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# THIRD QUARTER OF 2021



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Properties & Investments Ltd

### Alony Hetz General Notes to the Presentation



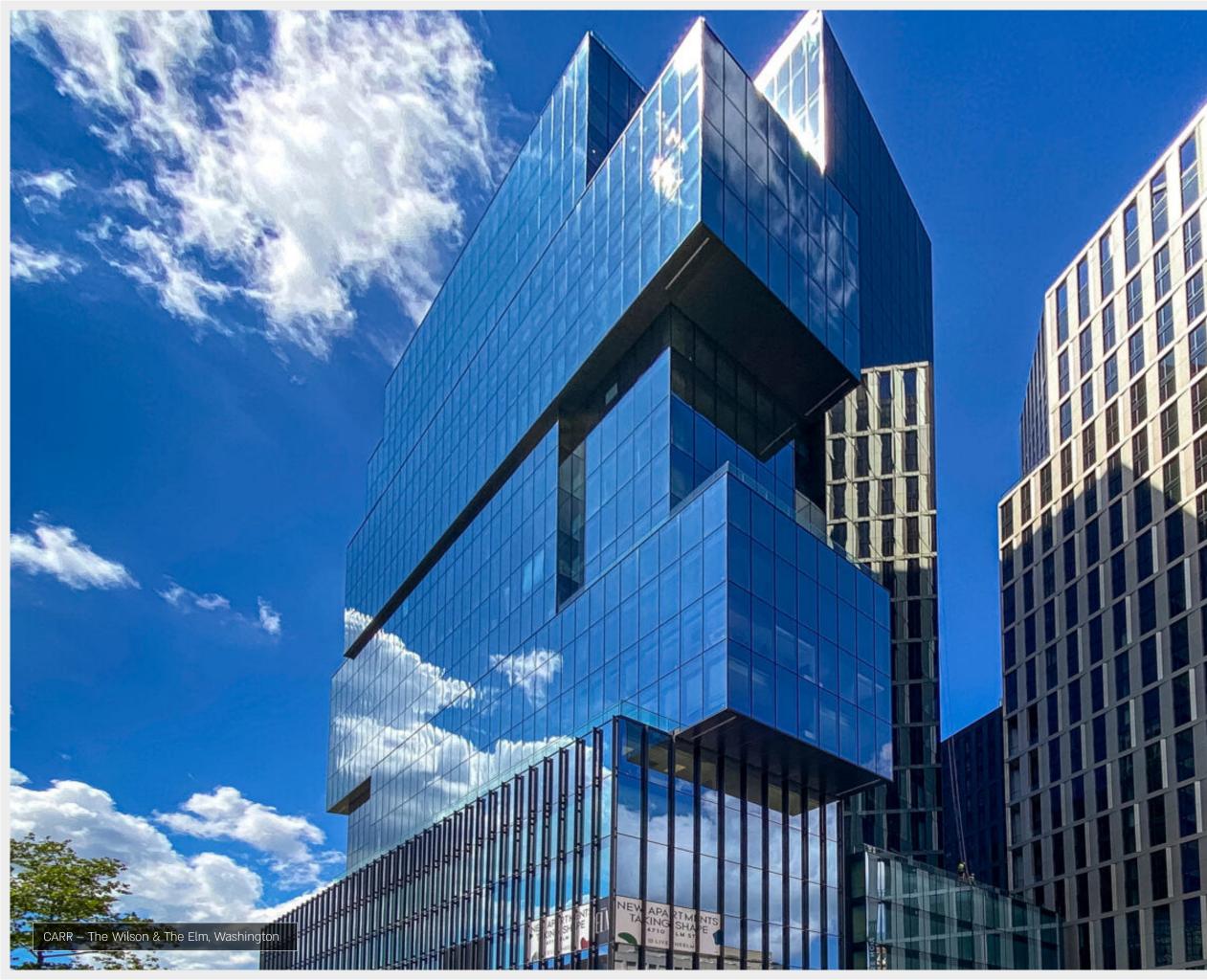
- from that provided in this presentation.

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Forecasts, assessments, estimates, data related to future events, whose materialization is not certain and is not under the control of the Company and its investees, macroeconomic forecasts, the influences of the deep global economic recession resulting from the COVID pandemic, development of trends in the real estate and energy markets, changes in rental prices and occupancy, changes in electricity prices and the quantity produced, revenue forecasts, calculations of NOI and FFO forecasts, dividends forecast for 2021, the initiation and construction of projects, including projects in the energy field (expected timetables, construction costs, data related to expected connection of plants to the electricity grids and future revenues), are forwardlooking information, as defined in Section 32A of the Securities Law (1968), and such information is based solely on the subjective assessment of the Company, which was conducted in good faith, based on past experience and the professional know-how aggregated by the Company, based on facts and data related to the current state of the businesses of the Company and its investees, and on facts and macroeconomic data gathered by the Company from other sources, all as known to the Company when this presentation was prepared ("forward-looking information").

The materialization or non-materialization of the forward-looking information will be impacted, inter alia, by risk factors that characterize the operations of the Company and its investees, and by developments in the economic and geopolitical environment (globally in general and in Israel in particular), and therefore, the Company's operating results could differ significantly

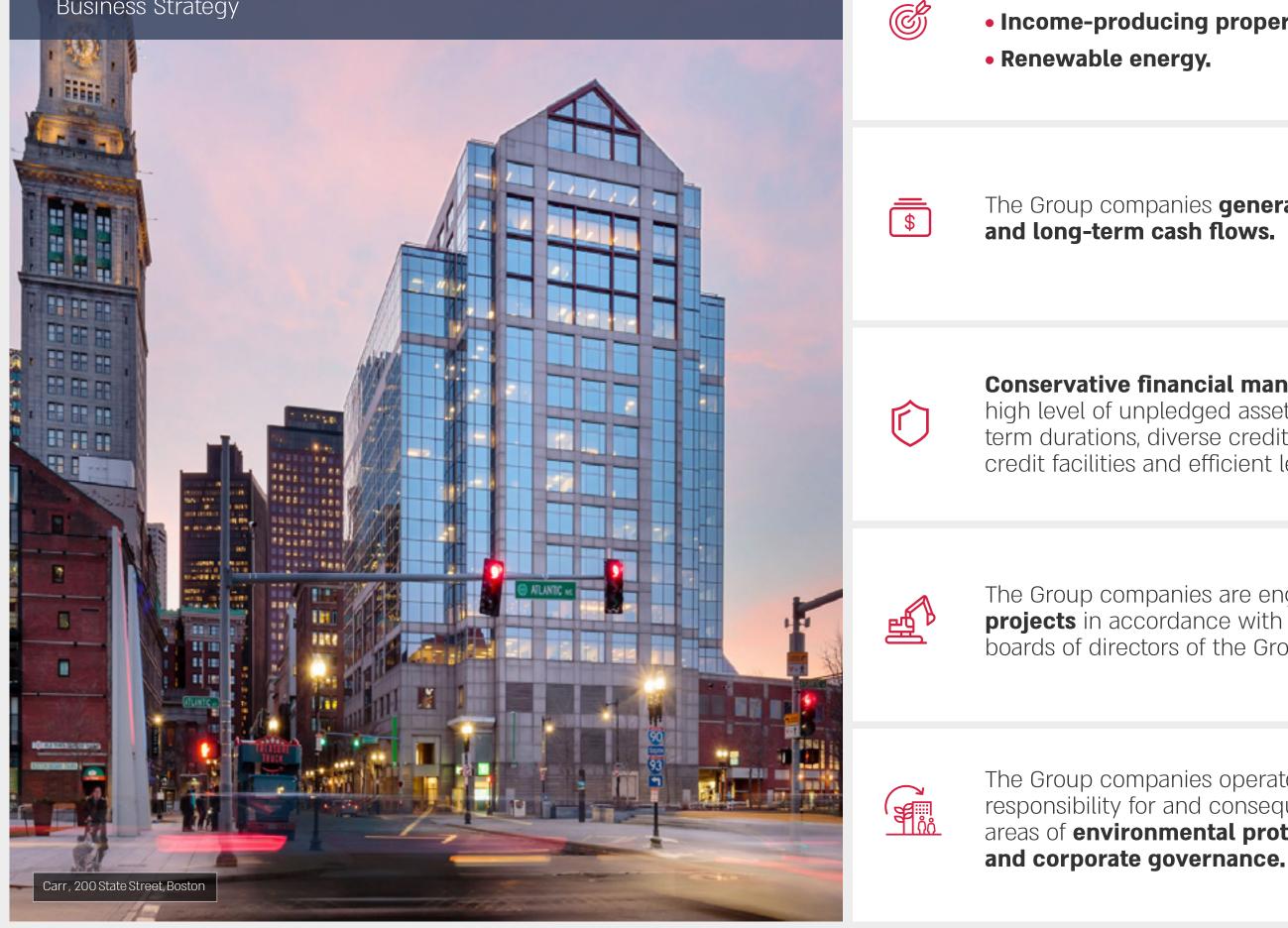


# AlonyHetz

Properties & Investments Ltd

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Alony Hetz Business Strategy



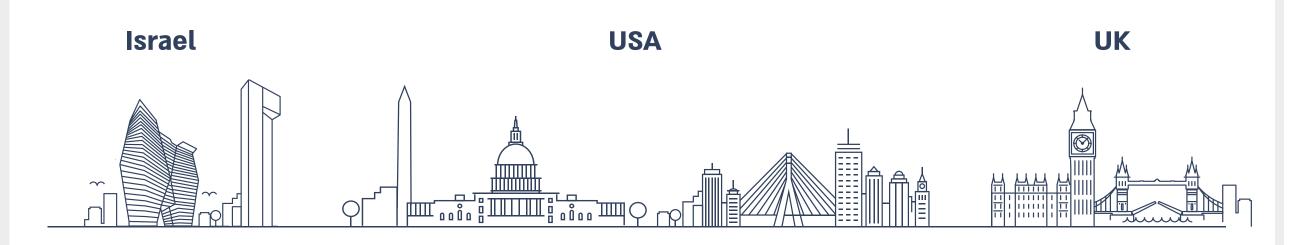
Focus on two sectors (in Israel and overseas): • Income-producing properties (mainly offices).

# The Group companies generate constant, stable

**Conservative financial management policy** - maintaining a high level of unpledged assets, financial liabilities with longterm durations, diverse credit sources, maintaining unutilized credit facilities and efficient leverage ratios.

The Group companies are engaged in the **development of** projects in accordance with the scopes determined by the boards of directors of the Group companies.

The Group companies operate with an awareness of the responsibility for and consequences of its activities on the areas of environmental protection, social responsibility **Income-producing properties** 



**Ο** ΑΜΟΤ

55.6%

Offices, retail, industrial parks and logistics

TASE: included in TA-35 Index

PROPERTIES

44.2%

Offices in Washington, Boston and Austin (50% joint control with JPM)

AH BOSTON

55.0%

Offices in Boston (50% joint control with Oxford **Properties**)

BROCKTON EVERLAST INC. EST. 2006

**97.1** %

Offices and research laboratories in London, Cambridge and Oxford

#### Renewable energy

#### Israel / USA / Poland



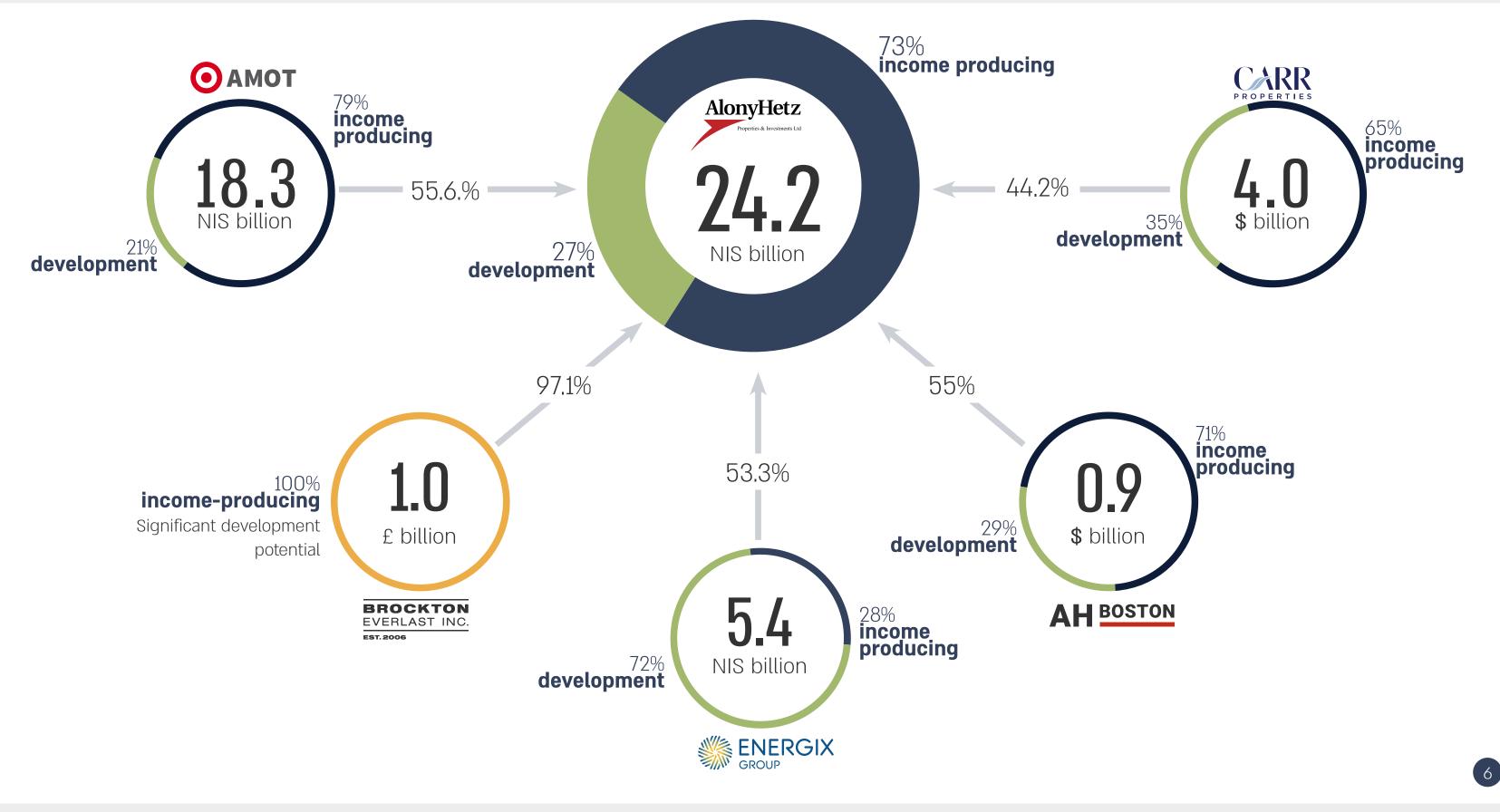


# 53.3%

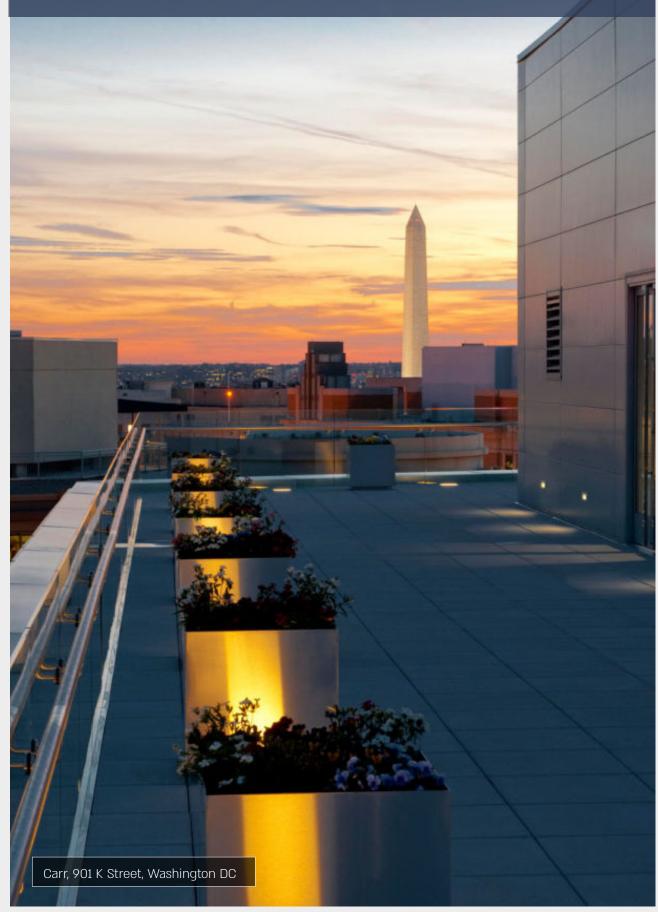
**Electricity generating** systems that use renewable energy sources

> TASE: included in TA-35 Index

Investments in Income-Producing and Development Properties (Alony Hetz in a proportionate consolidation with its investees)



### Alony Hetz Equity (majority shareholders)

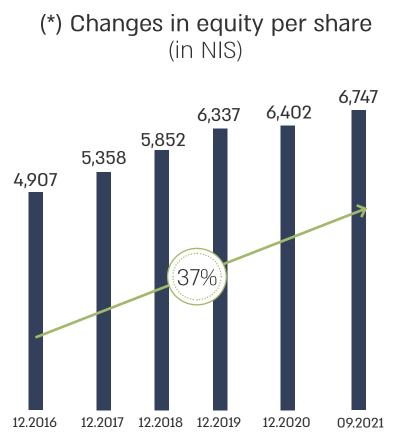


#### 

Changes in Equity (NIS millions)

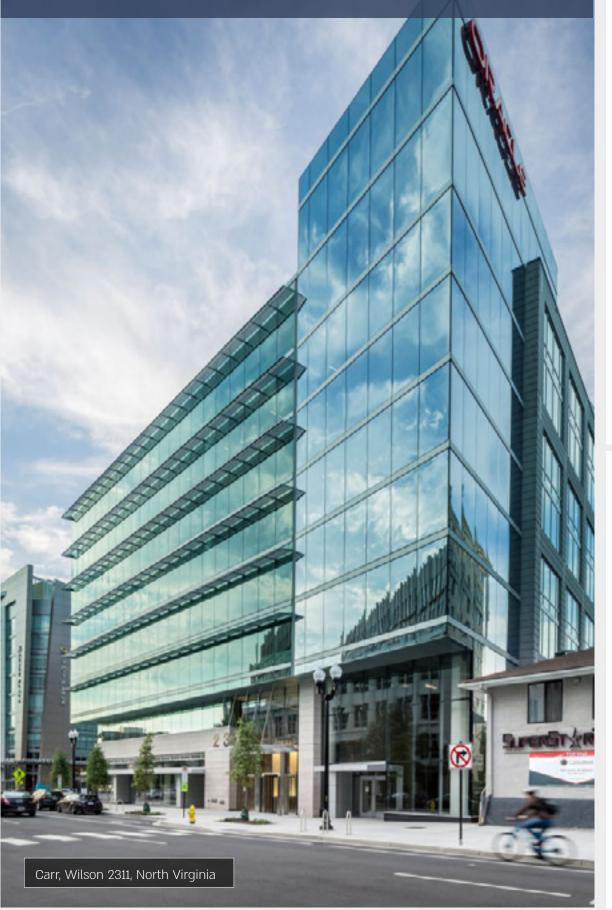


The Company has a policy of partially hedging currency exposure in respect of its investments.



(\*) From the end of 2016 through September 2021, the number of the Company's shares increased by 12%.

# Alony Hetz Investment Portfolio

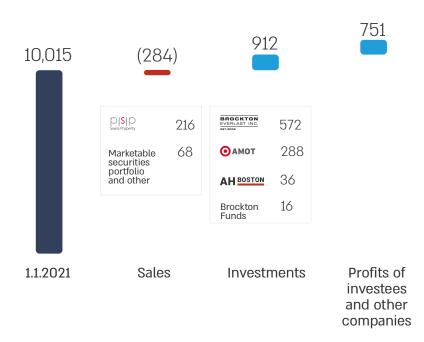


#### Investment Portfolio Composition as of September 2021 (\*) [IFRS]



(\*) Excludes a short-term bridge loan of NIS 158 million, which the Company provided to BE, and cash of NIS 20 million.

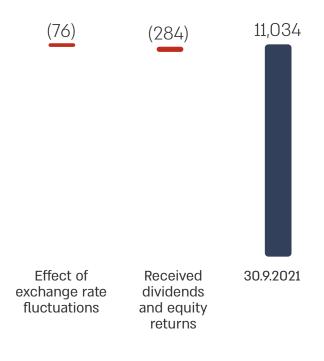
#### Changes in Investment Portfolio [NIS Millions]



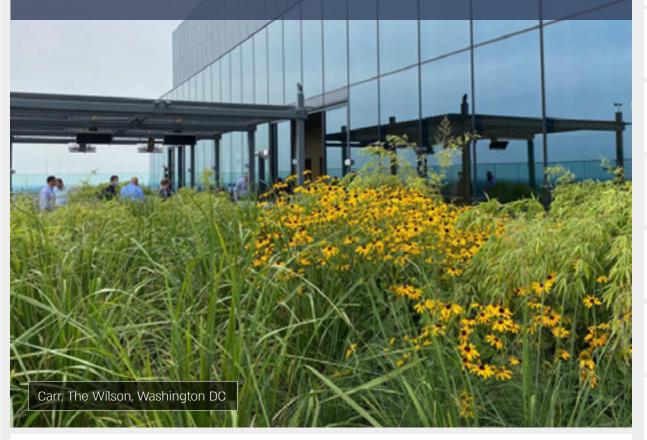
#### Forecast of Dividend and Equity Returns for 2021 [in NIS millions] (\*\*) pisip AH BOSTON 29 BROCKTON EVERLAST INC. EST. 2006 52 460 ENERGIX 47 • АМОТ ILS million 237 PROPERTIES 91

(\*) This is forward-looking information (see general comments on the presentation).

From the beginning of 2021 until publication of the financial statements, dividends and equity returns of NIS 376 million were received.



Alony Hetz Measurement of Net Assets Value (NAV) based on financial statements vs. Adjusted NAV (NIS millions)



Adjusted Gross Asset Value (GAV)



	Data from financial statements as of September 2021	Adjustment to stoo price as of date of update, including exchange rate adjustments		Adjusted data as of date of update(*)	Change in measurement basis in view of Menora deal See Slide 33)	Adjusted data as of date of update(*)
ΘΑΜΟΤ	3,917	2,169	Stock price	6,086		6,086
PROPERTIES	3,121	(113)	IFRS equity	3,008		3,008
BROCKTON EVERLAST INC. EST. 2006	2,200	(87)	IFRS equity	2,113	722	2,835
	771	2,861	Stock price	3,632		3,632
AH BOSTON	856	(31)	IFRS equity	825		825
Other investments	169	1	IFRS equity	170		170
GAV	11,034	4,800		15,834	722	16,556
Net financial debt(****)	(3,621)	143		(3,478)		(3,478)
NAV(***)	7,413	4,943		12,356	722	13,078
NAV per share (***)	42.7			71.1		75.3
Leverage	32.8%			22.0%		21.0%

(\*) Date of update for calculation of adjusted NAV (including stock prices and exchange rates) is November 15, 2021 (\*\*) Gross debt after deducting cash and short-term loan provided to BE (\*\*\*) Ignores deferred taxes

# Alony Hetz Revaluation of income-producing and development properties in Group companies from beginning of 2021 until September 2021



#### 100% in millions of country currency

Geographic region	Company	Currency	Revaluation of income- producing properties	Revaluation of development properties	Amortization of acquisition cost
UK	BROCKTON EVERLAST INC. EST.2006	GBP	£ 19	£ 66	£ 13
Israel	ΘΑΜΟΤ	ILS	回 101	回 35	回 114
USA	PROPERTIES AH BOSTON	USD	_	\$ 56	\$ (1)

	Company's share in NIS millions
Total	Total
£ 72	319
₪ 22	13
\$ 55	88
	Company's share 420 10

#### Alony Hetz Structure of Financial Debt and Leverage (Company solo expanded)





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CY

The Company's bonds are rated "Aa3" stable outlook by Midroog and "ilAA" stable outlook by S&P Ma'alot.

41.2	"ilAA" stable outlook by S&P Ma'alot.
37.6	The Company is in compliance with all the financial covenants of the bonds and credit facilities.
12.2016 12 — In bool	The Company has credit facilities in the amount of NIS 650 million.
Maturity	All of the Company's financial debt is non-bank credit.
	The Company's financial debt as of the presentation's publication date totals NIS 3.8 billion (NIS 3.5 billion net financial debt)

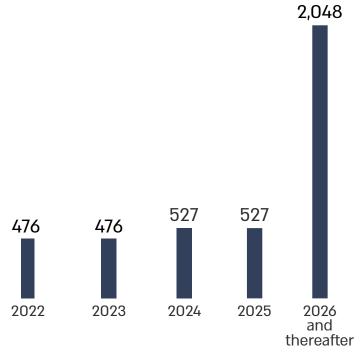


None of the Company's properties are pledged.



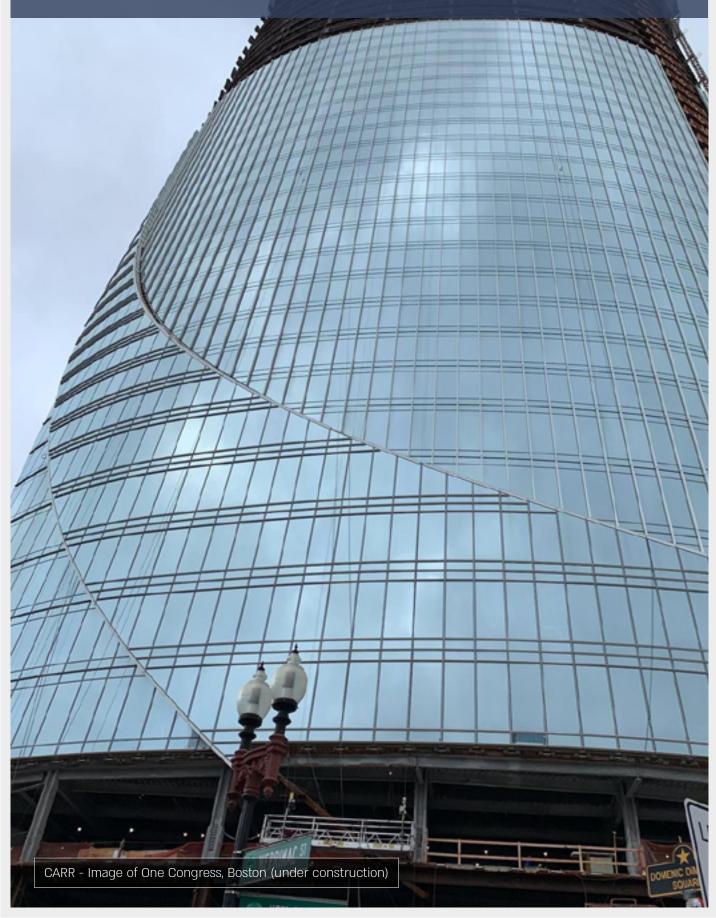
ooks (IFRS) — According to adjusted NAV (see Slide 9)

rity dates of debt proximate to publication date of presentation (NIS millions)



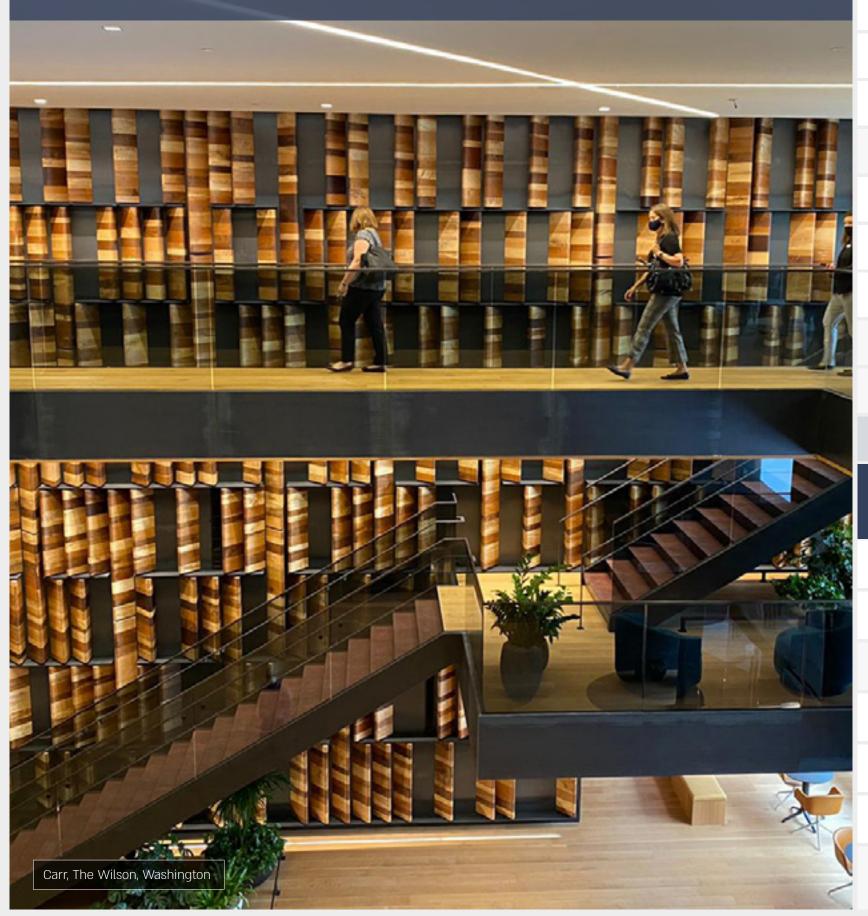
# Alony Hetz FFO (NIS millions)

Total FFO	377
Current taxes	(9)
General and administrative expenses (net of management fee income)	(10)
Real interest expenses	(75)
Dividend from Brockton Funds	4
Company's share in FFO of PSP, which was sold in full	29
Company's share in AH Boston's FFO	33
Company's share in Brockton Everlast's FFO	24
Company's share in Energix' FFO	63
Company's share in Carr's FFO	101
Company's share in AMOT's FFO	217



8 2020	Q1-Q3 2021
7	239
1	83
3	51
ŧ	41
3	29
)	3
	_
5)	(67)
))	(11)
)	(15)
7	- <b>6</b> % 353 12

### Alony Hetz Key Financial Data - Solo Expanded (NIS millions)



#### Income Statements

#### Profits of investees (\*)

Other profits from long-term investme

Other income

#### Total income

General and administrative

Financing, net

Income taxes

Total expenses

#### Net income

(\*) Includes the Company's share in revaluation ( investment properties, before tax effect

Balance Sheets

#### Investment portfolio

Other assets (mainly cash and short-term loans to BE)

**Total assets** 

**Financial liabilities** 

Other liabilities

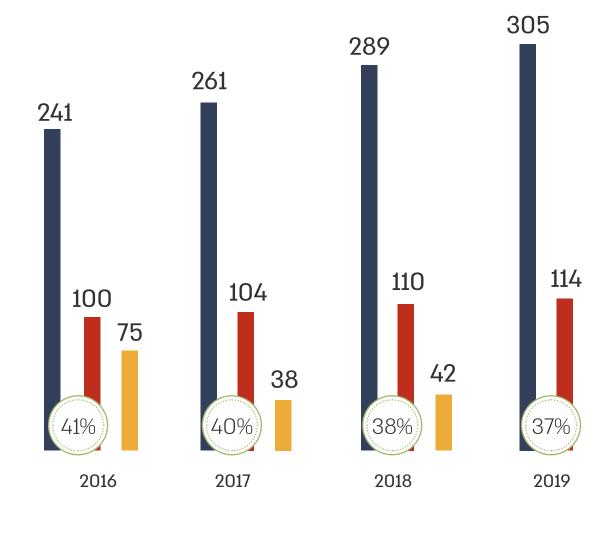
Equity

Total equity and liabilities

	Q1-3 2021	Q1-Q3 2020	Year 2020
	683	206	307
nents	55	177	186
	15	11	14
	753	394	507
	(27)	(24)	(33)
	(72)	(86)	(97)
	(134)	(18)	(74)
	(233)	(128)	(204)
	520	266	303
of investees'	420	(163)	(176)
	September 2021	De	ecember 2020
	11,034		10,015
	298		776
	11,332	32 10,791	
	3,938		3,809
	647		580
	6,747		6,402
	11,332		10,791 13

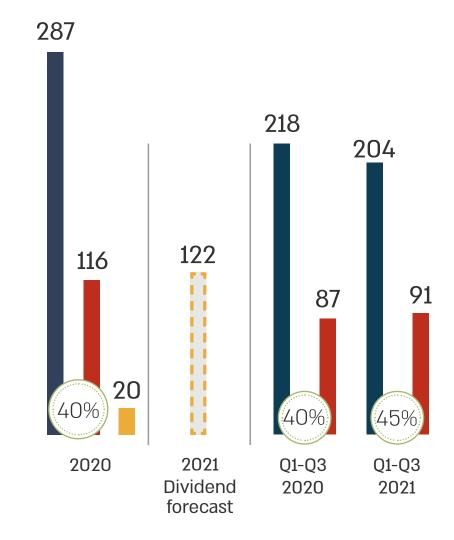
### Alony Hetz Per share cash flows data (In Agorot [NIS 0.01])

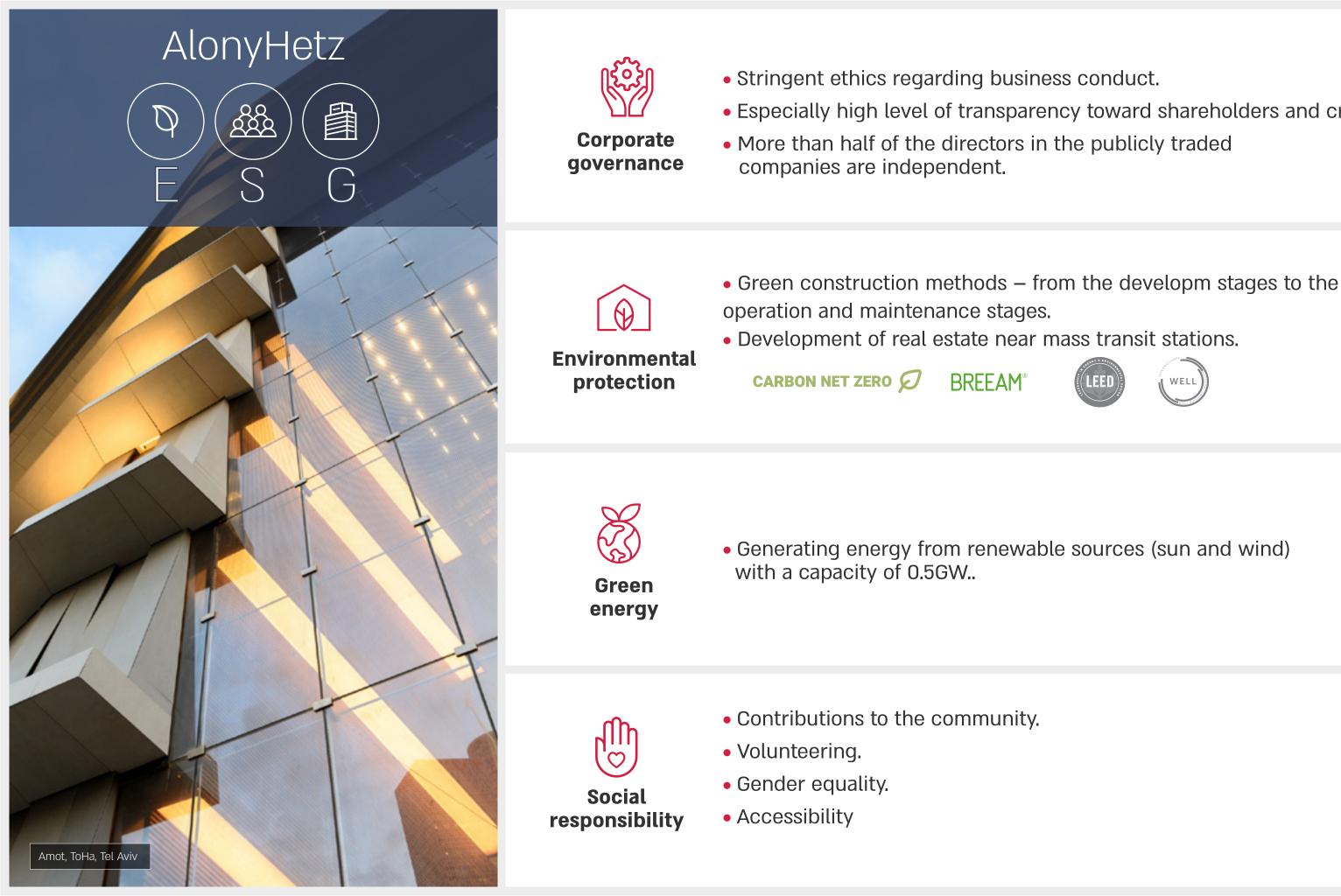




- Ordinary dividend per share Special dividend per share • FFO per share
- Regular Dividend Payout Ratio from FFO
- The Company declared a dividend policy for 2021, whereby a dividend of NIS 0.30 per share was be paid in the first and second quarters and NIS 0.31 per share was paid in the third quarter. A dividend of NIS 0.31 will be paid in the fourth quarter.

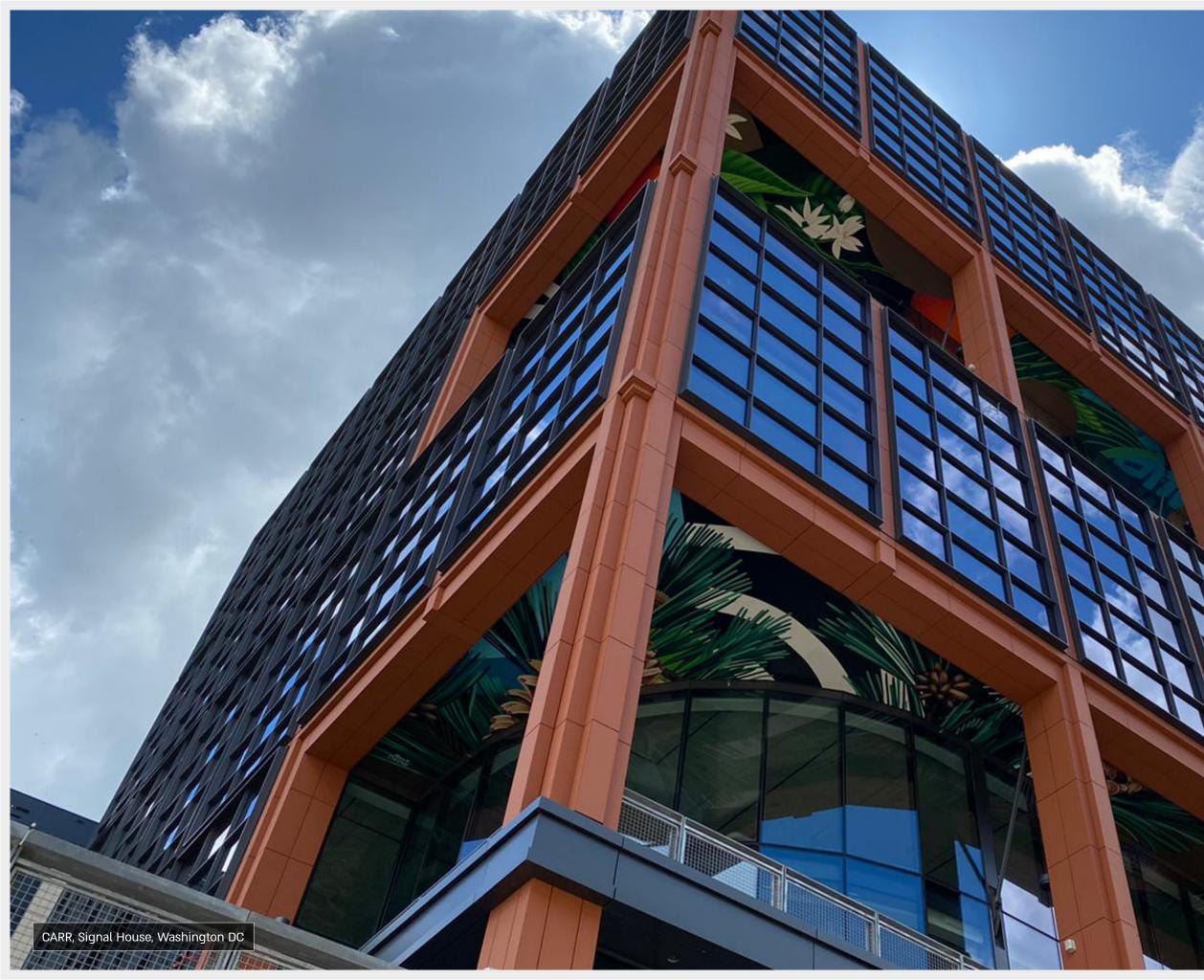
This is forward-looking information (see general comments on the presentation).





• Especially high level of transparency toward shareholders and creditors.















Income-producing properties

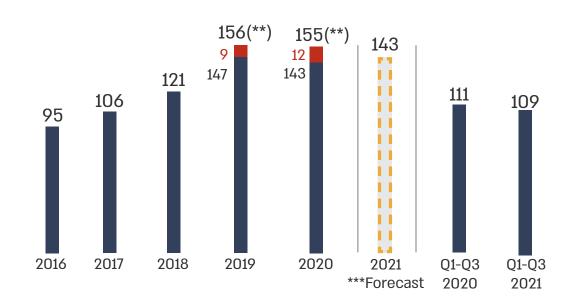
**14** income-producing properties with GLA

75%	Downtown Washington D0	)
19%	Boston	
6%	Austin	17

### CARR Rental Activity of CARR



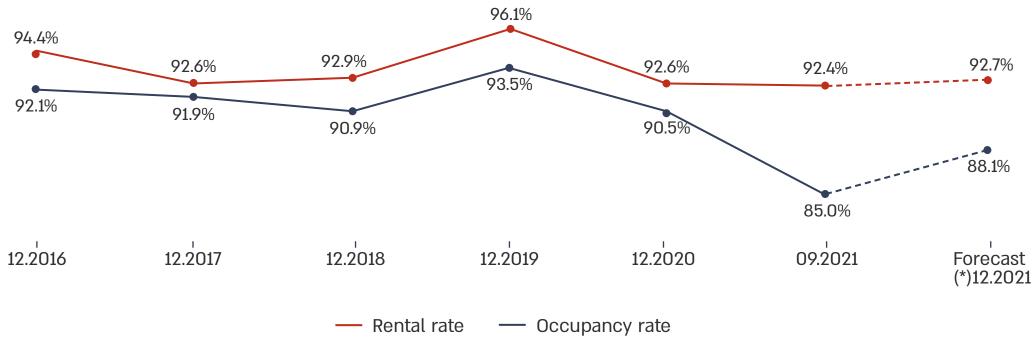
#### 03 2021 vs. 03 2020 Same Store NOI+1.2%



(\*) Excludes NOI from property management totaling \$5 million. (\*\*) Includes Tenants Termination Fees.

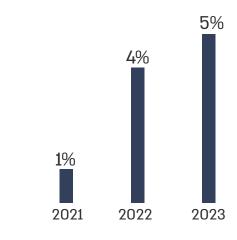
(\*\*\*) This is forward-looking information (see general comments on the presentation).

#### Change in Occupancy and Rental Rates (CARR's share)



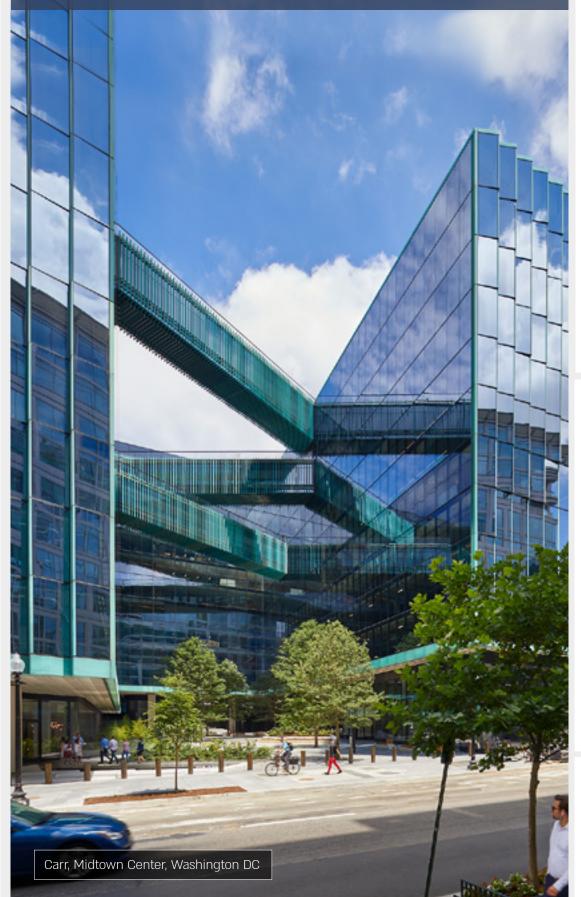
(\*) This is forward-looking information (see general comments on the presentation).

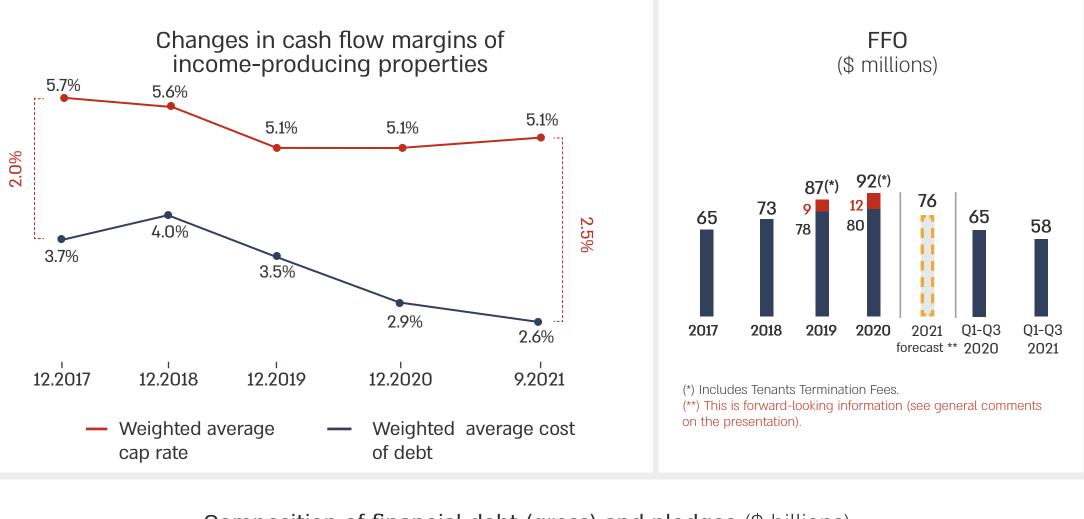
#### Breakdown of lease expiry in the coming years, assuming extension options are not exercised



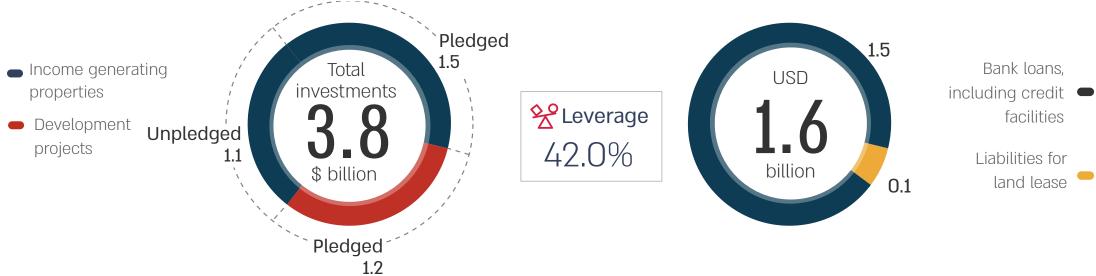


### CARR Cash Flows and Financial Debt





#### Composition of financial debt (gross) and pledges (\$ billions)

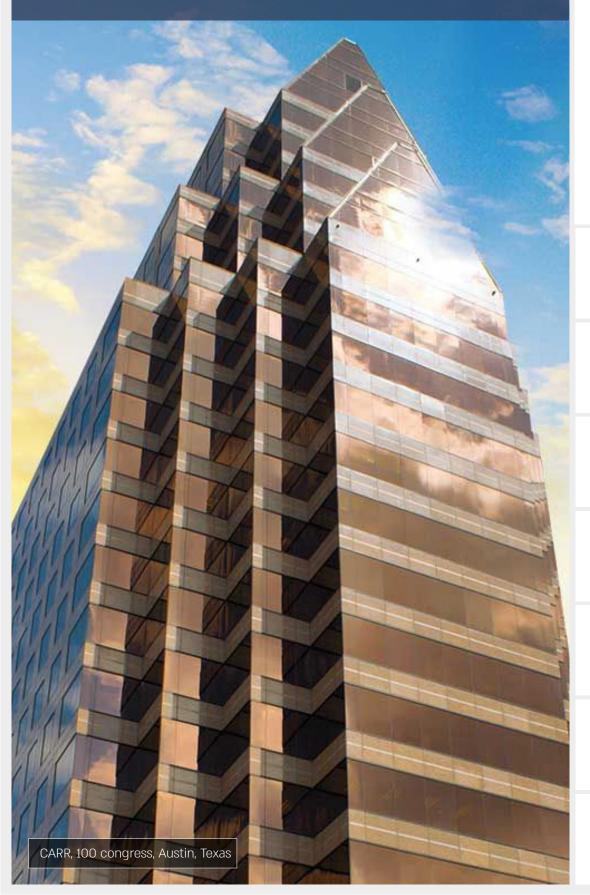


(i) 56% of the financial debt is at fixed interest.

As of September 30, 2021, CARR has unutilized credit facilities totaling \$245 million (out of a total of \$800 million) and facilities to finance development projects totaling \$339 million, utilization of which is conditioned on construction progress.

### CARR

Comparative data between CARR and REIT's in the US offices sector





5.6%

Implied cap rate (derived from the weighted average market value of US office REIT's, including related data as of November 5, 2021)

IFRS value of income-producing properties (excluding properties cited above) (\*) as of September 30, 2021 \$1,934M

\$1,934M

5.2%

5.6%

1.2<sub>NIS</sub>

VS.

CARR PROPERTIES

**Representative NOI** 

EASTDIL SECURED

**Derived** value

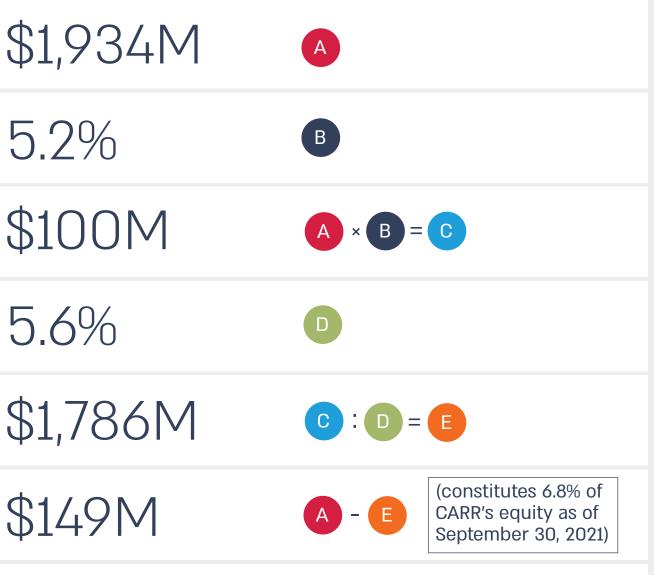
Difference in value compared with IFRS value as of September 30, 2021

Difference in value in terms of Alony-Hetz shares





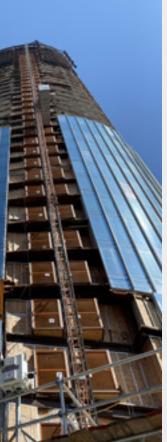
Implied cap rate derived from the value of the income-producing properties (excludes: Midtown Center and 100Congress, Wilson/Elm) (\*)





\*This is forward-looking information (see general comments on the presentation).









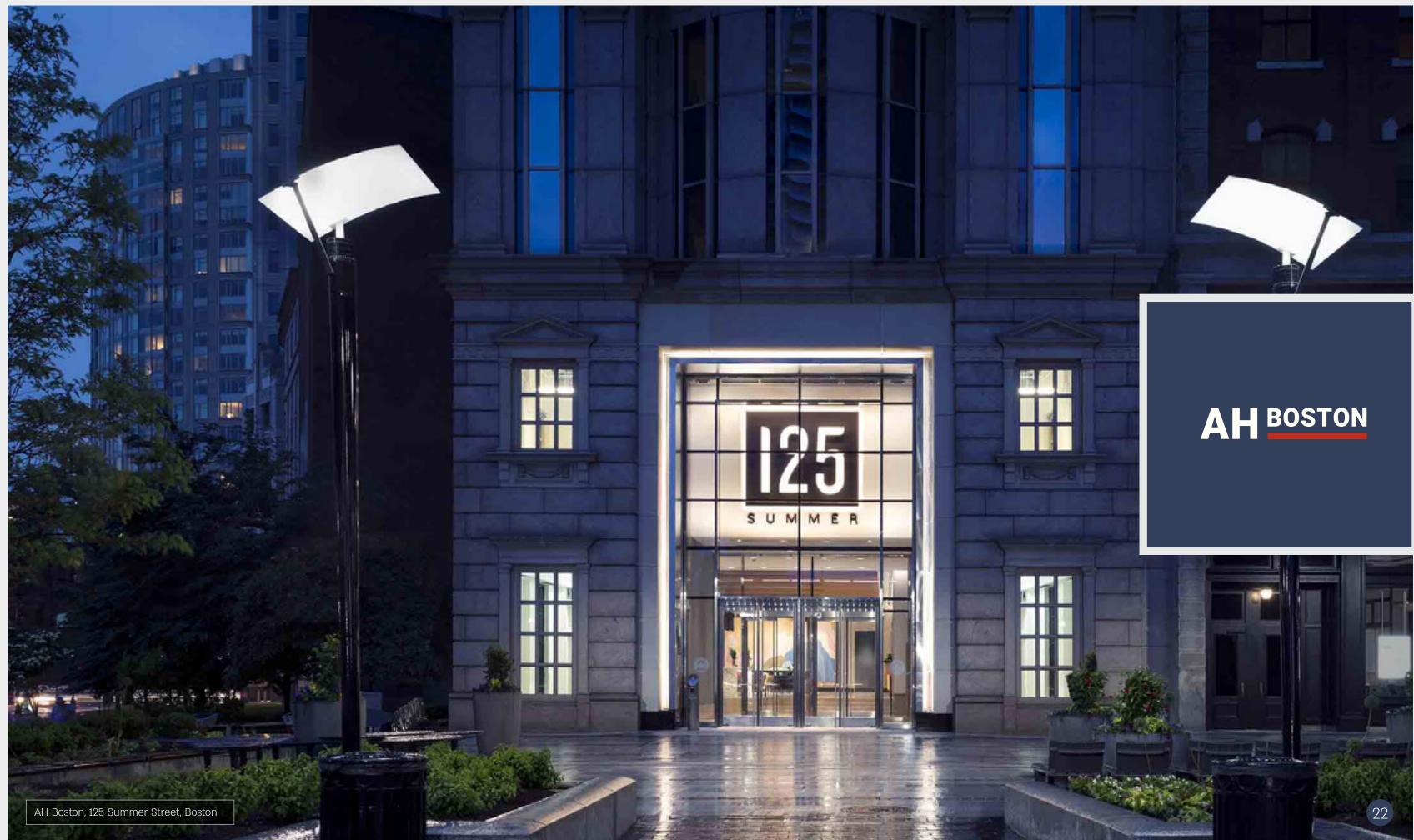
Offices Before TI Adjustments

100%

58%

\$30M

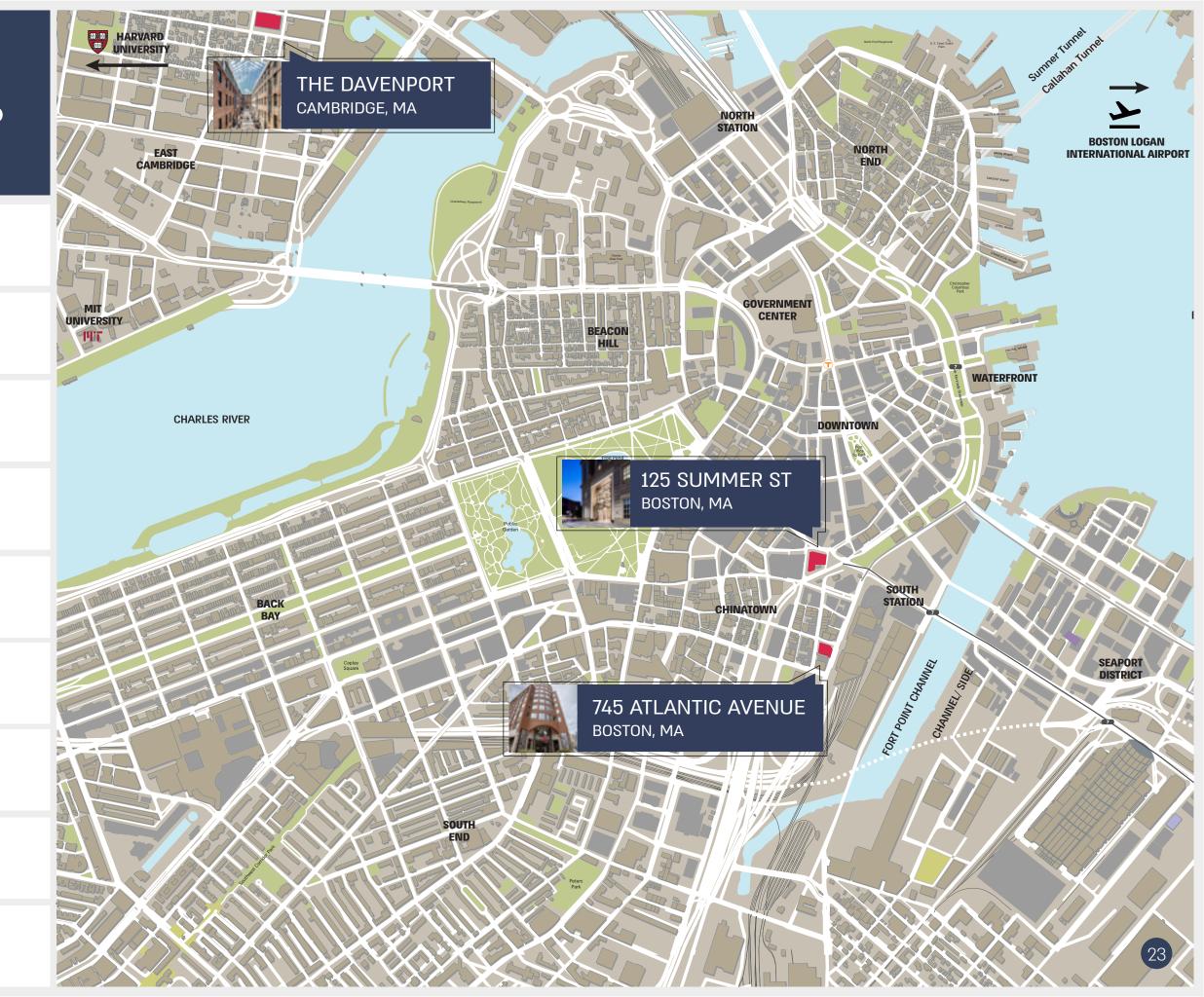




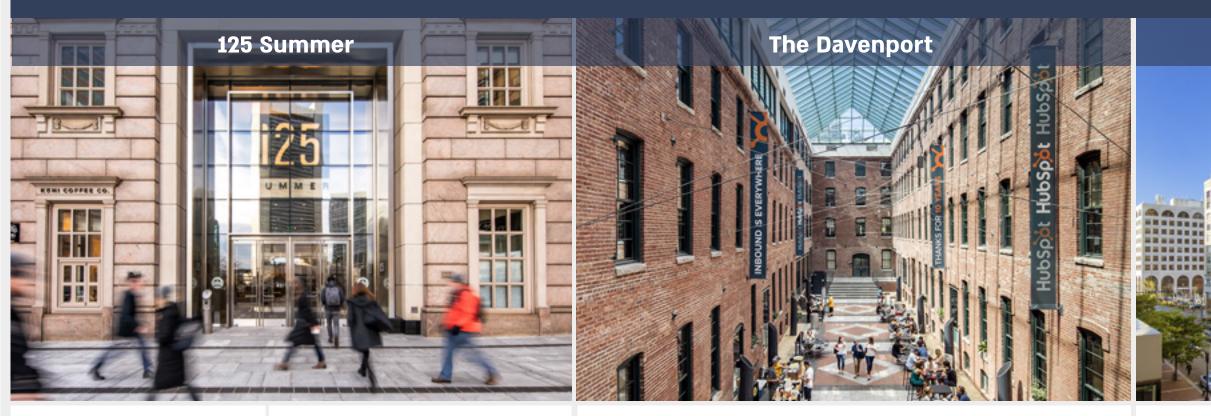
# AH BOSTON

Business Partnership with O X F O R D All-inclusive data as of September 2021 relating to 100% ownership

2	<b>Equity</b> \$482M
	Number of properties 3
	GLA 870 thousand square feet
í	Value of \$801M
1%	Occupancy and 79% rental rate
	WAULT 6.2 Years
20	Leverage 40%
<b>NOI</b> Q3 2021	\$23M (\$24 million in Q3 2020)
<b>FFO</b> Q3 2021	\$16M (\$17 million in Q3 2020)



# AH BOSTON Additional information on income-producing properties



Value September 2021	\$415M	\$253M	
GLA	474 thousand square feet	222 thousand square feet	
Occupancyrateas of publicationdate of presentation	89%	100%	In ea 131K publ
(i) Main tenants	HAEMONETICS: <b>DEVICES</b> KLAVIYO	HubSpot	occu The a de from
WAULT	6.3 Years	6.1 Years	an o (*) Thi comm



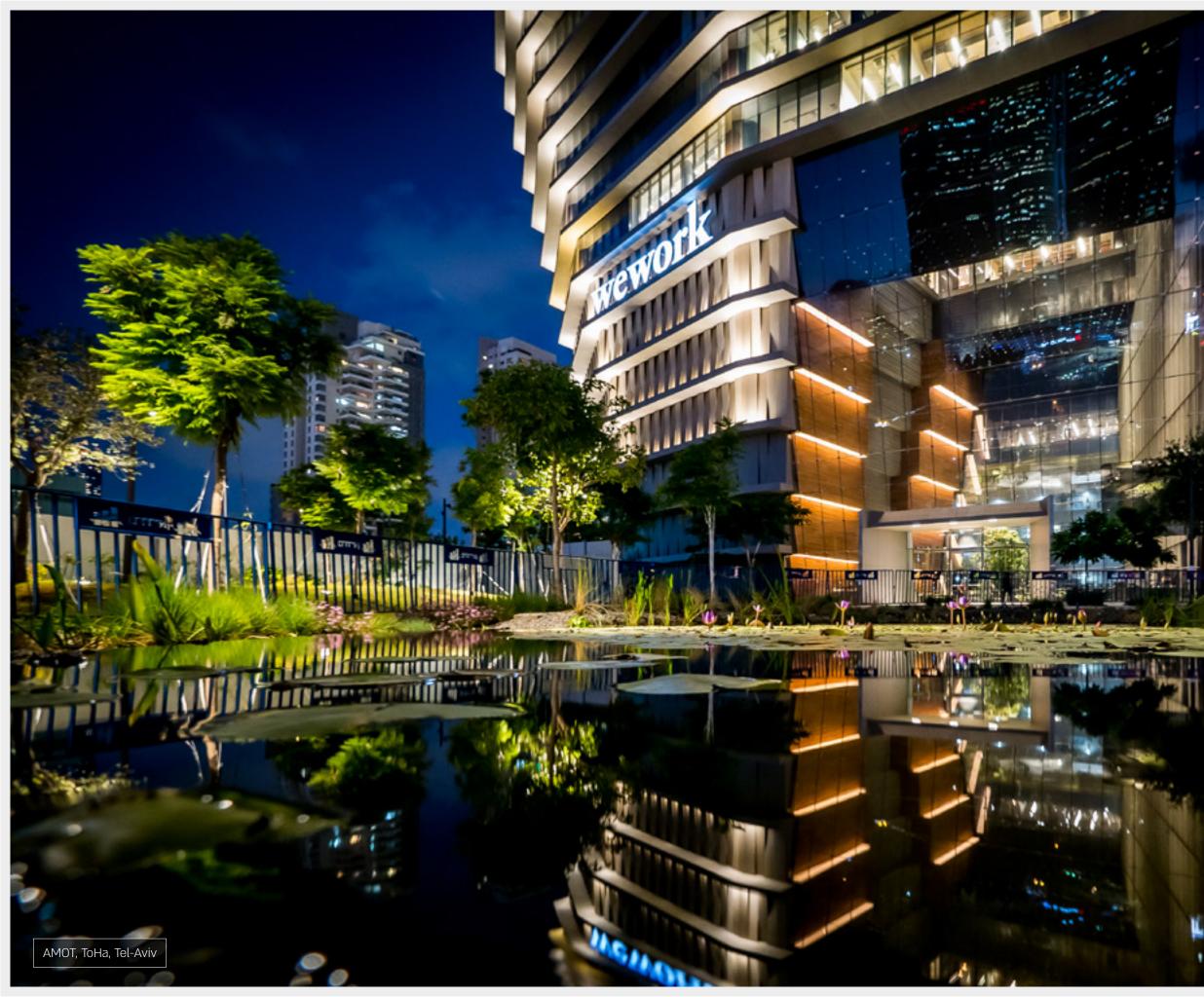
# \$133M

# $174K \begin{array}{c} {}^{\text{thousand}} \\ {}^{\text{square feet}} \end{array}$

early March 2021, We Work (which had leased 1K sqf) vacated its offices in the building. As of the ublication date of the presentation, the building's ccupancy rate is 25%.

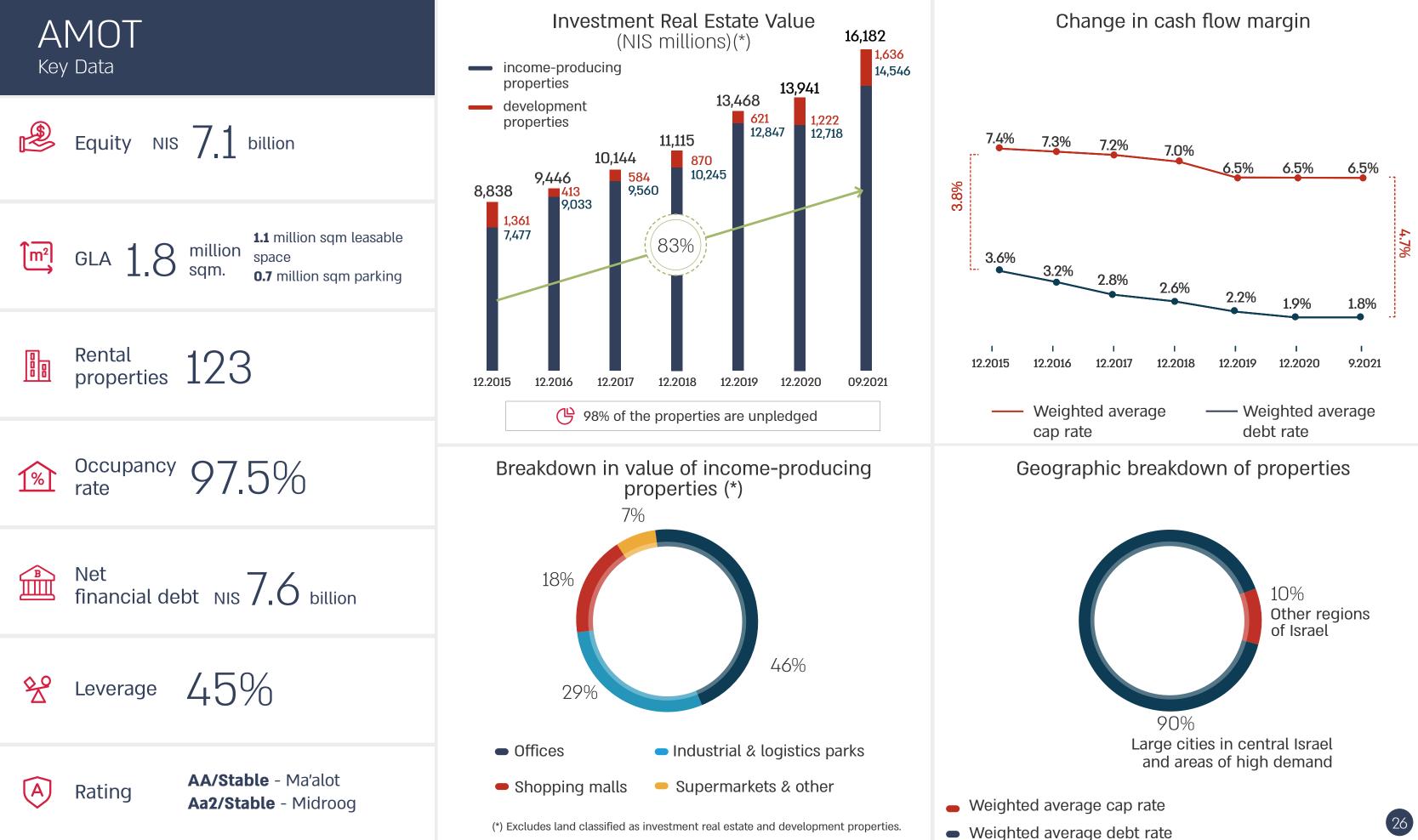
ne Company and Oxford, its partner, are working on development project, to convert the entire building om offices to Life Science laboratories building, with a opening date in the third quarter of 2023\*.

This is forward-looking information (see general mments to the presentation)

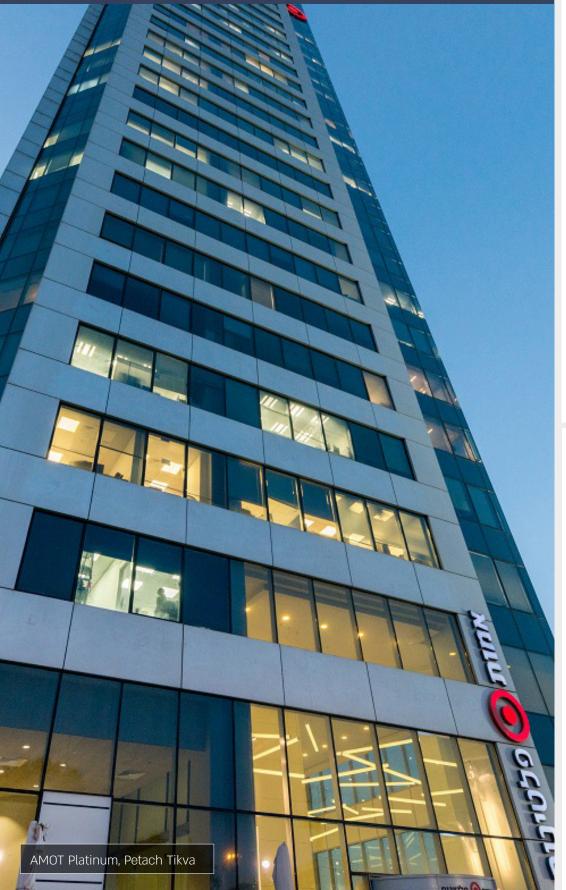






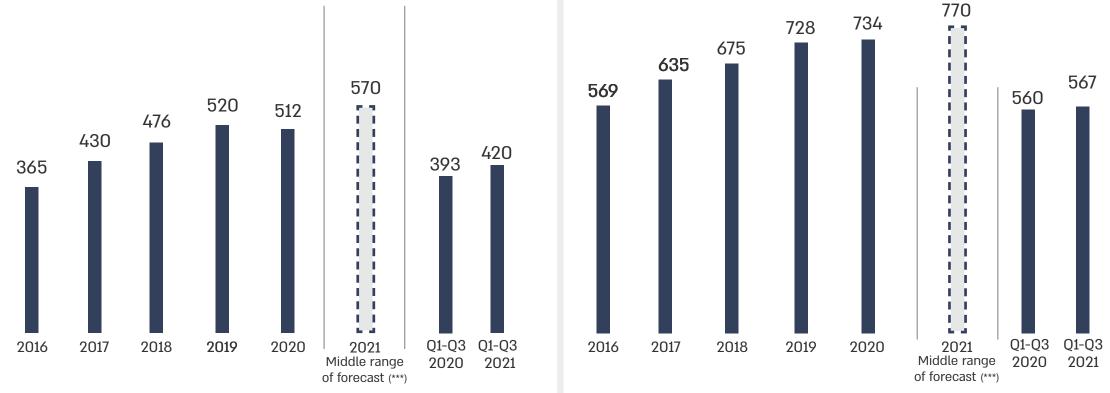


#### AMOT Additional Financial Data

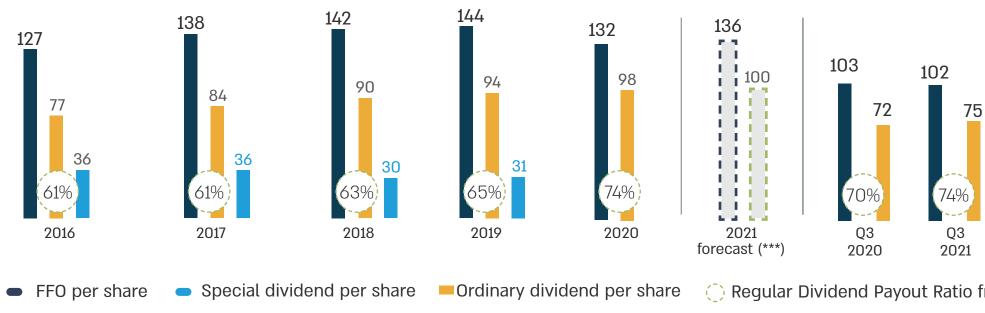


#### **NOI** (NIS millions)

Q3 2021 vs. Q3 2020 IFRS Same Store NOI: (+5%)



Cash flows per share (Agorot [NIS 0.01])



AMOT declared a dividend policy for 2021, whereby, the Company shall distribute a dividend of NIS 1.00 per share, to be paid in four quarterly payments of NIS 0.25 per share.

(\*\*\*) This is forward-looking information (see general comments to the presentation)

#### FFO (NIS millions)

• Regular Dividend Payout Ratio from FFO

Forecasted FFO per share for 2021.

#### AMOT AMOT Construction Pipeline (AMOT's share)(\*)



AMOT has 7 development projects totaling 270 thousand square meters of above ground construction, with a total construction budget of NIS 3.8 billion.



The remaining investment to complete these projects is NIS 2.4 billion, with forecasted NOI of NIS 330 million.



As of September 2021, the book value of the projects is NIS 1.4 billion.

(\*)This is forward-looking information (see general comments to the presentation)





K Complex in Jerusalem (50% owned)



Vered House in Givatayim (100% owned)







#### "Lechi" Site in Bnei Braq (50% owned)

# Completior 2024

#### Logistics Center in Beit Shemesh (60% owned)

Completion 2024

#### AMOT Information on pipeline of projects in planning stage(\*)

#### Intermediate term



3 projects in the planning stages totaling 63 thousand square meters, with a construction budget of NIS 660 million (excludes budget for TI).

"1000" site in Rishon LeZion, Platinum 2 in Petach Tikva and AMOT Shaul at the Kfar Saba-Ra'anana Junction.

#### Long term



AMOT headquarters is examining the future development of sites it owns in Tel Aviv:

AMOT Justice, AMOT Insurance, AMOT Investments, Europe House (Beit Europa) and the Century Tower site.



# Tzrifin Logistics Park

#### Description of the property

Tzrifin Logistics Park is a 274 dunam (274,000 square Q meters) sight. The total GLA totals 113 thousand square meters in 18 buildings leased to 28 tenants for different lease lengths.

#### Location



Eastern side of Highway 44 (Ramle-Beit Dagan), adjacent to the moshav Nir Zvi, near Assaf HaRofeh Hospital and Tzrifin Junction. The site is located close to the Gush Dan metropolitan area and major highways.

#### Acquisition cost

1.5 billion



#### Annual rental fees

NIS 56 million (includes management fees)

#### Development and improvement potential

Significant future potential, which may be realized in stages in the upcoming years.





#### Description of the property

In October 2021, AMOT decided to build and market the ToHa2 Project in Tel Aviv, following the August 2021 purchase from the Tel Aviv Municipality of the rights to build the Project as well as ground lease rights for the period ending in 2108.

#### GLA

(i)



thousand sqm 160 thousand sqm above GLA 45 thousand sqm of underground parking



Ownership

The Project is owned equally by AMOT and Gav Yam

#### Total construction costs



(0)

NIS 3 billion (AMOT's share is NIS 1.5 billion) (including

#### Expected construction completion

2026

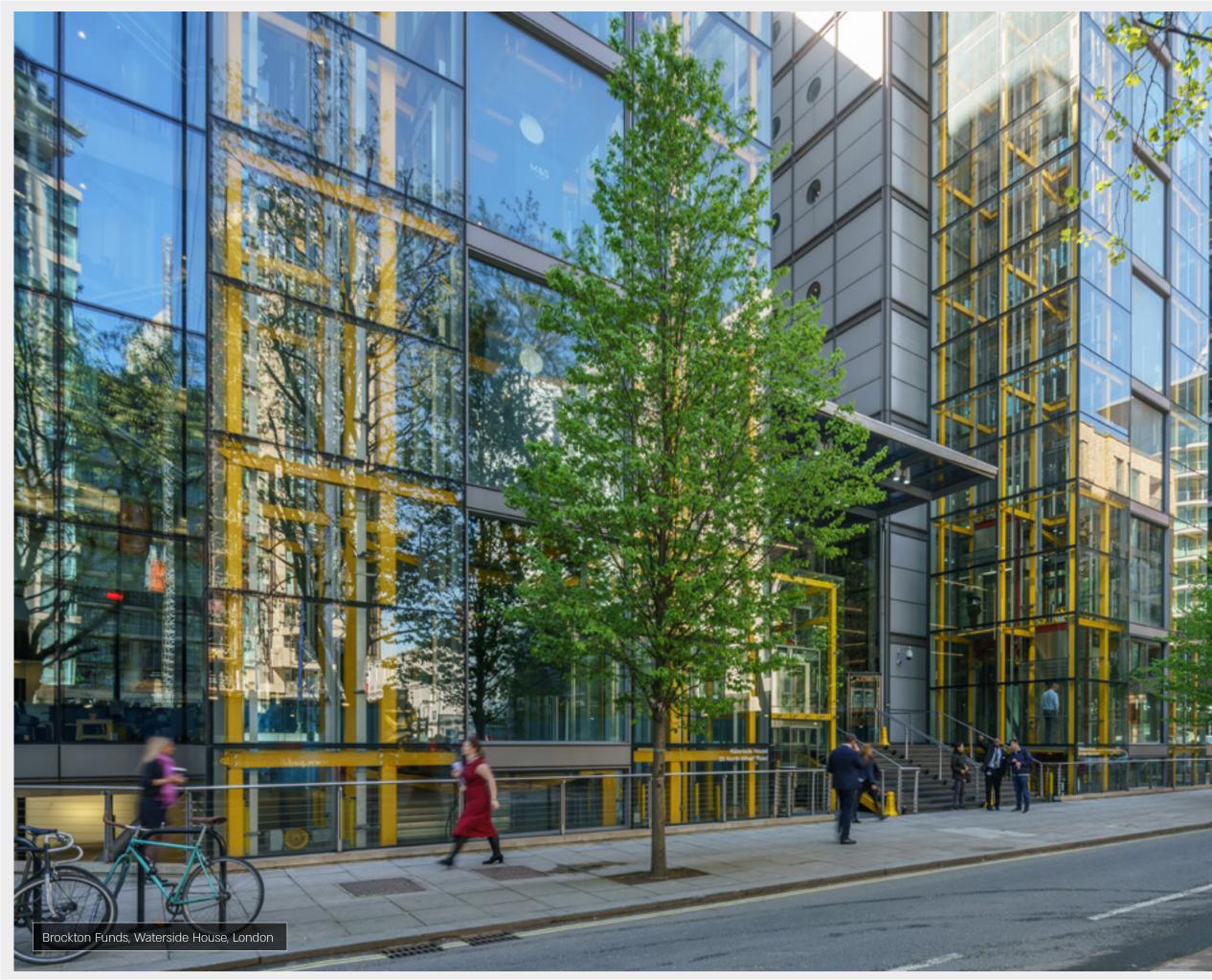
#### Forecasted NOI



NIS 280 million with full occupancy, according to current rents for this area (AMOT's share is NIS 140M)

(\*) This is forward-looking information (see general comments to the presentation).





#### BROCKTON EVERLAST INC.

11111

32

EST. 2006

EST. 2006 GLA  $1.2M_{sof}$ [m² For the purpose of achieving BE's long-term business objectives, the Company and BE signed a non-binding termsheet with companies in the Menora Insurance Group ("Menora"), regarding an investment by Menora at the rate of 10% of the equity of BE (and to the extent possible, up Properties  $\pm 969 M_{(*)}$ (£) to 20%), according to a company value of £700M (pre money), constituting an investment by value Menora of £78M (approx. NIS 325M) (or up to £175M, approx. NIS 730M, respectively). Occupancy 1%] Insofar as the deal will be completed and on the closing date (February 22, 2022), Menora will rate invest only 10% in the equity of BE, it will be given an option to invest up to an additional 10% in the equity of BE, according to a company value of £775M (before adjustments and before Menora's (until the end of 2022, 2% of WALT the leases (in financial terms) investment), until May 22, 2023. will be open for renewal) The equity of BE as of September 2021 totaled £516M. Leverage The closing of the deal is subject to, inter alia, performance of due diligence by Menora, the signing of a binding agreement and all law restrictions.

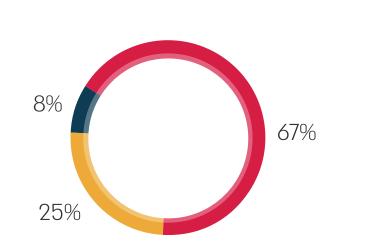
NOI and FFO (in £ millions) NOI **FFO** 37 C 7 11 26 11 23 <u>Г</u>Т. 19 1.1 15 1.1 111 1.1 1.1. 11 2020 2021(\*) 2019 03 2020 03 2021 forecast

\*Excludes properties acquired in Cambridge after the balance sheet date totaling £35M.

BROCKTON Key Data

EVERLAST INC.

SRI SR Science Real Estate & 33% Innovation (Lifescience. Pharma, Biotech, AI, Cleantech, Cyber, Data Center) in the "Golden Triangle" (London, Cambridge, Oxford) Ô L-MAP -ΜΔΡ London metro area office portfolio



Oxford

Breakdown by geographic regions

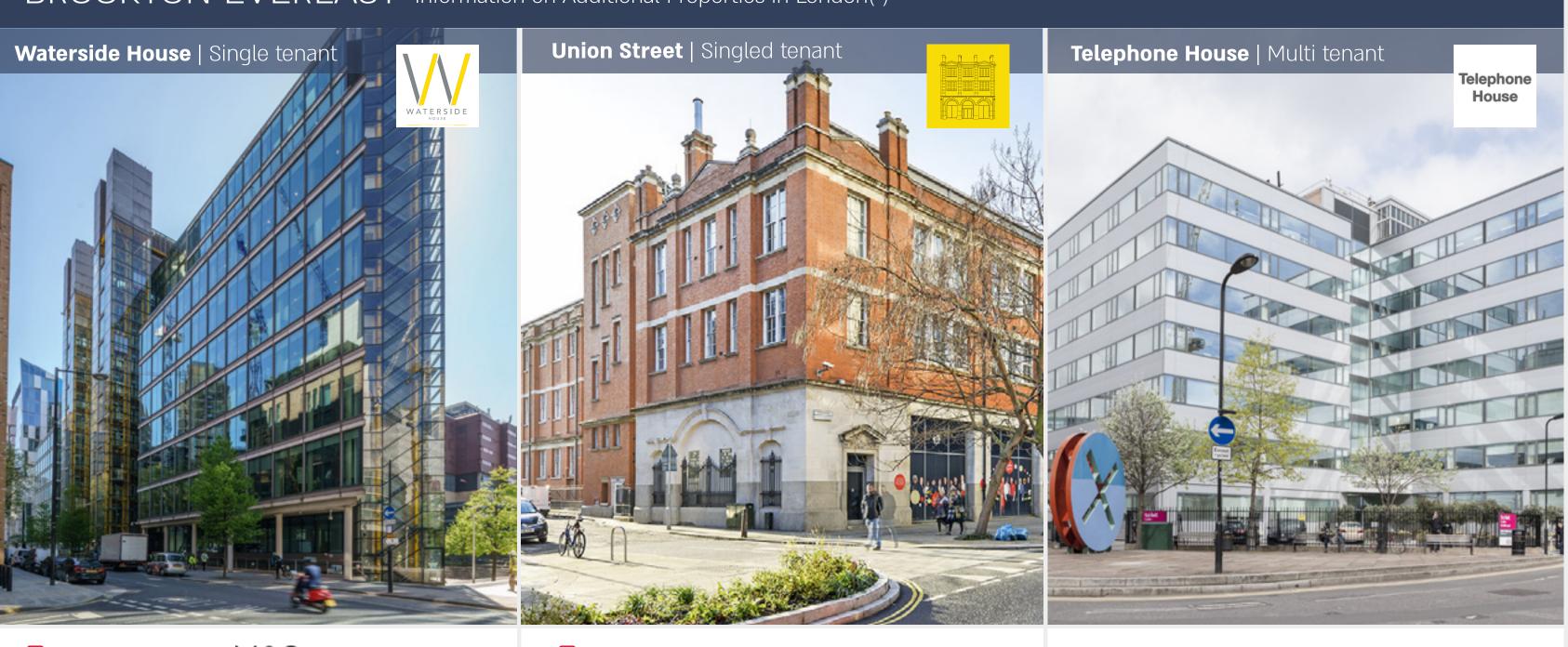
according to property value

Cambridge

London

Future breakdown according to usage (with regard to BE's strategy)

# BROCKTON EVERLAST Information on Additional Properties in London(\*)





(i)



Short-term improvement potential: Rent Review upwards only



Long-term improvement potential: Significantly increasing GLA by redevelopment of a modern building.



 $(\mathbf{i})$ 



Short-term improvement potential: Rent Review upwards only

Medium-term improvement potential:

Significantly increasing GLA by redevelopment of a modern building.

## BROCKTON EVERLAST Information on Devonshire Quarter(\*)

A development project of a modern office tower (including compliance with the Carbon Net Zero standard), with new GLA of **460 thousand square feet** (compared with the existing 130 thousand square feet).

INDICATIVE SCHEME

DEVONSHIRE UVARTER ECJ

(\*) This is forward-looking information (see general comments to the presentation)



# BROCKTON EVERLAST

Information on investments in income-producing properties in Oxford(\*)

(i)



The business park includes office space and a strip mall encompassing 44 dunam (44,000 square meters). The site has significant upgrade potential, in the event an urban plan will be approved for construction of a modern science park, while adding considerable building rights.

(\*) This is forward-looking information (see general comments to the presentation)



#### BROCKTON EVERLAST Additional Information on Investments in Income-Producing Properties in Cambridge (\*)

Since the beginning of 2021, **BE** has acquired properties in the Cambridge Science Park in consideration for £238 million (excluding transaction costs), with a site area totalling 100 dunam (100,000 square meters). In view of the expected demand for significant expansion of business activity in the area, BE is striving to advance plans for construction of office and laboratory complexes for the Life Science industry, in the following two sites:

• "Internal Complex" in the heart of the science park - 9 properties situated on 60 dunam (60,000 square meters) of land leased for a period of 160 years, at an acquisition cost of £177 million. The Internal Complex contains two vacant buildings and 7 fully-rented buildings, with GLA of 256 thousand square feet.

In accordance with the existing regional planning policies in Cambridge for the area, BE's management estimate, on the termination date of the existing rental agreements, to able to build office and research laboratory buildings with GLA of 1 million square feet.

• "External" Complex" adjacent to the main entrance of the Science Park, a 40 dunam (40,000 square meters) free hold land parcel, with an acquisition cost of £61 million. The External Complex contains three buildings designated for demolition, with GLA of 127 thousand square feet.

In accordance with the existing regional planning policies in Cambridge for the Science Park, it is the estimation of BE's management, that the External Complex has development potential of half a million square feet.







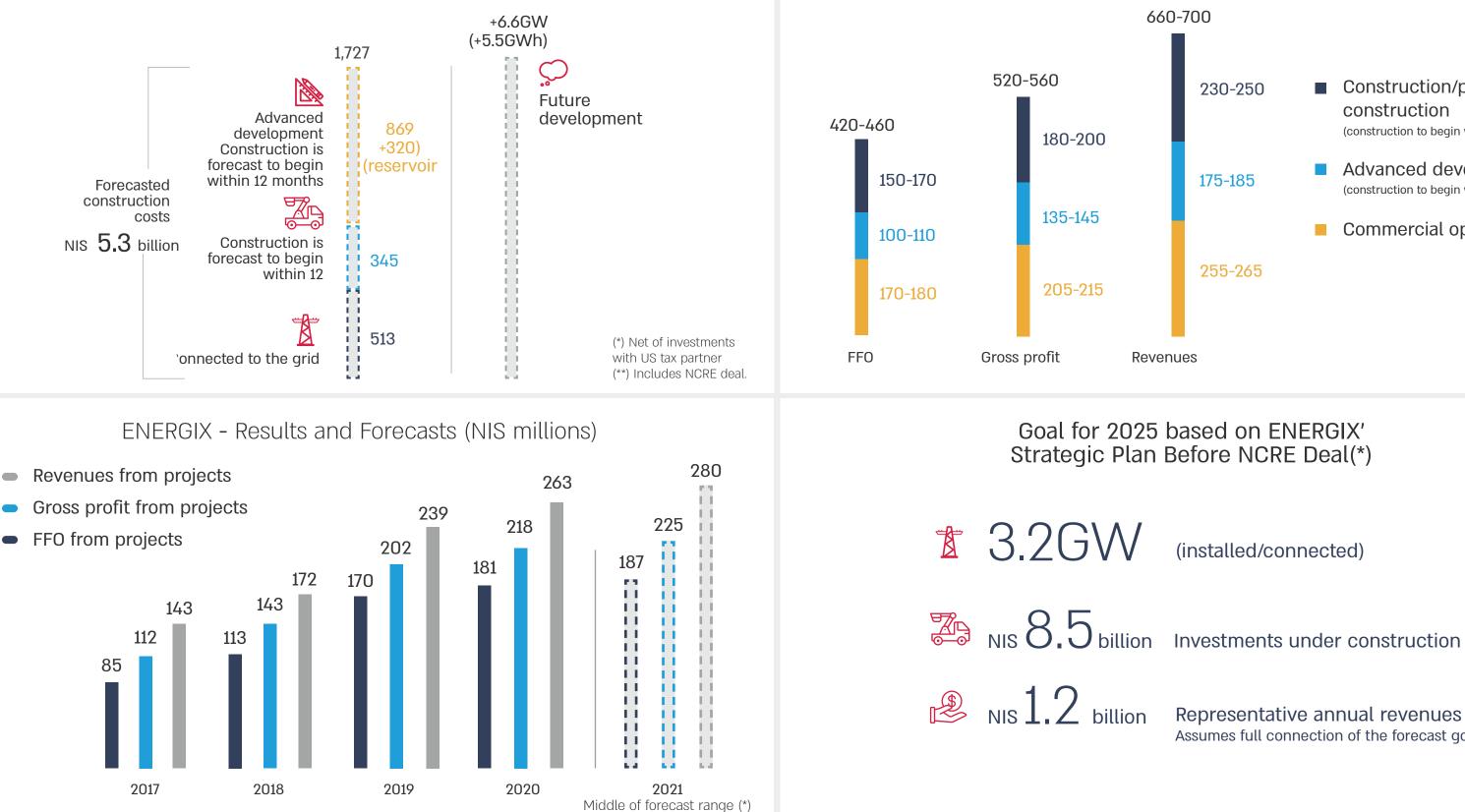




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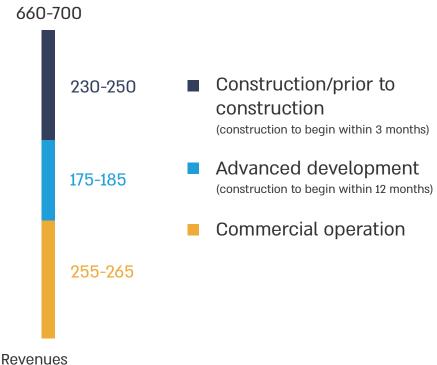
# ENERGIX Key Data

Capacity (MW)(\*)(\*\*)



\*This is forward-looking information (see general comments to the presentation).

#### Year 2023 forecast on the basis of project pipeline before NCRE deal (NIS millions)(\*)



#### Goal for 2025 based on ENERGIX' Strategic Plan Before NCRE Deal(\*)

(installed/connected)

Representative annual revenues Assumes full connection of the forecast goal

# ENERGIX (continued)

\*This is forward-looking information (see general comments to the presentation)



In Israel

- Completion of the construction of 13 of the 17 systems expected to be built in the third and fourth round of the competitive process, with capacity of 94MWp.
- Advancement of the planning process for the Julis High Voltage Project of 90MWp. Publication of the plan by the National Infrastructures Council in July 2021.
- Obtaining license as supplier of electricity to end consumers.
- In Israel

the end of 2021.

In USA

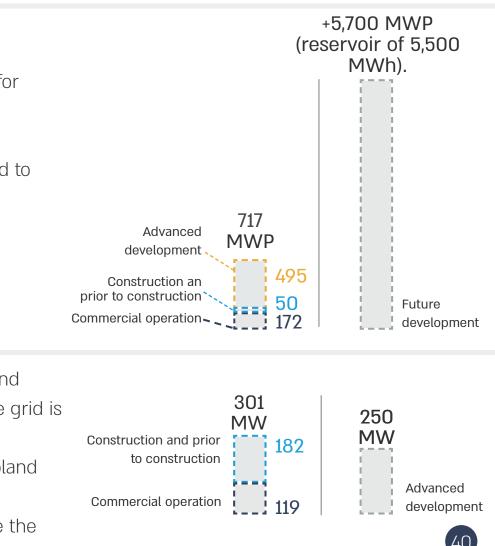
- Significant increase in development projects pipeline in the US, for total capacity of 4.7GWp and more than 5.5GWh in photovoltaic electricity projects and reservoirs, respectively.
- A sharp increase in electricity prices in the US, which is expected to have a positive influence on the projects in the US from year 2022 and thereafter.

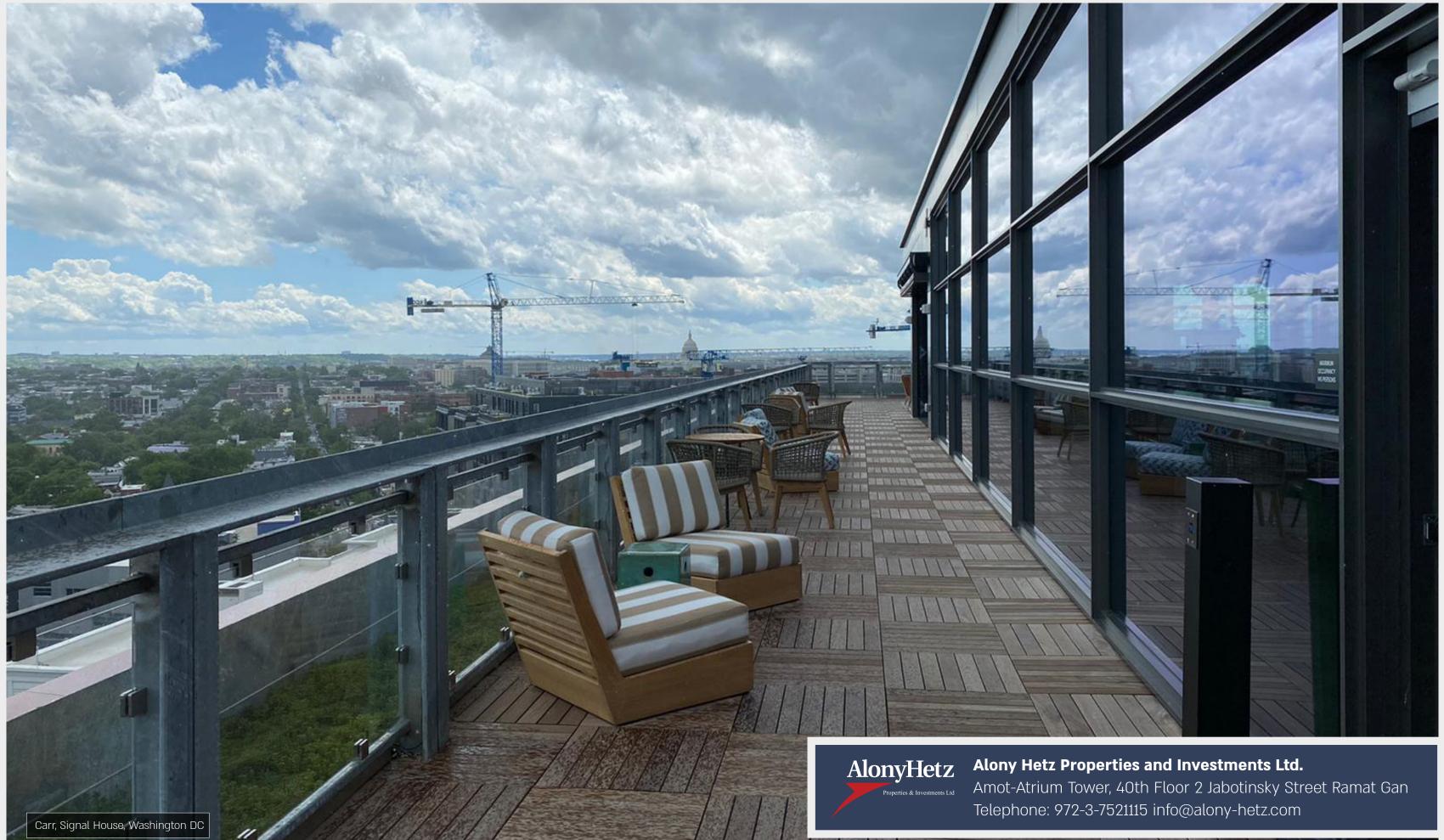


- Progress in the expected timetable for connecting the Banie 3 and Sepopol projects (126MW). Connection of the first turbines to the grid is expected by the end of 2021.
- A sharp increase in electricity prices and green certificates in Poland and the hedge transactions executed for the coming years.
- Signing an MOU with leading banks totaling NIS 240M to finance the Banie 4 Project.









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