakings according to the Indentures, and no conditions establishing grounds for acceleration of the Company's Bond Series have been fulfilled.
5. For details regarding an undertaking that the Company assumed in the framework of the Company's Bond Series, see Sections 5.2-5.6 of the Indentures.

Rating of the Company's publicly-held bonds:

Series	Name of rating agency	Rating set on the date of issue	Rating set as of the report release date	Date of issuance of the current rating	Additional ratings set between the date of issue and the report date	
					Rating	Date of rating
Series B	Ma'alot	AA+ stable	AA+ stable	February 7, 2021 ^(*)	AA+ stable	June 21, 2015 March 28, 2017 February 2, 2020 February 7, 2021
Series D	Midroog	Aa1/stable outlook	ilAa1/stable outlook	December 29, 2022 ^(**)	ilAa1/stable outlook	July 20, 2016 March 27, 2017 March 28, 2017 December 31, 2017 January 28, 2018 January 31, 2018 December 31, 2019 April 19, 2020 December 27, 2020 December 30, 2021 July 12, 2022 December 29, 2022
Series E	Midroog	ilAa1/stable outlook	Aa1/stable outlook	December 29, 2022 ^(**)	ilAa1/stable outlook	January 20, 2019 December 17, 2019 December 31, 2019 April 19, 2020 December 27, 2020 December 30, 2021 December 29, 2022
Series F	Midroog	ilAa1/stable outlook	ilAa1/stable outlook	December 29, 2022 ^(**)	ilAa1/stable outlook	January 20, 2019 December 17, 2019 December 31, 2019 April 19, 2020 December 27, 2020

						December 30, 2021 July 12, 2022 December 29, 2022
Series G	Ma'alot	ilAA+ stable	ilAA+ stable	July 1, 2021 (***)	AA+/stable outlook	July 1, 2021
Series H	Ma'alot	ilAA+ stable	ilAA+ stable	July 12, 2022 (****)	AA+/stable outlook	July 1, 2021 July 12, 2022

* For Ma'alot's rating report on the Series B Bonds, see the Company's immediate report of February 7, 2021 (Ref.: 2021-01-015094), which is included herein by reference.

** For Midroog's rating report on the Series D, E and F Bonds, see the Company's immediate report of December 29, 2022 (Ref.: 2022-01-157669), which is included herein by reference.

*** For Ma'alot's rating report on the Series G Bonds, see the Company's immediate report of July 18, 2021 (Ref.: 2021-01-118089), which is included herein by reference.

**** For Ma'alot's rating report on the Series H Bonds, see the Company's immediate report of July 12, 2022 (Ref.: 2022-01-087970), which is included herein by reference.



PART C

Consolidated Financial Statements

Dated 31 December 2022

Azrieli Group Ltd.

Consolidated Financial Statements for Y2022

Azrieli Group Ltd.

Consolidated Financial Statements for Y2022

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**Independent Auditors' Report to the Shareholders of
Azrieli Group Ltd.
Regarding Audit of Components of Internal Control over Financial Reporting pursuant to
Section 9B(c) of the Securities Regulations (Periodic and Immediate Reports), 5730-1970**

We have audited components of internal control over financial reporting of **Azrieli Group Ltd. and subsidiaries** (jointly, the **"Company"**) as of December 31, 2022. These components of control were determined as explained in the following paragraph. The Company's Board of Directors (**"Board"**) and Management are responsible for maintaining effective internal control over financial reporting and for their assessment of the effectiveness of the components of internal control over financial reporting, attached to the periodic report as of the above date. Our responsibility is to express an opinion on the components of internal control over financial reporting of the Company, based on our audit.

The components of the internal control over financial reporting that were audited were determined pursuant to Audit Standard (Israel) 911 of the Institute of Certified Public Accountants in Israel "Audit of Components of Internal Control over Financial Reporting" (**"Audit Standard (Israel) 911"**). These Components are: (1) Entity-level controls, including controls over the financial reporting and closing process and ITGCs; (2) Controls over investment property; (3) Controls over rent revenues from investment property; (all referred to hereafter jointly as the **"Audited Components of Control"**).

We conducted our audit pursuant to Audit Standard (Israel) 911. This Standard requires that we plan and perform the audit with the purpose of identifying the Audited Components of Control, and to obtain reasonable assurance about whether these components of control were effectively maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, identifying the Audited Components of Control, assessing the risk that a material weakness exists in the Audited Components of Control, and testing and evaluating the design and operating effectiveness of such components of control, based on the assessed risk. Our audit of such components of control also included performing such other procedures as we considered necessary in the circumstances. Our audit only referred to the Audited Components of Control, as opposed to internal control over all of the material processes in connection with the financial reporting, and therefore our opinion refers only to the Audited Components of Control. In addition, our audit did not address mutual effects between the Audited Components of Control and non-audited controls, and therefore, our opinion does not take into consideration such possible effects. We believe that our audit provides a reasonable basis for our opinion in the context described above.

Because of its inherent limitations, internal control over financial reporting in general and components thereof in particular, may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company effectively maintained, in all material respects, the Audited Components of Control as of December 31, 2022.

We have also audited, based on Generally Accepted Auditing Standards in Israel, the Consolidated Financial Statements of the Company as of December 31, 2022 and 2021, and for each of the three years in the period ended December 31, 2022, and our report of March 21, 2023, included an unqualified opinion on those financial statements.

Brightman Almagor Zohar & Co.
Certified Public Accountants (Israel)
A Firm in the Deloitte Global Network

Tel Aviv, March 21, 2023

**Independent Auditors' Report to the Shareholders of
Azrieli Group Ltd.**

We have audited the accompanying Consolidated Statements of Financial Position of **Azrieli Group Ltd.** (the "**Company**") as of December 31, 2022 and 2021 and the Consolidated Statements of Income, Comprehensive Income, of Changes in Capital, and of Cash Flows for each of the years in the three-year period ended December 31, 2022. The Company's Board and Management are responsible for these Financial Statements. Our responsibility is to express an opinion on these Financial Statements based on our audit.

We conducted our audit in accordance with Generally Accepted Auditing Standards in Israel, including standards set in the Accountants Regulations (Mode of Operation of Accountants) 5733-1973. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Financial Statements. An audit also includes assessing the accounting principles used and significant estimates made by the Board and Management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company and of its consolidated companies as of December 31, 2022 and 2021 and the results of their operations, the changes in their equity and their cash flows for each of the years in the three-year period ended December 31, 2022 in accordance with International Financial Reporting Standards (IFRS) and the provisions of the Securities Regulations (Annual Financial Statements), 5770-2010.

We have also audited, pursuant to Audit Standard (Israel) 911 of the Institute of Certified Public Accountants in Israel "Audit of Components of Internal Control over Financial Reporting", the components of the Company's internal control over financial reporting as of December 31, 2022 and our report of March 21, 2023 included an unqualified opinion on the effective maintenance of such components.

Key Audit Matters:

The key audit matters specified below are those matters that were communicated or required to be communicated to the Company's Board and that, in our professional judgment, were of most significance in the audit of the Consolidated Financial Statements for 2022. These matters include, among others, any matter that: (1) relates, or may relate, to material items or disclosures in the financial statements, and (2) our discretion with respect to which was especially challenging, subjective, or complex. These matters were addressed in our audit of and opinion on the Consolidated Financial Statements as a whole. The communication of those matters below does not alter in any way our opinion on the Consolidated Financial Statements, taken as a whole, and we are not providing a separate opinion on those matters, items or disclosures.

Below are matters that we determined as key matters in the audit of the Company's Consolidated Financial Statements for 2022:

Fair value of investment property and property under construction:

As stated in Notes 2S, 3B, 11 and 32 to the Consolidated Financial Statements as of December 31, 2022, the Company has investment property, which are presented at their fair values for that date pursuant to the accounting policy described in Note 2. The fair value of all the investment property of the Company (income-producing and under construction) as of December 31, 2022, amounts to a total of approx. NIS 39,830 million, and in 2022 the Company recorded a profit from the increase in their fair value in the amount of approx. NIS 1,481 million.

As specified in Note 3B to the Consolidated Financial Statements, the determination of the fair value of investment property is a critical estimate, involving uncertainties and based on valuations, which include assumptions, some of which are subjective considering the circumstances and the best information as of December 31, 2022, and which were conducted with the assistance of external real estate appraisers. These assumptions mainly include the most appropriate cap rate, the property's location, its physical condition, occupancy rates, tenant turnover rate, sale price of similar properties and lands and the Group's assets in the surrounding area, tenant quality and financial robustness, lease periods, market prices for relevant comparison units, required adjustments to existing rent prices, actual and projected occupancy rates of the asset and the costs of its operation.

In determining the fair value of investment property under construction, consideration is given, *inter alia*, and as applicable, to sale prices. In determining the fair value of lands consideration is given, *inter alia*, to the location of the land, the rights and comparable transactions for similar lands, while performing the required adjustments. These basic assumptions, as well as the determination of the fair value estimate as a whole of the Company's investment property, including the selection of the most appropriate valuation approach, are the result of exercising subjective judgement in an environment of uncertainty, sometimes particularly significant, and therefore changes in the aforementioned basic assumptions may bring about changes in the fair value of the investment property, sometimes substantially, and therefore also affect the Company's financial position as of December 31, 2022 and the results of its operations for that year, as detailed in Note 32.

Due to the above, and in particular that the fair value of investment property is a critical estimate, involving uncertainties and based on valuations, which include assumptions, some of which are subjective, we determined, according to our professional judgment, that the examination of the fair value of investment property, with an emphasis on the reasonableness of the rates of return used in its estimation, is a key matter in the audit.

The audit procedures that we performed in response to the key audit matter:

In response to the uncertainties involved in determining the fair value of the Company's investment property, we mainly performed the following procedures, with an emphasis on examining the reasonableness of the rates of return determined in the valuations of the assets: 1. Understanding the internal control environment regarding the determination of the fair value of the investment property and auditing the effectiveness of the relevant internal controls for determining their fair value; 2. Examination and analysis of fair value representations, mainly valuations, conducted by the Company and appraisers on its behalf, based on a sample model that incorporates quantitative and qualitative considerations; 3. Examining the base assumptions applied in the valuations, selected on a sample basis, with an emphasis on examining the rates of return, as well as predicted operating income (NOI), market prices/comparison prices per square meter rental unit/land unit and the valuation approach taken; 4. Reviewing valuations, on a sample basis, by an expert appraiser on our behalf with an emphasis on rates of return; 5. Direct communication with the appraisers on behalf of the Company; 6. Involvement of the senior staff of the engagement team, and holding consultations; 7. Examining the adequacy of the disclosures in the consolidated financial statements regarding the investment property.

Brightman Almagor Zohar & Co.
Certified Public Accountants (Israel)
A Firm in the Deloitte Global Network

Tel Aviv, March 21, 2023

Azrieli Group Ltd.
Consolidated Statements of Financial Position

		As of December 31	
		2 0 2 2	2 0 2 1
	Note	NIS in millions	NIS in millions
<u>ASSETS</u>			
Current assets			
Cash and cash equivalents	4	3,404	2,886
Short-term deposits and investments		4	1
Trade accounts receivable	5	78	83
Other receivables	6	170	150
Inventory		10	11
Current tax assets	26	11	140
Total current assets		<u>3,677</u>	<u>3,271</u>
Non-current assets			
Investment in a company accounted for by the equity method	8C, 8D	1,751	1,094
Loans and other receivables	9	362	382
Financial assets	10	1,030	1,288
Investment property and investment property under construction	11	39,380	34,137
Fixed assets	12	605	548
Intangible and other assets	13	1,669	1,651
Total non-current assets		<u>44,797</u>	<u>39,100</u>
Total assets		48,474	42,371

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

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

		As of December 31	
		2022	2021
	Note	NIS in millions	NIS in millions
LIABILITIES AND CAPITAL			
Current liabilities			
Credit and current maturities from financial corporations and bonds	17	2,296	1,556
Trade payables	14	669	383
Other payables	15	308	221
Deposits from customers	16	1,286	1,126
Current tax liabilities	26	69	3
Total current liabilities		4,628	3,289
Non-current liabilities			
Loans from financial corporations	17	1,855	1,279
Bonds	17	15,178	12,434
Other liabilities	18	105	91
Deferred tax liabilities	26	4,606	4,506
Total non-current liabilities		21,744	18,310
Capital			
	19		
Ordinary share capital		18	18
Share premium		2,518	2,518
Capital reserves		474	356
Retained earnings		19,063	17,850
Total equity attributable to the shareholders of the Company		22,073	20,742
Non-controlling interests		29	30
Total capital		22,102	20,772
Total liabilities and capital		48,474	42,371

March 21, 2023

Date of approval of the
Financial Statements

Danna Azrieli
Chairwoman of the
Board

Eyal Henkin
CEO

Irit Sekler-Pilosof
CFO and Deputy CEO

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

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

As of the year ended December 31				
		2 0 2 2	2 0 2 1	2 0 2 0
	Note	NIS in millions	NIS in millions	NIS in millions
Revenues				
From rent, management, maintenance and sales fees, net	20	2,690	2,210	1,798
Net profit (loss) from adjustment to fair value of investment property and investment property under construction	11	1,481	2,441	(764)
Share in results of companies accounted for by the equity method, net of tax	8D	(73)	310	98
Financing	25	83	31	18
Other	24	245	62	9
Total revenues		4,426	5,054	1,159
Costs and Expenses				
Cost of revenues from rent, management, maintenance and sales fees	21	798	669	628
Sales and marketing	22	95	80	74
General and administrative	23	167	106	91
Financing	25	1,105	479	121
Other	24	115	48	9
Total costs and expenses		2,280	1,382	923
Income before income taxes		2,146	3,672	236
Taxes on income	26	(354)	(780)	(40)
Income from continued operations for the year		1,792	2,892	196
Loss from discontinued operations (net of tax)	7	-	(3)	(12)
Net profit for the year		1,792	2,889	184
Other comprehensive income (loss):				
Amounts that will not be carried in the future to the income statement, net of tax:				
Change in fair value of financial assets, net of tax		(101)	476	(220)
Amounts that were carried or will be carried in the future to the income statement, net of tax:				
Share in other comprehensive income (loss) of an investment accounted for using the equity method		(48)	2	18
Translation differences from foreign operations		321	(132)	(129)
Cash flow hedge for a projected business combination transaction		-	(69)	-
Cash flow hedge for a projected business combination transaction		-	69	-
Total		273	(130)	(111)
Other comprehensive income (loss) for the year, net of tax		172	346	(331)
Total comprehensive income (loss) for the year		1,964	3,235	(147)

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

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

	As of the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Net profit for the year attributable to:			
Shareholders of the Company	1,797	2,889	189
Non-controlling interests	(5)	-	(5)
	<u>1,792</u>	<u>2,889</u>	<u>184</u>
Comprehensive income (loss) for the year attributable to:			
Shareholders of the Company	1,965	3,237	(139)
Non-controlling interests	(1)	(2)	(8)
	<u>1,964</u>	<u>3,235</u>	<u>(147)</u>
Basic and diluted earnings per ordinary share (in NIS) of par value NIS 0.1 attributable to shareholders of the Company:	NIS	NIS	NIS
Continued operations	14.82	23.85	1.66
Discontinued operations	-	(0.03)	(0.10)
	<u>14.82</u>	<u>23.82</u>	<u>1.56</u>
Average weighted number of shares used in calculating the basic and diluted earnings per share	<u>121,272,760</u>	<u>121,272,760</u>	<u>121,272,760</u>

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

Azrieli Group Ltd.
Consolidated Statements of Changes in Capital

For the year ended December 31, 2022

	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	Other capital reserves	Retained earnings	Total attributable to share- holders of the company	Non- controlling interests	Total
	NIS in millions								
Balance as of January 1, 2022	18	2,518	689	(337)	4	17,850	20,742	30	20,772
Net profit (loss) for the year	-	-	-	-	-	1,797	1,797	(5)	1,792
Change in fair value of financial assets, net of tax	-	-	(101)	-	-	-	(101)	-	(101)
Share in other comprehensive loss of an investment accounted for using the equity method	-	-	-	(48)	-	-	(48)	-	(48)
Translation differences from foreign operations	-	-	-	317	-	-	317	4	321
Total other comprehensive income (loss) for the year	-	-	(101)	269	-	1,797	1,965	(1)	1,964
Dividend to shareholders of the Company	-	-	-	-	-	(650)	(650)	-	(650)
Funds from investee companies	-	-	-	-	16	-	16	-	16
Total transactions with shareholders of the Company	-	-	-	-	16	(650)	(634)	-	(634)
Carried to retained earnings as a result of disposition of financial assets	-	-	(66)	-	-	66	-	-	-
Balance as of December 31, 2022	18	2,518	522	(68)	20	19,063	22,073	29	22,102

The notes attached to the Financial Statements form an integral part thereof.

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

For the year ended December 31, 2021

	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	Other capital reserves	Retained earnings	Total attributable to share- holders of the company	Non- controlling interests	Total
	NIS in millions								
Balance as of January 1, 2021	18	2,518	304	(209)	-	15,470	18,101	32	18,133
Net profit for the year	-	-	-	-	-	2,889	2,889	-	2,889
Change in fair value of financial assets, net of tax	-	-	476	-	-	-	476	-	476
Share in other comprehensive loss of an investment accounted for using the equity method	-	-	-	2	-	-	2	-	2
Translation differences from foreign operations	-	-	-	(130)	-	-	(130)	(2)	(132)
Total other comprehensive income (loss) for the year	-	-	476	(128)	-	2,889	3,237	(2)	3,235
Dividend to shareholders of the Company	-	-	-	-	-	(600)	(600)	-	(600)
Funds from investee companies	-	-	-	-	4	-	4	-	4
Total transactions with shareholders of the Company	-	-	-	-	4	(600)	(596)	-	(596)
Carried to retained earnings as a result of disposition of financial assets	-	-	(91)	-	-	91	-	-	-
Balance as of December 31, 2021	18	2,518	689	(337)	4	17,850	20,742	30	20,772

The notes attached to the Financial Statements form an integral part thereof.

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

For the year ended December 31, 2020

	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	Other capital reserves	Retained earnings	Total attributable to share- holders of the company	Non- controlling interests	Total
	NIS in millions								
Balance as of January 1, 2020	18	2,518	531	(99)	(8)	15,574	18,534	40	18,574
Net profit (loss) for the year	-	-	-	-	-	189	189	(5)	184
Change in fair value of financial assets, net of tax	-	-	(220)	-	-	-	(220)	-	(220)
Share in other comprehensive loss of an investment accounted for using the equity method	-	-	-	16	2	-	18	-	18
Translation differences from foreign operations	-	-	-	(126)	-	-	(126)	(3)	(129)
Total other comprehensive income (loss) for the year	-	-	(220)	(110)	2	189	(139)	(8)	(147)
Dividend to shareholders of the Company	-	-	-	-	-	(300)	(300)	-	(300)
Funds from investee companies	-	-	-	-	6	-	6	-	6
Total transactions with shareholders of the Company	-	-	-	-	6	(300)	(294)	-	(294)
Carried to retained earnings as a result of disposition of financial assets	-	-	(7)	-	-	7	-	-	-
Balance as of December 31, 2020	18	2,518	304	(209)	-	15,470	18,101	32	18,133

The notes attached to the Financial Statements form an integral part thereof.

Azrieli Group Ltd.
Consolidated Statements of Cash Flows

	As of the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
<u>Cash Flows – Operating Activities</u>			
Net profit for the year	1,792	2,889	184
Depreciation and amortization	16	20	28
Impairment of fixed assets	-	-	6
Forfeiture of senior housing residents' deposits	(47)	(40)	(31)
Net loss (profit) from adjustment to fair value of investment property and investment property under construction	(1,481)	(2,441)	764
Financing and other expenses, net	1,061	420	102
Share in the results of associates accounted for using the equity method	73	(310)	(99)
Taxes recognized in the income statement	354	780	37
Income taxes paid, net	(29)	(82)	(121)
Revaluation of financial assets designated at fair value through profit and loss	9	(6)	1
Change in inventory	1	2	-
Change in trade and other receivables	42	(23)	(36)
Change in trade and other payables	9	11	5
Receipt of deposits from senior housing residents	210	204	158
Return of deposits from senior housing residents	(54)	(68)	(57)
Profit from increase in holding rate of an associate	(204)	-	-
Change in provisions and employee benefits	1	1	-
Net cash – operating activities	1,753	1,357	941

The notes attached to the Financial Statements form an integral part thereof.

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

	As of the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Cash Flows - Investment Activities			
Proceeds from the disposition of fixed assets	-	2	1
Proceeds from the disposition of investment property	3	59	-
Purchase of and investment in investment property and investment property under construction	(2,003)	(982)	(942)
Purchase of and investment in fixed assets and intangible assets	(61)	(32)	(292)
Advance payments paid on account of investment property	-	(138)	-
Investment in and provision of loans to companies accounted for using the equity method	(433)	(2)	(231)
Change in short-term deposits	(3)	18	-
Receipt of insurance indemnification	-	-	13
Proceeds from disposition of financial assets designated at fair value through profit and loss	-	1	-
Provision of long-term loans	(13)	(45)	(10)
Collection of long-term loans	3	1	-
Interest and dividend received	75	62	20
Proceeds from disposition of financial assets	120	416	84
Proceeds from liquidation of investments in investee companies, net (Annex A)	53	36	178
Purchase of companies consolidated for the first time (Annex B)	(477)	(2,380)	-
Taxes paid for assets	(84)	(7)	(2)
Proceeds from institutions for real estate acquisition	-	-	9
Net cash - investment activities	(2,820)	(2,991)	(1,172)

The notes attached to the Financial Statements form an integral part thereof.

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

	As of the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Cash Flows - Financing Activities			
Distribution of dividend to shareholders	(650)	(600)	(300)
Repayment of bonds	(796)	(522)	(520)
Issuance of bonds net of issue expenses	2,969	3,613	1,672
Receipt of long-term loans from financial corporations	1,099	290	-
Repayment of long-term loans from financial corporations	(139)	(661)	(220)
Short-term credit from financial corporations, net	(561)	(9)	(350)
Repayment of other long-term liabilities	(3)	(3)	(5)
Repayment of deposits from customers	(3)	(5)	(7)
Deposits from customers that were received	6	9	5
Interest paid	(355)	(220)	(227)
Net cash - financing activities	<u>1,567</u>	<u>1,892</u>	<u>48</u>
Increase (decrease) in cash and cash equivalents	500	258	(183)
Cash and cash equivalents at the beginning of the year	2,886	2,646	2,842
Change in net cash classified to disposal group held for sale	-	-	(2)
Effect of the changes in exchange rates on cash balances held in foreign currency	<u>18</u>	<u>(18)</u>	<u>(11)</u>
Cash and cash equivalents at the end of the year	<u>3,404</u>	<u>2,886</u>	<u>2,646</u>

(*) Non-cash transactions in 2022 and 2020 include a change in other payables in respect of acquisitions on credit of non-current assets in the sum of approx. NIS 164 million and approx. NIS 60 million, respectively.

Non-cash transactions in 2021 included change in other receivables due to sale of investment property in the sum of approx. NIS 32 million.

(**) With respect to cash flows from discontinued operations – see Note 7.

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

As of the year ended December 31

2 0 2 2	2 0 2 1	2 0 2 0
NIS in millions	NIS in millions	NIS in millions

Annex A -

**Proceeds from liquidation of investments in investee companies
(see Note 7):**

Working capital (excluding for cash and cash equivalents)	-	-	103
Receivables due to sale of the investment	53	36	75
	<u>53</u>	<u>36</u>	<u>178</u>

As of the year ended December 31

2 0 2 2	2 0 2 1	2 0 2 0
NIS in millions	NIS in millions	NIS in millions

Annex B -

Purchase of companies consolidated for the first time(*):

Working capital (excluding for cash and cash equivalents)	31	582	-
Fixed and intangible assets	-	(1,580)	-
Investment property	(814)	(1,576)	-
Long-term liabilities including current maturities	306	194	-
	<u>(477)</u>	<u>(2,380)</u>	<u>-</u>

(*) See Note 8B for further details on purchase of a company in 2021.

See Notes 11F and 11G for further details on purchase of companies in 2022.

The notes attached to the Financial Statements form an integral part thereof.

Note 1 – General

A. General description of the Company and its operations:

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 Tel Aviv Stock Exchange ("**TASE**") and is included, *inter alia*, in the Tel Aviv 35 Index and in the Tel Aviv Real Estate Index. The Company has bond series that were issued to the public (Series B and D-H). The Group's Consolidated Financial Statements as of December 31, 2022 include those of the Company and of subsidiaries thereof (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 was informed, each one of Sharon Azrieli, Naomi Azrieli and Danna Azrieli, holds, directly and through a Canadian holding corporation controlled thereby ("**Canadian 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 holds (indirectly, through a holding of shares of a Canadian 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 the Company was informed, on March 20, 2017, a shareholders' agreement (the "**2017 Agreement**") was signed between Sharon Azrieli, Naomi Azrieli and Danna Azrieli (in person and through companies controlled by them), the indirect controlling shareholders of the Company and directors thereof (the "**Controlling Shareholders**"). Additional parties to the 2017 Agreement are Azrieli Holdings, Nadav Investments and a Canadian Holding Corporation (the three, the "**Holding Corporations**"). The 2017 Agreement regulates the relations between the Controlling Shareholders, in person, and through the Holding Corporations, in respect of their rights in the Company. The terms of the 2017 Agreement include agreements regarding the sale and transfer of shares in the Company and in the Holding Corporations, including a lock-up period, right of first refusal, right of first offer, co-sale right and an exclusion in connection with certain sales of shares (drip) on TASE. The 2017 Agreement further prescribes that the manner of use of the voting rights in the Company will be determined by the Controlling Shareholders (by a majority vote), provided however, that in respect of resolutions to appoint directors of the Company, each one of the Controlling Shareholders shall have the right to use the voting rights to appoint one director who will be determined by her, whereas the manner of use of the voting rights in the Company regarding resolutions to appoint additional directors, will be adopted by a majority vote. It is clarified, that the 2017 Agreement does not change the identity of the Company's Controlling Shareholders (including of Azrieli Holdings) nor their percentage holdings in the capital and in the voting rights in the Company, and that as of the report date, Sharon Azrieli, Naomi Azrieli and Danna Azrieli are the Company's Controlling Shareholders.

Note 1 – General (Cont.)

A. General description of the Company and its operations: (Cont.)

The Company engages (both directly and through Investee Companies in which it invests and which it develops) primarily in the following operating segments:

- (1) In development, acquisition, management, lease and maintenance in the retail centers and malls in Israel segment.
- (2) In development, acquisition, management, lease and maintenance in the leasable office space in Israel segment.
- (3) In acquisition, management and lease in income-producing property in the U.S. segment.
- (4) In development, acquisition and operation of senior housing.
- (5) In development, acquisition, lease and maintenance in the data centers segment.
- (6) In development, acquisition, management, lease and maintenance in the rental housing in Israel segment.

For details regarding additional operating segments of the Company, see Note 34A.

B. Definitions:

The Company	- Azrieli Group Ltd.
Related Parties	- As defined in IAS 24.
Consolidated Company	- A company in which the Company has direct or indirect control and whose statements are fully consolidated with the Company's statements.
Investee Company	- A Consolidated Company or a company under joint arrangement or an associate.
Interested Parties	- As defined in the Securities Law, 5728-1968, and regulations thereunder.
Controlling Shareholder	- Within the definition of "Control" in the Securities Law, 5728-1968.
Canit Hashalom	- Canit Hashalom Investments Ltd.
GM	- Green Mountain, AS.
GES	- G.E.S. Global Environmental Solutions Ltd.

Note 2 - Significant accounting policies

A. Declaration in respect of the application of the International Financial Reporting Standards (IFRS):

The Group's Consolidated Financial Statements have been prepared in accordance with the International Financial Reporting Standards (the "**IFRS Standards**") and the interpretations thereto, which have been published by the International Accounting Standards Board (IASB). The significant accounting policies that are detailed further on in this report have been applied in a consistent manner for all of the report periods that are presented in these Consolidated Financial Statements.

The Consolidated Financial Statements were approved for publication by the Company's Board on March 21, 2023.

Note 2 - Significant accounting policies (Cont.)

B. The Financial Statements are prepared in accordance with the Securities Regulations (Annual Financial Statements), 5770-2010 (the "**Financial Statements Regulations**").

C. The operating cycle period:

The Group's operating cycle does not exceed 12 months.

D. The format for the analysis of the expenses that have been recognized in the Statement of Comprehensive Income:

The Company's expenses in the Statement of Comprehensive Income are presented in accordance with a method of classification based on the nature of the activity to which the expense relates.

E. Foreign currency:

(1) The functional currency and the presentation currency

The financial statements of each of the companies in the Group have been prepared in the currency of the main economic environment in which it operates (the "**Functional Currency**"). For the purposes of the consolidation of the Financial Statements, the results and the financial position of each of the companies in the Group are translated into New Israeli Shekels (NIS), which is the Company's functional currency. The Company's Consolidated Financial Statements are presented in NIS in millions. On exchange rates and the changes therein in the course of the periods that are presented, see Note 2AA.

(2) The translation of transactions other than in the functional currency

In the preparation of the financial statements of each of the companies in the Group, transactions that were executed in currencies that are different from the Company's functional currency ("**Foreign Currency**") have been recorded in accordance with the exchange rates that were in force at the time of the transactions. At the end of each report period, monetary items that are stated in foreign currency are translated in accordance with the exchange rates in force as of that time. Non-monetary items that are measured at fair value and stated in foreign currency are translated in accordance with the exchange rate at the time at which the fair value was determined; non-monetary items that are measured in historical cost terms are translated in accordance with the exchange rates that were in force at the time of the execution of the transaction in respect of the non-monetary item.

Note 2 - Significant accounting policies (Cont.)

E. Foreign currency: (Cont.)

(3) The manner in which exchange differences are recorded

Exchange differences are recognized in the income statement in the period in which they arise, except for the following case:

- Exchange differences in respect of financial items receivable or payable from foreign operations, whose settlement is not planned or expected to occur and accordingly they constitute part of the net investment in foreign operations, are recognized in the statement of other comprehensive income under the 'exchange differences in respect of foreign operations' item, and are carried to profit and loss at the time of the disposition of the net investment in foreign operations and upon partial disposition of the net investment in foreign business entailing loss of control.
- Exchange differences in respect of transactions intended to hedge certain foreign exchange risks.

(4) The translation of the financial statements of foreign operations whose functional currency is different from the Company's functional currency

For the purposes of the presentation of the Consolidated Financial Statements, the assets and the liabilities of foreign operations, including attributed excess of fair value over the book value and goodwill, are presented in accordance with the exchange rates effective as of the end of the reporting period. Income and expense items are translated in accordance with the average exchange rates in the reporting period unless there shall have been significant fluctuations in the exchange rates in the course of the period. In such a case, the translation of these items is done using the exchange rates at the time of the execution of the transactions. The translation differences are recognized in other comprehensive income in the "translation differences from foreign operations" item. These translation differences are carried to the income statement on the date of the disposition of the foreign business in respect of which they were created and upon partial disposition of foreign business entailing loss of control.

F. Cash and cash equivalents:

Cash comprise cash on hand and demand deposits. Cash equivalents are short-term (three months or less from the investment date), highly liquid investments that are readily convertible to a known amount of cash and which are subject to an insignificant risk of changes in value.

G. Consolidated Financial Statements:

The Group's Consolidated Financial Statements include the financial statements of the Company and of entities that are directly or indirectly controlled by the Company. An investing company is controlling an Investee Company when it is exposed or has rights to variable yields deriving from its holding in the Investee Company and when it has the ability to have an effect on such yields through exercise of power on the Investee Company. This principle applies to all Investee Companies.

The results of operations of subsidiaries acquired or sold during the reporting period are included in the Company's consolidated income statements from the date control is achieved or ceased, as the case may be.

Note 2 - Significant accounting policies (Cont.)

G. Consolidated Financial Statements: (Cont.)

Financial statements of the Consolidated Companies that were prepared other than in accordance with the Group's accounting policies were adjusted, prior to their consolidation, to the accounting policies that have been implemented by the Group. For the purposes of the consolidation, all inter-company transactions, balances, income and expenses have been eliminated in full.

H. Non-controlling interests:

Non-controlling interests are the capital in a subsidiary which cannot be attributed, either directly or indirectly, to the parent company.

Transactions with non-controlling interests, while retaining control, are accounted for as equity transactions. Any difference between the consideration paid or received and the change in the non-controlling interests is carried to the share of the holders of the Company directly to other capital reserves.

I. Loss of control:

Upon loss of control of a Consolidated Company, the Company recognizes a profit or loss in the sum of the difference between the aggregate value of the consideration received and the fair value of any remaining investment in the former Consolidated Company, and between the book value of the assets, liabilities and non-controlling interests in the former Consolidated Company.

When a Consolidated Company's assets are measured at revalued amounts or at fair value and the cumulative profit or loss is recognized in other comprehensive income and accumulated in equity, upon loss of control of such company, these amounts are reclassified to profit or loss or retained earnings (as determined in the relevant standard).

The fair value of any remaining investment in the former Consolidated Company is considered to be the fair value at the date of initial recognition of a financial asset, or the cost at the time of initial recognition of an associate or joint venture.

J. Business combinations:

The acquisition of activities and Consolidated Companies which constitute a business are presented while using the acquisition method. The cost of the business combination is presented as the aggregate fair value (as of the exchange date) of granted assets, incurred liabilities.

Transaction costs, which are directly related to the business combination, are carried to the profit or loss when incurred.

The identified assets and liabilities of the purchased business, which meet the conditions for recognition under the (amended) IFRS 3 "Business Combinations", are recognized according to their fair value on the purchase date, other than a number of types of assets which are presented according to the provisions of the relevant standards.

Note 2 - Significant accounting policies (Cont.)

J. Business combinations: (Cont.)

Goodwill resulting from business combination is presented at the sum of the excess of the cost of the purchase over the Company's share in the net fair value of the identified assets, liabilities and contingent liabilities of the Consolidated Company that were recognized on the purchase date. If, after revaluation, the Group's rights in the net fair value of the identified assets, liabilities and contingent liabilities that were recognized, in total, exceed the cost of the business combination, the excess is immediately recognized in the profit or loss.

Non-controlling interests in the acquired entity are presented for the first time on the date of the business combination at the rate of their share in the fair value of the assets, liabilities and contingent liabilities of the acquired entity, excluding their share in goodwill.

K. Joint arrangements:

"Joint arrangement" is a contractual agreement whereby the Group and other parties perform financial activity that is subject to joint control. Joint control is in place where the contractual arrangement includes a requirement whereby decisions pertaining to the transaction's financial and operational strategy, must be adopted unanimously by the parties which jointly control the joint transaction.

There are two types of joint arrangements. The arrangement type is dependent on the rights and obligations of the parties to the arrangement:

A "joint venture" is a joint arrangement, the parties to which have rights in net assets attributed to the arrangement.

In joint arrangements which constitute a joint venture, the Group recognizes the joint venture as an investment, and it is accounted for by the equity method. With respect to the equity method, see accounting policy Note 2L below.

"Joint operation" is a joint arrangement wherein the parties thereto have interests in the assets, and commitments with regards to the liabilities that are attributed to the arrangement.

In joint arrangements that constitute a joint operation, the Group recognizes in the Group's Statement of Financial Position its pro-rata share in the joint operation's assets and liabilities, including assets that are held and liabilities that were formed jointly. The income statement includes the Group's pro-rata share in the income and expenses of the joint operation, including income derived and expenses incurred jointly.

L. Investments in associates and joint ventures:

An associate is an entity over which the Group has significant influence, and is not a subsidiary or a joint arrangement. Significant influence is the power to participate in the making of the financial and operating policy decisions of the Investee Company, but not the power to control or jointly control such policy. Examination of the existence of significant influence takes into account potential voting rights which may be exercised or converted immediately into shares of the investee entity.

Where there exist potential voting rights available for immediate exercise, such as convertible or exercisable warrants that may increase the Group's voting rights in another entity, or alternatively, decrease the voting rights of other parties in another entity, the Group takes such instruments into consideration when determining whether it has significant influence over another entity.

Note 2 - Significant accounting policies (Cont.)

L. Investments in associates and joint ventures: (Cont.)

The examination of whether certain potential voting rights are available for immediate exercise does not take into account management's intentions and the group's financial ability to exercise or convert such rights.

Financial statements of associates and joint ventures which are prepared other than according to the Group's accounting policy are adjusted, before inclusion thereof in the Group's financial statements, to the Group's accounting policy.

The results, assets and liabilities of associates and joint ventures are included in these financial statements using the equity method. The Group classifies the investment as a non-current asset. According to the equity method, investments in associates and joint ventures are included in the consolidated statement of financial position at cost adjusted to the changes that occurred after the purchase in the Group's share in the net assets, including capital reserves, net of impairment, if any, of the value of the associate or the joint venture. Losses of an associate or joint venture that exceed the Group's rights in the associate or the joint venture are not recognized unless there is a legal or implied obligation of the Group to pay or payments were made for the associate or for the joint venture. With respect to the testing of impairment of an investment in associates and joint ventures, see Note 2M.

The excess purchase cost of an associate or joint venture over and above the Group's share in the fair value of identifiable assets, liabilities and contingent liabilities of the associate or the joint venture which were recognized on the purchase date, is recognized as goodwill. The goodwill is included in the book value of the investment in the associate or in the joint venture, and is tested for impairment purposes as part of the investment.

The Group ceases to use the equity method from the date on which the investment ceases to be an associate or a joint venture upon loss of the significant influence. Any investment remaining after the disposition is measured at the fair value thereof. The difference between the book value of the remaining investment and the fair value thereof is recognized in profit or loss. In addition, the amounts that were recognized in other comprehensive income in relation to such investment are accounted for in the same manner that would have been required, had the invested entity itself disposed of the related assets or the related liabilities.

When the Group reduces its holdings in an associate or in a joint venture but use of the equity method continues, the Group reclassifies as profit or loss the proportionate share of the profit or the loss that was recognized prior thereto in other comprehensive income which relates to the said reduction in the holding rates, if such profit or loss would have been classified as profit or loss upon disposition of the respective assets or liabilities.

M. Impairment of investments that are accounted for by the equity method:

The Group examines the existence of signs of impairment of investments that are accounted for by the equity method. Such impairment occurs when there is objective evidence that the future cash flows expected from the investment have been adversely affected.

The testing of impairment of the investment is carried out in relation to the investment as a whole. Accordingly, a loss that is recognized from impairment of the investment is not attributed to assets that comprise the investment account, including goodwill, but rather is attributed to the investment as a whole, and therefore the Group recognizes reversal of losses that were recognized in respect of investments accounted for by the equity method, where the increase occurs in the recoverable amount thereof.

Note 2 - Significant accounting policies (Cont.)

M. Impairment of investments that are accounted for by the equity method: (Cont.)

With the aim of determining the amount of the loss created by impairment, if any, an estimate is made of the recoverable amount of the investment. Recoverable amount is the higher of the investment's fair value net of disposition costs and its value in use. In the determination of the investment's value in use, the Group estimates its share in the present value of the estimated future cash flows expected from the activity of the associate and disposition thereof.

N. Goodwill:

Goodwill that derives from the acquisition of a Consolidated Company is presented in the framework of intangible assets and is measured at the level of the surplus of the cost of the acquisition over the Company's share in the net fair value of the identified assets, liabilities and contingent liabilities of the Consolidated Company, which were recognized at the time of the acquisition.

Goodwill is initially recognized as an asset at cost and is measured in following periods as cost net of accumulated losses from impairment.

For the purposes of the testing for impairment, goodwill is allocated to each of the Group's cash generating units, which derive benefits from the synergies from the business combination. Cash generating units to which Goodwill has been allocated are tested for impairment each year or more frequently, where signs exist, which evidence a possible impairment of the unit, as aforesaid. Where the recoverable amount of a cash generating unit is lower than the book value of that unit, the loss from impairment is allocated firstly to the writing down of the book value of any goodwill whatsoever in respect of the cash generating unit. Thereafter, the balance of the impairment loss, if any remains, is allocated to the other assets making up the cash generating unit, in proportion to their book value. A loss from impairment of goodwill is not cancelled in following periods.

Upon a disposition of a Consolidated Company, the amount of the goodwill that is attributed to it is included in the determination of the profit or loss on the disposition.

In the matter of the Group's policy with respect to goodwill deriving from an acquisition of an associate and/or a joint venture, see Note 2L.

O. Non-current assets and disposal groups held for sale:

Non-current assets and disposal groups are classified as held for sale if their book value was settled mainly through their sale and not through ongoing usage thereof. Non-current assets and disposal groups are classified as held for sale, where the sale is highly probable and the asset (or disposal group) is available for immediate sale in its current condition. The Group classifies non-current assets and/or disposal groups as held for sale when management is required to make the sale, and the sale is expected to qualify for recognition as a completed sale within one year from the date of classification of the non-current asset and/or disposal group as held for sale.

Note 2 - Significant accounting policies (Cont.)

O. Non-current assets and disposal groups held for sale: (Cont.)

From the period in which an asset is defined as designated for disposal it is presented in the Statement of Financial Position together with other assets directly related thereto which are expected to be disposed of upon its disposal, under the item of "non-current assets held for sale". Assets of a disposal group classified as held for sale are presented under the item of "assets of a disposal group held for sale". Current and non-current liabilities that are directly attributed to the asset designated for disposal, or the disposal group, that are expected to be settled and transferred to the buyer upon disposal of the asset or the disposal group are presented in the Statement of Financial Position under the item of "liabilities of a disposal group held for sale". The recording of depreciation for a non-current asset classified as held for sale is stopped on the date it is classified as held for sale. Comparative figures relating to the asset held for sale are not re-classified as aforesaid.

Non-current assets or disposal groups classified as held for sale, other than investment property that is measured at fair value, are measured at the lower of their book value and their fair value net of disposal costs.

Financial statements for periods from the date of classification as held for sale are amended accordingly if the disposal group or non-current asset which ceased to be classified as held for sale are a subsidiary, joint activity, joint venture, associate, or part of an interest in a joint venture or an associate. The entity shall present this reconciliation in the same item in the Statement of Comprehensive Income that was used to present the profit or loss on the date of the original classification.

P. Discontinued Operations

Operations that were realized or are classified as held for sale, constitute discontinued operations when representing a business operating segment or an operations' geographic region which is significant and separate, or when they constitute part of a single and adjusted planning for the disposal of a business operating segment or of an operations' geographic region which is significant and separate. Revenues and expenses which belong to discontinued operations are presented in the Statements of Profit or Loss and Other Comprehensive Income, Net, net of taxes on income during all of the periods presented as part of the "Income from discontinued operations (net of tax)" item. The cash flows from discontinued operations are jointly presented in the Discontinued Operations Note in all of the report periods presented, according to the classification of operating activities, investment activity and financing activity.

The comparative figures in the income statement from the results of the discontinued operations, are retroactively adjusted.

Q. Financial instruments:

(1) Financial assets:

a. General:

Financial assets are recognized in the Statement of Financial Position when the Group becomes a party to the contractual terms of the instrument.

Note 2 - Significant accounting policies (Cont.)

Q. Financial instruments: (Cont.)

(1) Financial assets: (Cont.)

a. (Cont.)

Investments in financial assets are initially recognized 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 initially recognized 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 initial recognition, financial assets are measured at depreciated cost or fair value, according to their classification.

b. 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.

c. 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 initial 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 initial recognition, the Group applies the effective interest rate adjusted to the credit risk to the depreciated cost of the financial asset.

Note 2 - Significant accounting policies (Cont.)

Q. Financial instruments: (Cont.)

(1) Financial assets: (Cont.)

c. (Cont.)

- 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 report periods. If, in subsequent report 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 report periods by applying the effective interest rate to the gross book value.

d. Equity instruments designated at fair value through other comprehensive income (see Note 10):

On the date of initial 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 an investment in Bank Leumi Le-Israel Ltd. which was designated thereby on the date of initial recognition at fair value through other comprehensive income.

On the date of initial 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 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.

e. Impairment of financial assets:

The Group recognizes a provision for projected credit losses in respect of:

- Financial assets measured at amortized cost.
- Lease receivables.

With respect to trade accounts, lease 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.

Note 2 - Significant accounting policies (Cont.)

Q. Financial instruments: (Cont.)

(1) Financial assets: (Cont.)

e. Impairment of financial assets: (Cont.)

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 initial recognition. If, on the other hand, the credit risk of the financial instrument has not significantly risen from the date of initial 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 initial 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 are immaterial.

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.

Note 2 - Significant accounting policies (Cont.)

Q. Financial instruments: (Cont.)

(1) Financial assets: (Cont.)

e. Impairment of financial assets: (Cont.)

Measurement and recognition of projected credit losses (Cont.):

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.

f. 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.

When writing off an investment in an equity instrument designated at the time of initial recognition at fair value through other comprehensive income, the cumulative profit or loss recognized in a capital reserve for changes in fair value of investments in equity instruments designated at fair value through other comprehensive income, is not reclassified to profit or loss, but may be carried to the retained earnings.

The Group treats waivers granted to lessees in operating lease arrangements for overdue lease payments, which constitute a lease amendment, as a financial asset write-off. Accordingly, and after taking into account expected credit losses, if any, the Group records the operating lease receivables balance write-off in the statement of profit or loss on the date of expiration of the contractual rights to cash flows.

(2) Financial liabilities and equity instruments issued by the Group:

a. 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.

b. 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.

Note 2 - Significant accounting policies (Cont.)

Q. Financial instruments: (Cont.)

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

c. Financial liabilities:

Financial liabilities are stated and measured at depreciated cost.

Financial liabilities at depreciated cost

Financial liabilities measured at depreciated cost are initially recognized at fair value net of the transaction costs. After the date of initial 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.

d. 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.

(3) Index-linked assets and liabilities that are not measured at fair value

The value of index-linked financial assets and liabilities, which are not measured at fair value, is revaluated in each period in accordance with the actual rise / fall in the index.

(4) Deposits from customers

Deposits from senior housing residents are a financial liability with a demand characteristic, and therefore their fair value on the date of initial recognition is the amount payable upon the demand, and they are presented as short-term at their value as of the end of the reporting period.

The deposits will be returned in accordance with the deposit amounts collected by the Consolidated Companies from their customers, net of forfeiture, being linked to the index from the day of their receipt. In accordance with IFRS 13, the fair value of financial liabilities with a demand characteristic is not less than the amount payable on demand, discounted from the first date that the amount could be required to be paid. Accordingly, the deposits are presented at their full value. Moreover, since the Group has no unconditional right to defer the settlement of the liabilities in respect of the deposits for a period of at least 12 months after the report date, and since the customers of the Consolidated Companies are entitled to demand repayment of the deposit at any time, the deposits are presented as current liabilities, on the basis of their full value.

Note 2 - Significant accounting policies (Cont.)

R. Fixed assets:

(1) Recognition and measurement

Fixed assets are tangible items that are held for use in the production or supply of goods or services, or for lease to others, which it is predicted will use the same for more than one period.

Fixed asset items are measured at cost net of accumulated depreciation and accumulated losses from impairment.

The cost includes expenses that are directly attributable to the acquisition of the asset. The cost of assets that were self-built includes the cost of the materials and the direct labor, as well as any additional cost that is directly attributable to bringing the asset to the location and condition that are required in order for it to operate in the manner intended by management, as well as capitalized credit costs.

A profit or loss from the write-off of a fixed asset item is determined according to the difference between the proceeds from the sale thereof and its book value on the date of the sale or retirement, and is recognized in the income statement as other income or other expenses, as the case may be.

(2) Subsequent costs

The costs of the replacement of a part of a fixed asset item and other subsequent costs are recognized as part of the book value of such item, if the Group is expected to gain the future economic benefit inherent therein and if its cost can be reliably measured. The book value of the replaced part is written-off. The cost of ongoing maintenance of fixed asset items are carried to the profit and loss as incurred.

(3) Depreciation

Depreciation is the systematic allocation of the depreciable amount of an asset over the length of its useful lifetime. The depreciable amount is the cost of the asset, or some other amount that replaces the cost, net of the residual value of the asset.

A depreciated asset, when usable, namely when in the location and condition required in order for it to operate in the manner intended by Management.

Depreciation is carried to the income statement in accordance with the straight line method in accordance with an estimate of the useful lifetime of each part of the fixed asset items, since this method reflects the manner of the forecast consumption of the future economic benefits that are inherent in an asset in the best way. Lands under ownership are not amortized.

Note 2 - Significant accounting policies (Cont.)

R. Fixed assets: (Cont.)

(3) Depreciation (Cont.)

The estimated useful lifetime for the current period and for the comparative periods are as follows:

	<u>Useful lifetime in years</u>	<u>Depreciation rate %</u>
Buildings and leasehold improvements	10-50	2-10
Office furniture and equipment	3-17	6-33
Motor vehicles	7-10	10-15
Computers and software	3-5	20-33

The estimates regarding the depreciation method, useful life and the residual value are reexamined at least in the end of each year and are adjusted when necessary.

S. Investment property:

Investment property is property (land or a building – or part of a building - or both of them), which is held by the Group for the purpose of the production of rent or for the purposes of a capital gain or both, and not for the purposes of use in the production or supply of goods or services or for administrative purposes or for sale in the ordinary course of business. Investment property, as aforesaid, also includes investment property that is under construction or development.

The Group's investment property includes buildings and land that is owned or held under lease. Investment property is initially recognized at cost. Direct initial costs incurred in the initial acquisition of investment property are added to the book value of the property and are recognized as an expense in the 'net profit (loss) from adjustment to fair value of investment property and investment property under construction' item. In the subsequent periods, investment property is measured at fair value. Profits or losses deriving from changes in the fair value of investment property, and with respect to specific properties also those that originate from changes in exchange rates, are recorded in the income statement in the period in which they were generated, under the 'net profit (loss) from adjustment to fair value of investment property and investment property under construction' item.

Investment property, as aforesaid, also includes investment property that is under construction or development. Investment property under construction is measured at fair value when the value thereof can be reliably measured. Costs of credit are capitalized to investment property under construction.

T. Borrowing costs:

Specific borrowing costs and non-specific borrowing costs are capitalized as part of the cost of qualifying assets (investment properties under construction), that take a substantial period of time to be ready for their intended use, during the period required for completion and construction until they are ready for their intended use. Non-specific borrowing costs are capitalized in the same manner for such investment in investment properties under construction or for such part thereof that is not financed by specific credit, applying a rate which is the weighted average of the cost rates in respect of such credit sources the cost of which has not been specifically capitalized.

Note 2 - Significant accounting policies (Cont.)

T. Borrowing costs: (Cont.)

All other borrowing costs are carried to the income statement when they are incurred.

In the cash flow statement, the Group classifies cash flows for interest payments which are capitalized on qualifying assets as cash flows used for financing activity, in a manner that is consistent with the Group's policy regarding interest payments in the cash flow statement, as stated in Note 2Z.

U. Leased assets:

The Group as a lessee

Includes leases, including leases of land from the Israel Land Authority or from other third parties.

The Group assesses whether a contract is a lease (or contains a lease) on the date of the engagement in the contract. The Group recognizes a right-of-use asset on the one hand and a lease liability on the other hand in respect of all of the lease contracts in which it is the lessee, with the exception of short-term leases (for a period of up to 12 months) and leases of low-value assets. In these leases, the Group recognizes the lease payments as an operating expense on a straight-line basis over the lease period, unless another systematic basis better represents the pattern of consumption of the economic benefits by the Group from the leased assets.

The lease liability is initially measured at the present value of the unpaid lease payments on the commencement date, discounted using the interest rate implicit in the lease.

The lease payments included in the measurement of the lease liability comprise the following payments:

- Fixed payments (including fixed payments by nature), net of any lease incentives;
- Variable lease payments that depend on an index or a rate, which are initially measured by using the existing index or the existing rate on the commencement date;
- Amounts expected to be payable by the lessee under residual value guarantees;
- The exercise price of a purchase option if the lessee is reasonably certain to exercise this option; and
- Payments of penalties for terminating the lease, if the lease term reflects the lessee exercising an option to terminate the lease.

Note 2 - Significant accounting policies (Cont.)

V. Provisions:

A provision is recognized where the Group has a current obligation, whether legal or implicit, as the result of an event that has taken place in the past, which can be reliably assessed, and where it is expected that economic resources will be required in order to settle the obligation.

Where the amount that is required for the settlement of the obligation in the present is expected to be reimbursed, in whole or in part, by a third party the Group recognizes the asset due to the reimbursement up to the provision recognized, only when it is virtually certain that the indemnity will be received and can be reliably estimated.

Legal claims

A provision for claims is recognized where the Group has a present legal obligation or an implicit obligation as the result of an event that has taken place in the past, it being more likely than not that the Group will be required to use its economic resources to settle the obligation and it may be reliably estimated. Where the impact of the time value is material, the provision is measured in accordance with its present value.

W. Revenues:

(1) Rent income

Rent income in respect of investment property is recognized on the straight line basis over the length of the relevant rent period.

In lease arrangements in which in the beginning of the lease period no rent is received, or reduced rent is received, and when additional benefits are given to the lessee, the Group recognizes revenue on a straight line basis, over the lease period.

Operating lease arrangements that combine fixed and variable long-term lease payments

In operating lease arrangements which combine fixed and variable long-term lease payments, in which context the lessees were granted Covid-related relief, according to which the fixed component was reduced to a lower amount for a fixed period while leaving the variable component in place, the Group deems the updated floor of the fixed component as another methodical basis which better represents the format in which the benefit from use of the underlying asset decreases.

(2) Income from management and maintenance fees and net income from the use of electricity

Income from management and maintenance fees and net income from the use of electricity is reflected pro-rata over the length of the period in which the relevant services are provided.

(3) Dividend income

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.

(4) Revenues from forfeiture of senior housing deposits

The revenues from forfeiture of deposits are recorded in the income statement when created.

(5) Revenues from provision of senior housing services

The revenues from provision of services are recorded proportionately over the term of the agreement or upon provision of the service if the likelihood of the flow of the economic benefits attributed to provision of the service is certain.

Note 2 - Significant accounting policies (Cont.)

X. Taxes on income:

(1) General

Tax expenses (income) on income include the sum of the current tax as well as the change in the deferred tax balances, except in respect of deferred taxes that derive from transactions that are reflected directly under shareholders' equity.

(2) Current taxes

The current tax on income expenses is calculated based on the Company and the Consolidated Companies' chargeable income for tax purposes, during the course of the reporting period. The chargeable income is different from the income before taxes on income, as the result of the inclusion or the non-inclusion of income and expense items that are chargeable to taxation or which are allowable as a deduction in different reporting periods, or which are not chargeable to tax or allowable as a deduction. Current tax assets and liabilities have been calculated on the basis of the tax rates and the tax laws that have been legislated or whose legislation has been effectively completed as of the date of the Statement of Financial Position.

Current tax assets and liabilities are presented as offset, where the entity has an enforceable legal right to offset the amounts recognized as well as an intention to settle on a net basis, or to realize the asset and settle the liability at the same time.

(3) Deferred taxes

The companies in the Group record deferred taxes in respect of temporary differences between the values of assets and liabilities for tax purposes and their values in the Financial Statements. Deferred tax balances (assets or liabilities) are calculated in accordance with the tax rates that are expected to apply at the time that they are realized, based on the tax rates and the tax laws that have been legislated or whose legislation has been effectively completed as of the date of the Statement of Financial Position. Deferred tax liabilities are generally recognized in respect of all of the temporary differences between the value of assets and liabilities for tax purposes and their values in the Financial Statements. Deferred tax assets are recognized in respect of temporary differences that can be deducted up to the amount of the chargeable income against which it is expected that the deductible temporary differences can be exploited. The deferred taxes in respect of the structure component of investment property are calculated in accordance with a business model whose purpose is significant consumption over time of all of the economic benefits incorporated therein.

The Group does not record deferred taxes in respect of temporary differences deriving from the initial recognition of goodwill, and from initial recognition of an asset or liability in the framework of a transaction which is not a business combination, where on the date of the transaction the initial recognition of the asset or liability does not affect the accounting profit and the taxable income (loss for tax purposes).

Deferred taxes in respect of temporary differences that relate to investment property are determined based on the tax rate expected from the use of the asset.

The calculation of the deferred taxes does not take into account the taxes that would have applied in the event of liquidation of the investments in Investee Companies, other than due to an investment held for sale, since in the Group's management estimate, the temporary differences which are the subject matter of such deferred taxes are under the control of the Group and are not expected to reverse in the foreseeable future.

Note 2 - Significant accounting policies (Cont.)

X. Taxes on income: (Cont.)

(3) Deferred taxes (Cont.)

Deferred tax assets and liabilities are presented as offset, where the entity has an enforceable legal right to offset current tax asset against current tax liabilities, and where they refer to income taxes that are imposed by such tax authority, and the Group intends to settle the current tax assets and liabilities on a net basis.

The Group has temporary differences that were created on the date of the initial recognition of assets and liabilities in transactions that are not business combinations and that, on the transaction date, did not affect the accounting profit or the taxable income, between the tax base of the real estate for tax purposes and its cost of acquisition, which as of December 31, 2022 totaled approx. NIS 892 million and for which no deferred tax have been recognized.

Y. Earnings per share:

The Company calculates the amounts of the basic earnings per share in respect of the profit or loss that is attributable to the shareholders in the Company by dividing the profit or loss that is attributable to the shareholders in the Company by the weighted average number of ordinary shares in circulation during the course of the reporting period.

Z. Classification of interest paid, dividends paid, interest and dividends received and income taxes paid, net, in cash flow statement:

The Group classifies cash flows due to interest and dividends received thereby as cash flows from investment activity, as well as cash flows due to interest that was paid as cash flows used for the financing activity. Cash flows due to income taxes and indirect taxes are classified in general as cash flows used for operating activities, other than cash flows that are easily identifiable with cash flows used for investment or financing activity. Dividends paid by the Group are classified as cash flows from financing activity.

Note 2 - Significant accounting policies (Cont.)

AA. Exchange rates and linkage base:

- (1) Balances that are stated in foreign currency or which are linked thereto are recorded in the Financial Statements in accordance with the representative exchange rates that were published by the Bank of Israel and which were in force as of the date of the Statement of Financial Position.
- (2) Balances that are linked to the CPI are presented in accordance with the last known index as of the date of the Statement of Financial Position (the index for the month preceding the date of the Financial Statements), or in accordance with the index in respect of the last month of the reporting period (the index for the month in which the date of the Financial Statements lies), in accordance with the terms of the transaction.
- (3) The following are details in respect of the exchange rates and Index:

	Representative exchange rate of NOK	Representative exchange rate of Dollar	Index in Israel	
			"for"	"known"
	(NIS to 1 NOK)	(NIS to 1 Dollar)	Basis 1993	Basis 1993
The date of the financial statements:				
as of December 31, 2022	0.3572	3.519	241.45	240.77
as of December 31, 2021	0.3525	3.110	229.37	228.70
as of December 31, 2020	0.3767	3.215	223.11	223.34
	%	%	%	%
Rates of change for the year ended:				
December 31, 2022	1.33	13.15	5.26	5.28
December 31, 2021	(6.42)	(3.27)	2.80	2.40
December 31, 2020	(4.15)	(6.97)	(0.70)	(0.60)

Note 2 - Significant accounting policies (Cont.)

BB. New standards, new interpretations and amendments to standards that have an effect on the current period and/or previous periods:

- **Amendment to IFRS 3 “Business Combinations” (regarding Reference to the Conceptual Framework)**

The amendment updated the reference to the 2018 Conceptual Framework instead of the 1989 Conceptual Framework. In addition, the amendment requires the acquirer to implement the provisions of IAS 37 in order to determine whether, at the time of the acquisition, a present obligation exists which derives from past events, and with respect to levies to which IFRIC 21 applies, to implement the provisions of IFRIC 21 in order to determine whether the event that requires payment of a levy had occurred up to the time of the acquisition. In addition, an explicit statement was added that the acquirer does not recognize contingent assets acquired in a business combination.

The amendment is applied with respect to business combinations, the date of whose acquisition is from January 1, 2022 or thereafter.

- **Annual Improvements to IFRSs 2018-2020 Cycle**

- **Amendment to IFRS 9 “Financial Instruments”**

The amendment clarifies which fees are included in the 10% test for derecognition of financial liabilities. Only fees paid or received between the borrower (the entity) and the lender, including fees paid or received by either one on behalf of the other, should be included.

The amendment is applied to financial liabilities that were amended or replaced on or after January 1, 2022.

CC. Standards, interpretations and amendments to standards that were released and are invalid, and were not pre-adopted by the Group, that are expected to have or may have an effect on future periods:

- **Amendment to IFRS 10 “Consolidated Financial Statements” and IAS 28 “Investments in Associates and Joint Ventures” (regarding sales or transfers of assets between an investor and an associate or a joint venture):**

The amendment provides that when selling/transferring assets that constitute a “business” to an associate or joint venture, or when losing control of a subsidiary that constitutes a “business” while maintaining joint control of/significant influence over it, the profit or loss resulting from the transaction, including in respect of the loss of control, should be fully recognized. On the other hand, when selling/transferring assets that do not constitute a “business” to an associate or a joint venture, or when losing control of a subsidiary that does not constitute a “business” while maintaining joint control of/significant influence over it, profit or loss should only be recognized up to the share of the other investors in that associate or joint venture. A commencement date for application of the amendment has not been determined. Early application is permitted.

Note 2 - Significant accounting policies (Cont.)

CC. Standards, interpretations and amendments to standards that were released and are invalid, and were not pre-adopted by the Group, that are expected to have or may have an effect on future periods: (Cont.)

- **Amendments to IAS 1 “Presentation of Financial Statements” (regarding the classification of liabilities as current or non-current)**

In 2020 an amendment to IAS 1 on classification of liabilities as current or non-current was issued (the “**2020 Amendment**”). The amendment clarified that classifying the liabilities as current or non-current is based on the rights that exist at the end of the reporting period, and is unaffected by the entity’s expectation of exercising this right.

The amendment removed the reference to the existence of an unconditional right, and clarified that if the right to defer the settlement is contingent on compliance with financial covenants, the rights exists if the entity meets the covenants determined at the end of the reporting period, even if compliance with the covenants is examined by the lender to a later date.

In addition, a definition was added in the amendment for the term “settlement” in order to clarify that settlement may be the transfer of cash, goods and services or equity instruments of the entity itself to the counterparty. In this context, it was clarified that if, according to the terms and conditions of the liability, the counterparty has an option to demand settlement in the entity’s equity instruments, this condition does not affect classification of the liability as current or non-current if the option is classified as a separate equity component in accordance with IAS 32 “Financial Instruments: Presentation”.

The amendment only affects classification of liabilities as current or non-current in the statement of financial position and not the amount or the timing of the recognition of such liabilities or of income and expenses related thereto.

In October 2022, another amendment was issued on classification of liabilities with financial covenants (the “**2022 Amendment**”), which clarified that only financial covenants with which an entity is required to comply at the end or before the reporting period, affect the entity’s right to defer the settlement of the liability for at least twelve months after the reporting period, even if compliance therewith is actually examined after the reporting period.

The 2022 Amendment determines that if the entity’s right to defer the settlement of the liability is subject to the entity’s compliance with financial covenants within 12 months after the reporting period, then the entity is required to make a disclosure that will enable the users of the financial statements to understand the risk entailed thereby.

The other amendments issued in the framework of the 2020 Amendment stayed unchanged. The commencement date of the 2020 Amendment and the 2022 Amendment was set for annual reporting periods commencing on or after January 1, 2024. Early application is possible, provided that both amendments are applied simultaneously.

Note 2 - Significant accounting policies (Cont.)

CC. Standards, interpretations and amendments to standards that were released and are invalid, and were not pre-adopted by the Group, that are expected to have or may have an effect on future periods: (Cont.)

- **Amendment to IAS 1 “Presentation of Financial Statements” (regarding the disclosure of accounting policies)**

The amendment replaces the term “significant accounting policies” with “material accounting policy information”. Accounting policy information is material if, when considered together with other information included in an entity’s financial statements, it could be expected to reasonably influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements.

The amendment also clarifies that accounting policy information that refers to transactions, events or other conditions that are not material, is not material and there is no need to give disclosure with respect thereto. Accounting policy information may be material due to the nature of the transactions, events or other conditions related thereto, even if the amounts are immaterial. However, not every accounting policy information that pertains to material transactions, events or other terms is in itself material.

The amendment will be applied prospectively for annual reporting periods beginning on or after January 1, 2023. Early application is permitted.

- **Amendment to IAS 8 “Accounting Policies, Changes in Accounting Estimates and Errors” (regarding the definition of accounting estimates)**

The definition of “change in accounting estimate” was replaced by the definition of “accounting estimates”. According to the new definition, accounting estimates are “monetary amounts in financial statements that are subject to measurement uncertainty”.

The amendment clarifies that a change in accounting estimate that results from new information or new developments is not the correction of an error. In addition, the effects of a change in an input or a measurement technique used to develop an accounting estimate are changes in accounting estimates if they do not result from the correction of prior period errors.

The amendment will be applied prospectively for annual reporting periods beginning on or after January 1, 2023. Early application is permitted.

Note 3 – Considerations in the application of accounting policy and key factors for uncertainty of the estimate

A. General:

In the implementation of the Group's accounting policy, which is described in Note 2 above, the managements of the companies in the Group are required to exercise broad accounting judgment in respect of estimates and assumptions, in connection with the book values of assets and liabilities, which cannot necessarily be found in other sources. The estimates and the related assumption are based on past experience and on other factors, which are considered to be relevant. The actual results may well be different from those estimates.

The estimates and assumptions that they are based on are reviewed routinely by the management of the companies in the Group. Changes in the accounting estimates are recognized only in the period in which the change is made in the estimates in the event that a change affects only one period or they are recognized in the said period and also in future periods in cases where the change affect both the current period and also the future periods.

B. Critical estimates:

Following is information in respect of a critical estimate, which have been prepared whilst implementing the accounting policies, and which has a significant impact on the Financial Statements:

The revaluation of investment property and investment property under construction – (see Notes 11 and 32) in accordance with the IFRS and in accordance with the Company's selection, the Group presents investment property and investment property under construction in accordance with the fair value.

Investment property and investment property under construction – As stated in Note 2S, the Group's investment property is presented at fair value, where changes in the fair value are carried to the income statement as income or as expenses.

For the purpose of the determination of the fair value of investment property, the Company's management bases itself, primarily, on evaluations that are performed once a year by independent appraisers of land, having the required knowledge, experience and expertise. The Company's management is in the habit of determining the fair value in accordance with generally accepted evaluation methods of real properties, primarily discounted cash flow and comparison with selling prices of similar assets and land and the Group's assets in the near environment. Where use has been made of the discounted cash flow method, the interest rate used in the discounting of the net cash flows that are expected from the asset has a significant impact on the fair value.

In the determination of the fair value of investment property, the following are taken into account, *inter alia* and insofar as is relevant: the location of the property and its physical state, the cap rates, the occupancy rates, the tenant turnover rates, selling prices, the quality of the tenants and their stability, the rent period, the rent prices in similar properties, the adjustments that are required to the existing rent prices, the actual and forecast occupancy levels for the property and the costs of operating it. In the determination of the fair value of investment property under construction, the following are taken into account, *inter alia* and insofar as is relevant: the duration of the construction of the project, the selling prices, the amount of the rent, the additional cost required for construction thereof until the current operation thereof and the interest rate, the project's risk premium, deduction of developer profit and the required cap rate. In the determination of the fair value of land, the following are taken into account, *inter alia*: the location of the land, the rights and comparative transactions of similar properties, while making the required adjustments. A change in the value of any of these components, or all of them, could have a significant impact on the fair value of the property as estimated by the Company's management.

Note 3 – Considerations in the application of accounting policy and key factors for uncertainty of the estimate (Cont.)

B. Critical estimates (Cont.):

The Group strives to determine as objective a fair value as possible, but at the same time, the process of estimating the fair value of investment property also includes subjective elements, which are sources, inter alia, in the past experience of the Company's management and its understanding of what is expected to take place in the investment property market at the time at which the estimate of the fair value is determined. In the light of what is stated in the previous paragraph, the determination of the fair value of the Group's investment property mandates the exercise of judgment. Changes in the assumptions that were used in the determination of the fair value could have a significant effect on the Group's state of affairs and the results of its activities.

The Company reviews in its quarterly reports the need to update the value of the investment property by examining macro-economic changes that may have a material effect on the fair value of the properties and/or upon the occurrence of a material event in an asset that was defined as a material or a very material asset in the Company's statements, due to population, material change in rent, etc. Also, with regard to investment property under construction, the following are taken into account: the costs actually invested during the period, the updated forecast of costs for completion and lease agreements signed during the period. Upon initial classification of a property that was under construction as investment property, and insofar as no valuation was received therefor in the six months preceding the classification date, an external valuation will be performed therefor, as of the end of the quarter in which it was initially classified as investment property.

Changes in the fair value are carried to the income statement and accordingly they may have a material effect on the Company's results.

Note 4 - Cash and cash equivalents

Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Balances with banks	345	307
Short-term deposits – in NIS unlinked	2,488	1,990
Short-term deposits in Dollar	76	83
Short-term deposits in NOK	271	5
Deposits in GBP	224	-
Financial funds	-	501
Total cash and cash equivalents	3,404	2,886

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 5 - Trade accounts receivable

Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Outstanding debts	80	77
Income receivable	9	16
	89	93
Net of – provision for doubtful debts	(11)	(10)
	78	83

For details regarding the credit risk management by the Group – see Note 30B.

Note 6 - Other receivables

Composition:

	As of December 31	
	2021	2020
	NIS in millions	NIS in millions
Institutions	66	23
Pre-paid expenses	23	20
Restricted deposits in escrow	47	49
Current maturities of long-term receivables (1)	-	26
Other receivables	34	32
	170	150

(1) For further details – see Note 7A.

Note 7 – Discontinued operations

- A.** On January 23, 2020, Canit Hashalom (in this section: the “**Seller**”), together with GES, entered into an agreement (in this section: the “**Agreement**”) with Generation Capital Ltd. (in this section: the “**Buyer**”) for the sale of all of the Seller’s holdings (100%) in GES to the Buyer (in this section: the “**Transaction**”), after engagement in a non-binding MOU on September 12, 2019.

On April 28, 2020, all of the closing conditions for the Transaction were fulfilled, and on May 7, 2020, the Transaction was closed. In accordance with an addendum to the Agreement, which was signed on the Transaction closing date, the consideration in the Transaction is NIS 105 million, while on the Transaction closing date, the Buyer paid the Seller approx. NIS 52.5 million. The balance of the consideration in the sum of approx. NIS 52.5 million, subject to adjustments, will be paid by the Buyer in two installments – one half 24 months after the Transaction closing date and one half 36 months after the Transaction closing date.

To secure payment of the balance of the consideration as aforesaid, the entire issued and paid-up share capital of GES and any right deriving therefrom were pledged in a first-ranking fixed charge in favor of the Seller, including a pledge of GES’s uncalled and/or unpaid capital, and the Buyer assigned to the Seller, by way of a pledge, its right to receive any payment from GES.

Azrieli Group Ltd.
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Note 7 – Discontinued operations (Cont.)

A. (Cont.)

The closing of the Transaction did not have a material effect on the Company's results.

During the report period, the balance of the Loan was repaid and the aforesaid charges for securing the balance of the payments were removed.

B. Set forth below are the results attributed to the disposition of the discontinued operations of GES:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Results of the discontinued operations:			
Revenues	-	-	38
Expenses	-	-	43
Loss before income taxes	-	-	(5)
Income taxes	-	-	-
Loss after income taxes	-	-	(5)
Other costs	-	-	(2)
Loss from sale of discontinued operations, net of tax	-	(3)	(5)
Loss for the year	-	(3)	(12)
Cash flows from discontinued operations:			
Net cash derived from operating activities	-	-	4
Net cash derived from investment activity	53	36	178
Net cash used for financing activity	-	-	(2)
Net cash derived from discontinued operations	53	36	180

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 8 - Investments in Investee Companies

A. Material consolidated partnerships and companies that are held by the Group:

	<u>Country of Incorporation</u>	<u>Operating Segment</u>	<u>Rates of Ownership and Control of the Holding Company as of Dec. 31, 2022</u>
			<u>%</u>
Consolidated Companies:			
Canit Hashalom Investments Ltd.	Israel	Income-producing property	100.00
Gemel Tesua Investments Ltd.	Israel	Income-producing property	100.00
Otzma & Co. Investments Maccabim Ltd.	Israel	Income-producing property	100.00
Palace Ra'anana – Senior Housing Ltd.	Israel	Senior housing	100.00
Palace America Senior Housing Ltd.	Israel	Senior housing	100.00
Palace Lehavim Partnership	Israel	Senior housing	100.00
Assisted Living Modi'in Ltd.	Israel	Senior housing	100.00
Otzem Enterprise and Investments (1991) Ltd.	Israel	Income-producing property	100.00
Azrieli E-Commerce Ltd.	Israel	E-commerce	100.00
International Consultants (Iconsult) Ltd.	Israel	Income-producing property	100.00
Mul Hayam Eilat (1978) Ltd. (*)	Israel	Income-producing property	100.00
Ahuzat Menachem Milstein Ltd. (**)	Israel	Income-producing property	100.00
Partnership – held by the Company, AG Galleria office buildings, LP	U.S.	Income-producing property	92.30
AG Plaza at Enclave Inc.	U.S.	Income-producing property	100.00
AG Two Aspen, LP	U.S.	Income-producing property	100.00
AG 8 West Center LP	U.S.	Income-producing property	100.00
AG San Clemente 3700 LP	U.S.	Income-producing property	100.00
Green Mountain, AS	Norway	Data centers	100.00

(*) For details with respect to the purchase of Mul Hayam Eilat (1978) Ltd. in 2022 – see Note 11F.

(**) For details with respect to the purchase of Ahuzat Menachem Milstein Ltd. in 2022 – see Note 11E.

- B.** On July 16, 2021, the Company, through a special-purpose wholly-owned subsidiary incorporated under Norwegian law (in this section: the “**Subsidiary**” and the “**Buyer**”), entered into an agreement for acquisition of 100% of the issued and paid-up share capital of GM, a private company incorporated under Norwegian law (in this section: the “**Agreement**” and the “**Transaction**”, as applicable), which is engaged in the data center industry (in this section: “**DC**”) and, as of this report release date, operates three server farms in Norway, in consideration for 6,500 million Norwegian Krone (NOK) (in this section: the “**Consideration**”) and in Israeli currency, approx. NIS 2,427 million.

The parties to the Agreement are the Company, the Subsidiary and all of GM’s shareholders (in this section, all of them collectively: the “**Parties**”; all of GM’s shareholders: the “**Sellers**”).

On August 24, 2021, upon the closing of the Transaction, the DC field turned into a business segment and the financial outcome of GM was consolidated for the first time in the Company’s financial statements as of September 30, 2021.

Note 8 - Investments in Investee Companies (Cont.)

B. (Cont.)

On the acquisition date, the Company performed a purchase price allocation (PPA), and the excess acquisition cost over and above the identified assets in the sum of NIS 1,590 million, was recognized in the financial statements as goodwill, which is attributed to GM's future growth potential.

After the signing of the acquisition agreement, the Company engaged with a financial corporation in a forward contract in respect of foreign currency, for the purpose of hedging the projected cash flow in the transaction. Such contract is included as part of the acquisition cost of the business combinations.

The costs related to the acquisition for legal advice and professional services were included in the statement of profit or loss for the period ended December 31, 2021 in the 'other expenses' item in the sum of approx. NIS 31 million. GM's results, had they been consolidated from the beginning of 2021, would not have been material to the Company's results.

The Consideration was self-funded by the Company, including by means of some of the proceeds from the debt offering the Company has made (for details, see Note 17B(4)). In accordance with the conditions of a loan that existed in the acquired company on the acquisition date, the said loan was classified for short-term. On February 4, 2022, such short-term loan was repaid and GM was provided with a new loan from a financial entity (for further details, see Note 17B(6)).

C. Joint arrangements – joint ventures:

On July 17, 2019, Azrieli Data Centers LLC., a wholly-owned subsidiary of the Company (in this section: the "**Buyer**") entered into an investment agreement (in this section: the "**Agreement**") with Compass Holdco, LLC, a Delaware corporation ("**Compass**"), and in an operating agreement with the members in Compass (in this section: the "**Members**" and the "**Operating Agreement**", respectively). The main business of Compass is data centers in North America. Compass owns active sites and additional sites under construction and development. The said transaction, in which the Buyer made an investment in the members' capital of Compass, was closed in 2019 and the consideration therefor was paid by the Buyer to Compass.

The Buyer invested in Compass's members' capital and held approx. 20% of the members' capital of Compass (the "**Initial Investment**"). The Buyer has an option, which is not limited in time, to make additional investments and increase its holdings in Compass up to approx. 33% according to a price per unit in the Initial Investment.

Upon the closing of the transaction, the Buyer paid Compass the sum of approx. U.S. \$135 million for the Initial Investment (an amount of approx. NIS 495 million, including transaction costs). The Company financed the transaction from its internal sources.

Compass, the Buyer and the Members entered into an operating agreement, which governs the relationship between them and includes, *inter alia*, provisions in connection with the appointment of directors in Compass, resolutions requiring the unanimous consent of the Members, separation mechanism and the manner of injection of capital into Compass.

The Company treats the acquisition as a joint arrangement which constitutes a joint transaction and is accordingly presented in the Company's financial statements by the equity method. Compass's business is included in the 'segment reporting' note under the data centers segment.

Note 8 - Investments in Investee Companies (Cont.)

C. Joint arrangements – joint ventures (Cont.)

In February and September 2020, additional rounds of investment were made in Compass, in the context of which the Buyer invested \$66.78 million (NIS 229 million), such that after these investments, the Buyer held approx. 23.95% of Compass's members' capital.

In July and September 2022, additional rounds of investment were made in Compass, in the context of which the Buyer invested approx. \$126 million (approx. NIS 431 million). In view of the aforesaid, the Company made a profit from an increase in the holding rate in 2022 in the sum of NIS 204 million, which were recorded under the 'other income' item in the Statement of Profit or Loss. As of the report date, the Company holds approx. 32.44% of Compass's members' capital.

After the date of the Statement of Financial Position, in January 2023, an additional round of investment was made in Compass, in the context of which the Buyer invested \$41.5 million (approx. NIS 144 million), such that after this investment, the Company holds approx. 32.5% of Compass's members' capital.

D. Condensed financial statement for an associate that is material to the Company:

Compass Holdco, LLC:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Current assets	434	338
Non-current assets	14,255	8,050
Current liabilities	(1,875)	(493)
Non-current liabilities	(7,792)	(3,776)
Capital attributed to the shareholders	(5,022)	(4,118)
Company's share in assets, net	1,629	986
Goodwill	122	108
Book value of investment in an associate	1,751	1,094

	For year ended December 31	
	2022	2021
	NIS in millions	NIS in millions
Revenues	264	195
Net profit from adjustment of fair value of investment property and investment property under construction	502	1,588
Net profit for the year	4	1,311
Company's share in the profit (loss)	(80)	314

See Note 8C for further details on changes in the holding rate.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 9 – Long-term loans and receivables

A. Composition:

	As of December 31	
	2022	2021
	NIS in	NIS in
	millions	millions
Loans provided net of current maturities	93	126
Long-term receivables for disposition of consolidated companies	3	3
Authorities (see D below)	29	29
Receivables in respect of the averaging of income from rent	145	157
Other receivables	92	67
	<u>362</u>	<u>382</u>

Additional information:

- B.** See Note 11C for details regarding a loan for the buyer in a transaction for the sale of the mall and office building, known as “Azrieli Kiryat Ata”.
- C.** See Note 7A for details regarding a loan for the buyer in a transaction for the sale of the holdings in GES.
- D.** A part of a betterment levy assessment that the Company paid under protest. Administrative appeals from the consulting appraiser’s assessment have been submitted.

Note 10 - Financial assets

Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Financial assets at fair value through other comprehensive income	1,025	1,282
Financial assets designated at fair value through profit and loss	5	6
	<u>1,030</u>	<u>1,288</u>

Investment in Bank Leumi Le-Israel Ltd. (financial assets at fair value through other comprehensive income) ("Bank Leumi"):

On April 30, 2009, the Company acquired approx. 4.8% of the shares in Bank Leumi (approx. 71 million shares) in consideration for a sum equivalent to NIS 742 million. By 2020, the Company sold approx. 25 million shares in consideration for approx. NIS 485 million. In 2021 the Company sold approx. 7.3 million shares in consideration for approx. NIS 194 million, and in 2022 the Company sold approx. 3.4 million shares in consideration for approx. NIS 120 million. As of December 31, 2022, the Company holds approx. 2.3% of Bank Leumi's shares.

As of the date of the Statement of Financial Position, the balance of the Company's investment in the shares of Bank Leumi amounts to approx. NIS 1,025 million (as of December 31, 2021 – approx. NIS 1,282 million), according to the value of Bank Leumi shares on the stock exchange.

In 2022, the Company received dividends in the sum of approx. NIS 39 million (in 2021 – approx. NIS 55 million) which were recorded under the 'other income' item in the Income Statement.

Azrieli Group Ltd.
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Note 11 - Investment properties and investment properties under construction

A. Movement and composition:

	As of December 31, 2022			As of December 31, 2021		
	Land, buildings and leasable retail areas	Investment properties under construction	Total	Land, buildings and leasable retail areas	Investment properties under construction	Total
	NIS in millions					
Balance at beginning of the year	31,122	3,015	34,137	27,111	2,155	29,266
Additions during the year:						
Investments	1,417	1,278	2,695	687	271	958
Down payments paid toward investment properties	-	-	-	138	-	138
Fair value adjustment	1,274	207	1,481	2,050	391	2,441
Net translation differences deriving from the translation of financial statements of foreign operations	267	10	277	(109)	(21)	(130)
Entry into consolidation (*)	814	-	814	1,377	199	1,576
Transition from investment properties under construction, net	732	(732)	-	(20)	20	-
Total additions	4,504	763	5,267	4,123	860	4,983
Write-offs during the year:						
Dispositions	3	-	3	90	-	90
Classification to fixed assets	21	-	21	22	-	22
Total write-offs	24	-	24	112	-	112
Balance at end of the year	35,602	3,778	39,380	31,122	3,015	34,137

(*) For further details regarding the acquisition of a company in 2021 - See Note 8B.
For further details regarding the acquisition of companies in 2022 - See Notes 11F and 11G.

B. Additional information:

- (1) Canit Hashalom is leasing the land on which the Azrieli Center was built from the Municipality of Tel Aviv-Jaffa under a capitalized lease for a period of 200 years. The lease period is until February 6, 2195.
- (2) From December 24, 2003, Canit Hashalom has been leasing the land on which the Azrieli Modi'in Mall was built from the Israel Land Authority (ILA) under a capitalized lease for a period of 98 years in respect of residential units and for a period of 49 years in respect of units with other designations (mall and offices) with an option for additional periods of 98 years and of 49 years, respectively.
- (3) The Company is leasing the land on which the Azrieli Jerusalem (Malha) Mall was built from the ILA under a capitalized lease for a period of 49 years, ending on August 15, 2039, with an option for an additional period of 49 years.
- (4) The Company is leasing the land on which the Azrieli Ayalon Mall was built from the ILA under a capitalized lease for a period of 49 years, ending on August 1, 2031, with an option for an additional period of 49 years.
- (5) The Group is leasing the land on which the Azrieli Or Yehuda Outlet Mall was built from the ILA under a capitalized lease for a period of 49 years, ending on March 24, 2040, with an option for an additional period of 49 years.

Note 11 - Investment properties and investment properties under construction (Cont.)

B. Additional information (Cont.)

- (6) The Company is leasing the land on which the Azrieli Givatayim Mall was built from the ILA under a capitalized lease for periods of 49 years, ending on September 5, 2053 and February 9, 2051, with an option for an additional period of 49 years.
- (7) The Company is leasing the land on which the Azrieli Haifa Mall was built from the ILA under a capitalized lease for periods of 49 years ending October 31, 2042 and March 2, 2035 with an option for an additional period of 49 years.
- (8) The Group holds rights in a plot of land on an area of approx. 40,000 sqm in Caesarea Industrial Park, which was sub-leased from the Caesarea Edmond Benjamin de Rothschild Development Corporation Ltd. for a period of 49 years, from 2004. With respect to part of the area, of approx. 19,000 sqm, the Group has an option to lease the rights in the land for another 49 years.
- (9) The Group is leasing the land on which the Azrieli Ramla Mall was built from the ILA under a capitalized lease until January 14, 2050, with an option for an additional 49 years. The rights in the land are subject to pledges in favor of institutional bodies which provided the Company with a loan.
- (10) Canit Hashalom is leasing parts of the land on which the Azrieli Holon Center was built from the Municipality of Holon under a capitalized lease, in accordance with its share in the transaction (83%) for a period of 99 years, with an option for another 99 years.

On the Group's engagement with the Municipality of Holon through Canit Hashalom, see Note 27B(3).
- (11) The Company is leasing the land on which the Azrieli Sarona Project from the ILA under a capitalized lease for a period of 49 years, ending on May 29, 2060 with an option for an additional period of 49 years.
- (12) The Company has around 10,000 sqm of land in Tel Aviv on which the Azrieli Town project was built, which is partially owned and partially leased under a capitalized lease from the ILA for 49 years, ending May 8, 2061, with an option for an additional period of 49 years. During 2021, the Company paid the ILA for the acquisition of the land.
- (13) The Group is entitled to be registered as the owner of a sub-leasehold from the municipality in the framework of a set of agreements with a third party, in Palace Tel Aviv Senior Housing, until 2097.
- (14) The Group is leasing the land on which Palace Modi'in Senior Housing was built from ILA under a capitalized lease for a period of 49 years, ending on January 25, 2063, with an option for an additional period of 49 years.
- (15) The Group is leasing the land on which Palace Lehavim Senior Housing was built from the ILA under a capitalized lease for 49 years, ending November 30, 2063, with an option for an additional period of 49 years.
- (16) The rights in the properties in the Azrieli Rishonim Center are subject to pledges in favor of institutional bodies which provided the Company with a loan.
- (17) The Group is leasing a land in Stavanger, Norway, on which a data center has been established, until December 31, 2079.
- (18) The remaining income-producing properties are owned by the Group's companies, other than development pipeline and additional assets that were purchased and specified below in this note.
- (19) In respect of additional charges and guarantees, see Note 28.

Note 11 - Investment properties and investment properties under construction (Cont.)

B. Additional information (Cont.)

- (20) The Group has several additional development projects in the retail centers and malls segment and in the leasable office and other space segment and in the rental housing in Israel segment and the senior housing segment:
- **Expansion of Azrieli Center Tel Aviv (the Spiral Tower)** – in Tel Aviv, on an area of approx. 8,400 sqm, under ownership.
 - **Holon 3 Industrial Area Holon (“Lodzia”)** – in Holon on an area of approx. 57,500 sqm, under ownership, including within it an additional plot of land that was originally purchased in an ILA tender and constituted part of the land of Holon Haman or.
 - **Land in Petah Tikva** – A Land, under ownership, on an area of about 19 thousand sqm located in the Eastern part of the Kiryat Aryeh industrial zone in Petah Tikva, close to an office project owned by the Group.
 - **Land in Modi’in Lot 21** – Around 5,300 sqm of land under a capitalized lease from the ILA for a period of 98 years ending January 9, 2116 with an option for an additional 98 years.
 - **Azrieli Town Building E (Mivnei Gazit)** – Rights in land (some under ownership and some under a capitalized lease from the ILA for a period of 49 years ending February 5, 2060) located on Menachem Begin Road, Tel Aviv, on which a 4-story building is built above a commercial ground floor, of a total area of approx. 5,500 sqm and basement floors, which until recently was fully leased-up. During 2021, the Company paid the ILA for the acquisition of the land.
 - **Land – Modi’in Lot 10** - On October 6, 2019, the Company won a tender held by the ILA for the purchase of a capitalized lease rights for a period of 98 years ending on October 5, 2117 with an option for an additional period of 98 years, in a lot located in the Modi'in-Maccabim-Re'ut CBD, on an area of approx. 17,000 sqm, designated for the construction of a commerce and office project with leasehold of approx. 37,000 sqm above-ground, in consideration for approx. NIS 51 million. According to the terms of the tender, the Company paid, in addition to the cost of the land, approx. NIS 37 million due to development costs.
 - **Land – Rishon LeZion Senior Housing** – in Rishon LeZion on an area of approx. 3,400 sqm leased in a capitalized lease from the ILA for 49 years, ending on March 12, 2065 with an option for an additional period of 49 years.
 - **Check Post Land** – land under ownership on an area of approx. 17,8000 sqm in the Haifa industrial zone, near the Check Post junction.
- (21) Some of the assets of the Group are registered in their names in the Lands Registry. The Group is working to register the remaining assets, *inter alia*, by obtaining third party approvals, including the Israel Land Authority, local authorities and the tax authorities.
- (22) With respect to the techniques for the fair value estimation of the Group’s investment property, see Note 32B(2). In addition, the fair value of the investment property is presented in the Company’s books, with reconciliations for receivables in respect of the averaging of income from rent (see Note 9).

Note 11 - Investment properties and investment properties under construction (Cont.)

B. Additional information (Cont.)

(23) Amounts recognized in the income statement:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Income from rent, management and maintenance fees	2,600	2,123	1,728
Direct operating expenses deriving from rent, management and maintenance fees	710	616	541

- C.** On February 23, 2021, a wholly-owned (indirectly) subsidiary of the Company (in this section: the **"Seller"**) entered into two sale agreements with an unaffiliated third party (in this section: the **"Buyer"**) for the sale of all of the Seller's rights and undertakings in the mall and the office building known as "Azrieli Kiryat Ata" to the Buyer, for total consideration of NIS 90 million, plus VAT as required by law. On June 30, 2021, after the Buyer paid the Seller the full consideration according to the agreements, the transactions were closed and possession of the properties was handed over to the Buyer. Part of the consideration was paid through provision of a loan secured by a first-ranking mortgage on the mall from the Seller to the Buyer for 36 months.

Following the sale, in the Financial Statements as of December 31, 2020, the Company recognized revaluation profits in the sum of approx. NIS 25 million.

- D.** On February 25, 2021, the Company entered into agreements with Bezeq the Israeli Telecommunications Company Ltd. (in this section: the **"Seller"**) for acquisition of all rights to the land that is leased in a capitalized lease from the ILA, with the lease period being until March 23, 2036 with an option for an additional period of 49 years with respect to part of the property, and until March 21, 2042 with an option for an additional period of 49 years with respect to the remaining property, situated on the intersection of the Mikveh Israel, Levontin and HaRakevet streets in Tel Aviv (in this section: the **"Transaction"**).

Under the Transaction, the Company bought all of the Seller's rights to land in the total area of approx. 2.4 *dunam*, holding a 5-story building, the total built-up area of which is approx. 9,500 sqm (in this section: the **"Property"**). Most of the building is leased to a hotel which, under the current terms of the lease, upon satisfaction of certain conditions, may be terminated in 2030. Some of the building is currently serving and will continue to be leased to other companies for periods that will end prior to the aforesaid time.

In consideration for the Property, the Company paid the Seller a total of NIS 180 million, plus V.A.T. On the dates on which the agreements were signed, the Company paid the consideration from its own resources, and at the beginning of March 2021 possession of the Property was handed over. The Company also paid purchase tax in the sum of approx. NIS 10.8 million.

- E.** On May 10, 2021, the Company engaged in an agreement for the acquisition of control (directly and indirectly) of a company which is not affiliated with the Company (the **"Acquired Company"** and the **"Acquisition Agreement"**), which is entitled to receive from the Israel Land Authority (**"ILA"**) leasehold rights in two lots, the total area of which is approx. 26,000 sqm, which are situated in the North Glilot complex, including all building rights related to the lots (the **"Lots"**). The Company further engaged in a lease agreement for the construction and lease of a campus for SolarEdge Technologies Ltd. on part of the Lots (the **"Lease Agreement"**, the **"Lessee"** and the **"Transactions"**, respectively).

The Acquisition Agreement is contingent on the allocation of the Lots to the Acquired Company by the ILA and the receipt of further approvals.

Note 11 - Investment properties and investment properties under construction (Cont.)

E. (Cont.)

The total consideration for the Transaction is approx. NIS 350 million.

The Acquisition Agreement includes representations and indemnities the responsibility and liability in respect of which is limited to the amount of the total consideration.

Subject to the allocation of the rights in the Lots to the Acquired Company within the period of time set forth in the Lease Agreement, the Company shall design and build, in cooperation with the Lessee, a campus for the Lessee, to be built on one of the lots on an area of approx. 16,500 sqm, which will include 38,000 sqm above ground and 950 parking spaces.

An area of approx. 9,000 sqm will remain in the Lots, which in the Company's assessment may be used to build additional retail and commercial space of similar sizes, subject to promotion and approval of a zoning plan for the addition of rights in part of the said area.

On January 17, 2022, the Transaction was closed.

- F.** On October 3, 2021, the Company engaged in an agreement with two third parties unaffiliated with the Company (in this section jointly: the **"Sellers"**) and with Mul Hayam Eilat (1978) Ltd. (in this section: the **"Acquired Company"**) for the acquisition of 100% of the issued and paid-up share capital of the Acquired Company and for the acquisition of the full rights in a land on an area of approx. 6,000 sqm in Eilat, registered with the Israel Land Authority, on which "Mall Hayam" in Eilat is built, on a built-up area of approx. 19,000 sqm (in this section: the **"Agreement"**).

Also, the Company received, by way of assignment, all of the Sellers' rights and undertakings under loan agreements in which they have engaged vis-à-vis the lenders for taking of loans, such that from the closing date the Company superseded the borrowers (in this Section: the **"Financing Loans"**).

The total consideration for the transaction is approx. NIS 1.31 billion, plus linkage differentials to the May 2021 Index, net of the outstanding Financing Loans as of the closing date.

The closing of the transaction is conditional, *inter alia*, on obtaining approval from the Competition Commissioner, obtaining approval from the Israel Land Authority, obtaining approval from the lenders for the assignment of the financing agreements and additional terms and conditions defined in the Agreement, by and no later than 9 months from the date of signing (divided into periods that may be extended), or 30 days after fulfillment of the closing conditions.

The Sellers, each one severally, undertook to indemnify the Company and/or anyone on its behalf up to the consideration amount, net of the outstanding Financing Loans, for grounds and on terms as specified in the Agreement.

On May 3, 2022, approval was received from the Competition Commissioner for the performance of the transaction. In addition, on May 23, 2022, approval was received from the ILA.

On July 3, 2022, all of the transaction's closing conditions were fulfilled and the transaction was closed.

- G.** During the report period the Company closed an acquisition of a company having a long-term lease agreement for six office floors in the Azrieli Sarona Tower. The Company thereby regained possession of these floors for the purpose of leasing them, in whole or in part, to third parties. As of the report release date, the said floors are fully leased-up.

Note 11 - Investment properties and investment properties under construction (Cont.)

- H.** On June 23, 2022, the Company engaged, through a designated subsidiary, in an agreement with an English company (in this section: the "**Seller**") for the acquisition of the full holdings of the Seller in two companies:

A company that is leasing, from a third party, a land on which an active data center is located in eastern London and another company that is the owner of vacant land adjacent to the active data center.

The overall consideration in the transaction is in the sum of approx. £52 million (approx. NIS 217 million).

On January 23, 2023, after the date of the Statement of Financial Position, all of the conditions precedent were fulfilled and the transaction was closed.

I. Projected revenues due to signed lease contracts:

Set forth below are the minimal lease payments due to be received due to lease contracts for the agreement periods (including revenues from rent, management and parking fees and excluding extension options):

	Revenues from fixed components	
	2 0 2 2	2 0 2 1
	NIS in millions	NIS in millions
The revenue recognition period:		
Year one	2,479	2,141
Year two	2,130	1,761
Year three	1,626	1,440
Year four	1,121	1,030
Year five onwards	2,848	2,405
	<u>10,204</u>	<u>8,777</u>

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 12 - Fixed assets

A. Movement and composition:

	Real estate used by the Group	Land and hotel building	LTC units senior housing	Furniture, equipment and computers	Others	Total
Cost:						
Balance as of January 1, 2021	45	292	169	108	15	629
Additions	2	8	1	6	7	24
Write-offs	-	-	-	(1)	(5)	(6)
Entry into consolidation (*)	-	-	-	7	-	7
Transferred from investment properties	22	-	-	-	-	22
Balance as of December 31, 2021	69	300	170	120	17	676
Additions	4	34	1	9	2	50
Write-offs	-	-	-	-	(1)	(1)
Transferred from investment properties	21	-	-	-	-	21
Balance as of December 31, 2022	94	334	171	129	18	746
Accumulated depreciation and loss from impairment:						
Balance as of December 1, 2021	6	-	34	68	7	115
Depreciation for the year	1	-	3	4	2	10
Entry into consolidation (*)	-	-	-	6	-	6
Write-offs	-	-	-	-	(3)	(3)
Balance as of December 31, 2021	7	-	37	78	6	128
Depreciation for the year	1	-	4	6	2	13
Balance as of December 31, 2022	8	-	41	84	8	141
Depreciated Cost:						
As of December 31, 2022	86	334	130	45	10	605
As of December 31, 2021	62	300	133	42	11	548

(*) See Note 8B.

Note 12 - Fixed assets (Cont.)

- B. On charges** - see Note 28.
- C.** With respect to the land rights of the Company's offices and the senior homes' LTC units, see Note 11B.
- D.** On December 8, 2019, the Company entered into an agreement with a third party, which is not affiliated with the Company and/or its Controlling Shareholders (in this section: the "**Seller**"), for the purchase of the Mount Zion hotel in Jerusalem (in this section: the "**Agreement**" and the "**Transaction**"). The property includes all of the Seller's rights in the land at 15-17 Hevron Road in Jerusalem, of a total area of around 13,000 sqm, on which a hotel is built including 137 rooms, stores, restaurants, a spa, a health club, conference and event halls, a museum, a swimming pool and landscaped open spaces, of a built-up area of around 11,600 sqm (in this section: the "**Hotel**"), 22,420 sqm of above-ground building rights, and rights designated for the construction of a 15,225 sqm underground parking lot, and the Hotel's operations and the equipment therein and other related rights of the Seller.

On February 9, 2020, the Transaction was closed. On the closing date the Company paid to the Seller the sum of NIS 275 million plus VAT (out of which the Company deposited on the date of execution of the Agreement, the sum of NIS 27.5 million). The Company has paid purchase tax in the sum of approx. NIS 16 million.

On March 17, 2020, the Company shut down Mount Zion hotel, in view of the encumbering instructions imposed on the operation of hotels due to the Covid crisis. As of the report release date, the Hotel is closed, and the Company has planned the renovation of the Hotel and is working to exercise the building rights for its expansion, to include 350 rooms and a parking garage of ~250 parking spaces. The renovation and expansion of the Hotel are subject to the receipt of a building permit. In November 2021, a shoring and excavation permit was obtained and work has begun. The Hotel will be reopened after its renovation and expansion.

Note 13 – Other non-current assets

A. Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Intangible assets	1,668	1,650
Deferred taxes (for details see Note 26)	1	1
	<u>1,669</u>	<u>1,651</u>

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 13 - Other non-current assets (Cont.)

Intangible assets:

B. Movement and composition:

	<u>Goodwill</u>	<u>Software</u>	<u>Other (*)</u>	<u>Total</u>
	<u>NIS in millions</u>			
Cost:				
Balance as of January 1, 2021	103	42	23	168
Additions	-	-	6	6
Entry into consolidation (**)	1,593	-	-	1,593
Effect of exchange rate changes	(61)	-	-	(61)
Balance as of December 31, 2021	1,635	42	29	1,706
Additions	-	-	12	12
Effect of exchange rate changes	20	-	-	20
Balance as of December 31, 2022	1,655	42	41	1,738
Amortizations and losses from impairment:				
Balance as of January 1, 2021	-	38	12	50
Amortization for the year	-	4	2	6
Balance as of December 31, 2021	-	42	14	56
Amortization for the year	-	-	3	3
Impairment	11	-	-	11
Balance as of December 31, 2022	11	42	17	70
Book value:				
As of December 31, 2022	1,644	-	24	1,668
As of December 31, 2021	1,635	-	15	1,650

(*) The 'Other' item primarily consists of amounts in respect of brand, patents and websites.

(**) See Note 8B.

Original Amount of Goodwill:	<u>NIS in Millions</u>
As of December 31, 2020	103
As of December 31, 2021	1,635
As of December 31, 2022	1,655

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 13 - Other non-current assets (Cont.)

C. Allocation of goodwill to cash-generating units:

The goodwill has been allocated to cash-generating units for the purposes of testing for impairment, as follows:

	As of December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Activity A – Senior housing	77	77	77
Activity B – E-commerce	26	26	26
Activity C – Data centers (see (D) below)	1,541	1,532	-
	<u>1,644</u>	<u>1,635</u>	<u>103</u>

D. Annual impairment testing:

The Company tested for impairment of goodwill in Q3/2022, and an impairment in the sum of approx. NIS 11 million was recognized. The recoverable amount is determined according to the liquidation value, which is an estimate of the discounting cash flows net of sale costs.

The recoverable amount of this cash-producing unit is determined based on the forecast of cash flows as included in the management's 4-year forecast.

The key assumptions used to calculate the recoverable amount are: a cap rate of approx. 8.6% (as of December 31, 2021 – approx. 8.2%), a long-term growth rate of 3%.

Based on these assumptions, the recoverable amount of the cash-producing unit is NOK 8,927 million (approx. NIS 3 billion).

Note 14 - Trade payables

Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Outstanding debts	588	297
Checks payable	81	86
	<u>669</u>	<u>383</u>

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 15 - Other payables

Composition:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Advance payments from customers and income in advance	74	77
Liabilities to employees and other liabilities in respect of salaries and wages	48	35
Interest and expenses payable	156	76
Institutions	11	9
Others	19	24
	<u>308</u>	<u>221</u>

For further information regarding payables that constitute Related and Interested Parties, see Note 33C.

Note 16 - Deposits from customers

Liability due to senior housing deposits – the Group has liabilities due to Shekel deposits received from residents with whom contracts were signed in senior housing projects, which are operated by the Group. The liabilities due to the Shekel deposits are linked to the CPI and are presented after erosion according to the agreements signed by the Group's companies with the residents. These deposits may be immediately demanded, by law.

Furthermore, there are liabilities due to apartment keeping deposits.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 17 - Loans from financial corporations and bonds

A. Current liabilities:

	As of December 31	
	2 0 2 2	2 0 2 1
	NIS in millions	NIS in millions
Credit from banking corporations (*)	1,094	563
Commercial paper	59	58
Current maturities of loans from banks	-	6
Current maturities of loans from financial corporations	206	113
Current maturities of bonds	937	816
	<u>2,296</u>	<u>1,556</u>

(*) See Note 17B(6) for further details.

B. Non-current liabilities:

	As of December 31	
	2 0 2 2	2 0 2 1
	NIS in Millions	NIS in Millions
Bonds (1), (2), (3), (4), (5)	16,115	13,250
Loans from banks	-	6
Long-term loans from financial corporations	2,061	1,392
	<u>18,176</u>	<u>14,648</u>
Net of current maturities	(1,143)	(935)
Total non-current liabilities	<u>17,033</u>	<u>13,713</u>
Presented under the following items:		
Loans from financial corporations	1,855	1,279
Bonds	15,178	12,434
	<u>17,033</u>	<u>13,713</u>

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

- (1) In February 2015, the Company made a public offering of approx. NIS 623.3 million par value of registered Series B Bonds, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear interest at a fixed rate of 0.65% per year.

The principal payments are made in 10 equal annual installments on April 1 of each of the years 2016 to 2025 (each installment will be 10% of the principal's par value). The interest is paid in semiannual installments from October 1, 2015 and on April 1 and October 1 of each of the years 2016 to 2025. The bonds were issued without a discount.

The effective interest rate in respect of the bonds is 0.78% per annum.

On January 20, 2015, Ma'alot rated the Series B Bonds as iIAA+ (stable outlook).

The bonds are not secured by any collateral.

At the time of the offering, the Company undertook to meet financial covenants and undertakings, the main ones being:

- (a) So long as the Series B Bonds are not fully paid-up, the Company shall neither encumber nor pledge by way of a floating charge all of the Company's existing or future assets and rights, except under certain conditions set forth in the Indenture.
- (b) Maintaining minimal equity (equity attributable to the Company's shareholders, excluding minority rights) of at least NIS 5 billion for two or more consecutive calendar quarters, according to its last consolidated financial statements.

The net financial debt to net assets ratio, according to the definitions in the Indenture, shall not exceed 60% for two or more consecutive calendar quarters.

The Indenture determines that in lieu of the said financial covenants, the Company may, at its sole discretion, pledge (either itself or through an Investee Company) in favor of the trustee for the holders of Series B Bonds, by way of a fixed charge, Permitted Assets as defined in the Indenture (i.e., insofar as the Company pledges Permitted Assets as aforesaid, and the pledges are in force and effect, the Company shall not be bound by the said financial covenants).

- (c) The Company shall not perform a Distribution (as defined in the Companies Law) to its shareholders, if: (1) the Company's equity (equity attributable to the Company's shareholders, excluding minority rights) according to its last published consolidated financial statements, net of the amount of the Distribution, is less than NIS 6 billion; (2) the Company's net financial debt to net assets ratio (as defined in the Indenture), net of the amount of the Distribution, exceeds 50%; (3) there are grounds for acceleration according to the definitions in the Indenture of the Series B Bonds on the date of the decision to perform the Distribution or as a result thereof.

As of the date of the Statement of Financial Position, the Company meets the financial covenants, with the Company's shareholders' equity as of the date of the Statement of Financial Position being approx. NIS 22.1 billion and the net financial debt to net assets ratio being approx. 35%.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

(1) (Cont.)

It was further determined that in the event that the rating of the Company's Series B Bonds falls below Ma'alot's iIAA rating, or a corresponding rating determined by another company that rates the bonds, the rate of the annual interest borne by the unpaid balance of the bond principal shall rise, in which case, the annual interest rate that shall be added to the annual interest in respect of the bonds will range between 0.25% and 1%, according to the bonds' rating.

In addition, the Series B Bonds shall be accelerated upon fulfillment of certain conditions, including: delisting or dissolution of the Company, receivership, delinquency in payments under the bonds, attachments on all or most of the Company's assets, changes in control, a fundamental breach of the terms and conditions of the bonds or the Indenture, non-compliance with the above financial covenants, performance of a distribution contrary to the above restriction on the performance of a distribution, suspension of trading of the bonds (except on grounds of ambiguity), a demand for acceleration by financial creditors above NIS 200 million or another bond series of the Company, discontinuation of rating of the bonds due to circumstances within the Company's control, a bond rating lower than BBB-, or the sale of most of the Company's assets.

In June 2015, the Company made another public offering of approx. NIS 600.3 million par value by way of expansion of the Series B Bond series, at a price of 100.24 Agorot per NIS 1 par value (discounting at a rate of 0.44% relative to their adjusted value) based on a shelf prospectus of the Company.

In March 2017, the Company made another public offering of NIS 228.8 million par value of Series B Bonds, at a price of 97.45 Agorot per NIS 1 par value (discounting at a rate of approx. 2.55% 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 amounted to NIS 223 million, and the net proceeds net of the issue expenses amounted to approx. NIS 221.2 million.

The balance of the Series B Bonds, principal and linkage differentials (net of issue expenses and discounting) as of December 31, 2022 is NIS 484 million (as of December 31, 2021 – NIS 612 million).

- (2)** In July 2016, the Company issued approx. NIS 2,194.1 million par value registered Series D Bonds to the public, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear fixed interest at the rate of 1.34% per annum.

The principal payments are made in 25 equal semiannual installments on January 5 and July 5 of each of the years 2018 to 2030 (each payment will be 4% of the principal's par value from July 5, 2018). The interest is paid in semiannual installments from January 5, 2017 of each of the years 2017 to 2030. The bonds were issued without a discount.

The issue proceeds amounted to approx. NIS 2,194 million, and net of the issue expenses, the net proceeds amounted to approx. NIS 2,177 million. The effective interest rate on the bonds is 1.45% per annum.

On July 5, 2016, Midroog assigned the Series D Bonds an Aa1 with a stable outlook rating, and since then, Midroog ratified this rating several times, with the last time being on December 29, 2022.

The bonds are not secured by any collateral.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

(2) (Cont.)

At the time of the issuance, the Company undertook to comply with financial covenants and undertakings similar to the financial covenants undertakings to which it committed in respect of the Series B Bonds (for a description of the conditions and the compliance with the financial covenants – see Section 1 above).

It was further determined that in the event that the rating of the Company's Series D Bonds falls below Midroog's Aa2 rating, or a corresponding rating that is determined by another company that rates the bonds, the annual interest rate borne by the unpaid balance of the bond principal shall rise, in which case, the annual interest rate that shall be added to the annual interest in respect of the bonds will range between 0.25% and 1%, according to the bonds' rating.

In addition, the Series D Bonds shall be accelerated upon fulfillment of certain conditions, similar to the conditions that were determined in respect of the Series B Bonds (for a description of the conditions and the compliance with the financial covenants – see Section 1 above).

In March 2017, the Company made another public offering of NIS 983.6 million par value of Series D Bonds, at a price of 97.6 Agorot per NIS 1 par value (discounting at a rate of approx. 2.7% 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 amounted to NIS 960 million, and the net proceeds net of the issue expenses amounted to approx. NIS 955.3 million.

In February 2018, the Company made another public offering of NIS 1,367 million par value of the Company's Series D Bonds by way of expansion of the bonds series, at a price of 103.1 Agorot per NIS 1 par value (premium at a rate of approx. 2.5% with respect to their adjusted value), based on a shelf prospectus of the Company. The gross issue proceeds amounted to approx. NIS 1,409 million, and the net proceeds net of the issue expenses amounted to approx. NIS 1,400 million.

In July 2022, the Company issued to the public NIS 625.6 million par value of Series D Bonds at a price of 107.2 Agorot per NIS 1 par value (a premium of approx. 0.17% relative to the adjusted value thereof), by way of expansion of the bond series, based on the Company's shelf prospectus. The gross issue proceeds amounted to approx. NIS 671 million, and the net proceeds net of the issue expenses amounted to approx. NIS 667 million.

The balance of the Series D Bonds, principal and linkage differentials (net of issue expenses) as of December 31, 2022 is NIS 3,843 million (as of December 31, 2021 – NIS 3,378 million).

- (3)** In January 2019, the Company issued to the public registered Series E Bonds in the nominal value of approx. NIS 1,216 million, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear a fixed interest rate of 1.77% per annum.

The Series E Bonds will be payable (principal) in 7 annual, consecutive but not equal, payments, paid on June 30 of each of the years 2022 to 2028 as specified below:

The first and second payments will be paid on June 30 of the years 2022 and 2023 and will each be at the rate of 7.5% of the nominal value of the principal. The third and fourth payments will be paid on June 30 of the years 2024 and 2025 and will each be at the rate of 5% of the nominal value of the principal. The fifth, sixth and seventh payments (the seventh being the last) will be paid on June 30 of the years 2026, 2027 and 2028 and will each be at the rate of 25% of the nominal value of the principal.

Interest will be paid in semiannual payments as of June 30, 2019 in each of the years 2019 to 2028. The bonds were issued without discount.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)
(3) (Cont.)

The proceeds of the issuance of the Series E Bonds totaled approx. NIS 1,216 million, and net of issue expenses, the net proceeds totaled approx. NIS 1,207 million. The effective interest rate for the Series E Bonds is 1.86% per annum.

In January 2019, the Company issued to the public registered Series F Bonds in the nominal value of approx. NIS 263.4 million, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear a fixed interest rate of 2.48% per annum.

The Series F Bonds will be payable (principal) in 8 annual, consecutive but not equal, payments, paid on December 31 of each of the years 2025 to 2032 as specified below:

The first payment will be paid on December 31, 2025 and will be at the rate of 2.5% of the nominal value of the principal. The second payment will be paid on December 31, 2026 and will be at the rate of 5% of the nominal value of the principal. The third payment will be paid on December 31, 2027 and will be at the rate of 7.5% of the nominal value of the principal. The fourth payment will be paid on December 31, 2028 and will be at the rate of 10% of the nominal value of the principal. The fifth payment will be paid on December 31, 2029 and will be at the rate of 15% of the nominal value of the principal. The sixth, seventh and eighth payments (the eighth being the last) will be paid on December 31 of the years 2030, 2031 and 2032 and will each be at the rate of 20% of the nominal value of the principal.

Interest is paid in semi-annual payments from June 30, 2019 to December 31, 2032. The bonds were issued without discount.

The proceeds of the issuance of the Series F Bonds totaled approx. NIS 263 million, and net of issue expenses, the net proceeds totaled approx. NIS 260 million. The effective interest rate for the Series F Bonds is 2.57% per annum.

On January 7, 2019 and January 20, 2019, Midroog approved an Aa1 rating for the issuance of new series (Series E and Series F) (collectively in this section: the “**Bonds**”), and since then, Midroog ratified this rating several times, with the last time being on December 29, 2022.

The Bonds are not secured by any collateral and will be of equal rank in respect of the sums due therefor, *pari passu, inter se*, without any preference right or priority of one over the other.

At the time of the issuance of the Series E and F bonds, the Company undertook to comply with financial covenants similar to the financial covenants undertaken thereby in respect of the Series B and D Bonds (for a description of the conditions and the compliance with the financial covenants – see Section 1 above), with the exception of the following:

In the event that a change occurs in the accounting standards applicable to the Company as compared with the accounting standards applicable to the Company on the date of issuance of the Series E Bonds and Series F Bonds for the first time, and such change has a material effect (as defined in the indenture) on the result of computation of any of the financial covenants (defined in the indenture), the Company shall examine such covenant according to a proforma income statement and balance sheet according to the standards on the date of the issuance.

It is further determined that if the rating of the Company’s Series E Bonds and Series F Bonds drops below Midroog’s Aa2 rating or an equivalent rating determined by another agency that shall rate the bonds, the annual interest rate to be borne by the outstanding principal of the bonds shall, in such case, increase by 0.5% up to 1%, insofar as the rating drops three tiers or more below such Aa2 rating.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

(3) (Cont.)

Furthermore, the Series E Bonds and Series F Bonds shall be accelerated upon the fulfillment of certain conditions which are substantially similar to the conditions determined in relation to the Series B and Series D Bonds (for a description of the conditions and compliance with the financial covenants – see Section 1 above).

In December 2019, the Company made another public offering of NIS 1,217 million par value of Series E Bonds, at a price of 111.4 Agorot per NIS 1 par value (an approx. 10% premium relative to their adjusted value) and NIS 933 million par value of Series F Bonds, at a price of 120.3 Agorot per NIS 1 par value (an approx. 18% premium 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 amounted to NIS 2,477 million, and the net proceeds, net of the issue expenses and accumulated interest, amounted to approx. NIS 2,437 million.

In April 2020, the Company made a public offering of NIS 810.7 million par value of additional Series E Bonds at a price of 104.5 Agorot per NIS 1 par value (an approx. 3.4% premium relative to their adjusted value) and NIS 761.9 million par value of additional Series F bonds at a price of 111.5 Agorot per NIS 1 par value (an approx. 10.2% premium 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 approx. NIS 1,697 million and the net proceeds, after attribution of issue expenses, totaled approx. NIS 1,683 million.

In July 2022, the Company made a public offering of NIS 1,336.5 million par value of additional Series F Bonds at a price of 109.2 Agorot per NIS 1 par value (an approx. 3.31% premium 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 approx. NIS 1,459 million and the net proceeds, after attribution of issue expenses, totaled approx. NIS 1,446 million.

The balance of the Series E Bonds, principal and linkage differentials (net of issue expenses) as of December 31, 2022 is NIS 3,309 million (as of December 31, 2021 - NIS 3,415 million).

The balance of the Series F Bonds, principal and linkage differentials (net of issue expenses) as of December 31, 2022 is NIS 3,754 million (as of December 31, 2021 - NIS 2,198 million).

- (4)** In July 2021, the Company made a public issue of registered Series G Bonds of approx. NIS 1,904 million par value, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear fixed interest at the rate of 0.90% per year.

The Series G Bonds will be payable (principal) in 13 annual payments, which payments shall be consecutive but not equal and paid on July 2 of each of the years 2024 through 2036 as follows:

Payments 1-5 shall be paid on July 2 of each of the years 2024 through 2028 and shall each amount to 2% of the nominal value of the principal. Payments 6-10 shall be paid on July 2 of each of the years 2029 through 2033 and shall each amount to 13% of the nominal value of the principal. Payments 11 and 12 shall be paid on July 2 of each of the years 2034 and 2035 and shall each amount to 10% of the nominal value of the principal. Payment 13 (the final payment) shall be paid on July 2, 2036 and amount to 5% of the nominal value of the principal.

Interest is payable in semi-annual installments on January 2 and July 2 of each of the years 2022 through 2036, beginning on January 2, 2022 and ending with the last payment on July 2, 2036. The bonds were issued without discount.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

(4) Issue of Bonds (Cont.)

The proceeds of the issue of Series G Bonds totaled approx. NIS 1,904 million, and net of issue expenses, net proceeds totaled approx. NIS 1,883 million. The effective interest rate for Series G Bonds is 1.01% per year.

In July 2021, the Company made a public issue of registered Series H Bonds of approx. NIS 1,751 million par value, based on a shelf prospectus of the Company. The bonds are linked (principal and interest) to the CPI and bear fixed interest at the rate of 1.69% per year.

The Series H Bonds will be payable (principal) in 10 consecutive and equal annual payments on January 2 of each of the years 2032 through 2041 (each payment shall amount to 10% of the nominal value of the principal beginning on January 2, 2032).

Interest is payable in semiannual installments on January 2 and July 2 of each of the years 2022 through 2041, beginning on January 2, 2022 and ending with the last payment on January 2, 2041. The bonds were issued without discount.

The proceeds of the issue of Series H Bonds totaled approx. NIS 1,751 million, and net of issue expenses, net proceeds totaled approx. NIS 1,730 million. The effective interest rate for Series H Bonds is 1.79% per year.

On July 18, 2021, S&P Ma'alot approved a rating (iIAA+) for the issue of the new Series G Bonds and Series H Bonds (jointly in this section: the "**Bonds**"), and since then, Ma'alot ratified this rating to Series H on July 12, 2022.

The Bonds are not secured by any collateral and shall be of equal rank in relation to the amounts due in respect thereof, *pari passu, inter se*, having no preference or priority over one another.

When issuing the Series G Bonds and Series H Bonds, the Company undertook to comply with financial covenants similar to the financial covenants undertaken thereby with respect to the Series E Bonds and Series F Bonds the description of the terms and compliance with the financial covenants – see Sections 1 and 3 above).

It is further provided that if the rating of the Company's Series G Bonds and Series H Bonds falls below S&P Ma'alot's (AA) rating or a corresponding rating determined by another agency that shall rank the Bonds, the annual interest rate borne by the balance of the outstanding principal of the Bonds shall increase. In such a case, the interest rate to be added to the annual interest on the Bonds shall be 0.5% up to 1% according to the rating of the Bonds.

Furthermore, the Series G Bonds and Series H Bonds shall be accelerated upon the fulfillment of certain conditions which are materially similar to the conditions specified in relation to Series B Bonds and Series D-F Bonds (for a description of the terms and conditions and compliance with the financial covenants – see Sections 1 and 3 above).

In July 2022, the Company made a public offering of NIS 926.4 million par value of additional Series H Bonds, at a price of 93.9 Agorot per NIS 1 par value (discounting at a rate of approx. 9.8% 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 amounted to approx. NIS 870 million, and the net proceeds, after attribution of issue expenses, amounted to approx. NIS 858 million.

The balance of Series G Bonds, principal and linkage differentials (net of issue expenses), as of December 31, 2022, totals NIS 2,004 million (as of December 31, 2021 – NIS 1,901 million).

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

(4) Issue of Bonds (Cont.)

The balance of Series H Bonds, principal and linkage differentials (net of issue expenses), as of December 31, 2022, totals NIS 2,721 million (as of December 31, 2021 – NIS 1,746 million).

- (5) On May 24, 2016, a loan was provided to the Company in the sum of NIS 550 million from an institutional body affiliated neither with the Company nor with its Controlling Shareholders, linked to the CPI, at an annual interest at the rate of 1.5%. The repayment of the loan's principal commenced from the second anniversary of the date of provision of the loan and shall be made in 40 equal quarterly installments (the last principal payment shall be made 12 years after the date of provision of the loan). The interest on the loan is paid on a quarterly basis, until the final repayment date. The Company is entitled to prepay the loan (in whole or in part) against a prepayment fee according to a mechanism defined in the agreement.

To secure repayment of the loan, Canit Hashalom, a subsidiary wholly owned by the Company, pledged in favor of the lender, by way of a first-ranking fixed pledge unlimited in amount, the Azrieli Rishonim Center in Rishon LeZion, including its rights to receive rent from the property's tenants and its rights under the insurance policies in connection with the property.

In the context of the loan agreement, the Company undertook to meet the financial covenants that were set forth in the indentures of the Company's Series B Bonds (i.e., a net debt to assets ratio that shall not exceed 60% and equity of no less than NIS 5 billion), and it further undertook to maintain an LTV ratio that shall not exceed 80%, commencing from April 1, 2018. In addition, the agreement includes limitations on the distribution of a dividend that correspond with the undertaking set forth in the Bonds' indentures (i.e., that no distributions shall be made if, as a consequence thereof, the equity shall be less than NIS 6 billion and the debt to assets ratio shall exceed 50%). In addition, the Company undertook not to create a floating charge on all or part of the Company's assets, to any entity, unless it shall create in favor of the lender, on the same date, a floating charge of identical ranking and scope (*pari passu*) (such an undertaking also exists in the Series B Bonds' indentures). The grounds for acceleration are as customary in agreements of this type and in the Series B Bonds' indentures, including a ground pertaining to the acceleration of another substantial debt of the Company.

As of the date of the Statement of Financial Position, the loan balance in the books is in the sum of NIS 331 million and the Company meets the contractual restrictions determined, with the Company's shareholders' equity being approx. NIS 22.1 billion, the net financial debt to net assets ratio being approx. 35% and the LTV ratio being approx. 30%.

Note 17 - Loans from financial corporations and bonds (Cont.)

B. Non-current liabilities: (Cont.)

- (6) In February 2022, a refinancing agreement was signed which replaced the short-term loan that existed at GM at the time of its acquisition, as stated in Note 8B. The agreement included a senior and junior debt of approx. NOK 2.9 billion (approx. NIS 1 billion), most of which was used to repay a previous debt of approx. NOK 1.5 billion (approx. NIS 0.5 billion). The debt has an average variable interest rate, with a margin of approx. 4.2% over NIBOR for three months to repay principal after 60 months.

In addition, the financing agreement includes credit facilities of approx. NOK 2.1 billion (approx. NIS 0.7 billion) that can be used in accordance with the terms set forth in the agreement at an average variable interest rate with a margin of approx. 3.25% over three-month NIBOR. The financing costs are approx. NOK 118 million (approx. NIS 42 million). Against the loan, a pledge was imposed on the Company's holdings in Green Data, As, a Norwegian company wholly-owned by the Company, which holds GM's shares ("GD"), GD's holdings in GM as well as GM's operating and real estate assets and GM's holding in a wholly-owned subsidiary thereof. The financing agreement includes a requirement to hedge against changes in the variable interest rate, and further determines financial covenants for GM as follows: ratio of leverage as expressed in adjusted debt to adjusted EBITDA, debt coverage ratio as expressed in the ratio between the adjusted EBITDA and the annual debt service liability, weighted average customer lease term ratio and LTV ratio. As of December 31, 2022, GM is not in compliance with one of the above covenants – with respect to the debt coverage ratio – and therefore the loan was classified as short-term. After the balance sheet date, GM reached agreements with the lender on a moratorium for the debt coverage ratio, until March 31, 2023 (in this section, the "**Effective Date**"). It is expected that on the Effective Date GM will be in compliance with the covenants.

- (7) Further to Note 11F, the Company and a wholly-owned subsidiary received, by way of assignment, all of the Sellers' rights and undertakings under loan agreements in which they have engaged vis-à-vis the lenders for taking of loans (in the sum of approx. NIS 641 million), such that from the closing date the Company superseded the borrowers.

In the framework of the right assignment, the Company undertook to meet the financial covenants that were set forth in the indentures of the Company's Series B Bonds (i.e., a net debt to assets ratio that shall not exceed 60% and equity of no less than NIS 5 billion), and in addition the Company pledged the acquired asset and undertook to maintain an LTV ratio that shall not exceed 77%.

As of the report date, the Company is in compliance with the aforementioned covenants.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 17 – Loans from financial corporations and bonds (Cont.)

C. Details in respect of interest and linkage:

		As of December 31	As of December 31			
		2022	2022		2021	
	Currency	Nominal interest	Par value	Book value	Par value	Book value
		%		NIS in millions		NIS in millions
Short-term loans from financial corporations (*)	Foreign currency	5.29-6.94		1,094		563
Commercial paper	Unlinked	Bank of Israel + 0.3		59		58
Bonds	Index	0.65-2.48	14,863	16,115	12,733	13,250
Long-term loan from bank	Unlinked			-		6
Long-term loans from financial corporations	Index	0.74-3		988		423
Long-term loans from financial corporations	Linked to the Dollar	3.65-4.53		1,073		969
Total loans and credit from financial corporations			<u>14,863</u>	<u>19,329</u>	<u>12,733</u>	<u>15,269</u>

(*) For details with respect to the classification of a short-term loan, see Note 17B(6).

For details on loans that are secured by pledges – see Note 28.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 17 - Loans from financial corporations and bonds (Cont.)

D. Contractual restrictions and financial covenants in the Company:

Upon fulfillment of certain conditions, as detailed in the loan agreements (primarily upon a restructuring and change of control in the Company, arrears in payments, receivership and a reduction in the value of the collateral), the loan providers are entitled to accelerate the loans. As of December 31, 2022, the total sum of credit for which the Company has committed to the aforesaid terms and conditions amounted to approx. NIS 2,066 million. As of the date of the Statement of Financial Position, the Company is in compliance with the contractual restrictions that have been set, other than in GM (see Note 17B(6) for further details).

Moreover, under another loan whose balance, as of the date of the Statement of Financial Position, is in the sum of NIS 18 million, it is additionally required, according to the agreement, that the LTV ratio be lower than 25%. As of the date of the Statement of Financial Position, the Company is in compliance with the contractual restrictions that have been set, with the actual LTV ratio being 4%.

E. Changes in liabilities arising from financing activities:

The table below specifies the changes in the Group's liabilities arising from financing activities, including both changes that arise from cash flows and non-cash changes. Liabilities arising from financing activities are liabilities in respect of which cash flows have been classified, or future cash flows will be classified, in the Statement of Cash Flows, as cash flows from financing activities.

	Short-term credit from financial corporations	Long-term loans from financial corporations	Bonds	Total
	NIS in millions	NIS in millions	NIS in millions	NIS in millions
Balance as of January 1, 2021	77	1,806	9,937	11,820
Cash flows from financing activity				
(a)	(9)	(371)	3,091	2,710
Business combinations (b)	576	-	-	576
Linkage differentials	-	-	254	254
Exchange rate differences	(23)	(37)	-	(60)
Other changes	-	-	(32)	(31)
Balance as of December 31, 2021	621	1,398	13,250	15,269
Cash flows from financing activity				
(a)	(561)	960	2,173	2,572
Taking liability (c)	-	641	-	641
Linkage differentials	-	33	725	758
Exchange rate differences	17	105	-	122
Other changes (d)	1,076	(1,076)	(33)	(33)
Balance as of December 31, 2022	1,153	2,061	16,115	19,329

(a) Cash flows from financing activities include the net cash flows presented in the Consolidated Statements of Cash Flows as cash flows that derive from financing activities.

(b) See Note 8B.

(c) See Note 17B(7) for further details.

(d) For details on classification of a short-term loan, see Note 17B(6).

Note 18 – Other liabilities

“Other liabilities” include primarily tenant deposits in the sum of approx. NIS 75 million (2021 – approx. NIS 65 million), employee benefits in the sum of NIS 9 million (2021 – NIS 8 million) and lease liabilities in the sum of approx. NIS 21 million (2021 – approx. NIS 16 million).

Employee benefits include post-employment benefits, other long-term benefits, benefits upon the termination of employment, including due to wages and salary.

In respect of post-employment employee benefits, the Group has defined benefits plans, in respect of which it deposits amounts in appropriate severance pay funds and insurance policies. Moreover, the Group has a defined deposit plan in respect of some of its employees, with regard to whom Section 14 of the Severance Pay Law, 5723-1963 applies.

Note 19 - Capital

A. The share capital and share rights as of December 31, 2022 and 2021:

	Authorized		Issued and paid-up	
	As of December 31		As of December 31	
	2 0 2 2	2 0 2 1	2 0 2 2	2 0 2 1
	NIS	NIS	NIS	NIS
Ordinary shares of par value NIS 0.1	12,750,150	12,750,150	12,127,276	12,127,276

Each fully paid-up ordinary share of par value NIS 0.1 grants the right to participate and vote at general meetings. Each shareholder will have one vote for every fully paid-up share he owns. All the shares have equal rights relating to the amounts of capital paid or credited as paid on their par value, and everything connected with distribution of dividend, bonus shares and any other distribution, repayment of capital and participation in the distribution of the Company's surplus assets upon liquidation.

B. Dividend:

The Company's Board discusses the issue of the distribution of a dividend at the Company (following the recommendation of the Financial Statements Review Committee (“FSRC”)) on an annual basis. In such context, the desire and intention of the Company to share the Company's profits with its shareholders, versus the Company's being a development company on a significant scale and its investment needs in view of its existing activity and its future plans, were examined, while taking into account the gamut of business considerations.

In this framework, the Company's Board and the FSRC examine whether the dividend distribution meets the profit test and the solvency test set forth in Section 302 of the Companies Law. In addition, restrictions on distributions by the Company are examined, including the Company's undertaking to the trustee which includes restrictions on distributions by the Company, in connection with the indentures for the Company's Series B and D-H bonds, see Notes 17B(1)-(4), and in relation to some of the long-term loans, see Note 17B(5).

C. On March 22, 2022, the Company's Board decided upon the distribution of a NIS 650 million dividend to the shareholders of the Company (which reflects NIS 5.36 per share), which was paid on May 10, 2022.

On March 24, 2021, the Company's Board decided upon the distribution of a NIS 450 million dividend to the shareholders of the Company (which reflects NIS 3.71 per share), which was paid on May 12, 2021.

On May 25, 2021, the Company's Board decided upon the additional distribution of a NIS 150 million dividend (which reflects NIS 1.24 per share), which was paid on July 6, 2021.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 19 – Capital (Cont.)

C. (Cont.)

With respect to the resolution of the Company's Board regarding the distribution of a dividend for 2022 in the sum of NIS 700 million after the date of the Statement of Financial Position, see Note 35A.

Note 20 - Income

Composition:

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Rent, management and maintenance fees	2,435	1,931	1,566
Senior housing	221	192	162
Others	34	87	70
Total income	2,690	2,210	1,798

Note 21 - Cost of income

Composition:

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
A. According to the sources of income:			
Rent, management and maintenance fees	603	468	408
Senior housing	161	148	133
Others	34	53	87
Total cost of income	798	669	628
B. According to its components:			
Compensation for work and external work	179	155	135
Depreciation and amortization	11	14	19
Other expenses	608	500	474
	798	669	628

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 22 - Sales and marketing expenses

Composition:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Wages, salaries and related expenses	33	23	21
Advertising	60	55	51
Other sales and marketing expenses	2	2	2
	<u>95</u>	<u>80</u>	<u>74</u>

Note 23 - General & administrative expenses

Composition:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Management fees, wages, salaries and related expenses (*)	75	44	35
Consultancy, legal and audit fees	59	45	33
Provision for doubtful and lost debts	1	1	2
Depreciation and amortization	5	6	4
Other general and administrative expenses	27	10	17
	<u>167</u>	<u>106</u>	<u>91</u>

(*) For details in respect of transactions with Related and Interested Parties – see Note 33C.

Azrieli Group Ltd.**Notes to the Financial Statements as of December 31, 2022****Note 24 - Other income and expenses****Composition:**

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Other income:			
Income from dividends	39	55	9
Profit from increase in holding rate (*)	204	-	-
Other	2	7	-
	<u>245</u>	<u>62</u>	<u>9</u>
Other expenses:			
Other expenses for acquisition of assets	24	41	-
Purchase tax for acquisition of Mul Hayam's shares	41	-	-
Impairment of a loan granted	26	-	-
Impairment of goodwill (**)	11	-	-
Other	13	7	9
	<u>115</u>	<u>48</u>	<u>9</u>

(*) See Note 8C.

(**) See Note 13C.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 25 - Financing revenues and expenses

Composition:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Financing revenues:			
Revenues from interest on loans and receivables	1	4	6
Revenues from interest on deposits in banks	32	2	3
Financing revenues from hedging transactions in foreign currency	-	13	-
Profit from change in exchange rates, net	36		
Other financing revenues	14	12	9
Financing revenues recognized in profit and loss	83	31	18
Financing expenses:			
Financing expenses on loans and liabilities	157	66	69
Financing expenses on bonds	928	402	67
Miscellaneous bank expenses and charges	2	4	3
Loss from change in exchange rates, net	-	14	4
Linkage on customer deposits	64	23	-
Financing revenues from hedging transactions in foreign currency	12		
Other financing expenses	26	-	2
Financing expenses	1,189	509	145
Net of capitalized credit costs	(84)	(30)	(24)
Financing expenses recognized in profit and loss	1,105	479	121
Net financing expenses recognized in profit and loss	1,022	448	103

Note 26 – Taxes on income

A. Details in respect of the tax environment in which the Group operates:

(1) Amendments to the Income Tax Ordinance and the Land Appreciation Tax Law

(a) Commencing 2018, the corporate tax rate applicable to the Company is 23%.

(b) In August 2013, the “Arrangements Law” was published in the Official Gazette in which context Section 100A1 of the Income Ordinance was added, determining that revaluation profits will be taxable, based on a mechanism of a notional sale and purchase of an asset at any time for which a revaluation thereof was performed, from which revaluation profits were also distributed. Accordingly, a parallel provision was set forth in the Land Taxation Law (Appreciation and Purchase) with respect to appreciation tax on a right in land or a right in a land association for which a distribution from revaluation profits was recorded in the Company’s financial statements, as if the right was sold on the date of distribution of the revaluation profits, and re-purchased on the same day.

The applicability provisions determine that they shall apply to assets outside of Israel on the effective date of regulations to be promulgated by the Minister of Finance, and provisions shall be set for the avoidance of double taxation within the meaning thereof in Section 200 of the Income Tax Ordinance. Furthermore, the definition of “Revaluation Profits” determined that they are “surpluses not subject to corporate tax of the type determined by the Minister of Finance”. As of the date of approval of the Financial Statements, no such regulations have been published.

(2) The Company and a subsidiary have a holding (at a rate of 92.3%-99%) in American partnerships, which hold real property. The profits (losses) of the American partnerships from the rental of the real properties and from the sale thereof are attributable directly to the partners, in accordance with their shares in the capital, because under American tax law, a partnership which has been registered in the U.S. is considered to be transparent for tax purposes.

Accordingly, the profits (losses) of the American partnerships in which it serves as a limited partner will be attributed to the Group and it will accordingly be liable for tax in the U.S. in respect of the profits, attributed thereto as aforesaid in accordance with the Federal corporate tax rate (at a rate of 21%) and Texas state franchise tax (whose rate on December 31, 2022 was 0.75% of the “taxable margin”, as defined in the law), which constitutes an expense for the purposes of the calculation of the Federal tax. In addition, under certain circumstances, a “branch tax” at the rate of 12.5% may be levied on part of the profits of the partnerships (even if not yet actually distributed). If such profits are reinvested for business in the U.S. and subject to compliance with additional conditions, the “branch tax” may be deferred.

In a similar manner, the general partners in the American partnerships, that are also held by the Group, will be liable for tax in the U.S. in respect of their share (1%) of the profits (losses) from the rental of the real properties and/or from the sale thereof, in accordance with the tax rates that are mentioned above (with the exclusion of “branch tax”).

In accordance with the provisions of Section 63 of the Ordinance, the limited partners (the Company and its subsidiary), will be liable for corporate tax in Israel in respect of their share of the profits from the rental of the land in the U.S. and in the real capital gain that is derived from their sale by the American partnerships.

Note 26 – Taxes on income (Cont.)

A. Details in respect of the tax environment in which the Group operates: (Cont.)
(2) (Cont.)

In the case of tax payable in the U.S., in respect of which it is not possible to obtain a tax credit in Israel in the tax year in which it was paid, *inter alia*, by reason of losses for tax purposes incurred by the subsidiary - a credit may be obtained in respect thereof (in adjusted values, in accordance with the rate of the rise in the CPI) against the tax imposed on the subsidiary in Israel in respect of revenues from lease overseas in the 5 subsequent years.

- (3)** The Company has a holding (100%) in U.S. subsidiaries that are liable for tax in the U.S.. The subsidiaries are liable for Federal Tax on the companies' current income and capital gains from the sale of the real properties at the rate of 21%, and for Texas state tax.
- (4)** The Company has a holding (100%) in the Norwegian GM. The corporate tax rate in Norway is 22%.
- (5)** The Encouragement of Capital Investments Law, 5719-1959 (the "**Law**") Chapter "Seventh 1" grants tax benefits to investors in a qualified property used for apartment rental in accordance with the conditions set forth in the Law. An institutional rental track is a track that took effect on November 18, 2021, when the Economic Program Law (Legislative Amendments to Implement the Economic Policy for the Budget Years 2021 and 2022), 5782-2021, was published in the Official Gazette, and which, among other things, extended the rental period to at least 15 years, and established a differential reduction of the tax on the income from the sale or rental of the apartments.

The Company received approval for a residential rental building - institutional rental track in accordance with Chapter 'Seventh 1' of the Law from the Authority for Investments and Development of the Industry and Economy (the "**Investment Authority**") for the Azrieli Town project in Tel Aviv.

The tax brackets for the rental of apartments in a building for institutional rental will be, in the first rental period (5 years): 11% corporate tax; in the second rental period (5 years of rental after expiration of the first rental period): 9% corporate tax; in the third rental period (5 years of rental after expiration of the second rental period): 7% corporate tax; and in the rental period following the third: 5% corporate tax. The tax brackets also apply to the sale of the apartments.

The tax rate on dividends originating from taxable income generated from the sale or rental of apartments in a building for institutional rental, is 20%.

In respect of an apartment rented through an institutional rental track, the Company will be entitled to claim accelerated depreciation at the rate of 20%.

In addition, there is a VAT exemption for the sale of apartments that have been put up for rent for the required minimum period.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 26 – Taxes on income (Cont.)

B. Tax revenues (expenses) on income recognized in the income statement:

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Current tax revenues (expenses)			
For the current period	(110)	(84)	(64)
Net taxes in respect of previous years	<u>(120)</u>	<u>(6)</u>	<u>3</u>
	<u>(230)</u>	<u>(90)</u>	<u>(61)</u>
Deferred tax income (expenses)	<u>(124)</u>	<u>(690)</u>	<u>21</u>
Total expenses of taxes on income	<u>(354)</u>	<u>(780)</u>	<u>(40)</u>

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 26 – Taxes on income (Cont.)

C. Taxes on income in respect of the components of other comprehensive income:

	2 0 2 2			2 0 2 1			2 0 2 0		
	Amounts before tax	Tax income (*)	Amounts net of tax	Amounts before tax	Tax expenses (*)	Amounts net of tax	Amounts before tax	Tax income (*)	Amounts net of tax
	NIS in millions								
Translation differences from foreign operations	321	-	321	(132)	-	(132)	(129)	-	(129)
Change in the fair value of financial assets	(138)	37	(101)	614	(138)	476	(285)	65	(220)
Share in comprehensive income of investee companies	(48)	-	(48)	2	-	2	18	-	18
Total other comprehensive income	<u>135</u>	<u>37</u>	<u>172</u>	<u>484</u>	<u>(138)</u>	<u>346</u>	<u>(396)</u>	<u>65</u>	<u>(331)</u>

(*) The deferred taxes were calculated according to a tax rate of 23%.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 26 – Taxes on income (Cont.)

D. Compatibility between the theoretical tax on the income before income taxes and the tax expenses:

	For the year ended December 31		
	2022	2021	2020
	NIS in millions	NIS in millions	NIS in millions
Income before income taxes	2,146	3,672	236
The Company's principle tax rate	23%	23%	23%
Tax calculated at the Company's principle tax rate	494	845	54
Addition (saving) in the tax liability in respect of:			
Different tax rates and laws in subsidiaries that operate outside of Israel	3	(2)	(7)
Net of results of a company accounted for using the equity method	26	(35)	(23)
Exempt income	(17)	(18)	(8)
Expenses (income) not recognized	(28)	9	-
Utilization and creation of deferred taxes in respect of losses and benefits from previous years, in respect of which deferred taxes were not recorded	(24)	(1)	1
Losses and benefits for tax purposes from the period in respect of which deferred taxes were not recorded	16	15	21
Taxes in respect of previous years	12	6	(3)
Differences in the definitions of capital, assets and expenses for tax purposes and others	(59)	(41)	5
Different tax rate under the Encouragement of Capital Investments Law	(78)	-	-
Other differences	9	2	-
Expenses of taxes on income	354	780	40

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 26 – Taxes on income (Cont.)

E. Deferred tax assets and liabilities:

(1) Deferred tax assets and liabilities that have been recognized

The deferred taxes in respect of companies in Israel have been calculated in accordance with the tax rates that are expected to apply at the time of the reversal, as detailed above. Deferred taxes in respect of subsidiaries that operate outside of Israel have been calculated in accordance with the relevant tax rates in each country.

The deferred tax assets and liabilities are attributed to the following items:

	Real estate and fixed assets	Employee benefits	Financial instruments (1)	Deductions and losses to be carried forward for tax purposes	Others (2)	Total
	NIS in millions					
Deferred tax as of January 1, 2021	(3,672)	5	(72)	232	5	(3,502)
Changes carried to profit and loss	(740)	-	23	29	(2)	(690)
Changes carried to other comprehensive income	-	-	(138)	-	-	(138)
Entry into consolidation	(218)	-	-	35	-	(183)
Effect of exchange rate changes	9	-	-	(1)	-	8
Deferred tax as of December 31, 2021	(4,621)	5	(187)	295	3	(4,505)
Changes carried to profit and loss	(412)	1	18	238	31	(124)
Changes carried to other comprehensive income	-	-	37	-	-	37
Entry into consolidation	(2)	1	-	-	-	(1)
Effect of exchange rate changes	(16)	-	-	-	4	(12)
Deferred tax as of December 31, 2022	(5,051)	7	(132)	533	38	(4,605)

(1) Primarily for financial assets at fair value through other comprehensive income.

(2) Primarily doubtful debts and linkage differentials on deposits from customers.

(*) The deferred taxes were calculated according to a tax rate of 23% regarding assets in Israel.

The deferred taxes were calculated according to a tax rate of 21% regarding assets in the U.S.

The deferred taxes were calculated according to a tax rate of 22% regarding assets in Norway.

The deferred taxes according to the Encouragement of Capital Investments Law were calculated according to a tax rate of 5%.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 26 – Taxes on income (Cont.)

E. Deferred tax assets and liabilities: (Cont.)

(2) Deferred tax assets that have not been recognized

Deferred tax assets were not recognized in respect of the following items:

	As of December 31	
	2022	2021
	NIS in	NIS in
	millions	millions
Losses for tax purposes	308	250

(3) Losses and deductions for tax purposes that are available to be carried forward to the following years

- (a) Current business losses and deductions from a future tax liability according to an assessment agreement for tax purposes of the Company and Consolidated Companies, which are carried forward to the following years amount, as of December 31, 2022, to approx. NIS 2,438 million (December 31, 2021 – approx. NIS 1,410 million).

As of December 31, 2022, Consolidated Companies have recorded deferred tax assets in the sum of NIS 486 million in respect of accumulated business losses (December 31, 2021 – NIS 262 million) in accordance with the management's evaluation that these losses and deductions will be realized in the coming years.

- (b) The Company and Consolidated Companies have accumulated capital losses for tax purposes in the sum of approx. NIS 241 million (December 31, 2021 – approx. NIS 144 million). The Company and Consolidated Companies recorded deferred tax assets in the sum of NIS 55 million in respect of accumulated capital losses (December 31, 2021 – NIS 33 million).
- (c) According to the existing tax laws, there is no time restriction on the exploitation of losses for tax purposes, or on the exploitation of the deductible temporary differences. Deferred tax assets have not been recognized in respect of such losses and differences, in cases where it is not expected that there will be sufficient chargeable income in the coming years against which it will be possible to exploit the tax benefits.
- (d) The Group does not record deferred taxes that relate to investments in investee companies in respect of which the decision as to the disposition thereof is in the Group's hands whenever there is no decision to realize them in the foreseeable future.

Note 26 – Taxes on income (Cont.)

F. Tax assessments:

The Company has final tax assessments through 2020 tax year.

On December 29, 2022, a settlement agreement was signed between the Company and Canit Hashalom Investments Ltd., a wholly-owned subsidiary of the Company, with the Israel Tax Authority in respect of tax assessments pursuant to Section 152(B) of the Income Tax Ordinance for the years 2017-2020 (the **“Settlement Agreement”**). According to the Settlement Agreement, the Company shall pay a sum of NIS 130 million, most of which will be returned to the Company in the coming years as a deduction from future tax liability (timing differences). The Settlement Agreement has no material effect on the Company's financial results.

Some of the Consolidated Companies have final tax assessments through 2020 tax year.

Save for the abovementioned companies, the other Group companies have final tax assessments through 2017, some in the framework of Section 145(a)(2) of the Income Tax Ordinance (Prescription).

- G.** On April 7, 2021, a subsidiary received a transaction VAT assessment in the sum of approx. NIS 37 million, referring to capital notes granted by the Company to the subsidiary between 2016 to 2020. During the report period a settlement was reached in an amount immaterial to the Company.

Note 27 – Engagements

The Company and Consolidated Companies have engagements and liabilities as of the date of the Statement of Financial Position, as follows:

A. Material engagements:

	<u>NIS in millions</u>
(1) For the performance of projects	1,955
(2) With respect to the engagements with Related and Interested Parties, see Note 33.	

B. Additional engagements:

- (1) The Company and subsidiaries thereof engaged with OPC Rotem Ltd. (**“OPC”**), an independent power producer, in an agreement to purchase electricity. In addition, the companies of the Group engaged in a parallel agreement between them, which regulates the relationship between the companies of the Group in relation to the aforesaid agreement. Pursuant to the agreement, OPC shall sell electricity to the companies of the Group in the volume that is set forth in the agreement, in consideration for a tariff which varies according to actual consumption which is based on the tariffs of the Israel Electric Corporation Ltd. (the **“IEC”**), net of various discount rates determined in the agreement, which depend on the companies' volumes of consumption. The agreement is effective for a 15-year period, commencing from July 2013. The agreement sets forth special conditions that allow the parties to terminate it by giving an advance notice. In the event that OPC's power plant does not work and does not supply electricity for any reason whatsoever, electricity shall be supplied directly from the IEC. The agreement sets forth maximum and minimum volumes of electricity consumption by the companies of the Group. In the event of failure to meet the minimum volumes, the discount shall be gradually reduced.

The Group's companies reserve the right to purchase 100 megawatt hour more, in the event of the construction of an additional power plant by OPC's parent company.

Note 27 – Engagements (Cont.)

B. Additional engagements: (Cont.)

- (2) On May 20, 2015, Consolidated Companies in the senior housing segment entered into a trust agreement with a trust company, whereby it will serve as the trustee for the residents of the senior home for the registration of the mortgages in their favor. Pursuant to the agreement, the Consolidated Companies registered a first ranking mortgage in favor of the trust company at the Land Registry, on a majority of the sub-parcels that constitute the land of the senior home. The Consolidated Companies are working to complete the registration of the mortgage in favor of the trust company on all of their sub-parcels in the senior homes.

(3) Azrieli Holon Center

The Group, via Canit Hashalom, is the owner of leaseholds in a reserve of land of a total area of approx. 30,000 sqm in the East Holon Industrial Area (in this section: the "**Land Reserve**") under an agreement that was signed between the Municipality of Holon and Canit Hashalom on June 5, 2008 (in this section: the "**Agreement**") and approved by the Minister of the Interior in December 2008.

The entire Land Reserve is owned by the Municipality of Holon, without any known charges or mortgages. In accordance with the Agreement the project is for the construction of a business park, including buildings for hi-tech, offices, display halls and retail, service areas and parking areas as well as for additional uses (in this section: the "**Project**"). The Project was built and is operated as an income-producing property (for rental) by way of a joint venture, where the material terms of the transaction are as follows:

- (a) The Municipality of Holon is leasing to Canit Hashalom, in accordance with the Agreement, for a period of 99 years with an option for an additional 99 years for a payment, 83% of the areas and land of the Project.
- (b) The Project is managed and operated by the Company as an income-producing property that is held jointly by the two parties, where the areas of the Project are leased as a common reserve for both parties. The areas are leased via Canit Hashalom, and the division of the rent is carried out using a mechanism that has been agreed by the two parties.
- (c) The Project is managed by a management company. The management fees are on the basis of cost+15% and constitute the fees of the management company.
- (d) The Agreement sets various restrictions on the transfer of rights in areas in the Project and/or in the rights and undertakings of Canit Hashalom thereupon. It is further determined in the Agreement that the transfer of shares, including by way of a public offering, in shares of Canit Hashalom in an amount of up to 25% will be permitted. It is further clarified that the provisions relating the transfer of rights and a change in the ownership structure will not apply to the parent company or to a subsidiary or an affiliate of Canit Hashalom.
- (e) The Group treats this Project as a joint arrangement which constitutes a joint activity.

Note 28 - Charges and guarantees

A. Fixed and floating charges:

	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Loans from banks and others (including accumulated interest presented in short-term) (1)	3,148	1,043
Senior housing residents' deposits (2)	1,276	990

- (1) A charge on deposits, rights to receive money and real properties of the Company and some of the Investee Companies. The book value of the pledged assets – approx. NIS 6.8 billion.
- (2) On the date of entry of residents, Consolidated Companies register caveats in favor of the residents or the depositors, the purpose of which is to ensure repayment of the balance of the deposit. The collateral is to be deleted upon the registration of another permanent collateral in the form of a mortgage.

Some of the homes are in the process of condominium registration.

According to the provisions of the Senior Housing Law, the Consolidated Companies and the partnerships that hold senior housing properties are required to give the residents collateral. Until amendment of the Senior Housing Law as specified below, the options for collateral included, *inter alia*, a bank guarantee or a mortgage.

On July 25, 2018, an amendment was published to the Senior Housing Law pertaining to the collateral used to secure the residents' deposits, which took effect in late January 2020. On June 14, 2022, the alternatives for securing the deposit were updated in the Senior Housing Regulations (Disclosure Document Form) (Amendment), 5783-2022, which determine, *inter alia*:

- 1) The imposition of an obligation to provide collateral to secure the full deposit deposited by the resident.
- 2) The bearing of all of the costs entailed by provision of such collateral.
- 3) Denial of the resident's right to waive receipt of collateral.

In some of the Investee Companies, mortgages in trust and corresponding pledges were registered in the name of trustees for the residents or depositors of the senior homes. In addition, caveats were registered in favor of some of the residents on apartments and additional areas in the senior home, the purpose of which is to secure restitution of the balance of the deposit.

In circumstances where the senior home was under construction, and after the resident moves into the senior home, as aforesaid, the Investee Company / partnership may register a caveat regarding an undertaking to register a mortgage on his right in the land in favor of a trustee who shall be appointed by the residents or in favor of the resident. Such caveat shall be for a period that shall not exceed two years, and upon conclusion of the period, the Investee Company / partnership shall register a mortgage on his right in the land.

Azrieli Group Ltd.
Notes to the Financial Statements as of December 31, 2022

Note 28 - Charges and guarantees (Cont.)

A. Fixed and floating charges: (Cont.)

- (3) The Company committed to banking corporations, financial institutions and in the bond indentures that it would not create floating charges over its entire assets. The Company may create a floating charge as aforesaid, provided that concurrently with the creation thereof, it will create a floating charge in favor of the lender as well. The Company also committed, irrevocably, to a banking corporation that it had not created and will not create a floating charge over its entire property and assets, whether they are owned thereby or will be owned thereby in the future, including over the goodwill and share capital thereof, and it also committed towards another banking corporation not to commit in any manner to create a floating charge as aforesaid, without the advance written agreement of the banking corporation.

With respect to charges that were given regarding a loan taken by a consolidated company, see Note 17B(6).

B. The Company and Consolidated Companies have contingent liabilities:

	As of	
	December 31	
	2022	2021
	NIS in	NIS in
	millions	millions
(1) Performance and other guarantees:		
- Guarantees to authorities.	71	66
(2) Guarantees to lessor in respect of usage rights for LTC units.	1	1
(3) A guarantee provided by a Consolidated Company in favor of a Consolidated Company thereof in respect of its liabilities to banking corporations.	-	16
(4) A guarantee provided by a Consolidated Company in favor of a Consolidated Company thereof in respect of its liabilities to its customers.	4	4
(5) Guarantees and letters of indemnification given by a Consolidated Company to banks financing projects of former controlling shareholders of the Consolidated Company, which shall remain in effect until the completion of such projects. For such guarantees, the Consolidated Company received an indemnity from the former controlling shareholders.	-	2
(*) In addition to guarantees given by the Company and an Investee Company to consolidated limited partnerships thereof overseas and to Consolidated Companies thereof overseas, for their liabilities to financial corporations, which are enforceable only in several specific cases defined in the loan agreements (Bad Boy).		

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 29 - Contingent liabilities

A.	Parties	Amount of claim	Nature of claim	Prospects of claim
1.	Action in tort against Canit Hashalom and a former officer	Action in tort in the sum of NIS 55 million and, on the other hand, a pecuniary claim by Canit Hashalom in the sum of NIS 15 million.	<p>In May 2017, Canit Hashalom filed a pecuniary claim in the sum of NIS 15 million with the Tel Aviv District Court, against the companies Winditaly Ltd. and Gualini S.p.A. (jointly: "Gualini"), in relation to the performance of a project in which Gualini served as subcontractors. Along with the filing of the claim, Canit Hashalom forfeited a bank guarantee in the sum of NIS 2.7 million.</p> <p>Gualini filed an answer in which they denied Canit Hashalom's claims and filed a countersuit in the sum of NIS 55 million against Canit Hashalom and a former officer, in which countersuit they alleged failure to pay the full contractual consideration, damage to reputation and loss of future profit in Israel and unlawful forfeiture of a bank guarantee.</p>	The parties have deferred to mediation that ended with no results. Canit Hashalom estimates, based on its legal counsel, that the countersuit's chances as pertains to components relating to damage to reputation and loss of future profit and to the forfeiture of the bank guarantee are lower than 50%. Due to the preliminary stage, it is too early to estimate the rest of Gualini's claims. However, it appears that Canit Hashalom has good arguments to defend against the countersuit.
2.	Claim for pecuniary remedy against Palace Lehavim Limited Partnership	A claim for approx. NIS 23 million	In December 2021, "Or Sadeh" filed a Complaint against the partnership in respect of finishing and system work performed thereby in the Palace Lehavim senior housing project. On June 6, 2022, the partnership filed an Answer and a Counterclaim against the plaintiff in the sum of approx. NIS 26 million. The parties started a mediation.	At this stage, it is impossible to assess the chances of the claim.
B.	Additional claims (mostly legal and in insignificant amounts) arising from the ordinary course of business have been submitted against the Group companies.			
C.	In the estimation of the Company's management, based on its legal counsel, the provisions recorded to settle the results of the claims outlined above are adequate.			

Note 30 - Management of financial risks

A. General:

The Group is exposed to the following risks, which derive from the use of financial instruments:

- Credit risk.
- Liquidity risk.
- Market risk (including currency risk, interest risk and other price risks).

Information is provided in this Note in respect of the Group's exposure to each of the abovementioned risks, the Group's objectives, its policy and its processes in respect of the measurement and management of the risk. Additional, quantitative disclosure is provided throughout these Consolidated Financial Statements.

The comprehensive responsibility for establishing the framework for the management of the financial risks of the Company and its subsidiaries (except for management of the risks of the senior housing segment, the data centers segment and Azrieli E-Commerce Ltd., which is carried out thereby) and for overseeing the same rests with the Company's management.

The Company has a Finance Committee, which is responsible, *inter alia*, for supervising and monitoring the management of the Company's financial risks, and also supervises Management as pertains to the implementation of its decisions.

The person in charge of financial risks management in the Company is Ms. Irit Sekler-Pilosof, the Company's CFO and deputy CEO.

The Company's managers routinely examine the market risks in the fields of interest, the index and the exchange rates and act to reduce the economic exposure that is inherent in those risks, whilst taking cost-benefit considerations, such as changes in the composition of the long-term and short-term bank and non-bank credit, into account.

B. Credit risk:

Credit risk is the risk of a financial loss that would be caused to the Group if a customer or a counter party to a financial instrument does not meet its contractual commitments, and it derives primarily from the debts of customers and other receivables, from the long-term loans that have been extended and from investments in securities.

The Group has no significant credit risk from its customers in the retail centers and malls segment, the office and other space for lease segment, the rental housing in Israel segment and the income-producing property in the U.S. segment, since the Group collects its income in respect of rent and management fees in advance. Moreover, in most cases, as collateral for the rent, the tenants are required to prove personal guarantees from third parties and/or bank guarantees and/or deposits, to the Company's satisfaction.

The Group has no significant credit risk from its customers in the senior housing segment, since the Group collects a significant portion of the deposit required of the resident prior to his moving into the apartment.

The Group has no significant credit risk from its customers in the data centers segment, since most of the Group's revenues are from international public companies with a high credit rating who pay on a monthly basis.

The Group has credit risk in respect of credit card companies' balances deriving from the current clearing of customers' credit cards in the e-commerce segment.

Note 30 - Management of financial risks (Cont.)

C. Liquidity risk:

Liquidity risk finds expression in the non-ability to meet the Group's financial commitments when they are due for payment. The Group's approach to the management of its liquidity risk is to ensure, in so far as it is possible, that there is a sufficient level of liquidity to meet its commitments on time. The Group verifies the existence of sufficient levels of cash and/or credit lines in accordance with the expected needs for the payment of the operating expenses, including the amounts that are required to meet the financial liabilities; the aforesaid does not take into account the potential impact of extreme occurrences, which it is not reasonably possible to forecast.

The Group is of the opinion that at the time of need, financing entities will grant it the credit required thereby for the purposes of its business.

D. Market risks:

Market risk is the risk that changes in market prices, such as the exchange rates of foreign currencies, the CPI, the Construction Input Index, interest rates and prices of capital instruments, will have an impact on the Group's income or on the value of its holdings in financial instruments.

The objective of the management of market risks is to manage and supervise the exposure to market risk within the framework of generally accepted parameters.

Currency risk:

The Company's functional currency is the New Israeli Shekel (NIS).

The Group has loans in U.S. dollars and NOK, therefore its financial results are exposed to the risk of a change in the dollar and NOK exchange rates. Most of the Group's income in the income-producing property in the U.S. segment and in the data centers segment is stated in U.S. dollars and NOK, such that a rise in the exchange rate as aforesaid leads to an increase in income from lease and in the value of the property and reduces this risk.

Interest rates risk:

The Group has short-term and long-term credit at variable interest rates. Accordingly, its financial results (financing income/expenses) are exposed to the risk of a change in the interest rates (as of December 31, 2022, approx. 6% of the credit from financial corporations and bonds are at variable interest rates). According to the financing agreement hedges were purchased for most of the amount against changes in the variable interest rate.

Index risks:

The Group has loans and bonds that are index-linked, and therefore its financial results (financing income/expenses) are exposed to the risk of a change in the index.

Most of the Group's income in the retail centers and malls segment, in the office and other space for lease segment and in the rental housing in Israel segment are linked to the CPI, such that an increase in the index, as aforesaid, will lead to an increase in the rent income and a reduction in this risk.

Furthermore, the index rise bears an impact on the calculation of the value of investment properties due to the increase in rent revenues.

The companies in the senior housing sector have exposure in respect of the effect of changes in the CPI on the deposits of the residents in the senior home, which are linked to the CPI.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 30 - Management of financial risks (Cont.)

D. Market Risks: (Cont.)

Currency risk – cash:

As of December 31, 2022, a small part of the cash is managed overseas in the dollar currency and Norwegian krone, and therefore the Company may be exposed to fluctuations in the currencies' exchange rates. The Company does not hedge against such exposures, other than a hedging transaction regarding the acquisition of GM (see Note 8B for further details).

Other price risk:

The Company has a holding in Bank Leumi's shares that are traded on TASE. Changes in the price of Bank Leumi's stock may affect the equity. The Company does not hedge against such exposure.

Note 31 - Financial instruments

A. Credit risk:

The book value of the financial assets represents the maximum credit exposure. The maximum exposure to credit risk as of the date of the Statement of Financial Position was as follows:

	Book Value	
	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Financial assets at amortized cost:		
Short-term deposits and investments	4	1
Trade accounts receivable	78	83
Other receivables	81	107
Non-current loans	210	216
	<u>373</u>	<u>407</u>

The maximum exposure to credit risk in respect of trade accounts receivable, other receivables, long-term loans, as of the date of the Statement of Financial Position, by geographical region, is mainly local and the exposure overseas is negligible.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 31 - Financial instruments (Cont.)

B. Liquidity risk:

Set forth below are the projected repayment dates of the financial liabilities, including an estimate of interest payments:

	As of December 31, 2022							
	Book value	Forecasted cash flow	2023	2024	2025	2026	2027 forth	No repayment date /upon demand
	NIS in millions							
Non-derivative financial liabilities								
Short-term credit from financial corporations (1)	1,153	1,153	1,153	-	-	-	-	-
Trade accounts payable	669	669	669	-	-	-	-	-
Other payables	107	107	107	-	-	-	-	-
Deposits from customers	1,286	1,286	-	-	-	-	-	1,286
Long-term loans from financial corporations (2)	2,068	2,404	273	731	282	118	1,000	-
Bonds (2)	16,174	17,972	1,169	1,111	1,189	1,796	12,707	-
Long-term deposits from customers	75	75	-	-	75	-	-	-
	21,532	23,666	3,371	1,842	1,546	1,914	13,707	1,286

(1) The book value includes accrued interest.

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

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 31 - Financial instruments (Cont.)

B. Liquidity Risk: (Cont.)

As of December 31, 2021							
Book value	Forecasted cash flow	2022	2023	2024	2025	2026 forth	No repayment date /upon demand
NIS in millions							
Non-derivative financial liabilities							
Short-term credit from financial corporations (1)	621	621	621	-	-	-	-
Trade accounts payable	383	383	383	-	-	-	-
Other payables	43	43	43	-	-	-	-
Deposits from customers	1,126	1,126	-	-	-	-	1,126
Long-term loans from financial corporations (2)	1,403	1,730	165	195	119	254	997
Bonds (2)	13,294	14,579	980	971	917	958	10,753
Long-term deposits from customers	65	65	-	-	65	-	-
	<u>16,935</u>	<u>18,547</u>	<u>2,192</u>	<u>1,166</u>	<u>1,101</u>	<u>1,212</u>	<u>11,750</u>
							<u>1,126</u>

(1) The book value includes accrued interest.

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

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 31 - Financial instruments (Cont.)

C. Index and foreign currency risks:

(1) Exposure to Index and foreign currency risk

The Group's exposure to Index and foreign currency risk, based on nominal values, is as follows:

	Israeli currency Index-linked NIS in millions	As of December 31, 2022		
		Foreign currency		
		Dollar NIS in millions	NOK NIS in millions	Other (*) NIS in millions
Assets	7	300	295	1
Liabilities	(18,491)	(1,106)	(1,264)	(18)
Total net balance sheet balance	(18,484)	(806)	(969)	(17)

	Israeli currency Index-linked NIS in millions	As of December 31, 2021		
		Foreign currency		
		Dollar NIS in millions	NOK NIS in millions	Other (*) NIS in millions
Assets	112	260	33	3
Liabilities	(14,898)	(994)	(572)	(18)
Total net balance sheet balance	(14,786)	(734)	(539)	(15)

(*) Mainly Euro and GBP.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 31 - Financial instruments (Cont.)

C. Index and foreign currency risks: (Cont.)

(2) Sensitivity analysis

The strengthening of the New Israeli Shekel against the following currencies as of December 31, 2022 and an increase in the CPI would decrease the capital and the profit or loss, net of tax, by the amounts that are presented below. This analysis has been made on the assumption that the other variables, and especially the interest rates, remain fixed. The analysis in respect of the year 2021 was made on the same basis and for the assets and financial liabilities only.

	As of December 31, 2022	
	Capital	Profit (loss)
	NIS in millions	NIS in millions
3% rise in the CPI	(425)	(425)
3% rise in the USD exchange rate	(19)	(19)
3% rise in the NOK exchange rate	(22)	(22)

	As of December 31, 2021	
	Capital	Profit (loss)
	NIS in millions	NIS in millions
1% rise in the CPI	(114)	(114)
3% rise in the USD exchange rate	(17)	(17)
3% rise in the NOK exchange rate	(12)	(12)

A decrease in the exchange rate of the U.S. Dollar and NOK by a similar rate and a decrease in the CPI by a similar rate as of December 31, 2022 would have had an identical effect, although in an opposite direction, in the same amount, assuming that all of the other variables remain constant.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 31 - Financial instruments (Cont.)

D. Interest rate risk:

Type of interest

Below are details regarding the interest type of the Group's interest-bearing financial instruments:

	Book value	
	As of December 31	
	2022	2021
	NIS in millions	NIS in millions
Fixed interest instruments		
Financial liabilities	18,365	14,799
Variable interest instruments		
Financial liabilities (*)	1,153	628

(*) According to the financing agreement hedges were purchased for most of the amount against changes in the variable interest rate.

(1) Sensitivity analysis for the fair value in respect of fixed interest instruments

The Group's assets and liabilities at fixed interest are not measured at fair value through profit and loss, therefore, a change in the interest rates is not expected to have any effect on the profit or loss in respect of changes in the value of assets and liabilities with fixed interest rates.

(2) Sensitivity analysis for variable interest instruments

Since the Company has hedges against changes in the variable interest rate, a change in the interest rate on the reporting date would not cause a significant change in the profit or loss or in capital.

E. Other price risk:

Sensitivity analysis of the security price – financial assets at fair value through other comprehensive income – (see Note 10)

If the prices of the held securities were higher by 10%, the effect after tax would be as follows:

The net income for the year ending December 31, 2022 would not be affected since these investments are accounted for through other comprehensive income.

The other comprehensive income would increase by approx. NIS 79 million as of December 31, 2022 as a result of the change in the fair value of the shares.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value

A. Assets and liabilities measured at fair value in the Statement of Financial Position:

For the purpose of measurement of the fair value of the assets or liabilities, the Group classifies them in accordance with the rating that includes the following three levels:

Level 1: Quoted (not adjusted) prices in active markets for identical assets or identical liabilities to which the entity has access at the time of measurement.

Level 2: Data, other than quoted prices included in level 1, that are directly or indirectly observable for the asset or liability.

Level 3: Non-observable data for the asset or liability.

The classification of the assets or liabilities that are measured at fair value is based on the lowest level significantly used for measuring the fair value of the entire asset or liability.

Below are the Group's assets and liabilities measured at fair value in the Company's Statement of Financial Position as of December 31, according to their measurement levels.

Fair value of items measured at fair value on a periodic basis

As of December 31, 2022		
	Level 2	Level 3
	NIS in	NIS in
	millions	millions
		Total
		NIS in
		millions
Investment properties:		
Retail centers and malls in Israel	-	14,461
Land and leasable office space in Israel	-	14,048
Investment properties under construction in Israel	-	3,139
Rental housing in Israel	-	1,111
Senior housing	-	2,726
Total investment properties in Israel	-	35,485
Income-producing properties in the U.S.	-	1,884
Data centers	-	2,011
	-	3,895
Total investment properties	-	39,380

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

A. Assets and liabilities measured at fair value in the Statement of Financial Position (Cont.)

Fair value of items measured at fair value on a periodic basis (Cont.)

	As of December 31, 2021		
	Level 2	Level 3	Total
	NIS in	NIS in	NIS in
	millions	millions	millions
Investment properties:			
Retail centers and malls in Israel	-	12,530	12,530
Land and leasable office and other space in Israel	181	12,639	12,820
Investment properties under construction in Israel	-	2,675	2,675
Senior housing	-	2,361	2,361
Total investment properties in Israel	<u>181</u>	<u>30,205</u>	<u>30,386</u>
Income-producing properties in the U.S.	-	1,968	1,968
Data centers	-	1,657	1,657
	<u>-</u>	<u>3,625</u>	<u>3,625</u>
Total investment properties measured at fair value	<u>181</u>	<u>33,830</u>	<u>34,011</u>
Down payments on real estate	<u>126</u>	<u>-</u>	<u>126</u>
Total investment properties	<u><u>307</u></u>	<u><u>33,830</u></u>	<u><u>34,137</u></u>

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

A. Assets and liabilities measured at fair value in the Statement of Financial Position (Cont.)

Financial assets:

	As of December 31, 2022		
	Level 1	Level 2	Total
	NIS in millions	NIS in millions	NIS in millions
Financial assets designated at fair value through profit and loss:			
Non-marketable investments	-	5	5
Financial assets at fair value through other comprehensive income:			
Marketable shares	1,025	-	1,025
Total fair value of financial assets	1,025	5	1,030

	As of December 31, 2021		
	Level 1	Level 2	Total
	NIS in millions	NIS in millions	NIS in millions
Financial assets designated at fair value through profit and loss:			
Non-marketable investments	-	6	6
Financial assets at fair value through other comprehensive income:			
Marketable shares	1,282	-	1,282
Total fair value of financial assets	1,282	6	1,288

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position:

(1) Movement in investment property measured at fair value

	Real Estate in Israel					Real Estate in the U.S.	Data centers	
	Retail Centers and Malls	Offices and Other	Rental housing	Senior Housing	Under Construction	Income- Producing Properties	Income- Producing Properties	Total
	NIS in millions							
Balance as of January 1, 2022	12,530	12,447	192	2,361	2,675	1,968	1,657	33,830
Profit or loss recognized as profit or loss	361	964	173	196	212	(378)	(47)	1,481
Acquisitions and investments	911	373	60	12	921	38	380	2,695
Entry into consolidation (*)	682	132	-	-	-	-	-	814
Classification	(23)	(172)	686	157	(669)	-	-	(21)
Classification level 2	-	307	-	-	-	-	-	307
Dispositions	-	(3)	-	-	-	-	-	(3)
Net translation differences deriving from the translation of the financial statements of foreign operations	-	-	-	-	-	256	21	277
Balance as of December 31, 2022	<u>14,461</u>	<u>14,048</u>	<u>1,111</u>	<u>2,726</u>	<u>3,139</u>	<u>1,884</u>	<u>2,011</u>	<u>39,380</u>

(*) See Notes 11F and 11G.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position: (Cont.)

(1) Movement in investment property measured at fair value (Cont.)

	Real Estate in Israel				Real Estate in the U.S.	Date centers	
	Retail Centers and Malls	Offices and Other	Senior Housing	Under Construction	Income- Producing Properties	Income- Producing Properties	Total
Balance as of January 1, 2021	11,804	10,706	2,269	2,155	2,065	-	28,999
Profit or loss recognized as profit or loss	624	1,421	151	242	(58)	84	2,464
Acquisitions and investments	120	281	19	258	28	60	766
Entry into consolidation (*)	-	-	-	-	-	1,576	1,576
Classification	(18)	55	(78)	20	-	-	(21)
Classification level 2	-	176	-	-	-	-	176
Net translation differences deriving from the translation of the financial statements of foreign operations	-	-	-	-	(67)	(63)	(130)
Balance as of December 31, 2021	<u>12,530</u>	<u>12,639</u>	<u>2,361</u>	<u>2,675</u>	<u>1,968</u>	<u>1,657</u>	<u>33,830</u>

(*) See Note 8B.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques

Description of the measured instrument	Fair value as of December 31, 2022 NIS in millions	Evaluation technique	Description of significant non-observable data	Mainly in the Range	Other data	Range
Retail centers and malls in Israel	14,405	Income approach – DCF	Primary cap rate Fair value per sqm in NIS in thousands Occupancy rate (**)	6.25%-7.25% NIS 16-100 thousand 90%-100%	Marketable space (in sqm in thousands)	1-41 thousand sqm
Land	56	Comparison approach				
Offices and others in Israel:						
Existing office space for lease	13,005	Income approach - DCF	Primary cap rate Fair value per sqm in NIS in thousands Occupancy rate (**)	5%-7.5% NIS 8-29 thousand 92%-100%	Marketable space (in sqm in thousands)	3-154 thousand sqm
Other space for lease	135	Income approach – DCF	Estimated average rent per sqm in NIS Primary cap rate	NIS 30 6%		
Land and rights	908	Comparison approach	Size-specific adjustment			

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques (Cont.)

<u>Description of the measured instrument</u>	<u>Fair value as of December 31, 2022 NIS in millions</u>	<u>Evaluation technique</u>	<u>Description of significant non-observable data</u>	<u>Mainly in the Range</u>	<u>Other data</u>	<u>Range</u>
Buildings under construction in Israel	304	DCF, net of the estimated construction costs expected to arise for completion thereof	Estimated rent per sqm in NIS	Office NIS 116	Estimated balance of construction costs expected per sqm marketable space	NIS 19,850 per sqm 38 thousand sqm
	2,835	Comparison approach	Specific adjustment for location, size and standard			
Income-producing property in the U.S.	1,867	Income approach –DCF	Estimated average rent per sqm in dollars (*)	\$14-25	Marketable space (in sqm in thousands)	3-92 thousand sqm
			Primary cap rate	6.5%-8.25%		
			Fair value per sqm in NIS in thousands	4-13		
			Occupancy rate (**)	45%-100%		
	17	Comparison approach	Size and standard			

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques (Cont.)

Description of the measured instrument	Fair value as of December 31, 2022 NIS in millions	Evaluation technique	Description of significant non-observable data	Mainly in the Range	Other data	Range
Senior housing	2,726	Income approach – DCF	Cap rate Annual resident turnover rate	8.25% 6.6%-14%		
Rental housing in Israel	1,111	Comparison approach				
Data centers	2,011	Income approach – DCF	Cap rate	6.25%-7.1%	Marketable space (in sqm in thousands)	2-8 thousand sqm

(*) Calculated on the basis of average rent per marketable meter in each property separately.

(**) Calculated on the basis of each property separately, excluding properties that are in stages of lease-up.

(***) The fair value estimate will increase if construction costs per sqm decrease, the rent payments increase, the weighted cap rate decreases, the annual turnover rate in the senior home increases and/or the sale prices of the senior housing units increase.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques (Cont.)

Description of the measured instrument	Fair value as of December 31, 2021 NIS in millions	Evaluation technique	Description of significant non-observable data	Mainly in the Range	Other data	Range
Retail centers and malls in Israel	12,413	Income approach – DCF	Primary cap rate Fair value per sqm in NIS in thousands Occupancy rate (**)	6.25%-7.25% NIS 9-52 thousand 90%-100%	Marketable space (in sqm in thousands)	1-41 thousand sqm
Land	117	Comparison approach				
Offices and others in Israel:						
Existing office space for lease	11,892	Income approach - DCF	Primary cap rate Fair value per sqm in NIS in thousands Occupancy rate (**)	5%-7.5% NIS 8-22 thousand 94%-100%	Marketable space (in sqm in thousands)	3-154 thousand sqm
Other space for lease	124	Income approach – DCF	Estimated average rent per sqm in NIS Primary cap rate	NIS 29 6%		
Land, Modi'in Residence and Azrieli Town Building E	623	Comparison method	Size-specific adjustment			

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques (Cont.)

<u>Description of the measured instrument</u>	<u>Fair value as of December 31, 2021 NIS in millions</u>	<u>Evaluation technique</u>	<u>Description of significant non-observable data</u>	<u>Mainly in the Range</u>	<u>Other data</u>	<u>Range</u>
Buildings under construction in Israel	36	DCF, net of the estimated construction costs expected to arise for completion thereof	Estimated rent per sqm in NIS	Retail NIS 149	Estimated balance of construction costs expected per sqm marketable space	NIS 3,210 per sqm
	132		Annual rate of resident turnover – senior housing Cap rate – senior housing	6.7% 8.25%		2 thousand sqm
	2,507	Comparison approach	Specific adjustment for location, size and standard Estimated betterment levy			
Income-producing property in the U.S.	1,954	Income approach –DCF	Estimated average rent per sqm in dollars (*)	\$17-24	Marketable space (in sqm in thousands)	3-92 thousand sqm
			Primary cap rate Fair value per sqm in NIS in thousands Occupancy rate (**)	5.75%-8.75% 6-15 41%-100%		
	14	Comparison approach	Size and standard			

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

B. Assets and liabilities measured at fair value at level 3 in the Statement of Financial Position (Cont.):

(2) Description of evaluation techniques (Cont.)

Description of the measured instrument	Fair value as of December 31, 2021 NIS in millions	Evaluation technique	Description of significant non-observable data	Mainly in the Range	Other data	Range
Senior housing	2,361	Income approach – DCF	Cap rate Annual resident turnover rate	8.25% 6.6%-14%		
Data centers	1,657	Income approach – DCF	Cap rate	6.25%-6.5%	Marketable space (in sqm in thousands)	2-7 thousand sqm

(*) Calculated on the basis of average rent per marketable meter in each property separately.

(**) Calculated on the basis of each property separately, excluding properties that are in stages of lease-up.

(***) The fair value estimate will increase if construction costs per sqm decrease, the rent payments increase, the weighted cap rate decreases, the annual turnover rate in the senior home increases and/or the sale prices of the senior housing units increase.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

C. For a description of the evaluation processes used in determining the fair value – see Note 3B.

D. **Fair value of items that are not measured at fair value in the Statement of Financial Position:**

(1) Fair value by comparison to the book value

Following are details regarding the fair value of certain items that are not measured at fair value in the Statement of Financial Position.

		As of December 31			
		2 0 2 2		2 0 2 1	
Level of fair value		Book value	Fair value	Book Value	Fair value
		NIS in millions	NIS in millions	NIS in millions	NIS in millions
Non-current liabilities:					
Loans from banking corporations and other credit providers (1)	2	2,067	1,897	1,403	1,417
Bonds (2) (1)	1	16,174	15,204	13,294	14,496
		<u>18,241</u>	<u>17,101</u>	<u>14,697</u>	<u>15,913</u>

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

(2) Calculation of the fair value of the bonds is according to fair value level 1.

(2) The interest rates used in the determination of the fair value

The interest's 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, with the addition of an appropriate fixed credit margin, as follows:

		As of December 31	
		2 0 2 2	2 0 2 1
		%	%
Non-current liabilities:			
Loans from financial corporations		1.88-7.98	(1.19)-4.9

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 32 – Fair value (Cont.)

E. Sensitivity to changes in the interest rates of the investment property cap rates:

Rate of change	Loss from changes in the market factor			Fair value of the assets	Profit from changes in the market factor			Valuation method
	NIS in millions	NIS in millions	NIS in millions	NIS in millions	NIS in millions	NIS in millions	NIS in millions	
	2% absolute increase	10% increase	5% increase		5% decrease	10% decrease	2% absolute decrease	
Weighted cap rate:								
5.87% - 6.25%	(2,498)	(898)	(470)	10,144	518	1,099	5,035	DCF method
6.26% - 6.99%	(4,236)	(1,644)	(830)	17,164	982	2,038	8,086	DCF method
7.0% - 7.49%	(579)	(233)	(122)	2,895	132	277	977	DCF method
7.5% - 8.24%	(108)	(49)	(25)	405	28	59	182	DCF method
8.25% - 9.0%	(479)	(222)	(116)	3,888	127	268	767	DCF method
Investment property and investment property under construction								
	(7,900)	(3,046)	(1,563)	34,496	1,787	3,741	15,047	

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties

A. Parent company, Controlling Shareholder and subsidiaries:

As stated in Note 1A, most of the Company's shares are held by Nadav Investments Inc., a company controlled by Ms. Sharon Azrieli, Naomi Azrieli and Danna Azrieli. On material subsidiaries, see Note 8 in respect of the Group's entities.

B. Benefits for key managerial personnel (including directors who are employed by the Company):

Benefits in respect of the employment of key management personnel (including directors who are employed by the Group) include:

	For the year ended December 31					
	2 0 2 2		2 0 2 1		2 0 2 0	
	No. of persons	Amount NIS in millions	No. of persons	Amount NIS in millions	No. of persons	Amount NIS in millions
Short-term benefits (1) (2)	33	57.2	29	46.9	23	41.3
Other long-term benefits	2	0.2	3	0.7	2	-
		<u>57.4</u>		<u>47.6</u>		<u>41.3</u>

(1) See also Note 33C below.

(2) Including 10 directors who are not employed by the Company (in the years 2021 and 2020 – 8 directors).

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties:

	For the year ended December 31			As of December 31	
	2022	2021	2020	2023	2021
	Amounts of Transactions			Balance in Balance Sheet	
	NIS in millions				
Interested Parties and affiliates owned by Interested Parties:					
Rent income	1	1	1	-	-
Contributions (4)	-	-	5.8	-	-
Trade and other payables	-	-	-	0.1	0.3

Amounts of Transactions		
For the year ended December 31		
2022	2021	2020
NIS in millions		

Key management personnel (including directors) in the Company: (*)

Interested Parties employed by the Company	14	11	10
Number of persons to whom the benefit relates	2	2	2
Director remuneration for Interested Parties who are not employed by the Company	0.4	0.3	0.3
Number of persons to whom the benefit relates	2	2	2
Remuneration for directors who are not employed by the Company (**)	1.8	1.4	1.3
Number of persons to whom the benefit relates	8	6	6

(*) This information is included in Section B above.

(**) See Note 33C(7).

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

- (1) On December 28, 2014, after receiving the approval of the Company's Compensation Committee and Board, the general meeting of the Company approved the engagement in a management agreement with Ms. Danna Azrieli with respect to the terms and conditions of her office and employment as Active Chairwoman of the Board of the Company (in this section: the "**Management Agreement**"), an agreement which took effect on January 1, 2015, and the principles of which are specified below:

The Management Services, as hereinafter defined, shall be provided to the Company by Ms. Danna Azrieli through a company wholly-owned by her (in this section: the "**Management Company**"), in the framework of which services, Ms. Danna Azrieli shall serve as the Active Chairwoman of the Board of the Company on a full-time basis (100% position) (it is clarified that Ms. Danna Azrieli may continue to take additional actions, including philanthropic activities in which she is involved, from time to time, provided that the performance thereof does not affect the discharge of her duties in the Company) and shall provide the following services to the Company, through the Management Company: chairwoman of the executive board of the Company's management, overseeing the implementation of strategic decisions, formulating business and managerial decisions related to the development and management of the Company's properties, business development, financing and budget, targets and the examination of new operating segments, providing ongoing managerial and professional advice to the Company's management and the managers of the principal operating segments, overseeing, accompanying and analyzing business opportunities and leading transactions and acquisitions in Israel and overseas, overseeing existing projects and monitoring their progress, overseeing development and construction and business development overseas, responsibility for outlining the Company's community relations and representing the Company in conferences in Israel and overseas (in this section: the "**Management Services**").

Clawback clause – if and insofar as it transpires *post factum* that the figures on which the Company relied when granting an annual bonus as aforesaid to the Management Company are incorrect and that restatement thereof in the Company's Financial Statements is required, the Management Company shall repay the Company the difference between the amount of the bonus paid thereto based on such incorrect figures and the amount of the annual bonus to which it is entitled based on the figures following such restatement.

Reimbursement of expenses, car and telecommunication – the Company shall bear all of the expenses of the Management Company in the context of the provision of the Management Services, including entertaining expenses, travel and *per diem* expenses in Israel and abroad, all in accordance with the Company's procedures and against presentation of appropriate evidence up to a maximum amount as shall be determined by the Company's Audit Committee from time to time and which shall be determined appropriate thereby, taking into account the Company's business and the scope thereof. The Company shall further bear the costs of making available and maintaining a car for the purpose of providing the Management Services, the costs of use of telephony and telecommunication, and may also, from time to time and in accordance with the compensation policy, grant Ms. Danna Azrieli additional related benefits, such as a laptop, internet connection, subscriptions to financial newspapers and daily newspapers, payment for participation in professional conferences, professional literature, seminars, etc. Reimbursement of car and telecommunication expenses shall not exceed a maximum amount as shall be determined from time to time by the Audit Committee and which shall be determined appropriate thereby, considering the Company's business and the scope thereof.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(1) (Cont.)

The Management Agreement also includes the Company's undertaking of inclusion within an officers' insurance policy, and the grant of letters of exemption and indemnification in the standard language granted to the other officers of the Company, all subject to the provisions of the Companies Law and the approvals required thereunder, the Company's articles of association and the Company's compensation policy.

Term of the agreement and termination thereof – the Management Agreement took effect on January 1, 2015 for a three-year period as of such date, unless extended prior thereto by agreement between the parties and subject to receipt of all of the approvals required under law. The Management Agreement may be terminated by the Management Company, on the one hand, and by the Company, by way of a board resolution, on the other hand, subject to a prior notice of 6 months in advance (with no adjustment period), other than in exceptional events in which it may be terminated by the Company with immediate effect.

Terms of Compensation Until 2022

In consideration for provision of the Management Services, the Company shall pay Ms. Danna Azrieli annual management fees as were updated in August 2019, as stated below.

Variable component – for the Management Services, the Management Company shall be entitled to an annual bonus, for each calendar year, deriving from the Adjusted Profit, as specified below:

The “**Adjusted Profit**” for purposes of this section, for each calendar year – the annual pre-tax profit, according to the Company's audited consolidated annual financial statements, net of the following amounts: (1) dividend received thereby from financial assets available for sale, which was included in the annual pre-tax profit; (2) profit (loss) deriving from the revaluation of real estate properties; (3) results of companies which do not engage in the Company's core business segments (real estate) and were included in the annual pre-tax profit; (4) linkage differentials accrued on financial liabilities; (5) interest expenses, at the actual weighted effective interest rate for such year, of the Company and companies controlled thereby, which engage in the Company's core business, on loans (regardless of whether or not they were taken) at a financing rate of 65% on the historical purchase cost in the books of the investment in companies which are not in the core business; (6) the sum total of the management fees (including bonus) to Ms. Danna Azrieli for such year, as included in the annual pre-tax profit; and (7) profit (loss) from financial assets (marketable securities) held for trading, including interest and dividend in respect thereof.

Bonus cap and payment for a partial year – the sum total of the annual bonus for each calendar year as aforesaid shall not exceed NIS 1.5 million. If the Management Services shall have been rendered during part of a calendar year, the Management Company shall be entitled to a bonus calculated according to the relative part in the annual calculation results, on the basis of a 365-day year, in accordance with the part of the year during which the Management Services were rendered and based on the consolidated annual statements for such year in which the Management Agreement commenced or ended.

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(1) (Cont.)

On October 6, 2016, the general meeting of the Company's shareholders approved the extension of the Management Agreement for a three-year period, from the aforesaid meeting approval date, with no change to the agreement then in effect.

On August 11, 2019, the Company's general meeting approved, after approval by the Board and the Compensation Committee's recommendation, an update to the conditions of the management agreements with the Company's Chairwoman of the Board for a period of three years from this date, as follows:

a. Update to the fixed component:

The annual management fees will be NIS 3 million (which constitute monthly management fees in the sum of NIS 250 thousands), plus legal VAT, linked to the increase in the CPI for the month of April 2019, which was published on May 15, 2019 (the "**Fixed Management Fees**") (the consideration will not be reduced in the event of a decrease in the CPI in a given month, but the reduction will be deducted from future increases in the CPI). The Fixed Management Fees will be paid in each current calendar month.

b. Update to the annual bonus:

In a year in which the Adjusted Profit is lower than NIS 1,015 million - there is no bonus entitlement (the "**Bonus Threshold**"). It is clarified that if the Adjusted Profit is higher than such Bonus Threshold, no bonus shall be paid for an Adjusted Profit in the sum of up to NIS 1,015 million.

In a year in which the Adjusted Profit shall be NIS 1,015 million up to NIS 1,140 million – a bonus shall be paid at a rate of 0.5% of the difference between the Bonus Threshold and the actual Adjusted Profit; In a year in which the Adjusted Profit shall exceed NIS 1,140 million – a cumulative annual bonus shall be paid as follows:

- 1.** For an Adjusted Profit in the amount of up to NIS 1,015 million – no bonus shall be paid;
- 2.** For that part of the Adjusted Profit between NIS 1,015 million and NIS 1,140 million – 0.5% of the difference between NIS 1,015 million and NIS 1,140 million, shall be paid.
- 3.** For that part of the Adjusted Profit that shall exceed NIS 1,140 million – 0.75% of the difference between the Adjusted Profit and NIS 1,140 million, shall be paid.

The total annual bonus for each calendar year shall not exceed NIS 2 million.

Update to the 2022 Agreement:

On August 10, 2022, the Company's general meeting approved, after approval by the Compensation Committee and the Board, an update to the terms and conditions of the management agreement with the Company's Chairwoman of the Board, through a company controlled by her (in this section: the "**Management Company**"), for a three-year period from August 11, 2022, as follows:

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(1) (Cont.)

1. Update to the fixed component:

The annual management fees will be NIS 3.96 million (which constitute monthly management fees of NIS 330 thousand), linked to the increase in the CPI for the month of May 2022 (the consideration will not be reduced in the event of a decrease in the CPI in a given month, but the reduction will be deducted from future increases in the CPI), and a 5% increase each year (over and above the linkage to the CPI). The fixed management fees will be paid in each current calendar month.

2. Update to the annual bonus of the Company's Chairwoman of the Board:

The Chairwoman of the Board will be entitled to an annual bonus, according and subject to the following provisions, in an amount of up to 9 times the monthly management fees for each calendar year. The Compensation Committee and the Company's Board will set measurable targets for the bonus for the Management Company, which are based on figures in the financial statements (including by way of calculation) from among: meeting FFO targets, meeting NOI targets, return on equity, current cash flow, adjusted profit and/or balance sheet ratios, uniformly applicable to the Management Company and to at least 2 other officers (the "**Other Officers**"), provided that all of the following are met:

- (a)** The potential bonus that may be derived for the officers who are subject to the bonus mechanism applicable to the Management Company, jointly, is at least twice the potential bonus that may be derived for the Management Company from the same targets.
- (b)** The cost of the Management Company's annual bonus, together with the bonuses of the Other Officers, when multiplied by the holding rate of the Company's controlling shareholders, will be at least 2 times higher than the annual bonus to which the Management Company will be entitled in the event of meeting the targets.
- (c)** The annual bonuses of the Management Company and the Other Officers shall be subject to the same target/s in practice, and not only to the same type/s of target/s, and no targets shall apply to the Other Officers that do not equally apply to the Management Company. The aforesaid does not derogate from the fact that the cap on the annual bonuses for each of the Management Company and the Other Officers may be different.

The aforesaid notwithstanding, in relation to the 2022 annual bonus - the bonus cap, i.e. 9 times the monthly management fees, and the targets set at the beginning of the year for the Company's CEO, Mr. Eyal Henkin, and for other officers, will apply for the whole of 2022. Accordingly, below is a breakdown of the measurable targets for the 2022 bonus for the Management Company (it is clarified that these targets are consistent with the targets determined for the Company's CEO, Mr. Eyal Henkin):

- (a) Meeting the FFO target** – An operational parameter based on meeting the FFO target set forth in the Company's annual work plan for 2022, as approved by the Compensation Committee and the Board in Q1/2022 (the "**FFO Target**").

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Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(1) (Cont.)

A prerequisite for receiving this component of the bonus is meeting 90% of the FFO Target. The Chairwoman of the Board's entitlement to the bonus for 2022 shall be calculated in a linear manner in accordance with the extent to which the FFO Target is met, while for fully meeting the FFO Target the Chairwoman of the Board shall be entitled to a bonus in the sum of 3 times the cost of the monthly management fees.

(b) Meeting the NOI target – An operational parameter based on meeting the NOI target set forth in the Company's annual work plan for 2022, as approved by the Compensation Committee and the Board of the Company in Q1/2022 (the "**NOI Target**").

A prerequisite for receiving this component of the bonus is meeting 90% of the NOI Target. The Chairwoman of the Board's entitlement to the bonus for 2022 shall be calculated in a linear manner in accordance with the extent to which the NOI Target is met, while for fully meeting the NOI Target the Chairwoman of the Board shall be entitled to a bonus in the sum of 6 times the cost of the monthly management fees.

In view of the Group's entry into new operating segments and/or expansion of some of its operating segments, the Definition of Business Arrangement was updated to add restrictions in relation to the following segments:

- (1) Development, maintenance and/or management of a senior home in Israel with 100 rooms or more; and/or
- (2) Development, maintenance and/or management of a hotel in Israel with 100 rooms or more; and/or
- (3) Development, maintenance and/or management of a data center site in Israel or overseas with a capacity of over 5 MW.

The update to the Definition of Business Arrangement shall apply also to the sisters of Ms. Danna Azrieli, Ms. Sharon Azrieli and Ms. Naomi Azrieli, who hold office as directors of the Company and are controlling shareholders thereof.

Other than the foregoing updates, no further changes were made to the management agreement.

The total management fees for 2022 and 2021 totaled approx. NIS 3.4 million and NIS 3 million, respectively.

- (2)** With respect to the guarantees that the Group has provided to companies in the Group, see Note 28B.

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

- (3) On October 19, 2017, the Company's Board appointed Mr. Eyal Henkin ("**Mr. Henkin**") as the Company's CEO, starting from January 1, 2018.

On April 30, 2018, the general meeting of the Company's shareholders approved the terms and conditions of Mr. Eyal Henkin's office and employment (through a private company wholly-owned by him, the "**Management Company of Mr. Henkin**") as CEO of the Company.

The Management Company of Mr. Henkin is entitled to a fixed monthly payment of NIS 313 thousand, linked to the June 2016 index, as published in July 2016, and related benefits, including the provision of a vehicle (Group 7) and a mobile phone.

Each of the parties may terminate the agreement, for any reason whatsoever, by a prior written notice of three months.

Furthermore, the Management Company of Mr. Henkin shall be entitled to an adjustment bonus in an amount equal to 9 monthly payments.

On August 11, 2019, the Company's general meeting approved, after approval by the Board and the Compensation Committee's recommendation, the update to the conditions of the management agreements with the Company's CEO, as follows:

The Company's CEO shall be entitled to a discretionary annual bonus in the amount of up to 3 times the monthly cost of employment, according to the recommendation of the Chairwoman of the Board and as shall be approved by the Compensation Committee and the Board, according to criteria that will be determined in advance for each year (the "**Discretionary Bonus**").

The Company's CEO shall further be entitled to an annual bonus that will be based on the following two components and will be calculated as follows (the "**Measurable Bonus**"):

- (a) **Meeting the FFO target** – An operational parameter based on meeting the FFO target set forth in the Company's annual work plan, as shall be approved by the Compensation Committee and the Board during the first quarter of each year for which the Measurable Bonus is granted (the "**FFO Target**").

A prerequisite for receiving this component of the bonus is meeting 90% of the FFO Target. The CEO's eligibility for the bonus shall be calculated in a linear manner in accordance with the extent to which the FFO Target is met, whereby for fully meeting the FFO Target the CEO shall be entitled to a bonus in the sum of 2 times the monthly cost of employment.

- (b) **Meeting the NOI target** – An operational parameter based on meeting the NOI target set forth in the Company's annual work plan, as shall be approved by the Compensation Committee and the Board of the Company during the first quarter of each year for which the Measurable Bonus is granted (the "**NOI Target**").

A prerequisite for receiving this component of the bonus is meeting 90% of the NOI Target. The CEO's eligibility for the bonus shall be calculated in a linear manner in accordance with the extent to which the NOI Target is met, whereby for fully meeting the NOI Target the CEO shall be entitled to a bonus in the sum of 4 times the monthly cost of employment.

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Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(3) (Cont.)

To clarify, in any event, the total amount of the Discretionary Bonus together with the Measurable Bonus to the CEO shall not exceed the amount of 9 times the monthly cost of employment of the CEO.

Should it transpire, in retrospect, that the figures on which the Company relied at the time of granting the annual bonus are incorrect, and that restatement thereof in the Company's financial statements is required, then the Company's CEO shall return to the Company the gap between the sum of the bonus that was paid to him based on the said incorrect figures and the sum of the annual bonus to which he is entitled based on the figures after their said restatement.

Other than the update to the annual bonus to which the Company's CEO is entitled, no further changes were made to the management agreement of the Company's CEO.

For 2022, Mr. Henkin received, through his management company, a bonus in the sum of approx. NIS 3.2 million (2021 – approx. NIS 2.9 million).

(4)

- a. On May 5, 2010, shortly before the Company's IPO, the Company's general meeting, after the approval of the Company's Board had been received on May 5, 2010, gave its approval that within the framework of the annual contributions which are given to NPO's by the Company, whose scope shall be determined by the Company's Board from time to time, the Company shall remit, *inter alia*, through contributions to the Azrieli Foundation (Israel) (R.A.), ("**AFI**"). The resolution was adopted based on an examination of the main objectives of AFI which are to act to promote education and culture in Israel, through projects in the field of education, culture, welfare and science, the execution of project and the conducting of research alone and/or in conjunction with other organizations, including by means of awarding grants to organizations and/or individuals for the purpose of the performance of projects and/or research work that accords with the objectives of the Foundation, which have been examined and found to accord with the Company's policy on contributions. There is nothing in the said decision that prevents the Company's Board from resolving to contribute to other charitable entities, whose objectives accord with the Company's policy on contributions, as they may be from time to time.

Within the framework of the said decision by the general meeting, it was determined that during the period until May 2015, the company will donate to the Foundation, in each calendar year, by itself or by means of companies that it controls (except for Granite), an amount that constitutes 1.5% of the Company's annual profit and in any event not more than an amount of NIS 14 million. The contributions remitted by the Company to AFI were used for the making of donations and for the current needs of the AFI. This contribution is deemed as a contribution out of the Company's annual contribution budget, as determined by the Company's Board from time to time.

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(4) (Cont.)

a. (Cont.)

The Company's internal auditor was appointed by the Company's Board, to examine in each calendar year, until the date of signing of the financial statements for such year, the total scope of the contributions that were transferred to AFI and the use made with the contribution funds, and the match between such use and the considerations that underlay the decision of the general meeting that approved such annual contribution, and to submit a written report to the Audit Committee. In view of Amendment 16 to the Companies Law that shortened the transaction to 3 years, on March 14, 2013, the Company's Audit Committee approved the reasonableness of the period which was set at 5 years (namely – May 2015).

In May 2015, the general meeting (after the approval of the Audit Committee and the Company's Board) approved the Company's engagement with AFI in a new contribution arrangement, which extended the arrangement for contribution to AFI by another five years commencing on June 1, 2015 and ending on May 31, 2020.

On May 31, 2020, the contribution arrangement expired.

- b.** On March 13, 2014, a contribution agreement (the "**Contribution Agreement**") was signed between Azrieli Holdings and AFI.

According to the terms of the Contribution Agreement, Azrieli Holdings granted AFI, by way of a contribution, for no consideration, 6,902,000 ordinary shares of par value NIS 0.1 each of the Company (the "**Contribution Shares**"), which constitute approx. 5.69% of the Company's issued capital.

According to the provisions of the Contribution Agreement, the contribution of the Contribution Shares to AFI was made subject to the following 3 conditions:

- (a)** AFI shall hold the Contribution Shares, shall not transfer the same nor make any other disposition therein, for a period of at least 10 years from the date of execution of the Contribution Agreement (the "**Limitation Period**"); upon expiration of the Limitation Period, any transfer of the Contribution Shares by AFI will require a resolution by a special majority of at least 75% of the members of the board (or any other required organ), who are entitled to participate in a vote on such resolution ("**Special Approval**").
- (b)** Upon expiration of the Limitation Period and subject to receipt of the Special Approval as aforesaid, any future transfer of the Contribution Shares will be subject to a right of first refusal in favor of Azrieli Holdings.
- (c)** Azrieli Holdings shall retain all of the voting rights under the Contribution Shares, to which end AFI has signed the necessary powers of attorney. In the case of a future sale of the Contribution Shares by AFI, the voting rights under the Contribution Shares shall pass to the buyer.

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

(4) (Cont.)

As a result of receipt of the Contribution Shares, AFI became an Interested Party, as this term is defined in the Securities Law, 5728-1968 (the “**Securities Law**”), in the Company. Pursuant to the provisions of the Contribution Agreement, Azrieli Holdings and AFI are considered “Joint Holders of the Contribution Shares” (within the definition of “Holding or Purchasing Securities Together with Others” in the Securities Law). For purposes of duties applicable or relating, according to the Companies Law, to controlling shareholders of a company, the Company chose to treat AFI as if it is a controlling shareholder of the Company, even if this is not required by the provisions of the law, so long as the Company does not report otherwise.

- (5)** In November 2014, Gemel Tesua Investments Ltd. – a Consolidated Company (“**Gemel Tesua**”) entered into an agreement AFI (see Section 4 above), according to which Gemel Tesua will lease to AFI, at arm’s length, from January 2015, an area of approx. 457 sqm out of the office space in the Herzliya Business Park project, which is owned by the Group, and will also provide AFI with management and maintenance services as it provides to the other tenants in the project, which include, *inter alia*, cleaning, maintenance, building insurance and third party insurance for the public areas, payments of municipal taxes in respect of the public areas and gardening, for a period of five years, with an option to extend the period for an additional five years, in consideration for a monthly payment of approx. NIS 58 thousand. In 2020, the agreement was extended by an additional 5 years, until January 15, 2025. It was further agreed that Gemel Tesua will receive one-time compensation from AFI in respect of the investment budget provided in relation to the old area in the sum of NIS 313 thousand, linked to the index according to the previous agreement of 2010.

In January 2022, an agreement was signed for the increase of the leased premises to 518 sqm and the provision of an allocation for leasehold investments in the sum of approx. NIS 363 thousand for a period of three years with an option to extend the period by an additional five years, until January 2030, in consideration for a monthly payment of approx. NIS 65 thousand. In June 2022, an additional agreement was signed for the increase of the leased premises to 577.92 sqm, with no change in the consideration mechanism.

In October 2013, Gemel Tesua entered into an agreement with Candan Residences Ltd. (“**Candan Residences**”), a company controlled by the Controlling Shareholder and Chairwoman of the Board, Ms. Danna Azrieli, whereby Gemel Tesua will lease to Candan Residences, at arm’s length, effective from October 2013, an area of approx. 190 sqm of the office space in the Herzliya Business Park project that is owned by the Group, and will provide to Candan Residences management and maintenance services as it does to the other tenants in the project which include, *inter alia*, cleaning, maintenance, building insurance, third party insurance for public areas, payment of municipal taxes for public areas and gardening, for a two-year period with an option to extend the period by two more years until October 14, 2017, in consideration for a monthly payment of approx. NIS 22 thousand. The agreement was extended by additional years with the same terms and conditions.

In December 2021, an agreement was signed whereby the area of the leased premises was reduced to 81 sqm for a period of two years with an option to extend the period by an additional two years until December 31, 2025, in consideration for a monthly payment of approx. NIS 10 thousand. In June 2022, an additional agreement was signed for the decrease of the leased premises to 21.08 sqm, with no change in the consideration mechanism.

The Company classified the transactions as negligible transactions, at arm’s length and in the ordinary course of business, and determined that they are not transactions which require special approvals pursuant to the Companies Law (the classification was made in relation to each transaction separately).

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 33 – Related Parties and Interested Parties (Cont.)

C. Transactions and balances with Related Parties and Interested Parties: (Cont.)

- (6) a. On October 4, 2020, the Company's Audit Committee and Board discussed the Company's engagements with the subsidiaries of a Compass subsidiary, Compass Datacenter ISR-TLV Holdings Ltd., in an agreement for the management and construction of three server farms (data centers) by the Company (the "**Transaction**"). On October 4, 2020, the Audit Committee classified the Transaction as irregular and the Company's Audit Committee and Board approved the engagement in the Transaction. The Transaction was classified as irregular in view of the fact that the Company does not habitually engage with third parties in agreements for the provision of project development services, and therefore the Transaction is not in the ordinary course of the Company's business. It was further clarified that the Transaction is at arm's length and does not materially affect the Company's profitability and/or liabilities.
- b. See Note 8C regarding additional investments and the increasing of the Company's holdings in Compass.
The investments were made in the ordinary course of the Company's business, at market prices and are not material to the Company.

- (7) Remuneration of the directors - in accordance with the decision of the Company's Board and general meeting, from May 10, 2010 and August 24, 2010, the remuneration of the outside directors, who are appointed in the Company, to be in accordance with the Companies Regulations (Rules on Outside Directors' Remuneration and Expenses), 5760-2000 (the "**Remuneration Regulations**"). The annual remuneration and the remuneration for participation (including remuneration as an expert outside director) will be paid in accordance with the maximum amount that is set in the Remuneration Regulations, in accordance with the Company's capital grade, as it may be from time to time.

In accordance with the decision of the Company's Compensation Committee and Board of May 24, 2016, Ms. Sharon Azrieli and Naomi Azrieli, who serve as directors of the Company, were entitled to an annual remuneration in an amount of NIS 65 thousand and remuneration for participation in a meeting in an amount of NIS 2,300, which amounts are linked to the index in accordance with the provisions of the Remuneration Regulations. In addition, the provisions of Sections 5(B) and 6(A) of the Remuneration Regulations will apply to the remuneration paid to such directors, *mutatis mutandis*.

On July 4, 2019, the Company's Board approved, after receipt of the approval of the Compensation Committee, that as of June 3, 2019 the aforesaid directors are entitled to the remuneration to which are entitled all the other directors in the Company who do not receive a salary or management fees, as renewed every 3 years subject to the approvals required by law.

D. Exemption, insurance and indemnification for officers and directors:

(1) Exemption:

In accordance with the decisions of the Company's shareholders meeting from time to time (after the approval of the Compensation Committee and Board), the Company grants officers and directors, as being from time to time, an exemption in advance and in retrospect from their responsibility, in whole or in part, for any damage that may be caused thereto and/or that has been caused thereto, whether directly or indirectly, as a result of a breach of the duty of care of the directors and the officers vis-à-vis it and its subsidiaries, and in their capacity as officers and/or directors of the Company or officers and/or directors acting on the Company's behalf in subsidiaries, provided that the exemption will not apply to a decision or transaction in which the Company's Controlling Shareholder or officer has a personal interest.

Note 33 – Related Parties and Interested Parties (Cont.)

D. Exemption, insurance and indemnification for officers and directors: (Cont.)

(2) Indemnification:

In accordance with the decisions of the Company's shareholders meeting from time to time (after the approval of the Compensation Committee and Board), the Company grants all of the officers of the Company and directors of the Company, as being from time to time, an undertaking to indemnify for any liability or expense as specified below, imposed thereon as a result of actions made (including actions made prior to the grant of the letter of indemnification) and/or will make in their capacity as officers and/or directors of the Company or as officers and/or directors acting on the Company's behalf in subsidiaries or affiliates of the Company or any other company in which the Company has an interest:

(a) A financial liability that is placed on an officer and/or director in favor of another person under a judgment, including a judgment issued by way of compromise or an arbitration award that is approved by a court and provided that those actions relate to one or more of the events that are detailed in the letter of indemnification; (b) reasonable litigation expenses, including legal fees, incurred by an officer and/or director or that they were charged to pay by a court, in proceedings that were presented against them by the Company or in its name or by another person, or on a criminal indictment that they are acquitted of, or on a criminal indictment on which they are found guilty in an offence that does not require proof of criminal intent; (c) reasonable litigation expenses, including legal fees incurred by the officer and/or director, as the result of an investigation or proceedings that are conducted against them by an authority that is authorized to conduct the investigation or proceedings, and which ended without the presentation of an indictment against them and without any financial liability being placed upon them in lieu of criminal proceedings, or which ended without the presentation of an indictment against them but with the placement of a financial liability in lieu of criminal proceedings in an offence that does not require proof of criminal intent; (d) a financial liability imposed on the officer and/or director due to payment for parties injured by a breach in administrative proceedings; (e) the expenses incurred by the officer and/or director in connection with an administrative proceedings conducted in respect to him, including reasonable litigations expenses, and including legal fees.

The amount of the indemnification that the Company will pay to all of the officers (including the directors), cumulatively, in accordance with all of the letters of indemnification that is issued to them by the Company pursuant to the indemnification decision, in respect of one or more of the events that are detailed in the letter of indemnification, may not exceed 20% of the equity that is attributed to the shareholders of the Company in accordance with the last financial statements of the Company (audited or reviewed), which were published before the date of the indemnification.

On August 10, 2022, regarding Ms. Danna Azrieli, and on April 30, 2020 regarding Ms. Sharon Azrieli and Ms. Naomi Azrieli, who are indirect controlling shareholders of the Company and serve as directors of the Company, the general meeting of the Company's shareholders approved an extension of letters of exemption and indemnification that had been granted to them, for an additional three-year period starting August 11, 2022 (regarding Ms. Danna Azrieli) and as of the date of approval of the general meeting (regarding Ms. Sharon Azrieli and Ms. Naomi Azrieli).

Note 33 – Related Parties and Interested Parties (Cont.)

D. Exemption, insurance and indemnification for officers and directors: (Cont.)

(3) Insurance:

Pursuant to the Company's compensation policy, the Company is purchasing an insurance policy for directors and officers (including from among the Company's controlling shareholders) of the Company and the Company's subsidiaries. On July 3, 2022, the Compensation Committee approved an engagement for the renewal of the insurance policy for directors and officers of the Company (including from among the Company's controlling shareholders) and the subsidiaries of the Company, from July 2022 until June 2023, under the conditions specified below:

- 1) The limits of liability in the insurance policy shall not exceed U.S. \$150 million per event and for the period of the insurance, plus reasonable legal defense costs in Israel, over and above the limits of liability, and in respect of claims filed outside of Israel – reasonable legal defense costs over and above the limits of liability, in accordance with trial costs customary in Israel and pursuant to the Israeli law.
- 2) The sums of both the annual premium and the deductible are at market prices and of a cost which is immaterial to the Company.
- 3) The insurance policy includes coverage for claims that are filed against the Company (as distinguished from claims against directors and/or officers thereof), which concern the violation of securities law at least in Israel (entity coverage for securities claims) as well as claims concerning employment relations with limits of liability of up to U.S. \$3 million, and procedures for the payment of insurance benefits shall be determined, whereby the right of the directors and/or officers to receive indemnification from the insurer pursuant to the policy shall precede the right of the Company.

E. Negligible transactions:

On November 24, 2010, the Company's Board decided to adopt guidelines and rules regarding the classification of transactions which are not irregular transactions, of the Company or of a Consolidated Company thereof with Interested Parties therein or controlling shareholders, as a negligible transaction. Such guidelines were prescribed, *inter alia*, considering the scope of the Company's assets, the diversity of its businesses, the nature of the transactions performed thereby and the level of effect thereof on the Company's business and results. In May 2015, the Company's Board adopted a master procedure for transactions with Related Parties, which consolidated and incorporated procedures that were approved at the Company in the years preceding the approval thereof, including in respect of classification of negligible transactions.

Such rules and guidelines will serve on the one hand for examining the need to approve the transaction at the relevant institutions in the Company, and on the other hand, for examining the duty and/or scope of disclosure in the periodic report and the prospectus (including in shelf offer reports), and/or the provision of an immediate report in respect of such a transaction. It is noted that the transactions are examined at the group level, including material companies controlled by the Company.

The Company's Board determined that a negligible transaction at the Company is a transaction of the Company with controlling shareholders or another person in which the controlling shareholder has a personal interest, which is not irregular (i.e. is in the ordinary course of business, at arm's length and immaterial), and meets the following tests:

Note 33 – Related Parties and Interested Parties (Cont.)

E. Negligible Transactions (Cont.)

- (1) In respect of the duty to provide an immediate report in connection with a negligible transaction – a single transaction in a company or a subsidiary controlled thereby is a negligible transaction if the financial scope thereof does not exceed the rate of 0.1% of the Company's consolidated equity according to the last financial statements; in case of ongoing transactions (including rent, leases and so forth), according to the monthly transaction amount, or the total sum of the transaction for the whole duration of the engagement, according to the shorter/lower between them. For the purpose of immediate report, the negligibility of a transaction will be examined on the basis of the specific single transaction, and to the extent such will pass the negligibility threshold, the Company will report such transaction through an immediate report.
- (2) In respect of providing specification in the annual report in connection with negligible transactions – the total sum of all of the transactions of a certain type in the Company or a subsidiary controlled thereby, in a calendar year has not exceeded a rate of 0.5% of the Company's consolidated equity according to the last annual reports. The Company will include the types of transactions and aggregate amount thereof within its annual report only if the total amount exceeds the rate stated above. For the purpose of reporting within a periodic report, financial statements and a prospectus (including a shelf proposition report), the negligibility of the aggregate of all of the transactions of the same type of the Company with the controlling shareholder or with corporations controlled by the controlling shareholder, will be examined on an annual basis.
- (3) Integrated transactions - upon the classification of transactions as negligible or non-negligible, each transaction will be examined in itself, however, the negligibility of integrated transactions, or such that are contingent upon each other or transactions of the same type, will be examined in the aggregate as one transaction. In respect of multiannual transactions (agreements for a period of several years), the scope of transaction will be calculated for examination of the negligibility threshold on an annual basis (i.e. – the total monetary amount deriving from the transaction exceeding the negligibility threshold as aforesaid). In insurance transactions, the premium will be examined as the transaction amount. Regardless of the insurance coverage provided, multiannual insurance transactions will be measured on the basis of the annual insurance fees paid or collected.
- (4) Negligible transactions at the subsidiaries – the transactions classified as negligible by the Company's investees will be deemed as negligible at the Company level too, while those classified by them as non-negligible, will be examined on the Company level. In case that the Company does not have available information allowing the examination of the classification of transactions as negligible or non-negligible transactions, then the aggregate of all of the transactions of the same type will be deemed as a negligible or non-negligible transaction, except if according to the figures in the Company's possession, one of the two conditions has been fulfilled: (1) According to the quantitative parameter above, the transaction in itself as a single transaction is not negligible; (2) the aggregate of the transactions is material to the Company.
- (5) Non-quantitative examination – notwithstanding the aforesaid, the examination of the qualitative considerations of a negligible transaction from the quantitative aspect, may lead to the classification thereof as a transaction which is not negligible, if due to its nature, materiality and effect on the Company it is perceived as a significant event by the Company's management and serves as a basis for adoption of important managerial decisions or if within the context of the Company's transaction with controlling shareholders or another person in which the controlling shareholder has a personal interest, the other party is expected to receive benefits with regards to which there is significance in the reporting thereof to the investor public. It is clarified that even if a transaction of the Company with controlling shareholders or another person in which the controlling shareholder has a personal interest meets the quantitative test below, it will not be deemed negligible if such qualitative considerations indicate a material aspect thereof.

Note 33 – Related Parties and Interested Parties (Cont.)

E. Negligible Transactions (Cont.)

(5) (Cont.)

The approving entity

Pursuant to Section 22.3 of the Company's articles, the Board determined that the classification of an Interested Parties' transaction as a negligible transaction will be examined by the CFO in cooperation with the general counsel, to the extent required, and in any approval of a transaction as negligible the examination and classification proceeding will be documented.

In accordance with the Company's master procedure, the classification of a transaction of the Company with controlling shareholders or with another person in which the controlling shareholder has a personal interest as a negligible transaction will be examined by the CFO and the general counsel, to the extent required, and in every approval of a transaction as a negligible transaction, the examination and classification proceeding will be documented. In addition, the Board has authorized the Company's CEO or the CFO to approve the performance of transactions which meet the definition of negligibility according to this procedure, subject to the following two exceptions: (a) a situation in which both of the said persons have a personal interest in the same transaction, in which case such person will be replaced by another senior officer at the Company; and (b) a transaction concerning the terms of office and employment of an officer, or an engagement with a controlling shareholder or his relative, directly or indirectly, including through a company controlled by him, in respect of receipt of services from him by the Company, and if he is an employee of the Company and not an officer thereof – in respect of his employment at the Company, in which case the approval proceeding will be carried out pursuant to the Companies Law.

Competitive proceeding or another proceeding

In May 2015, the Audit Committee approved an amendment to the procedure, whereby unless decided otherwise by the Audit Committee, for Irregular Transactions and Non-negligible Transactions specified in Section 270(4) of the Companies Law, the Company's management shall conduct a competitive proceeding or another proceeding at the Company under the supervision of the Audit Committee, in accordance with the following principles.

In transactions for the purchase of services and/or the purchase of equipment and systems, the amount of annual expense in respect of which exceeds the quantitative threshold set for in the procedure, proposals from at least 3 different relevant suppliers in the required field, which were given in accordance with a specification of requirements to be determined thereby according to its needs and in accordance with the Group's procurement procedures, as being from time to time, will be presented to the Audit Committee with a recommendation to the Audit Committee of the chosen bidder and the reasons for the choice. The invitation to submit proposals will be supervised by the CFO of the Company who may instruct, according to his discretion, the performance of changes and/or improvements in the proceeding and/or negotiations with the bidders.

Note 33 – Related Parties and Interested Parties (Cont.)

E. Negligible transactions: (Cont.)

(5) (Cont.)

Competitive proceeding or another proceeding (Cont.)

With respect to transactions for the lease of income-producing spaces, which are the Company's core business, and in view of the fact that during the regular course of business the proper proceeding is not necessarily a competitive proceeding, especially when such proceeding may create a business advantage for competing companies vis-à-vis potential lessees who are good for the Company, and the length of time for conducting such proceeding may jeopardize good transactions, the Company has adopted another proceeding, whereby a transaction, the amount of annual expense in respect of which exceeds the quantitative threshold set for in the procedure, and assuming that the marketing stages for such asset shall have commenced (i.e., pricing, hiring brokers etc.), the Company shall act to collect comparative data for the transaction (price per sqm, benefits and investments, lessees and their characterization, fittingness to the mix) in similar properties of the Company and similar properties of third parties in that area, and, to the extent required, shall be assisted by external consultants for this purpose. The Audit Committee and/or Board may request the Company's management to provide additional details or a comparison from other aspects. The Company's management shall present the Audit Committee with the details of the transaction proposed for approval and the reasons with respect to its advantageousness relative to the comparative transactions. It is clarified, that if it is a transaction which the Audit Committee determines to be uncharacteristic of the Company due to its scope and content (such as the construction or purchase of an entire building for the purpose of leasing it to one lessee which is a Related Party), the Audit Committee shall determine the procedures and the transaction shall be approved according to the requirements of the law.

Transactions with respect to terms of office and employment, other transactions with the Group's companies and/or the contributions to bodies in which the Controlling Shareholder has a Personal Interest, shall be discussed at the Audit Committee, which shall determine, for every transaction, the suitable procedure for approval thereof. Nothing in the aforesaid shall derogate from the duties of approval of such engagements under any law.

In types of transactions in respect of which this chapter does not stipulate whether there is a duty to conduct a competitive proceeding or another proceeding, the Audit Committee shall determine in advance, ad hoc, for any concrete future transaction, whether the competitive proceeding or another proceeding will be conducted and the nature thereof as aforesaid.

Supervision and audit

Internal bi-quarterly review – until July 15 and January 15 of each year, a report shall be made to the Company's CFO on transactions as stated in the procedure (including negligible and non-negligible transactions) in which the Company engaged in the two quarters that lapsed, and in respect of transactions with affiliates in which other companies in the Group engaged, stating the terms and conditions of each transaction (annual financial volume, general financial volume, nature of the transaction, identity of the Related Party and other material conditions).

Note 33 – Related Parties and Interested Parties (Cont.)

E. Negligible transactions: (Cont.)

(5) (Cont.)

Annual follow-up

Once a year, before the deliberation on the Company's annual financial statements, or in special cases if the Audit Committee so requests prior thereto, the coordinator will report to the Audit Committee on transactions as stated in the procedure (including negligible and non-negligible transactions and including the Company's engagements in lease agreements with Related Parties in view of the Company's undertaking in the Company's IPO prospectus released in May 2010) and in which the Company engaged during the previous year and during the months until the date of approval of the financial statement at the Company's institutions, insofar as relevant. The report will also include Related Party transactions in other companies of the Group which were brought to the coordinator's attention during such period, stating the terms and conditions of each transaction (annual financial volume, general financial volume, nature of the transaction, identity of the Related Party and other material conditions), and regarding the sum total of the Related Party transactions in such year. In the framework of the annual follow-up as aforesaid, the officer shall attach a statement signed by him, whereby to the best of his knowledge and understanding, all of the relevant processes for mapping and identifying transactions with Related Parties were carried out at the Company and that all of the checks required by virtue of the undertaking in the prospectus were carried out, all in accordance with the provisions of the procedure, and that the transactions he reported were duly disclosed in the annual financial statements.

The Company's Board will examine, from time to time and at least once every three years, after receipt of the Audit Committee's recommendation, the implementation of the procedure by the Company and the need to update the procedure and/or the criteria therein and/or the proceedings prescribed for approval of the transactions, considering Related Party transactions in which the Company engages, material changes in the scope of the business of the Company and the Company's Investee Companies, and the relevant financial figures, and changes in the relevant statutory provisions. The provisions of the procedure do not derogate from the authority of the Audit Committee to decide to hold a discussion, from time to time, on various aspects relating to Interested Party transactions and to invite to such discussions the relevant entities, including the Company's management, the coordinator, the internal auditor and the general counsel.

Note 34 – Segment reporting

A. General:

The Company applies IFRS 8, "Operating Segments" ("IFRS 8"). In accordance with the provisions of the standard, operating segments are identified on the basis of the internal reporting in respect of the components of the Group, which are reviewed on a regular basis by the Group's Chief Operational Decision Makers ("CODM") for the purpose of the allocation of resources and the evaluation of the performance of the operating segments.

The Company's business activities focus primarily on the various property segments, while most of the Group's business activity is in the retail centers and malls in Israel segment, the leasable office and other space segment, and in the rental housing segment in Israel. In addition, the Company engages in the income-producing property in the U.S. segment (office space for lease), in the senior housing segment and in the data centers segment.

The Company has other business activities, including financial investments and e-commerce activity. In February 2020 the Company closed the purchase of the Mount Zion Hotel in Jerusalem in the context of its entry into the hospitality industry (for further details, see Note 12D).

In July 2019, the Group invested in Compass, which operates mainly in the data centers industry in North America (for further details, see Note 8C). For purposes of the segment reporting, Compass is presented according to its proportionate share in the assets and results.

In 2021, the Company acquired GM (for further details – see Note 8B), as a result, the field of data centers has begun to be quantitatively substantial and is therefore presented as a separate segment.

In view of the opening of the Azrieli Town residential building in 2022, the CODM started reviewing the rental housing in Israel sector.

The following are the Company's operating segments:

Segment A – Retail centers and malls in Israel.

Segment B – Leasable office and other space in Israel.

Segment C – Income-producing property in the U.S.

Segment D – Senior housing.

Segment E – Data centers.

Segment F - Rental housing in Israel.

In the following operating segments: retail centers and malls in Israel; leasable office and other space in Israel; income-producing property in the U.S.; senior housing; data centers; and rental housing in Israel, these components have been aggregated into segments.

The segment's results include the profit (loss) generated from the operations of each reportable segment. These reports were compiled on the basis of the same accounting policy as the policy applied by the company.

Following are the considerations exercised by the management in implementing the criteria for aggregation of each one of these segments:

Note 34 – Segment reporting (Cont.)

A. General (Cont.):

The Group's management examined the financial characteristics of each one of these segments and reached the conclusion that the financial characteristics in each one of them are similar, due to the fact that each one of the segments, other than the data center segment, is managed in the same geographical region (Israel or the U.S.), stated in the same currency (NIS or USD), subject to similar political and legal conditions, and has similar profitability rates. In addition, the Group's management considered that each one of these segments is similar in all of the following characteristics:

- The nature of the projects – all of the projects in each one these segments are in the same operating segment.
- The nature of the development and enterprise processes – all of the projects in each one of these segments involve similar development and enterprise processes.
- Type of customers – all of the projects in each one of these segments, are marketed to similar clientele (business customers, the senior population).
- The methods used for marketing the projects – the methods for marketing all of the projects in each one of these segments are similar and include identical advertising and marketing processes.
- The nature of the supervisory environment – similar laws, regulations and rules apply to all of the projects in each one of these segments, including in respect of real property, planning, construction, and leasing, environmental protection, laws on the municipal level and in respect of land taxation, and laws and regulations in the field of senior housing.

Based on the considerations specified above, the Group's management believes that the aggregation of each one of the segments: the retail centers and malls in Israel, leasable office and other space in Israel, income-producing property in the U.S., senior housing, data centers and rental housing in Israel are in accordance with IFRS 8.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 34 – Segment reporting (Cont.)

B. Operating segments:

For the year ended December 31, 2022

	Retail centers and malls in Israel	Office and other space for lease in Israel	Income- producing property in the U.S.	Senior housing	Data centers	Rental housing in Israel	Others	Adjust- ments	Consoli- dated
	NIS in millions								
Income:									
Total external income	<u>1,106</u>	<u>933</u>	<u>231</u>	<u>221</u>	<u>227</u>	<u>7</u>	<u>34</u>	<u>(69)</u>	<u>2,690</u>
Total segment expenses	<u>230</u>	<u>164</u>	<u>120</u>	<u>161</u>	<u>94</u>	<u>3</u>	<u>90</u>	<u>(22)</u>	<u>840</u>
Segment profit (loss) (NOI)	<u>876</u>	<u>769</u>	<u>111</u>	<u>60</u>	<u>133</u>	<u>4</u>	<u>(56)</u>	<u>(47)</u>	<u>1,850</u>
Net profit (loss) from adjustment to fair value of investment property and investment property under construction	<u>362</u>	<u>1,128</u>	<u>(378)</u>	<u>195</u>	<u>(21)</u>	<u>223</u>	<u>-</u>	<u>(28)</u>	<u>1,481</u>
Unallocated costs									(220)
Financing expenses, net									(1,022)
Other income, net									130
Company's share in the results of associates, net of tax									(73)
Income before taxes on income									<u>2,146</u>
Additional information as of December 31, 2022:									
Segment assets	<u>15,121</u>	<u>15,875</u>	<u>1,945</u>	<u>3,122</u>	<u>8,033</u>	<u>1,666</u>	<u>335</u>	<u>(2,731)</u>	<u>43,366</u>
Unallocated assets (*)									<u>5,108</u>
Total consolidated assets									<u>48,474</u>
Capital investments	<u>995</u>	<u>844</u>	<u>39</u>	<u>123</u>	<u>380</u>	<u>315</u>			

(*) Mainly financial assets in the sum of approx. NIS 1 billion and cash and short-term deposits in the sum of NIS 3.4 billion.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 34 – Segment reporting (Cont.)

B. Operating segments: (Cont.)

For the year ended December 31, 2021

	Retail centers and malls in Israel	Office and other space for lease in Israel	Income- producing property in the U.S.	Senior housing	Data centers	Rental housing in Israel	Others	Adjust- ments	Consoli- dated
	NIS in millions								
Income:									
Total external income	<u>866</u>	<u>829</u>	<u>231</u>	<u>192</u>	<u>82</u>	<u>5</u>	<u>53</u>	<u>(48)</u>	<u>2,210</u>
Total segment expenses	<u>201</u>	<u>131</u>	<u>109</u>	<u>144</u>	<u>29</u>	<u>1</u>	<u>101</u>	<u>(15)</u>	<u>701</u>
Segment profit (loss) (NOI)	<u>665</u>	<u>698</u>	<u>122</u>	<u>48</u>	<u>53</u>	<u>4</u>	<u>(48)</u>	<u>(33)</u>	<u>1,509</u>
Net profit (loss) from adjustment to fair value of investment property and investment property under construction	<u>542</u>	<u>1,564</u>	<u>(59)</u>	<u>171</u>	<u>466</u>	<u>137</u>	<u>-</u>	<u>(380)</u>	<u>2,441</u>
Unallocated costs									(154)
Financing expenses, net									(448)
Other income, net									14
Company's share in the results of associates, net of tax									310
Income before taxes on income									<u>3,672</u>
Additional information as of December 31, 2021:									
Segment assets	<u>13,051</u>	<u>13,848</u>	<u>2,023</u>	<u>2,810</u>	<u>5,025</u>	<u>1,127</u>	<u>301</u>	<u>(743)</u>	<u>37,442</u>
Unallocated assets (*)									<u>4,929</u>
Total consolidated assets									<u>42,371</u>
Capital investments	<u>153</u>	<u>696</u>	<u>28</u>	<u>42</u>	<u>3,356</u>	<u>106</u>			

(*) Mainly financial assets in the sum of approx. NIS 1.3 billion and cash and short-term deposits in the sum of NIS 2.9 billion.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 34 – Segment reporting (Cont.)

B. Operating segments: (Cont.)

For the year ended December 31, 2020

	Retail centers and malls in Israel	Office and other space for lease in Israel	Income- producing property in the U.S.	Senior housing	Data centers	Rental housing in Israel	Others	Adjust- ments	Consoli- dated
	NIS in millions								
Income:									
Total external income	<u>607</u>	<u>703</u>	<u>251</u>	<u>162</u>	<u>34</u>	<u>5</u>	<u>70</u>	<u>(34)</u>	<u>1,798</u>
Total segment expenses	<u>182</u>	<u>106</u>	<u>122</u>	<u>129</u>	<u>8</u>	<u>1</u>	<u>121</u>	<u>(8)</u>	<u>661</u>
Segment profit (loss) (NOI)	<u>425</u>	<u>597</u>	<u>129</u>	<u>33</u>	<u>26</u>	<u>4</u>	<u>(51)</u>	<u>(26)</u>	<u>1,137</u>
Net profit (loss) from adjustment to fair value of investment property and investment property under construction	<u>(789)</u>	<u>54</u>	<u>(176)</u>	<u>130</u>	<u>131</u>	<u>17</u>	<u>-</u>	<u>(131)</u>	<u>(764)</u>
Unallocated costs									(132)
Financing expenses, net									(103)
Company's share in the results of associates, net of tax									98
Income before taxes on income									<u>236</u>
Additional information as of December 31, 2021:									
Segment assets	<u>12,431</u>	<u>11,556</u>	<u>2,126</u>	<u>2,597</u>	<u>1,101</u>	<u>907</u>	<u>292</u>	<u>(296)</u>	<u>30,714</u>
Unallocated assets (*)									<u>4,410</u>
Total consolidated assets									<u>35,124</u>
 Capital investments	<u>178</u>	<u>649</u>	<u>42</u>	<u>77</u>	<u>119</u>	<u>95</u>			

(*) Mainly financial assets in the sum of approx. NIS 0.9 billion and cash and short-term deposits in the sum of NIS 2.7 billion.

Azrieli Group Ltd.

Notes to the Financial Statements as of December 31, 2022

Note 35 - Material subsequent events

- A.** According to the Board resolution of March 21, 2023, it was determined that a dividend in the sum total of NIS 700 million will be distributed.
- B.** With respect to the closing of the the transaction for the acquisition of the full holdings of an English company through a designated subsidiary, after the date of the Statement of Financial Position, see Note 11H.

Azrieli Group Ltd.

**Separate Financial Statement
For Y2022**

**Prepared pursuant to the provisions of Section 9C of the Securities Regulations
(Periodic and Immediate Reports), 5730-1970**

Azrieli Group Ltd.

Separate Financial Statement For Y2022

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English Translation solely for the convenience of the readers of the Hebrew language audit report and Hebrew language financial statements.

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

Dear Sir/Madam,

**Re: Auditor's special report on separate financial statement pursuant to Regulation 9C
of the Securities Regulations (Periodic and Immediate Reports), 5730-1970**

We have audited the separate financial statement, which is presented according to Regulation 9C of the Securities Regulations (Periodic and Immediate Reports), 5730-1970, of Azrieli Group Ltd. (the "**Company**") as of December 31, 2022 and 2021 and for each of the years in the three-year period ended December 31, 2022. This separate financial statement is the responsibility of the Company's board of directors and management. Our responsibility is to express an opinion on this separate financial statement based on our audit.

We conducted our audit in accordance with generally accepted auditing standards in Israel. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the separate financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and details included in the separate financial statement. An audit also includes assessing the accounting principles used in the preparation of the separate financial statement and significant estimates made by the Company's board of directors and management, as well as evaluating the overall presentation of the separate financial statement. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the separate financial statement has been prepared, in all material respects, in accordance with the provisions of Regulation 9C of the Securities Regulations (Periodic and Immediate Reports), 5730-1970.

Brightman Almagor Zohar & Co.
Certified Public Accountants
A Firm in the Deloitte Global Network

Tel Aviv, March 21, 2023

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Azrieli Group Ltd.

Statement of Financial Position

	As of December 31	
	2 0 2 2	2 0 2 1
	NIS in millions	NIS in millions
<u>Assets</u>		
Current assets		
Cash and cash equivalents	2,787	2,597
Trade accounts receivable	14	9
Other receivables	223	182
Current tax assets	-	88
Total current assets	<u>3,024</u>	<u>2,876</u>
Non-current assets		
Financial assets	1,030	1,288
Investment property and investment property under construction	17,531	14,917
Investments in investee companies	17,533	14,139
Loans to investee companies	1,928	3,248
Fixed assets	355	318
Receivables	48	60
Total non-current assets	<u>38,425</u>	<u>33,970</u>
Total assets	<u>41,449</u>	<u>36,846</u>
<u>Liabilities and capital</u>		
Current liabilities		
Credit and current maturities from financial corporations and bonds	1,112	983
Trade payables	346	155
Payables and other current liabilities	139	131
Current tax liabilities	31	-
Total current liabilities	<u>1,628</u>	<u>1,269</u>
Non-current liabilities		
Loans from financial corporations	570	332
Bonds	15,178	12,434
Other liabilities	35	27
Deferred tax liabilities	1,965	2,042
Total non-current liabilities	<u>17,748</u>	<u>14,835</u>
Capital		
Ordinary share capital	18	18
Share premium	2,478	2,478
Capital reserves	514	396
Retained earnings	19,063	17,850
Total capital attributed to shareholders of the Company	<u>22,073</u>	<u>20,742</u>
Total liabilities and capital	<u>41,449</u>	<u>36,846</u>

March 21, 2023

**Date of approval of the separate
financial statement**

**Danna Azrieli
Chairwoman of the Board**

**Eyal Henkin
CEO**

**Irit Sekler-Pilosof
CFO and Deputy CEO**

Azrieli Group Ltd.

Statement of Profit or Loss and Other Comprehensive Income

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
Revenues			
From rent and management and maintenance fees, net	847	702	485
Net profit (loss) from adjustment to fair value of investment property and investment property under construction	1,069	1,342	(277)
Financing	146	139	100
Other	247	65	9
Total revenues	<u>2,309</u>	<u>2,248</u>	<u>317</u>
Costs and expenses			
Cost of revenues from rent and management and maintenance fees	34	37	42
Sales and marketing	43	39	31
General and administrative	119	86	71
Financing	920	407	60
Other	87	41	3
Total costs and expenses	<u>1,203</u>	<u>610</u>	<u>207</u>
Profit before Company's share in the profits of investee companies	1,106	1,638	110
Share in results of investee companies, net of tax	793	1,648	111
Profit before income taxes	<u>1,899</u>	<u>3,286</u>	<u>221</u>
Taxes on income	(102)	(394)	(20)
Profit from continuing operations for the year	<u>1,797</u>	<u>2,892</u>	<u>201</u>
Loss from discontinued operations (after tax)	-	(3)	(12)
Net profit for the year	<u>1,797</u>	<u>2,889</u>	<u>189</u>
Other comprehensive income (loss):			
Amounts that will not be classified in the future to income or loss, net of tax:			
Change in fair value of financial assets, net of tax	<u>(101)</u>	<u>476</u>	<u>(220)</u>
Amounts that were or will be classified in the future to income or loss, net of tax:			
Translation differences due to foreign operations	247	(120)	(110)
Share in the other comprehensive income (loss) of investee companies, net of tax.	22	(8)	2
Total	<u>269</u>	<u>(128)</u>	<u>(108)</u>
Other comprehensive income (loss) for the year, net of tax	<u>168</u>	<u>348</u>	<u>(328)</u>
Total comprehensive income (loss) for the year	<u>1,965</u>	<u>3,237</u>	<u>(139)</u>

Azrieli Group Ltd.

Statement of Cash Flows

	For the year ended December 31		
	2 0 2 2	2 0 2 1	2 0 2 0
	NIS in millions	NIS in millions	NIS in millions
<u>Cash flows - current operations</u>			
Net profit for the year	1,797	2,889	189
Depreciation and amortization	2	2	2
Net loss (profit) from adjustment of fair value of investment property and investment property under construction	(1,069)	(1,342)	277
Financing and other income, net	794	236	(50)
Profit from increase in holding of associate	(204)	-	-
Share in profits of investee companies, net of tax	(793)	(1,645)	(103)
Tax expenses recognized in the income statement	102	394	19
Income tax received (paid), net	31	3	(52)
Change in trade and other receivables	(17)	2	(134)
Change in trade and other payables	72	6	9
Change in employee provisions and benefits	(1)	1	-
Revaluation of financial assets designated at fair value through profit and loss	-	(3)	1
Net cash – current operations	714	543	158
<u>Cash flows - investment activities</u>			
Acquisition and investment in investment property and investment property under construction	(1,042)	(790)	(603)
Purchase of fixed assets	(39)	(17)	(269)
Investments in investee companies	(1,180)	(2,523)	(231)
Proceeds from financial assets designated at fair value through profit and loss	-	1	-
Return of long-term loans from investee companies, net	431	252	550
Interest and dividend received	82	76	31
Return of investment in an investee company	-	19	14
Proceeds from liquidation of financial assets	120	416	84
Taxes paid in respect of assets	(84)	(7)	(2)
Proceeds from disposition of fixed assets	-	1	-
Proceeds from institutions for real estate acquisition	-	-	9
Net cash - investment activities	(1,712)	(2,572)	(417)

Azrieli Group Ltd.
Statement of Cash Flows
(Continued)

	For the year ended December 31		
	<u>2 0 2 2</u>	<u>2 0 2 1</u>	<u>2 0 2 0</u>
	<u>NIS in millions</u>	<u>NIS in millions</u>	<u>NIS in millions</u>
<u>Cash flows - financing activities</u>			
Issue of bonds net of issue expenses	2,969	3,613	1,672
Dividend distribution to the shareholders	(650)	(600)	(300)
Repayment of bonds	(796)	(522)	(520)
Repayment of long-term loans from financing corporations	(102)	(180)	(185)
Short-term credit from financing corporations, net	1	(1)	(351)
Customer deposits, net	3	2	-
Interest paid	<u>(232)</u>	<u>(168)</u>	<u>(164)</u>
Net cash - financing activities	<u>1,193</u>	<u>2,144</u>	<u>152</u>
Increase (decrease) in cash and cash equivalents	195	115	(107)
Cash and cash equivalents at the beginning of the year	2,597	2,472	2,582
Effect of exchange rates changes on cash balances held in foreign currency	<u>(5)</u>	<u>10</u>	<u>(3)</u>
Cash and cash equivalents at the end of the year	<u>2,787</u>	<u>2,597</u>	<u>2,472</u>

(*) Non-cash activity in 2022 includes an increase in payables due to purchases on credit of non-current assets in the sum of approx. NIS 118 million.

Non-cash activity in 2020 includes an increase in receivables due to sale of investments in financial assets for 2020 in the amount of approx. NIS 136 million.

Notes to the Separate Financial Statement
as of December 31, 2022

A. General:

Definitions

The Company	- Azrieli Group Ltd.
Investee company	- See Note 8 to the Company's consolidated financial statements as of December 31, 2022.

B. Form of Preparation of the Financial Information:

The financial information out of the consolidated statements, attributed to the Company itself as a parent company (the **"Financial Information"**) was prepared according to the provisions of Regulations 9C of and the 10th Schedule to the Securities Regulations (Periodic and Immediate Reports), 5730-1970.

The Notes specified below also include disclosures pertaining to additional material information, according to the disclosure requirements specified in the said Regulation and as specified in the 10th Schedule, insofar as such information is not included in the consolidated statements in a manner which explicitly addresses the Company itself as a parent company.

(1) Accounting policy

The Company's separate financial statement is prepared according to the accounting policy specified in Note 2 to the Company's consolidated financial statements except for the amounts of the assets, liabilities, revenues, expenses and cash flows in respect of investee companies, as specified below:

- a. The assets and liabilities are presented at their value in the consolidated statements attributed to the Company itself as a parent company, except for investments in investee companies.
- b. Investments in investee companies are presented as the net sum amount of the total assets net of the total liabilities which present in the Company's consolidated statements financial information regarding the investee companies, including goodwill.
- c. The revenues and expenses amounts reflect the revenues and expenses included in the consolidated statements attributed to the Company itself as a parent company, segmented between profit or loss and other comprehensive income, except for amounts of revenues and expenses in respect of investee companies.
- d. The Company's share in the results of investee companies is presented as the net amount of the total revenues net of the total expenses presenting in the consolidated statements of the Company business results in respect of investee companies, including impairment of goodwill or the reversal thereof, in segmentation between profit or loss and other comprehensive income.
- e. The cash flow amounts reflect the amounts included in the consolidated statements attributed to the Company itself as a parent company, except for amounts of the cash flows in respect of investee companies.
- f. Loans given and/or received from investee companies are presented at the amount attributed to the Company itself as a parent company.
- g. Balances, revenues and expenses in respect of transactions with investee companies which were written off within the consolidated statements, are measured and presented within the relevant clauses in the information on the financial position and the comprehensive income, in the same manner that such transactions would have been measured and presented had they been performed vis-à-vis third parties. Profits (losses) in respect of such transactions until the level that they are not recognized in the Company's consolidated statements, which were deferred, are presented net of (as an addition) of the items of the Company's share in the profits (losses) of investee companies and investments in investee companies so that the Company's separate profit (loss) is identical to the Company's consolidated profit (loss) attributed to the owners of the parent company.

**Notes to the Separate Financial Statement
as of December 31, 2022**

C. Financial Assets and Liabilities:

(1) Liquidity risk management

Financial liabilities which do not constitute derivative financial instruments:

The following tables specify the Company's remaining contractual maturity dates in respect of financial liabilities which do not constitute a derivative financial instrument. The tables were prepared based on the non-discounted cash flows of the financial liabilities based on the earliest date on which the Company might be required to repay them. The table includes cash flows in respect of both interest and principal.

	As of December 31, 2022					
	Book Value	Projected cash flow	2023	2024	2025	2026 forth
	NIS in millions					
Financial liabilities which are not derivatives						
Short-term credit from financing corporations (1)	77	77	77	-	-	-
Trade accounts payable	346	346	346	-	-	-
Other payables	35	35	35	-	-	
Loans from financing corporations (2)	671	694	113	365	63	155
Bonds (2)	16,174	17,973	1,169	1,111	1,189	14,502
Long-term customer deposits	31	31	-	-	31	-
Total	17,334	19,156	1,740	1,476	1,283	14,657
	As of December 31, 2021					
	Book Value	Projected cash flow	2022	2023	2024	2025 forth
	NIS in millions					
Financial liabilities which are not derivatives						
Short-term credit from financing corporations (1)	76	76	76	-	-	-
Trade accounts payable	155	155	155	-	-	-
Other payables	30	30	30	-	-	-
Loans from financing corporations (2)	425	443	97	79	61	206
Bonds (2)	13,294	14,579	980	971	917	11,711
Long-term customer deposits	23	23	-	-	23	-
Total	14,003	15,306	1,338	1,050	1,001	11,917

(1) Book value includes interest accrued as of December 31, 2022 and 2021.

(2) Book value includes current maturities and interest accrued as of December 31, 2022 and 2021.

Notes to the Separate Financial Statement
as of December 31, 2022

C. Financial Assets and Liabilities (Cont.):

(2) Details regarding investments in other companies:

Details regarding investments in financial at fair value through other comprehensive income:

For details pertaining to the Company's investments in Bank Leumi Le-Israel Ltd, see Note 10 to the consolidated financial statements as of December 31, 2022.

D. Taxes on Income:

(1) Details regarding the tax environment in which the Group operates and changes in the tax rates:

For details pertaining to the tax environment in which the Company operates, see Note 26A to the consolidated financial statements for the year ended on December 31, 2022.

(2) Taxes on income recognized in profit and loss:

	For the year ended on December 31		
	2022	2021	2020
	NIS in	NIS in	NIS in
	millions	millions	millions
Taxes for previous years			
Current taxes:			
For the current period	-	(3)	(10)
Adjustments for previous years, net	(94)	(3)	5
	(94)	(6)	(5)
Deferred taxes expenses:	(8)	(388)	(15)
Total income tax expenses	(102)	(394)	(20)

(3) Tax Assessments:

See Note 26F to the consolidated financial statements of the year ended on December 31, 2022.

Azrieli Group Ltd.

Notes to the Separate Financial Statement
as of December 31, 2022

D. Taxes on Income: (Cont.)

(4) Taxes on income due to other comprehensive income components:

	2 0 2 2			2 0 2 1			2 0 2 0		
	Amounts before tax	Tax income	Amounts net of tax	Amounts before tax	Tax expense	Amounts net of tax	Amounts before tax	Tax income	Amounts net of tax
	NIS in millions								
Change in the fair value of financial assets	(138)	37	(101)	614	(138)	476	(285)	65	(220)
Translation differences due to foreign operations	247	-	247	(120)	-	(120)	(110)	-	(110)
Share in the other comprehensive income (loss) of investee companies, net of tax	22	-	22	(8)	-	(8)	2	-	2
Total other comprehensive income (loss)	131	37	168	486	(138)	348	(393)	65	(328)

(*) The deferred taxes were calculated according to a tax rate of 23%.

Notes to the Separate Financial Statement
as of December 31, 2022

D. Taxes on Income: (Cont.)

(5) Deferred taxes note:

Deferred taxes assets and liabilities which were recognized

The deferred taxes are calculated according to the tax rate expected to apply on the reversal date as specified above.

Deferred taxes assets and liabilities are attributed to the following items:

	Real estate assets and fixed assets	Employee benefits	Financial instruments (1)	Carry forward deductions and losses for tax purposes	Others (2)	Total
	NIS in millions	NIS in millions	NIS in millions	NIS in millions	NIS in millions	NIS in millions
Deferred tax asset (liability) balance as of January 1, 2021	(1,535)	2	(72)	65	20	(1,520)
Changes carried to profit and loss	(414)	-	23	19	(16)	(388)
Changes carried to other comprehensive income	-	-	(138)	-	-	(138)
Other	-	-	-	-	4	4
Deferred tax asset (liability) balance as of December 31, 2021	(1,949)	2	(187)	84	8	(2,042)
Changes carried to profit and loss	(218)	-	18	198	(6)	(8)
Changes carried to other comprehensive income	-	-	37	-	-	37
Other	38	-	-	-	15	53
Effect of exchange rate differences	(5)	-	-	-	-	(5)
Deferred tax asset (liability) balance as of December 31, 2022	(2,134)	2	(132)	282	17	(1,965)

(1) Mainly due to financial assets available for sale.

(2) Mainly due to the capital reserve created due to credit given to subsidiaries other than at arm's length.

Notes to the Separate Financial Statement
as of December 31, 2022

E. Material Engagements and Transactions with Investee Companies:

(1) On material investments in companies directly held by the Company, see Note 8 to the consolidated financial statements as of December 31, 2022.

(2) a. On January 1, 2021, Canit Hashalom issued to the Company NIS 882 million in bonds linked to the CPI and bearing interest at the rate of 1% per annum payable at the end of the year with an option for a prepayment of the bonds. The interest and the linkage differentials in respect of the loan will in no event be lower than the interest rate determined in respect of Section 3(j) of the Income Tax Ordinance. If Canit Hashalom does not repay the principal, interest and linkage differentials by the maturity date, the bonds shall be deemed as having been paid and reissued on the day following the maturity date

On January 1, 2022, Canit Hashalom issued NIS 590 million in bonds on the aforesaid terms.

After the date of the Statement of Financial Position, on January 1, 2023, NIS 209 million were issued in bonds on the aforesaid terms.

(3) **Material arrangements between the Company and Investee Companies**

a. The Company and several companies held thereby and other companies in the Group have agreements, according to which the Company is entitled to management fees at a fixed rate out of those companies' total expenses. In the years 2022 and 2021, the Company received management fees as aforesaid at a total sum of approx. NIS 42 million and approx. 38 million, respectively.

b. The Company and several companies held thereby have agreements, according to which the Company is entitled to amounts for a depreciation and replacement fund for the replacement and/or fundamental repair of facilities and equipment serving all of the tenants in the Company's real estate. In the years 2022 and 2021, the Company received proceeds as aforesaid in a total amount of approx. NIS 13 million and approx. NIS 16 million, respectively.

c. The Company and several companies held thereby have agreements, according to which the Company is entitled to amounts for rent due to the companies' use of areas owned thereby. In the years 2022 and 2021, the Company received rent as aforesaid in a total amount of approx. NIS 1 million and approx. NIS 1 million, respectively.

d. The Company provided loans to several companies held thereby, as detailed below:

Loans in an amount of approx. NIS 134 million linked to the USD and bearing interest at a rate of approx. 10% per annum.

A loan in an amount of approx. NIS 30 million linked to the USD and bearing interest at a rate of approx. 6.5% per annum.

A loan in an amount of approx. NIS 5 million linked to the USD and bearing interest at a rate of approx. 6% per annum.

Capital notes in the amount of approx. NIS 1,156 million, not linked to the CPI and not bearing interest, have been issued for a period of at least 5 years. The balance is presented net of capital reserve according to market interest.

With regards to the loans to Canit Hashalom, see Section 2 above.

The remaining loans bear interest pursuant to the Income Tax Regulations.

The interest and linkage differentials which were accrued due to such loans and were presented in the statement of net profit of the Company for the years ended on December 31, 2022 and 2021 are in a total amount of approx. NIS 86 million and approx. NIS 122 million, respectively.

Notes to the Separate Financial Statement
as of December 31, 2022

E. Material Engagements and Transactions with Investee Companies: (Cont.)

(3) Material arrangements between the Company and Investee Companies (Cont.)

- e. The Company bears insurance and office expenses, payroll expenses for employees of the Group (the "**Group's Expenses**"). The Company and several companies held thereby and other companies in the Group have agreements, according to which the Company is entitled to reimbursement for amounts paid thereby for the companies. In the years 2022 and 2021 the Company received such proceeds in a total amount of approx. NIS 23 million and approx. NIS 22 million, respectively.
- f. The Company and companies held thereby have an agreement, according to which the investee companies are entitled to rent, management fee and parking fees for areas owned thereby. In the years 2022 and 2021, the Company paid rent, management fees and parking fees as aforesaid in a total amount of approx. NIS 9 million and approx. NIS 8 million, respectively.

- (4)** With respect to the acquisition of Green Mountain AS – See Note 8B to the Consolidated Financial Statements as of December 31, 2022.

F. Guarantees:

For details on guarantees provided by the Company – See Note 28B to the consolidated financial statements as of December 31, 2022.

G. Contractual Restrictions and Financial Covenants:

For details regarding contractual restrictions undertaken by the Company, see Note 17 to the consolidated financial statements as of December 31, 2022.

H. Dividends from Companies Directly held by the Company:

Companies directly held by the Company have no contractual restrictions on dividend distribution.

I. Pledges:

With respect to pledges – see Note 28A to the consolidated financial statements as of December 31, 2022.

J. Engagements with Affiliated and Interested Parties:

Regarding engagements with related and interested parties, see Note 33 to the consolidated financial statements as of December 31, 2022.

K. Subsequent Events:

For material events after the balance sheet date - see Note 35 to the consolidated financial statements as of December 31, 2022.

March 21, 2023

To:
The Board of Directors of Azrieli Group Ltd.
1 Azrieli,
Tel Aviv

Dear Sir/Madam,

Re: Letter of consent in connection with the shelf prospectus of Azrieli Group Ltd. of May 2022

We hereby notify you that we agree to the inclusion (including by way of reference) of our reports which are specified below in connection with the shelf prospectus of May 2022:

- (1) The auditor's report of March 21, 2023 on the Company's consolidated financial statements as of December 31, 2022 and 2021 and for each of the three years in the period ended December 31, 2022.
- (2) The auditor's report of March 21, 2023 on the audit of components of internal control over financial reporting of the Company as of December 31, 2022.
- (3) The special auditor's report of March 21, 2023 on the separate financial information of the Company according to Section 9C of the Securities Regulations (Periodic and Immediate Reports), 5730-1970, as of December 31, 2022 and 2021 and for each of the three years in the period ended December 31, 2022.

Sincerely,

Brightman, Almagor, Zohar & Co.
Certified Public Accountants
A firm in the Deloitte Global Network

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PART D

Further Details about the Corporation

CHAPTER D | ADDITIONAL DETAILS ABOUT THE CORPORATION

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CHAPTER D | ADDITIONAL DETAILS ABOUT THE CORPORATION

Regulation 25A – Registered Address

Company Name: Azrieli Group Ltd.

Company Number in the Registrar of Companies: 51-096071-9

Address: 1 Azrieli Center, Tel Aviv, 6702101

Facsimile: 03-6081380

Telephone: 03-6081400

email: Niritz@azrieli.com

Date of the Statement of Financial Position:
December 31, 2022

The Report Date: March 21, 2023

Regulation 10A - Summary of the Reports on Results of the Company's Operations for Each Quarter of 2022 (NIS in million)

	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-12/2022
Income					
From rent, management and maintenance fees, and sales	623	648	711	708	2,690
Profit, net of fair value adjustment of investment property and investment property under construction	252	601	174	454	1,481
Share in the results of companies accounted for by the equity method, net of tax	(17)	284	(32)	(308)	(73)
Financing	26	18	13	26	83
Other	16	9	212	8	245
Total Income	900	1,560	1,078	888	4,426
Costs and Expenses					
Cost of income from rent, management and maintenance fees, and sales	179	188	211	220	798
Sales and marketing	20	17	24	34	95
General and administrative	42	38	41	46	167
Financing	237	342	302	224	1,105
Other	2	21	80	12	115
Total Costs and Expenses	480	606	658	536	2,280
Profit before taxes on income	420	954	420	352	2,146
Taxes on income	(84)	(151)	(90)	(29)	(354)
Income from continuing operations	336	803	330	323	1,792
Loss from discontinued operations (after tax)	-	-	-	-	-
Net profit for the period	336	803	330	323	1,792
Attributed to:					
Shareholders of the Company	336	802	330	329	1,797
Non-controlling interests	-	1	-	(6)	(5)
	336	803	330	323	1,792

Regulation 10C - Use of Proceeds from Securities

Series D Bonds

On July 13, 2022, approx. NIS 625,591 thousand par value of Series D Bonds were issued by way of expansion of such series, in consideration for approx. NIS 671 million (approx. NIS 667 million net of issue expenses), in accordance with a shelf offering report released on July 12, 2022 (Ref. 2022-01-073659), which is included herein by way of reference and was released under the 2022 Shelf Prospectus.

Series F Bonds

On July 13, 2022, approx. NIS 1,336,503 thousand par value of Series F Bonds were issued by way of expansion of such series, in consideration for approx. NIS 1,459 million (approx. NIS 1,446 million net of issue expenses), in accordance with a shelf offering report released on July 12, 2022 (Ref. 2022-01-073659), which is included herein by way of reference and was released under the 2022 Shelf Prospectus.

Series H Bonds

On July 13, 2022, approx. NIS 926,416 thousand par value of Series H Bonds were issued by way of expansion of such series, in consideration for approx. NIS 870 million (approx. NIS 858 million net of issue expenses), in accordance with a shelf offering report released on July 12, 2022 (Ref. 2022-01-073659), which is included herein by way of reference and was released under the 2022 Shelf Prospectus.

The proceeds received from these issues were and shall be used by the Company, among other things, for refinancing an existing financial debt, making investments and current financing purposes, from time to time.

Regulation 11 - List of Investments in Material Subsidiaries and Affiliates as of the Date of the Statement of Financial Position

See Annex A to this Chapter D.

Regulation 12 - Changes in Investments in Material Subsidiaries and Affiliates, Directly and Indirectly, in the Report Period

Date of Change	Nature of Change	Name of Company	Name of Holder	Notes
January 2022	Closing of transaction for acquisition of a company entitled to receive from ILA lease rights for land in the North Glilot complex	Ahuzat Menachem Milstein Ltd.	Azrieli Group Ltd.	See Section 1.3.2 in Chapter A of this report
July 2022	In the context of closing of a transaction for acquisition of rights in the land on which Mall Hayam in Eilat is built	Mall Hayam Eilat (1978) Ltd.	Azrieli Group Ltd.	See Section 1.3.3 in Chapter A of this report
July and September 2022	Investment in Compass	Compass Holdco LLC	Azrieli Data Centers LLC	

Regulation 13 - Profit of Material Subsidiaries and Affiliates and the Corporation's Income therefrom as of the Date of Statement of Financial Position (NIS in Million)

Investee Company	Main Business	Profit (Loss) (NIS in million)			Company's Income from the Affiliate	
		Net Profit	Comprehensive Income	Dividend	Management Fee	Interest and Linkage Differentials*
Canit Hashalom Investments Ltd.	Development, management, acquisition and lease of commercial and office buildings in Israel and in the US.	1,156	1,178	-	9	33
Otzem Initiation & Investments (1991) Ltd.	Development and lease of commercial buildings (Or Yehuda and Ramla)	42	42	-	-	7
AG Galleria Office Buildings, LP	Holding of 92.3% of the rights in office buildings situated in Houston, Texas, USA, which are known by the name Galleria	(100)	(52)	-	5	-
Gemel Tesua Investments Ltd.	Development, management, construction, acquisition and lease of commercial and office buildings in Israel	175	175	-	-(**)	-
Otzma & Co. Investments Maccabim Ltd.	Development, management, construction, acquisition and lease of office buildings in Israel	(12)	(12)	-	-(**)	2
AG Plaza at Enclave	Holding of 100% of the rights in an office building in Houston, Texas, USA - "Houston Dow Center"	(35)	(13)	-	-	8
Palace America Senior Housing Company Ltd.	Operation of a senior home	47	47	-	-	-
Ahuzat Bayit Ra'anana – Senior Housing Ltd.	Operation of a senior home and a retail center	35	35	-	-	14
Modi'in Senior Housing Ltd.	Establishment and operation of a senior home	35	35	-	-	-
Azrieli E-Commerce Ltd.	eCommerce segment	(60)	(60)	-	-	7
Mall Hayam Eilat (1978) Ltd.	Management and lease of Eilat mall	16	16	-	-	-
Ahuzat Menachem Milstein Ltd.	Development, management and lease of office buildings in Israel	(8)	(8)	-	-	3
Compass Holdco	Data Centers in North America and EMEA	(79)	21	-	2	-
International Consultants (E-Consult) Ltd.	Development, construction and lease of offices and industrial buildings	10	10	-	-	-
AG 8 West Centre	Holding of 100% of the rights in an office building in Houston, Texas, USA	(41)	(32)	-	-	6
AG San Clemente	Holding of 100% of the rights in an office building in Houston, Texas, USA	(62)	(39)	-	-	-
AG Two Aspen	Holding 100% of the rights in an office building in Austin, Texas, USA	(11)	-	-	-	2
Green Mountain	Data centers in Norway	(57)	(18)	-	-	6
Palace Lehavim Limited Partnership	Establishment and operation of a senior home and retail center	17	17	-	-	-

* Including capital reserve

** Less than NIS 1 million

Regulation 20 - Trade on the Stock Exchange – Listed Securities / Trading Suspensions - Dates and Reasons

a. Shares/Securities

On July 13, 2022, approx. NIS 625,591 thousand par value Series D Bonds were listed on TASE, having been offered to the public under the 2022 Shelf Prospectus.

On July 13, 2022, approx. NIS 1,336,503 thousand par value Series F Bonds were listed on TASE, having been offered to the public under the 2022 Shelf Prospectus.

On July 13, 2022, approx. NIS 926,416 thousand par value Series H Bonds were listed on TASE, having been offered to the public under the 2022 Shelf Prospectus.

For further details, see Regulation 10C of this Chapter D.

b. Trading Suspensions

In the Report Period, no trading suspensions of securities issued by the Company took place.

Regulation 21 - Payments to Senior Officers

For a specification of the compensation granted in the Report Period, as specified in Schedule 6 of the Securities Regulations (Periodic and Immediate Reports), 5730-1970, see Section 1 of Chapter E of this Report.

Regulation 21A - Control of the Company

As of the Report Release Date, Azrieli Holdings Inc. ("**Azrieli Holdings**"), a private company incorporated under Canadian law, holds, directly and indirectly, through its holding of the entire share capital of Nadav Investments Inc. ("**Nadav Investments**"), a private company incorporated under Canadian law, which is the direct controlling shareholder of the Company, 55.62% of the share capital and 61.31%¹ of the voting rights of the Company *de facto* and on a fully-diluted basis. As the Company has been informed, Azrieli Holdings is controlled by Sharon Azrieli, Naomi Azrieli and Danna Azrieli, either directly or through Canadian holding corporations.

Until his death, in July 2014, Mr. David Azrieli OBM directly and indirectly held approx. 44.77% of the share capital of Azrieli Holdings and all of the voting rights in Azrieli Holdings (including the voting rights of his children's shares, which were held by him in trust). Following the passing of Mr. David Azrieli OBM, the shares of Azrieli Holdings that had been held by him and his shares in a Canadian holding corporation controlled by him ("**David Holding Corporation**") were transferred to his estate, and Sharon Azrieli, Naomi Azrieli and Danna Azrieli were appointed as the 3 directors of Azrieli Holdings and of Nadav Investments.

As the Company has been informed, on April 13, 2015, shares of Mr. David Azrieli OBM in Azrieli Holdings and in 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 together they hold approx. 81.73% of the capital rights in Azrieli Holdings and approx. 99.39% of the voting rights therein.

¹ Which include all of the voting rights by virtue of the Contribution Shares. According to the Contribution Agreement (as defined in Note 33C(4) to the Financial Statements), Azrieli Holdings granted Azrieli Foundation Israel, by way of contribution without consideration, 6,902,000 ordinary shares of the Company of par value NIS 0.1 each, which constitute approx. 5.69% of the Company's issued capital (the "**Contribution Shares**").

The remainder of Azrieli Holdings' shares are mainly held by the Azrieli Foundation of Canada (an interested party in the Company), which, following the distribution of the estate, holds (indirectly, through a holding of shares of David Holding Corporation) 15.93% of Azrieli Holdings' shares, with no voting rights (which holding indirectly constitutes a holding of approx. 8.86% of the capital rights of the Company), in addition to and separately from its direct holding of 8.55% of the capital and voting rights in the Company.

As the Company has been informed, on March 20, 2017, a shareholders' agreement (the "**2017 Agreement**") was signed between Sharon Azrieli, Naomi Azrieli and Danna Azrieli (by themselves and through companies controlled by them), the indirect controlling shareholders of the Company and directors thereof (the "**Controlling Shareholders**"). Additional parties to the 2017 Agreement are Azrieli Holdings, Nadav Investments and David Holding Corporation (the three "**Holding Corporations**"). The 2017 Agreement replaces and substitutes the former shareholders agreement made by the parties in November 2012 (the "**2012 Agreement**"), and it regulates the relations between the Controlling Shareholders, by themselves, and through the Holding Corporations, in respect of their rights in the Company. Similarly to the 2012 Agreement, the terms of the 2017 Agreement include agreements regarding the sale and transfer of shares in the Company and in the Holding Corporations, including a lock-up period, right of first refusal, right of first offer, co-sale right and an exclusion in connection with certain sales of shares (drip) on TASE.

The 2017 Agreement further prescribes that the manner of use of the voting rights in the Company will be determined by the Controlling Shareholders (by a majority vote), provided however, that in respect of resolutions to appoint directors of the Company, each one of the Controlling Shareholders shall have the right to use the voting rights to appoint one director who will be determined by her, whereas the manner of use of the voting rights in the Company regarding resolutions to appoint additional directors, will be adopted by a majority vote. Together with the 2017 Agreement, another agreement was signed between all of the direct shareholders in Azrieli Holdings (including the controlling shareholders). Such additional agreement was required under Canadian law, in order to ensure that Azrieli Holdings is subject to part of the provisions of the 2017 Agreement.

It is clarified that the 2017 Agreement does not change the identity of the Company's controlling shareholders (including of Azrieli Holdings) nor their percentage holdings in the capital and in the voting rights in the Company, and that as of the Report Release Date, Sharon Azrieli, Naomi Azrieli and Danna Azrieli are the Company's controlling shareholders.

Regulation 22 - Transactions with the Controlling Shareholder

For details with respect to transactions with the controlling shareholder or in the approval of which the controlling shareholder has a personal interest, in which the Company or a corporation controlled thereby or an affiliate thereof engaged, see Section 2 of the Company's Corporate Governance Report, which is attached as Chapter E hereof.

Regulation 24 - Holdings of Interested Parties and Senior Officers

For details regarding the holdings of interested parties and senior officers of the Company, see the immediate report regarding the holdings of interested parties and officers released by the Company on January 6, 2022 (Ref. 2022-01-003709), which is included herein by way of reference.

Regulation 24A - Authorized Capital, Issued Capital and Convertible Securities

As of December 31, 2022, the registered share capital of the Company is 127,501,500 ordinary shares par value NIS 0.1 each, and the issued share capital of the Company is 121,272,760 ordinary shares par value NIS 0.1 each.

Regulation 24B - The Company's Shareholders' Register

Shareholder's Name	Company	Address	Class of Shares	Quantity of Shares	Par value
Registration Co. of Bank Hapoalim Ltd.	510356603	62 Yehuda Halevi, Tel Aviv	Ordinary par value NIS 0.1	121,272,760	NIS 0.1

Regulation 26 - Directors of the Corporation (as of the Report Date)

Below are personal and professional details with regard to the Company's directors:

(1)	Director's Name:	Danna Azrieli, Active Chairwoman of the Board
	Identification number:	321657744
	Date of Birth:	June 3, 1967
	Address for service of process:	1 Azrieli Center, Tel Aviv
	Citizenship:	Israeli
	Membership on board of directors' committees	None
	Outside Director/Independent Director:	No
	Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	Active Chairwoman of the Board
	Date of commencement of service as director of the Company:	June 1, 2010
	Education:	BA in Sociology and Anthropology from Swarthmore College; Juris Doctor of Law from Vermont Law School; member of the Massachusetts State Bar Association in the U.S. and the Israel Bar Association.
	Occupation in the past five years and other corporations in which he holds office as director:	Director of subsidiaries of the Company and of the companies: Nadav Investments Inc., Azrieli Holdings Inc., Candan Residences Ltd., Dan Squared Ltd., Candan Management Services Ltd. and Candan Holdings Ltd.; Co-Chair of Azrieli Foundation (Israel), R.A., director of Azrieli Foundation (Canada), a Canadian nonprofit organization, director of Weizmann Institute of Science, director of Tel Aviv University, a director of Darca Schools NPO (R.A.), and member of the board of the Israel Center on Addiction (ICA).
	Family relation to an interested party:	Controlling shareholder. For details see Regulation 21A above.
	Accounting and Financial Expertise or Professional Qualification:	Professional Qualification
(2)	Director's Name:	Sharon Azrieli
	Identification number:	AR684368
	Date of Birth:	August 4, 1960
	Address for service of process:	1 Azrieli Center, Tel Aviv
	Citizenship:	Canadian
	Membership on board of directors' committees	None
	Outside Director/Independent Director:	No

Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	June 1, 2010
Education:	PhD in Music from the University of Montreal; MA in Music from the University of Montreal; BA in Art from Vassar College; Certificate from the Juilliard School of Music; Associate degree from the Parsons School of Design.
Occupation in the past five years and other corporations in which he holds office as director:	Opera singer, cantor and artist; Publisher of interior design magazines; Member of the board of Azrieli Foundation (Israel), R.A., and director of Azrieli Foundation (Canada), a Canadian nonprofit organization. Served as President or CEO of the following organizations: Orchestre Classique de Montreal; Orchestre de Chambre McGill; Opera Cares Foundation; Shir Chadash Synagogue. A director and CEO of the following organizations: 7809298 Canada Inc.; 7807872 Canada Inc.; 7852703 Canada Inc.; Vancouver Home Magazine Inc.; Toronto Home Magazine Inc.; Montreal Home Magazine Inc.; McCord Museum (Montreal); Canadian Vocal Arts Institute; 4287690 Canada Inc.; Viva! Diva! Can Inc.; Viva! Diva! U.S. Inc.; Canbonim Ltd.; My Deziign Inc.; MyDeziign S.L. Ltd.; Shazsol Enterprises Inc.; 1992671 Alberta ULC; 9839623 Canada Inc.; 11581252 Canada Inc.; 101 California Avenue Limited Partnership; National Arts Centre (Ottawa, Canada); National Arts Foundation; Shir Chadash Synagogue; Opera Cares Foundation and Sharon Azrieli Foundation for the Arts (SAFA); Festival Stradivaria; Foundation – Orchestre Symphonique de Longueuil. Owner and manager of foreign private companies.
Family relation to an interested party:	Controlling shareholder. For details see Regulation 21A above.
Accounting and Financial Expertise or Professional Qualification:	No
(3) Director's Name:	Naomi Azrieli
Identification number:	HB510031
Date of Birth:	September 26, 1965
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Canadian
Membership on board of directors' committees	None
Outside Director/Independent Director:	No
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	June 1, 2010
Education:	PhD (D. Phil) in International History from Oxford University, England; Master of International Affairs in International Relations, Finance and Economics from Columbia University, New York; BA from the University of Pennsylvania in Political Science and Russian Studies.
Occupation in the past five years and other corporations in which he holds office as director:	CEO and Director of Azrieli Foundation (Canada), a Canadian nonprofit organization. Co-Chair of Azrieli Foundation (Israel), R.A. Owner and manager of foreign private companies. Director and president of the corporations: Canpro Investments Ltd., Omico Investments Ltd., Omico Residential Ltd., Omico NY Limited Partnership, 7852711 Canada Inc., Rafiken Social Enterprises Inc. and 8585539 Canada Inc.

	A director of the following entities: Canadian Society for Yad Vashem, Technion International Board, Yeshiva University, Brain Canada Foundation, Weizmann Institute of Science, Canadian Children's Literacy Foundation.
Family relation to an interested party:	Controlling shareholder. For details see Regulation 21A above.
Accounting and Financial Expertise or Professional Qualification:	Professional Qualification
(4) Director's Name:	Dan Isaac Gillerman
Identification number:	07132889
Date of Birth:	March 26, 1944
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	Audit Committee, Compensation Committee, FSRC and Enforcement Committee
Outside Director/Independent Director:	Independent Director
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	May 6, 2010
Education:	Law studies, Tel Aviv University
Occupation in the past five years and other corporations in which he holds office as director:	Chairman of Blackstone Israel, Chairman of the America-Israel Friendship League; CEO of Gillerman Global Ltd.; Chairman of the Israeli Opera; Member of the Board of Trustees of the Hebrew and Tel Aviv Universities; Member of the Board of Trustees of the Jewish Agency; Member of the Board of Trustees of the Israel Museum; Member of the Advisory Board of cyber company Sentra; Member of the Board of the Weizmann Institute of Science (until 2022); Chairman of Nagum Ltd. (private company).
Family relation to an interested party:	None
Accounting and Financial Expertise or Professional Qualification:	Has professional qualifications
(5) Director's Name:	Ariel Kor
Identification number:	038346268
Date of Birth:	November 8, 1975
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	Audit Committee, FSRC and Enforcement Committee
Outside Director/Independent Director:	No
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	November 22, 2022
Education:	BA and MA in Modern History from Oxford University; MScMA in Clinical Psychology, MPhil, and PhD in Clinical Psychology from Columbia University
Occupation in the past five years and other corporations in which he holds office as director:	Private investments; chairman of the Israel Center on Addiction (R.A.); member of the board of Jewish Funders Network (JFN) (R.A.); Lishma – Policy, Entrepreneurship, Community (R.A.), board member; Matan Investing in the Community (R.A.), board member.

Family relation to an interested party:	No
Accounting and Financial Expertise or Professional Qualification:	Has accounting and financial expertise.
(6) Director's Name:	Varda Levy, Outside Director
Identification number:	057089369
Date of Birth:	May 26, 1961
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	Audit Committee, Compensation Committee, FSRC and Enforcement Committee (" All of the Committees ")
Outside Director/Independent Director:	Outside Director
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	August 23, 2022
Education:	Bachelor's degree, Economics and Accounting, Tel Aviv University, CPA
Occupation in the past five years and other corporations in which he holds office as director:	Outside director of Mendelson Infrastructures and Industries Ltd. (until February 2021); outside director of Related Commercial Portfolio, Ltd. (until July 2021); independent consultant
Family relation to an interested party:	None
Accounting and Financial Expertise or Professional Qualification:	Has accounting and financial expertise
(7) Director's Name:	Yossef Shachak, Outside Director
Identification number:	008025009
Date of Birth:	August 25, 1945
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	All of the Committees
Outside Director/Independent Director:	Outside Director
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	August 23, 2019
Education:	Bachelor's degree, Accounting, Hebrew University of Jerusalem, CPA
Occupation in the past five years and other corporations in which he holds office as director:	Consultant to companies and boards of directors; Business mediator and arbitrator; Member of the Public Council of the Israel Accounting Standards Boards; Member of the finance committee of the Israel Cancer Association; director of Emilia Development (O.F.G.) Ltd.; director of Tefron Ltd.; outside director of Southern Properties Capital Ltd.; independent director of Partner Communications Ltd.; director of Yogi Consulting and Investments Ltd. (a private company under this control); director in NPO Gvachim – Association for the Absorption of Aliya (R.A.); consultant and mediator of the Carasso Group and companies owned thereby.
Family relation to an interested party:	None

Accounting and Financial Expertise or Professional Qualification:	Has accounting and financial expertise
(8) Director's Name:	Oran Dror
Identification number:	024973315
Date of Birth:	August 2, 1970
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	Audit Committee, FSRC and Enforcement Committee
Outside Director/Independent Director:	Independent Director
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	None
Date of commencement of service as director of the Company:	November 18, 2014
Education:	BA in Economics and East Asian Studies from the Hebrew University, Jerusalem. Research studies in the field of management and marketing for two years at the Waseda University, Tokyo, Japan – School of Commerce.
Occupation in the past five years and other corporations in which he holds office as director:	CEO and director of Dror Liat Investment Ltd. (a company he controls); CEO and director at Incrediplay Ltd. (a company he controls); held office as CEO and Chairman of Axilion Smart Mobility Ltd. until 2021.
Family relation to an interested party:	Fourth cousin of the controlling shareholders and directors Danna, Sharon and Naomi Azrieli
Accounting and Financial Expertise or Professional Qualification:	Has accounting and financial expertise
(9) Director's Name:	Menachem Einan
Identification number:	008995383
Date of Birth:	June 17, 1939
Address for service of process:	1 Azrieli Center, Tel Aviv
Citizenship:	Israeli
Membership on board of directors' committees	Audit Committee, FSRC and Enforcement Committee
Outside Director/Independent Director:	No
Position filled at the Company/Subsidiary/Affiliate of the Company or of an interested party therein:	In addition to his being a director of the Company, Mr. Einan served as an external consultant of the Company until February 28, 2017.
Date of commencement of service as a director of the Company:	March 22, 2016
Education:	BA in Humanities from Tel Aviv University; degree in Business Administration from UCLA.
Occupation in the past five years and other corporations in which he holds office as director:	Director and Active Deputy Chairman of the Board of the Company until February 2015; Member of the board of Azrieli Foundation (Israel), R.A.
Family relation to an interested party:	No
Accounting and Financial Expertise or Professional Qualification:	Professional qualifications

Regulation 26A: Senior Officers of the Corporation as of the Report Release Date

Name	Eyal Henkin	Irit Sekler-Pilosof	Gideon Avrami	Nirit Zeevi	Israel Keren	Yaacov Danino	Gali Gana	Rafi Wunsh	Sharon Arie	Yehonatan Yaari	Rachel Mittelman	Elad Alon	Ofer Yarom	Michal Alaluf Tamir
Identity Number	024604332	025710542	056524325	036386795	003105657	300207933	059674770	028145738	023544612	025242389	035730746	027279025	046260329	049814551
Date of Birth	November 3, 1969	October 31, 1973	July 6, 1960	March 11, 1979	September 17, 1947	February 23, 1987	June 2, 1965	February 15, 1971	July 2, 1968	September 29, 1973	August 14, 1978	May 25, 1975	October 9, 1981	August 28, 1981
Office Commence-ment Date	January 1, 2018	May 1, 2013	February 26, 2023	October 2, 2019	July 1, 2002	March 1, 2023	March 21, 2023	October 15, 2010	December 1, 2017	February 26, 2023	September 1, 2018	November 25, 2020	August 1, 2021	March 19, 2023
Position held in the Company/ Subsidiary/ Affiliate or in an interested party	CEO of the Company. CEO of Canit Hashalom Investments Ltd. Director of Compass Data Center and of subsidiaries of the Company	Deputy CEO, CFO and in charge of financial risks at the Company, and a director of subsidiaries of the Company	Deputy CEO, Head of Properties. Director of subsidiaries of the Company	VP, General Counsel and Company Secretary	COO	Chief Accounting and Financial Statements Controller	The internal auditor	VP International Real Estate. Director of subsidiaries of the Company, of Compass Data Center and of subsidiaries thereof	VP Planning, Engineering and Construction	VP Projects	Chief Information Officer	VP Business Development and Innovation	VP Marketing & Digital	VP Human Resources

Name	Eyal Henkin	Irit Sekler-Pilosof	Gideon Avrami	Nirit Zeevi	Israel Keren	Yaacov Danino	Gali Gana	Rafi Wunsh	Sharon Arie	Yehonatan Yaari	Rachel Mittelman	Elad Alon	Ofer Yarom	Michal Alaluf Tamir
Education	B.A. in Computer Science and Management from Tel Aviv University; Executive MBA, in the Kellogg Recanati program of Northwestern University and Tel Aviv University	B.A. in Business Administration, major in Accounting, The College of Management; LL.M., Bar Ilan University; Licensed as a CPA (Israel)	B.A. in History and International Relations, the Hebrew University 1986. Diploma in Hotel Management 1994.	LL.B and B.A. specializing in Information Technology (IT), both from the IDC Herzliya; qualified to practice law in Israel	B.A. in General History, Tel Aviv University	B.A. in Accounting and Economics from the Open University; MBA from Bar Ilan University; Licensed as a CPA (Israel)	B.A. in business administration from the College of Management, M.A. in internal audit and public administration from Bar Ilan University, CIA, CISA, CRISC, CDPCE	B.A. in Economics and Accounting, Hebrew University of Jerusalem	Technion graduate of studies of Civil Engineering	M.A. in public administration from Harvard University, MBA from INSEAD, B.A. in economics from the Hebrew University	Industrial engineer and has an MBA both from the Tel Aviv University	High school education	B.A. in economics and management from the Academic College of Tel Aviv-Jaffa	M.A. In organizational psychology from Bar Ilan University; B.A. in behavioral science from Ben Gurion University in the Negev
Business experience in the last five years	CEO of Supergas Israel Gas Distribution Company Ltd. in the eight years prior to his appointment as CEO	Comptroller in Azrieli Group in the 13 years preceding the office commencement date.	VP and Head of Offices, CEO of Azrieli Jerusalem mall, Malcha 2005-2016	The Company's Deputy General Counsel for about 6 years prior to the appointment	CEO of asset companies Gemel Tesua Investments Ltd., Otzma & Co. Investments-Maccabim Ltd., Urban A.A.R. Ltd., Azrieli Ra'anana and Herzliya Business Park Operations Ltd	Comptroller at Azrieli Group, Senior Manager at Deloitte	Partner at accounting firm Rosenblum Holtzman since 1997.	VP Quebec Region, Elad Group Canada Inc. CFO, Elad Group Canada Inc.	VP Engineering, Nitsba Holdings, VP Engineering and Business Development, Aura Israel	Partner in venture capital fund AWZ Ventures; Israel's defense attaché to France.	Chief Information Officer Supergas Israeli Gas Distribution Company Ltd.	Director of Teddy Sagi Group's real estate operations in Israel; Founder and CEO of LABS Israel	VP Marketing of Azrieli Malls and CEO of Azrieli E-Commerce	Head of HR at Azrieli Group; Head of HR and organizational development at Negev Group

None of the officers is an interested party in the Company or has a family relation to another officer of the Company or to another interested party in the Company.

Senior officers whose office ended during the Report Period and in the subsequent period until the Report Release Date:

In the report period and until the report release date, the following terms of office at the Company came to an end:

- On February 8, 2022, the term of office of Mr. Uri Kilstein, who served as Head of Azrieli Malls and Deputy CEO, came to an end;
- On May 18, 2022, the term of office of Ms. Tsipora Carmon as independent director came to an end. For further details, see the Company's immediate report of May 19, 2022 (Ref. no. 2022-01-060859), which is included herein by reference;
- On August 22, 2022, the term of office of Mr. Ehud Rassabi as outside director of the Company came to an end. For further details, see the Company's immediate report of August 23, 2022 (Ref. no. 2022-01-086283), which is included herein by reference;
- On September 15, 2022, the term of office of Mr. Yoram Ben Porat at VP Senior Housing at the Company came to an end.
- On February 26, 2023, the term of office of Mr. Yair Horesh as Chief Comptroller for Accounting and Financial Statements came to an end, and his term of office as Deputy CFO commenced.
- On February 26, 2023, the term of office of Mr. Gideon Avrami as Head of Offices came to an end, and his term of office as Deputy CEO and Head of Properties commenced.
- On March 21, 2023, the term of office of Mr. Moshe Cohen as the Company's internal auditor came to an end.

Regulation 26B - Authorized Signatories of the Corporation

See Section 8 of Chapter E of this Report.

Regulation 27 - The Company's Accountants

The Company's auditors are Deloitte Brightman Almagor Zohar & Co., CPA, 1 Azrieli Center, Tel Aviv.

Regulation 28 - Changes in the Memorandum or Articles of Association

No change was performed in the Report period.

Regulation 29 - Resolutions and Recommendations of the Board of Directors

See Section 4 of Chapter E of this Report.

Regulation 29A - The Company's Resolutions

See Section 4 of Chapter E of this Report.

Exemption, Indemnification and Insurance of Officers:

For a description of the applicable arrangements with regard to exemption, indemnification and insurance for Directors and Officers in the Company, see Note 33D to the Financial Statements as of December 31, 2022.

Danna Azrieli,
Chairman of the Board of Directors

Eyal Henkin, CEO

Date: March 21, 2023

Annex A – Regulation 11 – List of Investments in Material Subsidiaries and Affiliates as of the Date of the Statement of the Financial Position

Rate in %						NIS in million							
Company name	Share class	Total par value of shares in NIS	Total par value of held shares in NIS	% of capital	% of voting	Authority to appoint Directors	Cost of the held shares	Book value of investment (*)	Balance of loans from the Company	Method of presentation in the financial statements	Company's country of incorporation	Securities exercisable for capital rights or voting rights in the company held by the Company	Guaranties provided by the Company to the investee
Directly-held companies													
Canit Hashalom Investments Ltd.	Ordinary	116	116	100%	100%	100%	51	12,484	223 ⁽¹⁾	Consolidated Company	Israel	-	-
International Consultants (Iconsult) Ltd.	Ordinary	3,900	3,900	100%	100%	100%	30	131	19	Consolidated Company	Israel	-	-
Otzem Initiation & Investments (1991) Ltd.	Management	80	80			100%	-	248	299	Consolidated Company	Israel	-	-
	Ordinary A	21,330,220	21,330,220										
	Ordinary B	4,999	4,999										
		21,335,299	21,335,299	100%	100%	100%							
Azrieli E-Commerce Ltd.	Ordinary	1,600	1,600	100%	100%	100%	26	(268)	318 ⁽²⁾	Consolidated Company	Israel		
Mall Hayam Eilat (1978) Ltd.	Ordinary Management	4,400 100	4,400 100	100%	100%	100%	316	332	44	Consolidated Company	Israel		
Ahuzat Menachem Milstein Ltd.	Ordinary Management	1,100 (6)*	1,100 *(6)	100%	100%	100%	173	185	201	Consolidated Company	Israel		
Green Mountain, AS		-	-	100%	100%	100%	2,344	2,423	-	Consolidated Company	Norway		
Compass Holdco		-	-	32.44%	32.44%		1,158	1,751	-	Company accounted for at equity	USA		
AG Galleria Office Buildings ⁽³⁾		-	-	92.3%	92.3%	-	315	29	-	Consolidated Company	USA	-	Guarantee in several cases defined in the loan agreement
AG Plaza at Enclave ⁽³⁾		-	-	100%	100%	-	50	81	78	Consolidated Company	USA	-	Guarantee in several cases defined in the loan agreement
AG 8 West Center ⁽³⁾		-	-	100%	100%	-	19	(17)	56	Consolidated Company	USA	-	Guarantee in several cases defined in the loan agreement
AG San Clemente ⁽³⁾				100%	100%	-	86	68	58 ⁽⁴⁾	Consolidated Company	USA		Guarantee in several cases

Rate in %							NIS in million						
Company name	Share class	Total par value of shares in NIS	Total par value of held shares in NIS	% of capital	% of voting	Authority to appoint Directors	Cost of the held shares	Book value of investment (*)	Balance of loans from the Company	Method of presentation in the financial statements	Company's country of incorporation	Securities exercisable for capital rights or voting rights in the company held by the Company	Guaranties provided by the Company to the investee defined in the loan agreement
AG Two Aspen ⁽³⁾		-	-	100%	100%	-	18	54	30	Consolidated Company	USA	-	Guarantee in several cases defined in the loan agreement
Companies held by Canit Hashalom													
Gemel Tesua Investments Ltd.	Ordinary	53,750,000	53,721,650	99.9%	99.9%	100%	-	-	-	Consolidated Company	Israel	-	-
Otzma & Co. Investments Maccabim Ltd.	Ordinary	16,100,000	16,091,764	99.9%	99.9%	100%	-	-	85 ⁽²⁾	Consolidated Company	Israel	-	-
Palace Ra'anana - Senior Housing Ltd.	Ordinary	50,191,999	50,191,999	100%	100%	100%	55	-	480 ⁽²⁾	Consolidated Company	Israel	-	-
Companies held by Palace Ra'anana - Senior Housing Ltd.													
Modi'in Senior Housing	Ordinary	1,000	1,000	100%	100%	100%	32	-	-	Consolidated Company	Israel	-	-
Palace Lehavim Limited Partnership ²		(5)-	(5)-	100%	100%	100%	(5)-	-	-	Partnership	Israel	-	-
Palace America Senior Housing Company Ltd.	Ordinary	100	100	100%	100%	100%	270	-	-	Consolidated Company	Israel	-	-

* Data refers solely to the companies directly held by the Company.

(1) Net of capital reserve.

(2) Capital notes net of capital reserve.

(3) Foreign partnership.

(4) Including loan and capital note net of capital reserve.

(5) Partnership.

(6) Amount lower than NIS 1.

² The Group holds all of the rights (100%) in the partnership's general partner, Modi'in Senior Housing Ltd., which holds 0.01% of the partnership, and Palace Ra'anana Senior Housing Ltd. holds the remaining rights in the partnership (99.99%) as its limited partner.



PART E

Corporate Governance

CHAPTER E – CORPORATE GOVERNANCE REPORT

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PART A | ASPECTS OF CORPORATE GOVERNANCE

Presented below are details regarding corporate governance processes in the Company in 2022, which include both issues relating to corporate governance in accordance with the Securities Regulations (Periodic and Immediate Reports), 5730-1970 (the "Report Regulations"), and a corporate governance questionnaire in accordance with the version included in the document on proposed legislative amendments for improvement of the reports which was published by the Israel Securities Authority on March 16, 2014.

1. Regulation 21 - Payments to Interested Parties and Senior Officers – 2022

Compensation as recognized in the Company's Financial Statements in 2022 of the five highest paid individuals among the senior officers of the Company or a corporation controlled thereby, in connection with their office in the Company or in a corporation controlled thereby, are as follows (in terms of annual cost to the Company, in thousands of NIS, for the twelve-month period ended December 31, 2022 (as specified in the Sixth Schedule of the Report Regulations):

Details of the Compensation Recipient				Compensation			
Name	Position	Position Scope	Rate of Holding in the Corporation's Capital	Management Fees ^(a)	Bonus	Other	Total
(1) Eyal Henkin	CEO of the Company	100%	---	4,302	3,221	197 ^c	7,720
(2) Danna Azrieli	Active Chairwoman of the Board	100%*	(b)	3,635	3,032		6,667
(3) Irit Sekler-Pilosof	Deputy CEO and CFO	100%	---	2,900	2,220		5,120
(4) Tor Kristian Gyland	CEO of subsidiary GM	100%	---	998	2,259		3,257
(5) Gideon Avrami	Deputy CEO and Head of Properties	100%	---	2,200	1,026	20 ^c	3,246

* It is clarified that Ms. Danna Azrieli may continue to perform additional activities, including philanthropic activities in which she is involved, from time to time, provided that performance thereof does not compromise the fulfillment of her duties at the Company.

(a) The management fee component includes the following components: cost of monthly management fees and related costs such as car maintenance, reimbursement of communications and other expenses and/or cost of monthly salary, social rights, social and related benefits as customary, car maintenance and reimbursement of communication and other expenses.

(b) For details regarding control of the Company on the report date see Regulation 21A of Chapter D of this Report.

(c) Reflects expenses in 2022 for adjustment.

(1) Mr. Eyal Henkin

Mr. Henkin has served as the Company's CEO since January 1, 2018, through a company he owns (in this section: "**Mr. Henkin's Management Company**"). Prior thereto, from September 1, 2010 to December 31, 2017, Mr. Henkin, through a company owned by him, had served as the CEO of Supergas (having previously served as Deputy CEO of Supergas for approx. eight months). For further details about the Company's management agreement with Mr. Henkin's Management Company, which took effect on August 11, 2019, see Note 33C3 to the Financial Statements. According to the Company's Compensation Policy¹ (the "**Compensation Policy**"), Mr. Henkin will be entitled to an annual bonus, as follows:

A discretionary annual bonus, in a sum up to 3 times the monthly cost of employment, according to the recommendation of the Chairwoman of the Board and as approved by the compensation committee and the board of directors, according to criteria to be determined in advance for each year ("**Discretionary Bonus**").

In addition, Mr. Henkin shall be entitled to an annual bonus that will be based on accomplishment of the FFO target and/or the NOI target, as specified in Note 33C(3) to the Financial Statements ("**Measurable Bonus**").

In accordance with the aforesaid, on March 19, 2023, the compensation committee examined, and on March 21, 2023, the Company's board examined, the CEO's contribution (having received the recommendation of the Chairwoman of the Board), and it was resolved that, based on such contribution and the Company's results in 2022, Mr. Henkin will be awarded a Discretionary Bonus in the sum of three (3) times the monthly management fees, i.e., a total of NIS 1,074 thousand.

In addition, for the purpose of the Measurable Bonus, the FFO target and the NOI target, as approved by the compensation committee and the Board of Directors for 2022 were NIS 1,303 thousand and NIS 1,815 thousand, respectively, based on the Company's work plan as approved by the Company's Board in January 2022.

The Company's FFO and NOI in 2022 were NIS 1,373 million² and NIS 1,953 million, respectively.

Thus, for accomplishing the 2022 FFO target, the Company's CEO is entitled to a bonus in the sum of twice the monthly cost of his employment, i.e., NIS 716 thousand, and for accomplishing the 2022 NOI target, the Company's CEO is entitled to a bonus in the sum of four (4) times his monthly employment cost, i.e., approx. NIS 1,431 thousand.

(2) Ms. Danna Azrieli

Ms. Danna Azrieli has been serving as the Company's Active Chairwoman of the Board since July 2014, through a company under her control (in this section: the "**Management Company**"). For details on the Company's management agreement with the Management Company (the "**Management Agreement**"), which took effect on August 11, 2022, see Note 33C1 to the Financial Statements.

According to the provisions of the Company's Compensation Policy and according to the Management Agreement, the Management Company is entitled to an annual bonus for 2022 for meeting the FFO target and/or the NOI target, as specified below, up to a maximum of nine (9) times the monthly cost of employment.

¹ The Company's Compensation Policy was revised and approved by the Company's general meeting on August 10, 2022. For details, see Part B of the notice of meeting report released on July 25, 2022 (Ref. 2022-01-094888), included herein by way of reference.

² The calculation includes a conversion between a rent model and a senior housing deposit model.

The FFO target and the NOI target, as approved by the compensation committee and the Board for 2022, were NIS 1,303 thousand and NIS 1,815 thousand, respectively, based on the Company's work plan which was approved by the Company's Board in January 2022.

A prerequisite for receipt of the component of the bonus for meeting the FFO target and/or the NOI target is meeting 90% of these targets, as the case may be, whereas the Management Company's eligibility for the bonus for the year 2022 will be calculated in a linear manner in accordance with the extent to which the FFO target and/or the NOI target are met, while for fully meeting the FFO target, the Management Company will be entitled to a bonus in the sum of 3 times the monthly employment cost and for meeting 90% of the FFO target, the Management Company will be entitled to 90% of such amount; For fully meeting the NOI target, the Management Company will be entitled to a bonus in the sum of 6 times the monthly employment cost and for meeting 90% of the NOI target, the Management Company will be entitled to 90% of such amount.

The company's FFO and NOI for 2022 amounted to a total of NIS 1,373 million³ and a total of NIS 1,953 million, respectively.

Therefore, for meeting the FFO target in 2022, the Management Company is entitled to a bonus in the sum of three (3) times the monthly cost of employment cost, i.e., a total of NIS 1,011 thousand, and for meeting the NOI target in 2022, the Management Company is entitled to a bonus in the sum of six (6) times the monthly cost of employment, i.e., a total of NIS 2,021 thousand.

(3) Ms. Irit Sekler-Pilosof

Ms. Irit Sekler-Pilosof has held the office of CFO of the Company since May 1, 2013, and since March 25, 2020 she has also held the office of Deputy CEO of Azrieli Group⁴. In consideration for her services, Ms. Sekler-Pilosof, through a company owned by her, is entitled to CPI-linked, fixed monthly management fees which, as of December 31, 2022, amounted to approx. NIS 250 thousand and standard related benefits, including the provision of a car (Grade 6), cellular telephones, expense reimbursements and advance notice of 6 months. The Company bears the full cost of all the benefits (including the cost of use and gross-up of the tax value).

According to the Compensation Policy, an officer who does not hold office as the Company's CEO or as a director thereof will be entitled, in the aggregate, to two annual bonuses, as shall be determined according to the recommendation of the Chairwoman of the Board and the CEO and shall be approved by the compensation committee and the Board:

1. **Discretionary bonus** – a discretionary annual bonus in the amount of up to six times the monthly employment cost, out of which a bonus in the sum of up to three times the monthly employment cost shall be granted in consideration of the officer's compliance with criteria which shall be based mainly on the officer's contribution to the Company in accordance with his role and responsibilities, and a bonus in the sum of up to three times the monthly employment cost shall be granted subject to the relevant officer's compliance with measurable targets, to be determined each year in advance by the Company's CEO in relation to the officer.
2. **Special bonus** – a special annual bonus in the amount of up to three times the gross monthly salary. The special bonus shall be granted in special cases, such as: for promotion of a transaction or a significant strategic or business event or for completion of a project, which was not included in the Group's work

³ The calculation includes a conversion between a rent model and a senior housing deposit model.

⁴ On December 5, 2022, Ms. Sekler-Pilosof announced her intention to step down from her position with the Company. As of the report release date, the termination date has not yet been agreed.

plan. For the avoidance of doubt, it is not possible to grant an officer more than one special bonus in any calendar year, but it is possible to approve and grant a special bonus in the course of the year and on a date that does not coincide with the date of approval or granting of the annual bonus.

In accordance with the aforesaid, it was decided to grant Ms. Sekler-Pilosof a bonus in the sum of nine (9) times her monthly employment cost.

(4) Mr. Tor Kristian Gyland

Mr. Tor Kristian Gyland has held office as CEO of the subsidiary GM⁵ since 2017. For his work, Mr. Kristian Gyland is entitled to a fixed gross monthly salary, which amounted to approx. NIS 897 thousand for all of 2022, and to standard social benefits, including a car, cellular phones and reimbursement of expenses. GM bears the full cost of all of the benefits. According to GM's compensation policy, a decision was made to grant Mr. Kristian Gyland a bonus in the sum of NIS 2,259 thousand.

(5) Mr. Gideon Avrami

Mr. Gideon Avrami served as the Company's VP and Head of Offices since June 1, 2016⁶. For his work, Mr. Avrami is entitled to a gross, fixed, CPI-linked, monthly salary which, as of December 31, 2022, amounts to approx. NIS 114 thousand, and standard related benefits, including the provision of a (Grade 6) vehicle, cellular telephones, expense reimbursements, advance notice of 6 months and a 3-month adjustment period. The Company bears the full cost of all the benefits (including the cost of use and gross-up of the tax value). According to the Company's Compensation Policy and the bonuses as specified in Section (2) above, it was resolved to grant Mr. Avrami a bonus in the sum of nine (9) times his monthly employment cost.

The compensation paid during the year preceding the Report Release Date to interested parties in the Company who are not listed in the above table, in relation to services they provided as holders of positions with the Company or a corporation controlled thereby, are as follows (in terms of annual cost to the Company, in thousands of NIS, for the twelve-month period ended December 31, 2022, as specified in the Sixth Schedule to the Report Regulations):

Name of compensation recipient					Compensation				
Name	Position	Scope of position	Rate of holding in corporation's capital	Salary	Bonus	Share-based payment	Management fee(*)	Other	Total
Ten directors	Directors of the Company (a)	---		---	---	---	---	2,139 ^(b)	2,139

(a) Three independent directors, three outside directors, two ordinary directors, and two directors who are controlling shareholders.

(b) Directors' compensation.

⁵ After the report period, the office of Mr. Tor Kristian Gyland came to an end and he was replaced as CEO by GM's VP Sales Mr. Svein Atle Hagaseth.

⁶ On February 26, 2023, Mr. Gideon Avrami's position as Head of Offices came to an end, and he started his term of office as Deputy CEO and Head of Properties.

(6) Directors of the Company

In accordance with the Company's Compensation Policy, the remuneration for outside directors and other directors of the Company who do not receive a salary or management fee as will hold office from time to time, shall be the remuneration in the amount of the "maximum amount" per director (and in respect of directors who are controlling shareholders – up to the "maximum remuneration" amount), according to the rating of the Company as provided in the Companies Regulations (Rules on Remuneration and Expenses for the Outside Director), 5760-2000 (the "**Remuneration Regulations**") and the classification of such director⁷. In addition, the directors may be included in an insurance policy for officers of the Company and shall receive an undertaking of indemnification, or indemnification pursuant to an indemnification permit and exemption from liability subject to the provisions of the Companies Law. In 2022, the remuneration paid by the Company to all of the independent directors (an outside director who ceased to hold office, two incumbent outside directors, an independent director who ceased to hold office and two incumbent independent directors) amounted to a total of approx. NIS 1,497 thousand, and NIS 292 thousand to two ordinary directors. For further details, see Note 33C(7) and 33D to the Financial Statements. In addition, the directors are entitled to the reimbursement of expenses as customary in the Company and in accordance with the Remuneration Regulations.

Remuneration of additional directors of the Company who are controlling shareholders: For details see Regulation 22 below – Remuneration of Additional Directors who are Controlling Shareholders of the Company.

2. Regulation 22 - Controlling Shareholder Transactions

Following are details, to the Company's best knowledge, with regard to transactions with the controlling shareholder or in the approval of which the controlling shareholder has a personal interest, in which the Company or a corporation controlled thereby or an affiliate thereof engaged in the report period, and which are still in force as of the report date:

Transactions listed in Section 270(4) of the Companies Law

- **Engagement in a Management Agreement with a Management Company Controlled by Ms. Danna Azrieli**

On December 28, 2014, the Company's general meeting approved the Company's engagement with a Company controlled by Ms. Danna Azrieli in a management agreement through which Ms. Danna Azrieli provides to the Company Active Chairwoman of the Board services. On October 6, 2016, the general meeting of the Company's shareholders approved the extension of the management agreement, with no change to the terms and conditions of the engagement between a company controlled by Ms. Danna Azrieli and the Company, for another three years from the date of the meeting's approval. On August 11, 2019, the general meeting of the Company's shareholders approved the update and extension of the management agreement once again, for another three years from the date of the meeting's approval. On August 10, 2022, the general meeting of the Company's shareholders approved the update and extension of the management agreement once again, for another three years from August 11, 2022. For further details, see Note 33C(1) to the Financial Statements.

- **Remuneration of Additional Directors who are Controlling Shareholders of the Company**

Ms. Sharon Azrieli and Ms. Naomi Azrieli, controlling shareholders of the Company, are entitled to directors'

⁷ According to the Companies Regulations (Rules on Expense Compensation for Outside Directors) (Temporary Provision), 5782-2022 (the "**Temporary Provision**"), on March 22, 2022, the Company's Board determined criteria for classification of directors' participation in some meetings of the Board and its committees, held and to be held by means of communication during the Period of Restrictions (as defined in the Temporary Provision), as participation in an ordinary meeting, and accordingly, classified the relevant directors' participation in some of the said meetings as participation entitling to compensation for participation in an ordinary meeting. The payment for the said classification has been made during 2022.

remuneration in the “maximum amount” for a director, according to the Company’s rank as set out in the Remuneration Regulations⁸, as paid to the other directors of the Company who do not receive a salary or management fees and as approved by the Company’s compensation committee and the Board on May 18, 2022 and May 30, 2022 (respectively), pursuant to Section 1B(3) of the Companies Regulations (Relaxations for Transactions with Interested Parties), 5760-2000. The aforesaid remuneration approval of May 30, 2022 was granted for a 3-year period commencing from June 3, 2022. In addition, the provisions of Sections 5(b) and 6(a) of the Remuneration Regulations pertaining to reimbursement of expenses to directors, including flights, per diems and hospitality, shall apply also with regard to such directors, *mutatis mutandis*. The audit committee and the Board approved a framework for such expenses, which is examined from time to time. In accordance with the aforesaid, in 2022, the remuneration paid by the Company to Naomi Azrieli and Sharon Azrieli as aforesaid amounted to a total of approx. NIS 350 thousand. For details, see an immediate report released by the Company on May 31, 2022 (Ref.: 2022-01-067546), included herein by way of reference, Regulation 21(6) of this part above and Note 33C(7) to the Financial Statements.

- **Insurance, indemnification and exemption for Controlling Shareholders in the Company**

Ms. Danna Azrieli, the Company’s Chairwoman of the Board, Ms. Naomi Azrieli, Director, and Ms. Sharon Azrieli, Director (the “**Controlling Shareholders who are Directors**”), are entitled to an officers’ insurance arrangement to which all of the directors and officers of the Company are entitled. On July 3, 2022, the compensation committee approved an engagement for renewal of the D&O insurance policy of the Company (including from among the controlling shareholders of the Company) and the Company’s subsidiaries from July 1, 2022 until June 30, 2023. The engagement in the insurance policy is consistent with the current engagement framework, as approved by the Company’s shareholders meeting on December 29, 2021, specified in Part B of the Company’s notice of general meeting report released on November 24, 2021 (2021-01-170433), which is included herein by way of reference⁹. In addition, the Controlling Shareholders who are Directors are entitled to letters of indemnification and exemption according to the Company’s Compensation Policy. For details see Note 33D to the Financial Statements. On August 10, 2022, the general meeting of the Company’s shareholders (after the approval of the Company’s compensation committee and Board of July 3, 2022) approved the extension of the aforesaid management agreement of Ms. Danna Azrieli as the Company’s Chairwoman of the Board for additional three years starting from August 11, 2022, within which the grant of letters of indemnification and exemption to Ms. Danna Azrieli was approved as well. On April 30, 2020, the Company’s general meeting approved the extension of the letters of indemnification and exemption from liability granted to Ms. Sharon Azrieli and Naomi Azrieli, who are among the Controlling Shareholders who are Directors, for an additional 3-year period commencing on April 30, 2020. For further details, see the notice of meeting report released on March 25, 2020 (Ref.: 2020-01-029445) and the immediate report of May 3, 2020 regarding the results of the meeting (Ref.: 2020-01-043230), which are included herein by way of reference. For details on the convening of a special general meeting to extend the validity of the letters of indemnification and exemption granted to Ms. Sharon Azrieli and Ms. Naomi Azrieli for another three years, see the immediate report released concurrently with this report.

Negligible Transactions

In the report period, the Group performed negligible transactions with the controlling shareholders thereof, or that the controlling shareholders thereof had an interest in their approval, of the kinds and characteristics in accordance with a negligible transactions procedure approved by the Board of the Company, as specified in Note 33E to the Financial Statements, including:

⁸ See footnote 7 above.

⁹ The said engagement framework is also included in the Company’s new compensation policy approved on August 10, 2022 and specified in Section 8 of Annex A to the Company’s notice of general meeting report released on July 25, 2022 (Ref.: 2022-01-094888).

- **Lease Agreements with Related Parties**

The Company, companies controlled by the Company and affiliates thereof, have engaged in lease agreements with tenants, in the engagement with whom the controlling shareholders have a personal interest, pursuant to which some of the aforesaid companies have been leasing out for several years and/or leased out during 2022, in the ordinary course of business and at arm's length, areas in some of the Company's income-producing properties. The income with respect to the aforesaid leases in the year ended December 31, 2022, totaled approx. NIS 2,415 thousand (about 4 tenants, including Azrieli Foundation (Israel), R.A.). For details, see Note 33E to the Financial Statements.

- **Community relations**

The Company makes donations to the community from time to time, either itself or through companies that are members of the Group. To the best of the Company's understanding, the Group may donate to the community and to bodies or entities in need of assistance, including bodies with which interested parties of the Company may be affiliated, or of which interested parties of the Company are volunteer members.

3. Additional Issues in Relation to the Control of the Company

3.1 Restructuring

In the context of a process of restructuring of the companies in the Group and primarily, steps for the consolidation of similar activities of the Group which were performed in fellow subsidiaries, and streamlining of the Group's current operation, the Company engaged, in November 2008, in an agreement with Nadav Investments whereby Nadav Investments transferred its shares in some of the Group's companies to the Company, as is, in consideration for an allotment of shares of the Company (the "**Restructuring Agreement**"). As of the report date, the restriction period by virtue of Section 104A of the Income Tax Ordinance (New Version), 5721-1961, pertaining to the sale of shares which have been transferred, has expired.

Due to it being a company which is incorporated under Canadian law, Nadav Investments is governed, *inter alia*, in connection with its operations or investments in Israel, by the rules of taxation which are set forth in the Convention between the State of Israel and Canada for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to Taxes on Income and on Capital (the "**Convention**"), including with regard to the sale of shares in companies whose assets are mainly real properties. For purposes of clarification and interpretation of the sections of the Convention which contemplate this issue, various tax ramifications and provisions regarding the sale of the Company's shares were set forth in the context of an agreement between the Israel Tax Authority and the Company, Canit Hashalom and Nadav Investments, dated November 2008, in accordance with the rate of the Company's holdings in real properties in Israel.

In addition, the aforesaid agreement set forth provisions whereby Nadav Investments shall not act towards receiving any tax benefits in Canada which are not in accordance with the provisions of the law in Canada or the Convention, provisions pertaining to the possibility to terminate the agreement if in the future the provisions of the Convention and/or Chapter E of the Ordinance will be materially modified in the manner which has an effect on the manner of taxation of the sale, and additional provisions whereby in any event where there will be a tax liability in Canada due to the sale of the shares, the same shall have no effect on the tax liability which is set forth in the agreement. Any restructuring in accordance with the provisions of the second part of the Ordinance which addresses the Company's shares and/or the shares of Canit Hashalom shall be performed solely after the receipt of the advance consent of the Mergers and Splits Department of the Tax Authority.

3.2 Definition of Business

On May 24, 2016, the Company's Board, after the approval of the audit committee of May 22, 2016, approved the Company's Definition of Business Procedure (the "**Procedure**") which shall apply to the Company's directors and to the Company's controlling shareholders. The Procedure determines the types of business in which they will not be able to engage in transactions in Israel and overseas, and the manner of disclosure to the Company, prior to engagement in such transactions, and the how the Company shall make the decision as to whether such transactions are relevant to the Company. The Procedure shall apply to controlling shareholders and board members at the Company and will be in effect throughout the period of their being controlling shareholders of the Company and/or their term of office as members of the Company's Board, whichever is later, and with respect to directors for an additional period of six months from the end of the said timeframe, so long as no other resolution shall have been adopted by the Company's Board, after receipt of the resolution of the Company's audit committee. The Procedure determines that a controlling shareholder and/or director of the Company is prohibited from being involved, either directly or indirectly, in business activity which may, according to the Companies Law, fall under the definition of a business opportunity of the Company, and in any event which falls within one or more of the activities to which the Procedure applies. On July 3, 2022 the audit committee approved the update of the Procedure.

The Procedure regulates the process of approval of performance of the transaction by a controlling shareholder and/or director, if the Company chooses not to perform such transaction itself. According to the Procedure, a controlling shareholder and/or director is required to present, in writing, to the Company's management and subsequently to the audit committee, an outline of the transaction in connection with a property and/or activity which fall within any of the activities according to the Procedure which he is interested in performing, and to forward all of the material relevant to the transaction for their perusal. Only if the Company's management, and subsequently the audit committee, decide that the proposed activity does not interest the Company, will the controlling shareholder and/or director of the Company be free to engage in such transaction.

Due to the complexity of the issues covered by the Procedure, the timetables for performance of transactions and the concern of other bodies which may frustrate the transaction, decisions must be made under the Procedure on short notice and even immediately, all as specified in the Procedure. Therefore, the decision of the audit committee as to whether to approve the proposed activity or alternatively to seek supplementary details from the Company's management, shall be given no later than up to 10 business days after the date of presentation of the proposal by such person and receipt of the material and information required, such decision being made by a majority of members who do not have a personal interest in the decision.

It is clarified that the provisions of the Companies Law and the provisions of supplementary laws such as securities law prevail over the provisions of the Procedure, and therefore the Company is required to seek advice in each case according to the special circumstances thereof from the legal aspect, as applicable at such time.

In addition, the Chairwoman of the Board, Ms. Danna Azrieli, is subject to the Definition of Business Procedure, in addition to the provisions of the Procedure, which was updated in view of the Group's entry into new operating segments and/or expansion of some of its operating segments, and approved on August 10, 2022 by the general meeting of the Company's shareholders. For further details, see Section 9.2.3 of the Company's notice of general meeting report released on July 25, 2022 (Ref.: 2022-01-094888), included herein by way of reference.

4. Regulation 29 and Regulation 29A - Recommendations and Resolutions of the Board

For details on resolutions of the Board with regards to dividend distribution, see Section 4 of Chapter A of this Report and Notes 19 and 35A to the Financial Statements.

Resolutions of the Special General Meeting

Set forth below is a specification of resolutions which were approved during a special general meeting of the Company's shareholders:

Date of resolution	Subject of resolution	Ref. ¹⁰
August 10, 2022	Approval of the current Compensation Policy; Approval of update to and extension of the terms of the management agreement with the Active Chairwoman of the Company's Board; Approval of the extension of Mr. Yossef Shachak's office as an outside director of the Company for a second term; Approval of the appointment of Ms. Varda Levy as a new outside director of the Company.	2022-01-101728

Resolutions of the Company – Regulation 29A

In the report period, and until the Report Release Date, no Company resolutions were adopted on the issues specified in Regulation 29A of the Report Regulations, other than as specified below:

For details in relation to the resolution for renewal of the Company's D&O insurance policy (including from among the controlling shareholders of the Company) of the Company and the Company's subsidiaries, from July 1, 2022 to June 30, 2023, see Section 2 above, which is included in the specification with respect to insurance for controlling shareholders of the Company and Note 33D to the Financial Statements.

5. Compensation of Senior Officers

On August 10, 2022, the Company's general meeting approved the updated compensation policy for the Company's officers. The Company's Compensation Policy determines a compensation plan for officers of the Company, including directors of the Company who are controlling shareholders.

At the meeting of the compensation committee of March 19, 2023 and at the board meeting of March 21, 2023, a discussion was held on the terms of employment and the compensation granted to the senior officers of the Company and the interested parties thereof in 2022 which are specified in Regulation 21 of this chapter, with respect to each one of the said senior officers and interested parties separately.

The Company's Board determined, after having received the recommendation of the compensation committee, that all of the compensation terms of the officers are consistent with the Company's Compensation Policy. The board noted that the CEO of GM, an (indirectly) wholly-owned subsidiary of the Company, is included in the disclosure under Regulation 21 of the Reports Regulations in his capacity, during the report period, as a senior

¹⁰ The report specified in this table is included herein by way of reference.

officer in a corporation controlled by the Company. Therefore, in view of the fact that he is not included in the definition of an officer in the Company itself, he is not subject to the provisions of the Company's compensation policy. Accordingly, in the estimation of the compensation committee and the board of directors of the Company, the compensation given as specified in Regulations 21 and 22 above is consistent with the compensation policy of the Company and/or is reasonable and fair.

6. Internal Audit

In 2010 the Company adopted an internal audit procedure (the "**Internal Audit Procedure**"), whose purpose is to define the status and scope of activity of the internal auditing of the Company, as well as the methods and means for fulfillment of its tasks. This Procedure was approved by the audit committee in its meeting of November 15, 2010 and by the Company's Board in its meeting of November 24, 2010.

Identity of the Internal Auditor: Mr. Moshe Cohen, CPA and managing partner at Chaikin Cohen Rubin & Co. (the "**Internal Auditor**"), was appointed to the position of the internal auditor of the Company and the Group's companies and began his service at the Company in March 2017.

Compliance of the Internal Auditor with Legal Requirements: To the best of the knowledge of the Company's management, according to the Internal Auditor's statement, he complies with the requirements of Section 146 (b) of the Companies Law and the provisions of Section 3(a) and 8 of the Internal Audit Law, 5752-1992 (the "**Internal Audit Law**").

Holding Securities of the Company or a Body Related Thereto: As of this report date, as the Internal Auditor informed the Company, he does not hold securities of the Company or a body related thereto.

Ties of the Internal Auditor with the Company or a Body Related Thereto: To the best of the knowledge of the Company's management, as the Internal Auditor informed the Company, the Internal Auditor does not have material business or other ties with the Company, and nothing in other business ties of the Internal Auditor creates a conflict of interest with his duties as an internal auditor of the Company.

Additional Positions of the Internal Auditor in the Company: The Internal Auditor is an external service provider to the Company on behalf of Chaikin Cohen Rubin & Co. According to the Internal Audit Procedure, the Internal Auditor and the audit workers will not hold a position in the Company in addition to the internal audit. As of the report date, except for his position as the Company's internal auditor, the Internal Auditor is neither employed by the Company nor provides any other external services thereto.

Other positions of the Internal Auditor outside the Company: Mr. Moshe Cohen is a managing partner at Chaikin Cohen Rubin & Co.

Method of Appointment of the Internal Auditor: Mr. Moshe Cohen was appointed to serve as the Internal Auditor of the Company pursuant to the recommendation of the Company's audit committee of March 19, 2017 and the resolution of the Company's Board of March 21, 2017, after an in-depth review of his education, qualifications and experience of many years in internal auditing while considering the obligations, authorities and duties imposed on the internal auditor according to law.

Mr. Cohen was found suitable to serve as the Internal Auditor of the Company, *inter alia*, considering the scope of business and complexity of the company. Within the framework of the Company's Internal Audit Procedure which was approved by the audit committee and the Board of the Company in November 2010, the Company's Board appointed the Internal Auditor and determined his status and compensation terms.

Termination of office: The Internal Audit Procedure determines that the term of office of the Company's Internal Auditor shall not exceed 6 years. Therefore, on March 21, 2023, Mr. Moshe Cohen's term of office as the Company's Internal Auditor came to an end. He was replaced by CPA Gali Gana of Rosenblum-Holtzman & Co. (the "Incoming Internal Auditor").

The Identity of the Supervisor of the Internal Auditor: The organizational supervisor of the Internal Auditor is, as of the report date, the Company's Chairwoman of the Board, in coordination with the Company's audit committee.

The Audit Plans: According to the Internal Audit Procedure, the internal auditor submits a proposal for an annual work plan, in coordination with the Company's Chairwoman of the Board and the CEO. The audit committee must discuss the plan and approve it, and thereafter the plan is forwarded for the Board's approval. In November 2017, the audit committee adopted the report of the Internal Auditor regarding a multi-annual risk survey, according to which the audit committee laid down a multi-annual plan for the years 2017-2021 for determination of the audit objectives, which served as an outline for laying down the annual work plan of the internal audit. In addition, in March 2022 the Internal Auditor's work plan for 2022 was approved. The audit plan of the Internal Auditor is an annual plan, derived from a multi-annual work plan, *inter alia*, according to the following considerations: potential for streamlining and saving, risks inherent to the Company's business, rules and regulations applicable to the Company and weaknesses which the Company's Board, management or Internal Auditor observe on an ongoing basis. The Incoming Internal Auditor is expected to conduct a new multi-annual risk survey, according to which the audit plans for the coming years will be performed.

The annual work plan of the internal audit includes also the performance of an audit of the follow up on implementation of the internal auditor and audit committee's recommendations by the Company's management. The audit is carried out according to the plan under the supervision of the internal auditor and is adapted, according to developments and findings which are discovered during the audit. The work plan leaves discretion with the Internal Auditor for change in the audited issues, after a discussion on the subject with the relevant parties.

Material Transactions: The Internal Auditor receives an invitation, including background material for meetings of the Company's audit committee in which transactions are examined and approved, as specified in Section 270 of the Companies Law. According to his choice, after receiving proper details, he is present at the meetings or is updated in respect thereof. Also, the Internal Auditor may receive, according to his request, minutes of the Company's Board meetings in which such transactions had been approved.

Audit of Investee Corporations: The Internal Auditor also serves as the internal auditor of the subsidiaries in the Group, excluding in the senior housing segment in which an internal audit is performed by another internal auditor. The audit plan also refers to material investee corporations of the Company in which no internal auditor had been appointed, including overseas.

Scope of Engagement of the Internal Auditor: The scope of engagement of the Internal Auditor was approved by the audit committee according to the audit plan which was approved thereby.

In respect of the audit plan for 2022, the hours of the internal audit in the Company and in its investee companies (excluding in the senior housing segment) which were performed by the Internal Auditor amounted to approx. 750 hours. The management has the option to expand the scope of the work according to the circumstances.

In the Company's estimation, the scope of the Internal Auditor's work in respect of 2022 is appropriate.

The number of hours for the audit work in the Company and in the subsidiaries is determined according to the audit plan proposed by the Internal Auditor and is approved by the audit committee.

Guiding Professional Standards in the Performance of the Audit: The internal auditor and the team of employees reporting to him perform the audit work in meticulous compliance with necessary standards for the performance of professional, reliable, autonomous audit, independent of the auditee. Pursuant to information provided to the Company's management by the Internal Auditor, the audit reports rely on the audit findings and the facts recorded in the audit are carried out according to accepted professional standards according to professional guidelines on internal auditing, including standards of the Institute of Internal Auditors in Israel (IIA), and in accordance with the Internal Audit Law and the Companies Law. The Board relied on the reports of the Internal Auditor regarding his compliance with the professional standards according to which he performs the audit.

The Internal Auditor has Free Access: The Internal Auditor of the Company has free, unlimited and direct access, in coordination, to documents, information and the relevant information systems of the Company, and of investee companies, including financial data, as well as an independent status. The Internal Auditor undertakes to keep in confidence, not to provide to others and not to make any use for his own use or for the use of others, of any information pertaining to the Company.

The Report of the Internal Auditor: The internal audit reports are submitted in writing and discussed on an ongoing basis with the Company's management and the CEO.

The dates on which a report on the findings of the Internal Auditor was submitted to the CEO are: May 19, 2022 (one report) and August 8, 2022 (1 report). The dates on which a discussion was held by the audit committee on the findings of the Internal Auditor, are as follows: May 26, 2022 and August 14, 2022, respectively. One audit report was discussed on March 21, 2023 and another audit report will be presented to the next audit committee meeting.

The Evaluation by the Company's Board of the Activity of the Internal Auditor: According to the evaluation of the Board, the qualifications of the Internal Auditor and his team, the scope, nature and continuity of the activity of the Internal Auditor and his work plan are reasonable in the circumstances of the matter, and fulfill the purposes of the internal audit at the Company.

Compensation of the Internal Auditor: The payment to the Internal Auditor of the Company and of subsidiaries in Israel is done according to actual working hours and according to the work plan approved by the audit committee and the progress in the audit work of each and every subject. In the beginning of each year the Internal Auditor submits a proposal for an annual audit plan which will include a planned hourly framework.

The audit committee determines the audit plan and the hour quota. The Internal Auditor will not deviate from the hour quota without the approval of the audit committee. In case that further tasks will be imposed on the Internal Auditor during the audit year – the audit committee will determine the hour quota for the further tasks.

In respect of 2022, the cost of the fee of the Internal Auditor and his team amounted to approx. NIS 211 thousand (plus VAT).

According to the Company's estimation, due to the fact that the compensation is based on working hours, the aforesaid compensation cannot affect the exercise of the Internal Auditor's professional discretion. The Company determined as a matter of essential policy the independence of the internal audit, and therefore, the Internal Auditor is not dependent at all upon the Company and the management thereof.

7. The Auditor

The identity of the Auditor

The primary outside auditors of the Company and of the investee companies are the accounting firm of Deloitte Brightman Almagor Zohar (the "**Auditor**"). It shall be stated that the firm leases offices from the Company at the Azrieli Center in Tel Aviv for amounts which are immaterial to the Company. However, in order to ensure that the independence thereof is not prejudiced, the Auditor has assumed (within the framework of an agreement with the Israel Securities Authority) parameters which will be examined from time to time in respect of the engagement, including with respect to the specificity of the terms of the lease agreement and non-modification thereof; written – at arm's length fee agreements; separation between the identity of the service providers and the decision makers in respect of the lease agreement; restrictions regarding the settling of accounts with respect to the lease agreement and the services and agreement that in case of dispute the Auditor shall act for termination of his office. The Company confirms with the Auditor the fulfillment of such parameters and the validity thereof on an annual basis. On March 19, 2023, the Company's audit committee approved the engagement in a new lease agreement between the Company and the Auditor, the lease period under which will commence in 2024. This was done in accordance with the conditions of an updated outline agreed between the Auditor and the ISA in 2022, which guarantees compliance with the independence rules applicable to the Auditor¹¹.

The Auditor's Fee

In the 2021 and 2022, total fees of the accountants for audit services, audit-related services, including audit-related tax services, and for consultation services were as follows:

2022		Audit Services, Audit-Related Services and Audit-Related Tax Services	Other Services*	Total
Company	Auditor	NIS in thousands	NIS in thousands	NIS in thousands
Azrieli Group Ltd.	Deloitte Brightman Almagor Zohar & Co.	2,497	1,240	3,737

2021		Audit Services, Audit-Related Services and Audit-Related Tax Services	Other Services*	Total
Company	Auditor	NIS in thousands	NIS in thousands	NIS in thousands
Azrieli Group Ltd.	Deloitte Brightman Almagor Zohar & Co.	2,515	740	3,255

Determination of the Auditor's Fee

The Company's Board, after receiving the recommendation of the Company's audit committee, was authorized in the Company's articles of association to determine the fee of the outside auditor. The fee is determined based on the work required and past experience, while adjusting such to changes in regulation and scope of work, development of the Company and events which occurred during the passing year.

8. Independent Authorized Signatory

As of the Report Release Date, the Company does not have an independent authorized signatory.

¹¹ For details on the terms and conditions of the outline, see the ISA's answer [in Hebrew] to the Auditor's application [here](#).

9. Donations

In 2020, the Group adopted a corporate responsibility plan that defines the Group's commitment to social and business responsibility, the building of Israel and environmental protection. On August 18, 2020 the Company's Board approved an annual budgetary framework of up to 1.5% of the consolidated annual net profit¹² or NIS 20 million, whichever is higher, for the purpose of implementing a corporate responsibility plan, and, *inter alia*, the donation policy included therein, which shall be carried out by the grant of donations of money and/or in kind.

Over the course of 2022 the Company made donations and/or incurred expenses in connection with the CRS Plan, itself and through consolidated companies, in the sum of approx. NIS 10.6 million.

10. Internal Enforcement Plan

In 2012, the Company has adopted an internal enforcement plan. Within the framework of the internal enforcement plan, the Company's Board appointed a board committee designated for the issue of internal enforcement in the Company (the "**Enforcement Committee**") which held a series of discussions regarding required adjustments for an enforcement outline and an enforcement system procedure for the needs of the Company, the unique structure of the Company and its field of business. The supervisor of internal enforcement in the Company is Adv. Nirit Zeevi, VP, General Counsel and Corporate Secretary.

In the context of the enforcement plan, the Company updated and adopted several procedures regarding corporate governance in the Company, which constitute part of the overall enforcement system in the Company, including: (a) Procedure for the work of the Board and its committees; (b) Procedure for identifying transactions with related parties (which also addresses the identification of transactions with interested parties, the classification of irregular and negligible transactions and criteria for types of transactions and acts as being irregular); (c) Immediate reports procedure (for examination of the materiality and the need for submitting an immediate report upon the occurrence of various events); (d) Insider information procedure; (e) Whistleblower employees procedure; (f) Ethical code; (g) Officer holdings procedure; (h) Cluster of companies procedure; (j) Definition of business for directors and controlling shareholders of the Company procedure and other procedures designated to support and regulate the work of the different organs in the Company and its management.

In 2022 and up to the Report Release Date, the Company implemented the enforcement plan and acted in accordance therewith, in the context of which it also held the annual training day, which compiles the relevant updates for the managers and employees of the Group.

In addition, during the report period, the Company adopted a competition law enforcement program, under which several work procedures were adopted, which are derived from the provisions of the Economic Competition Law, 5748-1988, such as: (a) a communication and treatment of group documents procedure; (b) an interaction with competitors procedure; (c) a legal advice procedure, according to the Group's operating segments; (d) an enforcement program implementation procedure.

¹² Net of fair value adjustments of investment properties net of tax.

PART B | CORPORATE GOVERNANCE QUESTIONNAIRE¹³

To clarify, for the avoidance of doubt, the questionnaire is not intended to exhaust all corporate governance aspects relevant to the Company, but only addresses several aspects; for receipt of further information, please inspect the Company's reports, including in this periodic report.

Independence of the Board of Directors		Correct	Incorrect
1.	Throughout the entire report year, two or more outside directors held office in the corporation. In this question you may reply "Correct" if the period of time in which two outside directors did not hold office does not exceed 90 days, as provided in Section 363A(b)(10) of the Companies Law. However, any reply which is (Correct/Incorrect) shall state the period (in days) in which two or more outside directors did not hold office in the corporation in the report year (including also a term of office which was retroactively approved, while distinguishing between the different outside directors): Number of outside directors holding office in the corporation as of the date of release of this questionnaire: 2.	✓	
2.	The rate ¹⁴ of independent directors ¹⁵ holding office in the corporation as of the date of release of this questionnaire: 4/9 The rate of independent directors determined in the articles of association ¹⁶ of the corporation ¹⁷ : _____. <input checked="" type="checkbox"/> Irrelevant (no provision set in the articles of association).		
3.	In the report year, an examination was held with the outside directors (and the independent directors) and it was found that in the report year they complied with the provision of Section 240(b) and (f) of the Companies Law regarding the absence of a link of the outside (and independent) directors holding office in the corporation, and that they also fulfill the conditions required for holding office as an outside (or independent) director.	✓	
4.	All of the directors who held office in the corporation during the report year do not, directly or indirectly, report ¹⁸ to the CEO (excluding a director who is a workers' representative, if there is a workers' representative body in the corporation). If your answer is "Incorrect", (i.e., the director reports to the CEO as aforesaid) – state the number of directors not complying with the aforesaid restriction: _____.	✓	
5.	All of the directors who notified of the existence of a personal interest they have in the approval of a transaction on the meeting's agenda, neither attended the deliberation nor participated in a vote as aforesaid (other than a deliberation and/or vote in circumstances as stated in Section 278(b) of the Companies Law): If your answer is "Incorrect" – Was it for the purpose of presentation of a specific issue by him pursuant to the provisions of the last part of Section 278(a): <input type="checkbox"/> Yes <input type="checkbox"/> No (check the appropriate box).	✓	

¹³ According to the language included in the document on proposed legislative amendments regarding improvement of the reports which was published by the Israel Securities Authority on March 16, 2014.

¹⁴ In this questionnaire, "rate" – a specific number out of the total. For example 3/8.

¹⁵ Including "outside directors" as defined in the Companies Law.

¹⁶ In the context of this question – "articles of association" including pursuant to a specific legal provision that applies to the corporation (for example, in a banking corporation – the guidelines of the Supervisor of Banks).

¹⁷ A bond company is not required to answer this section.

¹⁸ For purposes of this question – the mere holding of office as a director in a held corporation which is controlled by the corporation, is not deemed as "reporting". Conversely, a director's office in a corporation acting as an officer (other than a director) and/or employee in the held corporation which is controlled by the corporation, shall be deemed as "reporting" for purposes of this question.

	State the number of meetings in which such directors were present at the deliberation and/or participated in the vote, other than in circumstances as provided in Subsection a.: _____.	
6.	<p>The controlling shareholder (including his relative and/or anyone on his behalf), who is not a director or another senior officer of the corporation, did not attend the board meetings held in the report year.</p> <p>If your answer is "Incorrect" (i.e., the controlling shareholder and/or his relative and/or anyone on his behalf who is not a board member and/or a senior officer of the corporation attended such board meetings) - the following details regarding the attendance of any additional person in such board meetings shall be stated: Identity: Ms. Stephanie Azrieli; Holds no position at the Corporation; the wife of Mr. David Azrieli OBM and the mother of Danna Azrieli, Chairwoman of the Board, Naomi and Sharon Azrieli, directors.</p> <p>Was it for the purpose of presentation of a certain issue by him: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (check the appropriate box)</p> <p>The rate of his attendance¹⁹ at board meetings held in the report year for the purpose of presentation of a specific issue by him: _____.</p> <p>Other presence: Ms. Stephanie Azrieli, accompanies her daughters, Danna Azrieli, Chairwoman of the Board, Naomi and Sharon Azrieli, directors; however, she does not take an active part in the discussions and resolutions.</p>	✓

Directors' qualifications and skills		
	Correct	Incorrect
7.		✓
<p>In the corporation's articles of association there is no provision limiting the possibility to immediately terminate the office of all of the directors of the corporation who are not outside directors (in this context - a determination by a regular majority is not deemed a limitation)²⁰.</p> <p>If your answer is "Incorrect" (i.e., such limitation exists), state -</p> <p>a. The period prescribed in the articles of association for the office of a director: _____.</p> <p>b. The required majority prescribed in the articles of association for the termination of office of the directors: _____.</p> <p>c. The legal quorum at the general meeting prescribed in the articles of association for the termination of office of the directors: _____.</p> <p>d. The majority required for amending these provisions in the articles of association: _____.</p>		
8.	✓	
<p>The corporation has a training plan for new directors, in the field of the corporation's business and in the field of the law applicable to the corporation and the directors, as well as a continuing plan for the training of incumbent directors, which is adjusted, <i>inter alia</i>, to the position held by the director in the corporation.</p> <p>If your answer is "Correct" - state whether the plan was implemented in the report year: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (check the appropriate box)</p>		
9.		✓
a.	✓	
<p>The corporation determined a required minimum number of directors on the board who must have accounting and financial expertise.</p> <p>If your answer is 'Correct' - state the minimum number which was determined: 1 (apart from the outside director having accounting expertise).</p>		
b.	✓	
<p>Number of directors holding office in the corporation during the report year -</p> <p>Having accounting and financial expertise²¹: 4.</p> <p>Having professional qualifications: 4.</p>		

¹⁹ While separating the controlling shareholder, his relative and/or another on his behalf.

²⁰ A bond company is not required to answer this section.

²¹ After the Board's estimation, in accordance with the provisions of the Companies Regulations (Conditions and Tests for Directors Having Accounting and Financial Expertise and Directors with Professional Qualifications), 5766-2005.

If there were changes in the number of directors as aforesaid in the report year, provide the figure of the lowest number (other than in the 60-day period from the change) of directors of any kind who held office in the report year.

10. a. Throughout the report year, the composition of the board included members of both genders. ✓
 If your answer is "Incorrect" – state the period (in days) in which the aforesaid was not met: _____.
 In this question, you may answer "Correct" if the period in which directors of both genders did not hold office does not exceed 60 days. However, in any answer (Correct/Incorrect), state the period (in days) in which directors of both genders did not hold office in the corporation: 0.
- b. Number of directors of each gender holding office on the board of the corporation as of the date of publication of this questionnaire:
 Men: 5 Women: 4.

Board Meetings

Correct Incorrect

11. a. Number of board meetings held during each quarter in the report year:
 Q1: 4.
 Q2: 2.
 Q3: 4.
 Q4: 4.
- b. Alongside each of the names of the directors holding office in the corporation during the report year, state their participation rate²² in the board meetings (in this subsection - including meetings of the board committees of which they are members, and as stated below) held during the report year (in reference to his term of office):
 (Add extra lines according to number of directors)

Name of Director	Rate of Participation in the Board Meetings (14 meetings)	Rate of Participation in the Meetings of the Audit Committee ²⁵ (4 meetings)	Rate of Participation in the Meetings of the Financial Statements Review Committee ²⁴ (5 meetings)	Rate of Participation in Meetings of Compensation Committee ²³ (6 meetings)	Rate of Participation in Meetings of Additional Board Committees of which he is a Member (state the committee's name)
Danna Azrieli	14/14	--	--	--	--
Naomi Azrieli	14/14	--	--	--	--
Sharon Azrieli	11/14	--	--	--	--
Oran Dror	14/14	4/4	5/5	--	Enforcement Committee – 1/1
Tzipora	6/6	1/1	1/1	2/2	Enforcement

Note: Ms. Carmon's term of

²² See footnote 9.

²³ With regard to a director who is a member of this committee.

²⁴ With regard to a director who is a member of this committee.

²⁵ With regard to a director who is a member of this committee.

Carmon					Committee – 1/1	office came to an end in May 2022. The information with respect to her is until such date.
Menachem Einan	14/14	4/4	5/5	--	Enforcement Committee – 1/1	
Dan Isaac Gillerman	14/14	4/4	5/5	3/3	Enforcement Committee – 1/1	Note: Mr. Gillerman was appointed to the compensation committee in May 2022. The information about his attendance of the compensation committee is as of such date.
Ehud Rassabi	10/10	4/4	3/3	5/5	Enforcement Committee – 1/1	Note: Mr. Rassabi's term of office came to an end in August 2022. The information with respect to him is until such date.
Yossef Shachak	14/14	4/4	5/5	6/6	Enforcement Committee – 1/1	
Varda Levy	4/4	0/0	2/2	2/2	Enforcement Committee – 0/0	Note: Ms. Levy's term of office commenced in August 2022. The information with respect to her is as of such date.
Ariel Kor	3/3	0/0	0/0	--	Enforcement Committee – 0/0	Note: Mr. Kor's term of office commenced in November 2022. The information with respect to him is as of such date.

12. In the report year, the board held at least one deliberation on the management of the corporation's business by the CEO and the officers reporting to him, in their absence, and they were afforded the opportunity to express their position.

✓

Separation between the Positions of the CEO and the Chairman of the Board

	Correct	Incorrect
13. Throughout the entire report year, a chairman of the board held office in the corporation. In this question, you may answer "Correct" if the period in which a chairman of the board did not hold office in the corporation does not exceed 60 days, as provided in Section 363A(2) of the Companies Law). However, in any (Correct/Incorrect) answer, state – The period (in days) during which there was no chairman of the board holding office in the corporation as aforesaid: _____.	✓	
14. Throughout the entire report year, a CEO held office in the corporation. In this question, you may answer "Correct" if the period during which there was no acting CEO in the corporation does not exceed 90 days as provided in Section 363A.(6) of the Companies Law, however, in any (Correct/Incorrect) answer, state the period (in days) during which there was no CEO holding office in the corporation as aforesaid: _____.	✓	

15.	In a corporation in which the chairman of the board also serves as the CEO of the corporation and/or exercises his powers, the dual office was approved in accordance with Section 121(c) of the Companies Law ²⁶ . <input checked="" type="checkbox"/> Irrelevant (insofar as such dual office does not exist in the corporation).	
16.	The CEO is not a relative of the chairman of the board.	✓
17.	A controlling shareholder or his relative do not serve as the CEO or as a senior officer in the corporation, other than as a director.	✓

The Audit Committee		Correct	Incorrect
18.	The following did not hold office in the audit committee during the report year -		
	a. The controlling shareholder or his relative.	✓	
	b. The chairman of the board.	✓	
	c. A director who is employed by the corporation or by the controlling shareholder of the corporation or by a corporation controlled by him.	✓	
	d. A director who regularly provides services to the corporation or to the controlling shareholder of the corporation or a corporation controlled by him.	✓	
	e. A director whose primary livelihood depends on the controlling shareholder.	✓	
19.	No one who is not entitled to be a member of the audit committee, including a controlling shareholder or his relative, was present, in the report year, in the audit committee meetings, other than pursuant to the provisions of Section 115 (e) of the Companies Law.	✓	
20.	The Legal quorum for deliberation and adoption of resolutions in all of the audit committee's meetings held during the report year was a majority of the committee members, where the majority of the attendees were independent directors and at least one of them was an outside director. If your answer is "Incorrect" - state the rate of the meetings in which the said requirement was not met: _____.	✓	
21.	In the report year, the audit committee held at least one meeting in the presence of the internal auditor and the outside auditor, and in the absence of officers of the corporation who are not members of the committee, regarding deficiencies in the business management of the corporation.	✓	
22.	In all of the audit committee's meetings in which a person who is not entitled to be a committee member was present, it was with the approval of the chairman of the committee and/or at the request of the committee (regarding the general counsel and secretary of the corporation who is not a controlling shareholder or his relative).	✓	
23.	In the report year, there were valid arrangements which were set forth by the audit committee regarding the manner of handling complaints of employees of the corporation in relation to flaws in the management of its business and with regard to the protection that will be provided to employees who complained as aforesaid.	✓	
24.	The audit committee and/or the Financial Statements Review Committee is satisfied that the scope of work of the auditor and his fee with respect to the financial statements in the report year were appropriate for the performance of proper audit and review work.	✓	

²⁶ In a bond company – an approval pursuant to Section 121(d) of the Companies Law.

The Duties of the Financial Statements Review Committee (hereinafter - FSRC) in its Preliminary Work for the Approval of the Financial Statements

		Correct	Incorrect
25.	<p>a. State the period (in days) prescribed by the board of directors as reasonable time for delivery of the FSRC's recommendations in contemplation of the board's deliberation for the approval of the financial statements: 2 business days apart from cases in which it is otherwise determined under the circumstances.</p> <p>b. The number of days actually elapsed between the date of delivery of the recommendations to the board and the date of the board's deliberation for the approval of the financial statements: Q1 statements (for 2022): 4. Q2 statements: 2. Q3 statements: 2. Annual statements: 2.</p> <p>c. The number of days elapsed between the date of delivery of the draft financial statements to the directors and the date of the board's deliberation for the approval of the financial statements: Q1 statements (2022): 5 days. Q2 statements: 6 days. Q3 statements: 6 days. Annual statement: 6 days.</p>		
26.	The Corporation's outside auditor was invited to all of the FSRC and board meetings, in which the financial statements of the corporation referring to periods included in the report year were deliberated.	✓	
27.	All of the conditions specified below were fulfilled at the FSRC throughout the entire report year and until the release of the annual statement:		
	a. The number of the members was not less than three (on the date of the deliberation by the FSRC and approval of the statements as aforesaid).	✓	
	b. All of the conditions specified in Section 115 (b) and (c) of the Companies Law (in respect of the office of audit committee members) were met thereby.	✓	
	c. The chairman of the FSRC is an outside director.	✓	
	d. All of its members are directors and most of its members are independent directors.	✓	
	e. All of its members have the ability to read and understand financial statements and at least one of the independent directors has accounting and financial expertise.	✓	
	f. The members of the FSRC provided a statement prior to their appointment.	✓	
	g. The legal quorum for discussion and decision making on the FSRC was the majority of its members provided that most of those present were independent directors including at least one outside director.	✓	

Compensation Committee

		Correct	Incorrect
28.	In the report year, the committee consisted of at least three members and the outside directors constituted a majority therein (on the date of the deliberation by the committee).	✓	
29.	The terms of office and employment of all of the members of the remuneration committee in the report year are in accordance with the Companies Regulations (Rules on Remuneration and Expenses for an Outside Director), 5760-2000.	✓	
30.	The following did not hold office in the compensation committee during the report year -	✓	
	a. The controlling shareholder or his relative.	✓	
	b. The chairman of the board.	✓	
	c. A director who is employed by the corporation or by the controlling shareholder of the corporation or by a corporation controlled by him	✓	

	d. A director who regularly provides services to the corporation or to the controlling shareholder of the corporation or a corporation controlled by him.	✓
31.	In the report year, a controlling shareholder or his relative did not attend meetings of the compensation committee, unless the chairman of the committee determined that any one of them is required in order to present a specific issue.	✓
32.	The compensation committee and the board did not exercise their power pursuant to Sections 267A(c), 272(c)(3) and 272(C1)(1)(c) to approve a transaction or compensation policy, despite the objection of the general meeting.	✓

Internal Auditor

		Correct	Incorrect
33.	The chairman of the board or the CEO of the corporation is the organizational supervisor of the internal auditor in the corporation.	✓	
34.	The chairman of the board or the audit committee approved the work plan in the report year. In addition, specify the audit issues addressed by the internal auditor in the report year: In the year of the report, as in every year, the audit plan was preapproved by the audit committee and the board of directors of the Company.	✓	
35.	Scope of employment of the internal auditor in the corporation in the report year (in hours ²⁷): According to the specification in Section 6 of Chapter E of the annual report above. In the report year a deliberation was held (by the audit committee or the board) on the internal auditor's findings.	✓	
36.	The internal auditor is neither an interested party in the corporation, nor its relative, auditor or another on its behalf, nor maintains material business ties with the corporation, its controlling shareholder, relative or corporations controlled thereby.	✓	

Transactions with Interested Parties

		Correct	Incorrect
37.	The controlling shareholder or his relative (including a company controlled by him) is neither employed by the corporation nor provides management services thereto. If you answer is "Incorrect" (i.e. the controlling shareholder or his relative is employed by the corporation or provides management services thereto) state - <ul style="list-style-type: none"> – The number of relatives (including the controlling shareholder) employed by the corporation (including companies controlled by them and/or through management companies): 1 (Ms. Danna Azrieli). – Have the agreements for such employment and/or management services been approved by the organs specified in the law: <input checked="" type="checkbox"/> Yes (the management agreement with Ms. Danna Azrieli, who serves as the Company's Active Chairman of the Board, was approved by the compensation committee, the board of directors and the general meeting of the Company held in August 2022). <input type="checkbox"/> No 		✓
38.	To the best knowledge of the corporation, the controlling shareholder does not have other businesses in the operating segment of the corporation (in one or more segments). If your answer is "Incorrect" - state whether an arrangement was prescribed to define activities between the corporation and the controlling shareholder thereof: <input checked="" type="checkbox"/> Yes, see specification on the arrangement to define activity in Section 3.2 of this chapter above. <input type="checkbox"/> No		✓

Chairwoman of the Board: Ms. Danna Azrieli

Chairman of the Audit Committee: Varda Levy, CPA

Chairman of the FSRC: Yossef Shachak, CPA

²⁷ Including work hours invested in investee corporations and in auditing overseas, and as the case may be.



PART F

Effectiveness of Internal Control over the Financial Reporting and Disclosure

ATTACHED HERETO IS AN ANNUAL REPORT ON THE EFFECTIVENESS OF INTERNAL CONTROL OVER FINANCIAL REPORTING AND DISCLOSURE PURSUANT TO REGULATION 9B(A) FOR Y2022:

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**

- 2 | Irit Sekler-Pilosof, Deputy CEO and CFO**

- 3 | Nirit Zeevi, VP, General Counsel and Corporate Secretary**

- 4 | Yair Horesh, Deputy CFO**

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, which are designed to provide a reasonable degree of 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 requirement.

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.

The management, under the supervision of the Board, performed a review and assessment of the internal control over financial reporting and disclosure at the corporation and the effectiveness thereof. The assessment of the effectiveness of internal control over financial reporting and disclosure, which was performed by the management, under the supervision of the Board, included:

- Mapping and documentation of the controls and identification of the extremely essential processes in the Company and the main consolidated companies according to the reporting risks, with respect to each one of the Company or main consolidated companies, as the case may be.
- The processes in the Company that were determined as extremely essential are: revenues from rent from investment real estate and investment real estate.
- Examination of the actual performance and documentation of the controls defined in the control processes at the organization level (ELC), in the information systems (ITGC), in the process of preparation of the financial statements and in the processes identified as extremely essential for financial reporting and disclosure.
- Overall assessment of the effectiveness of internal control.

- Based on the evaluation of the effectiveness performed by the management under the supervision of the Board as specified above, the Board and the corporation's management reached a conclusion that the internal control over financial reporting and disclosure in the corporation as of December 31, 2022 is effective.

Attached are the statements of the CEO and CFO, who is responsible for the financial reporting in the Company.

Date: March 21, 2023

STATEMENT OF MANAGERS:

STATEMENT OF CEO PURSUANT TO REGULATION 9B(D)(1):

I, Eyal Henkin, represent that:

1. I have reviewed the periodic report of Azrieli Group Ltd. (the "**Corporation**") for year 2022 (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 the setting and maintaining of controls and procedures under my supervision, 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 the setting and maintaining of controls and procedures under my supervision, 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. Have assessed the effectiveness of internal control over the financial reporting and disclosure, and presented in this report, the conclusions of the Board and management regarding the effectiveness of such internal control as of the Reports date.

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

Date: March 21, 2023

Eyal Henkin | CEO

STATEMENT OF MANAGERS:

STATEMENT OF THE MOST SENIOR FINANCIAL OFFICER PURSUANT TO REGULATION 9B(D)(2):

I, Irit Sekler-Pilosof, represent that:

1. I have reviewed the Financial Statements and other financial information included in the reports of Azrieli Group Ltd. (the "**Corporation**") for year 2022 (the "**Reports**");
2. To my knowledge, the Financial Statements and the other financial information included in 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, insofar as it relates to the Financial Statements and the other information included in the 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 the setting and maintaining of controls and procedures under my supervision, 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, insofar as it is relevant to the Financial Statements and other financial information included in the Reports, 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 the setting and maintaining of controls and procedures under my supervision, 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. Have assessed the effectiveness of the internal control over the financial reporting and disclosure, insofar as it pertains to the Financial Statements and other financial information included in the Reports, as of the date of the Reports. My conclusions regarding my above assessment were presented to the Board and management and are integrated herein.

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

Date: March 21, 2023

Irit Sekler-Pilosof | Deputy CEO
and CFO