



# Azrieli Group

## Conference Call Presentation

Financial Statements September 30, 2022

November 2022



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- › The information included in this presentation is a summary only and does not exhaust all of the information on the Company and its business, nor is it a substitute for inspection of the Periodic Report for 2021, the interim report for Q3 2022, the Company's current reports and the presentations released thereby, as reported to the ISA via the Magna distribution site. The presentation does not constitute an offering or an invitation to purchase securities of the Company, and the provisions thereof do not constitute a recommendation or opinion or substitute for the discretion of the investor. The Company is not responsible for the integrity or accuracy of the information.
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- › The information included in this presentation is similar to the information included in the reports and/or immediate reports of the Company and does not include new material information. However, some of the data included in the presentation are presented in a different manner and/or breakdown and/or are differently edited. In any event of inconsistency between the reports and/or immediate reports of the Company released to the public and the information contained in this presentation, the information released to the public as aforesaid shall prevail.
- › All numbers and figures are approximate.

# Convenience Translation from Hebrew Important Notice

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- › The following English translation of Azrieli Group's presentation for the conference call of September 30, 2022 (the "**Presentation**") is provided for convenience. Please note that this document should not be regarded as a substitute for reading the full original Hebrew version of the Presentation. This translation was neither prepared nor checked by the Company. Accordingly, the Company does not warrant that the translation fully, correctly or accurately reflects the Presentation and its contents.
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# Azrieli Group Business Card



## Traded on the capital market since 2010

the 7<sup>th</sup> largest company<sup>(1)</sup> on the Tel Aviv Stock Exchange

## Market cap of NIS 31 billion<sup>(1)</sup>

30.1% of the shares held by the public

Listed in all leading indices:

**TA-35, TA-125, TA-Real Estate**

The Company's share is

**included in the EPRA Index**

The Company owns income-producing properties with a total leasable area of **1,411,000 m<sup>2</sup>**, **10** additional projects **under construction**, and **6 projects under renovation** and expansion

Average **occupancy** rate in Israel of **98%**<sup>(2)</sup>

**81%** of the value of investment and under-construction income-producing properties (on a consolidated basis) attributed to real estate in Israel

Rating: **AA+** (Ma'alot S&P); Aa1 (Midroog Moody's)

**Leverage ratio of only 33%, and equity to assets ratio of 46%**



(1) As of November 21, 2022.

(2) Excluding completed properties in the first stages of occupancy.



# Income-Producing Properties Map



## Malls and Retail Centers

Ayalon Mall	Jerusalem Mall	Holon Mall	Akko Mall
Hod Hasharon Mall	Modi'in Mall	Ramla Mall	Or Yehuda Outlet
Herzliya Outlet	Azrieli Mall	Azrieli Ra'anana	HaNegev Mall
Givatayim Mall	Azrieli Holon Center	Haifa Mall	Palace Lehavim
Sarona Mall	Rishonim Mall	Palace Modi'in	Mall Hayam

## Offices and Others in Israel

Azrieli Towers	Modi'in	Givatayim
Azrieli Sarona	Modi'in Residences	Hanegev
Azrieli Holon Center	Petach Tikva	Rishonim
Caesarea	Jerusalem	Hamanor
Herzliya	Azrieli TOWN	Akko
Mikve Israel Tel Aviv	Azrieli TOWN building E	

20	Malls and Retail Centers	360,000 m <sup>2</sup>	
17	Office Properties	666,000 m <sup>2</sup>	
4	Senior Homes	115,000 m <sup>2</sup>	1,142 residential units
8	Office Properties Overseas	241,000 m <sup>2</sup>	
<b>Total</b>		<b>1,382,000 m<sup>2</sup> (1) (2)</b>	

- Malls
- Offices
- Senior Homes

## Senior Homes

Palace Tel Aviv  
Palace Ra'anana  
Palace Modi'in  
Palace Lehavim

## Overseas

Galleria  
1 Riverway  
3 Riverway  
Plaza  
8 West  
Aspen II  
San Clemente  
Leeds

## Data Centers

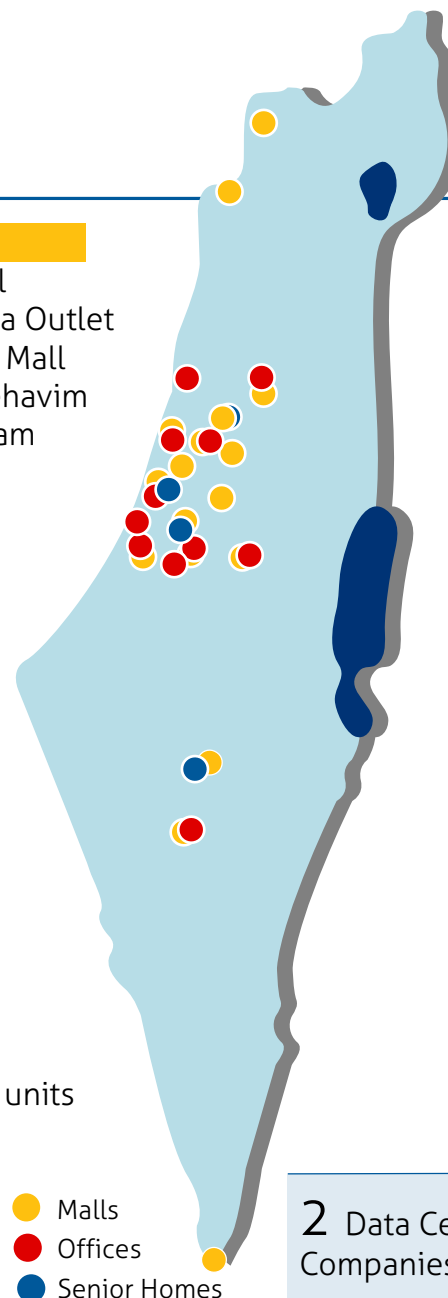
### North America & EMEA

Compass 32.4%

### Europe

Green Mountain 100%

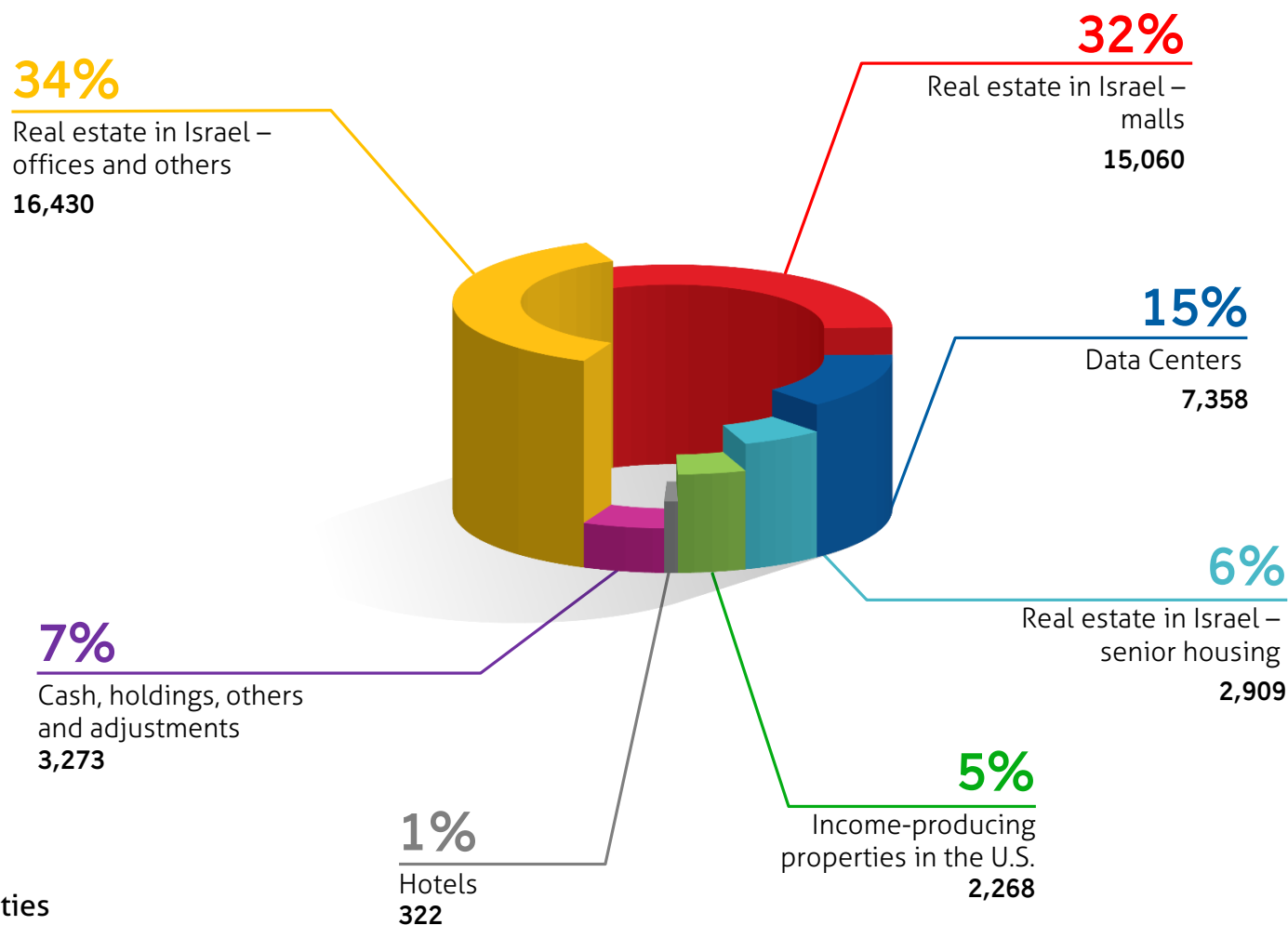
2 Data Center  
Companies Overseas 29,000 m<sup>2</sup>



(1) As of September 30, 2022.

(2) GLA (gross leasable area) is based on the Company's share.

# Azrieli Group Breakdown of Properties<sup>(1)</sup>



% of Total Properties  
Book Value (NIS in millions)

(1) Consolidated, as of September 30, 2022. For details regarding the Company's structure, see Section 1.2.1 of Chapter A of the Report.

# Highlights for Q3 2022<sup>(1)</sup>

## Financial Highlights

- NOI totaled **NIS 513 million, which was up 20% compared with Q3/2021**, mainly increase in the retail sector, office sector and Data Centers.
- Same Property NOI – **an increase of 9% compared to Q3/2021**.
- FFO totaled **NIS 330 million, a decrease of 8% compared with NIS 357 million in Q3/2021**. Excluding senior housing, the FFO totaled **NIS 321 million**, compared with NIS 315 million in **Q3/2021**. The NOI increase was offset against an increase in financing and G&A expenses in the DC segment, where contracts signed with tenants are not yet fully reflected in the NOI.

## Continued Momentum of Development, Betterment and Acquisitions

- During Q3/2022, **the Group invested NIS 1.8 billion** in acquisition of new lands, investment properties, renovation of existing properties, and development of new properties.
- Since the beginning of 2022 the investment totaled NIS 2.6 billion.





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# Real Estate Segments

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# Azrieli Group Malls and Retail Centers



NOI in Q3/2022 – **NIS 236 million**,  
compared with NIS 195 million in  
Q2/2021.

Average occupancy rate –  
**99%**<sup>(2)</sup>

Book value –  
**NIS 15.1 billion**

GLA –  
**360,000 m<sup>2</sup>** <sup>(1)</sup>

## Innovation and Upgrading

**Azrieli E-  
Commerce**

**Azrieli Gift  
Card**

**Azrieli  
App**

**Betterment and  
upgrading of  
malls and retail  
centers**



(1) As of September 30, 2022. GLA (gross leasable area) is based on the Company's share.  
(2) Excluding completed properties in the first stages of occupancy.



# Azrieli Group Malls Store Revenues and Rent to Sales Ratio

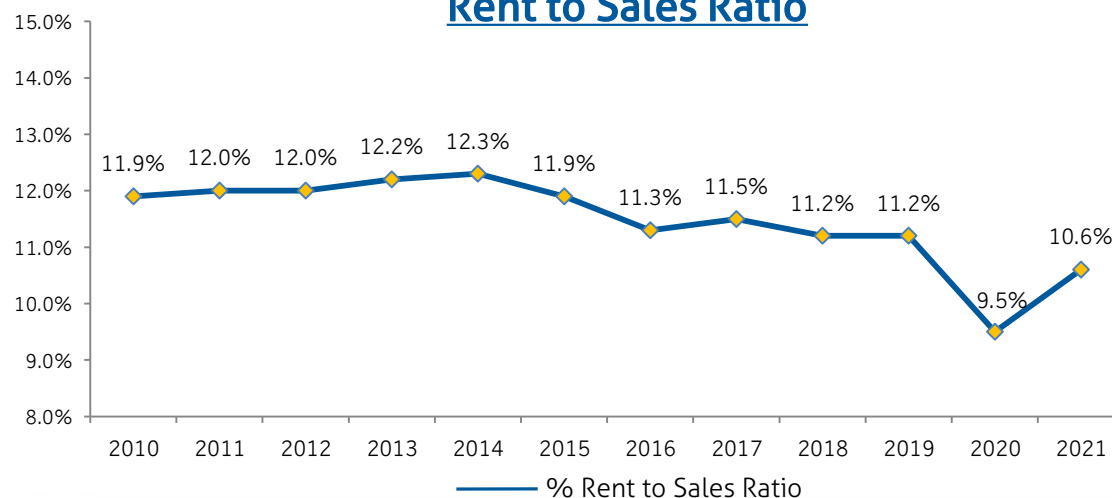


7-9 2022 <sup>(1)</sup>  
Vs.  
7-9 2021 <sup>(1)</sup>

+8.1%

Total Increase in Revenues of  
Azrieli Group Mall Stores

## Rent to Sales Ratio



(1) Excluding Mall Hayam mall acquired in July 2022.



# Agreement to acquire the Mall HaYam shopping Center in Eilat



- The transaction was completed in July 2022.
- Among the leading malls in Israel.
- Land area – approx. 6,000 sqm in the city of Eilat adjacent to the beach.
- GLA – approx. 19,000 sqm.
- Occupancy rate – 100%, leased to 104 tenants.
- Store revenues – the highest per sqm in Israel.
- Representative NOI – NIS 90 million.
- Asset cost – NIS 1.4 billion.
- Debt in the acquired company (SPC) – NIS 641 million, matures in 2024.
- Additional building rights.





# Azrieli Group Office and Other Space (Israel)

NOI in Q3/2022 – **NIS 199 million**,  
compared with NIS 182 million  
in Q3/2021.

GLA –  
**666,000 m<sup>2</sup>** <sup>(1)</sup>

Average occupancy rate –  
**97%** <sup>(2)</sup>

Book value –  
**NIS 16.4 billion**

## Innovation and Upgrading

**Community**

**Technology**

**Betterment and  
upgrading of the  
office towers**



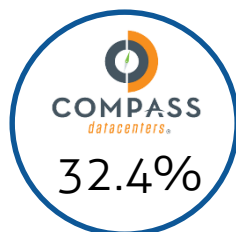
(1) As of September 30, 2022. GLA (gross leasable area) is based on the Company's share.  
(2) Excluding completed properties in the first stages of occupancy.





# Azrieli Group Global Data Centers Activity

NOI in Q3/2022 – **NIS 35 million**,  
compared with NIS 7 million  
in Q3/2021.



**16 Data Centers**

GLA –  
**29,000 m<sup>2</sup>** <sup>(1)</sup>

Book Value –  
**NIS 7.4 billion**



## Development<sup>(2)</sup>

**11 Data Centers**

GLA Under Construction –  
**35,000 m<sup>2</sup>** <sup>(1)</sup>

Investment –  
**NIS 1.1-1.2 billion**



(1) GLA (gross leasable area), Book Value and Investment is based on the Company's share.  
(2) As of December 31<sup>st</sup>, 2021.





# Palace Senior Housing Chain

Gross Built Area (GBA) of  
**115,000 m<sup>2</sup><sup>(1)</sup>**  
comprises **1,142 units**

Average  
occupancy rate –  
**98%<sup>(2)</sup>**

Book value –  
**NIS 2.9 billion**

## Operating Homes

**Palace Tel Aviv**  
**231** residential units + **4** LTC units

**Palace Modi'in**  
**239** residential units + **4** LTC units

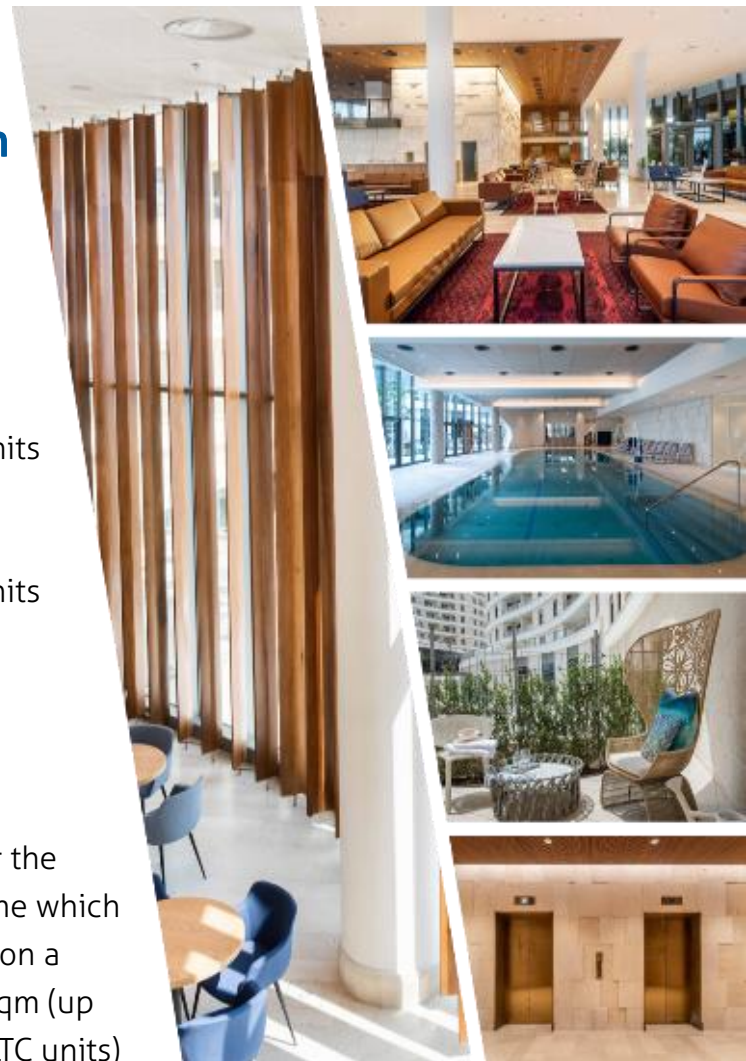
**Palace Ra'anana**  
**322** residential units + **2** LTC units

**Palace Lehavim**  
**350** residential units + **2** LTC units

## Homes under Development

**Palace Rishon Lezion**  
**275** residential units  
+ **1** LTC unit  
+ **3,000** m<sup>2</sup> retail space

**Palace Jerusalem**  
The Group is promoting a plan for the development of a new senior home which will be built adjacent to the mall, on a gross area of approx. **40,000** sqm (up to **300** residential units and **4** LTC units)



(1) As of September 30, 2022. GLA (gross leasable area) is based on the Company's share.  
(2) Excluding completed properties in the first stages of occupancy.



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# Development Pipeline

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# Azrieli Group Development Pipeline



Expansion of Azrieli Mall and  
the Spiral Tower, Tel Aviv  
**150,000 m<sup>2</sup> (1)(3)**



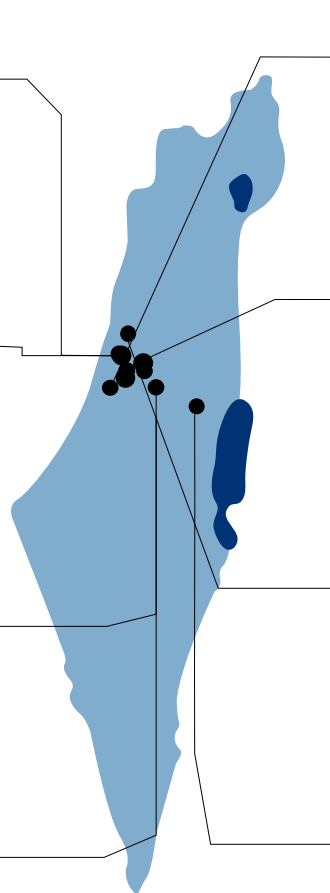
Azrieli Town Building E,  
Tel Aviv  
**21,000 m<sup>2</sup> (4)(5)**



Lot 21  
Modi'in  
**31,000 m<sup>2</sup> (1)**



Lot 10  
Modi'in  
**37,000 m<sup>2</sup>**



Palace Rishon Lezion  
Senior Home  
**37,300 m<sup>2</sup> (1)(3)**

Holon 3 Project  
(formerly Lodzia)  
**250,000 m<sup>2</sup>**

Land for Development  
Petach Tikva  
**53,000 m<sup>2</sup> (2)**

Mount Zion Hotel  
Jerusalem  
**34,000 m<sup>2</sup> (1)**



(1) The figure represents the amount of building rights in sqm | (2) The Company is working to increase the building rights to approx. 280,000 sqm. | (3) A plan was published and validated. | (4) Rights for additional construction were purchased in May 2018 in the context of the acquisition of the income-producing property Mivney Gazit. | (5) The Company is working to obtain up to a total of 99,000 sqm of construction rights for the project.



# Development Projects The Growth Engine

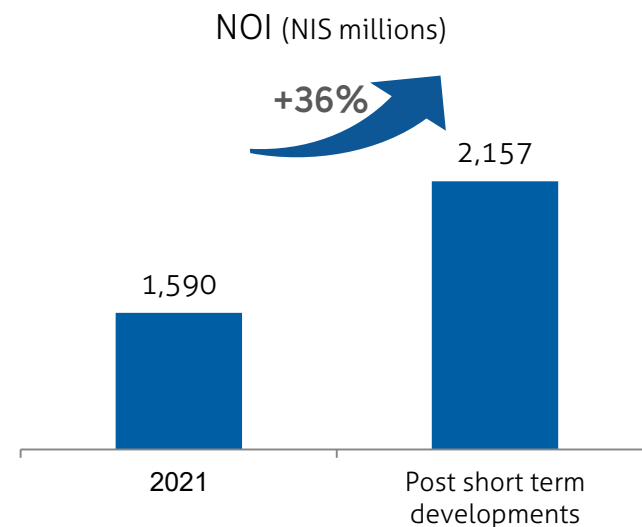
Name of Property	Location	Use	GLA <sup>(2)</sup>	Estimated Completion Date	Estimated Construction Cost, Including Land (NIS in millions) <sup>(1)</sup>
Short-term construction projects					
Modi'in, Lot 21	Modi'in		31,000	2023	445-475
Check Post	Haifa		13,000	2023	130-140
<b>Total</b>			<b>44,000</b>		<b>575-615</b>
Medium-term construction projects					
Palace Rishon Lezion	Rishon Lezion		37,300 <sup>(3)</sup>	2024	470-490
Expansion of Azrieli Mall and Spiral Tower	Tel Aviv		150,000 <sup>(3)</sup>	2026	2,550-2,750
Mount Zion Hotel	Jerusalem		34,000	2025	900-930
SolarEdge Campus	Herzliya		38,000	2025	790-810
<b>Total</b>			<b>259,300</b>		<b>4,710-4,980</b>
<b>Total</b>			<b>303,300</b>		<b>5,285-5,595</b>
Development projects in the planning phase					
Holon 3 (formerly Lodzia)	Holon		250,000 <sup>(5)</sup>	TBD	TBD
Petach Tikva land	Petach Tikva		53,000 <sup>(4)</sup>	TBD	TBD
Azrieli TOWN Building E	Tel Aviv		21,000 <sup>(6)</sup>	TBD	TBD
Modi'in, Lot 10	Modi'in		37,000	TBD	TBD
<b>Total</b>			<b>361,000</b>		Projects whose construction cost is yet to be determined
<b>Total</b>			<b>664,300</b>		

(1) Cost without capitalizations and without tenant adjustments | (2) Senior housing and/or residential rights are stated in sqm | (3) A plan was published and validated. | (4) The Company is working to increase the building rights to approx. 280,000 sqm | (5) GLA increased due to consolidation of plots of land. | (6) Additional building rights which were purchased in May 2018 in the context of the purchase of the income-producing property Mivney Gazit.

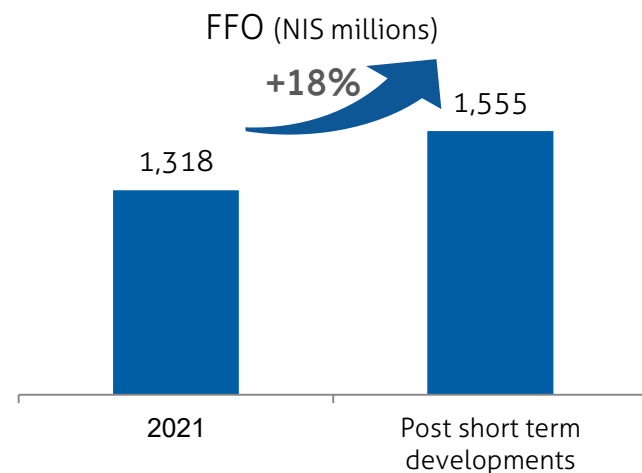


# Development Projects Expected Contribution\* to NOI and FFO

	(NIS millions)
Actual NOI in 2021	1,590
Addition due to COVID-19 relief	130
Additional NOI from development projects <sup>(1)</sup>	61
Annualized additional NOI from existing properties <sup>(2)</sup>	237
Addition due to occupancy of vacant spaces*	139
<b>NOI after population of short-term projects under development and full occupancy</b>	<b>2,157</b>



Actual FFO in 2021 incl. senior housing	1,318
Net of COVID-19 impact	100
Net of deposits from first-time population of Modi'in and Lehavim	(44)
Actual FFO in 2021 net of deposits from first-time population of Palace Modi'in and Lehavim and Covid-19 impact	1,374
Additional FFO <sup>(1)(2)*</sup>	181
<b>FFO after lease-up of short-term projects under development and full occupancy</b>	<b>1,555</b>



\* The calculations are not forecasts, and the basic assumption is occupancy rate of ~100%.

The main assumptions underlying the calculations are: population of the projects under development and income producing properties ex. Kiryat Ata sold in 2021, NOI and FFO of senior housing per representative year (excl. first time occupancy), a tax rate of 23%.

(1) **NOI from projects under development includes** Azrieli TOWN (in the current zoning plan, before additional rights), NIS 22 million from the leasing of residential units in the TOWN project, Modi'in Lot 21 and Check Post Haifa **and excludes** expansion of Azrieli Center Tel Aviv, Holon 3 project (formerly Lodzia), Palace Rishon LeZion, land in Petach Tikva, rights of Azrieli Town Building E, Modi'in Lot 10 and Mount Zion Hotel.

(2) **Annualized additional NOI from existing properties includes** Azrieli Sarona Mall, Azrieli Holon Center, Palace Modi'in which opened in October 2018, HaManor Holon which opened in October 2020, Palace Lehavim which opened in May 2020, TOWN offices, Akko offices, Abraham Hostel, COMPASS and GREEN MOUNTAIN.





# Azrieli Group The CBD of Tel Aviv



- Under Development
- Income Producing Assets





## Expansion of Azrieli Mall and the Spiral Tower, Tel Aviv

Land area – 8,400 m<sup>2</sup>

GLA – 150,000 m<sup>2</sup>

including 13,000 m<sup>2</sup> of retail space  
for expansion of the Azrieli Tel Aviv Mall

Cost of land – NIS 374 million

Estimated construction cost, including land –  
NIS 2.5-2.7 billion

Use –    

Estimated date of completion – 2026

### Progress Update

The Group is carrying out excavation and shoring work on site.

In January 2020 a permit was received for construction of the basements in the project.

In January 2021, the design plan was signed by the approving functions of the City of Tel Aviv.



Illustration



# Development Projects Azrieli Town

Land area - **10,000 m<sup>2</sup>**

GLA <sup>(1)</sup> - **50,000 m<sup>2</sup>** of offices  
**4,000 m<sup>2</sup>** of retail space  
**21,000 m<sup>2</sup>** residential (**210 units**)

Estimated construction cost, including land -  
**NIS 1,265 million**

Estimated date of completion – Offices – **Completed**  
Residences and Retail – **Completed**

Use –   

## Progress Update

The Group started occupying the residential tower.  
The Group is working to increase the building rights for the addition of office and hospitality areas totaling approx. 24,000 m<sup>2</sup> (gross).

## Marketing

Close to 100% of the office space has been leased to Samsung, the law firm Fischer Behar Chen, the accounting firm PwC, and WeWork. Lease agreements for approx. 20% of the residential apartments were signed.  
The projected annual NOI from the project (offices, residential and retail) is NIS 106 million, and the construction cost (land and development including TI) is NIS 1,265 million.



(1) The figures refer to the current zoning plan.



# Agreement to build the SolarEdge Campus in Herzliya



- The transaction was closed in January 2022<sup>(1)</sup>.
- Land area – approx. 26,000 sqm in Herzliya.
- GLA for the SolarEdge Office Campus – approx. 38,000 sqm with underground parking.
- The property will be leased to SolarEdge for 15 years with an option to extend for up to 24 years and 11 months.
- The Campus area to be leased to SolarEdge is expected to yield an NOI<sup>(1)</sup> of approx. NIS 66 million a year.
- Campus build cost<sup>(1)</sup> (including land) – NIS 944 million.
- Construction at the site commenced during Q2/2022.



## Expansion & Zoning

- There is 9,000 sqm of remaining land available for construction.
- The Group is planning to develop additional areas for retail and commerce of a similar size that are expected to yield similar additional NOI.
- The Company intends to promote a zoning plan for additional rights in the said area.



(1) Including IT and indexation.

(2) Acquiring of a company that is entitled to receive long term lease rights from ILA for lands in Ramat Hasharon.





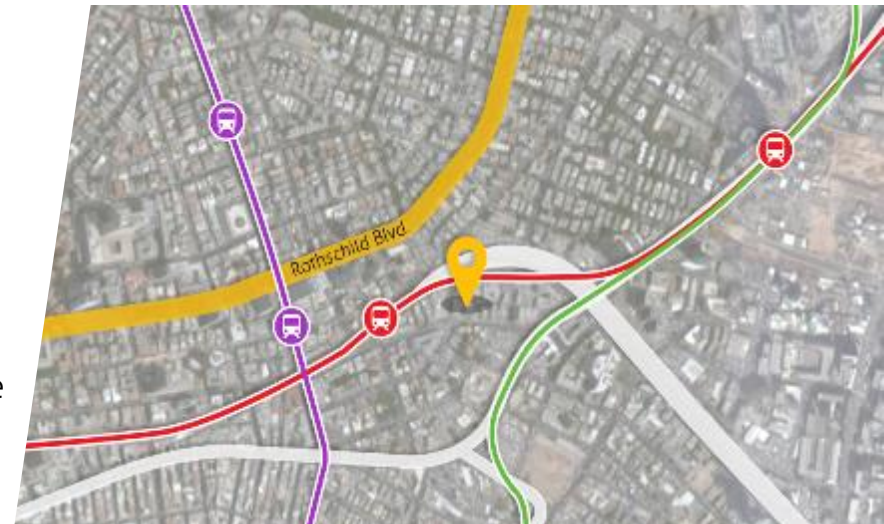
# Purchase of a Rental Housing Project in Tel Aviv

- The transaction was closed in February 2021.
- Property area – **approx. 2,400 sqm in the center of Tel Aviv.**
- Approved zoning plan – **approx. 10,000 sqm** with underground parking.
- The property is leased to the Abraham Hostel until 2035, with an option for Azrieli to terminate the lease in 2029.
- The property is expected to yield an NOI of approx. NIS 7 million a year, under full occupancy.
- Acquisition cost (including purchase tax) – **NIS 191 million.**



## Expansion & Betterment

- The property is adjacent to a red line light rail station near Rothschild Blvd.
- On the property, the Group intends to build **a rental housing project with approx. 110 residential units and approx. 1,500 sqm of retail area on the ground level**, in accordance with the usages permitted under the zoning plan applicable to the property.







# Palace Lehavim Senior Home

Land area – **28,000 m<sup>2</sup>**, in the southern part of the town of Lehavim, not far from the train station

## Building rights

Phase A - **32,000 m<sup>2</sup>**

Phase B - **10,000 m<sup>2</sup>**

**350 Residential Units + 2 LTC Units**

Use –

Estimated construction cost, including land – **NIS 410-420 million**

Estimated date of completion – **Phase A – Completed<sup>(1)</sup>**

**Phase B – Completed<sup>(1)</sup>**

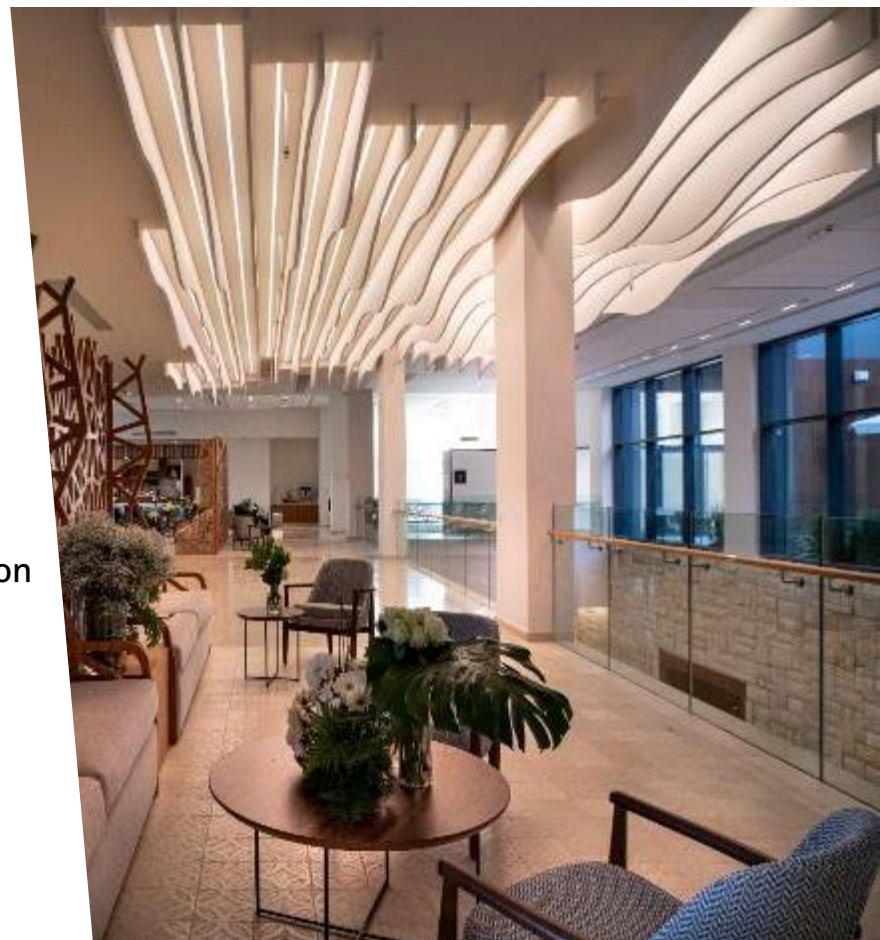


## Progress Update

Phase B – completed in Q3 2022.

## Marketing

As of the Report Release Date – **89% occupancy of phase A (215 units have been occupied of 241 units)** and 4 contracts and 3 preliminary applications have been signed. **Phase B – 28% occupancy (30 units have been occupied of 109 units)** and 17 contracts and 5 preliminary applications



(1) Phase A – 241 units. Phase B – 109 units.

(2) Occupancy permit for the LTC units received in July 2020.




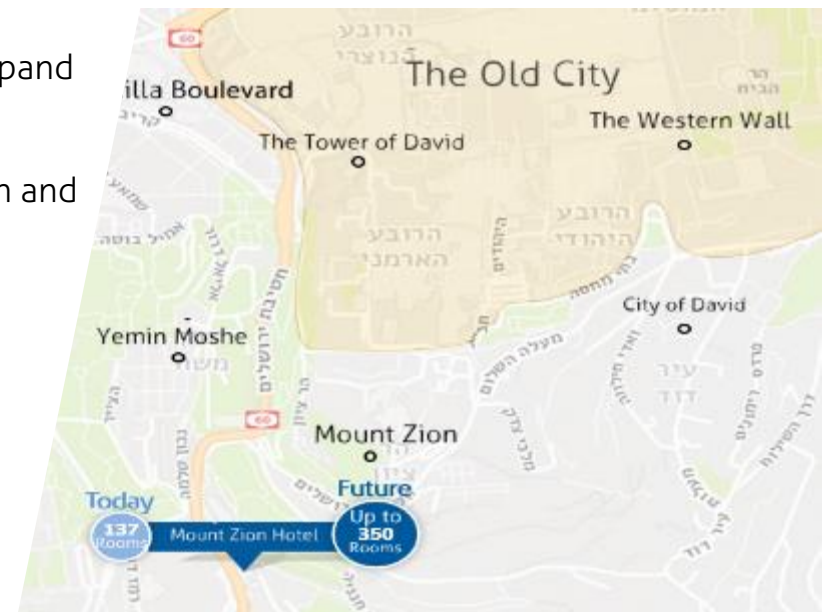
## Azrieli Holon Center Looking to the Future





# Azrieli Group Purchase of Mount Zion Hotel, Jerusalem

- > Land area - approx. 13,000 sqm.
- > Built-up area including renovation and expansion - **34,000 m<sup>2</sup>, up to 350 rooms.**
- > Use – 
- > Acquisition cost – **NIS 275 million.**
- > Expected expansion and renovation cost – approx. NIS 625-655 million.
- > Estimated date of completion – 2025.
- > The Group intends to renovate (from B rating to A+ rating) and expand the hotel in accordance with the lot's applicable zoning plan.
- > Additional uses: parking, restaurants, a spa, a health club, function and reception halls, a swimming pool, and the Cable Car Museum.
- > The Group is carrying out excavation and shoring work on site.



## Progress Update

Planning and preparing for permit.

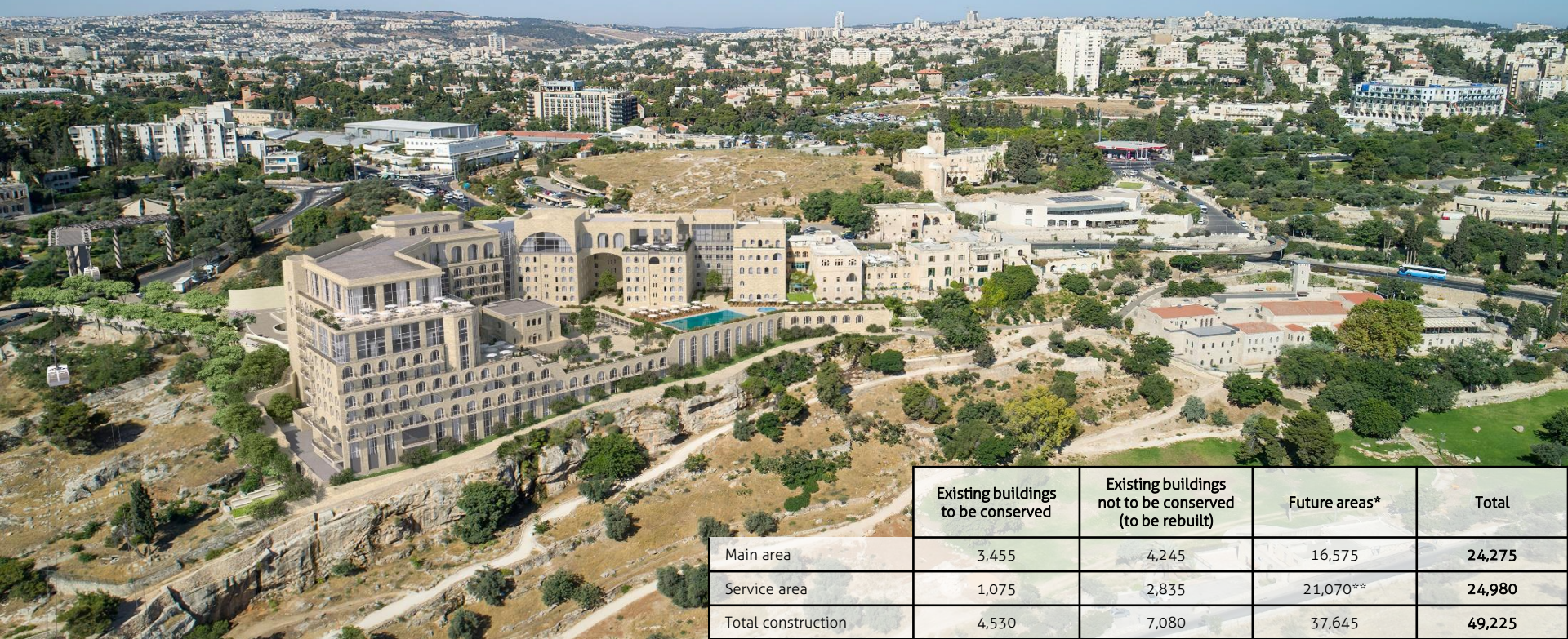




# Azrieli Group Purchase of Mount Zion Hotel, Jerusalem



Simulation of the Hotel after the planned expansion









\* Including additional construction also in the existing buildings

\*\* Including 15,225 sqm for underground parking



## Existing Properties Expansion and Betterment

The following projects are undergoing betterment and various statutory proceedings:

Name of the Property	Location	Project in the Property	Status	Gross Area	Timeframe for Completion of the Statutory Proceeding
Azrieli Jerusalem mall	Jerusalem	Increasing retail and office space; Construction of senior home 	Zoning plan approved under conditions	95,000 sqm	Medium-term
Petach Tikva land	Petach Tikva	Addition of offices 	Zoning plan	200,000 <sup>(1)</sup> sqm	Long-term
Azrieli TOWN	Tel Aviv	Addition of offices 	Zoning plan approved under conditions	24,000 sqm	Medium-term
Azrieli Rishonim	Rishon Lezion	Addition of offices 	Zoning plan approved	21,000 sqm	Short-term
Herzliya Business Park	Herzliya	Addition of offices and retail 	Zoning plan	4,000 sqm	Medium-term
Azrieli Center Tel Aviv	Tel Aviv	Addition of retail and cinemas 	Permit	3,300 sqm	Short-term
<b>Total</b>				<b>347,300 sqm</b>	

(1) Some of the building rights are attributed to an existing property owned by the Company.





# Development Projects Expansion of Azrieli Jerusalem Mall

## Expansion of the Azrieli Jerusalem Mall

The group is promoting a plan for expansion of the area of the Azrieli Jerusalem mall by a gross area of approx. **95,000 sqm of floor space above ground.**

If the zoning plan is approved, it **will enlarge the retail areas** by approx. 20,000 sqm and the office areas by approx. 35,000 sqm.

As part of the plan, **a senior home will be built** adjacent to the mall, on a gross area of approx. 40,000 sqm (up to 300 residential units).

Concurrently with the expansion of the mall, work is expected to progress on construction of the blue line of the Jerusalem Light Rail. A light rail station will be built near the mall, further improving transportation access to the area.

## Progress Update

In December 2021, the district committee approved the plan, subject to certain conditions.





# Development Projects Renovation and Upgrade of Assets

Azrieli Center Tel Aviv – Taxi Station Zone







# Development Projects Renovation and Upgrade of Assets

Azrieli Center Tel Aviv - D.N.A - Food Truck Zone







# Development Projects Renovation and Upgrade of Assets

Azrieli Givatayim Mall | Illustration



Azrieli Holon Mall | Skylight and Main Mall



Azrieli Center Roof Promenade | Illustration





AZRIELGROUP

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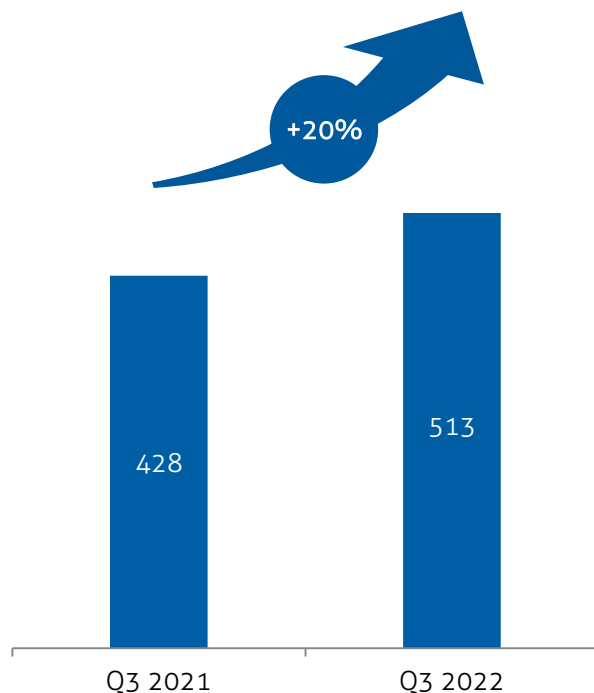
# Financial Highlights, Debt & Leverage

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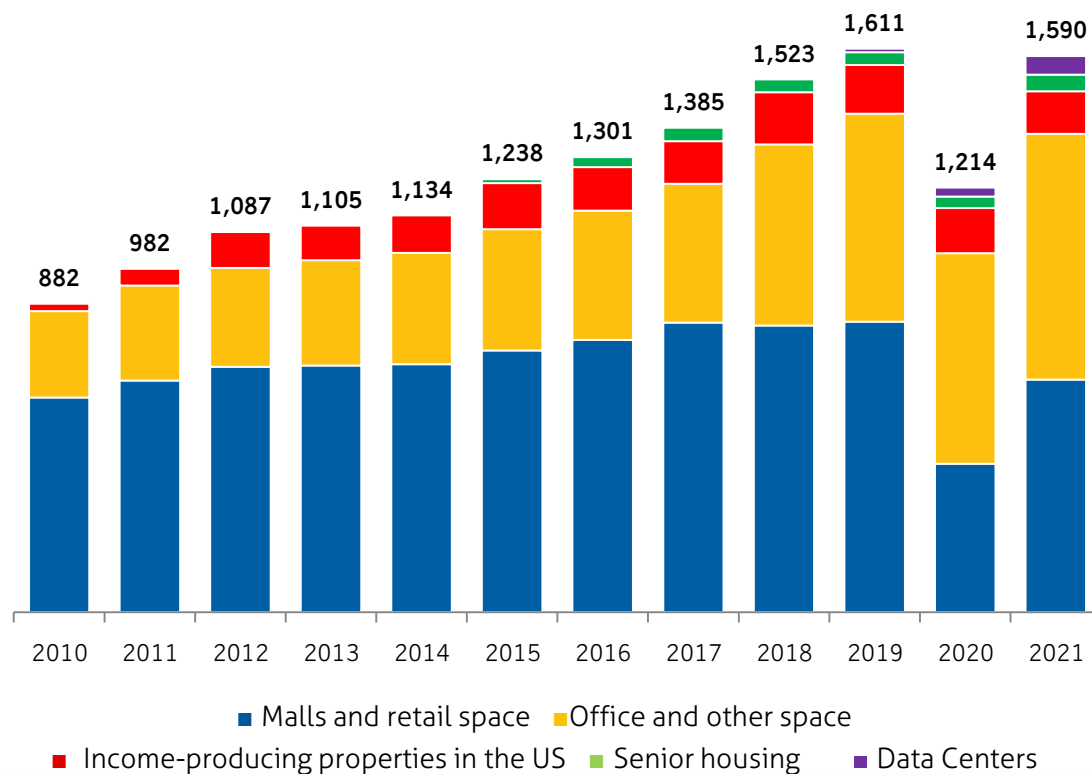


# Constant NOI Growth

Quarterly NOI  
(NIS in millions)



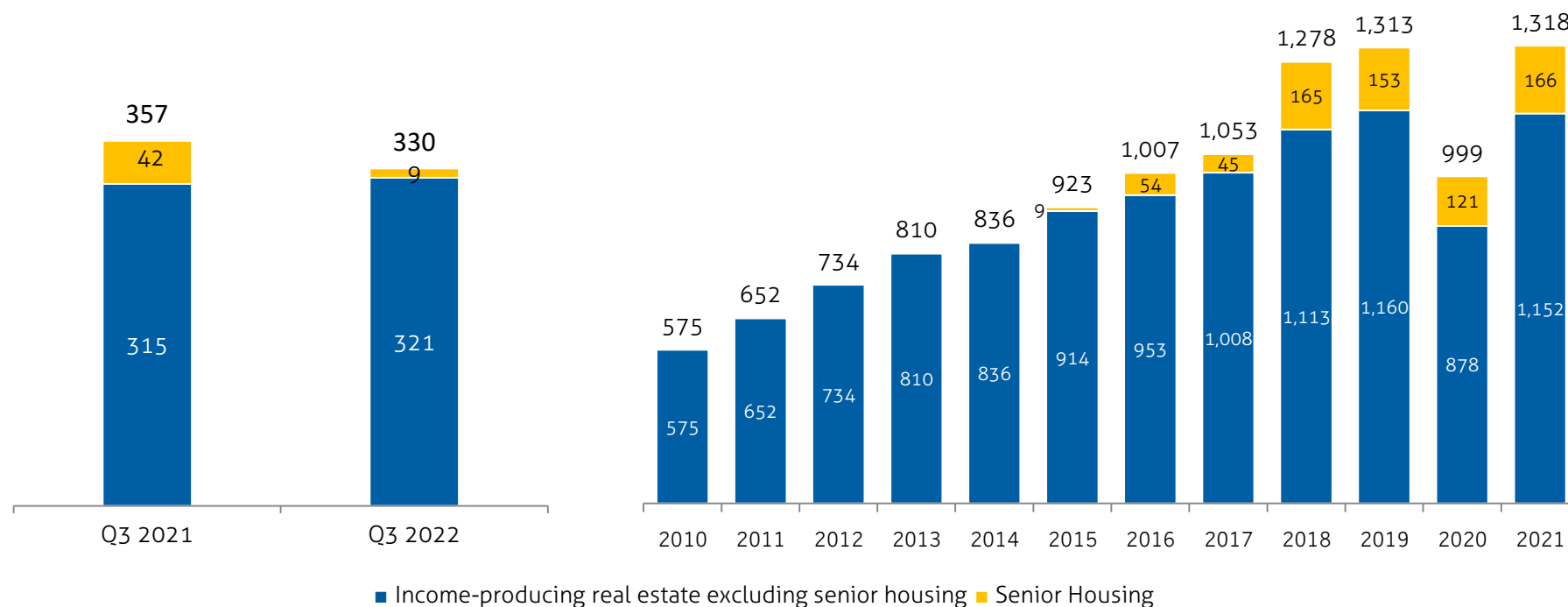
Annual NOI  
(NIS in millions)



# Constant FFO<sup>(1)</sup> Growth

Funds From Operations (FFO), compared with the previous years and equivalent quarter

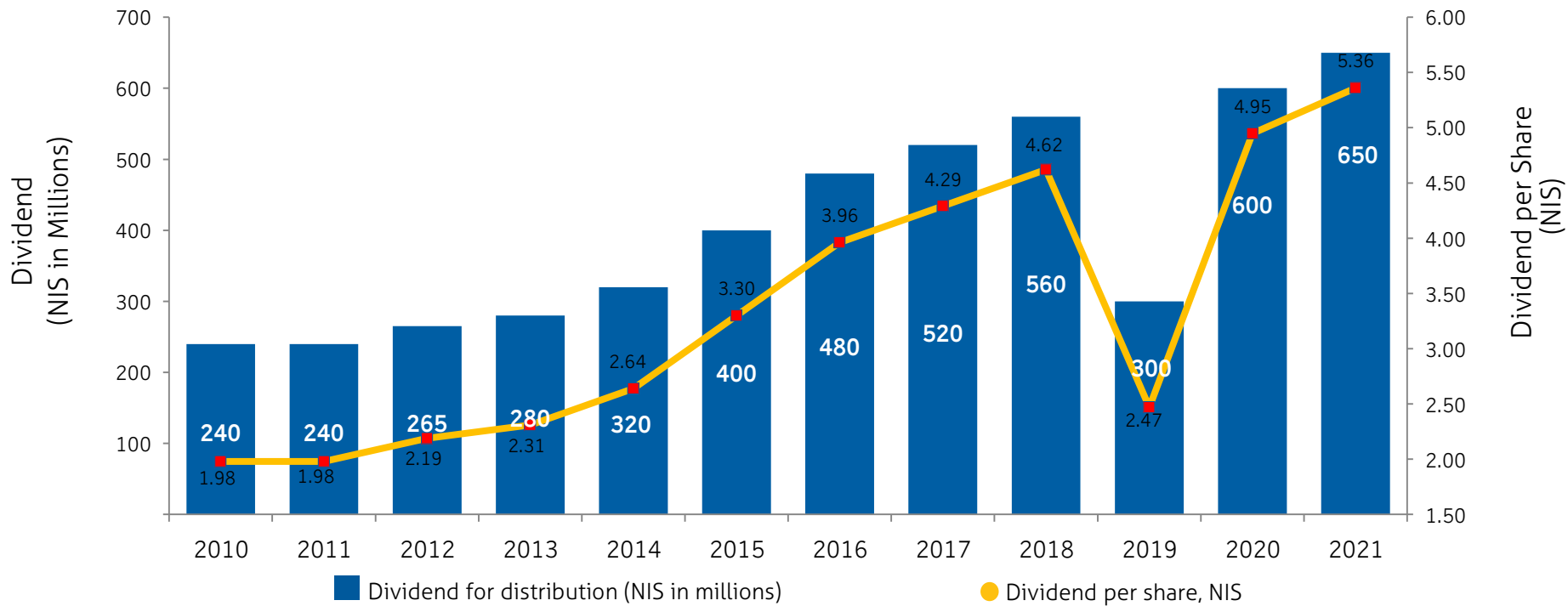
FFO attributed to the Real Estate Business<sup>(1)</sup> (NIS in millions)



(1) For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report.

# Constant and Increasing Dividend Distribution

A dividend distribution of NIS 650 million for 2021

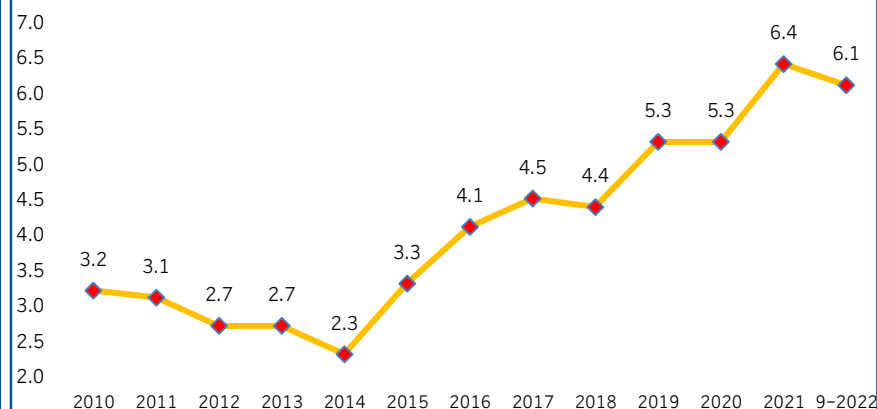


# Extension of the Duration and Reduction of the Cost of Debt

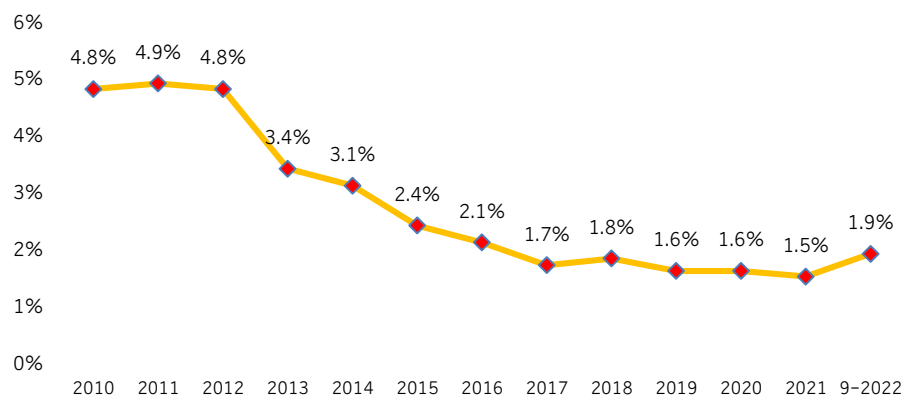
## Financial Strength<sup>(1)</sup>

- > Low leverage – net financial debt to assets ratio of **33%**
- > Equity to assets ratio of **46%**
- > Cash and cash equivalents totaling **NIS 3.7 billion**
- > Unencumbered assets totaling **NIS 32 billion**

## Extension of Average Duration of Debt <sup>(2)</sup>

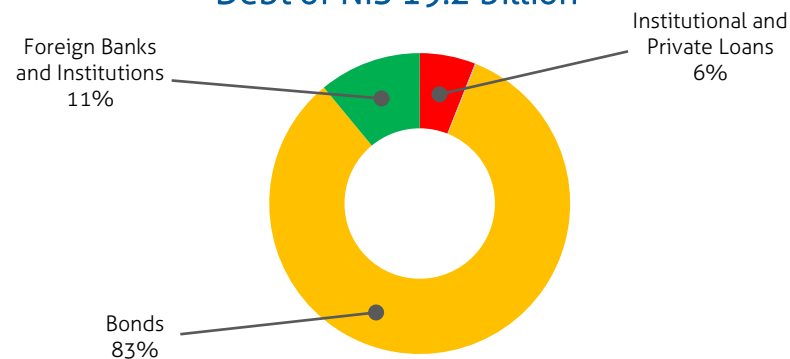


## Decrease of Average Effective Interest Rate Over the Years <sup>(2)</sup>



## Debt Breakdown by Lender

### Debt of NIS 19.2 billion



(1) As of September 30, 2022.

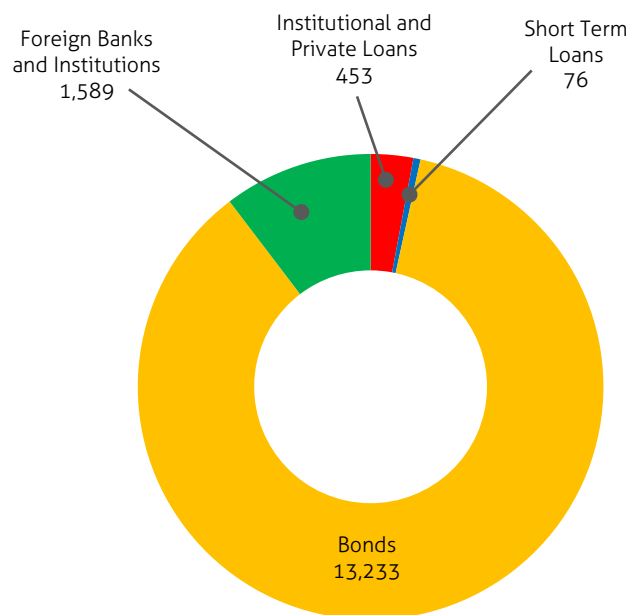
(2) Figures are as of the last day of the year / the reported period.



# Debt Analysis By Geography

Debt Breakdown  
September 30, 2021

Debt of NIS 15.4 billion

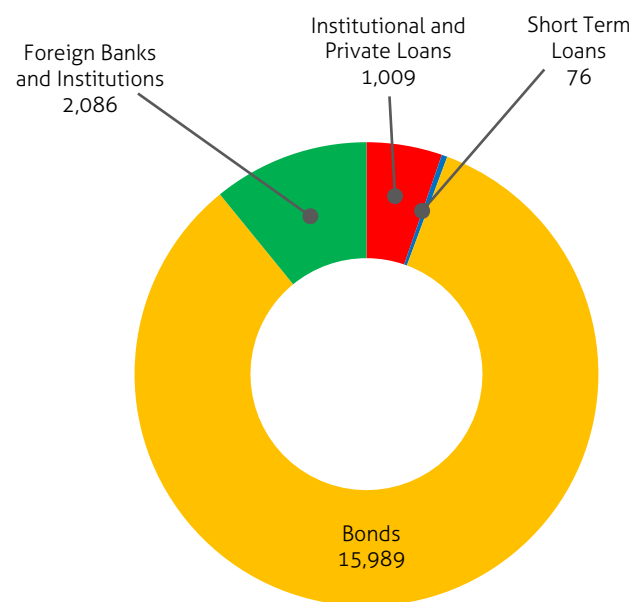


Avg. Interest rate – 1.5%

Cash and Cash Equivalents – NIS 2.7 B

Debt Breakdown  
September 30, 2021

Debt of NIS 19.2 billion



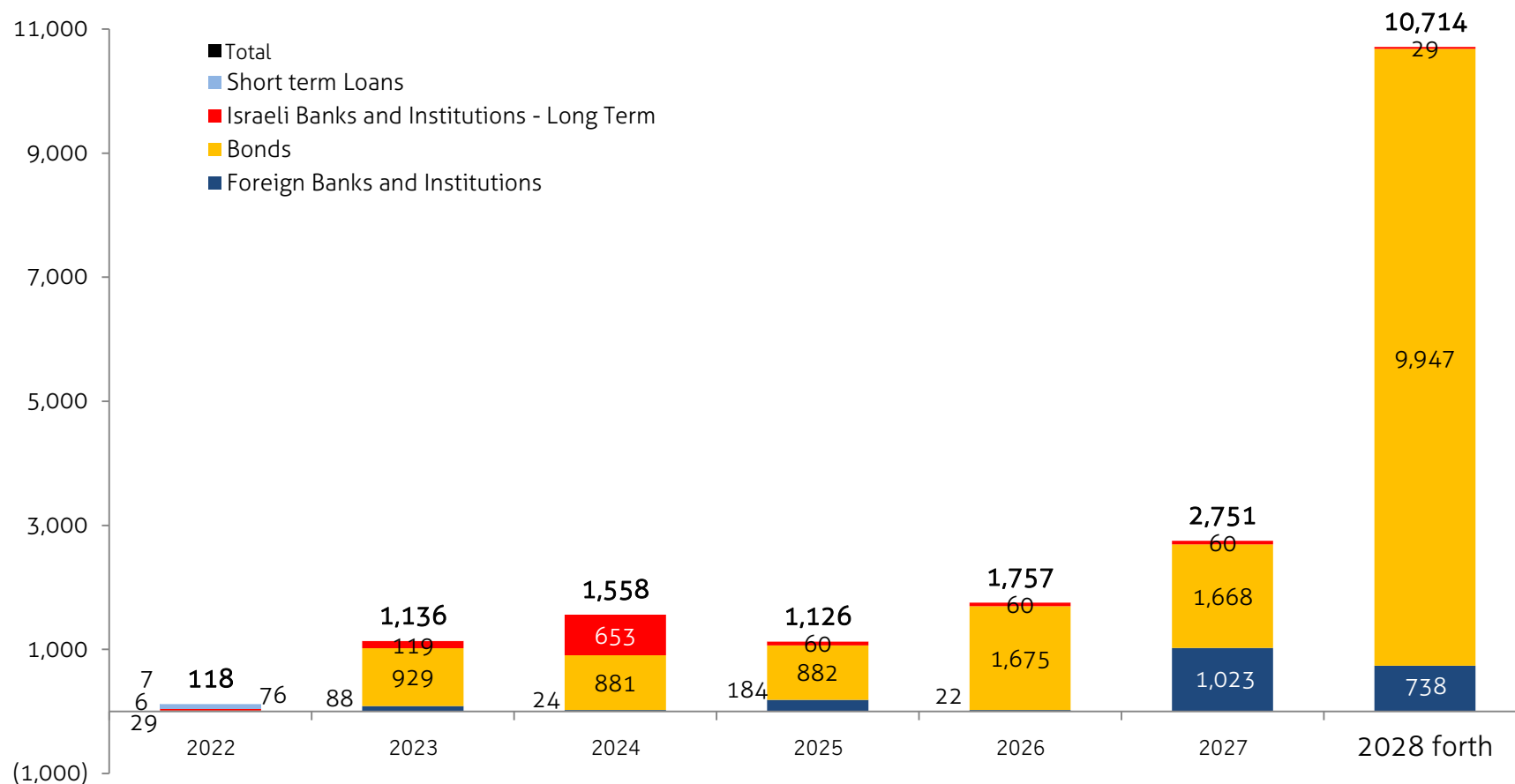
Avg. Interest rate – 1.9%

Cash and Cash Equivalents – NIS 3.7 B

The increase in interest payments in the quarter, totaling NIS 45 million (approx. in the same proportions to loans in Israel and to loans overseas), is attributed mainly to the increase in gross debt, for the purpose of financing the investments in the DATA CENTERS segment, while agreements signed with tenants in this segment are not yet fully reflected in the NOI.

# Payment Schedule (Principal Only)

Consolidated as of September 30, 2022



# Summary of Financial Results (NIS in millions)

	Consolidated Q3 2022	Consolidated Q3 2021	Consolidated 2021
Revenues from rent, maintenance, management fees and sales	711	591	2,210
NOI	513	428	1,590
Same-property NOI	465	428	---
FFO attributed to the real estate business <sup>(1)</sup>	330	357	1,318
Change in the value of investment properties <sup>(2)</sup>	134	(11)	1,880
Net profit (loss), including minority interests	330	187	2,889
Net profit (loss), attributable to the shareholders	330	187	2,889
Comprehensive income (loss), attributable to the shareholders	207	273	3,237



(1) For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report.

(2) Net, after tax.

# Summary of Balance Sheet Data (NIS in millions)

	Consolidated September 30, 2022	Consolidated December 31, 2021
Cash, securities and deposits	3,685	2,887
Gross financial debt	19,160	15,269
Net financial debt <sup>(1)</sup>	15,475	12,382
Net financial debt to assets	33%	29%
Financial assets (mainly Bank Leumi shares)	1,076	1,288
Fair value of investment properties and properties under construction	37,964	34,137
Equity (excluding minority interests)	21,643	20,742
Equity to assets	46%	49%
Total assets	47,620	42,371
Equity per share (NIS)	178.5	171.0
EPRA NRV per share (NIS) <sup>(2)</sup>	216	208



(1) Excluding financial assets (Bank Leumi shares).

(2) Excluding part of the expected profit component in respect of development projects.



# Average Cap Rate and FFO of the Income-Producing Real Estate

Weighted average cap rate – 6.7%

	NIS in millions
Total investment properties, as of September 30, 2022	38,118
Net of the value attributed to land reserves, properties under construction and senior housing and DATA CENTERS	(9,892)
Total income-producing properties	28,226
Actual NOI Q3/2022 <sup>(1)</sup>	463
Future quarterly NOI addition	12
Total standardized NOI Q3/2022	475
Proforma annual NOI	1,900
Weighted cap rate derived from income-producing investment properties, including vacant space	6.7%

Quarterly FFO <sup>(2)</sup> attributed to the real estate business - NIS 330 million

	NIS in millions
Net Operating Income (NOI)	513
Overhead sales and marketing	(65)
Depreciation	3
EBITDA	451
Net interest expenses	(104)
Tax	(29)
Cash flow from senior housing deposits excl. depreciation	2
Excluding financial expenses attributed to development projects	10
Total FFO attributed to the income-producing real estate business	330

(1) Excluding senior housing, (the weighted cap rate of the senior housing as of the report date is 8.25%) which appear in the statements according to the method of fixed assets and excluding Data Centers. |

(2) For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report. |

# Conclusion Leadership, Innovation and Strength



Continued growth in the key parameters of the core business (NOI, FFO)

Consistent high occupancy rate



Exceptional financial soundness and strength

Significant growth engines:

- Internal growth
- Enterprise and development of new properties
- Acquisition of income-producing properties and land for future development
- New real-estate operating segments
- Innovation



Business focus in Israel

