

ALONY HETZ

FLIGHT 2 QUALITY

2022 CAPITAL MARKET CONFERENCE

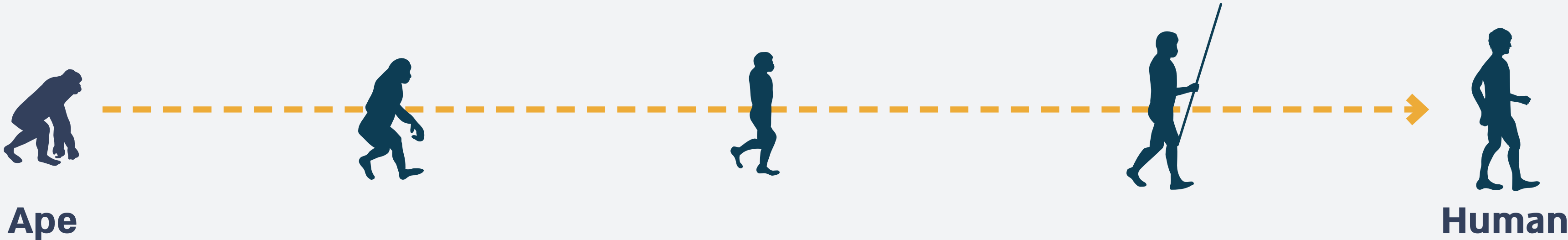


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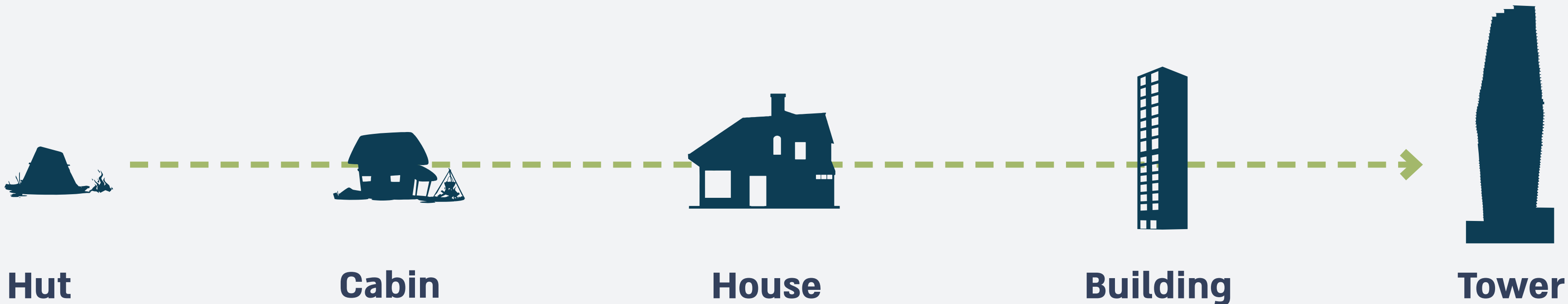
NATHAN HETZ | FOUNDER PRESIDENT & CEO
MARCH 2022

Developments in Human History

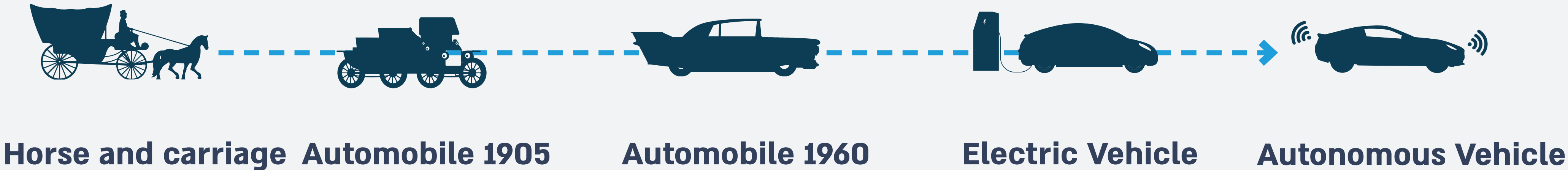
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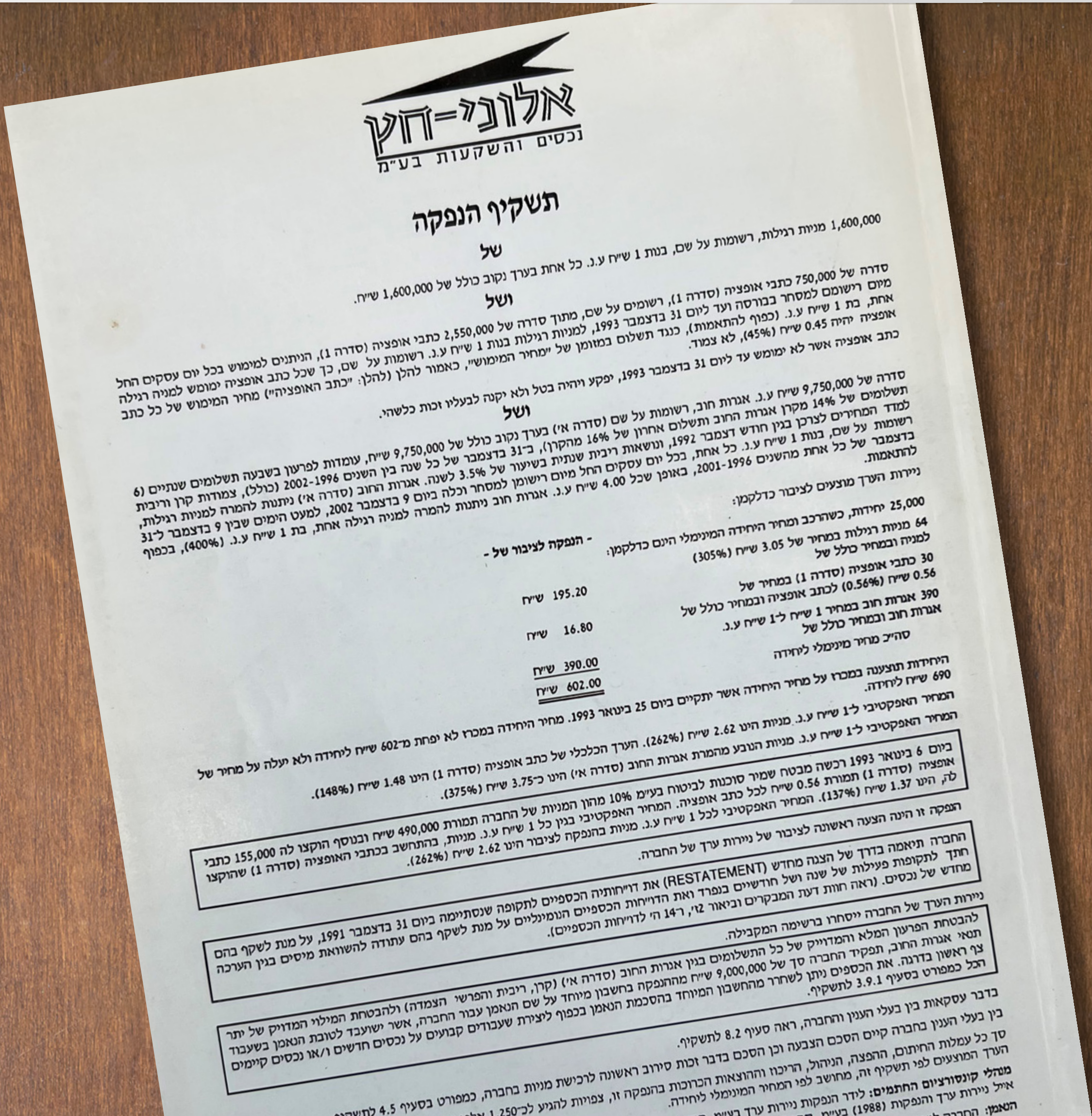


Business Philosophy of Alony Hetz Group



Initial Public Offering IPO Prospectus of Alony Hetz

February 1993



30-Year Cumulative Profits/Capital Raised/Dividends

Between the years 1992-2021



Total dividends distributed

3.1
ILS billion

Total profits accrued

8.5
ILS billion

Total capital raised

2.7
ILS billion



Media Quotes about the Office Market at the beginning of the COVID Pandemic

Q1-2 2020

TheMarker

Whoever Planned to Build New Office Buildings in the Last Year – Froze their Plans

The office market, which was fraught with risks even before COVID, is not expected to recover shortly – this is the assessment of Jacky Mukmel, CBRE

CALCALIST

Offices Will Remain on Paper, and the Municipality's Black Hole Will Deepen

COVID has put the brakes on plans for building spaces that create employment, from which municipal taxes are higher than for residential use, and is intended to help municipalities fund the services it provides to a growing population

HAARETZ

Has the Era of Offices Ended?

When many workers have shifted to Work From Home, the question arises as to whether the work environment will be transformed on the day after the COVID crisis. Cities in Israel are planning extensive commercial and office space – it is doubtful whether they will have a use in the future

Bizportal

Matrix is Considering a Shift to Work From Home – This is Bad News for the Income-producing Real Estate Market; Additional Companies Will Join the Work From Home Trend

Concurrent with its financial statements, Matrix' management announced that it is considering a "combination of work from home and from the office going forward (not just during COVID), while reducing its office space and saving operational expenses" - if this happens at Matrix, it will also expand to other companies

Ethan Gerstenfeld 26/05/2020 09:58

Davar

Workers, Society and Economy in Israel

COVID Economy/ "Between 10%-20% of Demand for Employment Space Could Disappear in Favor of Work from Home"

Two real estate experts analyze the crisis that did not pass over the residential market: "Currently, there is a crisis in the real estate market. Demand for residential "real estate is more rigid because of the birth rate and immigration to Israel

Media Quotes about the Office Market in the Latter Stage of the COVID Pandemic

Q3-4 2021

CALCALIST

Mad Rush: Vacant Offices for Hi-tech in Tel Aviv have Run Out

With occupancy approaching 100%, a hi-tech company wanting to rent 1,000 sqm of Class A offices will have difficulty in doing so. The premium market has surpassed the pre-COVID record, indicated by an average increase of 6.2% in rental rates to NIS 119 per sqm

Dotan Levi 02.02.2022 06:10

y net

Demand from Hi-tech Companies Pushing Up Prices of Offices in TA

An investigation by the research firm CBRE Israel reveals that in the last two months, rental prices for offices in the city rose by 7% to NIS 108 per sqm – closing in on the high levels that preceded the COVID period. In other cities, there were moderate increases and even price stability

Hila Zion 24.08.2021 7:30

CALCALIST

Record Year for Offices in Tel Aviv; "Rental Prices have reached NIS 200 per sqm"

In the throes of the COVID crisis, the market absorbed sharp price decreases, but developers are summarizing Year 2021 as their best year. The surge was provided by hi-tech companies, which are fighting over every sqm, at almost any price, and are renting beyond their needs. The head of the offices division at Azrieli: "If I had another 50 thousand sqm vacant, I would rent them for NIS 200 per sqm

CALCALIST

The Tel Aviv Offices Market has Overtaken Pre-COVID

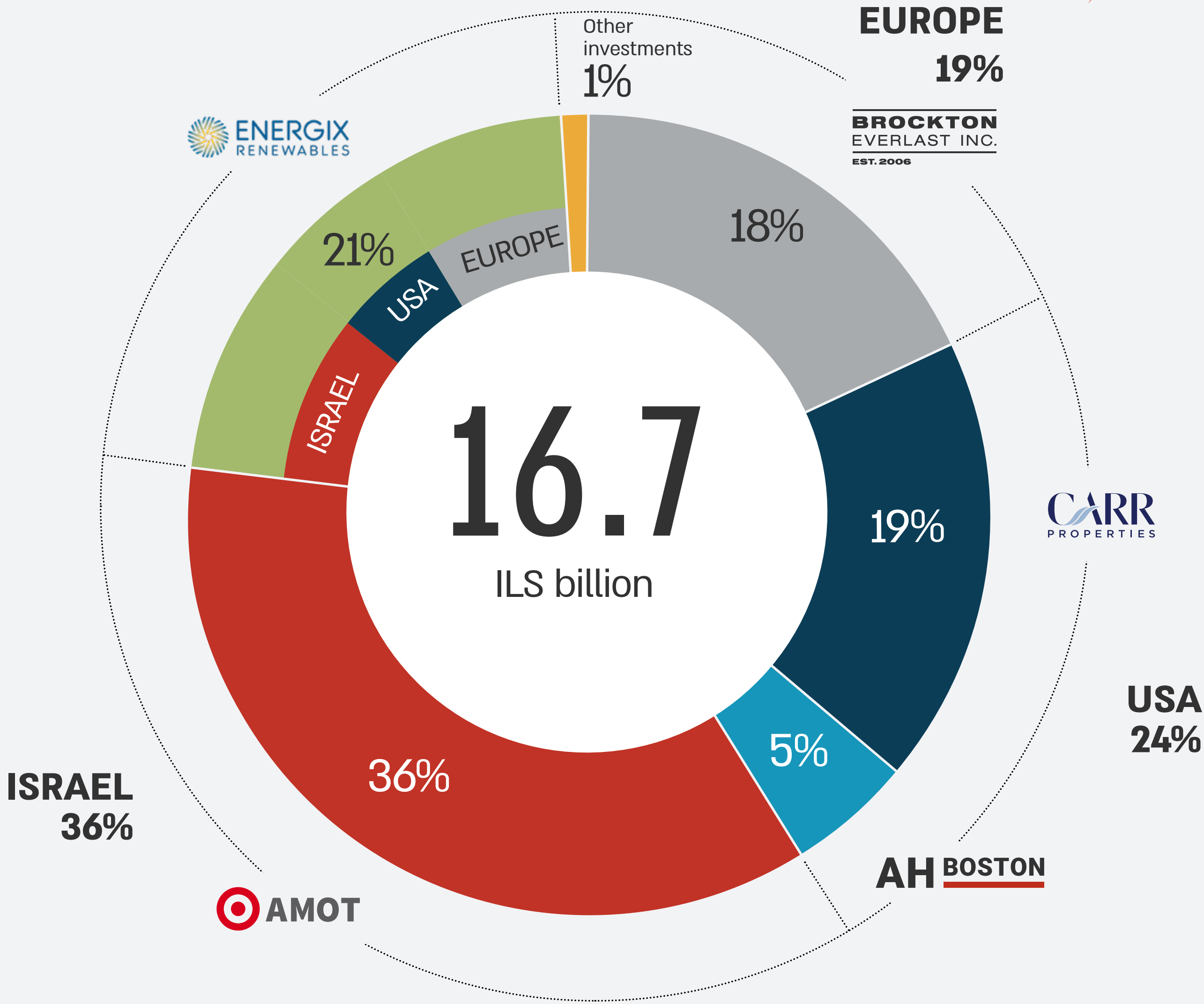
The concern over the serious harm to the offices market has proven false: rental prices in midtown Tel Aviv surpassed the previous record. In adjacent cities, it is difficult to recreate past prices

Dotan Levi 26.07.21 06:53

TheMarker

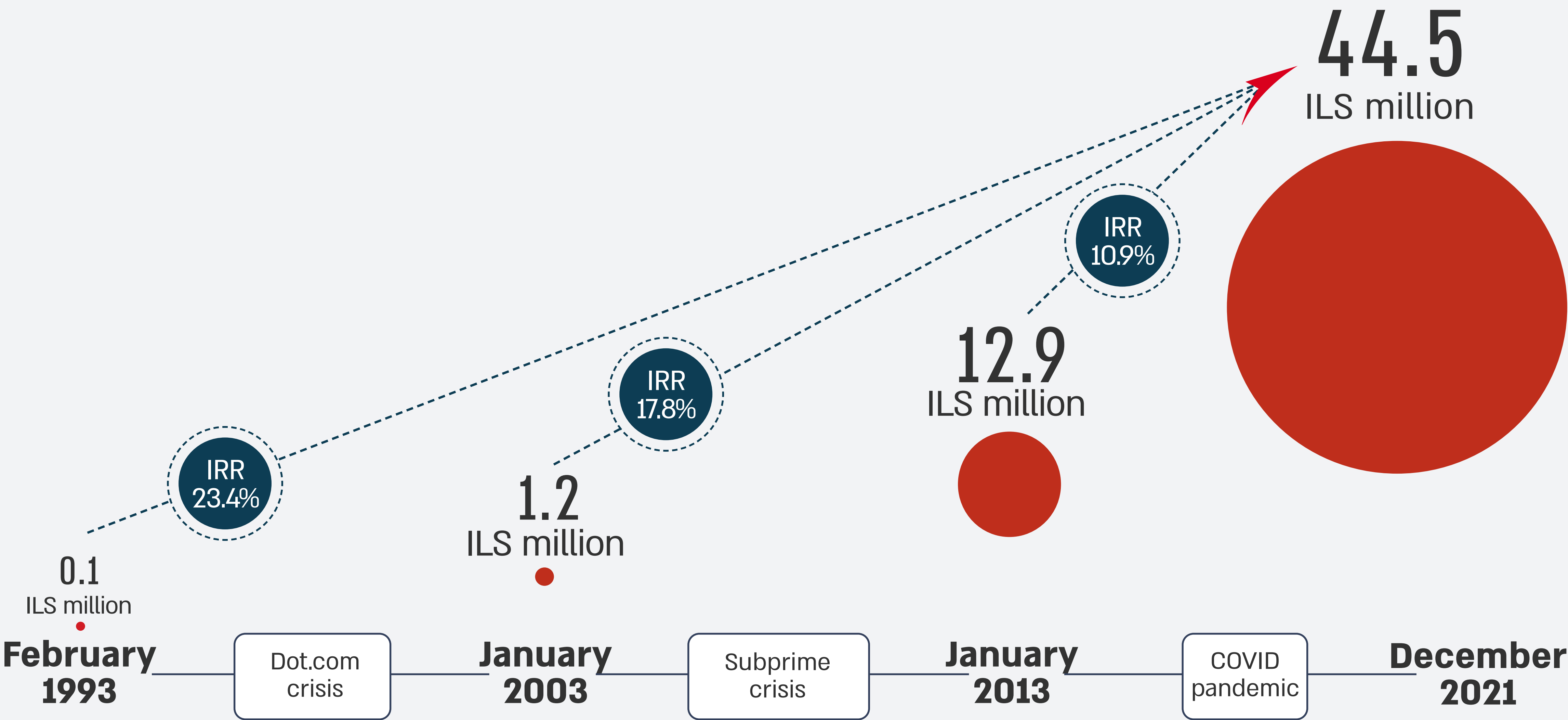
Israel is an Excellent Place for Income-producing Real Estate. The Market Simply Exploded in the Second Half of 2021"

Breakdown of Alony Hetz Investment Portfolio



Return on Investment of Alony Hetz shares

(In the format of a Dividend Reinvestment Plan)





THANK YOU

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