

AZRIELIGROUP

CONFERENCE CALL PRESENTATION

Financial Statements 30 September 2023

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 Y2022, 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.

This presentation includes forecasts, estimates, assessments and other information pertaining to future events and/or matters, whose materialization is uncertain and is beyond the Company's control, and which constitute forward-looking information, as defined in the Securities Law, 5728-1968. Such information may not materialize, in whole or in part, or may materialize in a manner significantly different to that forecast. Such information includes, *inter alia*, revenue, FFO and NOI forecasts, the value of the Group's holdings, refinancing, sale of assets, timetables and costs of and profit from projects and the development and construction thereof. With respect to some of the development projects, no decision has yet been made regarding carrying out their construction and occupancy in several stages.

Forward-looking information is based solely on the Company's subjective assessment, based on facts and data regarding the current condition of the Company's business and macroeconomic facts and figures, all as known to the Company at the time of preparation of this presentation. The materialization or non-materialization of the forward-looking information will be affected, *inter alia*, by risk factors characteristic of the Company's activity, as well as by developments in the general environment, in market conditions and in external factors affecting the Company's activity, including a delay in the receipt of permits, termination of contracts, changes in the competition, a significant recession, a change in the financing conditions, and other such events which cannot be estimated in advance and which are beyond the Company's control. The Company does not undertake to update and/or change any such forecast and/or assessment to reflect events and/or circumstances postdating this presentation.

Slide 16 – The Company's estimates regarding the forecasted growth in the results of the data center business constitute forward-looking information, as this term is defined in the Securities Law, based on subjective assessments by the Company and by the investee companies operating in the data center industry as of the date of release of this presentation, the materialization of which, in whole or in part, is not certain and which may materialize in a materially different manner, *inter alia* due to changes in the timetables of the projects, their actual size and marketing and due to factors beyond the Company's control, including changes in the global data center market.

This presentation includes revenue and other figures that are based on external sources and various surveys and studies, or figures received from some of the Company's tenants. The Company is not responsible for the veracity or content thereof, nor for forecasts in respect thereof.

The Company's estimations regarding the growth figures are based on actual rent income, and in some cases include expansions made at the relevant center. These figures are unaudited, are not according to GAAP, and were prepared according to the past experience and professional knowledge accumulated by the Company and in good faith. Such information is presented below for the sake of convenience only, but is not a substitute for the information provided by the Company in its financial statements or in connection therewith, and therefore should not be relied on solely in itself.

The terms "FFO attributed to the real estate business" and "weighted average cap rate" relate to the Group's income-producing real estate business only. Anyone reading the presentation must read such figures in conjunction with the Board's explanations in sections 2.6 and 2.7 in the Board of Directors' report as of 30 September 2023, including the methods of calculation and the underlying assumptions thereof.

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.

CONVENIENCE TRANSLATION FROM HEBREW / IMPORTANT NOTICE

- The following English translation of Azrieli Group's presentation in the conference call of November 27, 2023 (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.
- The binding version of the Presentation for all intents and purposes is the original Hebrew version, filed by the Company with the Israel Securities Authority via the MAGNA website on November 27, 2023. Nothing in this translation constitutes a representation of any kind in connection with the Presentation, nor should it be regarded as a source for interpretation of the Presentation or the Company's reports or statements. In any event of contradiction or discrepancy between this translation and the Hebrew version of the Presentation, the Hebrew version shall prevail.





The largest real estate company in Israel

Listed on the capital market since 2010

~85% of the value of the investment and under-construction income-producing real estate (on a consolidated basis) is attributed to real estate in Israel

Free float of 30.1%

The average occupancy rate in Israel is

98%⁽²⁾

The Company's stock is listed in the

EPRA Indexes

Rating

iAA+ by S&P Ma'alot

Aa1.il by Midroog-Moody's

Leverage ratio of only 38%, and equity to assets ratio of 44%

Listed in all the leading indices

TA-35, TA-125,
TA-REAL ESTATE

The Company owns income-producing properties with a

Gross Leasable Area (GLA) of 1,381,000 m² ⁽¹⁾

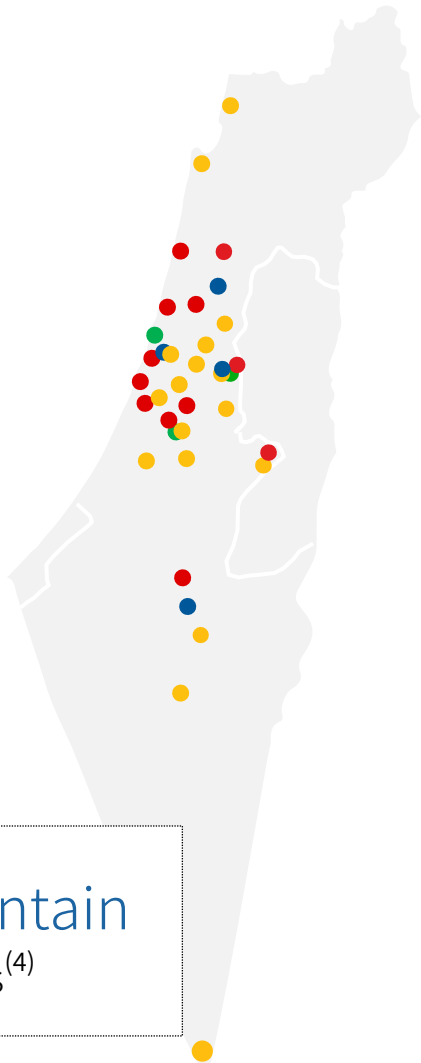
with another 11 projects under construction and planning, and 4 renovation and expansion projects.

(1) Excluding server farms. (2) Excluding fully built-up properties in the first stages of occupancy.

AZRIELI GROUP / PROPERTIES PORTFOLIO⁽¹⁾








- Malls
- Offices
- Senior Homes
- Rental Housing





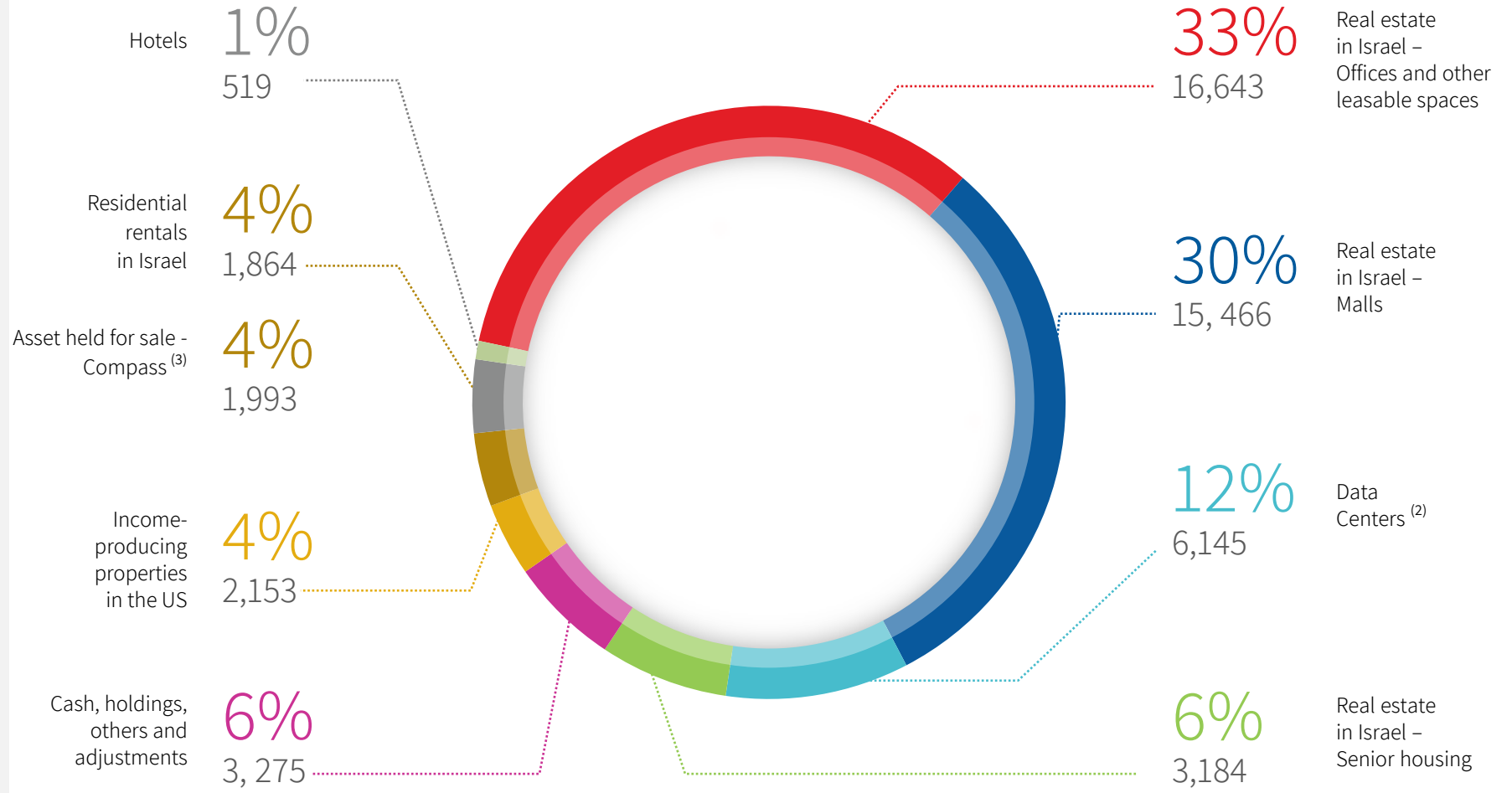
Green Mountain

data center overseas⁽⁴⁾

	21 malls and retail centers	360,000 m ²
	15 office properties in Israel	632,000 m ²
	8 office properties overseas	245,000 m ²
	4 senior homes	115,000 m ² 1,142 Apartments
	2 rental housing properties	29,000 m ² 277 Apartments
Total		1,381,000 m ² ⁽¹⁾⁽²⁾⁽³⁾

(1) As of 30 September 2023. (2) GLA figures are based on the Company's share. (3) Excluding the data centers segment.
(4) On 4 October 2023, the Company reported on the closing of a transaction to sell its holdings in Compass. For details, see Section 1.2.3.8 of the board of directors report for 30 September 2023.

AZRIELI GROUP / BREAKDOWN OF PROPERTIES, GROSS VALUE, NIS IN MILLIONS⁽¹⁾



(1) On a consolidated basis, as of 30 September 2023. For details regarding the Company's structure, see Section 1.2.1 of Chapter A of the Financial Statements.

(2) The figures presented are for Green Mountain only.

(3) On 4 October 2023, the Company reported on the closing of a transaction to sell its holdings in Compass. For details, see Section 1.2.3.8 of the board of directors report.

HIGHLIGHTS FOR / Q3 2023



FINANCIAL HIGHLIGHTS

- NOI⁽²⁾ totaled NIS 535 million, **up 4% compared with Q3 2022**; increases in the retail and offices segments, net of a decrease in NOI due to the exclusion of Compass results.
- Same Property NOI, **up 6% compared with Q3 2022**.
- FFO⁽¹⁾⁽²⁾ (Management's method) totaled **NIS 398 million, compared with NIS 330 million in Q3 2022, up 21% y.** Excluding the senior housing segment, FFO totaled NIS 367 million, compared with NIS 321 million, **up 14% year-over-year.**

DEVELOPMENT, BETTERMENT AND INVESTMENTS

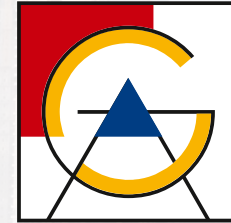
- During Q3 2023, the Group invested NIS 1.1 billion and in the last first nine months of 2023 NIS 2.9 billion in the acquisition of new plots of land for development and investment properties, the betterment of existing properties, and the development of new properties.
- In Y2022, the investment totaled NIS 3.5 billion.

DIVIDEND

- In May 2023, the Company distributed a NIS 700 million dividend

(1) For the FFO calculated according to the ISA's method, see Slide 43.

(2) Excluding Compass results in Q3/2023



AZRIELGROUP

OPERATING SEGMENTS

AZRIELI GROUP / MALLS AND RETAIL CENTERS



NOI (Q3 2023)

NIS 252M

compared with NIS 236M
in Q3 2022

GLA

360,000m²(1)

Book
value

NIS 15.5B

Average
occupancy rate

99%(2)

INNOVATION & UPGRADES



Azrieli E-Commerce



Azrieli App



Azrieli Gift Card



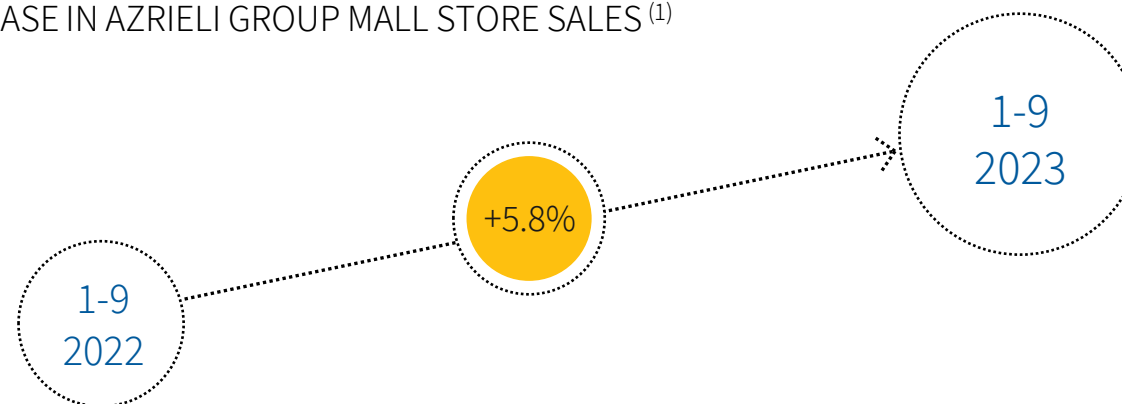
Betterment and
upgrade of malls and
retail centers

(1) As of June 30, 2023, GLA figure is based on the Company's share. (2) Excluding fully built-up properties in the first stages of occupancy.

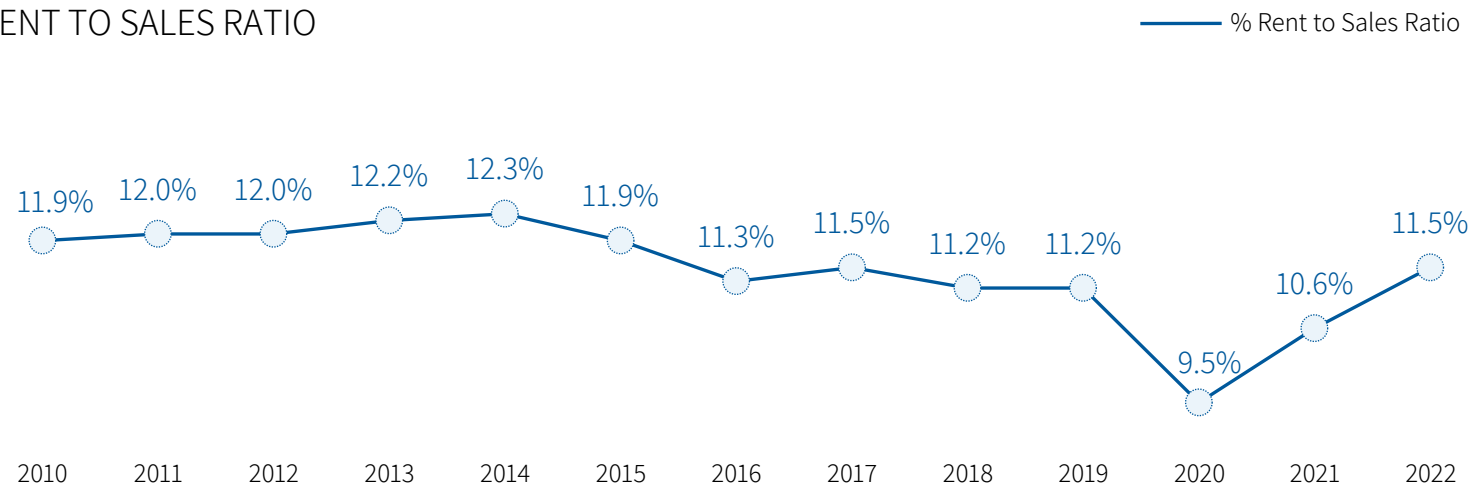
AZRIELI GROUP / STORE SALES AND RENT-TO-REVENUES RATIO



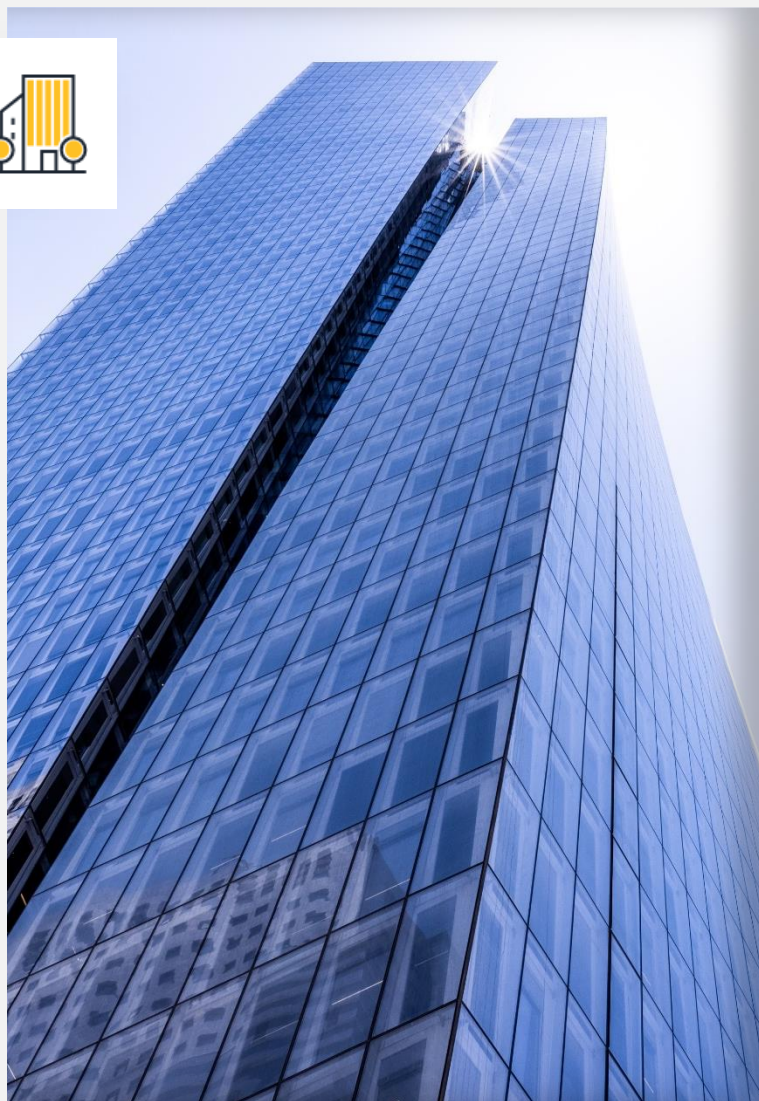
TOTAL INCREASE IN AZRIELI GROUP MALL STORE SALES ⁽¹⁾



RENT TO SALES RATIO



(1) Excluding the Azrieli Eilat Mall acquired in July 2022. The store sales in July-September 2023 compared with July-September 2022 were up 1.5%.



NOI (Q3 2023)

NIS 207M

compared with NIS 198M
in Q3 2022

GLA

632,000m²⁽¹⁾

Book
value

NIS 16.6B

Average
occupancy rate

98%⁽²⁾

INNOVATION &
UPGRADES



Community



Technology



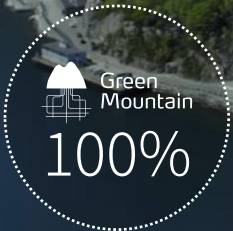
Betterment and
upgrade of office
towers

(1) As of 30 September 2023. GLA figure is based on the Company's share. (2) Excluding fully built-up properties in the first stages of occupancy.

AZRIELI GROUP / OFFICES



AZRIELI GROUP / GLOBAL DATA CENTER OPERATIONS – GREEN MOUNTAIN



NOI in Q3 2023 for Green Mountain only
NIS 29.4 million(1)
v. NOI of NIS 23.6 million in Q3 2022

GM - Contracted NOI / MW
NIS 502M* / 148MW

Potential growth to
600MW

Renewable Power
100%

LOWEST COST
On electricity

PUE
LOW

Recognized as a **leading co-location**
company in Europe through winning multiple
awards



* Based on signed agreements.

AZRIELI GROUP / GLOBAL DATA CENTER OPERATIONS – GREEN MOUNTAIN



Significant development since GREEN MOUNTAIN acquisition(July 2021)

Acquisition–July 2021

September 2023

Change

Active countries	1	➔	3	X3
No. of Sites	3	➔	6	X2
MW	24	➔	148	X6
NOI (NIS in millions)*	84	➔	502	X6

*Annual Billed NOI Development

AZRIELI GROUP / GLOBAL DATA CENTER OPERATIONS – GREEN MOUNTAIN



<div>Overview⁽¹⁾</div> <div></div> <div> Campus Overview</div>	<div>SVG1- Rennesoy</div> <div></div> <div>A former NATO ammunition storage facility converted into a unique, high-security colocation mountain hall data center</div>	<div>RJU1- RJUKAN</div> <div></div> <div>Colocation data center located at the nexus of hydro-electric power in a historic region of Norway</div>	<div>OSL1- Enebakk</div> <div></div> <div>Data center located 20 km outside of Norway's capital</div>	<div>OSL1- Hamar</div> <div></div> <div>One of Europe's most sustainable data centers located in Norway</div>
<div>Build date</div> <div>Land lease maturity</div> <div>Client Type</div>	<div>2013</div> <div>~57 years</div> <div>Hyperscaler / Enterprises</div>	<div>2014,2022</div> <div>Owned</div> <div>HPC / Enterprises</div>	<div>2020,2022,2023</div> <div>Owned</div> <div>Hyperscaler / Enterprises</div>	<div>2023</div> <div>Owned</div> <div>Hyperscaler</div>
<div>Total available capacity</div>	<div>25 MW</div>	<div>40 MW</div>	<div>93 MW</div>	<div>120+30 MW</div>

(1)The sites shown above do not include the sites in London and Frankfurt

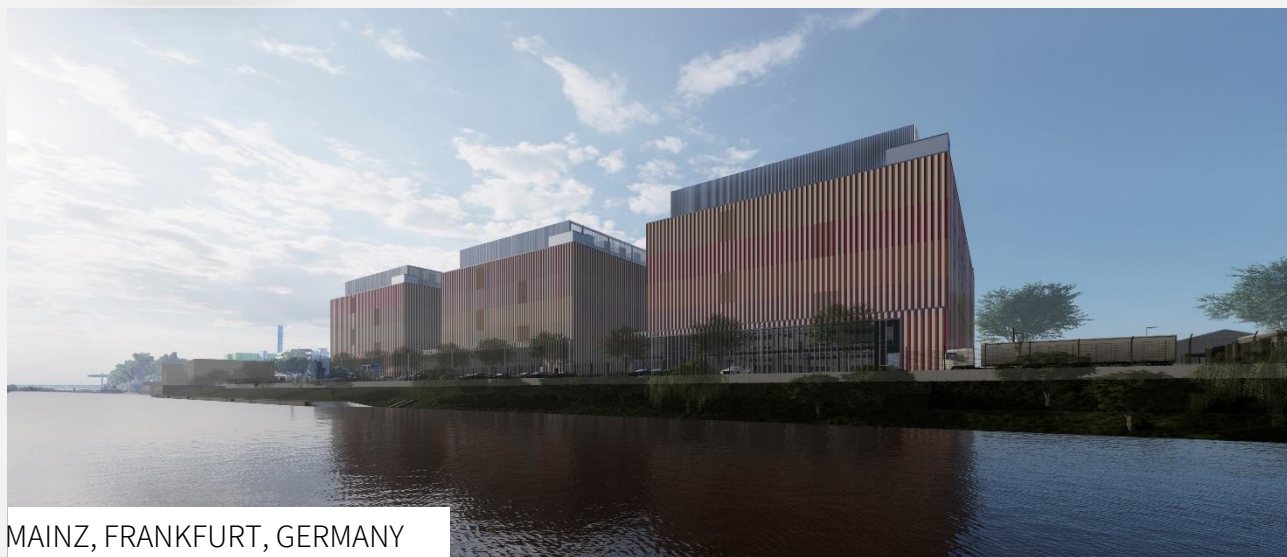
AZRIELI GROUP / GLOBAL DATA CENTER OPERATIONS – GREEN MOUNTAIN



LONDON, UK

In January 2023, the Company completed a transaction to purchase a company in London with a construction and development potential of

40MW (7MW in service)

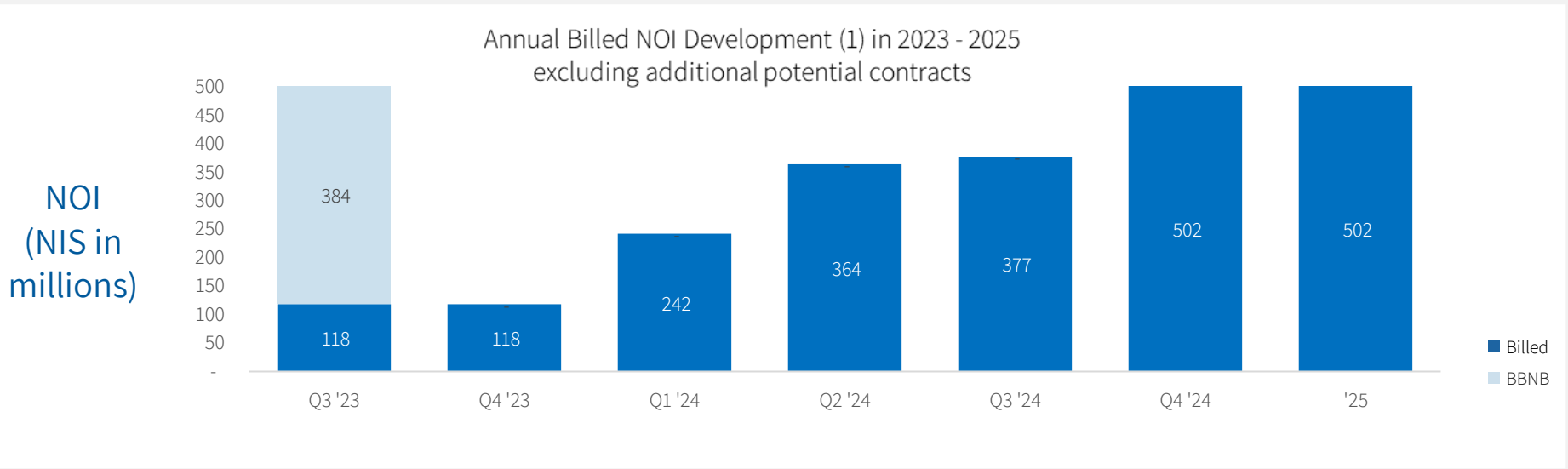
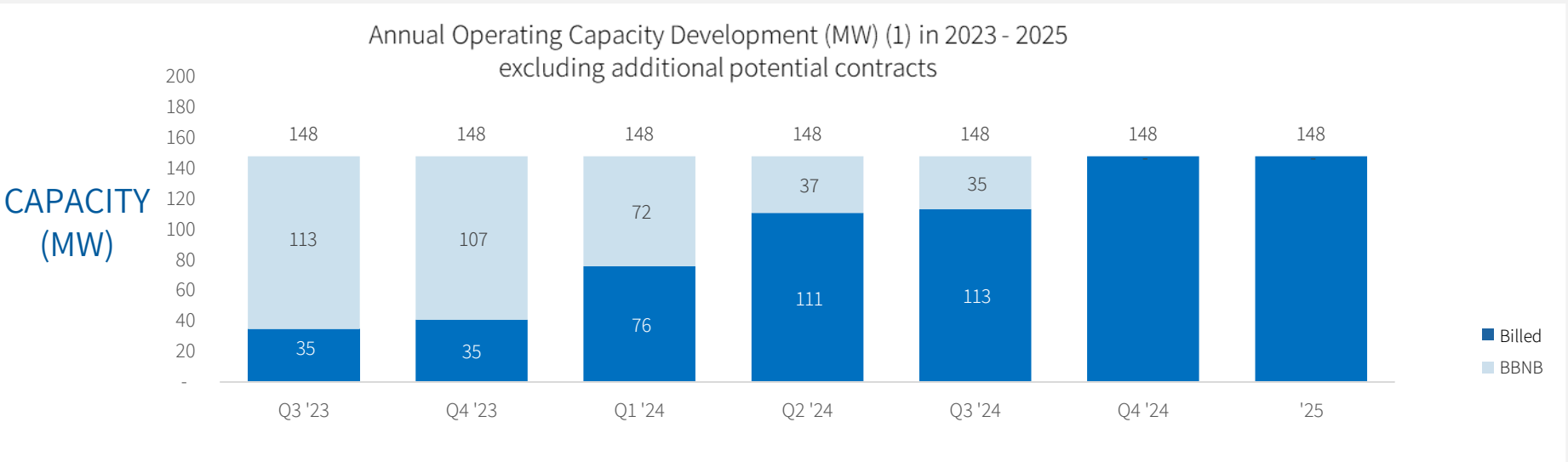


MAINZ, FRANKFURT, GERMANY
(illustration)

On April 2023, Green Mountain signed an agreement to establish a JV (50%/50%) with a German energy company (KMW) to establish a

54MW
data center campus

MARKET OVERVIEW / GLOBAL DATA CENTER OPERATIONS – GREEN MOUNTAIN



(1) All figures are according to contracts signed by the date of release of the periodic report of 30 September 2023. The NOI presented **includes** additional revenues from the sale of electricity in the annual financial sum of \$5-6 million. (2) BBNB – Booked But Not Billed – Signed contracts that are yet to generate income (payable). (3) Investment of CAPEX per MW is \$8.5-9 million. As of 30 September 2023, the amount to be invested is \$597 million

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AZRIELI GROUP / AGREEMENT TO SELL THE HOLDINGS IN COMPASS ⁽¹⁾

Gross consideration⁽²⁾

NIS 3.2 billion

Net cash flow⁽³⁾

NIS 2.7 billion

Net accounting profit

NIS 0.9 billion

Compass valuation in the sale

\$5.7 billion

Gross NIS IRR

Approx. 40%

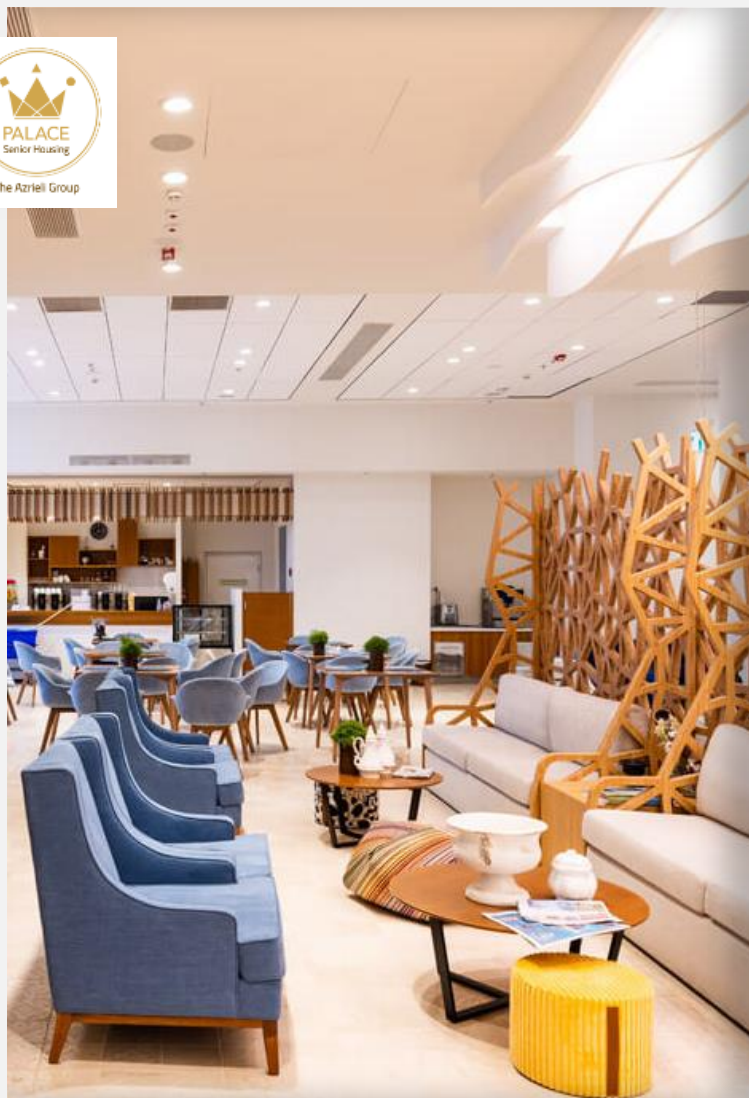


(1) On 4 October 2023, the Company reported on the closing of a transaction to sell its holdings in Compass. For details, see the Board of Directors Report for 30 September 2023, Section 1.2.3.8.

(2) "Gross" means prior to tax and transaction expenses.

(3) "Net" means after tax and transaction expenses (incl. hedging expenses) and after capital funds realization.

AZRIELI GROUP / PALACE SENIOR HOUSING CHAIN



Aboveground
area of

115,000m²⁽¹⁾

Comprising
1,142 apartments

Average
occupancy rate

98%⁽²⁾

Book
value

NIS 3.2B

OPERATING HOMES

Palace Tel-Aviv

231

apartments

+ 4 'Medical' units

Palace Modi'in

239

apartments

+ 4 'Medical' units

Palace Ra'anana

322

apartments

+ 2 'Medical' units

Palace Lehavim

350

apartments

+ 2 'Medical' units

HOMES UNDER PLANNING & DEVELOPMENT

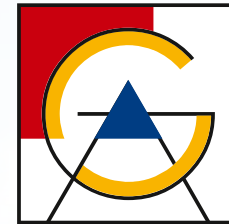
Palace Rishon LeZion

274

apartments + medical unit

+ 3,000M² retail space

(1) As of 30 September 2023. GLA figure is based on the Company's share. (2) Excluding fully built-up properties in the first stages of occupancy.



AZRIELGROUP

DEVELOPMENT PIPELINE

AZRIELI GROUP / DEVELOPMENT PIPELINE



Tel Aviv
Expansion of Azrieli Mall
and the Spiral Tower
150,000 m² ⁽²⁾



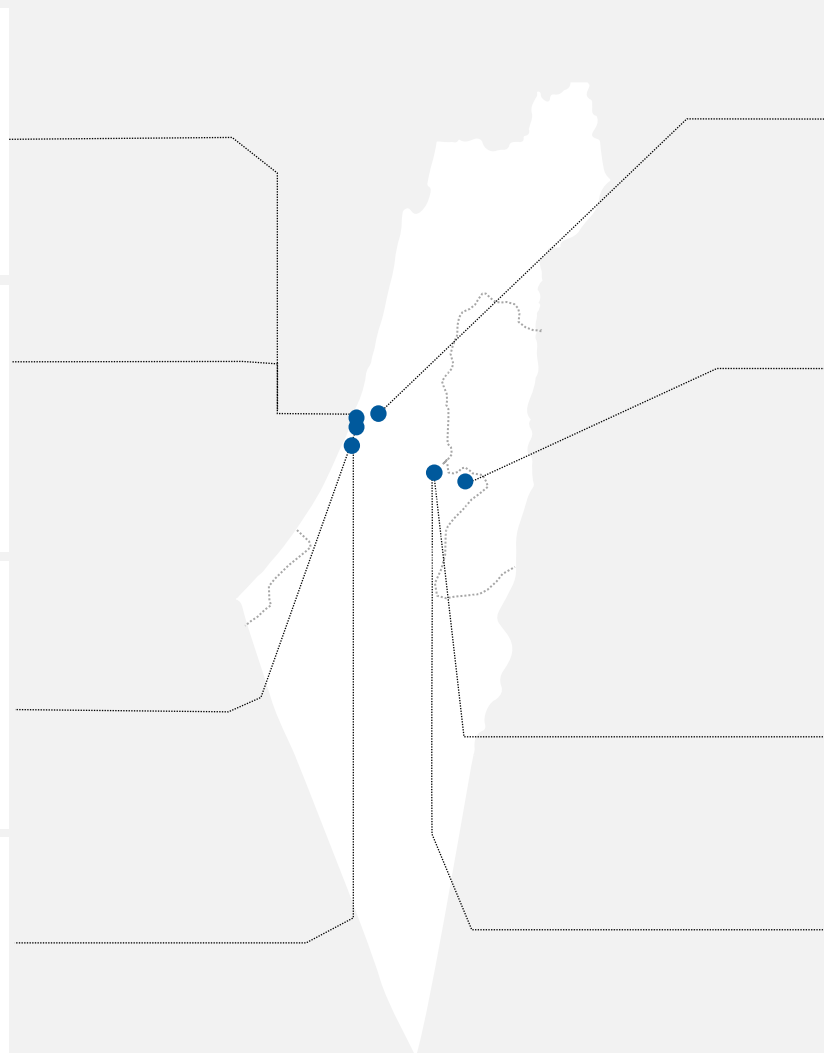
Tel Aviv
Azrieli Town, Building E
21,000 m² ⁽³⁾



Holon
Project 3 (formerly Lodzia)
250,000 m² ⁽¹⁾



Palace Rishon LeZion
Senior Home
37,300 m² ⁽²⁾



Petah Tikva
Land for development
53,000 m² ⁽¹⁾



Jerusalem
Mount Zion Hotel
34,000 m² ⁽¹⁾



Modi'in
Lot 21
31,000 m² ⁽¹⁾


























Modi'in
Lot 10
37,000 m²



(1) The Company is working to increase building rights to 280,000 sqm | (2) A full permit was received. | (3) Rights for additional construction that were acquired in May 2018 as part of the acquisition of the income-producing property Mivnei Gazit . The Company is working to increase building rights in the project to 90,520 sqm.

DEVELOPMENT PROJECTS / GROWTH DRIVER

	Name of Property	Location	Use	GLA ⁽²⁾	Estimated Completion Date	Estimated Construction Cost, Including Land (NIS in millions) ⁽¹⁾
Short-term Development Projects Under Construction	Modi'in, Lot 21	Modi'in	   	31,000	2024	445-475
	Check Post	Haifa		10,500	2024	140-150
	Total			41,500		585-625
Medium-Term Development Projects	Palace Rishon LeZion	Rishon Lezion	 	37,300 ⁽³⁾	2025	490-510
	Mount Zion Hotel	Jerusalem		34,000	2025	910-940
	SolarEdge Campus	Ramat Hasharon		38,000	2025	790-810
	Modi'in, Lot 10	Modi'in	 	37,000	2026	570-580
	Expansion of Azrieli Tel Aviv Center (Spiral Tower)	Tel Aviv	   	150,000 ⁽³⁾	2027	2,550-2,750
	Glil Yam	Herzliya		19,630	2027	380-400
	Total			315,930		5,690-5,990
Development Projects Under Planning	Total short and mid terms		 	357,430		6,275-6,615
	Holon 3 (formerly Lodzia)	Holon	 	250,000 ⁽⁴⁾	TBD	TBD
	Petah Tikva land	Petah Tikva	 	53,000 ⁽⁵⁾	TBD	TBD
	Azrieli TOWN Building E	Tel Aviv		21,000 ⁽⁶⁾	TBD	TBD
	Total			324,000		Projects construction cost of which is TBD
	Total			681,430		

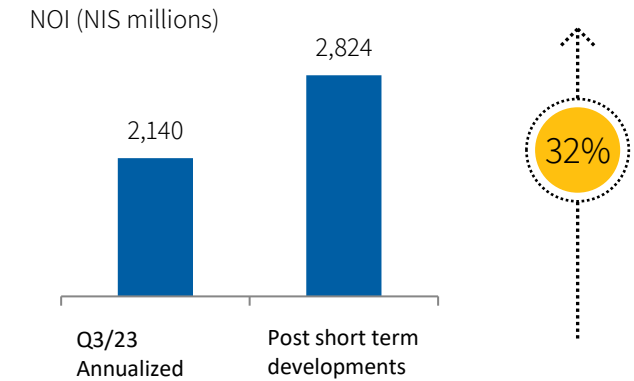
(1) Cost without capitalizations and without tenant adjustments | (2) The figures for senior housing and/or rental housing uses represent building rights in sqm | (3) A building permit was received | (4) Building rights were increased as part of a consolidation of land plots | (5) The Company is working to increase the building rights to 280,000 sqm | (6) Rights for additional construction that were acquired in May 2018 as part of the acquisition of the income-producing property Mivnei Gazit. The Company is working to increase building rights in the project to 90,520 sqm.

DEVELOPMENT PROJECTS / EXPECTED CONTRIBUTION* TO NOI AND FFO

	(NIS in millions)
Annualized actual NOI in Q3/2023	2,140
Additional NOI from DC segment (GM only) based on signed contracts**	384
Additional NOI from development projects ⁽¹⁾	123
Addition due to occupancy of vacant spaces*	177

NOI following the occupation of short-term projects under development and full occupancy

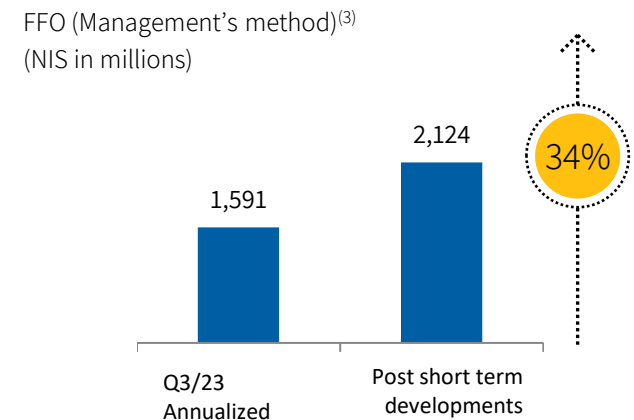
2,824



	(NIS in millions)
Annualized actual FFO (Management's method) in Q3/2023 incl. senior housing	1,591
Additional FFO from development projects, DC segment and occupancy of vacant spaces *	533

FFO following the occupation of short-term projects under development and full occupancy⁽²⁾

2,124



* The aforesaid calculations are not forecasts and are based on the assumption of full occupancy and rent as of September 2023.

** GM - contracts signed by the Report Release Date 148 MW. The main assumptions underlying the calculations are:

Full occupancy of projects under development and income-producing properties, senior housing in the NOI and FFO by representative year (excl. first time occupancy), a tax rate of 23%.





(1) NOI from projects under development includes the following properties: Azrieli Modi'in Lot 21 and Haifa Check Post, Campus SolarEdge and Palace Rishon LeZion, and does not include the expansion of Azrieli Tel Aviv Center, the Holon 3 project (formerly Lodzia), the land in Petach Tikva, rights of Azrieli Town Building E, Modi'in Lot 10 and the Mount Zion Hotel.

(2) For FFO calculated according to the ISA's method, See Slide 43.



DEVELOPMENT PROJECTS / EXPANSION OF AZRIELI MALL & THE SPIRAL TOWER, TEL AVIV



Land area 8,400 m ²	GLA 150,000m ² including 13,000 m ² of retail space for expansion of the Azrieli Tel Aviv Mall	Cost of land NIS 374M
Estimated construction cost, including land NIS 2.55-2.75B	Uses <div> Hotels</div> <div> Retail</div> <div> Offices</div> <div> Rental housing</div>	Estimated date of completion 2027

PROGRESS UPDATE

In June 2023, an aboveground building permit was obtained, and construction work is underway.



DEVELOPMENT PROJECTS / EXPANSION OF THE AZRIELI MALL & SPIRAL TOWER, TEL AVIV



DEVELOPMENT PROJECTS / LOT 21 / SITE A – MODI'IN– Mixed use



11,500m²
Offices



3,700m²
Retail



80
Apartments
for rent



85
Hotel rooms



DEVELOPMENT PROJECTS / LOT 10 / SITE B/ MODI'IN



8,100m²

Clalit
Medical center
(included in the
office and retail
areas)



Elevator / escalator /
stairs connecting
the mall to Site A



±37,000m²
of retail, leisure,
& offices



A bustling center with
offices, retail, and ~14
movie theaters with an
area of 5,000 sqm

DEVELOPMENT PROJECTS / SolarEdge CAMPUS IN RAMAT HASHARON



<p>Land area</p> <p>26,000 m²</p> <p>in Ramat HaSharon</p>	<p>The investment amount⁽¹⁾</p> <p>NIS 990M</p> <p>(including the land) in the SolarEdge Campus</p>	<p>Campus area</p> <p>38,000 m²</p> <p>and underground parking</p>
<p>On-site work commenced during</p> <p>Q2 2022</p>	<p>The property will be leased to</p> <p>solaredge</p> <p>for a 15-year term with extension options up to an aggregate term of 24 years and 11 months</p>	<p>The transaction was closed in ⁽²⁾</p> <p>Jan. 2022</p>
<p>The NOI⁽¹⁾ attributed to the campus is expected to total</p> <p>NIS 70M</p> <p>per year</p>	<p>ADDITIONAL RIGHTS</p> <ul style="list-style-type: none"> • A remaining 9,000 sqm of land is available for construction. • The Group intends to develop additional retail and office spaces. • The Company intends to promote a zoning plan for additional rights in the said site. • In October 2023, a building permit was received for the entire project 	



(1) Including TI and after indexation.
 (2) Acquisition of a company that is entitled to receive long term leasehold from the ILA for land located in the Northern Giliot (Ramat HaSharon) site.

DEVELOPMENT PROJECTS / GLIL YAM – RENTAL HOUSING



Land area 5,200 m ² over 2 adjacent plots	GLA 630m ² 19,000 m ² of rental housing (147 apartments)	Estimated construction cost, including land NIS 380-400M
Cost of land per apartment NIS 710 thousand	Uses <div> Retail</div> <div> Rental housing</div>	Estimated date of completion 2027

“DIRA LEHASKIR” –

State-Owned Rental Housing Company

50% of the apartments in the project will be leased for controlled rent which will be 80% of market rent

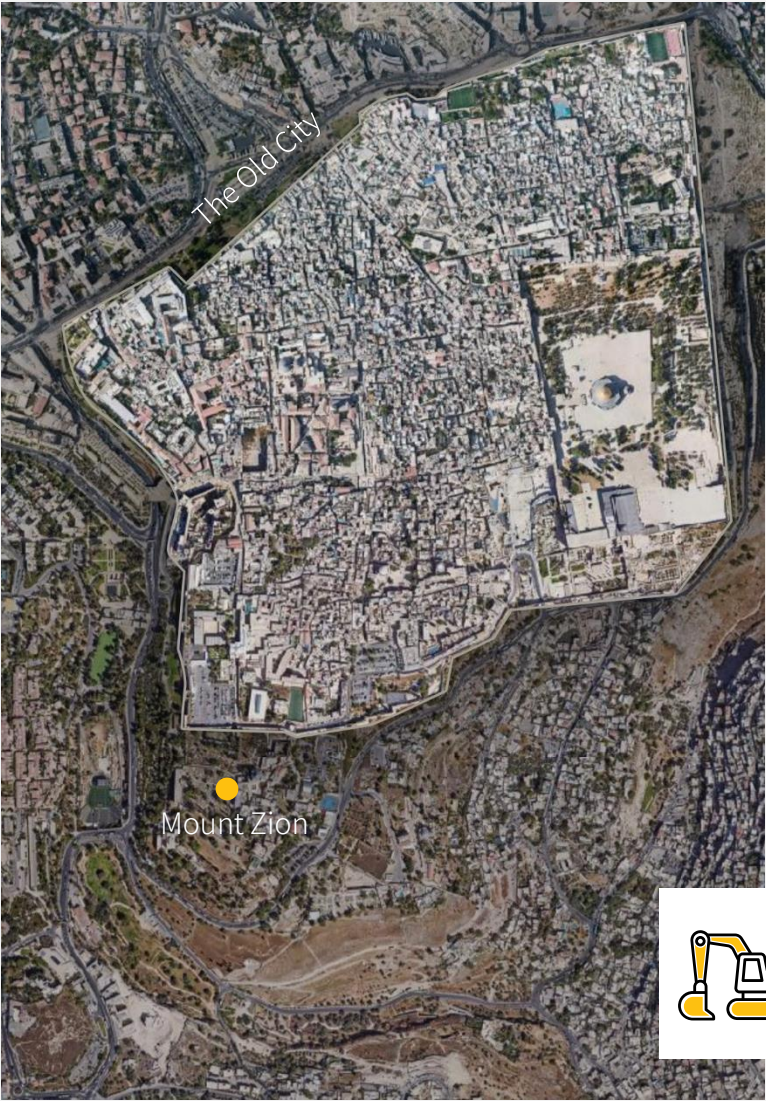
LAND DESIGNATION

According to the provisions of the tender, the land is intended for high-rise residential buildings for the purpose of long-term rentals for a term of no less than 20 consecutive years as of the date of completion of the construction.



DEVELOPMENT PROJECTS / MOUNT ZION HOTEL, JERUSALEM

Acquisition cost NIS 275M	Land area 13,000 m ²	Planned built-up area according to approved zoning plan 34,000m ² up to 350 rooms
Estimated date of completion 2025	The Group intends to remodel the hotel to (A+) Rating	Estimated construction cost NIS 635-665M
Excavation work and shoring work are currently underway	<div>Uses</div> <div>Hotel</div>	<div>Additional uses</div> <div> <div>Spa</div> <div>Health club</div> <div>Shops</div> <div>Restaurants</div> <div>Swimming pool</div> <div>The Cable Car Museum</div> <div>Conference and event halls</div> </div>



PROGRESS UPDATE The construction permit for the entire project has been approved on condition, and the Company is acting accordingly

MOUNT ZION HOTEL, JERUSALEM

ILLUSTRATION OF THE HOTEL AFTER EXPANSION



	Existing Land marked Buildings	Existing Non- Landmarked Buildings (for Redevelopment)	Future Areas ⁽¹⁾	Total
Main area	3,455	4,245	16,575	24,275
Service area	1,075	2,835	21,070 ⁽²⁾	24,980
Total construction	4,530	7,080	37,645	49,225

(1) Including additional construction in the existing buildings. (2) Including 15,225 m² for underground parking.

EXISTING PROPERTIES / EXPANSION AND BETTERMENT

THE FOLLOWING PROJECTS ARE UNDERGOING BETTERMENT AND VARIOUS STATUTORY PROCEEDINGS:



Name of Property	Location	Project in property	Status	Gross Area Added	Timeframe for Completion of Statutory Proceeding
Azrieli Jerusalem Mall	Jerusalem	Expansion of retail and office space, and construction of senior home 	Zoning plan approved	95,000 m ²	---
Petah Tikva land	Petah Tikva	Addition of office space 	Zoning plan	227,000 ⁽¹⁾ m ²	Long-term
Azrieli Rishonim	Rishon Lezion	Addition of office space 	Zoning plan approved	21,000 m ²	---
Azrieli Tel Aviv Center	Tel Aviv	Addition of retail space and movie theaters 	Permit approved	3,300 m ²	Short-term
Total				346,000 m ²	

(1) Including additional rights in respect of an adjacent income-producing property.

DEVELOPMENT PROJECTS / UPGRADE OF EXISTING PROPERTIES

AZRIELI TEL AVIV CENTER, MALL ROOFTOP
PROMENADE | ILLUSTRATION



AZRIELI GIVATAYIM MALL | ILLUSTRATION



AZRIELI HOLON MALL | SKYLIGHT AND MAIN AVENUE



AZRIELI GROUP / LEADERS IN GREEN CONSTRUCTION

BUILDING ISRAEL. PROTECTING THE ENVIRONMENT



Six ESG action frameworks to support our vision:



Corporate governance and responsible management



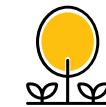
Sustainable construction procedures



Human capital



Community and stakeholder



Sustainability and recycling environmental activity



Innovation in the real estate industry

ESG Report for 2021-2022 published on the Company's website

* As of 30 September 2023, Azrieli Herzliya Business Center (Buildings E and G) are in the process of certification.



AZRIELGROUP

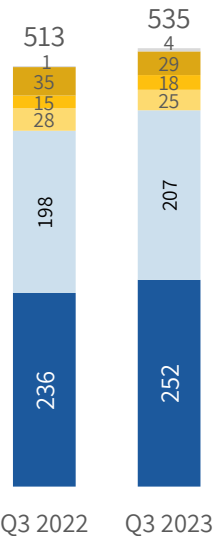
FINANCIALS



CONSTANT / NOI GROWTH

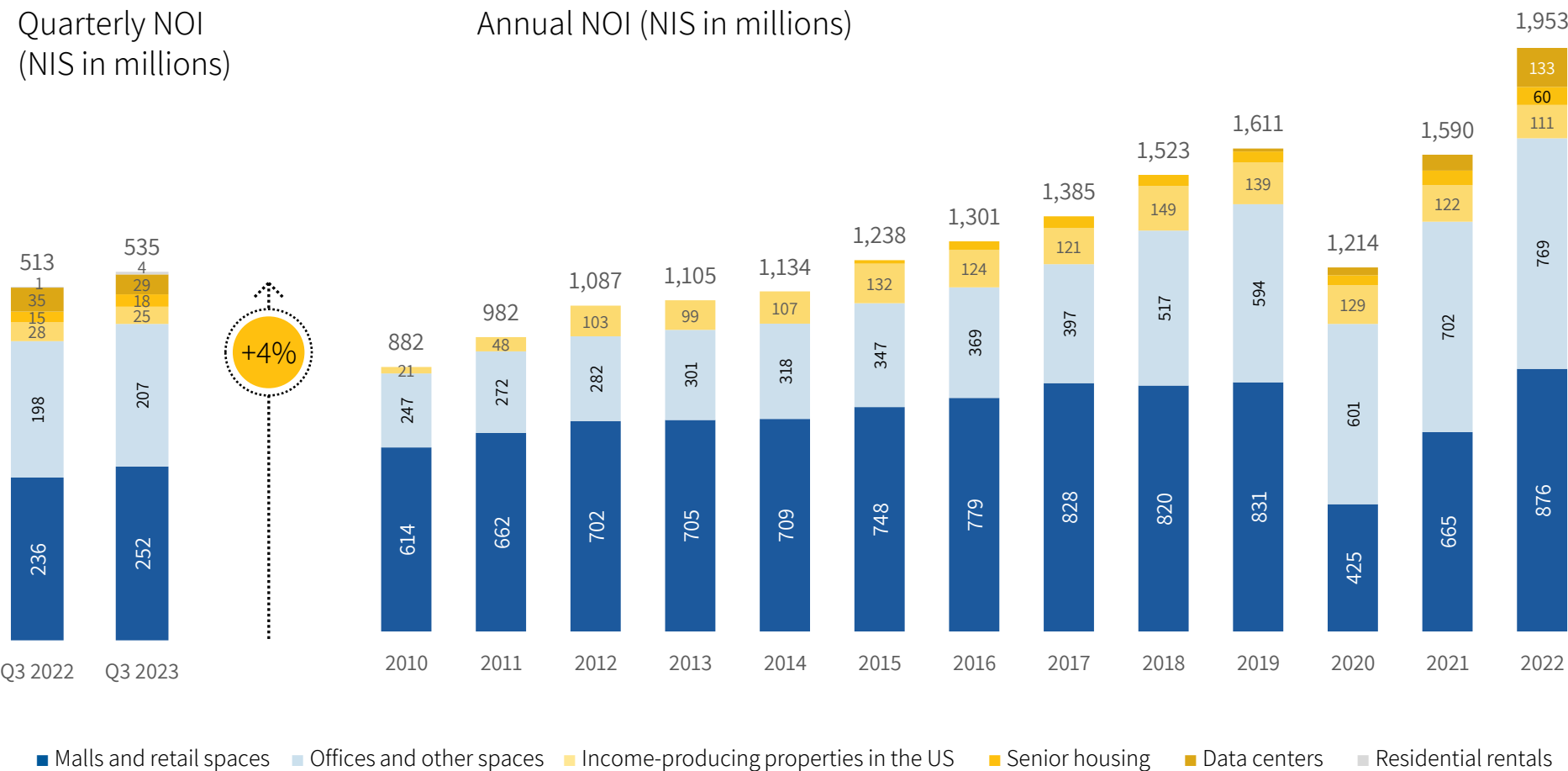


Quarterly NOI
(NIS in millions)



+4%

Annual NOI (NIS in millions)

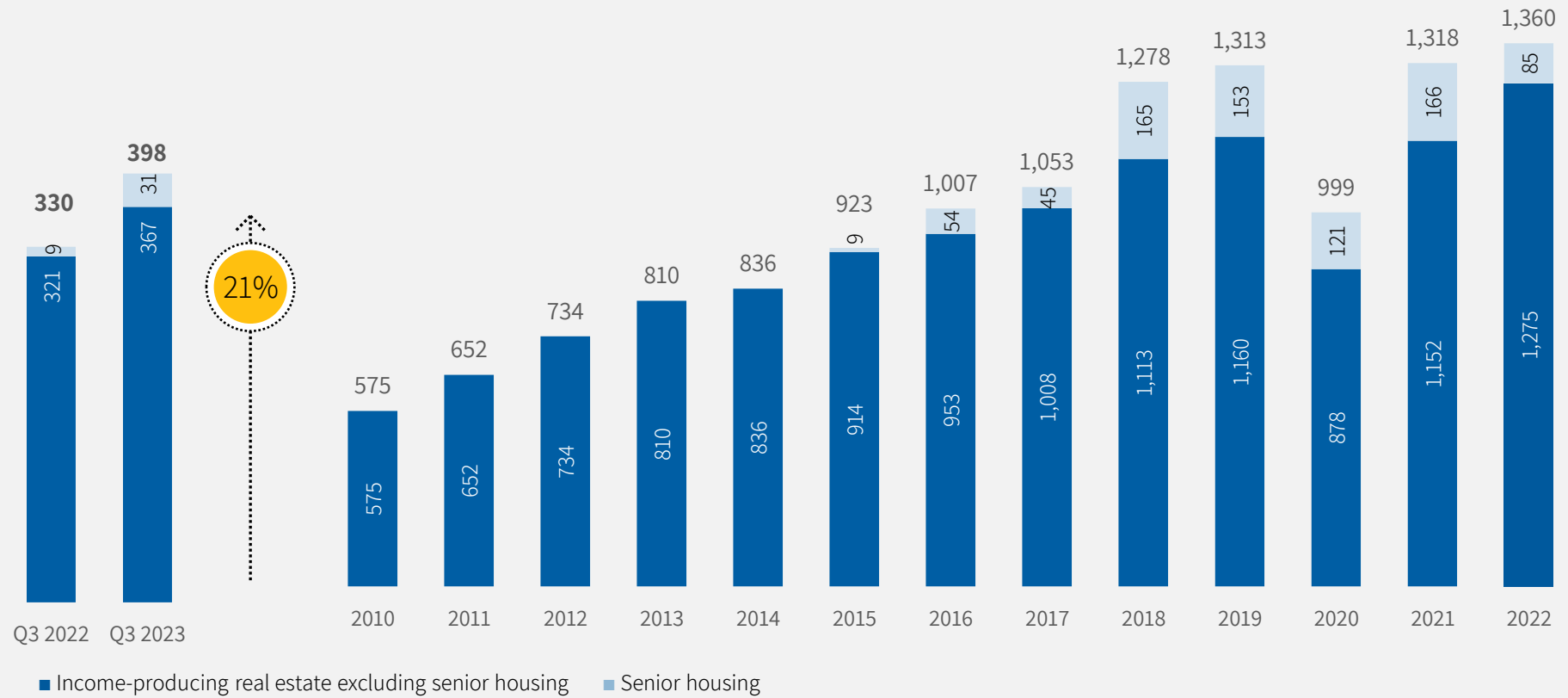


CONSTANT / FFO GROWTH

FFO (MANAGEMENT'S METHOD)⁽²⁾ COMPARED WITH THE PREVIOUS YEARS AND YEAR-OVER-YEAR



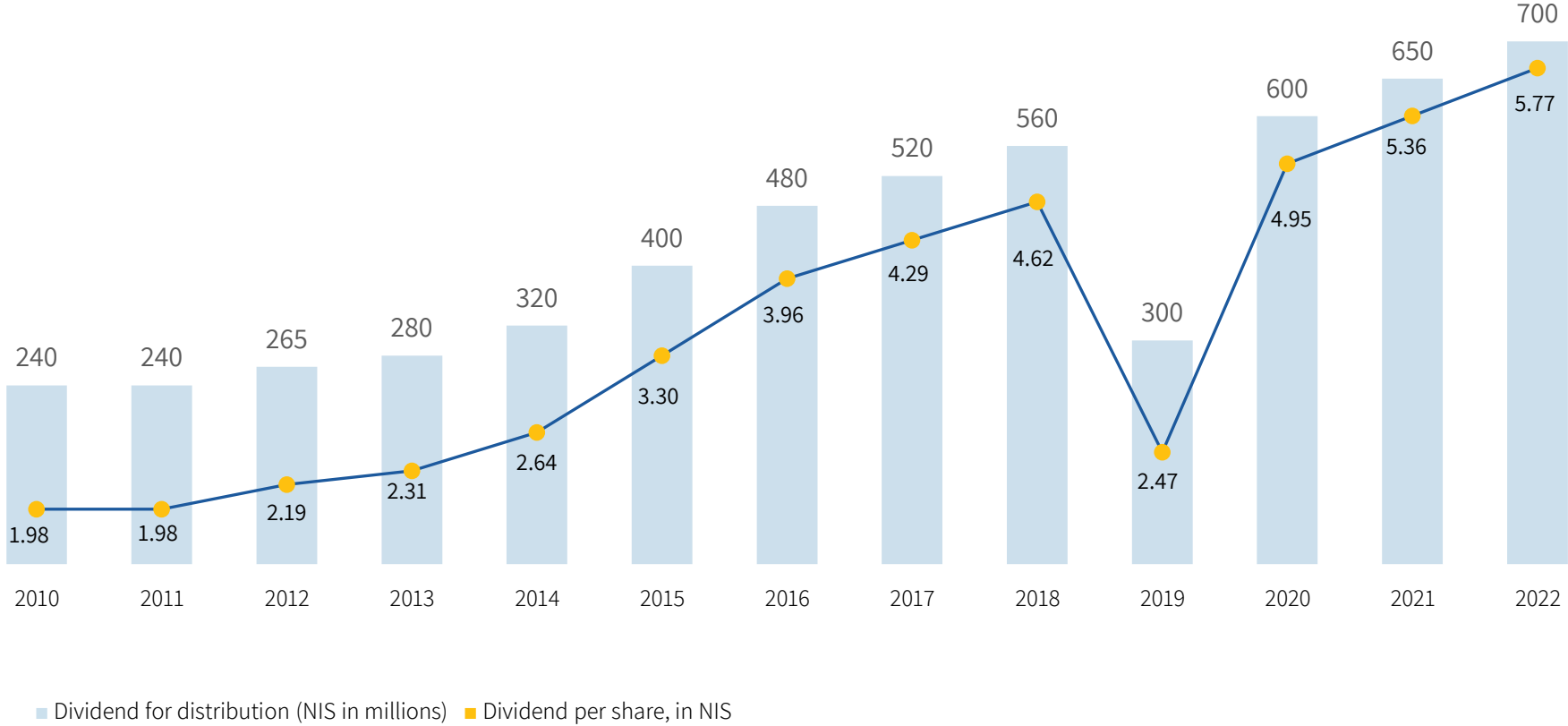
FFO (management's method) attributed to the real estate business⁽¹⁾⁽²⁾ (NIS in millions)



(1) For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report. (2) For FFO calculated according to the ISA's method, see Slide 43.

DIVIDEND DISTRIBUTIONS / CONSISTENT AND RISING

A dividend distribution of NIS 700 million for 2022



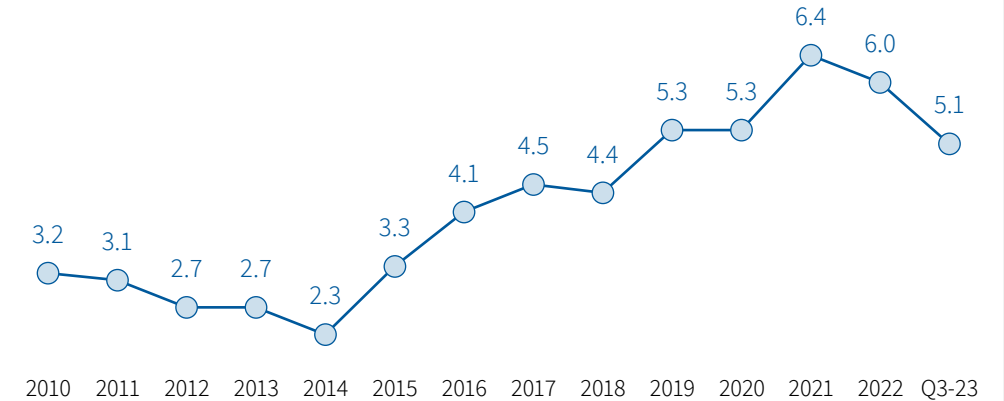
LEVERAGE RATIO / DEBT DURATION AND COST OF DEBT



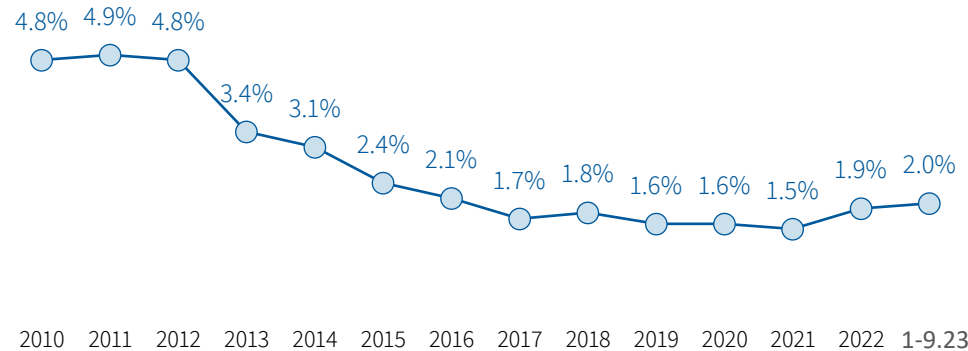
FINANCIAL STRENGTH⁽¹⁾

- Low leverage ratio – net financial debt to assets ratio of **38%**
- Equity to assets ratio **44%**
- Cash and cash equivalents totaling **NIS 1.3 billion** (approx. NIS 2.4 billion including Bank Leumi shares)
- Unencumbered assets totaling **NIS 36 billion**

EXTENSION OF AVERAGE DURATION OF DEBT ⁽²⁾



DECREASE OF AVERAGE EFFECTIVE INTEREST RATE OVER THE YEARS ⁽²⁾



DEBT BREAKDOWN BY LENDER

8%

Institutional and Private Loans

11%

Foreign Banks and Institutions

81%

Bonds

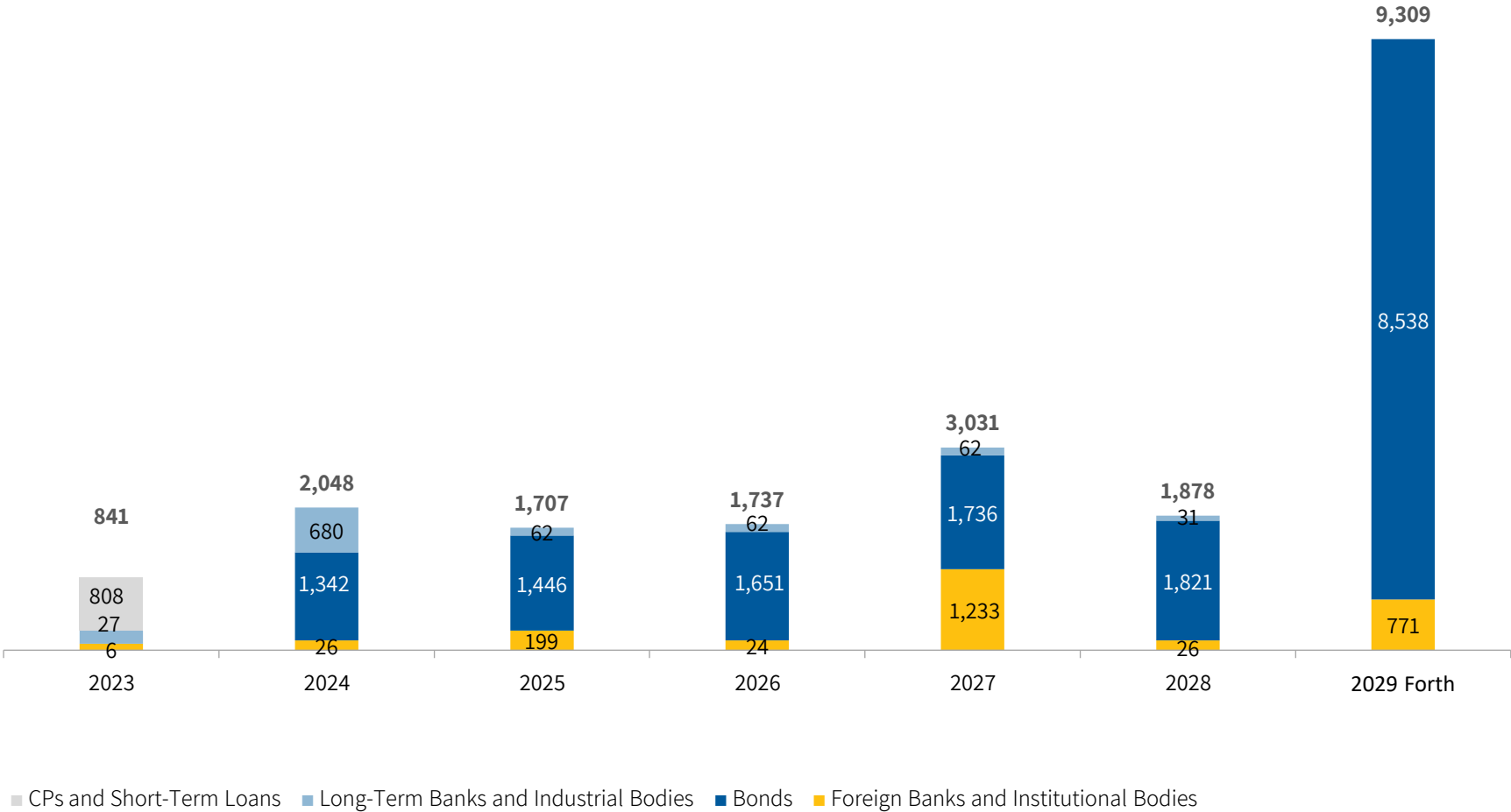
Debt of
NIS 20.6 billion

(1) As of 30 September 2023.

(2) Figures are as of the last day of the year / reporting period. The average interest rate in Q3 2023 excluding overseas operations was 1.57%

PAYMENT SCHEDULE (PRINCIPAL ONLY)

Consolidated. As of 30 September 2023



FINANCIAL STATEMENT / RESULTS SUMMARY (NIS IN MILLIONS)



	Consolidated Q3 2023	Consolidated Q3 2022	Consolidated 2022
Revenues from rent, maintenance, management fees and sales	779	711	2,690
NOI	535	513	1,953
Same-property NOI	528	500	-
FFO (Management's method) attributed to the real estate business ⁽¹⁾	398	330	1,360
FFO (ISA's method) attributed to the real estate business ⁽²⁾	244	128	548
Change in the fair value of investment properties	177	174	1,481
Net profit, including minority interests	352	330	1,792
Net profit, attributable to the shareholders	352	330	1,797
Comprehensive income, attributable to the shareholders	573	207	1,965

For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report. (2) For FFO calculated according to the ISA's method, see slide 43.

BALANCE SHEET / DATA SUMMARY (NIS IN MILLIONS)



	Consolidated 30 September 2023	Consolidated December 31, 2022
Cash, securities and deposits	1,299	3,408
Gross financial debt	20,551	19,329
Net financial debt ⁽¹⁾	19,252	15,921
Net financial debt to assets	38%	33%
Financial assets (mainly Bank Leumi shares)	1,108	1,030
Fair value of investment properties and properties under construction	43,514	39,380
Equity (excluding minority interests)	22,785	22,073
Equity to assets	44%	46%
Total assets	51,242	48,474
Equity per share (NIS)	187.9	182.0
EPRA NRV per share (NIS) ⁽²⁾	228	221

Excluding financial assets (Bank Leumi shares). (2) Excluding the full expected profit component for the projects in development.

AVERAGE CAP RATE AND FFO / INCOME-PRODUCING REAL ESTATE BUSINESS



Weighted average cap rate - 6.83%

NIS in millions	
Total investment properties, as of 30 September 2023	43,647
Net of the value attributed to land reserves, properties under construction, senior housing and data centers	(13,240)
Total income-producing properties	30,407
Actual NOI Q3/2023 ⁽¹⁾	484
Addition to future quarterly NOI	35
Total standardized NOI Q3/2023	519
Proforma annual NOI	2,077
Weighted cap rate derived from income-producing investment properties, including vacant space	6.83%

FFO ⁽²⁾ (Management's method) for Q3 2023 attributed to the real estate business - NIS 398 million

NIS in millions	Q3 2023
NOI	535
G&A, sales and marketing	(66)
Depreciation and amortization	5
EBITDA	474
Net financing expenses	(206)
Current tax payments	(24)
FFO (ISA's method)	244
Linkage and exchange rate differentials for assets and liabilities (net of tax effect)	136
Cash flow from incoming resident deposits net of outgoing resident deposits	32
Net of income from forfeiture of resident deposits	(14)
FFO (Management's method)	398

(1) Excluding senior housing (the weighted cap rate of the senior housing segment as of the report date is 8.25%) and excluding the data centers and rental housing. | (2) For details with respect to the FFO calculation, see Section 2.7 of the Board of Directors' Report

RECAP / LEADERSHIP, INNOVATION AND STRENGTH



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



Exceptional financial soundness and strength



The Company's operations are predominantly in Israel

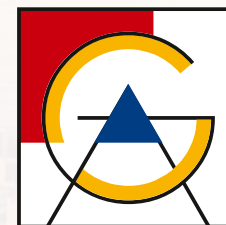


Consistent high occupancy rate over time

SIGNIFICANT GROWTH DRIVERS:

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





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THANK YOU
