

Azrieli Group



Attached is an informative presentation of the Company (in the English language) in the Data Centers operating segment, which will be presented as part of a conference for analysts expected to take place on 14 February 2024 (the "Presentation").

The Presentation does not constitute an offer to invest in or purchase securities of Azrieli Group Ltd. (the "Company") and in particular does not constitute a "Public Offering", as this term is defined in the Securities Law, 5728-1968 (the "Law"). The information included in the Presentation is a summary only, does not exhaust all of the information about the Company and its business (and in the Data Centers in particular), does not include all of the information that may be relevant for adopting any resolution regarding investment in the Company's securities, and is not a substitute for inspection of the Company's reports. It should be taken into account that past data in respect of Data Centers in general, and of the Company's operations in this segment in particular, does not necessarily indicate future performance. Some of the images shown in the Presentation are simulations and some of them may include design and/or other changes, and should not be relied upon.

The Presentation may include information that is presented in a manner that is different than the manner in which it was presented in the Company's reports, such that the Presentation may include information and data presented in a manner and/or form of processing and/or editing and/or segmentation different than the presentation in the Company's reports. Part of the information and data contained in the Presentation is based on information as it is known to the Company as of the date of preparation of the Presentation, including data released by entities external to the Company, the content of which has not been independently checked by the Company. The Company is not obligated to update or change the information and data included in the Presentation so as to reflect events and/or circumstances that will occur after the date of release thereof.

The information included on pages 6, 11, 15, 21, 22, 31, 33, 39, 49, 56, 64, and 65 of the file, regarding the company potential ownership in GM and GM's percentage of the company's portfolio, future scope of activities, future costs, GM revenues, future energy production in Norway and future growth of GM, is considered forward-looking information, as this term is defined in the Law, based on current forecasts, estimates and assessments of the Company's management as of the date of preparation of the Presentation, which is based, *inter alia*, on the Company's experience in its Data Centers operations, and on external data and research in this segment. Although the Company believes that the above forecasts, estimates and assessments are reasonable, they are inherently uncertain. The materialization or non-materialization of the forward-looking information will be affected, *inter alia*, by risk factors characteristic of the Company's activity in Data Centers, detailed in Section 30.5 of Chapter A of the Company's 2022 periodic report, as released on 22 March 2023 (Ref. no: 2023-01-029847), the provisions in which are incorporated herein by reference, and also by other factors that cannot be estimated in advance and which are beyond the Company's control.

Internet Data Usage



Estimated amount of data created on the world wide web in one minute

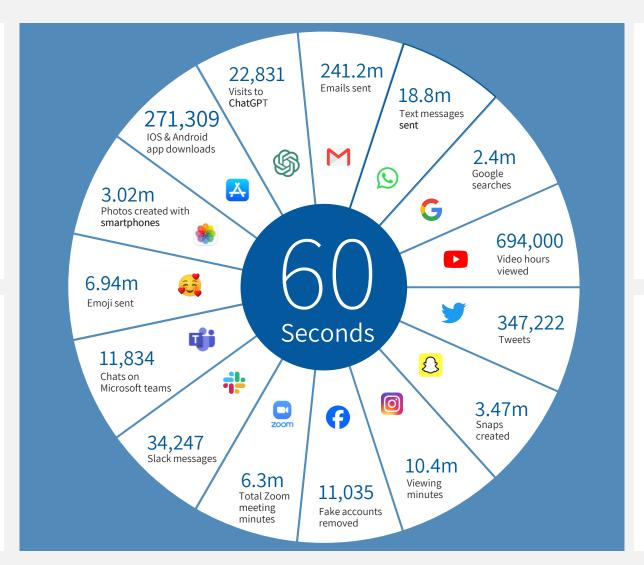


2/3
Of global population connected to the World Wide Web



83BN

IoT connections in 2024 generating 73 zettabytes of data





170

Minutes spent daily with the internet per capita worldwide

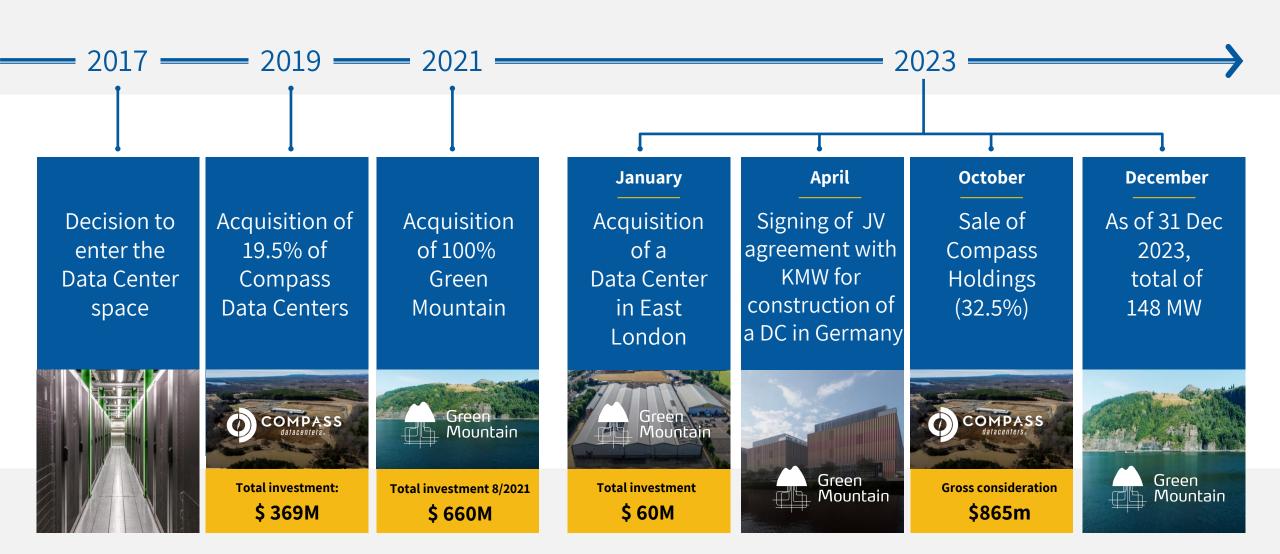


230BN

App downloads in 2021

Azrieli Group's Data Centers Development Landmark

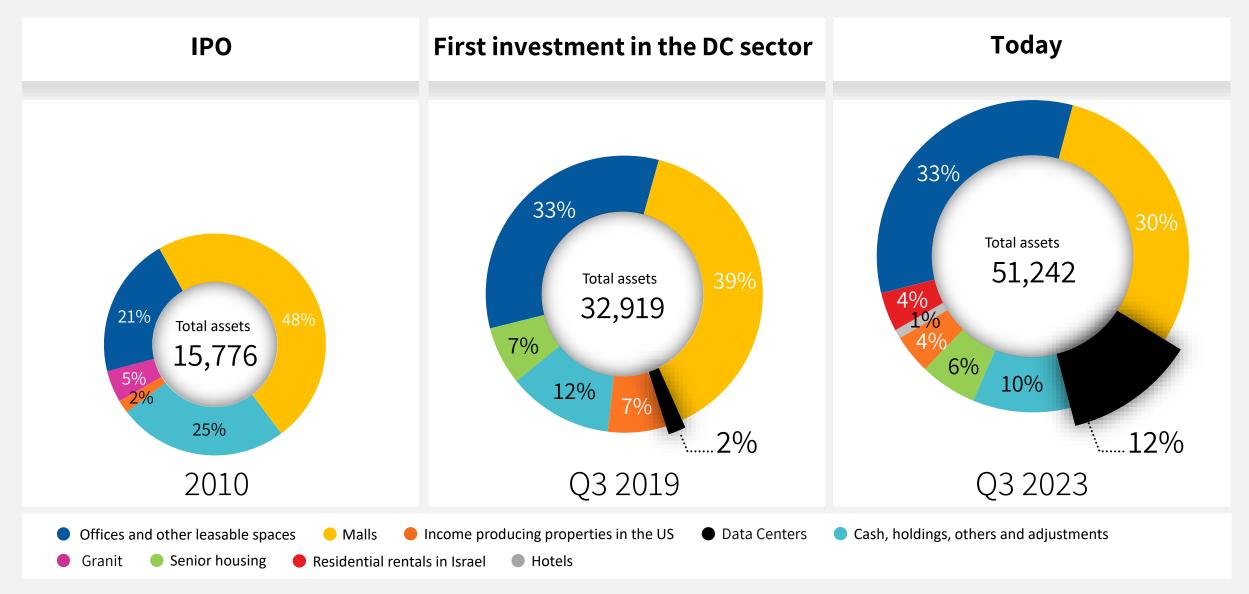




⁽¹⁾ On 4 October 2023, the Company reported on the closing of a transaction to sell its holdings in Compass. For details, see the Board of Directors Report for 30 September 2023, Section 1.2.3.8 (2) "Gross" means prior to tax and transaction expenses

Breakdown Of Properties

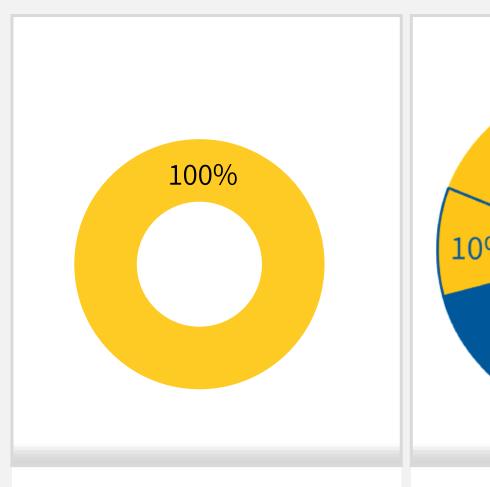


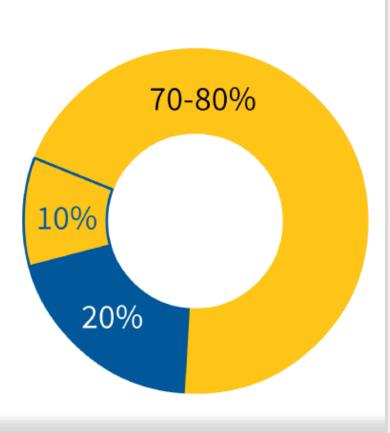


Potential Ownership Roadmap – Green Mountain



Partner/sAzrieli Group ownership





In accordance with the DC sector growth rate, the company will consider new alternatives to finance this activity.

Current

Short-Mid Term

Mid-Long Term

The assumptions taken and the examples presented in this slide are based on assessments by the Company as of the date of this presentation only, although the Company believes these forecasts, assessments and assumptions are reasonable, they are naturally uncertain and present a scenario only as an example





Breakdown of Properties, Gross Value, NIS in Millions⁽¹⁾





5 Growth Engine Parameters

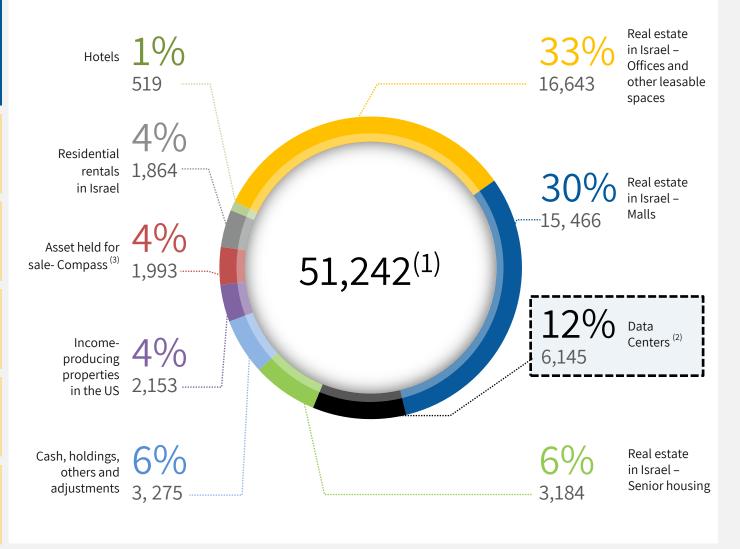
Alignment with core values

Proximity to the company's capabilities

Risk-Reward ratio

Market and growth potential

Risk hedging potential



(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.

Data Revolution



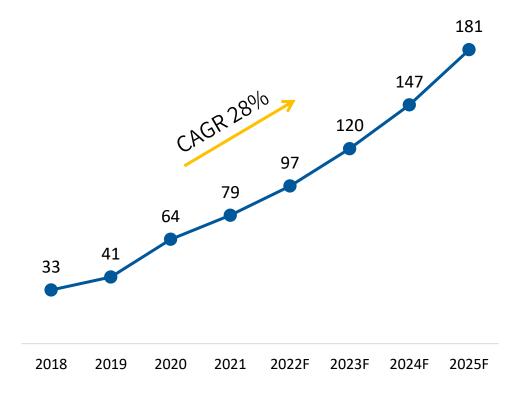


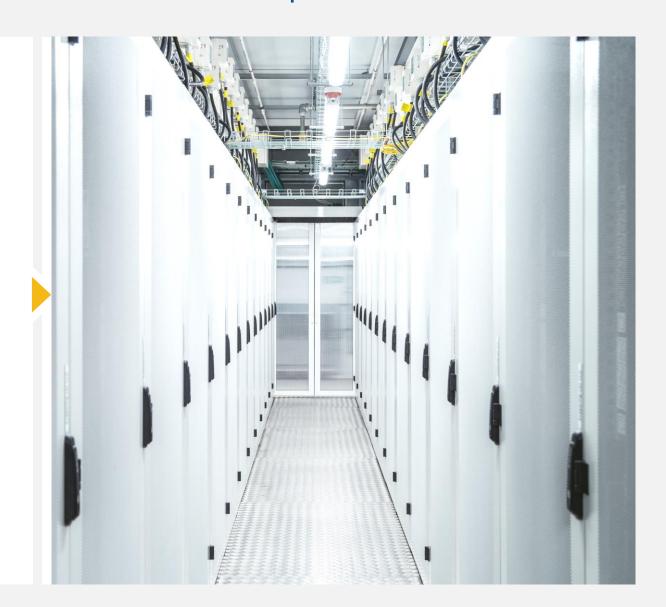


Global Data Consumption is Expected to Continue its Upward Trend



Global data consumption is increasing Global data consumption forecast (in ZB*)









We are committed to making the cloud infrastructure available everywhere. Every factory, warehouse, hospital, and retail facility will need computing where data is getting generated



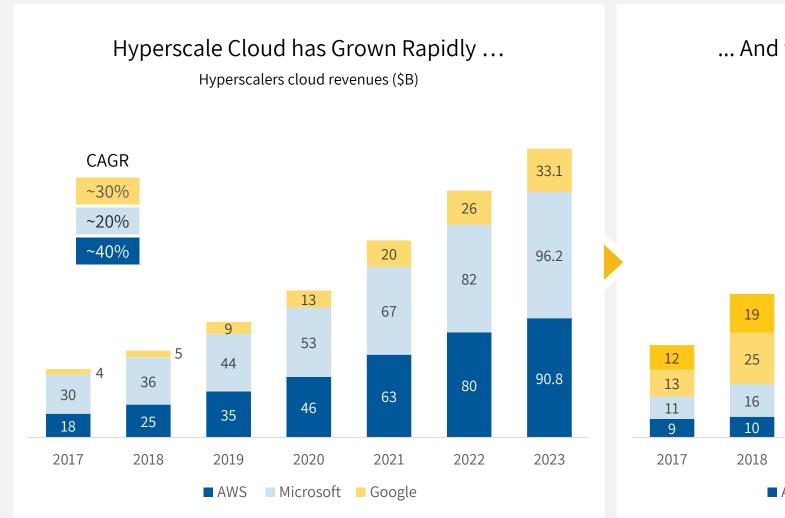


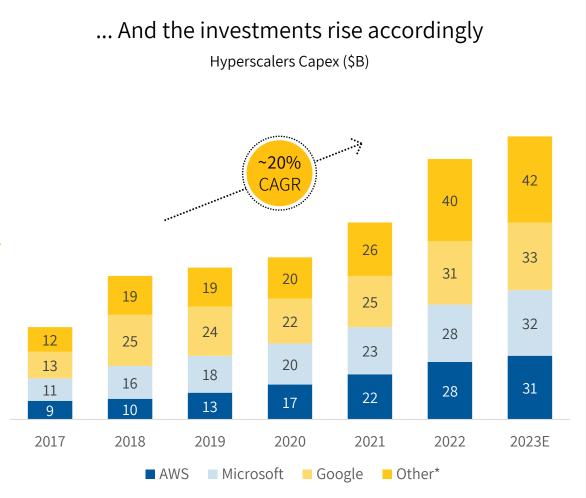


- Satya Nadella, Microsoft's Chairman and CEO

Cloud Services and the Required Infrastructure have Experienced Rapid Acceleration







Source: Bofa and financial statements

^{*} Other category includes - Meta, Oracle, IBM

Increasing Demand for AI Data Centers is Evident Across the Value Chain





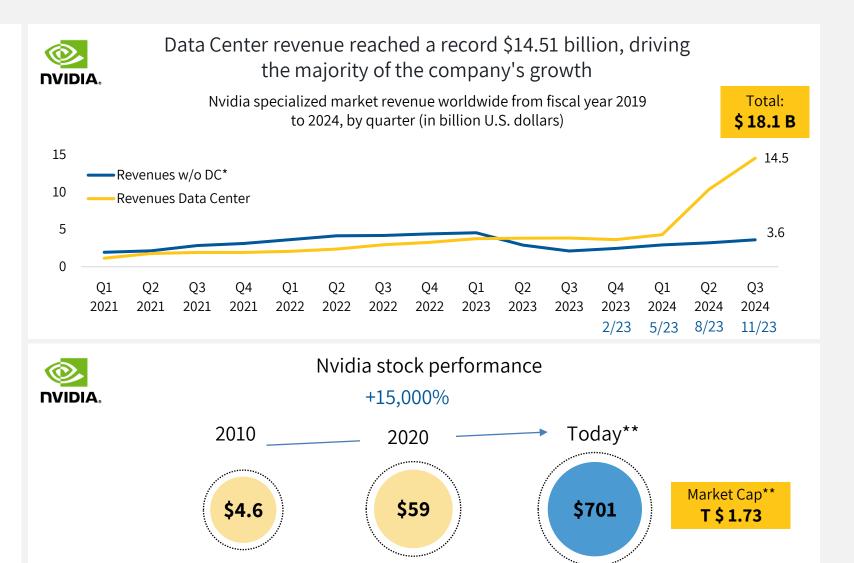
Software is eating the world,

but AI is going to eat software





Jensen Huang, Nvidia CEO



^{*} Revenue streams included: Gaming, Professional Visualization, Automotive, OEM and Other

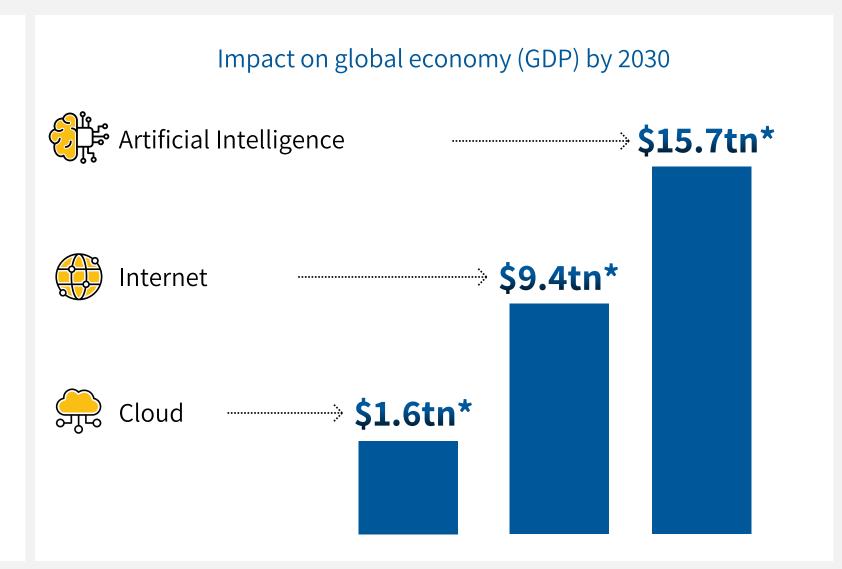
^{**} Market Cap 7.2.2024

Al is the Next Big Thing – and Coming Fast



Key themes to watch

- Alis at a **clear inflection** point
- Al is a **productivity** enhancer for all companies
- **Exponentially** in the space
- Al is being democratized, and OpenAI is leading the charge



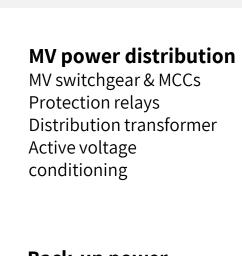
IBM Server Room





The Main Building Blocks of a Data Center





Back-up power

Diesel generators Electrification

Uninterruptible power systems

USP products Diesel generators Batteries Service contracts

Transfer switch

Security systems

Lighting system Fire protection Security alarms

LV power distribution

LV switchgear & MCCs Intelligent PDUs Active filters Data communication

Server Cabinets

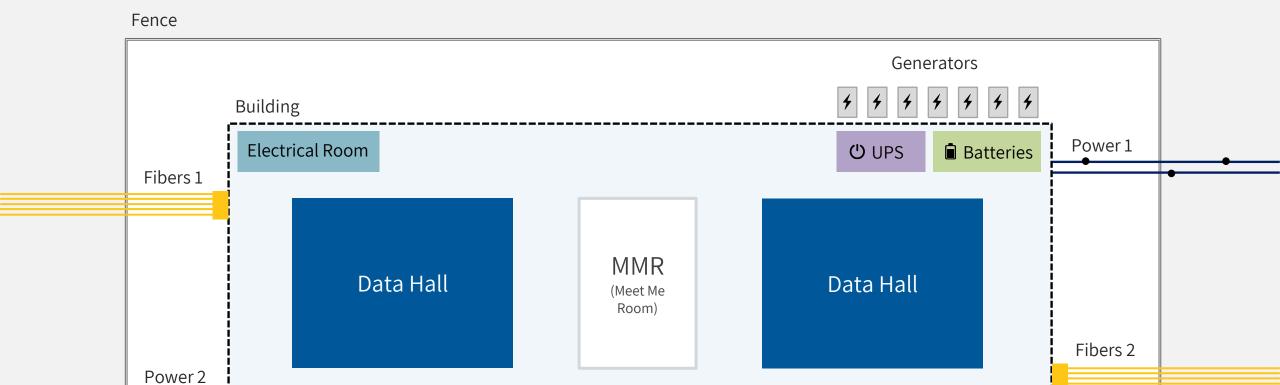
Server Rack Storage devices **PDUs** Communication cabling Lighting system

HVAC Solutions

Cooling units EFF1 electric motors Variable speed drive Components for control panels

What is a Data Center





Cooling units, pumps,

control panels

Chillers

1. Redundancy 2. Landlord vs Customer responsibilities

Cooling units, pumps,

control panels

Chillers

Data Center Unique Properties



Key Commercial Terms



Base rental rate based on power units - price per **kW** (per month)

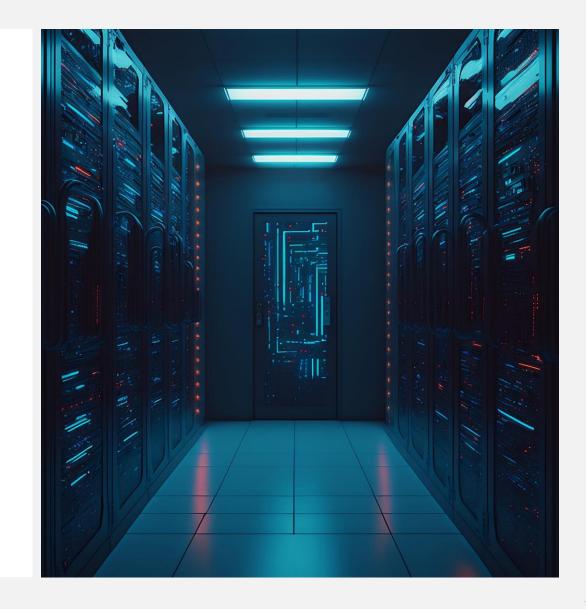


The customer pays for its entire electricity usage



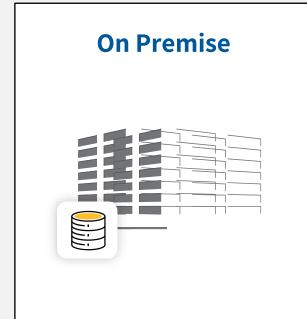
Landlord Opex:

- Security
- Engineering
- Maintenance

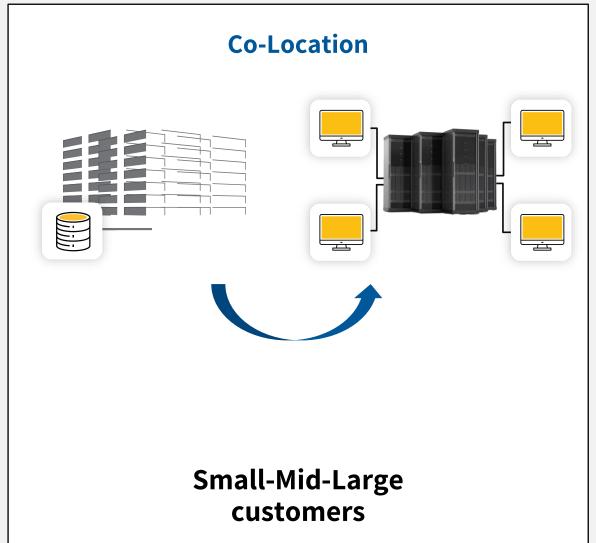


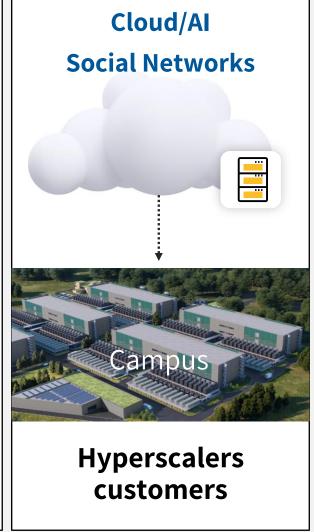
Data Center Classifications





Small customers



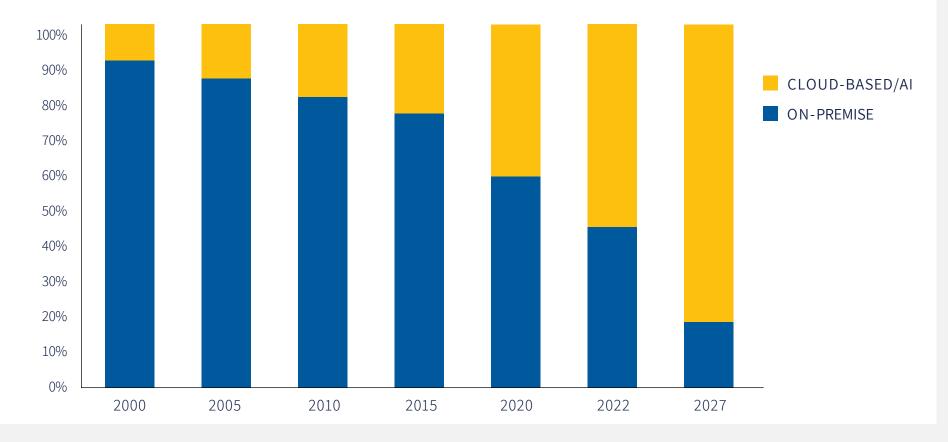


On Premise vs. Cloud Based





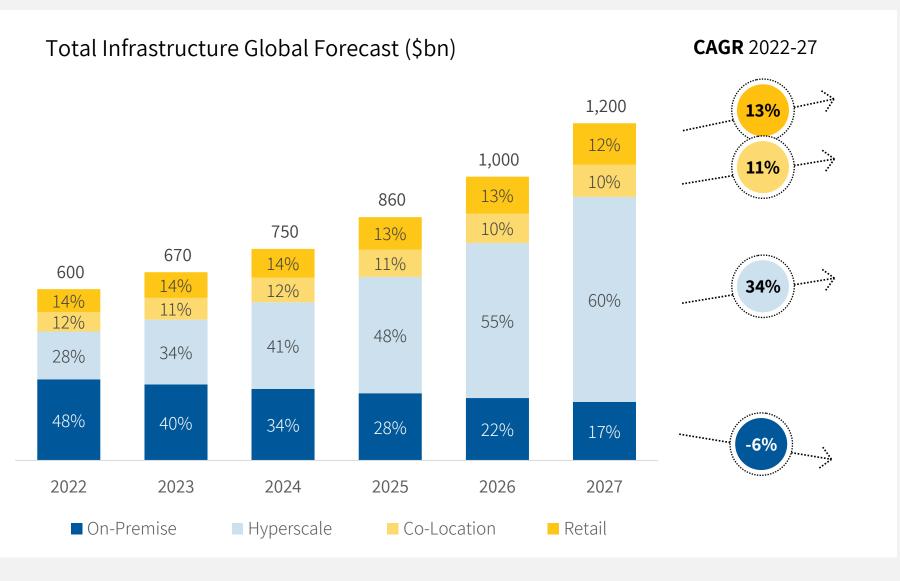
Data shows that a growing percentage of servers end up in outsourced infrastructure environments. The implication is clear: a growing footprint of IT infrastructure is being housed and managed by infrastructure service providers. The rise of public cloud and the ongoing growth in outsourced infrastructure services speaks clearly to this trend.



The Data Center Market is Anticipated to Support This Growth







Data Centers Entering Market – Key Parameters





Available Power



Redundancy Power



Green Power



Low Total Cost of Operation (TCO)



Time-to-Market



Connectivity



Accessible Location



Stability



AG Strategic Perspective - Markets with Stronger Yields & High Growth



2018-2019 upon market exploration



Agreement to Sell the Holdings in Compass⁽¹⁾



Gross consideration⁽²⁾

\$865M

NIS 3.2 bn

Net cash flow(3)

\$ 730M



Total investment

\$369M

NIS 1.28 bn

Gross NIS IRR

40% approx.

Duration: 2.6 years



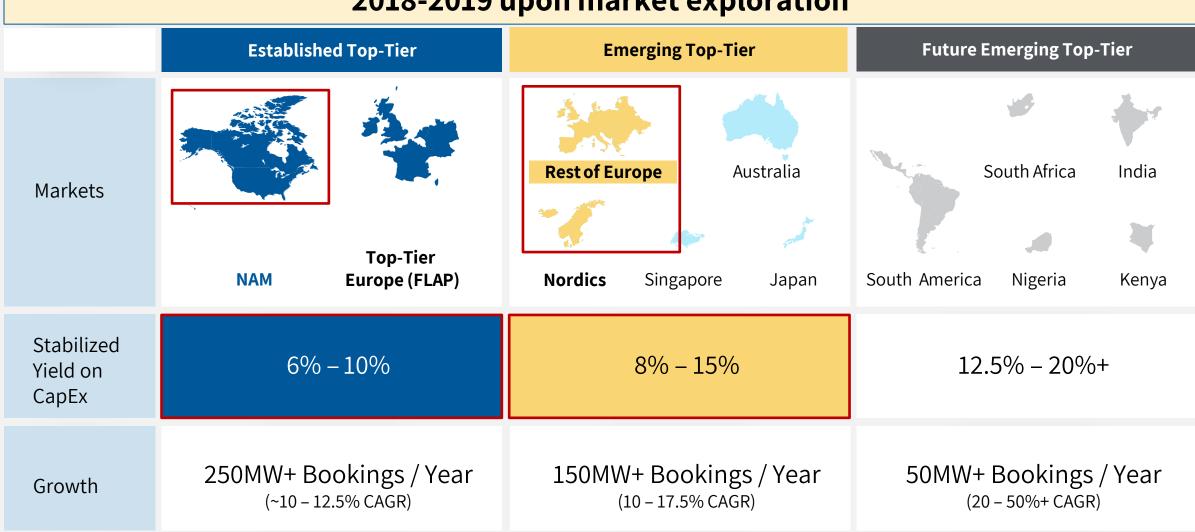
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^{(2) &}quot;Gross" means prior to tax and transaction expenses. (3) "Net" means after tax and transaction expenses (incl. hedging expenses) and after capital funds realization.

AG Strategic Perspective - Markets with Stronger Yields & High Growth



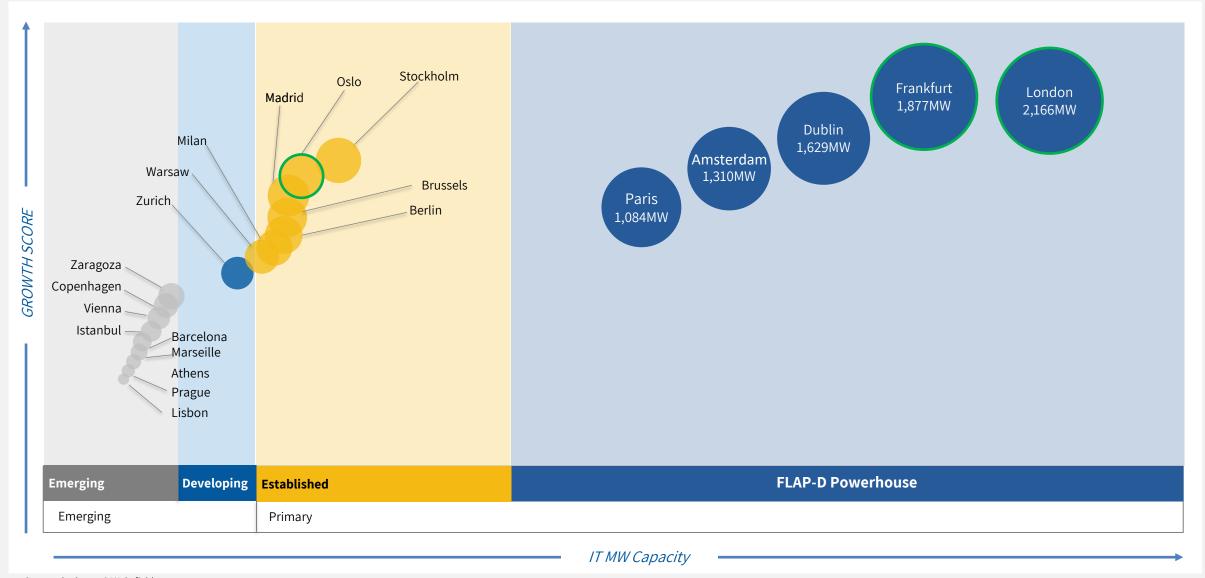
2018-2019 upon market exploration



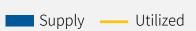
European Data Center Landscape



Maturing European market with room left for substantial growth in the near future.

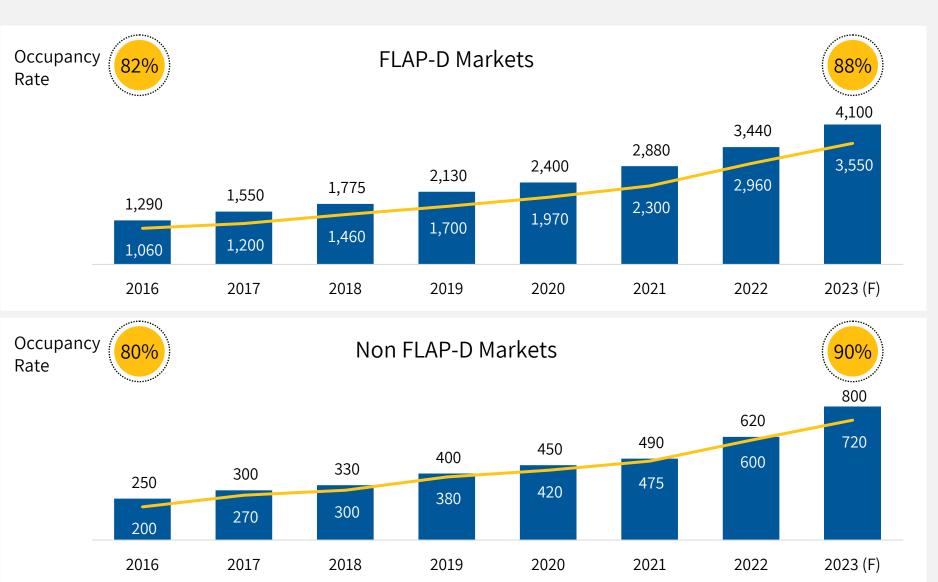


Significant Demand (MW) - FLAP-D & Non FLAP-D* Markets — Supply — Utilized









^{*} The markets included: FLAPD - Frankfurt, London, Amsterdam, Paris and Dublin, Norway, Madrid, Milan, Warsaw, Zurich, Sweden, Denmark

The Nordics are Attractive for Data Centers due to Ample



Available Electricity

A major barrier in the primary European markets is the power shortage



Frankfurt

The market faces obstacles in development due to a spike in electricity prices and a shortage of available power



London

Securing power from the grid operator is almost impossible for the next few years



Amsterdam

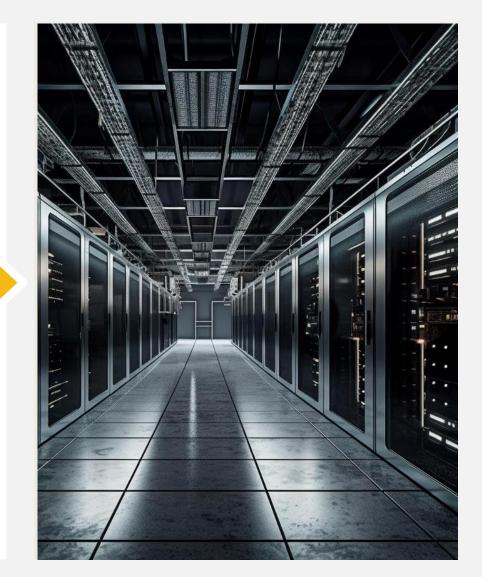
A key electricity substation in the submarket will not be upgraded for years, causing a challenge in securing power



Developing data centers in North Paris is very difficult due to a lack of suitable land and available power



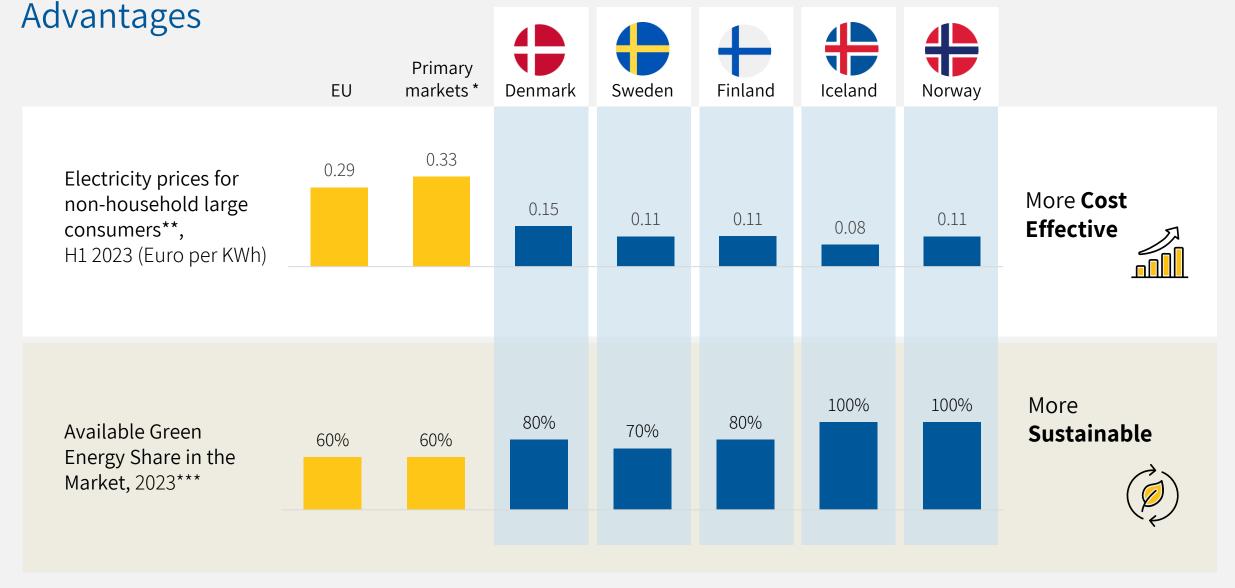
Regulatory challenges limit the ability to request power from the grid operator



Source: CBRE, Cushman & Wakefield

Nordic Data Centers Enjoy Economic and Environmental Energy





^{*} Primary markets are Germany, Netherlands, Ireland and France ** Source: Eurostat; For consumption of 500-2000 MWh yearly *** Source: Our world in data; Green energy includes both renewable and nuclear energy

Improving Fiber Connectivity and Reasonable Latency Makes the Nordics a Potential for a European DC Hub

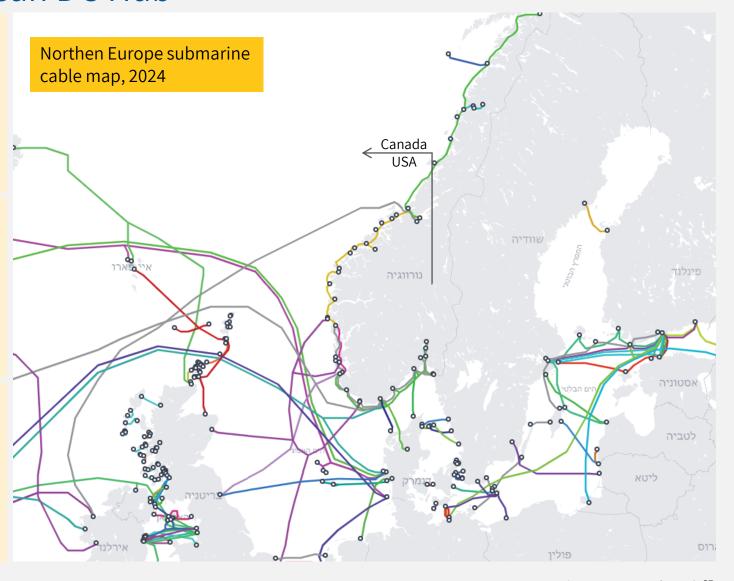


Submarine cables and optical fibers infrastructure enables connectivity to major European markets and intercontinental links to North America

Relatively low latency

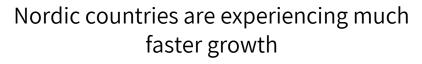
to Northen Europe allows the Nordics to host European workloads

The submarine cable infrastructure **expanded** significantly in the last five years, with cables to locations such as the UK and US, and planned cables to Northern Europe, Canada, and Japan

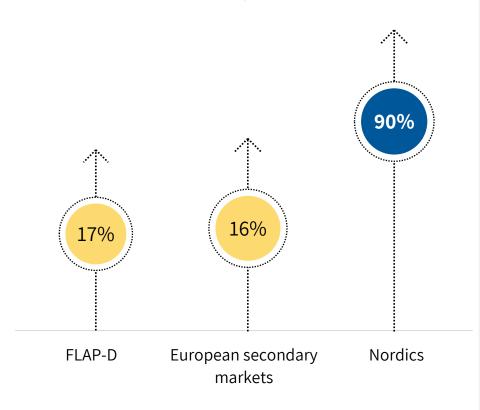


The Nordic Region Holds Enormous Potential for Additional Growth





MW inventory YoY growth, 2022-2023



Hyperscalers with Nordic activity:



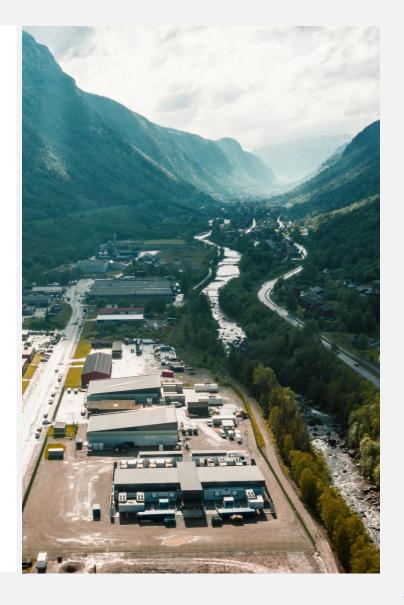










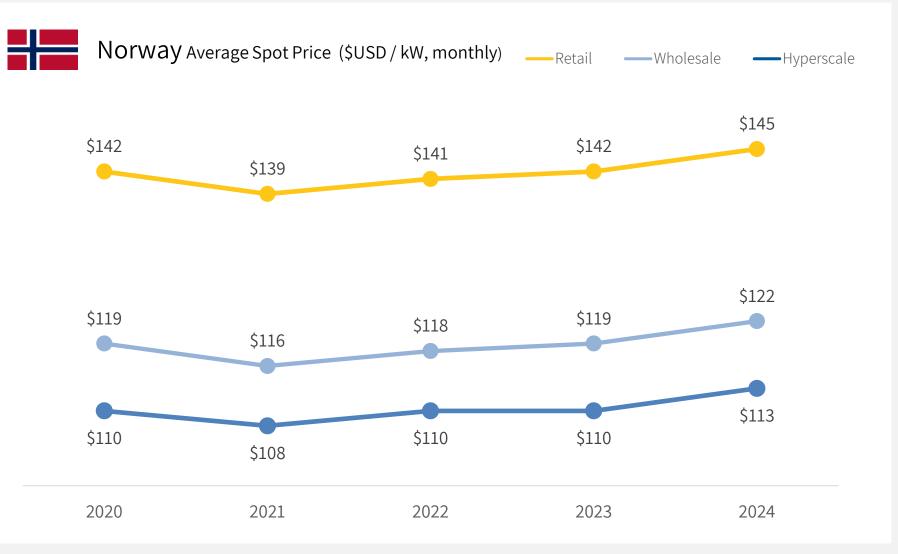


Source: CBRE research; FLAP-D includes Frankfurt, London, Amsterdam, Paris and Dublin, Secondary market category includes Berlin, Madrid, Milan, Munich, Warsaw, Vienna and Zurich

Data Center Pricing Trends





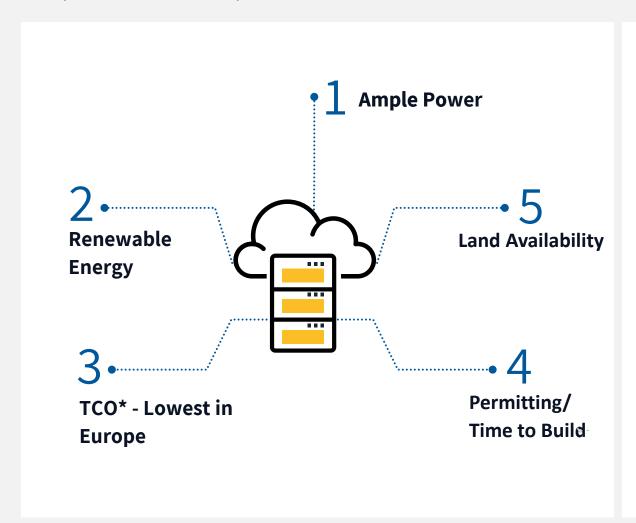


Source: EY-Parthenon Data Center Demand Model, EY-Parthenon Market Interviews, EY-Parthenon Macroeconomic Update, IMF, JLL, CBRE, NADC, Dec 2022 Main European markets: Frankfurt, London, Paris, Madrid, Milan, Warsaw, Luxembourg, Norway, Sweden, Denmark

Nordic Market Dynamics - Decentralization of Hyperscalers' Footprint



The Nordics attract Hyperscalers due to their low-cost position, abundance of renewable energy, and relatively stable power costs compared to other European markets.







Green Mountain is Perfectly Positioned to Seize this Growth Opportunity





Experienced Leadership

Specialized in leading large-scale Nordic projects, with integrated sales and execution teams



Management team with deep knowledge and extensive industry experience demonstrating solid track record



Great Product

Proven operational excellence in Tier-3 standards and cutting-edge energy efficiency facilities



Time to market of 6-18 months to operations PUE of 1.08-1.2 across all DC 100% renewable energy and heat reuse



Excellent Relationships

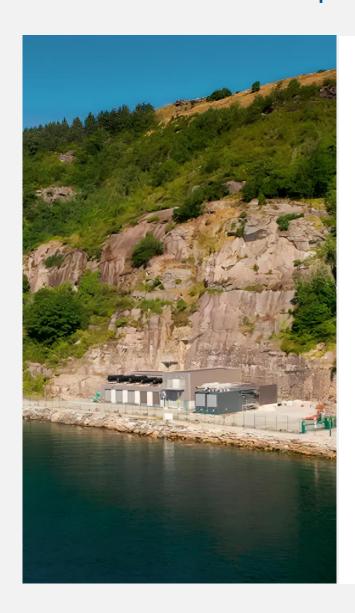
Stable customer base with variety of Hyperscalers and multinational enterprises, ensuring long-term stability



~85% international customers (by MW) Various industry: Cloud providers, Automotive, Banking and Financial services etc.

Green Mountain Capacity





Green Mountain Contracted MW, 2017-2023



Global Data Center Operations - Green Mountain





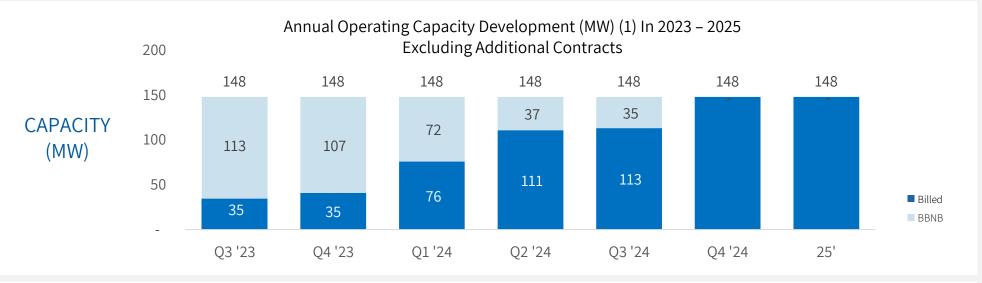
Significant development since Green Mountain acquisition (Q3-2021)

		Acquisition–July 2	021	September 2023	Change
	Active countries	1		3	Х3
	No. of Sites	3		6	X2
-	Contracted MW	24		148	X6
	Contracted NOI (NIS in million)	84		502	X6

Contracted MW & NOI - Green Mountain Q3-2023









(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.

Generic 30MW Deal (1/3)



Key Commercial Terms

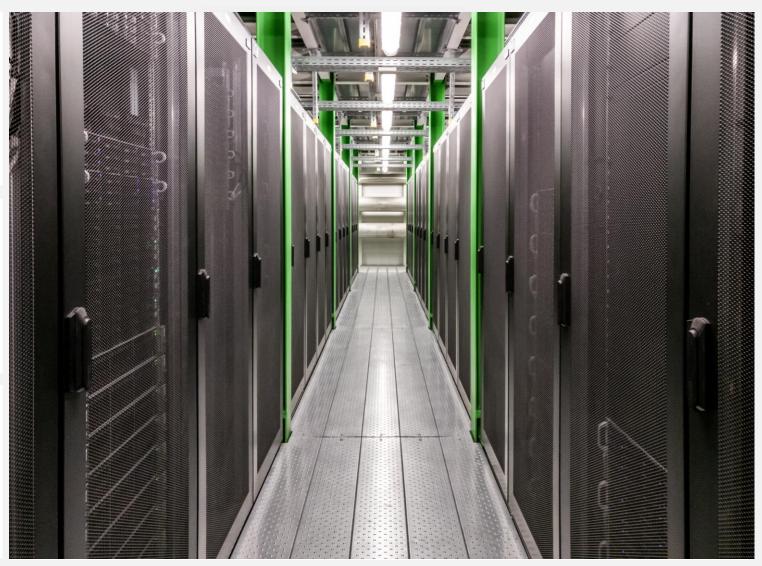
- 30 MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate



(1)The assumptions taken and the examples presented in this slide are based on assessments by the Company as of the date of this presentation only, based on, among other things, the Company's experience in its DC business, information provided by external consultants in this field and publicly-available market information.

Generic 30MW Deal (2/3)



Key Commercial Terms

- 30 MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate

Financials	(USD)



Capacity	30 MW
Capex per MW	\$8.8M
Total Capex / investment	\$264M
Equity (30%)	\$79.2M
Loan (70%)	\$184.8M
Average Annual NOI	\$32.4M
Cap rate	6.5%
Total Assests	\$498M
Net debt-to-net BS	37%
Net debt-to-FFO	8.5

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Generic 10-30-100MW Deals (3/3)



Key Commercial Terms

- 30 MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate

Finar	ncials	(USD)
		, <i>,</i>



Capacity	10MW	30MW	100MW
Average Annual NOI	\$10.4M	\$32.4M	\$113.4M
Average Annual FFO	\$6.8M	\$21.8M	\$79.2M
Net debt-to-net BS	39%	37%	34%
Net debt-to-FFO	9.3	8.5	7.5
YoC	11.5%	12.3%	13.3%
Multiple on Invested Capital	3.6	4.0	4.5
IRR	21.0%	22.9%	25.7%

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Growth Engine / Strategic Analysis



Shareholder value creation

ESG





Development

expertise

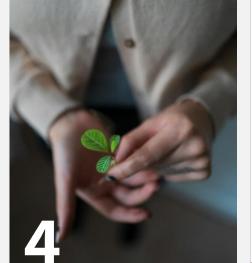
Income-producing

real estate

Skin in the game **Customer solvency**



YoC > 10%



Growth in: Data consumption **Cloud services** ΑI

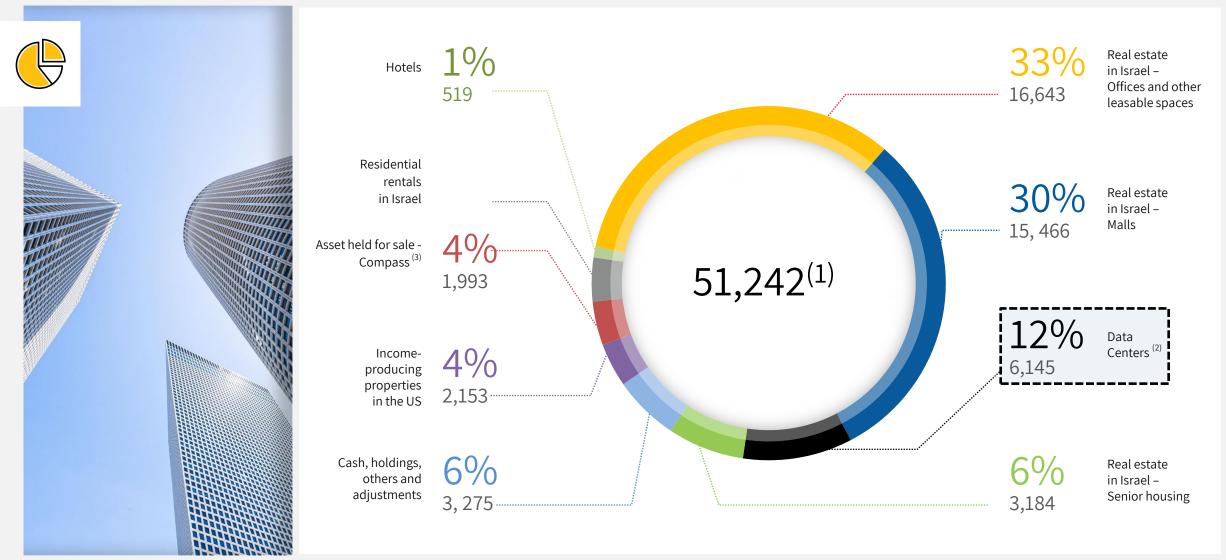
Billion \$ market

Global presence Foreign exchange Long lease term



Breakdown of Properties, Gross Value, NIS in Millions⁽¹⁾





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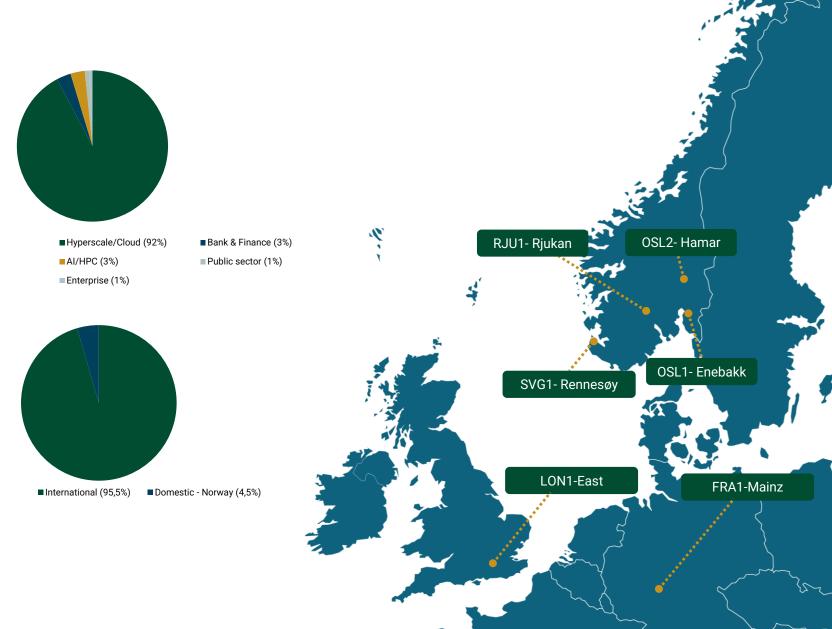






Green Mountain

- Financially secure
- World-Class Efficiency
- 100% renewable energy
- Superb client satisfaction
- இ் Operational Excellence with 100% uptime
- Lowest cost of power in Europe
- Uptime Tier III, ISO9001, 14001,27001, ISAE 3000 Type II & PCI-DSS
- People and value focused with great employee satisfaction





Green Mountain delivers on all key drivers





Sustainability

Every click improves the future.

Setting the green standard.

Transparency and reporting.



Time-to-market

Time to market is decreasing.

Hard to plan capacity.

Always thinking to small, reality is bigger.



Scale

Not what you have, but what you have the ability to provide.

Always next step forward.



Credibility

Proven capability to deliver.

Do what you say.

Flexibility to adapt and change.



Cost

Cost optimal solutions.

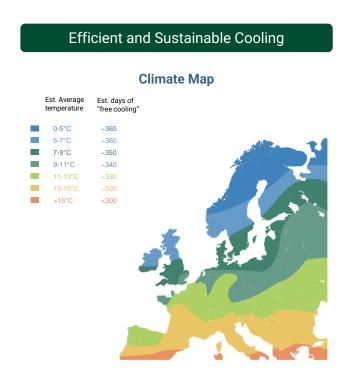
Always look at continuous improvement.

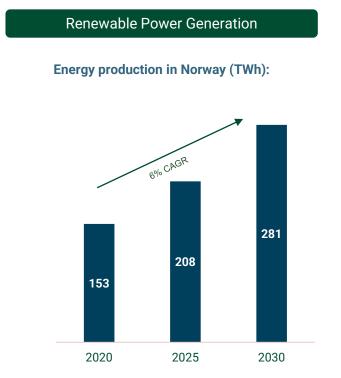
Easy and flexible financial models.

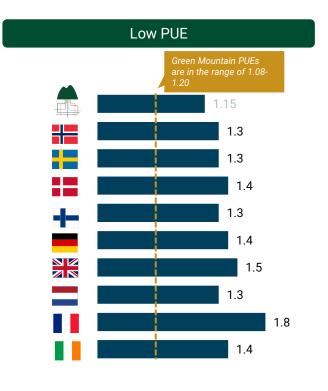


Norway is the clear leader in ESG compliance

Norway is ranked the world's most sustainable country in terms of environmental, social and governance compliance (1)



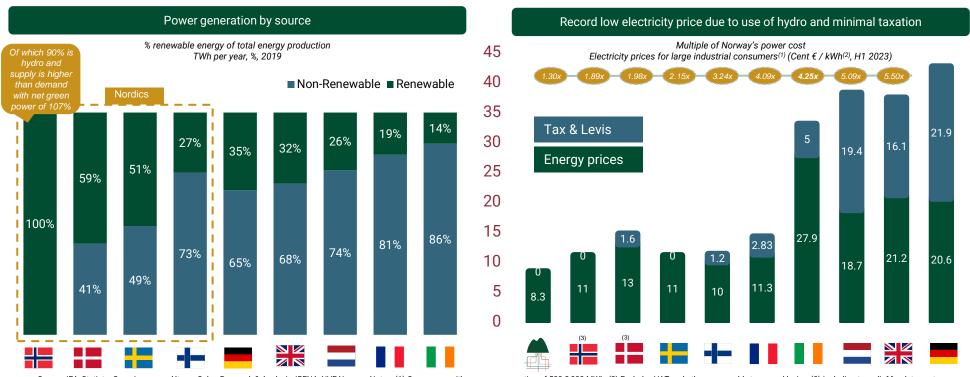






Lowest cost of green and renewable power

Almost all of Norway's power is derived from the cheapest source of power, hydro. Combined with low energy taxes and levies, this drives the lowest cost of power in Europe.





Full circular approach opportunities

A sustainable approach to building new sites with focus on:

- Energy efficiency and certified renewable power.
- Using the large amounts of waste heat data centers generate in a symbiosis between different industries, where they use each other's residual waste.
- Aim is to reduce and eventually eliminate the total CO2-emissions to the benefit of the businesses, society, and the environment.
- Applying for BREEAM certification of buildings.

Low European Latency

- Close to all major European markets
- Ability to meet 54 % of all European businesses in under 20 ms round trip
- Can support >90 % of all typical client workloads in Europe

Workload	Latency Requirement	Fit
High Performance Computing	2sec+	✓
Content Delivery Network	2sec+	✓
CCTV + Analysis	~1-2sec	1
IoT Data Aggregation	~100-1000ms	✓
Imaging (e.g. Healthcare)	2sec +	✓
Backup and recovery	2sec+	1
Cloud based application use	~20-50ms	✓
Cloud Gaming	~1-10ms	×
Financial Trading Tools	<1ms	*





Future proofing our datacenters















Green Mountain datacenters leads the industry in building future ready facilities



Flexible



High Quality and maintenance



Low industry capex and opex



Sustainably certified



Scale



Certifications and awards





























A broad client base secures growth and success

Hyperscale, Cloud & Al Providers

International enterprises

Domestic

3 of 5 leading hyperscale providers as clients

"all" traditional service providers as clients

90+ % of GM revenue is in this segment

4 of the leading automotive companies as clients

Strong client base in finance sector both in the UK and Norway

Strong public sector client success

National recognition

Local government support



Datacenter market is booming



The datacenter industry estimated to triple towards 2030



All regions will grow, Tier II markets more

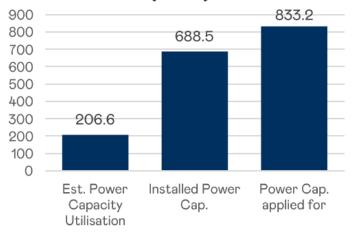


Norway/Nordics current see more than 10 % of all datacenter requests in the market



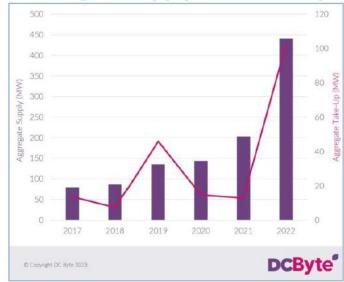
Strong support by regulators to build a datacenter industry in Norway

Installed Power and Utilisation (MW)



Source: Norsk Datasenterindustri

Norwegian Supply and Take-Up



Source: DC Byte



What is a data center?

Processing Storage High Performance Computing (HPC) Machine Learning/Al

Connectivity Electricity Redundancy

The building blocks of a data center:



Electrical



Mechanical



Cooling



Security



Automation



Data Halls

Fire protection





Fiber Connectivity



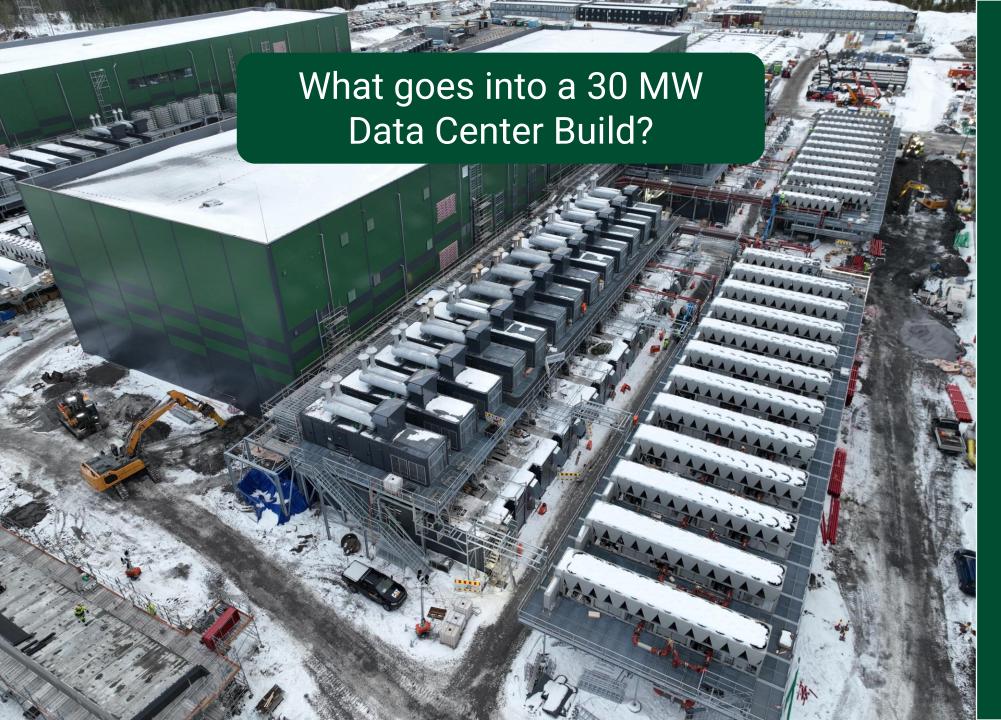


Green Mountain Responsibilities:

- Site selection and acquisition
- · Site masterplan
- Zoning
- Legislation and compliance
- Design & build quality
- Operation and maintenance
- 100% on SLA (Service Level Agreement)
 power, temperature, humidity, security
- Redundancy, concurrent maintainability
- Security of site
- Service Management

Clients' Responsibilities:

- Racks
- Servers
- Operation of IT-services (e.g. cloud, AI)



Data Halls

• 12800 sqm, 3 floors

Electrical - 100% power availability

- 6 x 45 MVA transformers,
- 26 MV transformer (to LV)
- 100 km LV cabling
- 26 generators
- 52 UPS w/6 minutes battery time

Mechanical – temperature and humidity control

- 12 pump rooms
- 24 pumps & heat exhangers
- 22 chillers
- 108 fanwalls
- 20 CRAH units

Fire Protection

- Detection systems (VESDA and alarm systems)
- Supression systems (gas)

Security - 100% security control

- 200 CCTV cameras & 270 access card readers
- Fences and gates
- Redundant video recording platform

Automation

- 12 500 sensors
- 300 000 signals collected

Fiber connectivity

 Redundant and concurrent maintenable fibre paths – internally and externally (connecting the site to the internet)

IT platform

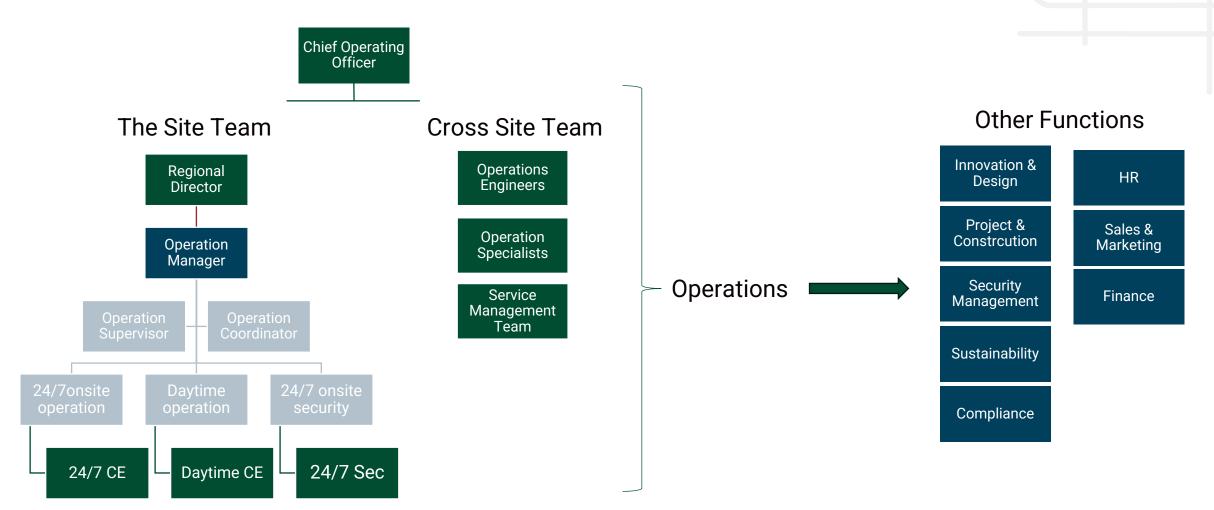
 4 physical servers, 50 virtual servers, 100 switches, 100 Wifi AP

Rack Infrastructure

 2904 rack, , 5808 tap off, 35 000-100 000 servers



The Green Mountain Operations Team





Summary and highlights



Data center industry and Green Mountain is rapidly growing.



Capital intensive – complex technical infrastructure that require 100 % uptime.



World-class operational excellence, Norway's low cost of power and energy efficiency drives industry leading low operational cost.



Great long-term value creation, triple bottom-line (employment, environment and value creation).



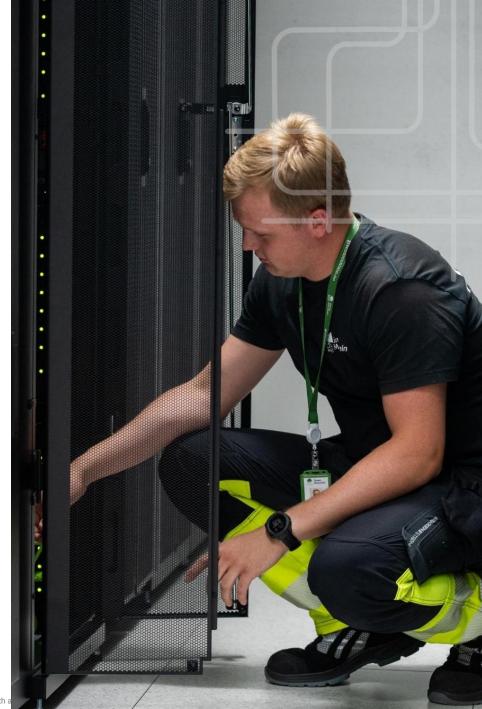
Data centers are essential to secure the green shift.

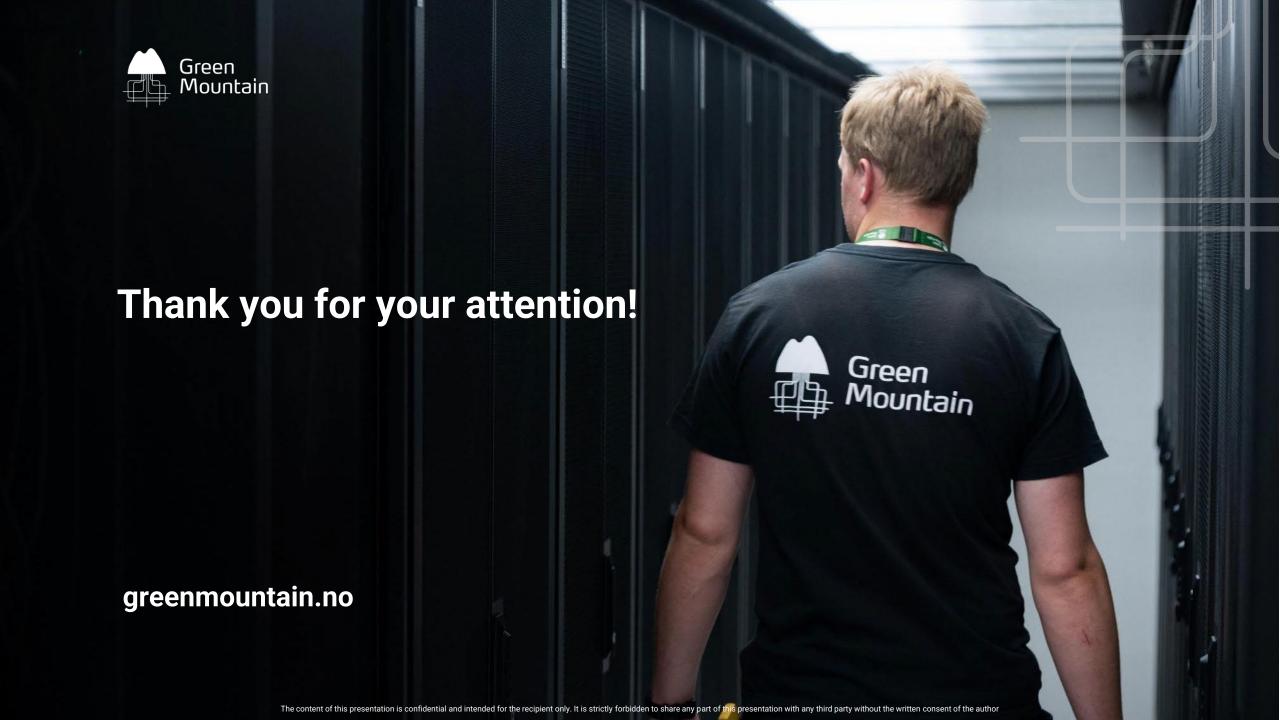


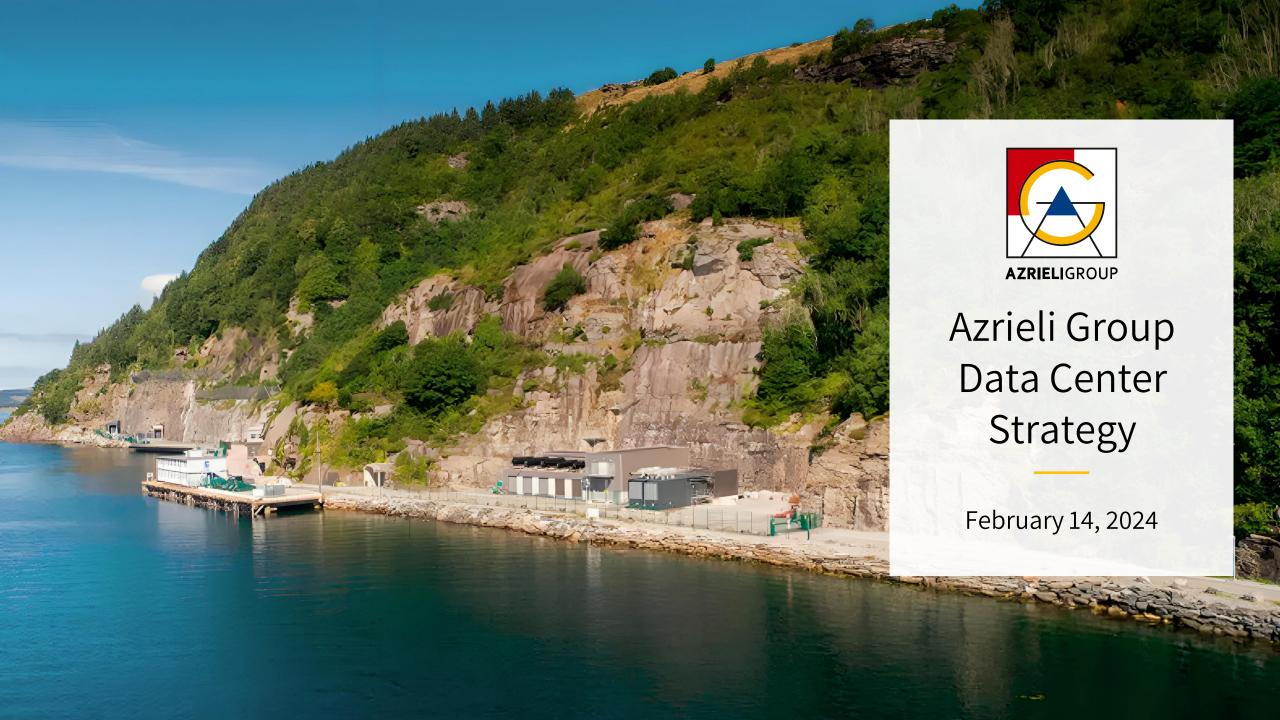
An industry strongly supported by the Norwegian regulators.



Recognized leader in the industry – #settingthegreenstandard.

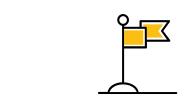






Focus for the Near future in the Nordics, with an Eye to Northen Europe





2 years

Strengthen presence in the Nordics



5 years

Enhance Northern Europe operations



Long-term

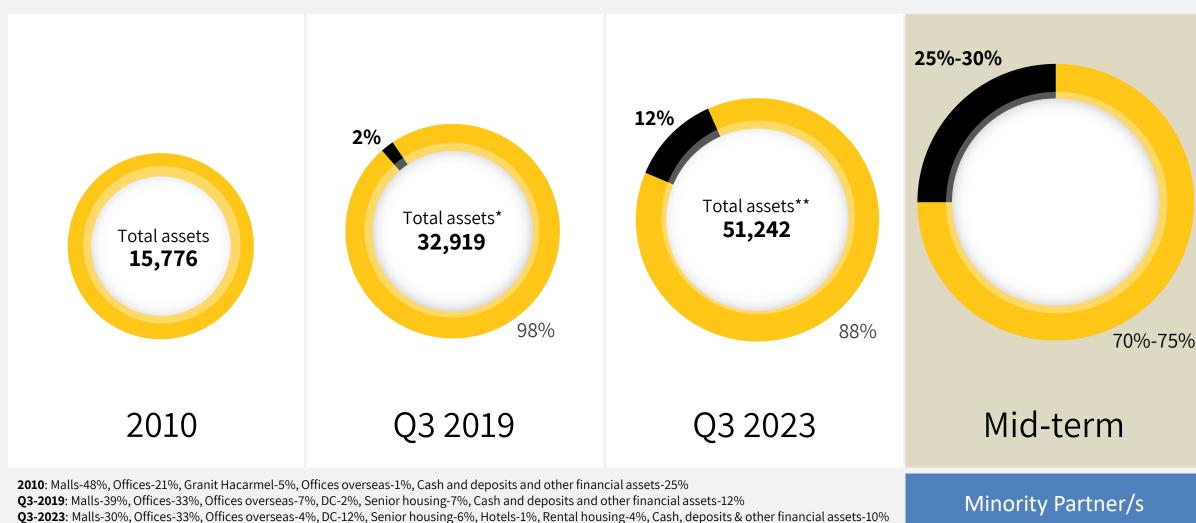
Possible expansion to other parts of Europe



Breakdown of Properties - Azrieli Group



DCOther segments



^{*}As of 30 September 2019

^{**}Consolidated, as of 30 September 2023. for details, see section 1.2.1 in the financial statements

