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THIRD QUARTER OF
2022

AlonyHetz
Properties & Investments Ltd

Alony Hetz

General Notes to the Presentation



Image of Toha2, Tel-Aviv

- This presentation was prepared by Alony Hetz Properties and Investments Ltd. (**"the Company"**), and is intended solely for investors. It does not constitute an offer to purchase or sell securities of the Company or an invitation to receive bids, as noted, and is intended solely to provide information. The information presented does not constitute a basis for reaching an investment decision, recommendation or opinion and is not a substitute for the investor's judgment.
- The contents of the presentation, in all that relates to an analysis of the operations of the Company and its investees, is merely a summary, and in order to obtain a complete picture of the Company's activities and the risks with which the Company contends, one should review the Company's shelf prospectus, its immediate, periodic and quarterly reports that are reported through the MAGNA system (**"the public information"**). The presentation includes data and information that are presented and edited differently than the data included in the said reports or such that could be calculated from the data included in the Company's reports. The information presented herein is not a substitute for the public information.
- 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, development of trends in the real estate and energy markets, changes in rental prices and occupancies, changes in electricity prices and the quantity produced, revenue forecasts, calculations of NOI and FFO forecasts, dividends forecast for 2022, 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 forward-looking 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 from that provided in this presentation.



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CARR Image of One Congress, Boston



CARR The Wilson & the Elm, Washington



Focus on two sectors:

- **Income-producing properties (mainly offices)**
- **Renewable energy**



The Group companies **generate constant, stable and long-term cash flows.**



Conservative financial management policy – maintaining a high level of unpledged assets, financial liabilities with long-term 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 and corporate governance.**

Income-producing properties

Renewable energy

Israel

USA

UK

Israel / USA / Poland



53.8%

Offices, retail,
industrial parks
and logistics

TASE: included in
TA-35 Index

47%

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

55.0%

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

83.2%

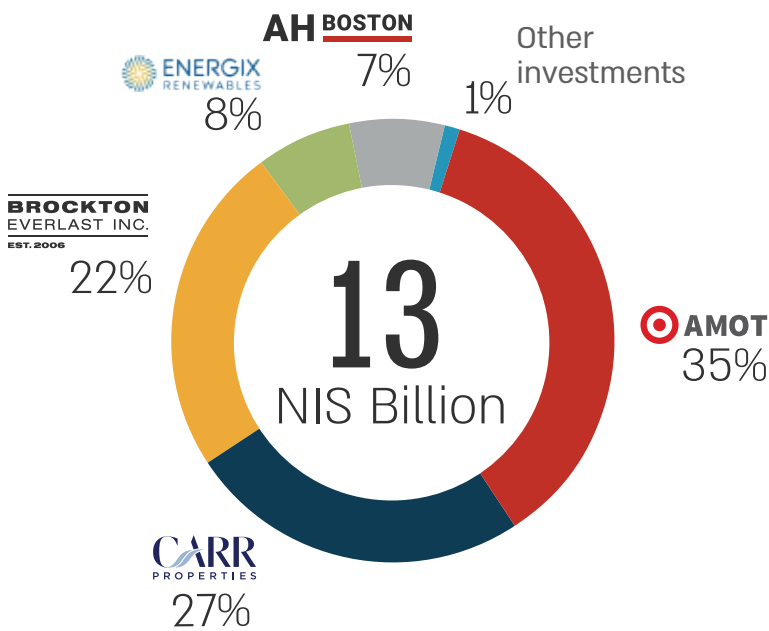
Offices and research
laboratories in
London, Cambridge
and Oxford

50.4%

Electricity generating
systems that use
renewable energy
sources

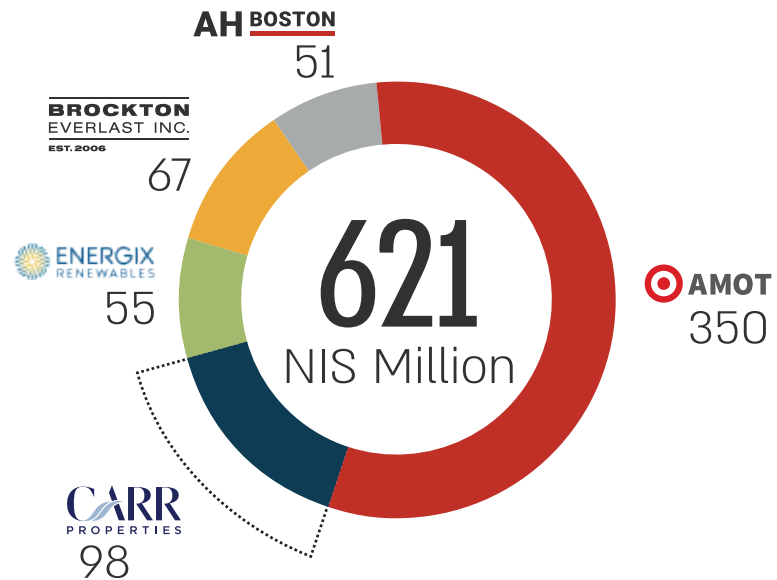
TASE: included in
TA-35 Index

Investment Portfolio Composition as of
September 2022 (*) [IFRS]



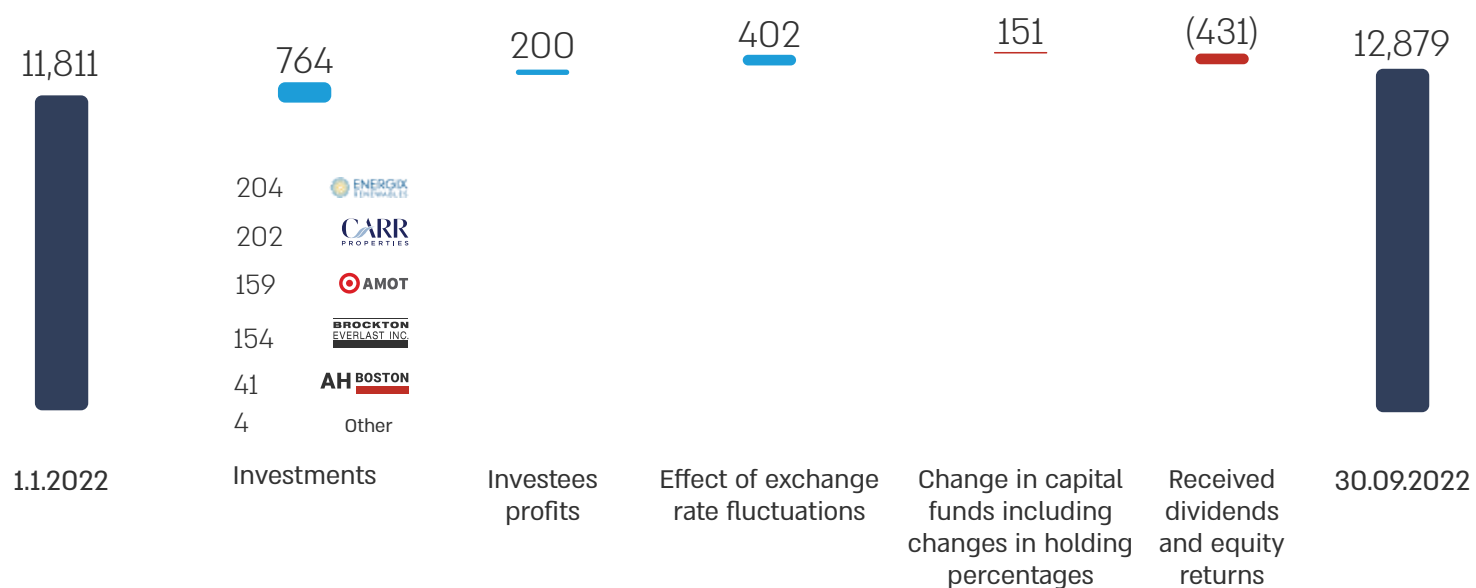
(*) Excludes cash.

Forecast of Dividend and Equity Returns for
2022 (in NIS millions) (**)







ⓘ In the format of a Dividend Re-investment Plan
(*) From the beginning of 2022 until the presentation's publication date, NIS 431 million (cash flows excluding imputed dividend from CARR) was received, out of NIS 523 million forecast for 2022.
(**) This is forward-looking information (see general comments on the presentation).

Changes in Investment Portfolio in First Nine Months of 2022 [NIS Millions]





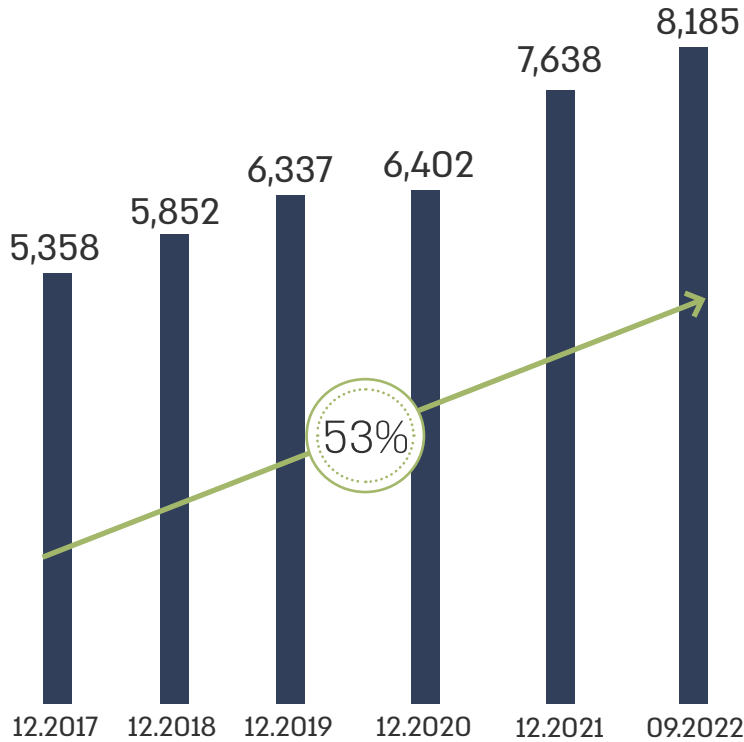
| 100% in millions of the functional currency | | | | | |
|---|--|--|-------------------------------------|-----------------------------------|----------|
| Geographic region | Company | Revaluation of income-producing properties | Revaluation of development projects | Amortization of acquisition costs | Total |
| Israel |  | ₪ 560 | - | ₪ (18) | ₪ 542 |
| USA |   | *(\$ 279) | \$ 26 | - | (\$ 253) |
| UK |  | £ 7 | (£ 12) | - | £ 5 |

**Total decrease
in value of
Company's share
(before tax effect)**

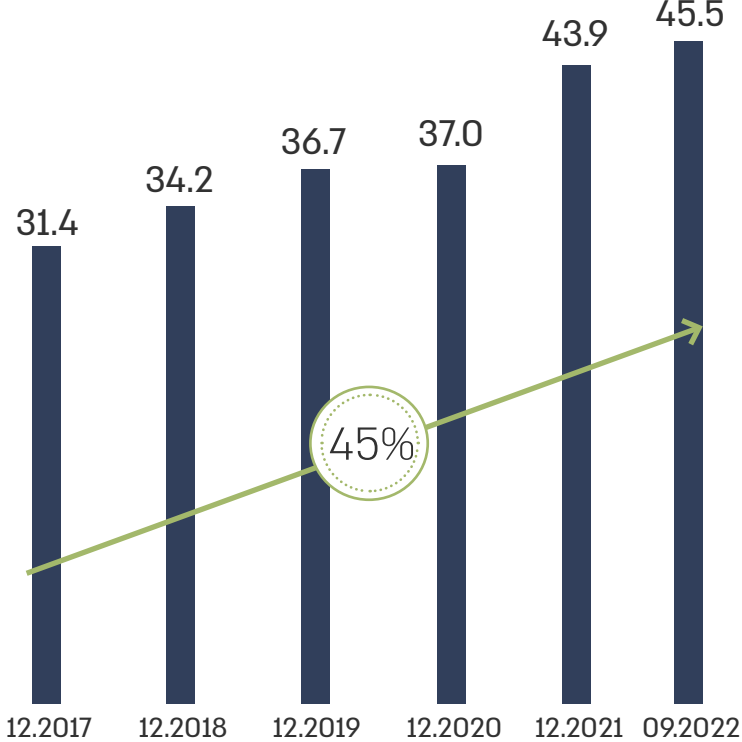
**₪ 140
million**

(*) Mainly as a result of the increase in the Discount Cash Flow Rate and Terminal Exit Cap Rate.

Changes in equity
(share of majority shareholders)(NIS millions)

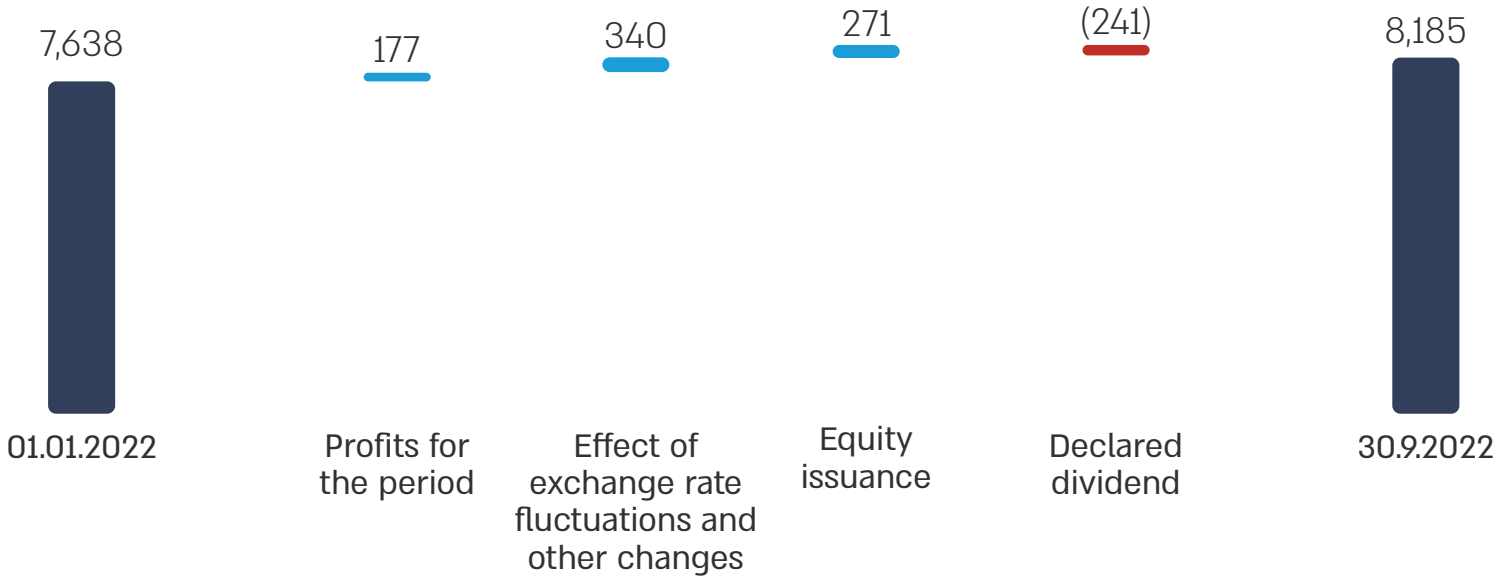


Changes in equity per share (*)
(interest of majority shareholders) (NIS)



(*) From the end of 2017 through June 2022, the number of the Company's shares increased by approx. 5%.

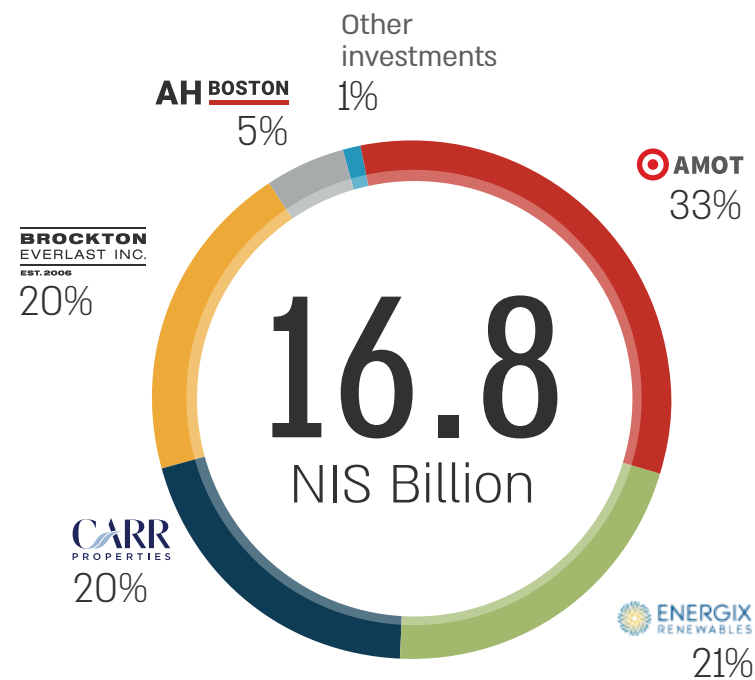
Changes in Equity in First Nine Months of 2022 (NIS millions)




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

Measurement of Net Assets Value (NAV) based on financial statements vs. Adjusted NAV






Adjusted Gross Assets Value (GAV)



Sensitivity of Adjusted NAV for a 0.25% increase in weighted Cap rate (*)

| Investee | | Decrease in Adjusted NAV of Company's share |
|---|---|---|
|  + AH <u>BOSTON</u> | → | NIS 1.5 |
| BROCKTON EVERLAST INC. <small>EST. 2006</small> | → | NIS 1.4 |

(*) For additional information, refer to the Report of the Board of Directors as of November 22, 2022

| (NIS millions) | Data from financial statements as of September 2022 | Investment from beginning of October 2022 until presentation's publication date | Adjustment to stock price as of date of update, including exchange rate adjustments | Adjusted data as of date of update (*) | Measurement basis |
|---|---|---|---|--|--------------------|
|  AMOT | 4,510 | - | 1,108 | 5,618 | Stock market price |
|  | 3,443 | - | (76) | 3,367 | Equity (IFRS) |
|  | 2,856 | 333 | 110 | 3,299 | Equity (IFRS) |
|  | 1,073 | - | 2,400 | 3,473 | Stock market price |
|  | 843 | 12 | (19) | 836 | Equity (IFRS) |
| Other investments (mainly in Brockton Funds) | 172 | - | 5 | 177 | Equity (IFRS) |
| GAV | 12,897 | 345 | 3,528 | 16,770 | |
| Net financial debt (**) | (4,377) | (345) | (57) | (4,779) | |
| NAV(***) | 8,520 | - | 3,471 | 11,991 | |
| NAV per share (***) | 47.4 | | | 66.7 | |
| Leverage | 33.9% | | | 28.5% | |

(*) Date of update for calculation of adjusted NAV (including stock market prices and exchange rates) is November 21, 2022

(**) Gross debt after deducting cash

(***) Ignores deferred taxes

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Structure of Financial Debt and Leverage
(Company solo expanded)



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



The Company is in compliance with all the financial covenants of the bonds and credit facilities.



The Company has credit facilities in the amount of NIS 650 million, which are unutilized as of the presentation's publication date.



All of the Company's financial debt is non-bank credit.

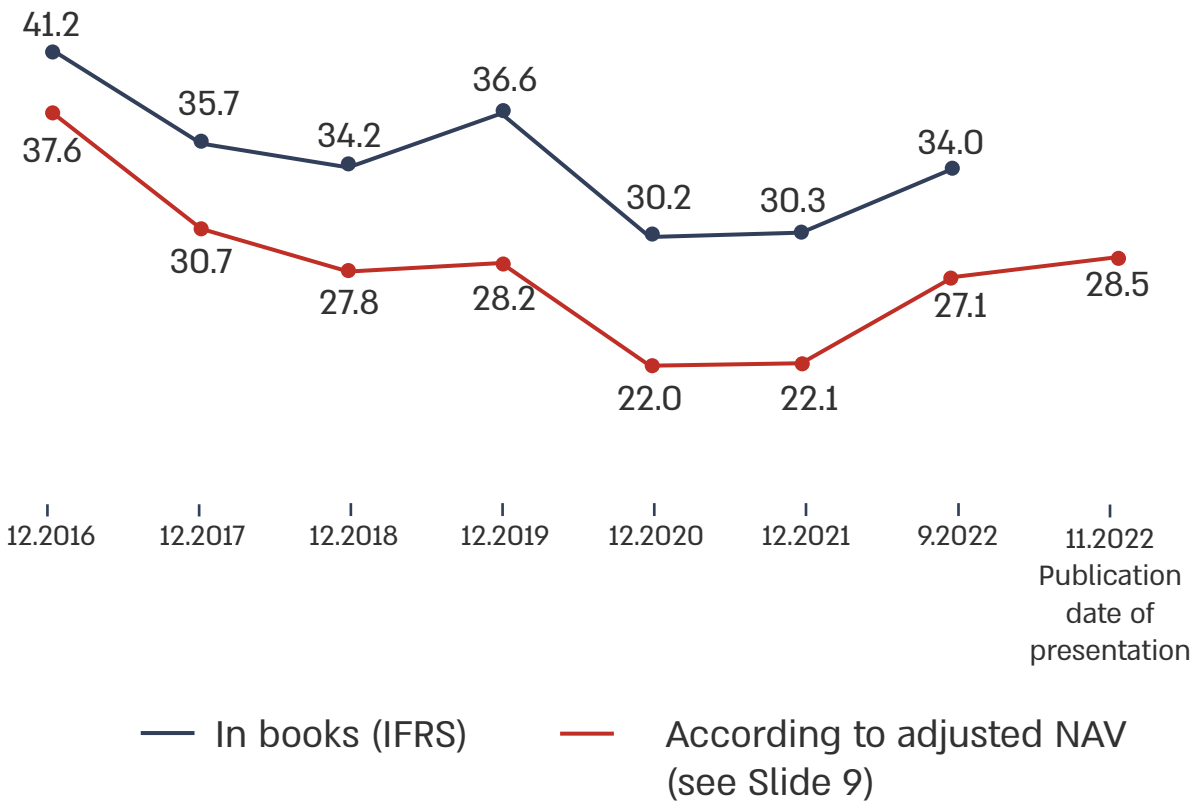


The Company's financial debt as of the presentation's publication date totals NIS 4.9 billion (NIS 4.8 billion net financial debt)

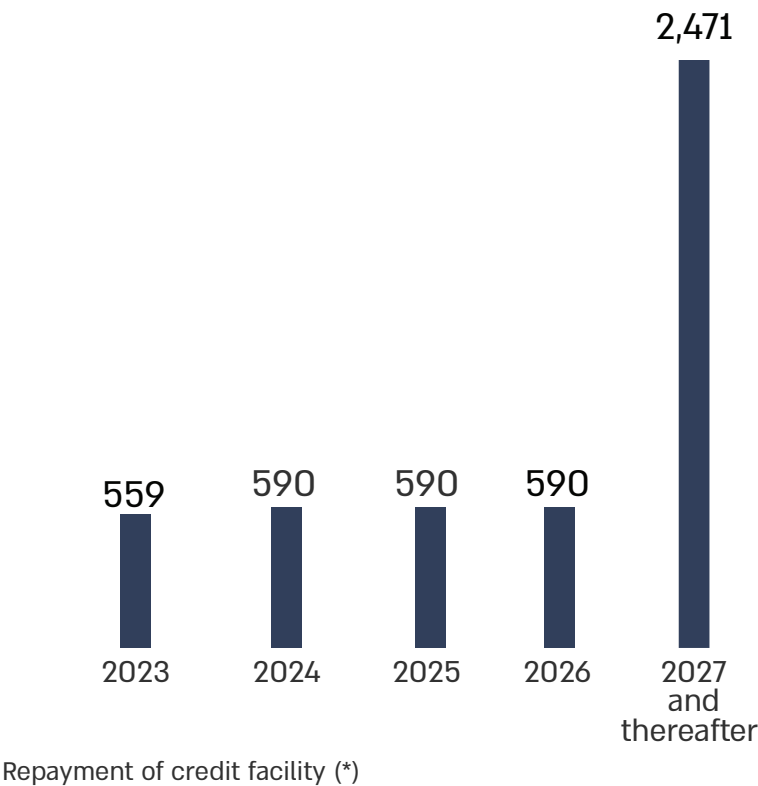


None of the Company's properties are pledged.

Leverage, net (%)



Maturity dates of debt (NIS millions)



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FFO (NIS millions)



CARR – Image of 300 East 2nd, Austin, Texas

| | Q1-Q3 2022 | Q1-Q3 2021 |
|--|------------|-------------|
| Company's share in Amot's FFO | 296 | 239 |
| Company's share in Carr's FFO | 84 | 83 |
| Company's share in Energix' FFO | 97 | 51 |
| Company's share in Brockton Everlast's FFO (*) | (*)32 | 41 |
| Company's share in AH Boston's FFO (**) | (**)23 | 29 |
| Company's share in PSP's FFO and dividend from Brockton Funds | - | 3 |
| Real interest expenses | (89) | (67) |
| General and administrative expenses (net of management fee income) | (8) | (11) |
| Current taxes | (12) | (15) |
| Total FFO | 423 | +20% 353 |

(*) Decrease due to dilution of holdings in BE resulting from the Menora Mivtachim transaction.
(**) Decrease due to the project converting 745 Atlantic offices to research laboratories.

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Key Financial Data – Solo Expanded (NIS millions)



CARR - Signal House, Washington DC

| Income Statements | Q1-Q3 2022 | Q1-Q3 2021 | Year 2021 |
|--|---------------|---------------|--------------|
| Profits of investees (*) | 200 | 683 | 1,658 |
| Other income | 18 | 70 | 67 |
| Total income | 218 | 753 | 1,725 |
| General and administrative | (25) | (27) | (39) |
| Financing, net | (100) | (72) | (99) |
| Income taxes | 84 | (134) | (29) |
| Total expenses | (41) | (233) | (167) |
| Net income | 177 | 520 | 1,558 |
| (*) Includes the Company's share in revaluation profits (losses) of investees before tax effect. | (140) | 420 | 1,419 |

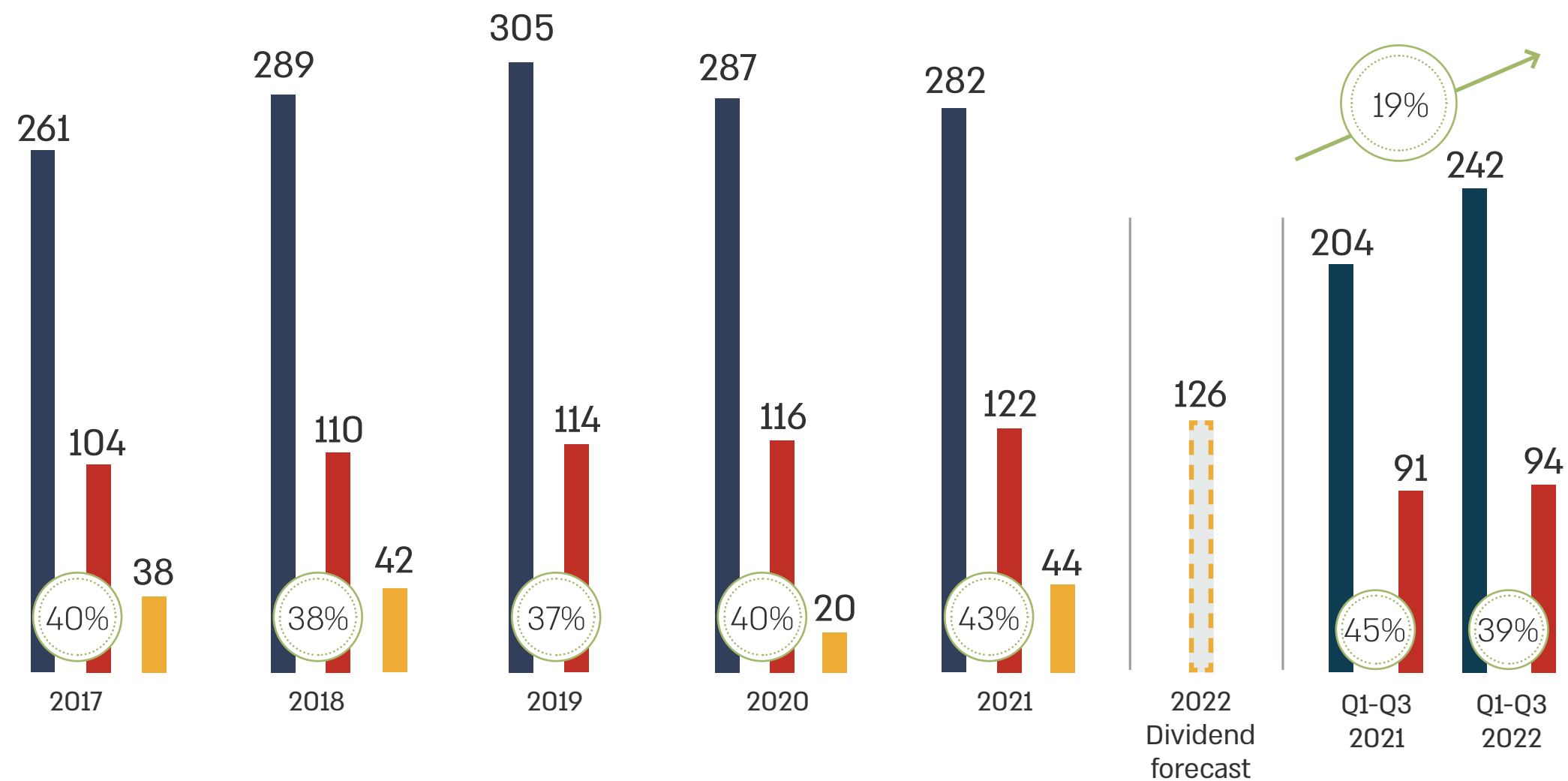
| Balance Sheets | September 2022 | December 2021 |
|-------------------------------------|-------------------|------------------|
| Investment portfolio | 12,897 | 11,811 |
| Other assets (mainly cash) | 638 | 512 |
| Total assets | 13,535 | 12,323 |
| Financial liabilities | 4,835 | 4,102 |
| Other liabilities | 515 | 583 |
| Equity | 8,185 | 7,638 |
| Total equity and liabilities | 13,535 | 12,323 |

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



AMOT Atrium - Ramat-Gan



■ FFO per share ■ Ordinary dividend per share ■ Special dividend per share

○ Regular Dividend Payout Ratio from FFO

○ The Company declared a dividend policy for 2022, whereby a dividend of NIS 0.31 per share will be paid in the first and second quarters and NIS 0.32 per share in the third and fourth quarters.
This is forward-looking information (see general comments on the presentation).



Environmental protection

- Investment in implementation of the green construction methods complying with the most stringent standards – from the construction stages to the operation and maintenance stages of development and construction projects in all the geographic regions in which the Group operates.
- Energy efficiency
- Building real estate projects near mass transit.
- Generating energy from renewable sources (sun and wind).

CARBON NET ZERO



BREEAM®



Social responsibility

- Contributions to the community.
- Volunteering.
- Gender equality.
- Accessibility



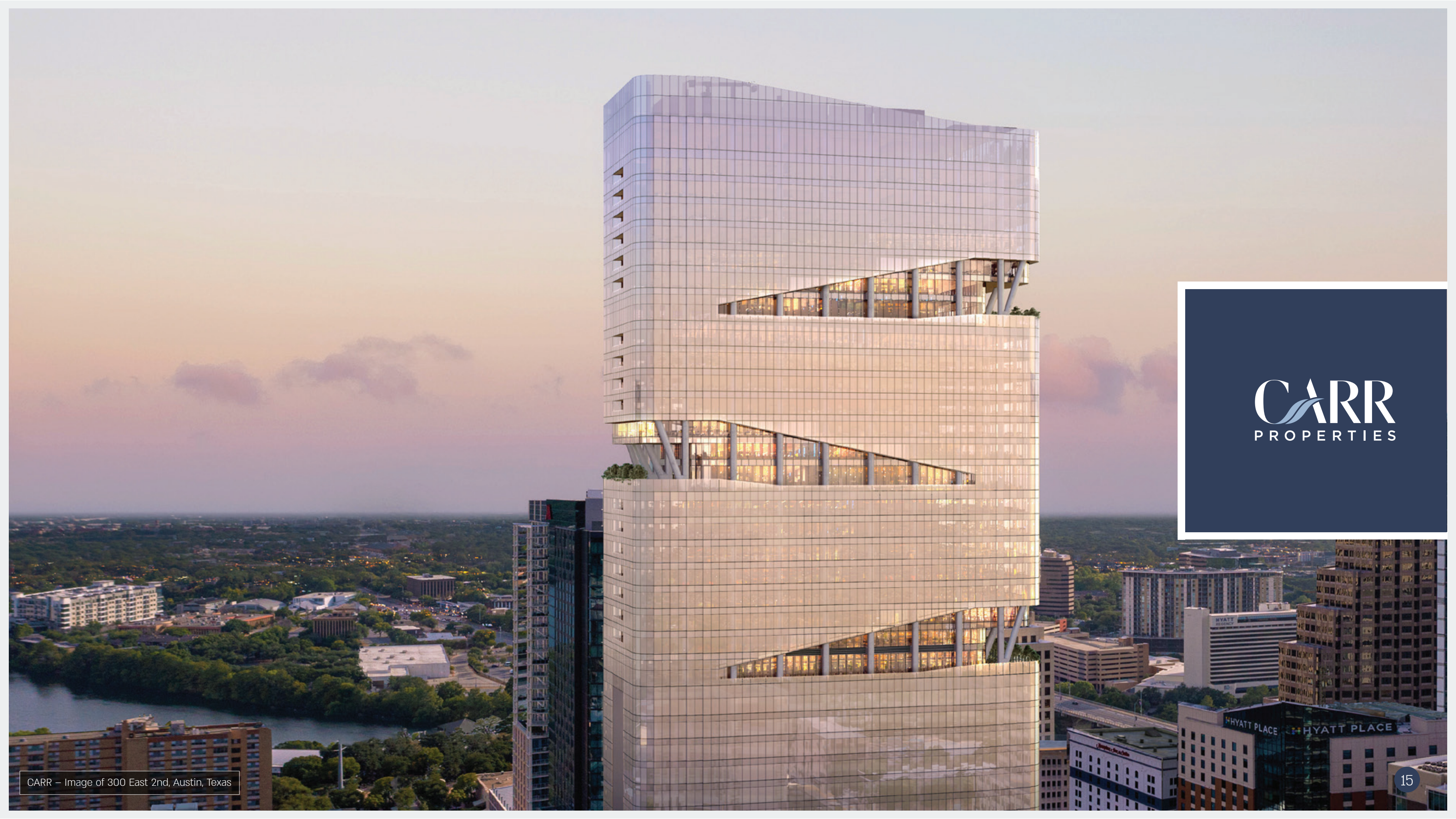
Corporate governance

- Stringent ethics regarding business conduct.
- Especially high level of transparency toward shareholders and creditors.
- More than half of the directors in the publicly traded companies are independent.

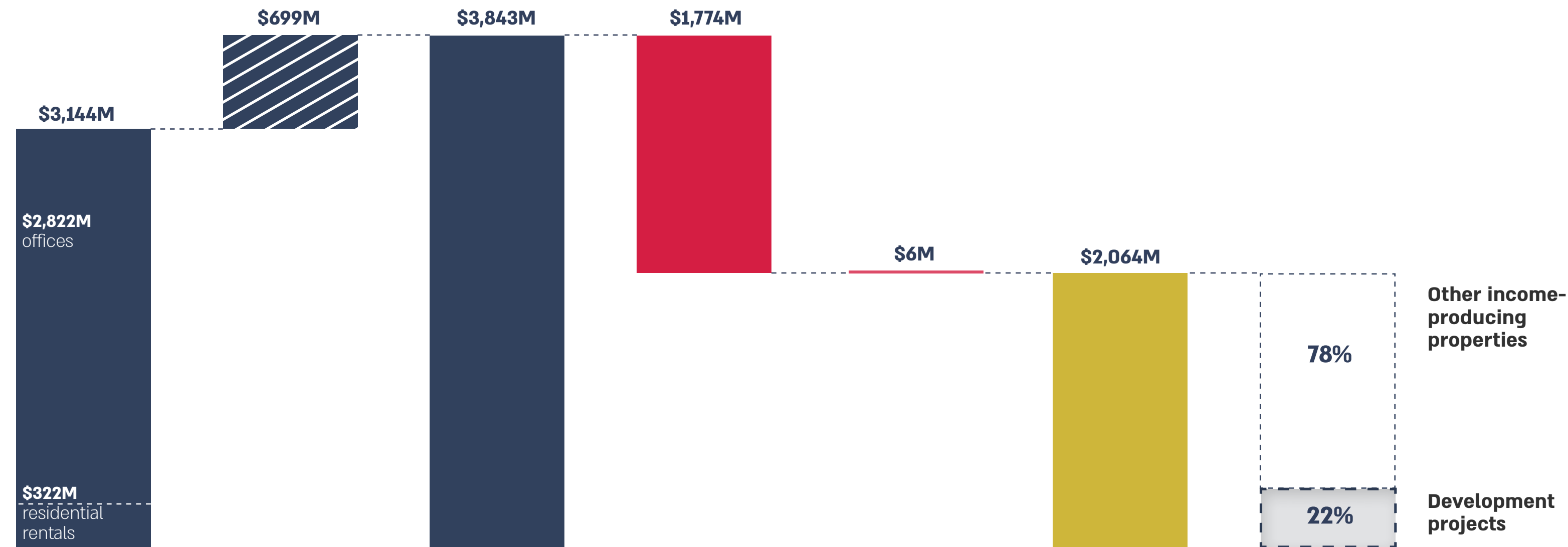



Ma'aleh Index insignia

- Platinum rating according to the "Ma'aleh" index for 2022.



CARR – Image of 300 East 2nd, Austin, Texas




Income-producing properties

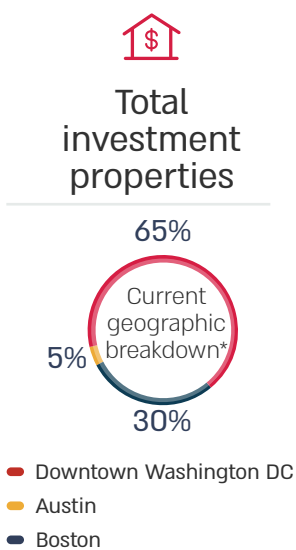
17 income-producing properties with GLA of **4.6M sqf**

79% Downtown Washington DC
16% Boston
5% Austin


Development Projects

Development Project with GLA of 1.0M sqf

Boston 100%




Net financial debt


Other liabilities


Equity

Equity divided into investment property elements

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

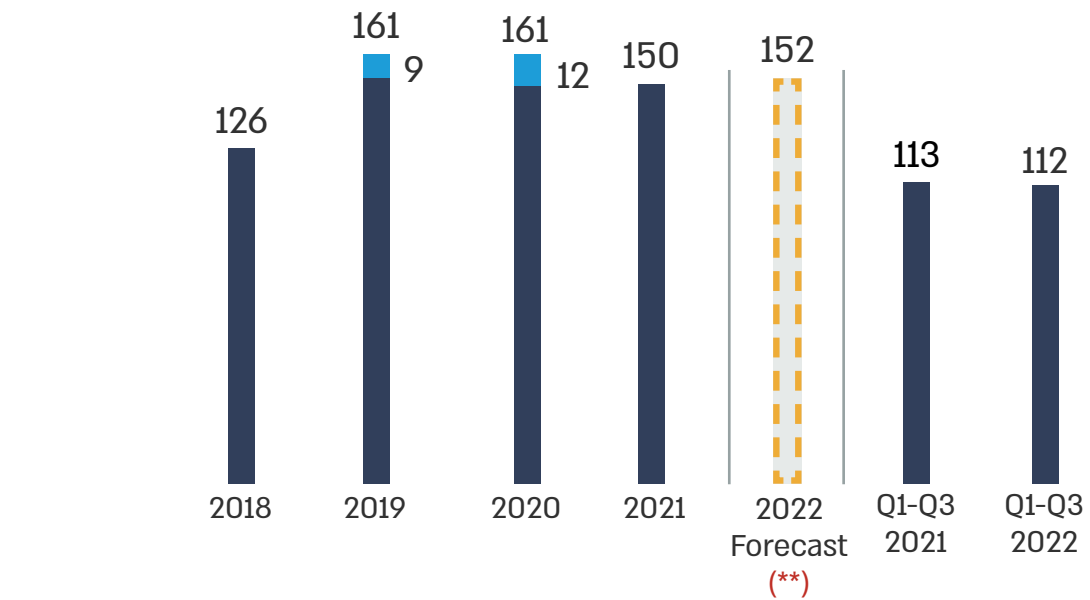
CARR

Rental Activity of CARR



NOI (\$ millions)

Q3 2022 vs. Q3 2022 Same Store NOI -1.4%^(*)

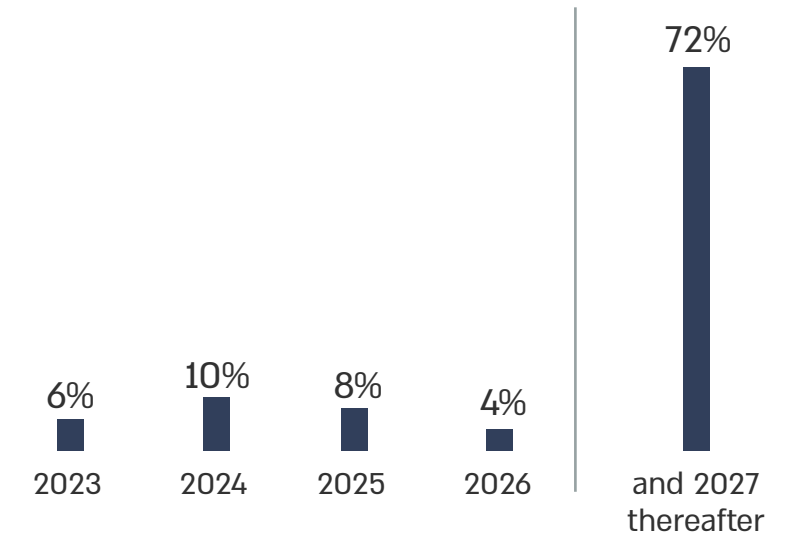


■ Termination fees from tenants.

(*) Due mainly to rising energy costs that are not covered by the tenants.

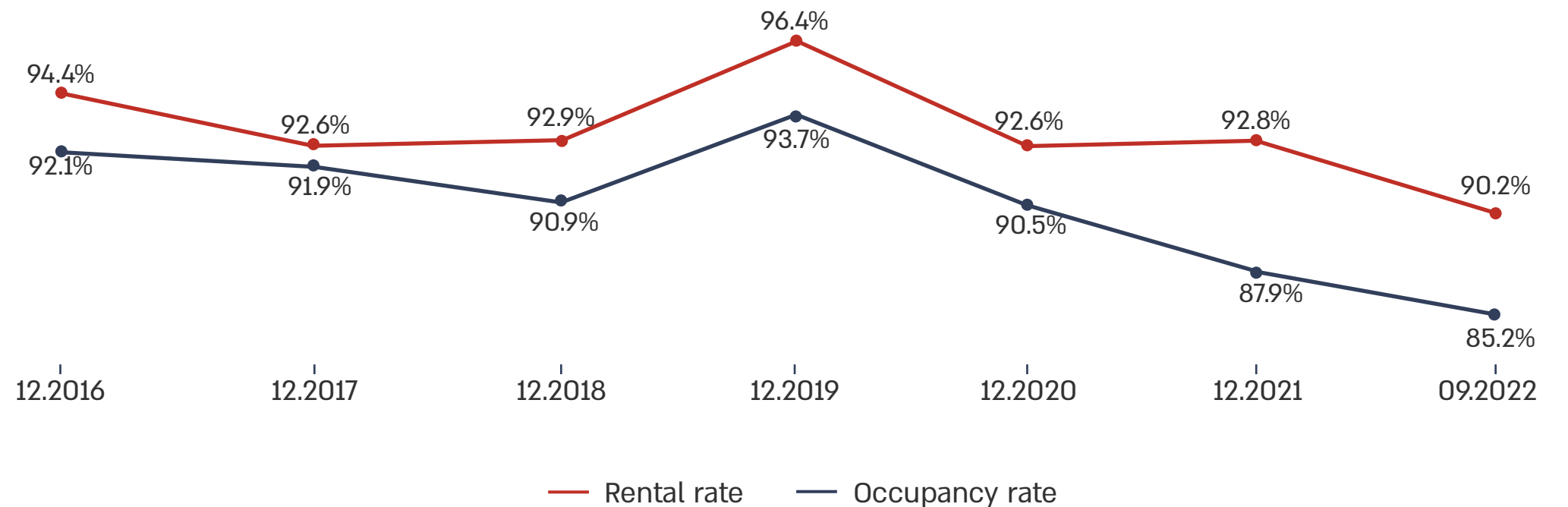
(**) This is forward-looking information (see general comments on the presentation).

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



WALT 6.9 Years

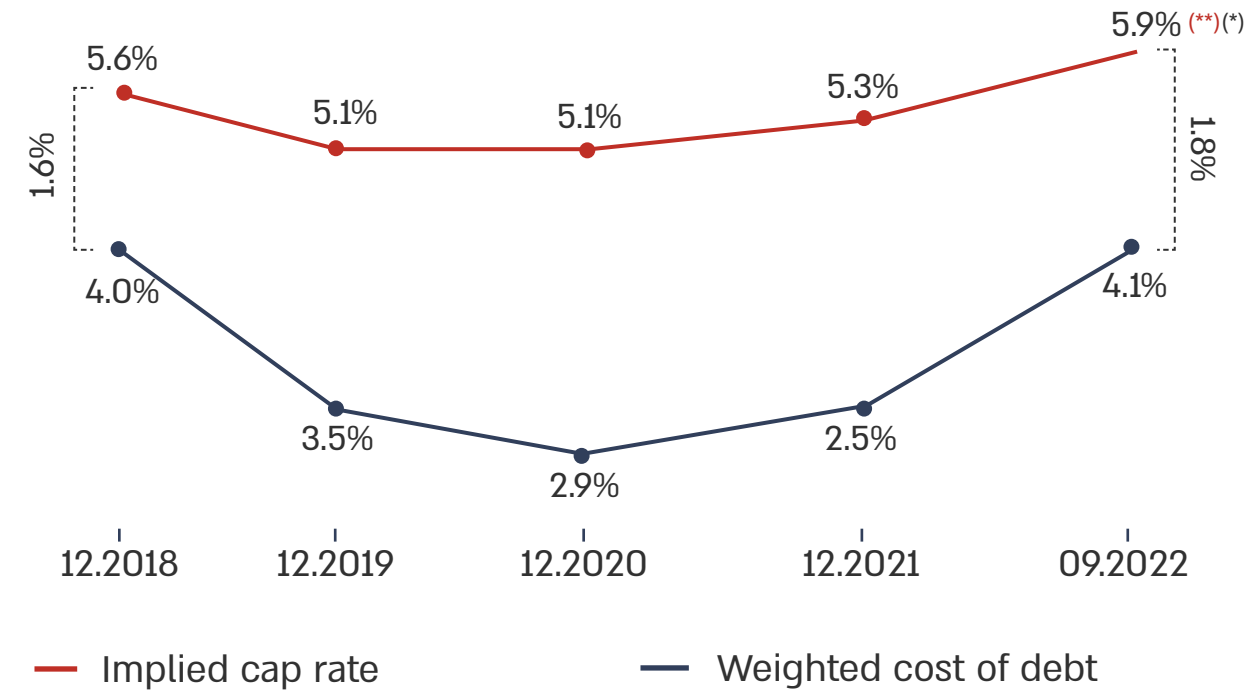
Change in Occupancy and Rental Rates



CARR

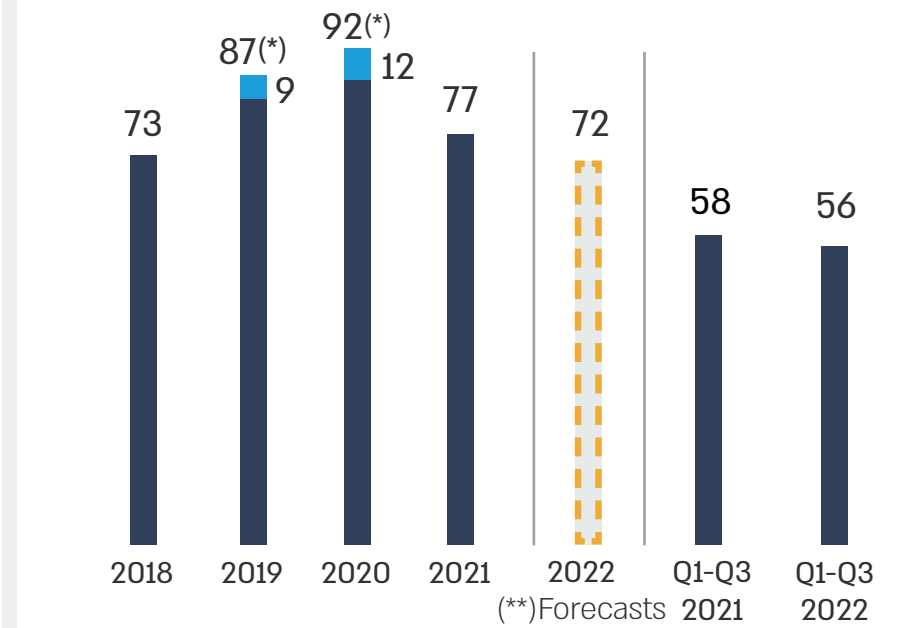
Cash Flows and Financial Debt

Changes in cash flow margins of office portfolio



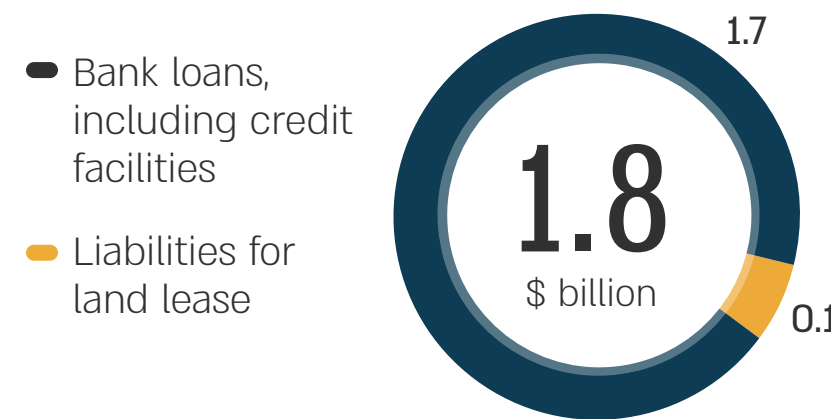
(*) According to Stabilized NOI of \$189M, based on the valuation of independent appraisers.
 (**) This is forward-looking information (see general comments on the presentation).

FFO (in \$ millions)

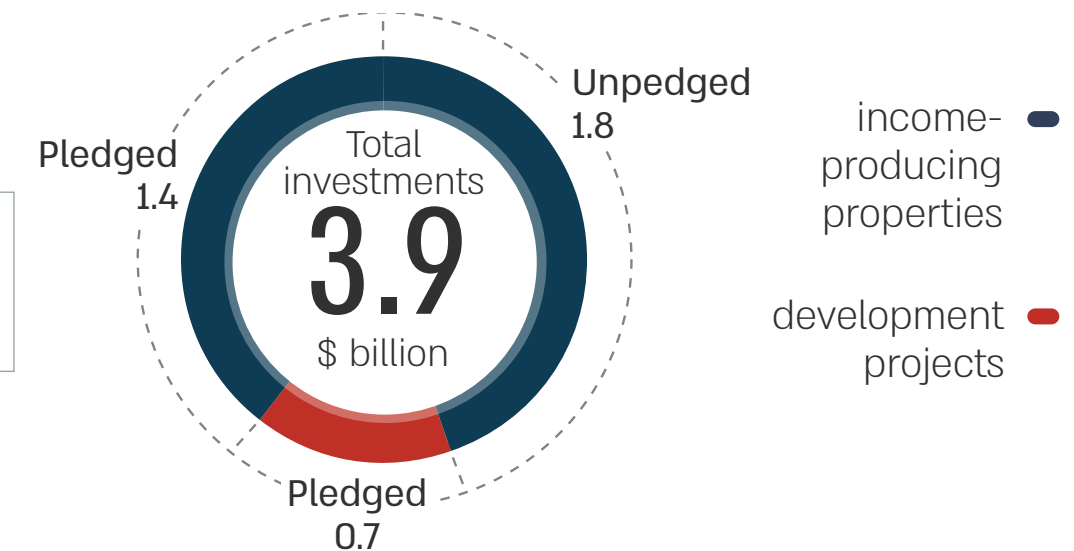


■ Termination fees from tenants.
 (*) Decreased from 2021, due to increase in financing expenses resulting from rising interest rate.
 (**) This is forward-looking information (see general comments on the presentation).

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



Leverage
46.2%



73% of the financial debt is at fixed interest. Financial debt maturing by the end of 2023 totals \$134M.

As of September 30, 2022, CARR has unutilized credit facilities totaling \$192 million and facilities to finance development projects totaling \$190 million, utilization of which is conditioned on construction progress.

CARR, ONE CONGRESS, BOSTON

(Data relates to 100% of the project in which the Company owns 75%)

 GLA 1M sqf.

 Percentage pre-leased 100%

 Cumulative costs as of 30.9.22 \$708M

 Costs to completion \$289M

 Recorded revaluation profits \$215M

 Expected completion date April 2023

 Stabilized NOI \$64M

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



Boston CBD

300 East 2nd, Austin, Texas

 Area of property **4** Dunam (4,000 square meters)


 Type of ownership **99** year lease

 Planned GLA **767K** sqf.

 Construction budget **\$570-580M**

 Construction period **2024-2027**

 Forecasted NOI with full occupancy **\$40M-45M** (after deducting lease fees)

 At the start of construction, CARR intends to bring in a partner with a stake of up to 49% and to finance the balance of the construction budget with bank financing of 55%.

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



In advanced stages
of zoning for the purpose of
increasing building rights

CARR - Image of 300 East 2nd, Austin, Texas




AH BOSTON

AH BOSTON

Business Partnership with **OXFORD**

Key data as of end of Q3 2022
relating to 100% ownership

 Equity **\$433M**

 2 Income-producing properties **696** thousand sqf.

 Value of income-producing properties **\$622M**

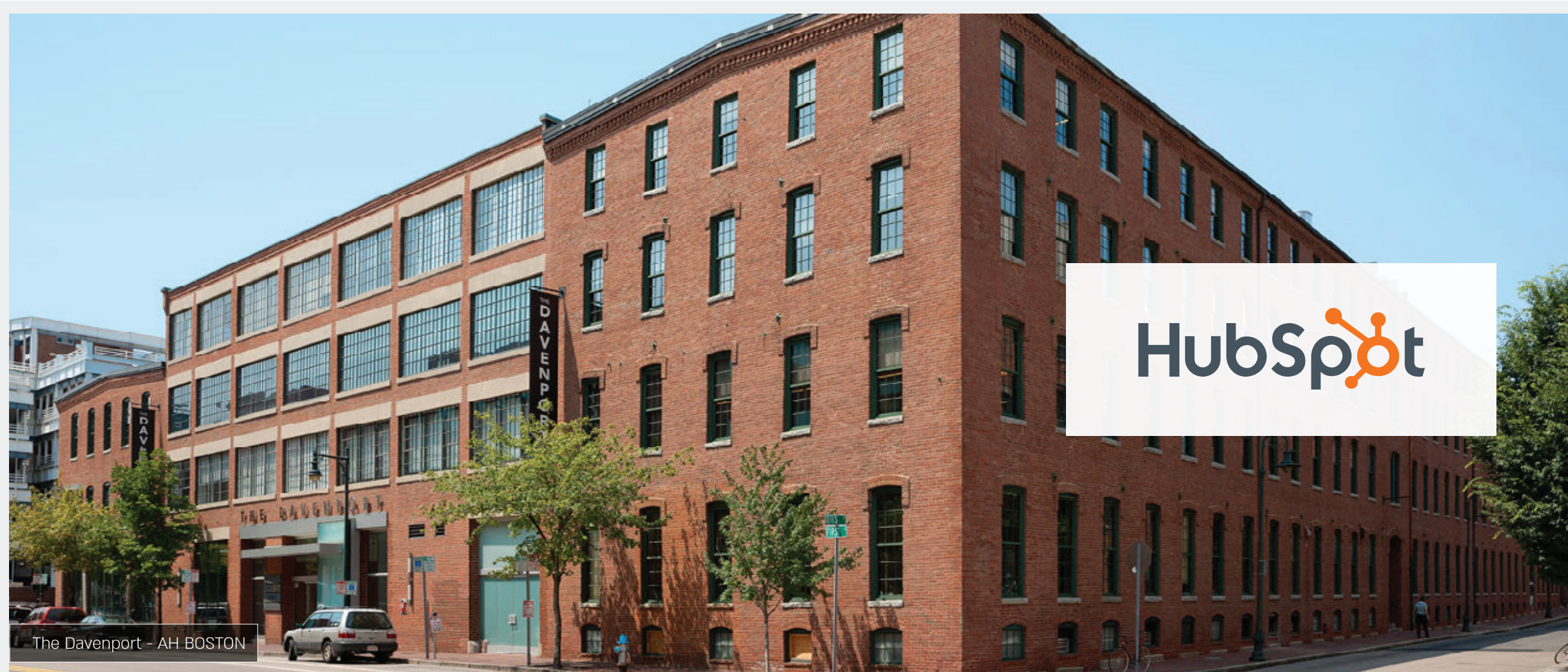
 Rental rate **91%** Occupancy rate **88%**

 WALT **5.8** years

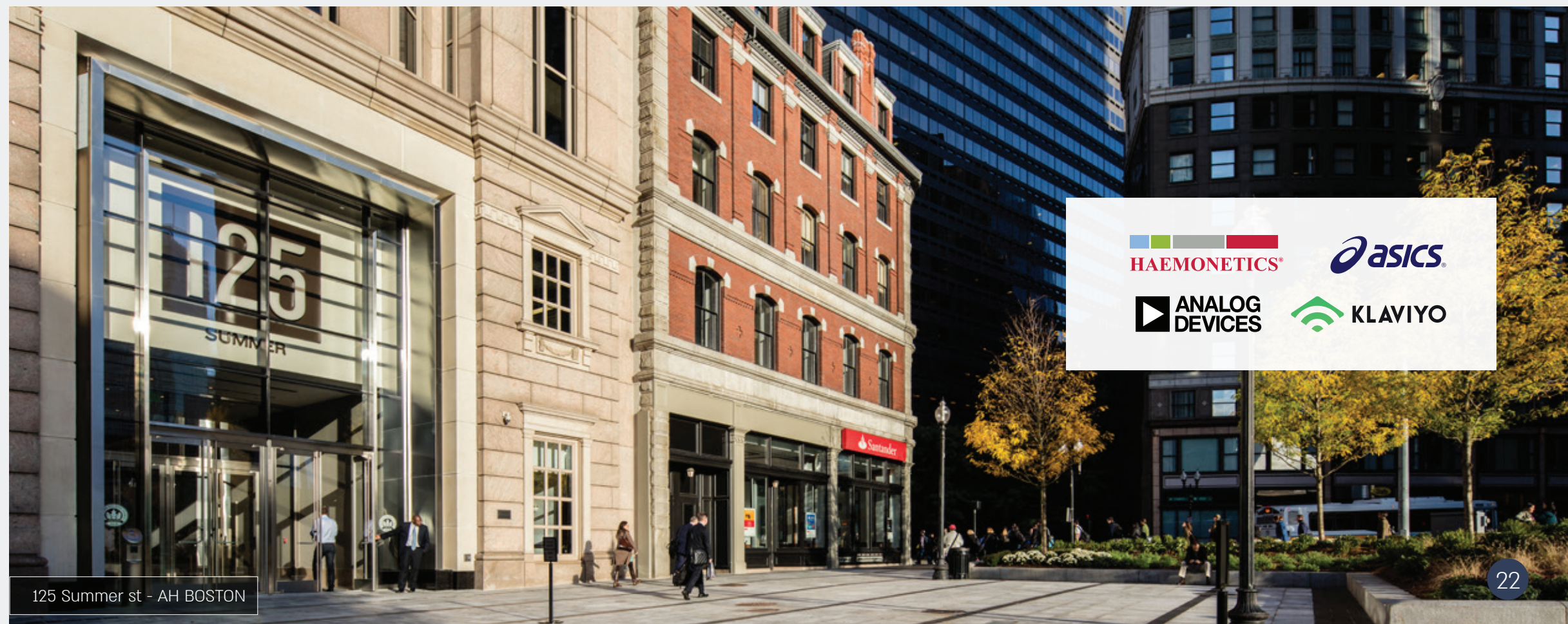
 Leverage **44%**

NOI
Q1-Q3 2022 **\$18M**

FFO
Q1-Q3 2022 **\$13M**



HubSpot



HAEMONETICS **asics**
ANALOG DEVICES **KLAVIYO**


AH BOSTON


745 ATLANTIC Avenue

(Data relating to 100% of project)

 Conversion Project from Office to Labs


 Planned GLA **175K** sqf.

 Conversion budget **\$153M**

 Value as of September 2022 **\$154M**

 Financing of project **\$180M** of which \$97M was drawn down as of September 2022)

 Completion date **October 2023**

 Forecasted NOI after conversion **\$17M**

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







Amot Image of ToHa2, Tel-Aviv

 Equity NIS **8.4** billion


 GLA **1.9** million sqm
1.2 million sqm above ground space
0.7 million sqm of shops and open storage

 No. of Properties **176**

 Occupancy rate **95%**

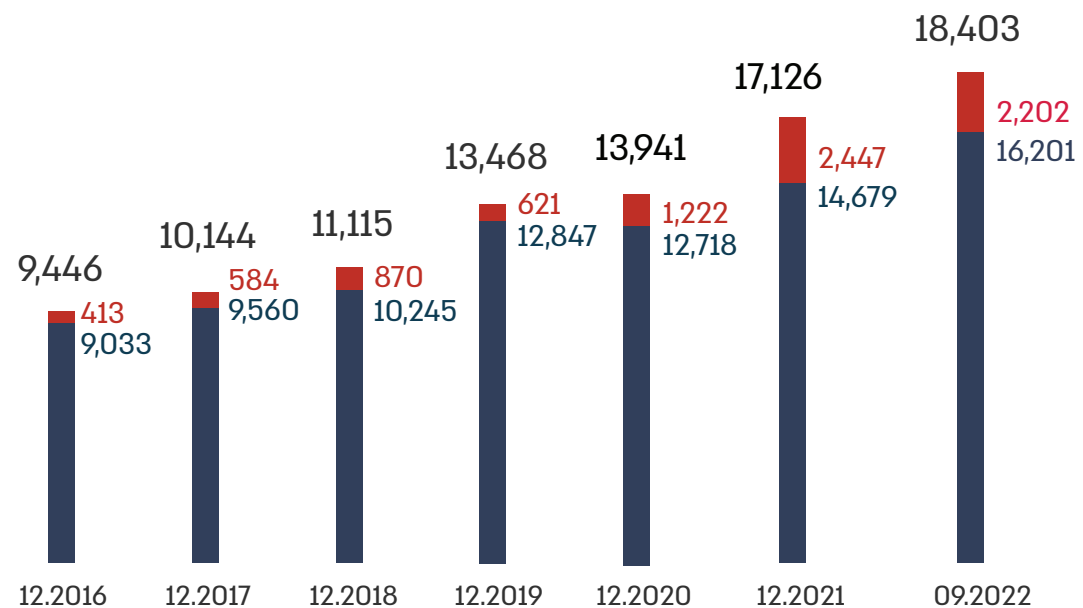
 Net financial debt NIS **8** billion

 Leverage **43%**

 Rating **AA/Stable** - Ma'alot
Aa2/Stable - Midroog

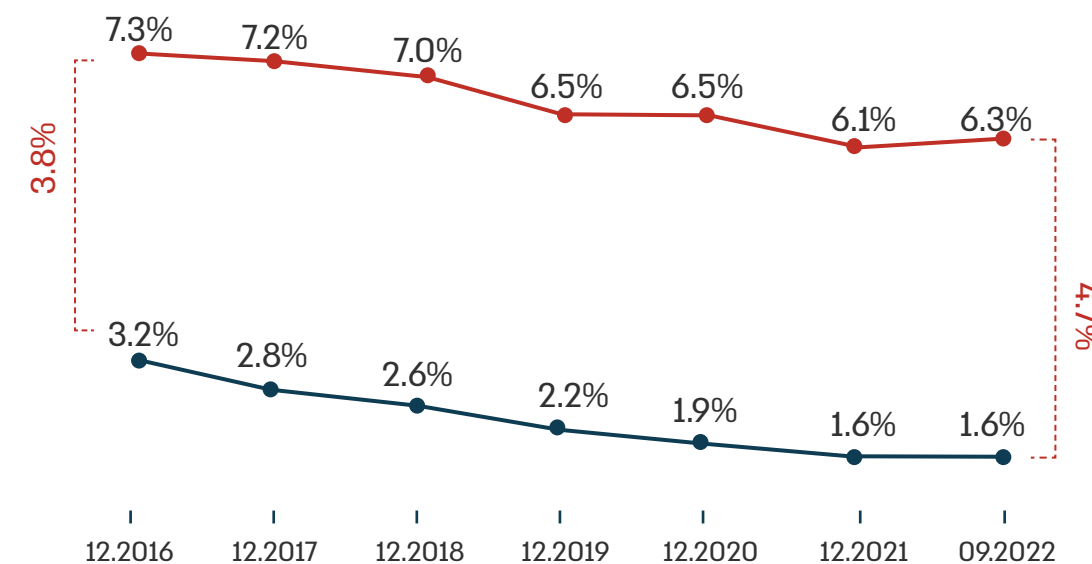
Investment Real Estate Value (NIS millions)

— income-producing properties
— development properties



 98% of the properties are unpledged

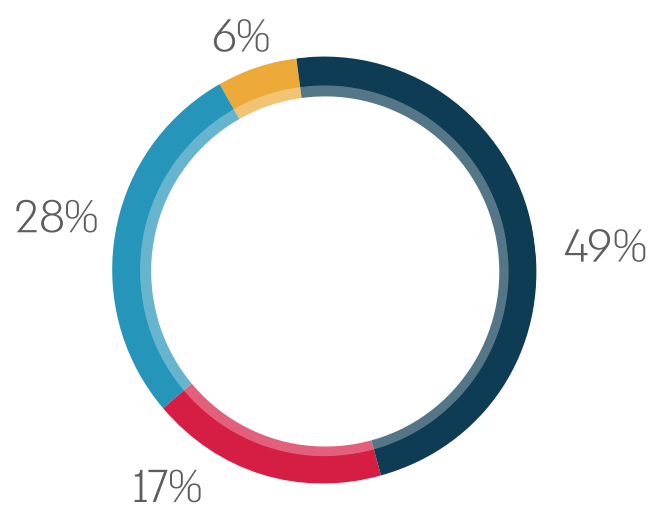
Change in cash flow margin



— Weighted cap rate

— Weighted debt rate

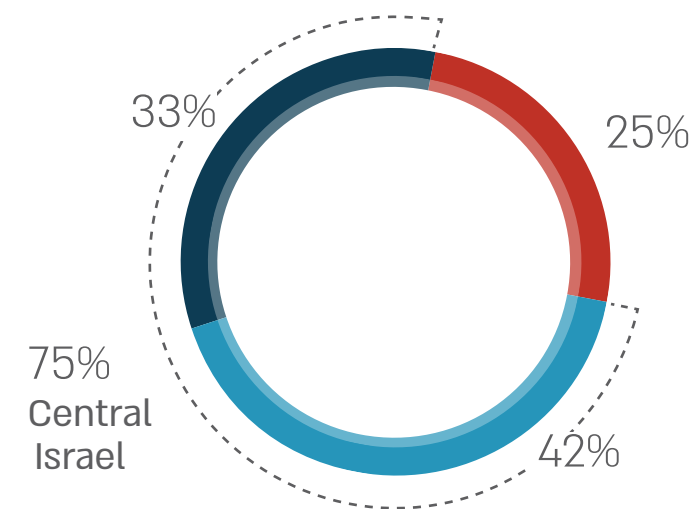
Breakdown in value of income-producing properties (*)



— Offices — Industrial and logistics parks
— shopping malls — Supermarkets and other

(*) Excludes land classified as investment real estate and development properties.

Geographic breakdown of properties



— Greater Tel Aviv — Gush Dan cities — other regions in Israel

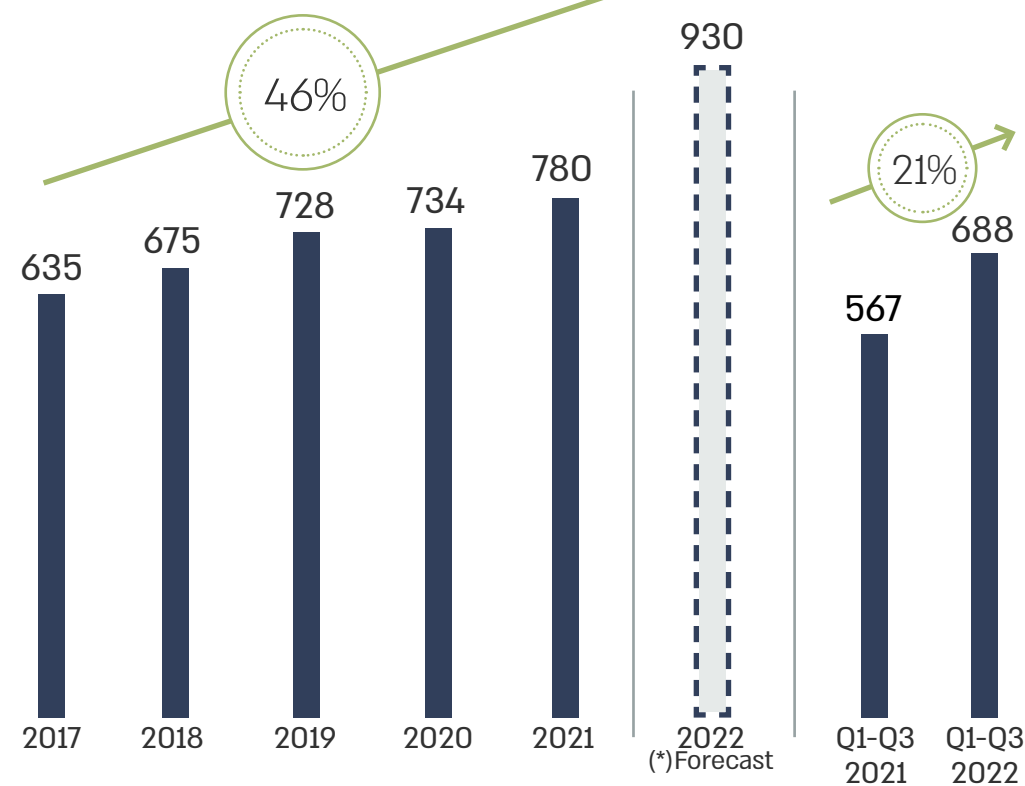
AMOT

Additional Financial Data

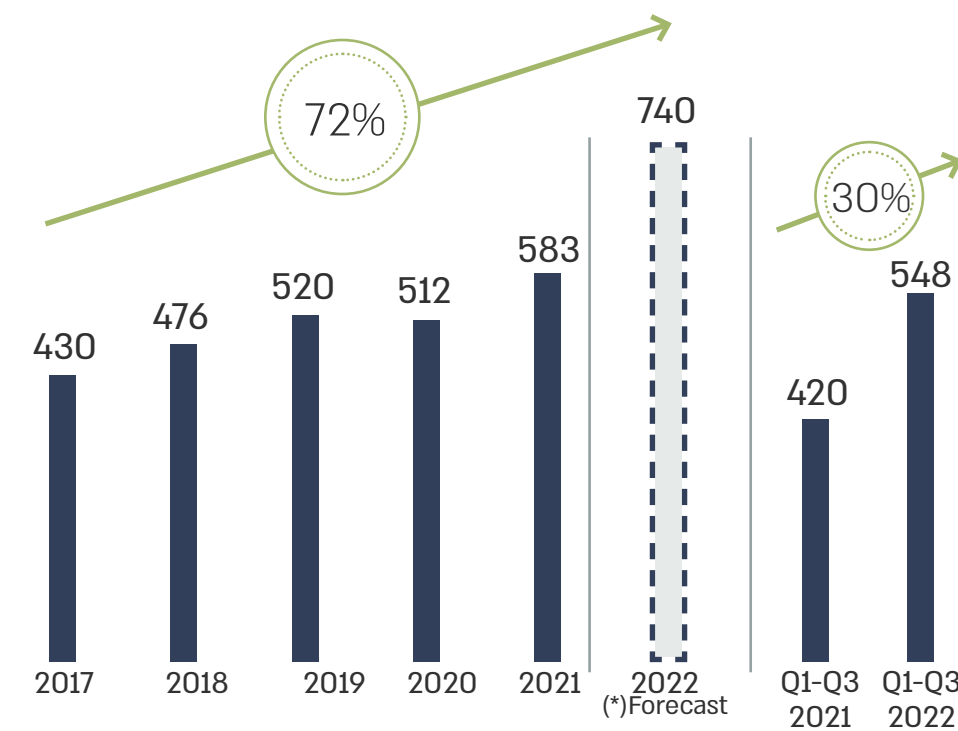
AMOT Platinum, Petach Tikva

NOI (NIS millions)

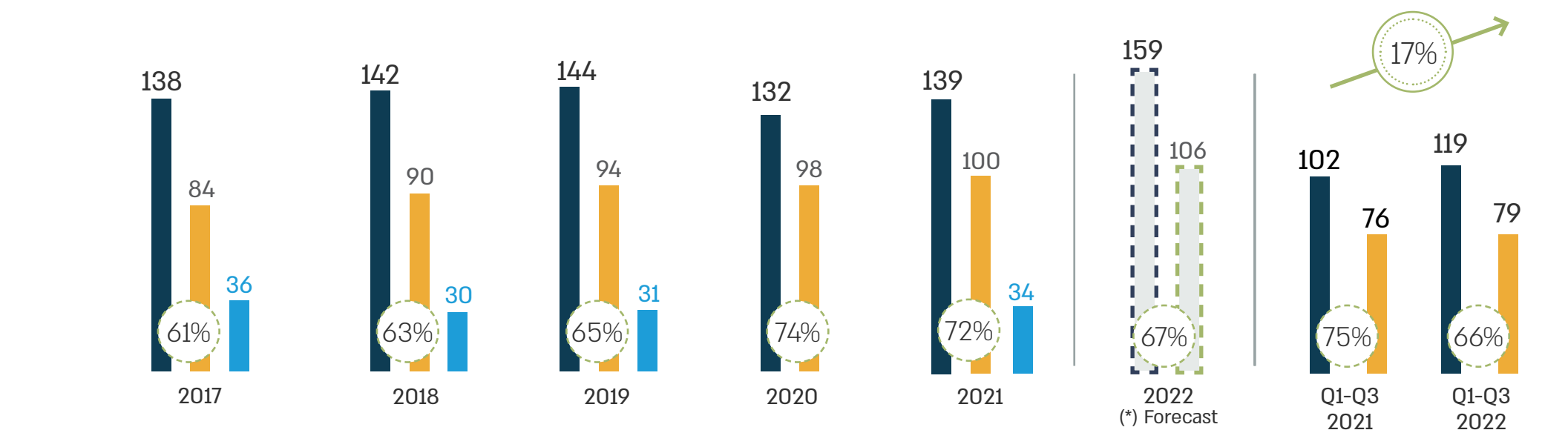
Q3 2022 vs. Q3 2021
IFRS Same Store NOI: +9%



FFO (NIS millions)



Cash flows per share (Agorot [NIS 0.01])



■ FFO per share ■ Special dividend per share ■ Ordinary dividend per share ○ Regular Dividend Payout Ratio from FFO

AMOT declared a dividend policy for 2022, whereby, AMOT shall distribute a dividend of NIS 1.06 per share, to be paid in four quarterly payments: NIS 0.26 per share in the first and second quarters and NIS 0.27 in the third and fourth quarters.

Forecasted FFO per share for 2022

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

AMOT

Development Projects Pipeline (AMOT's share) (*)



AMOT owns 6 development projects totaling 214 thousand square meters of above ground construction, with a total construction budget of NIS 3.0 billion.



The remaining investment to complete these projects is NIS 2.0 billion. The forecasted NOI is NIS 247-277 million.



As of September 2022, the book value of the projects is NIS 1.0 billion.

ToHa2 (50% owned)



Modi'in (Shufersal) Offices (75% owned)



"Lechi" Site in Bnei Brak (50% owned)



K Complex in Jerusalem (50% owned)



Afeq Park Rosh Ha'Ayin (50% owned)



Logistics Center in Beit Shemesh (60% owned)



AMOT - ToHa 2

(Data relating to 100% of project)



Description of property

In August 2021, the building rights for the project were purchased from the Tel Aviv municipality, as well as lease rights for a period ending in 2108.



GLA **160k** sqm

160K sqm above ground office and retail space and 45K sqm of underground parking



Ownership

The project is equally owned by AMOT and Gav Yam.



Total construction costs

NIS **3** billion
(including TI work).



Estimated completion

2026



Forecasted NOI

Approx. NIS 260-300M with full occupancy, based on current market rents.

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



Image of ToHa2, Tel-Aviv

AMOT

Information on pipeline projects in the intermediate-term planning stage (*)

3 projects in planning stages totaling 64 thousand sqm, with a construction budget of NIS 660 million (excludes TI budget):

“1000” site in Rishon LeZion

Platinum 2 in Petach Tikva

AMOT Shaul at the Kfar Saba-Ra’anana Junction.

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



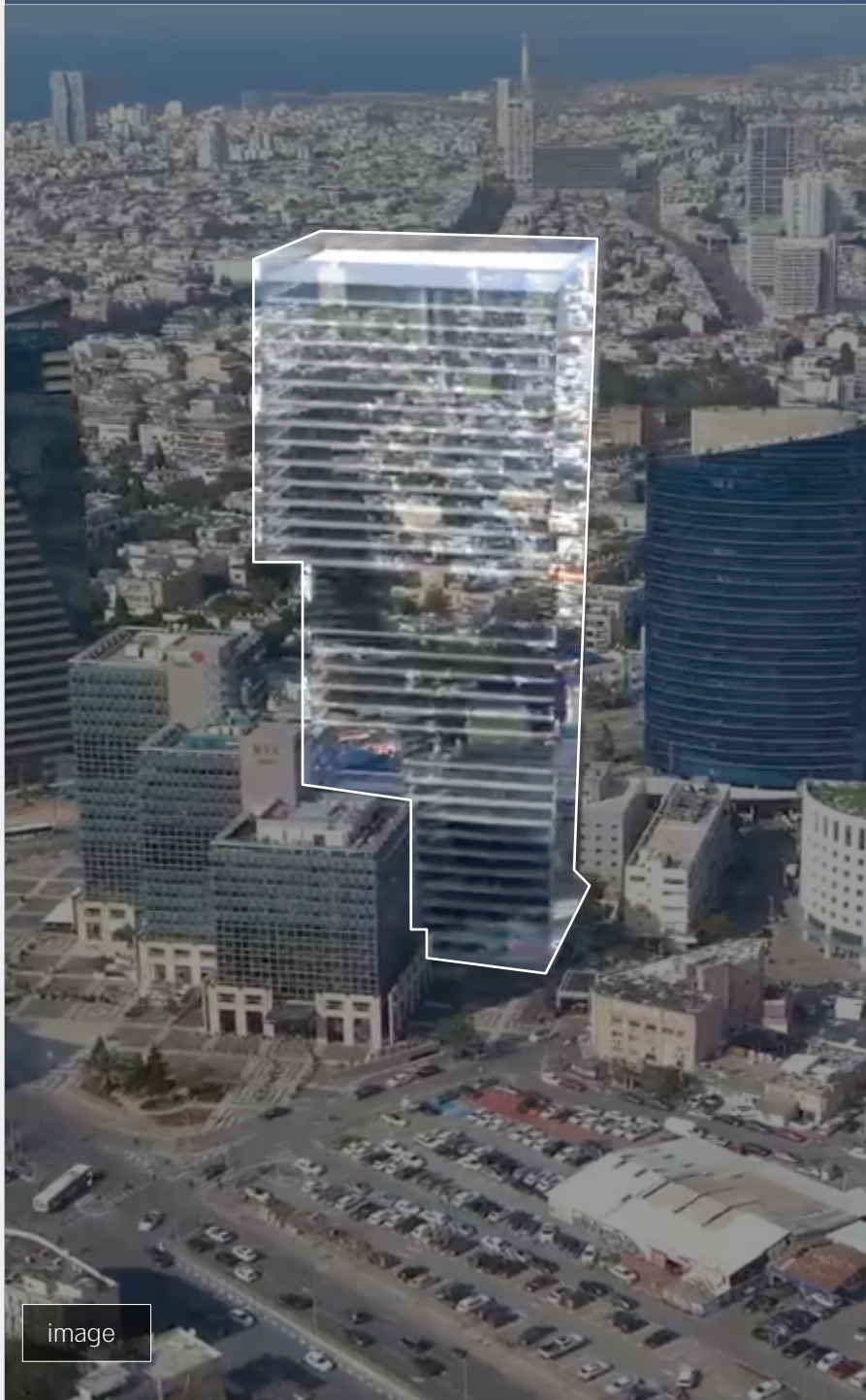
AMOT Image of “1000” site in Rishon LeZion

AMOT TA 5000 Plan

Future Development

AMOT is advancing several plans according to the TA/5000 Zoning Plan, of several of its properties located in prime locations in Tel Aviv, characterized by increasing demand, access to public transportation and proximity to important entities such as the courts and medical centers

Beit AMOT Insurance



Dubnov and Beit AMOT Mishpat



Century Tower



Europe House






BROCKTON
EVERLAST INC.
EST. 2006

BROCKTON EVERLAST

Key Data for Q3 2022 (*)

 GLA **1.2M** sqf.

 Value of income producing properties **£943** million (includes value of unutilized building rights of £93 million)

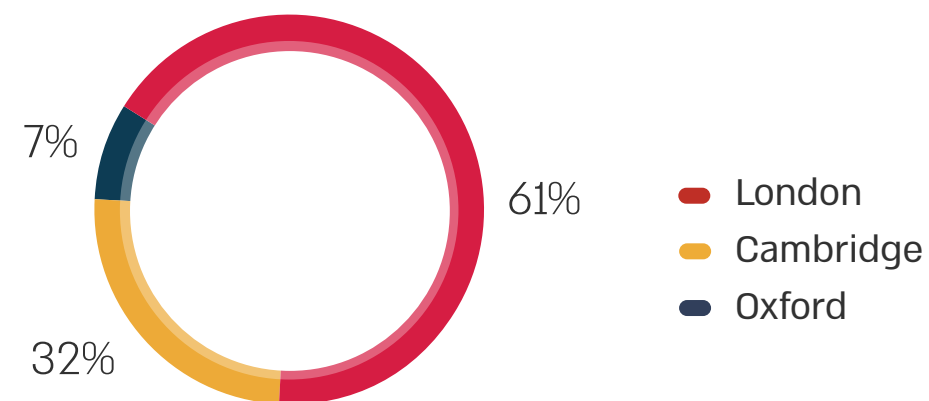
 Value of land for development **£233** million

 Occupancy rate **97.5%**

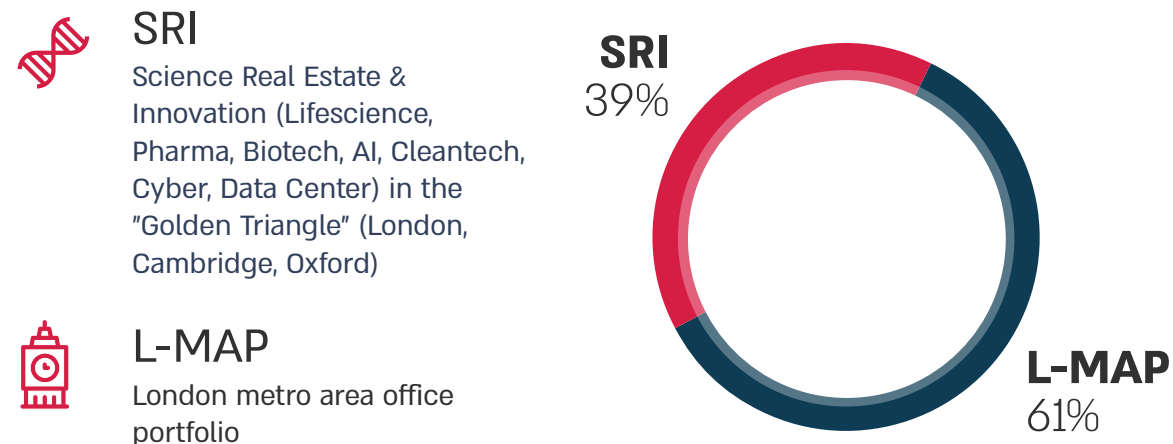
 WAULT **5.1** years

 Leverage **34%**

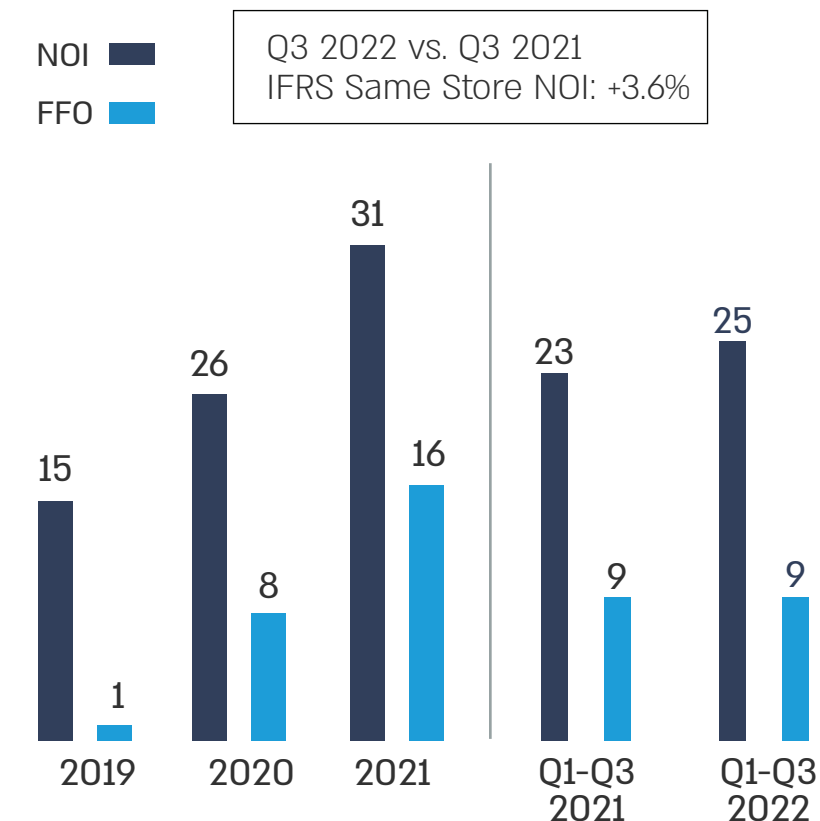
Breakdown of property value by geographic regions



Breakdown according to usage (according to BE's strategy)



NOI and FFO (£ millions)



Supplementary information about income-producing, including loans taken to finance their purchase

Weighted Cap Rate as of September 2022 **4.2%**

Weighted Debt Rate **3.3%**

Menora Mivtachim investment in BE:

On February 22, 2022, Menora Mivtachim invested the sum of £112M in the equity of BE, which gives it a stake of 13.6% of BE's equity.

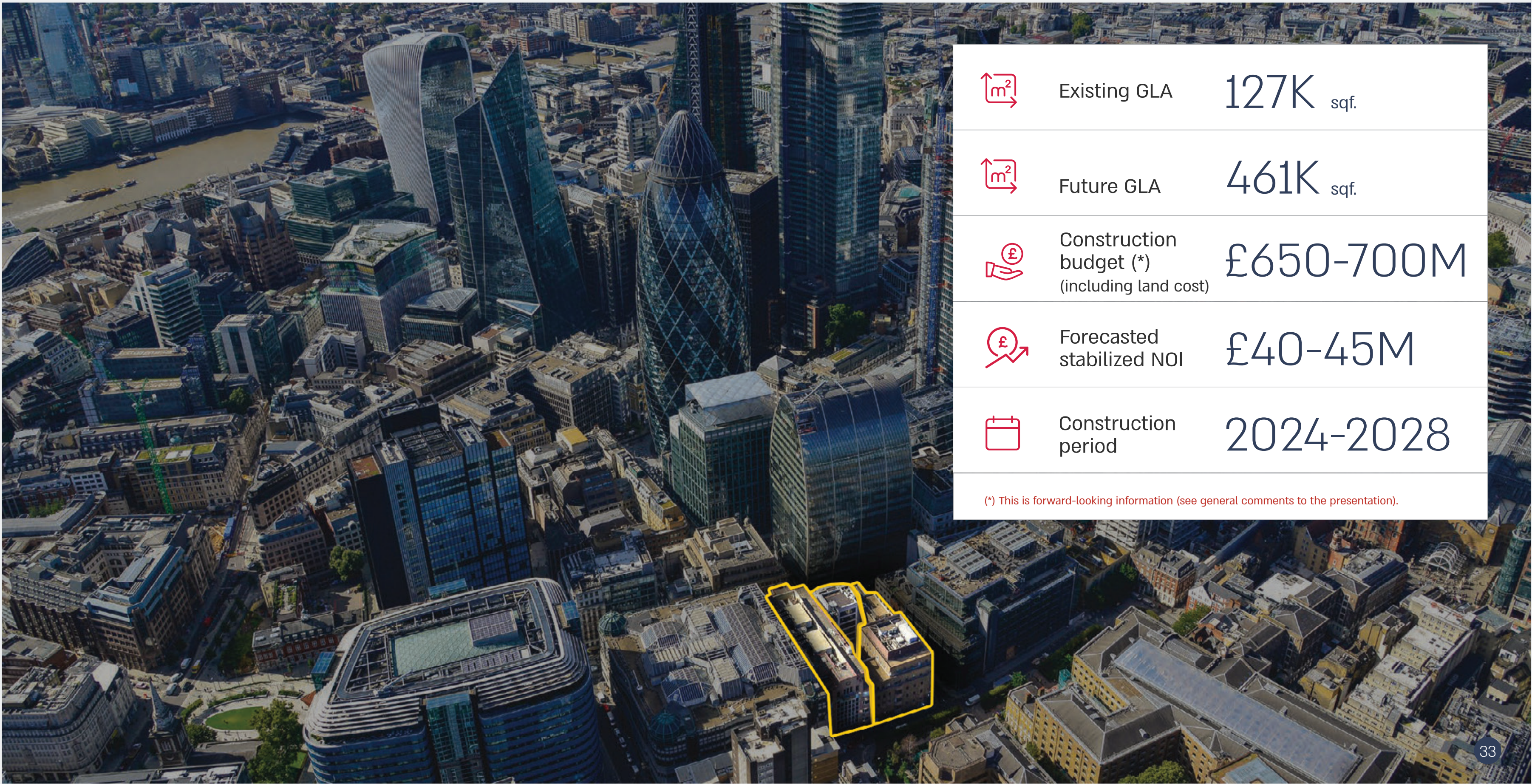
Additionally, Menora Mivtachim was granted an option, until May 23, 2023, to make an additional equity investment of £75M in BE, and if exercised, its stake in BE will increase up to 20%.

Additional financial information:

Total financial debt is hedged against interest rate increases with CAP hedges. Financial debt maturing by the end of 2023 totals £64M.

(*) All of the data appearing in this slide exclude properties acquired during the fourth quarter of 2022 (see Slide 39).

THE DOVETAIL BUILDING



| | | |
|---|--|-----------|
|  | Existing GLA | 127K sqf. |
|  | Future GLA | 461K sqf. |
|  | Construction budget (*) (including land cost) | £650-700M |
|  | Forecasted stabilized NOI | £40-45M |
|  | Construction period | 2024-2028 |

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

THE DOVETAIL BUILDING

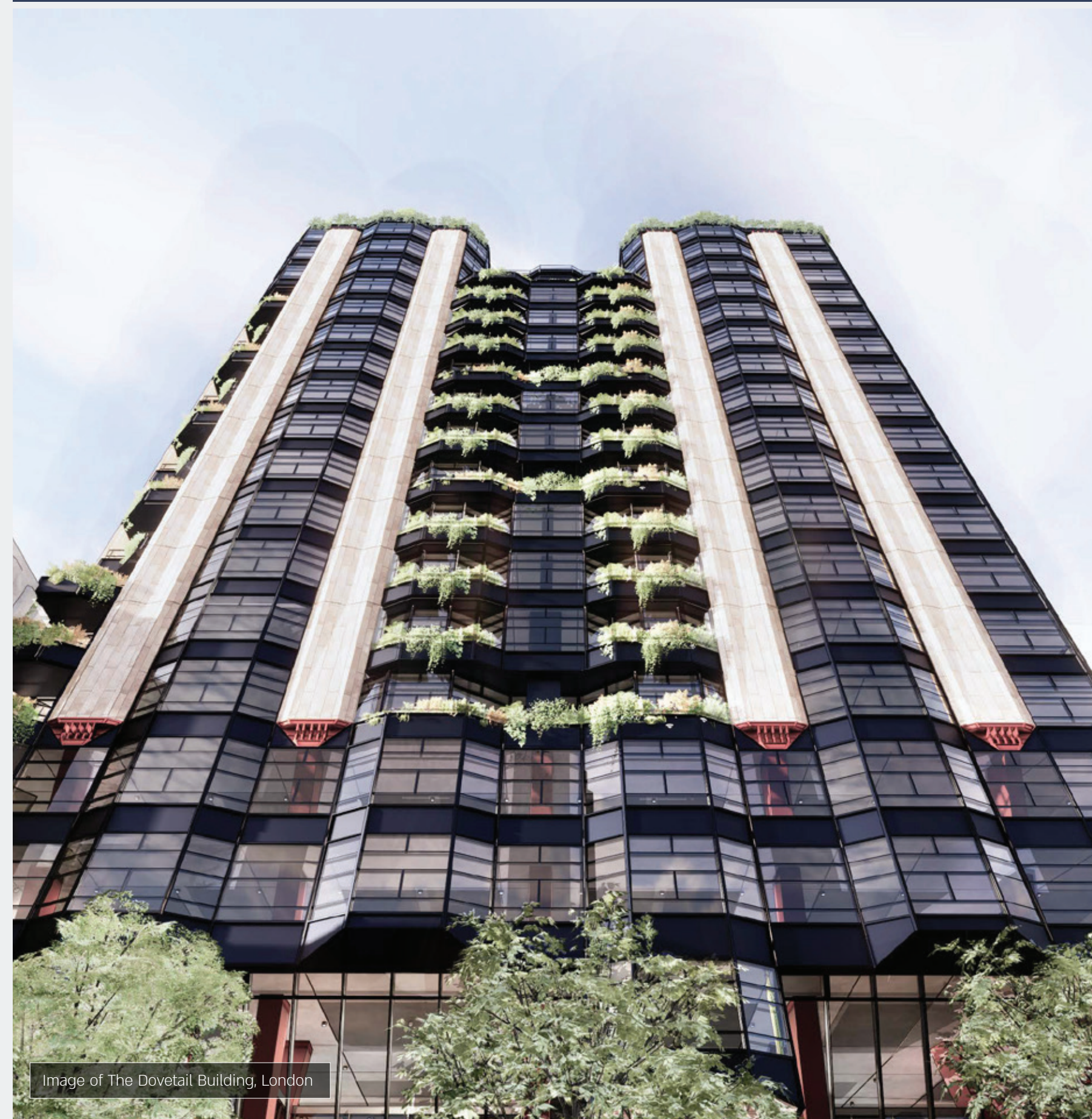


Image of The Dovetail Building, London



TELEPHONE HOUSE

Liverpool St. Station



Existing GLA

133K sqf.



Future GLA (*)
Based on previous
zoning plan

235K sqf.

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



Shoreditch

TELEPHONE HOUSE



Image of Telephone House, London



WATERSIDE HOUSE

Paddington St. Station



M&S

St Mary's Hospital



GLA

238K sqf.



Value as of
Q3 2022

£255M



Annual
NOI(*)

£13M



Future GLA (*)
Based on previous zoning

388K sqf.

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

BROCKTON EVERLAST

Additional Information on Investments in Income-Producing Properties in Cambridge (*)



 Area of property 124 dunam (100K square meters)

 GLA 662K sqf

 Value (*) £565M

 Annual NOI (**) £15M

BE is working to advance plans for the construction of substantial office and lab complexes for the Life Science industry, on all of these properties, over the upcoming years.

(*) Includes properties acquired in the fourth quarter of 2022 – see Slide 39.

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

Tenants



Properties acquired in Q4 2022: Buildings I II & 26 at CAMBRIDGE SCIENCE PARK



Existing GLA

278K_{sqf}



Property area

26^{26 dunam}
(26K square meters)



Acquisition cost

£180M



Year built

2021 Buildings 1 and 2
2018 Building 26



(*) Annual NOI

£9M



Construction certification
Buildings I and II BREEAM

BREEAM®
EXCELLENT



WAULT

9.7_{years}



Lease rate

100%



Additional
information

Bank debt of £65M assigned to BE on the acquisition date matures at the end of 2026 and bears fixed interest at the rate of 3.17%.

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

BROCKTON EVERLAST

Additional Information on Investments in Properties in Oxford (*)



**Seacourt
Tower**

The business park includes office space and a strip mall situated on 44 dunam (44,000 square meters).

The site has significant upgrade potential, in the event a zoning 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)

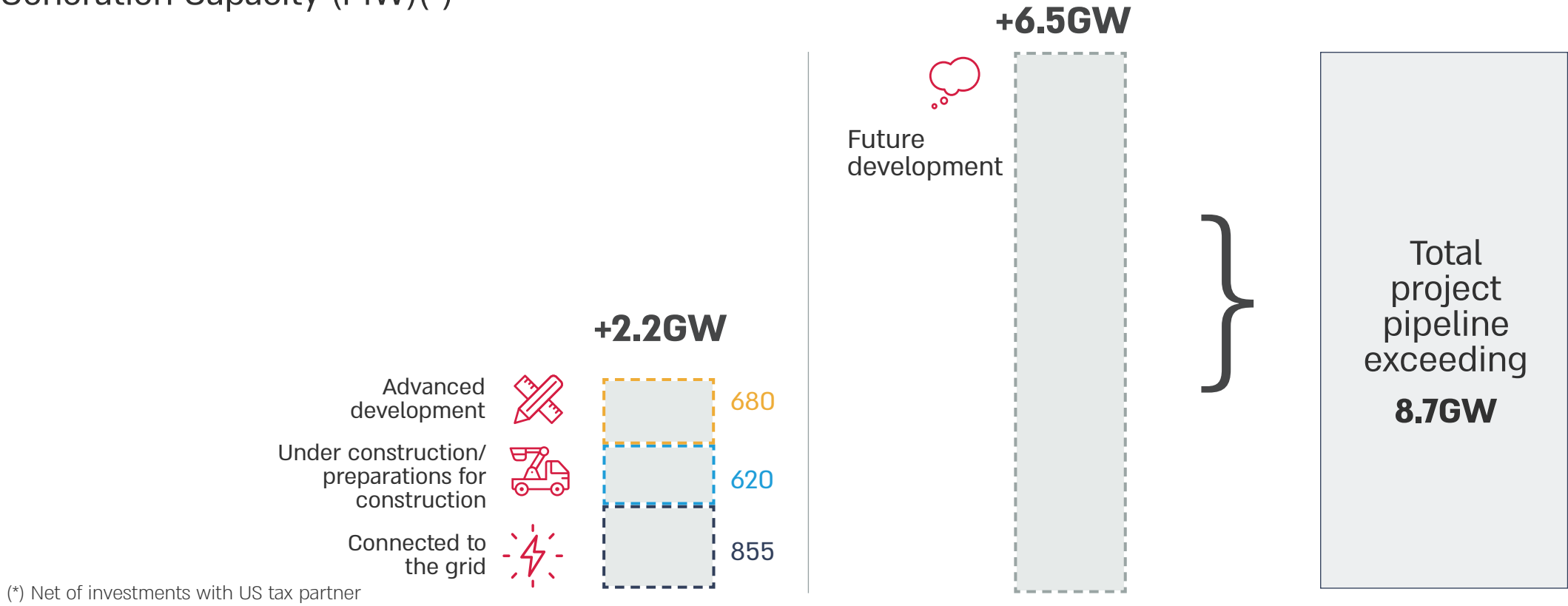






ENERGIX, Construction of wind farm, Poland

Generation Capacity (MW)(*)



ENERGIX - Results and Forecasts (NIS millions)



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

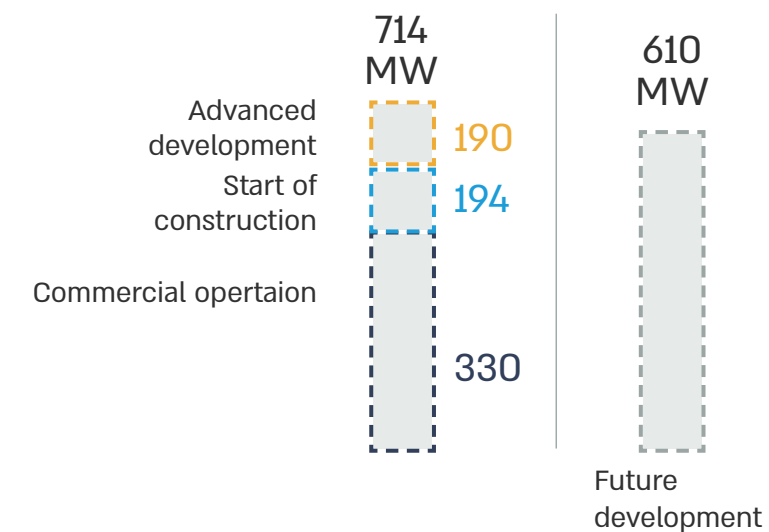


In Israel



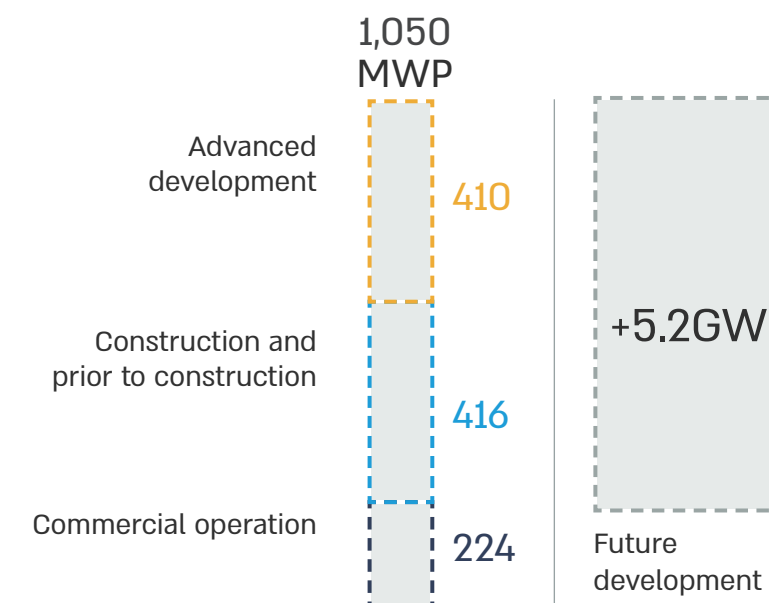
In Israel

- Construction began on the Aran Project and in October 2022 the financial closing of the Project was approved by the Electricity Authority. Upon receipt of the tariff approval, the Company fulfilled all of the conditions for drawing down up to NIS 650 million from the project's financing facility.



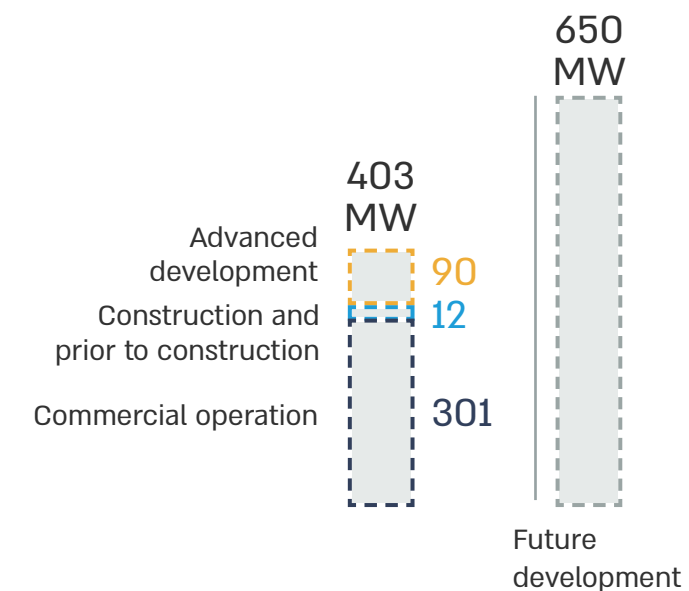
In USA

- The Inflation Reduction Act, which provides prospects for investment in renewable energy in the USA was passed.
- Energix is in negotiations to obtain a financing package totaling \$630 million from leading USA financial institutions, to finance projects under construction and towards construction.
- Energix utilized the high electricity prices in the US and signed agreements for the sale of electricity for all the projects under construction and about to begin construction, for periods of up to 25 years.




In Poland

- Against the backdrop of the gas crisis and the high electricity prices in Europe, as well as the decision by the EEU to adopt a cap for electricity prices to be received by certain electricity producers in the EEU member countries, legislation was adopted in Poland, whereby for the period until the end of 2023, the sale of electricity under certain conditions will be subject to a price cap.
- Increase in pipeline of projects in advanced stages of development and development projects in the fields of wind and photovoltaic energy.





Energix – Ilawa, Poland



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