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First Half of
2023

AlonyHetz
Properties & Investments Ltd



AMOT Atrium, Ramat Gan

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AlonyHetz

Properties & Investments Ltd

CARR, Midtown Center, Washington DC



Focus on two sectors

- **Income-producing properties**
- **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 operates 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%

47.4%

55.0%

83.2%

50.4%

Offices, retail,
industrial parks
and logistics

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

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

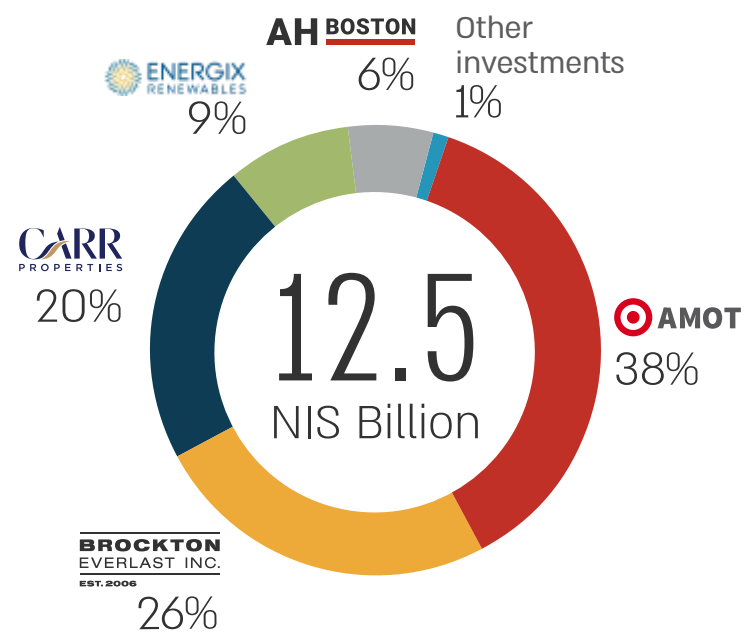
Offices and research
laboratories in
London, Cambridge
and Oxford

Electricity generating
systems that use
renewable energy
sources

TASE: included in
TA-35 Index

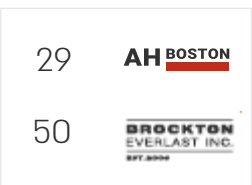
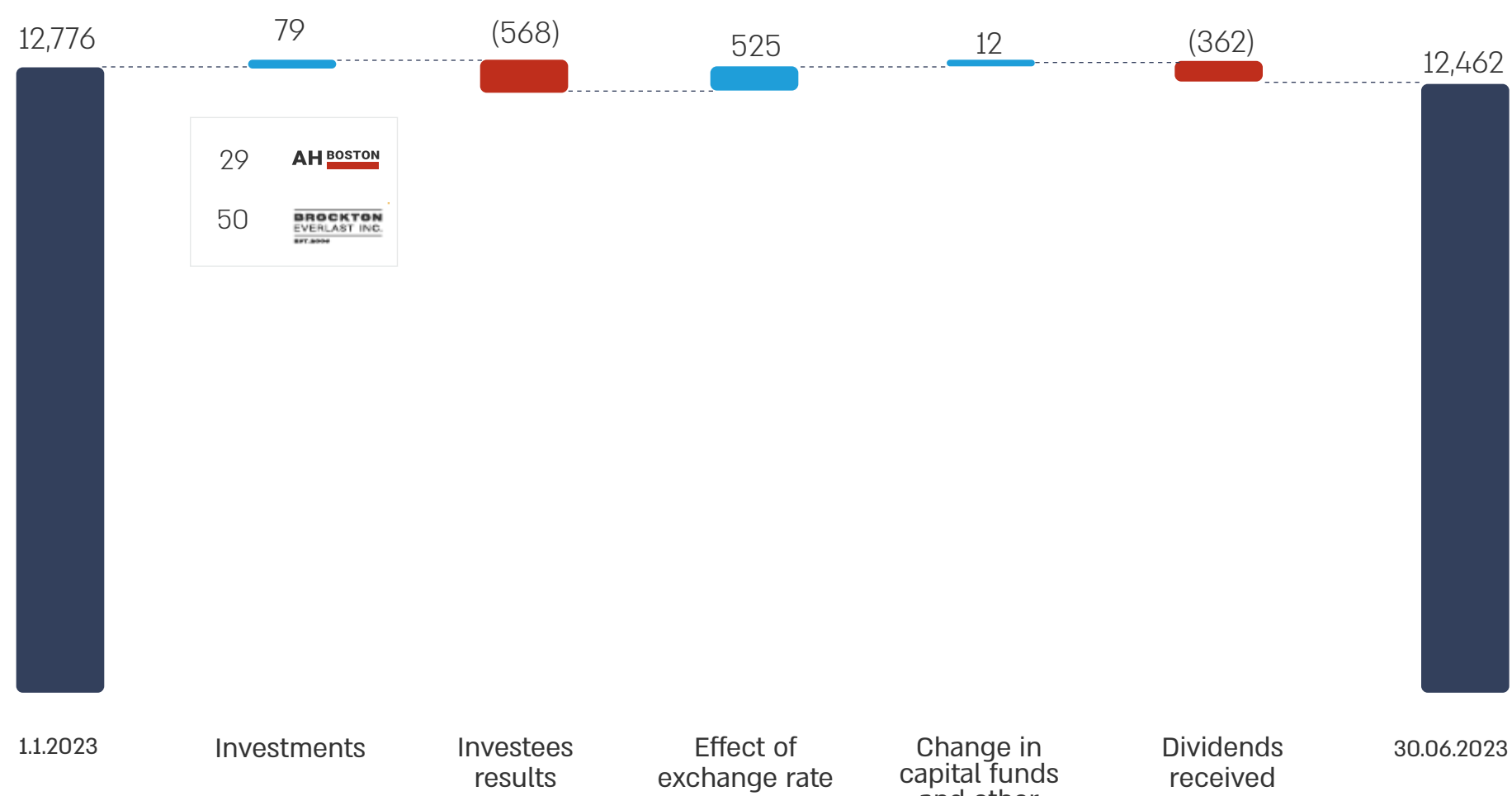
TASE: included in
TA-35 Index

Investment Portfolio Composition as of June 2023 (*) (IFRS)

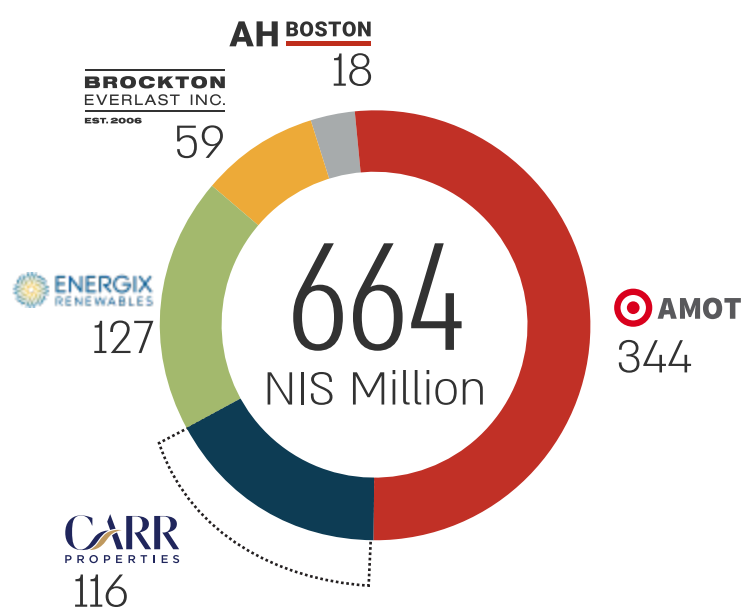


(*) Excludes cash.

Changes in Investment Portfolio in First Half of 2023 [NIS Millions]

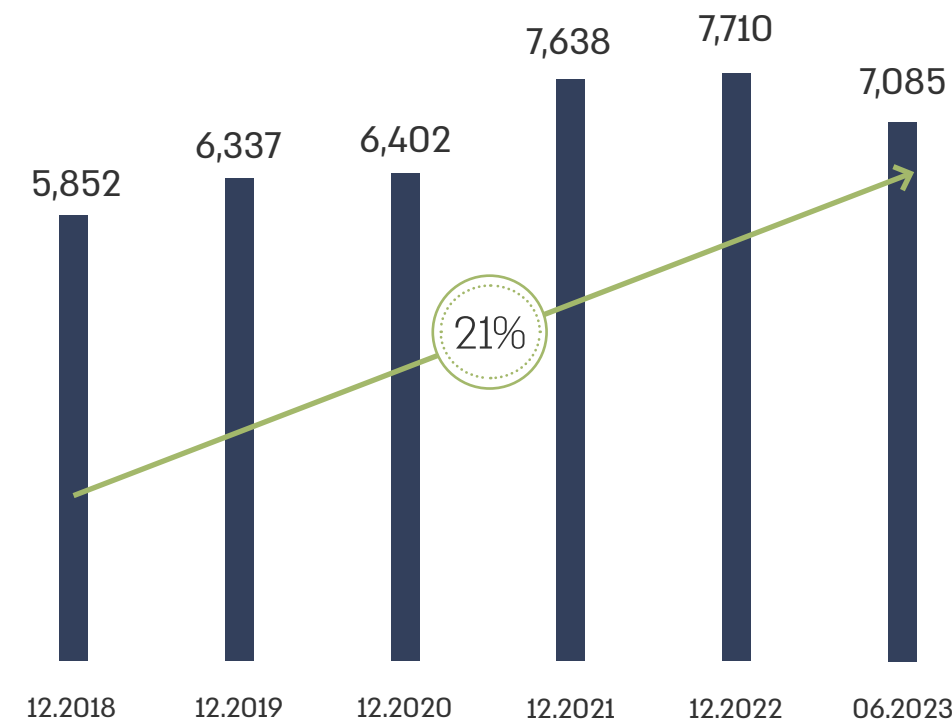


Forecast of Dividends for 2023 (in NIS millions) (**)

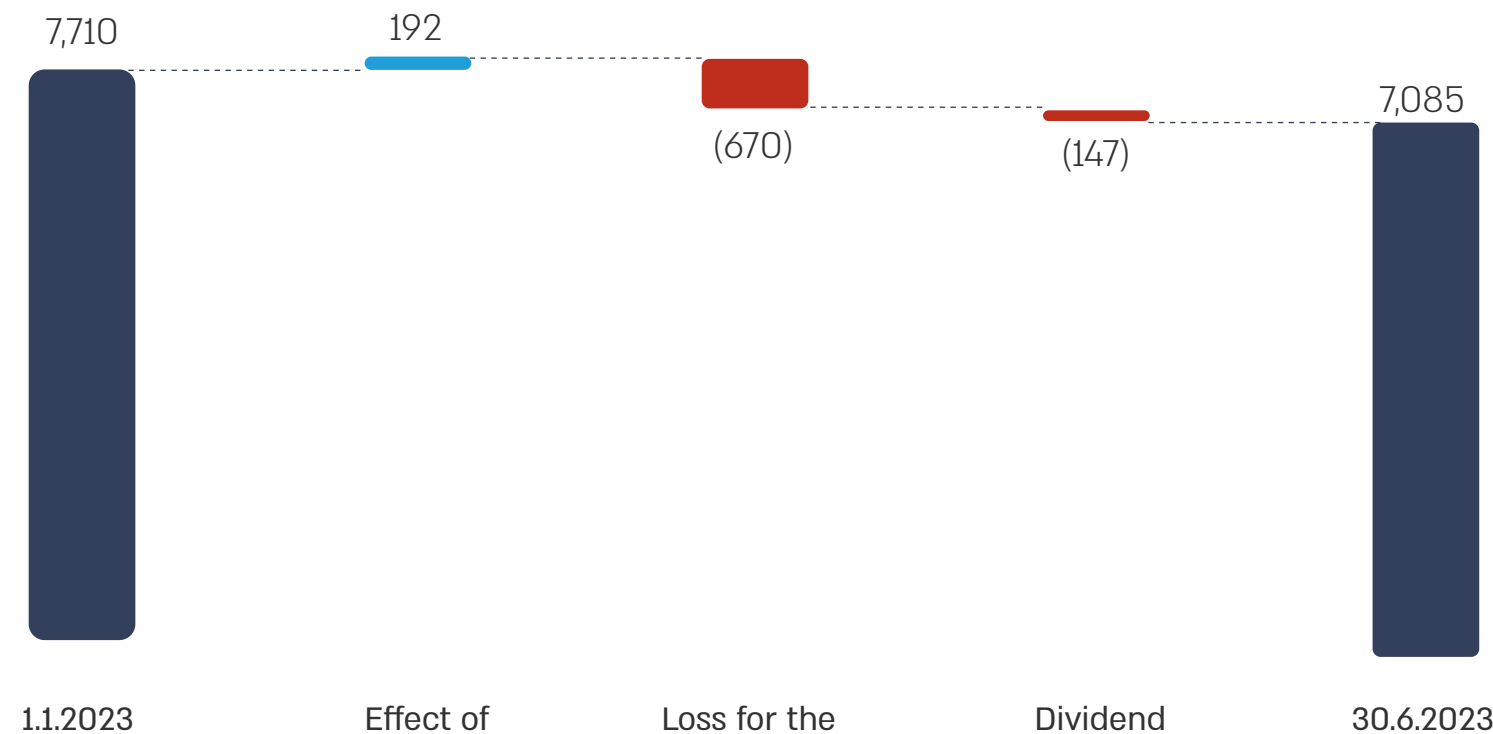


In the format of a Dividend Re-investment Plan (*) As of the publication date of the report, NIS 419 million was received.. (**)This is forward-looking information (see general comments on the presentation).

Changes in equity (majority shareholders)(NIS millions)

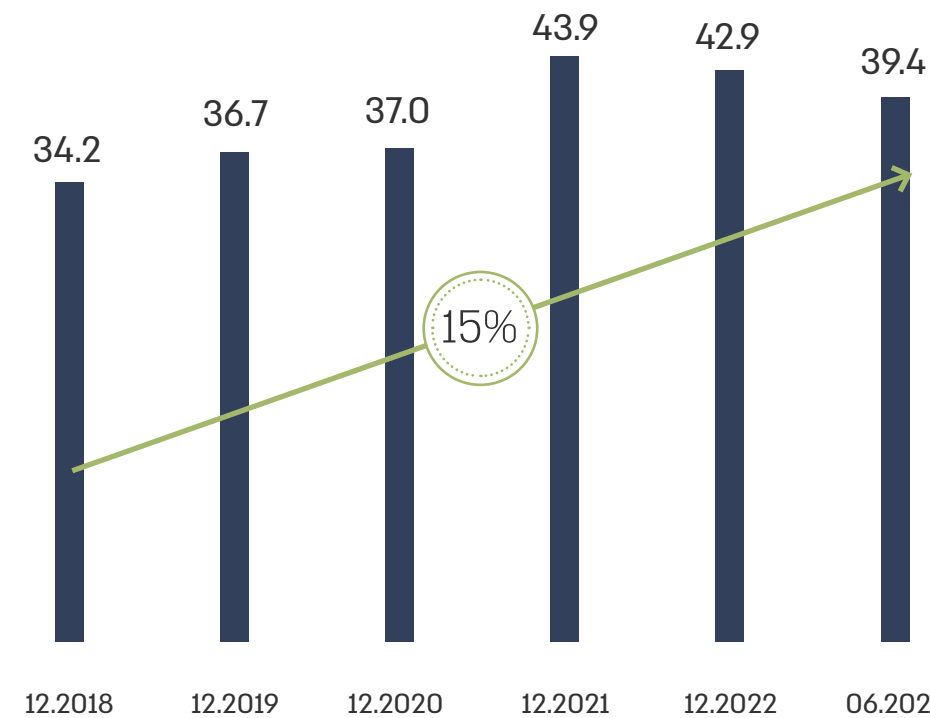


Changes in Equity in First Half of 2023 (NIS millions)








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

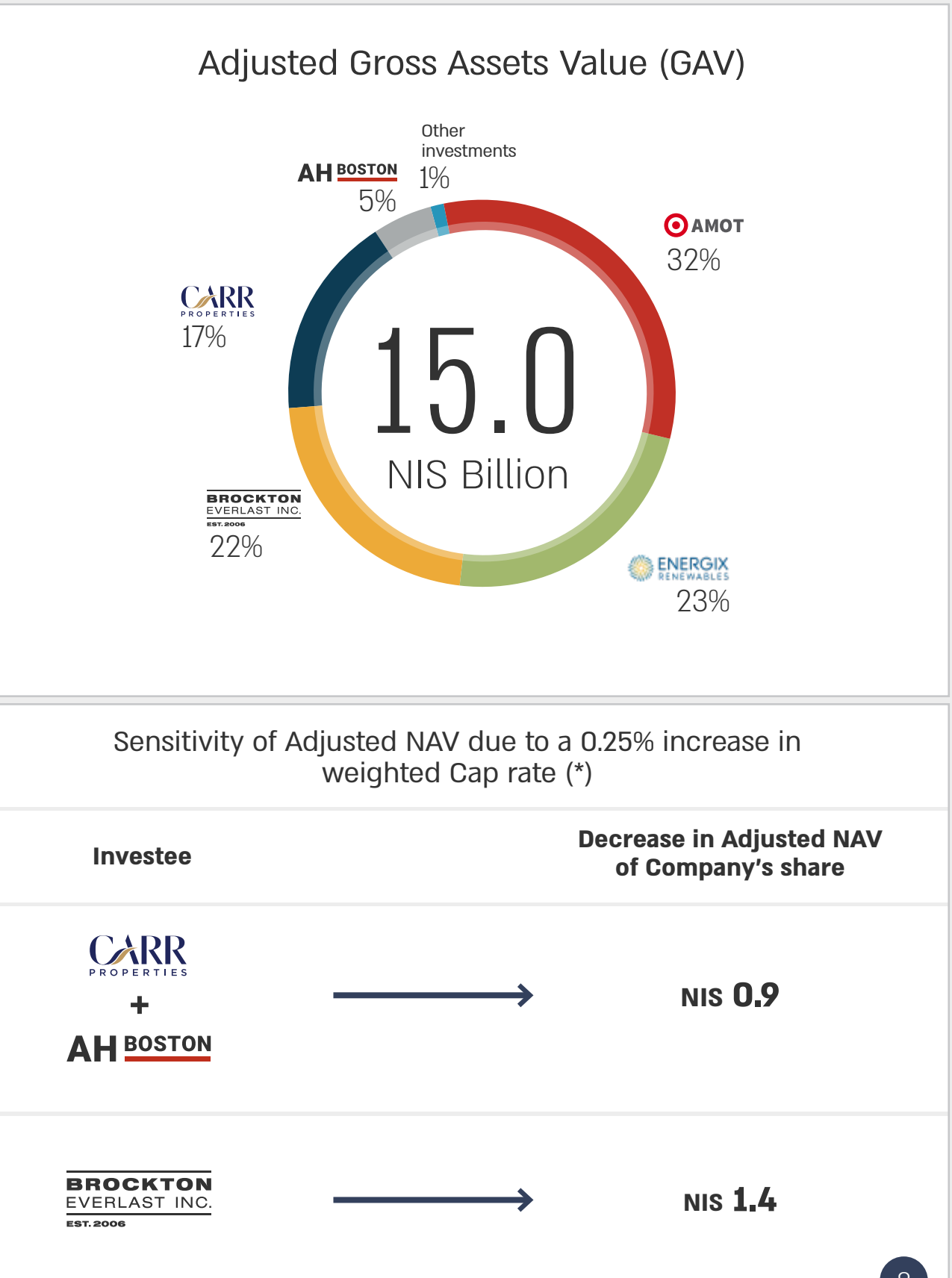
Changes in equity per share (*) (majority shareholders) (NIS)



(*) From the end of 2018 through August 2023, the number of the Company's shares increased by 5%.

(NIS millions)	Data from financial statements as of June 2023	Investment from beginning of July 2023 until presentation's publication date	Adjustment to stock value as of date of update, including exchange rate adjustments	Adjusted data as of date of update (*)	Measurement basis
 AMOT	4,665	-	149	4,814	Stock market price
	2,530	-	(5)	2,525	Equity (IFRS)
	3,221	-	57	3,278	Equity (IFRS)
	1,173	-	2,311	3,484	Stock market price
	689	6	(1)	694	Equity (IFRS)
Other investments (mainly in Brockton Funds)	185	-	3	188	Equity (IFRS)
GAV	12,463	6	2,514	14,983	
Net financial debt (**)	(5,379)	(6)	(54)	(5,439)	
NAV(***)	7,084	-	2,460	9,544	
NAV per share (***)	39.4			53.1	
Leverage	43.2%			36.3%	

(*) Date of update for calculation of adjusted NAV (including stock market prices and exchange rates)) is August 13, 2023. (**) Gross debt after deducting cash (***) Ignores deferred taxes



(*) For additional information, refer to the Report of the Board of Directors as of August 14, 2023

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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 550 million, which are unutilized as of the presentation's publication date.

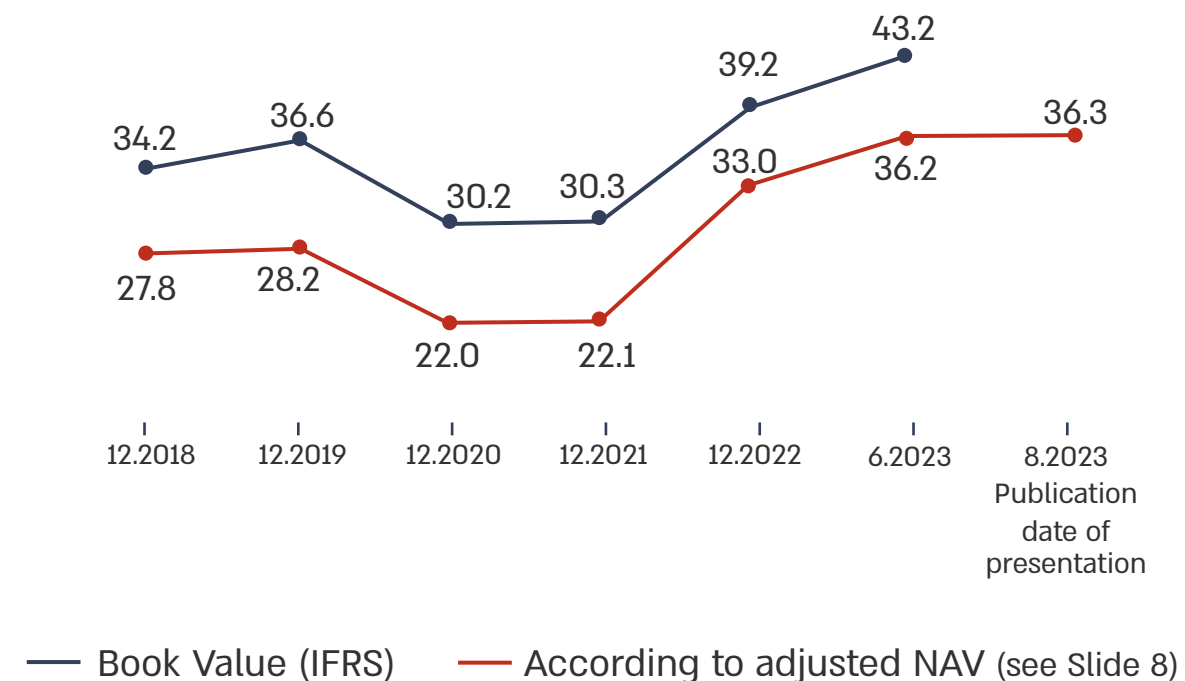


All of the Company's financial debt is non-bank credit.

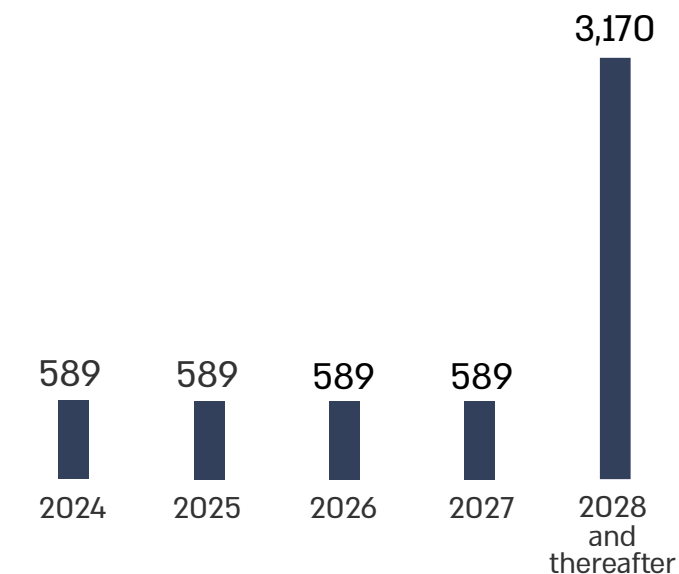


None of the Company's properties are pledged.

Leverage, net (%)



Maturity dates of debt (NIS millions)



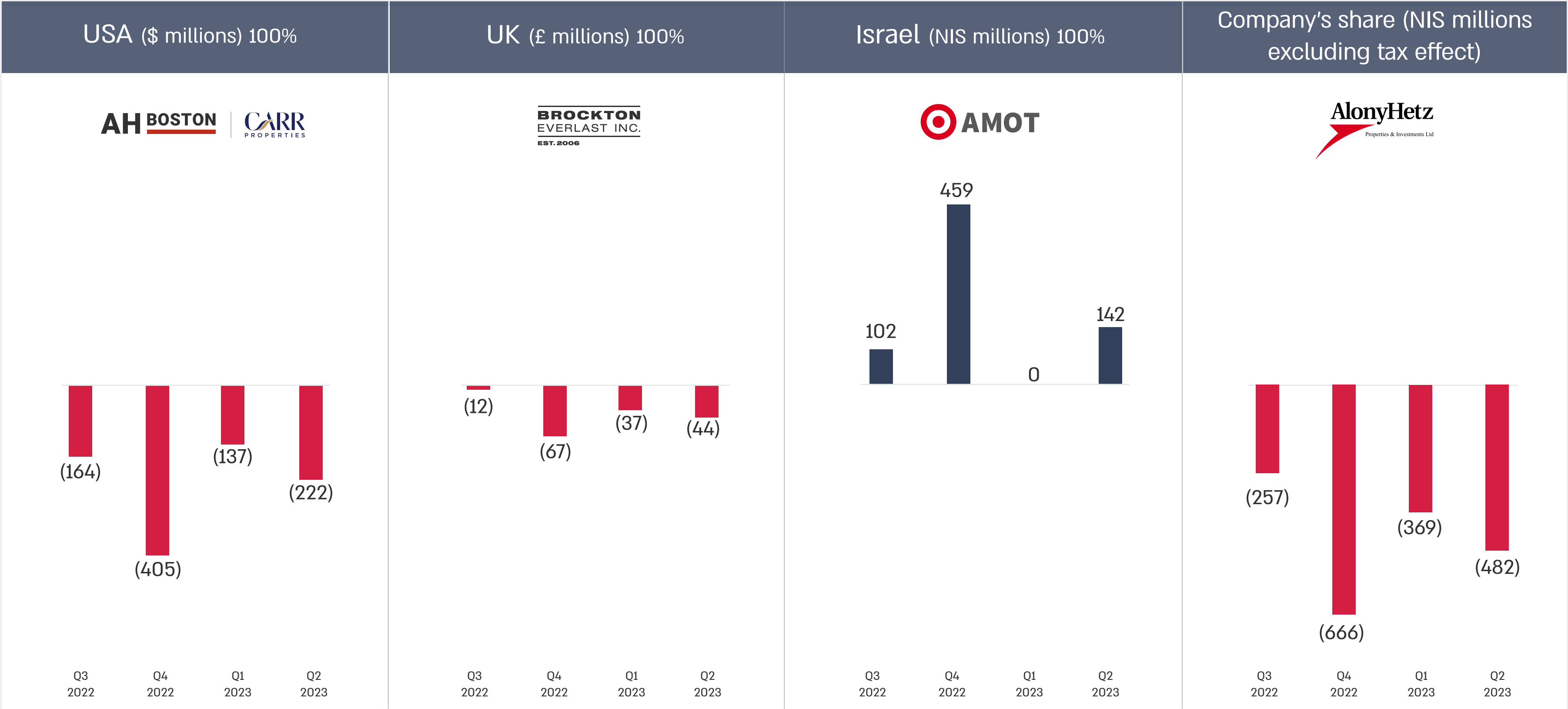
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FFO (NIS millions)

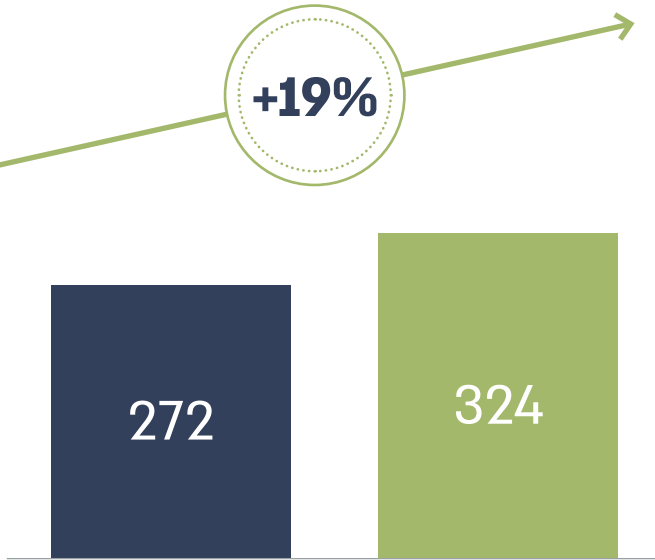


CARR - 901 K Street, Washington DC

	H1 2022		H1 2023
Company's share in Amot's FFO according to management's approach	190		217
Company's share in Energix's FFO according to management's approach	58		101
Company's share in Carr's FFO	57		68
Company's share in Brockton Everlast's FFO	21		31
Company's share in AH Boston's FFO	14		20
Real interest expenses	(55)		(96)
General and administrative expenses (net of management fee income)	(5)		(5)
Current taxes	(8)		(12)
Total FFO according to management's approach (*)	272	+19% →	324
Adjustments to FFO according to the Securities Authority's approach: Expenses of linkage differences on credit of the Company and its investees and exchange rate differences	(145)		(132)
FFO according to Securities Authority's approach	127		192



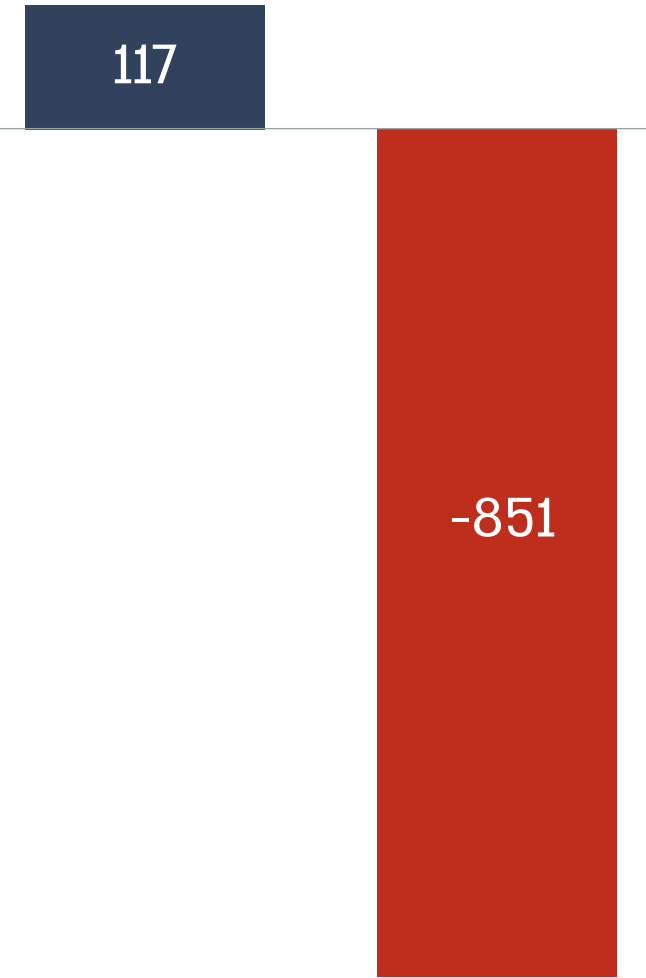
FFO according to management's approach



H1 2022

H1 2023

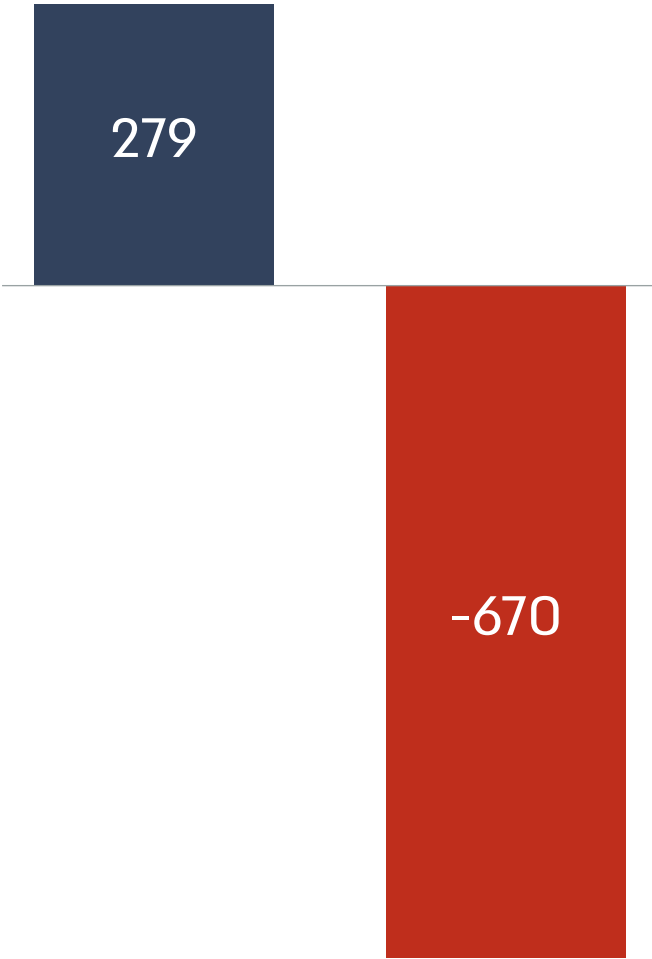
Company's share in profit (loss)
from revaluation of investment properties
of investees



H1 2022

H1 2023

Profit (loss) of Majority Shareholders

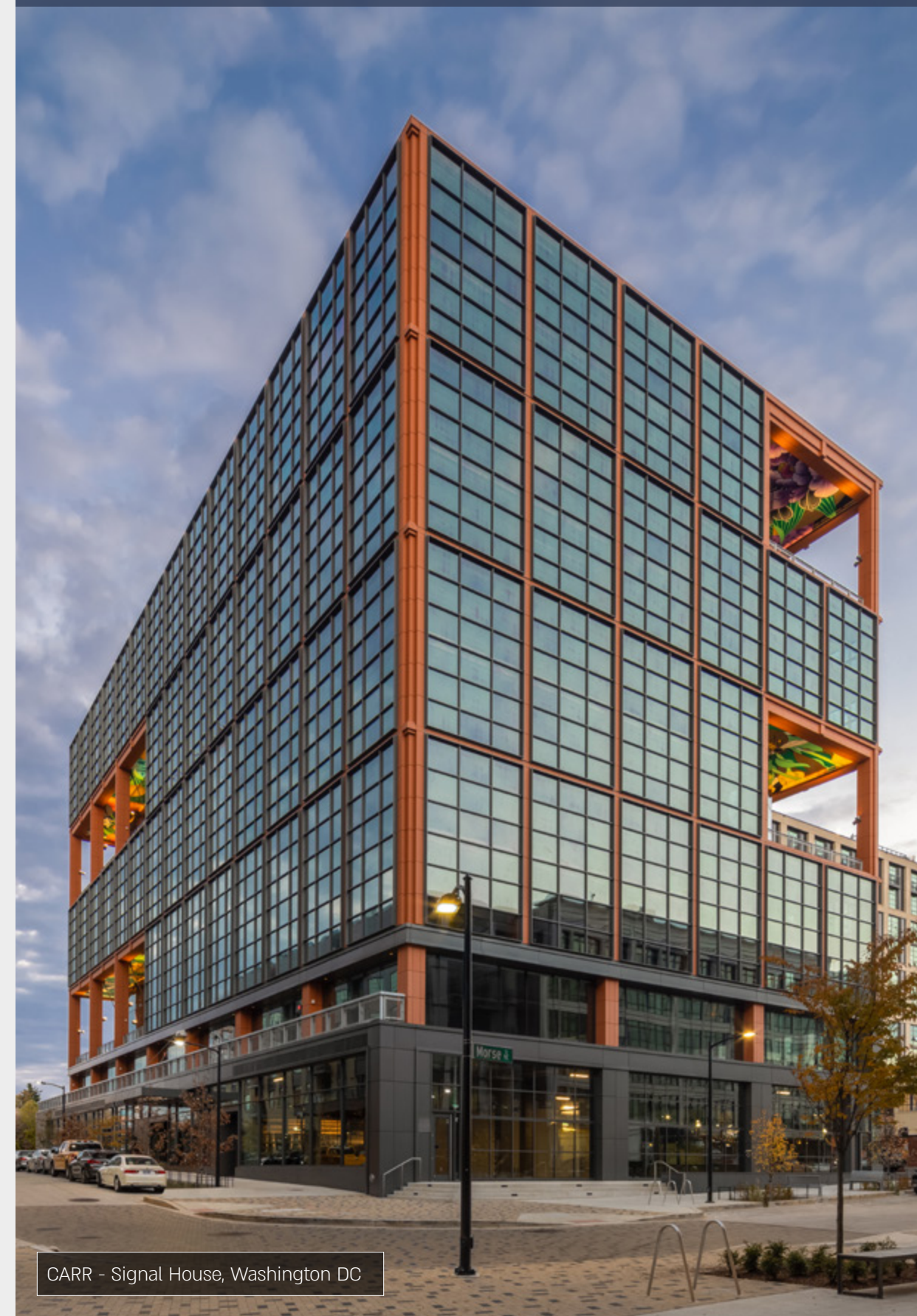


H1 2022

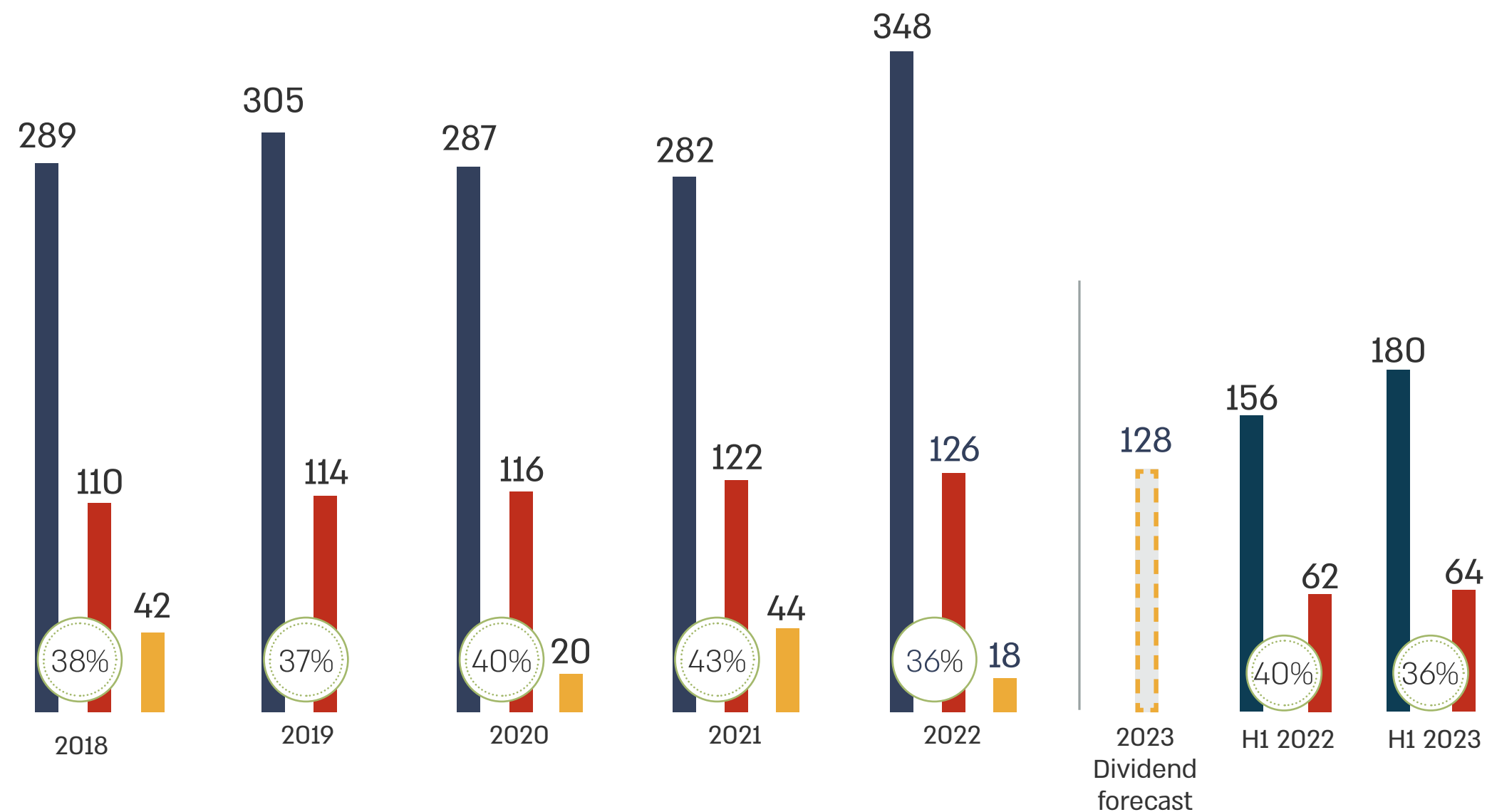
H1 2023

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



CARR - Signal House, Washington DC



- FFO per share according to Management's approach (*)
- Ordinary dividend per share
- Special dividend per share
- Regular Dividend Payout Ratio from FFO

■ The Company declared a dividend policy for 2023, whereby a dividend of NIS 0.32 per share will be paid every quarter. In addition, in March, the Company paid a special dividend in respect of year 2022 of NIS 0.18 per share. This is forward-looking information (see general comments on the presentation).

(*)Regarding FFO according to Securities Authority's approach (see Slide 10)



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.



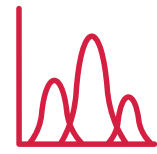
Corporate governance

- 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.



- Platinum rating according to the "Ma'aleh" index for 2023.

Office Sector Trends



Trends



- Global economic downturn
- Stabilization of hybrid working
- Reduction in required office space
- Shortening of lease terms
- Increase in volume of sub-leasing, mainly in the hi-tech sector



- Increase in office utilization
- Decrease in new office construction



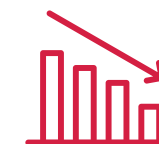
Effects

Trophy buildings



- Vibrant demand
- High occupancy rates
- Stability with a tendency to increased NER^(*)

Class A Buildings (old), Class B and C



- Decrease in occupancies
- Decrease in NER^(*)

(*) Net Effective Rate – Rents adjusted for concessions (TI and rent free periods)

Trends



Increase in interest rates



Decrease in NER (see previous slide)



Credit crunch (especially in the USA)



Drastic decrease in the number of transactions



Difficulty in forecasting stabilized Cap Rates



Effects



Decrease in property values



Increase in percentage defaults and covenant breaches



REITs trading at discounts

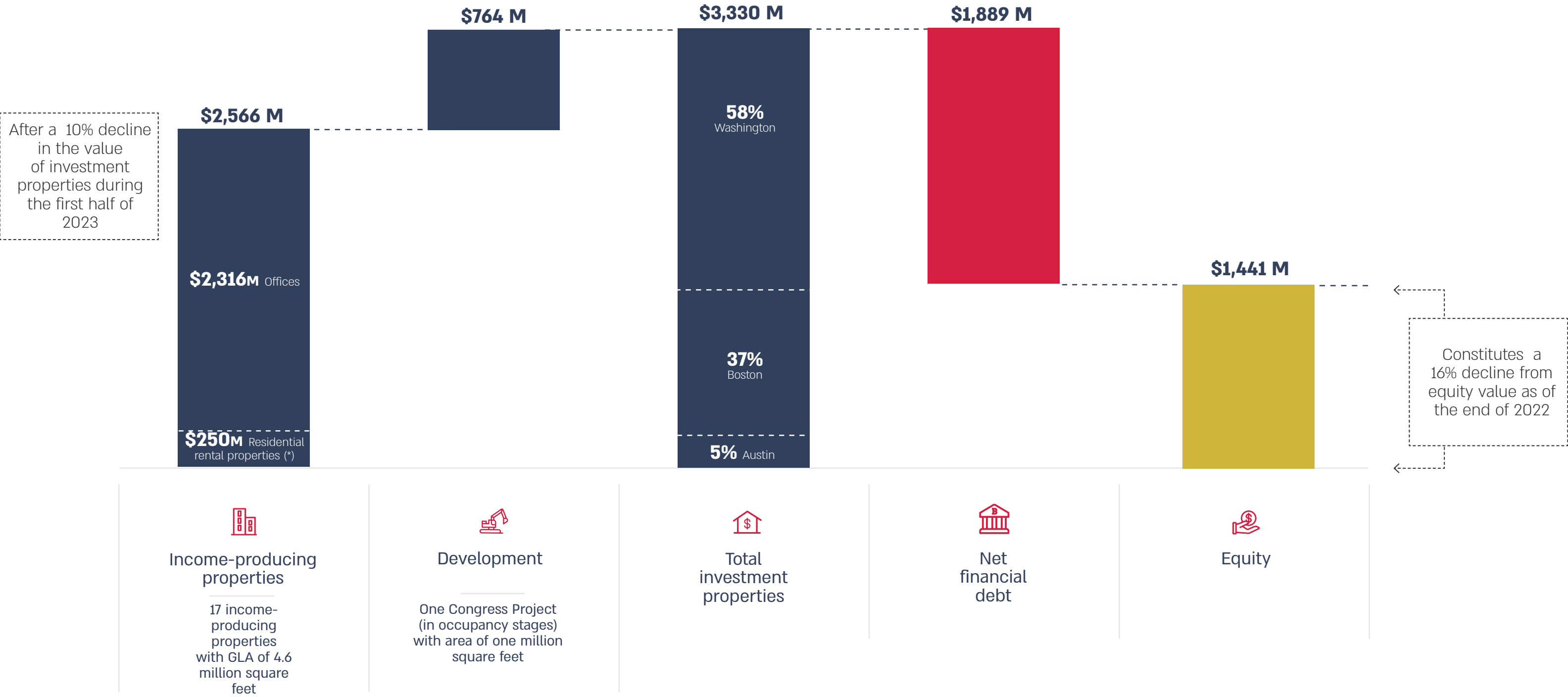


Price Discovery

STATE STREET

CARR
PROPERTIES

Balance Sheet Structure as of June 30, 2023 | Key Data



(*)For information on the sale of the Elm Building, see Slide 22

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

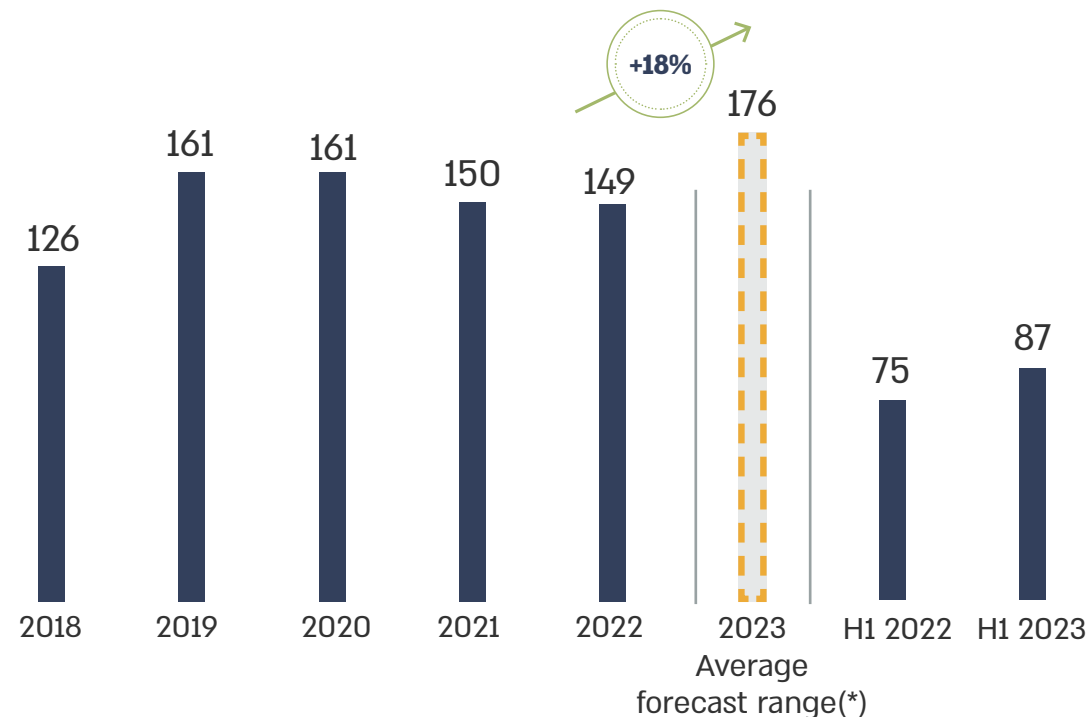
CARR

Rental Activity of CARR



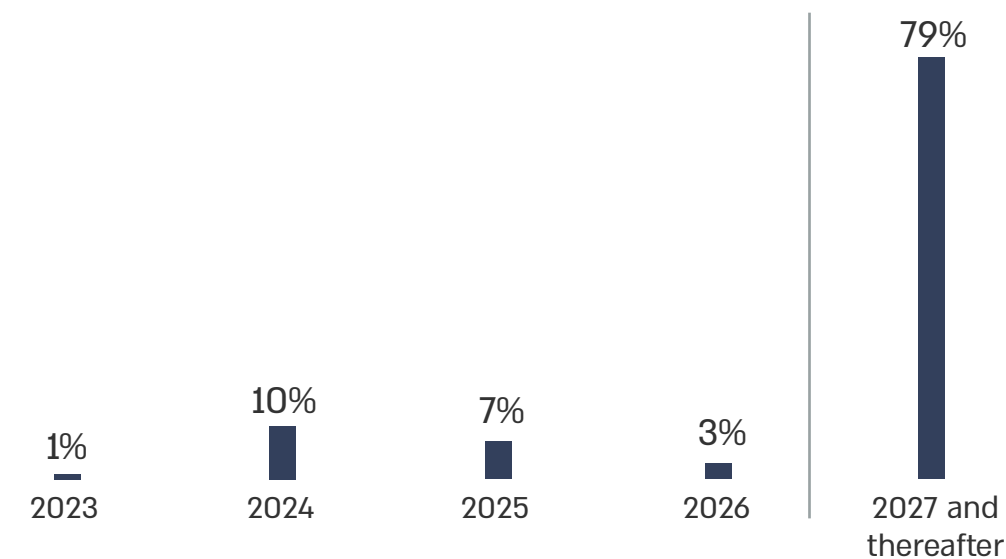
NOI (\$ millions)

Q2 2022 vs. Q2 2023 Same Store NOI -1%



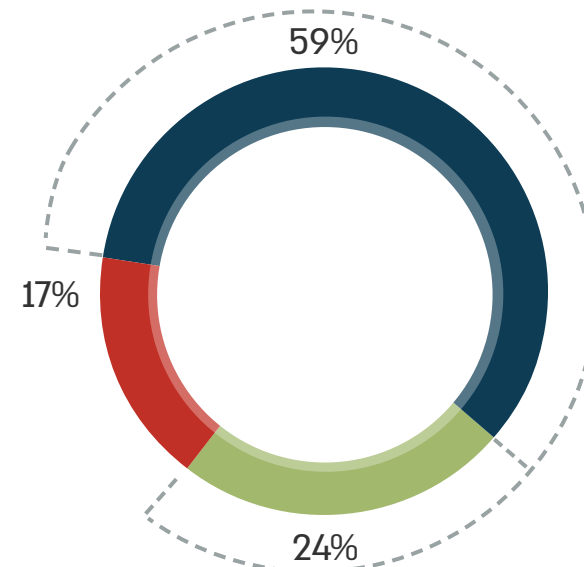
(*) This is forward-looking information (see general comments on the presentation).

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



Breakdown of Age of Offices in Portfolio

- Trophy Built after 2015
- CLASS A Built after 2015
- Buildings built until the end of 2015



83% of CARR's offices were built after 2015



WAULT

7.7 Years

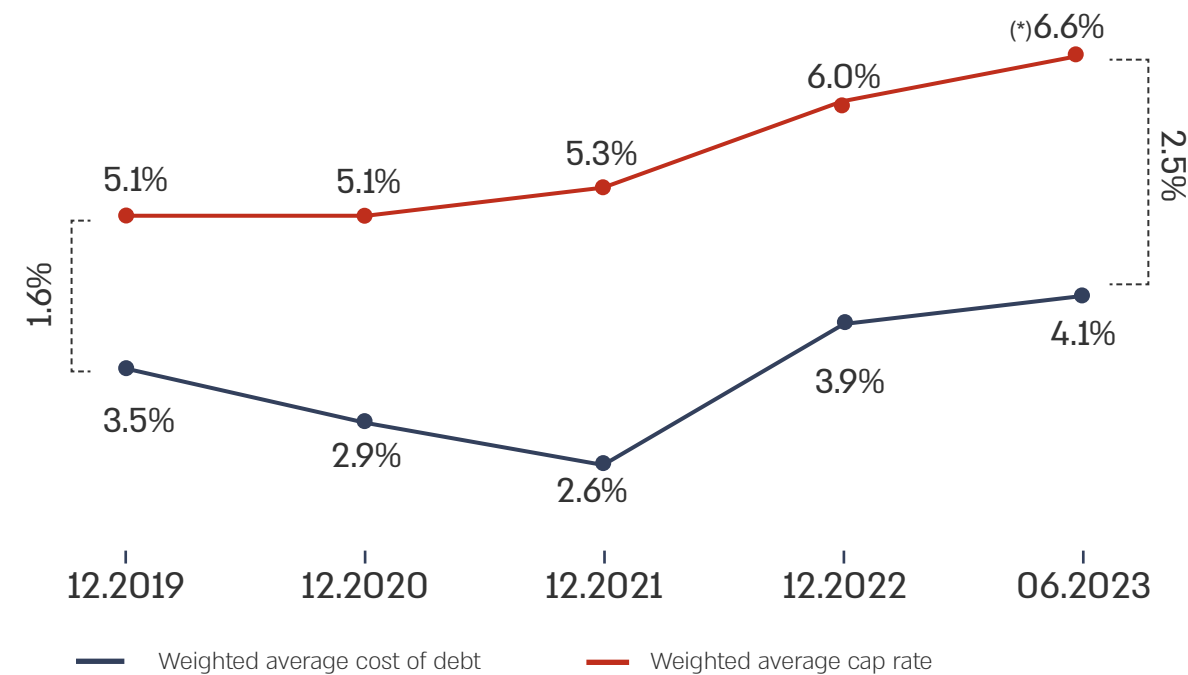


Occupancy Rate
in Offices Portfolio
as of preparation
date of presentation

88.1%

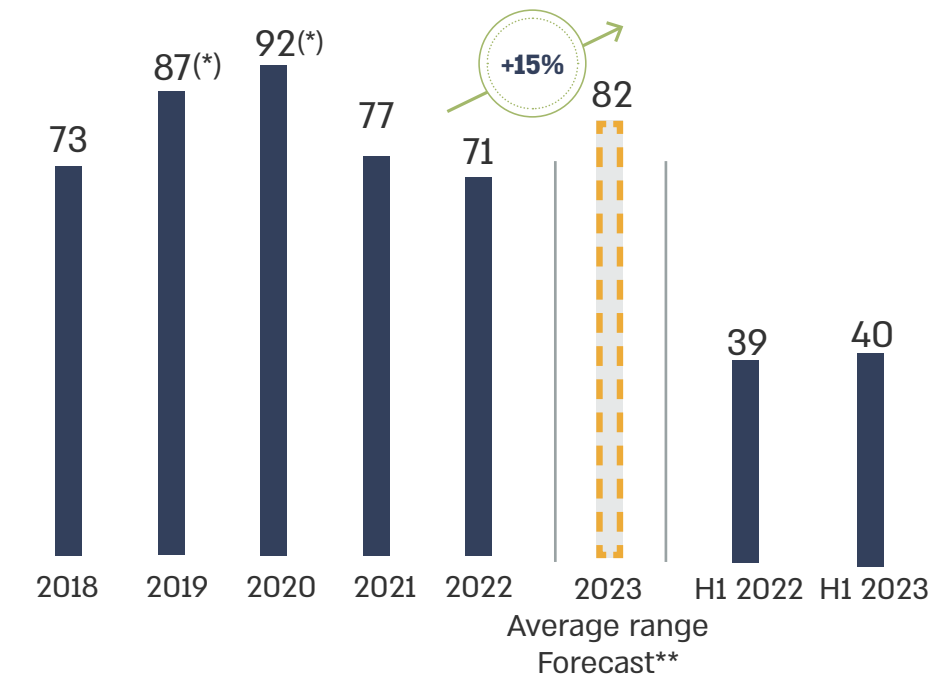


Changes in cash flow margins of income-producing office properties (excludes development projects)



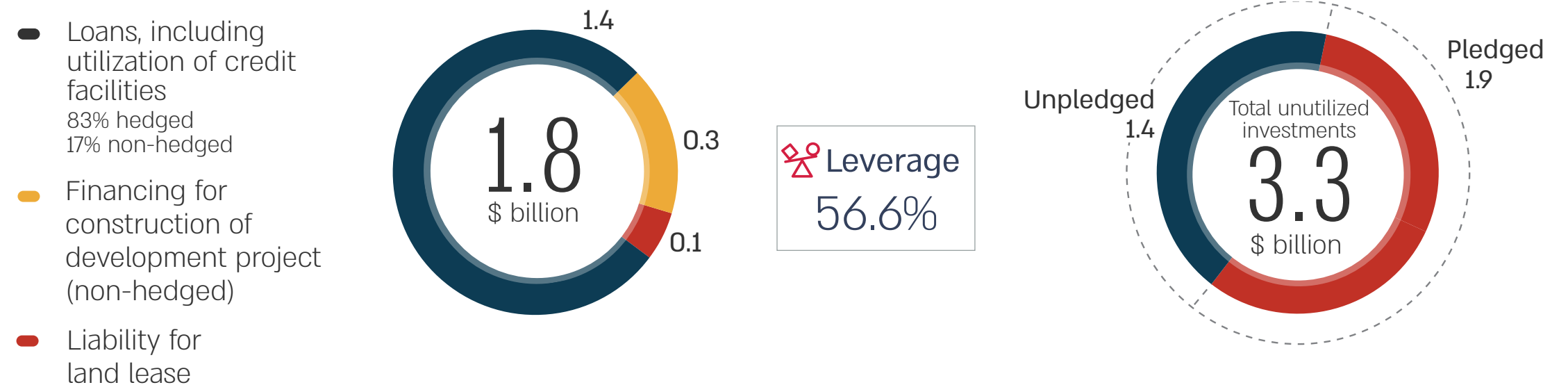
(*)Weighted average cap rate, derived from the appraisers' reports as of June 2023 is 7.4% and is based on future stabilized NOI of \$174.

FFO (\$ millions)



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

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



i Total financial debt maturing by the end of 2023 is \$136M.

i As of June 30, 2023, CARR has unutilized credit facilities of \$166M and unutilized facilities to finance development projects of \$110M.



One Congress Boston

The Project is in the stages of conveyance to the tenants for occupancy and TI work



GLA 1M_{sqf}



Percentage pre-leased 100%



Value as of June 2023 \$1 Billion



Costs to completion (mainly TI) \$138M



stabilized NOI \$62M



The ELM, Bethesda

456 apartments/95% rented/apartment average of 950 square feet



Transaction price \$250M



Cap Rate 4.9%



Completion date September 2023

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

AH BOSTON

AH BOSTON - 125 Summer st, Boston



Equity

\$339M



2 income-producing properties

696 thousand sqf.



Value of investment properties

\$524M



Occupancy

89%



WAULT

5.1 years



Leverage

54%




NOI H1 2023

\$12M



FFO H1 2023

\$10M



Additional information on income-producing properties, including loans taken for their purchase

Weighted cap rate as of June 20236.8%

Weighted interest rate4.8%



AH BOSTON

745 ATLANTIC Avenue

(Data relating to 100% of project)



Conversion of the office building to Life Science research labs



Planned GLA **175** thousand sqf.



Conversion budget **\$154M**



Value as of June 2023 **\$190M**



Financing for the project **\$180M** (of which \$42M has not been drawn down)



Completion date **October 2023**



Stabilized NOI post conversion **\$17M**

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

In construction phase



AH Boston - Image of 745 Atlantic Avenue, Boston



AMOT

Key Data for H1 2023

 Equity NIS **8.7** billion


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

 No. of Properties **114**

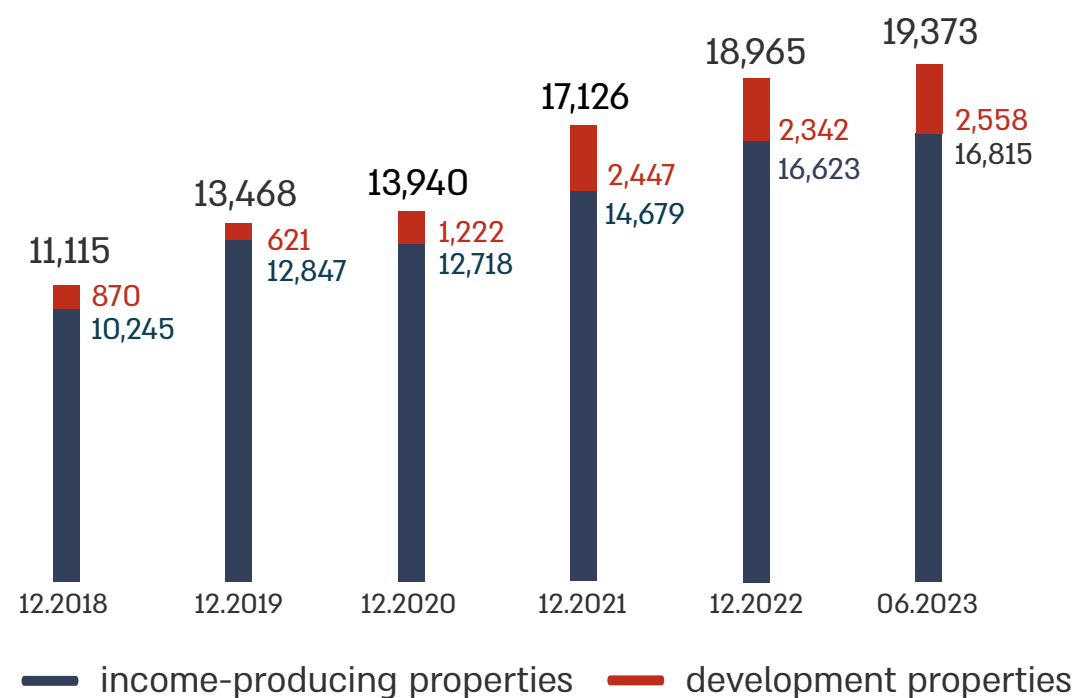
 Occupancy rate **94%**

 Net financial debt NIS **9.0** billion

 Leverage **43%**

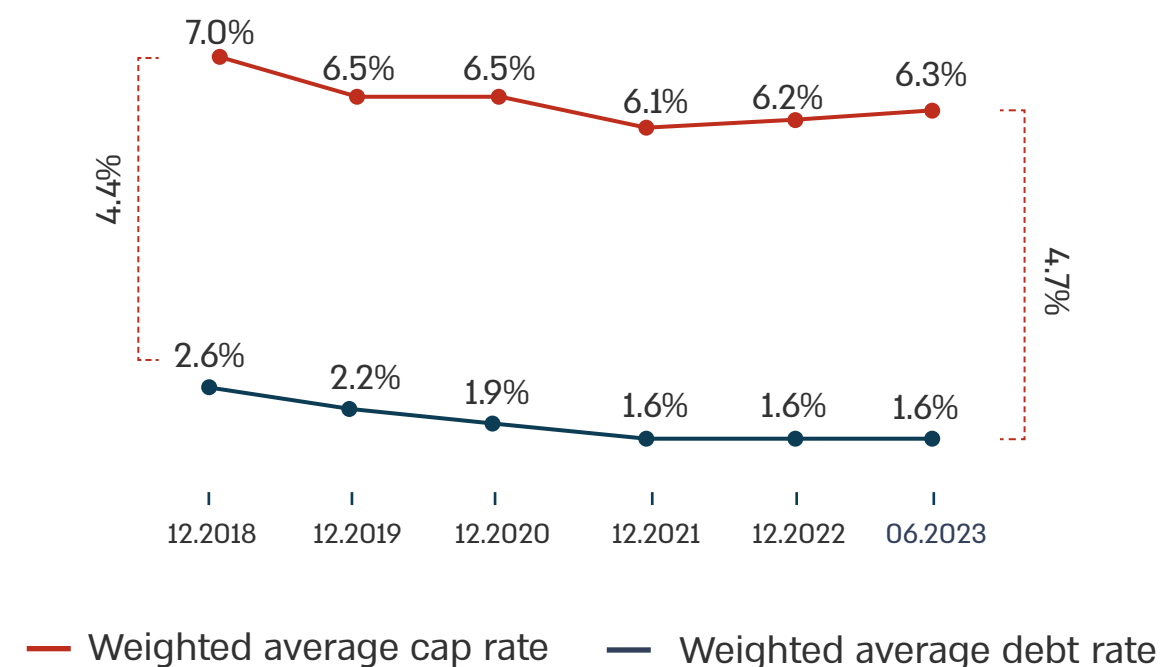
 Credit Rating **AA/Stable** - Ma'alot
Aa2/Stable - Midroog

Investment Real Estate Value (NIS millions)

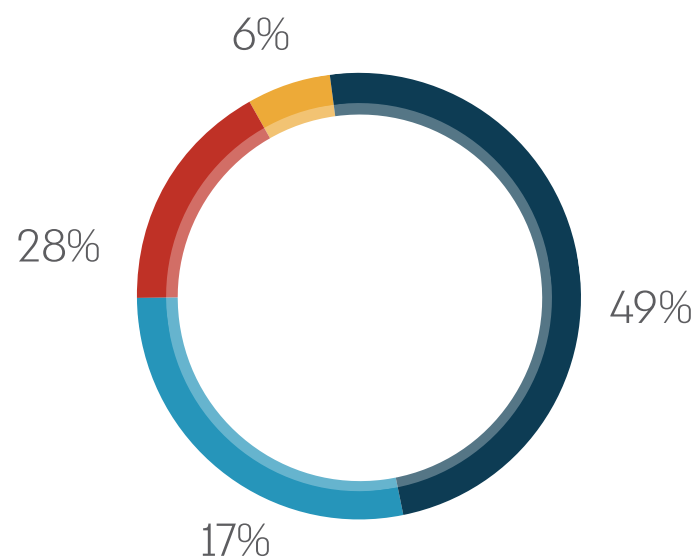


 98% of the properties are unpledged

Change in cash flow margin



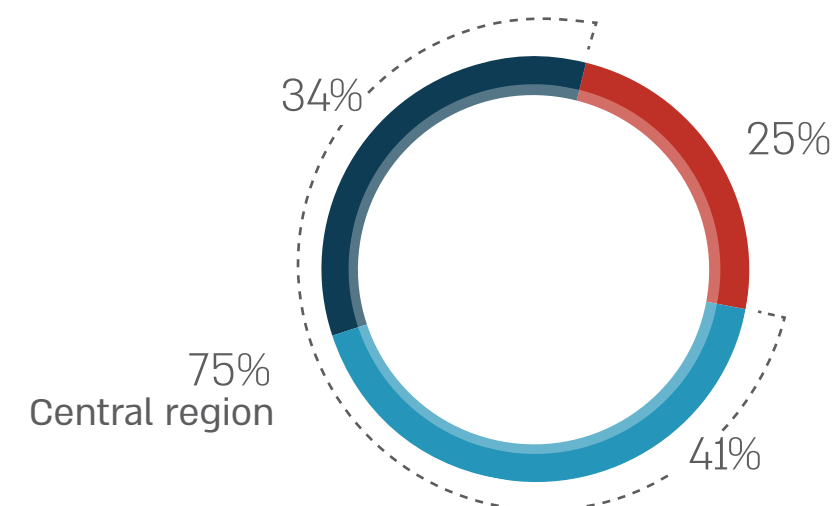
Breakdown in value of income-producing properties (*)



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

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

Geographic breakdown of properties

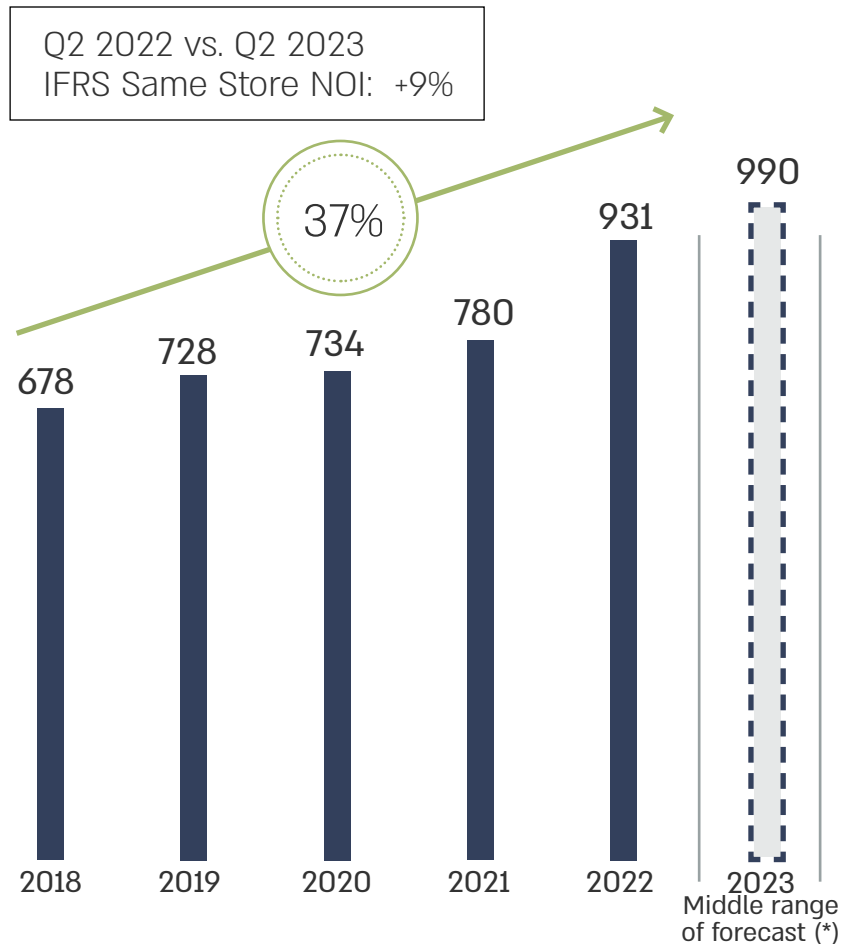


— Metropolitan Tel-Aviv — Gush Dan cities — other regions in Israel

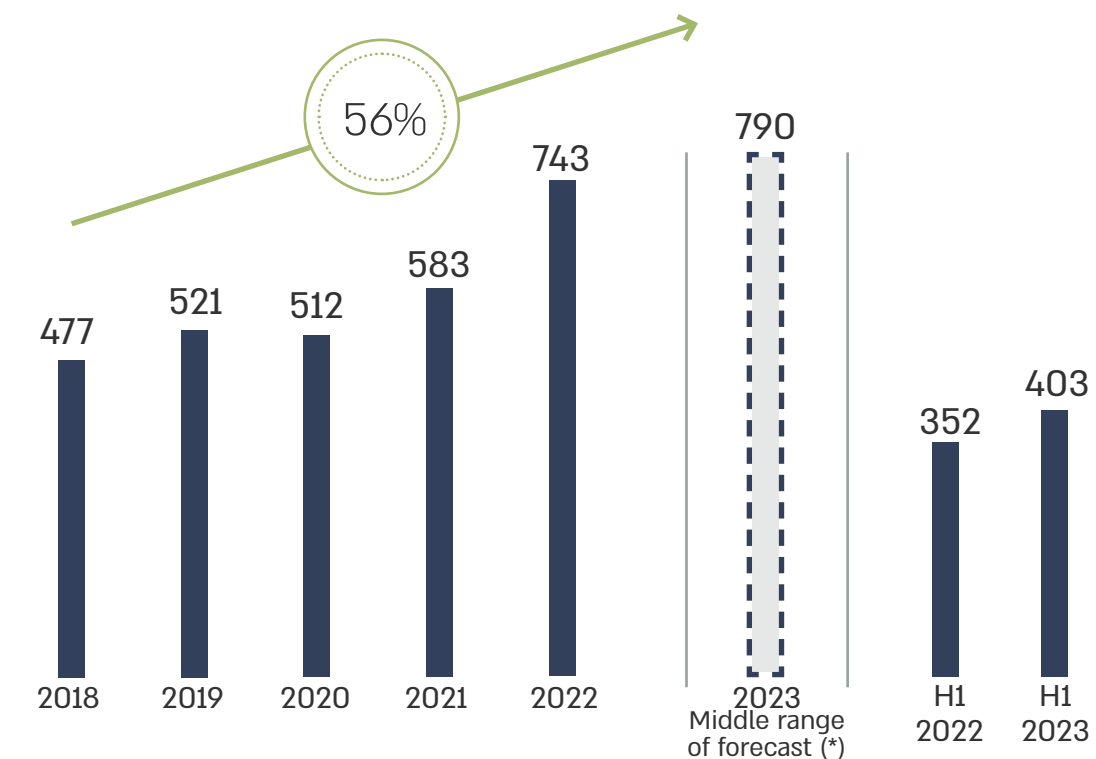
AMOT

Additional Financial Data

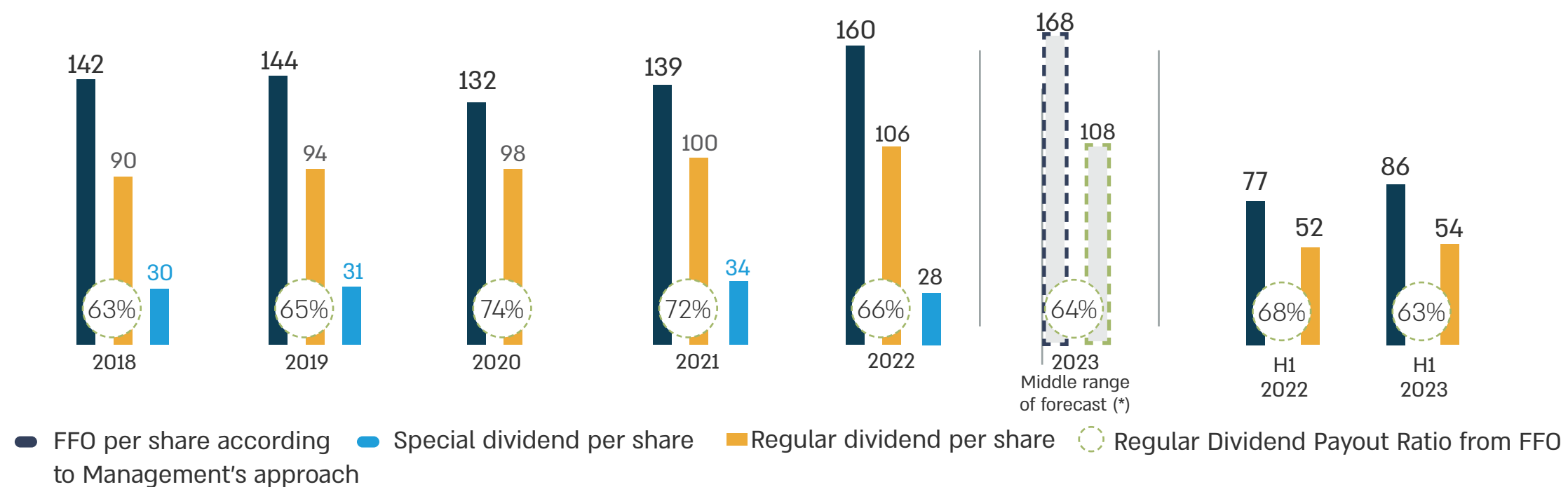
NOI (NIS millions)



(FFO (NIS millions (Management's approach)



Cash flows per share (Agorot [NIS 0.01])



AMOT declared a dividend policy for 2023, whereby the Company shall distribute a dividend of NIS 1.08 per share, to be paid in four quarterly payments of NIS 0.27 per share.

Forecasted FFO per share for 2023 according to Management's approach

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

AMOT

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



AMOT has 6 projects totaling 218 thousand square meters of above ground construction, with a total construction budget of NIS 3.3 billion.



The remaining investment to complete these projects is NIS 2.0 billion, with forecasted NOI of NIS 260-290 million.



As of June 2023, the book value of the projects is NIS 1.4 billion.

ToHa2 (50% owned)



Completion
2026

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



In
completion
stages

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



Completion
2025

K Complex in Jerusalem
(50% owned)



Completion
2027

Afek Park Rosh Ha'ayin
(50% owned)



Completion
2024

Logistics Center in Beit Shemesh
(60% owned)



Completion
2024

AMOT - ToHa 2

(Data relating to 100% of project)



Ownership

The project is owned in equal shares by AMOT and Gav Yam.



Property Description

In August 2021 rights were purchased from the Tel-Aviv Municipality for construction of the project as well as lease rights for a period ended in 2108.



GLA

160 thousand qm
above ground space for marketing

Excludes 45K sqm of underground parking



Total construction costs

NIS **3.1** billion (includes TI work)



Forecasted NOI

260-300 NIS million
with full occupancy, according to the current rental prices for the area



Estimated completion date

2026

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



Image of ToHa2, Tel-Aviv

AMOT

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

Three projects in planning stages totaling 57 thousand sqm, 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.

(*) 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 zoning plans according to the TA/5000 Master Plan, related to several of its properties located in prime locations in TA, characterized by increasing demand, access to public transportation and and strategic locations near judicial courts and medical centers

Beit AMOT Insurance



image

Dubnov and Beit AMOT Mishpat



image

Century Tower



image

Europe House



image




BROCKTON
EVERLAST INC.
EST. 2006

BROCKTON EVERLAST

Key Data as of First Half of 2023

 GLA **1.5M** sqf.

 Value of income producing properties **£0.9** billion

 Value of development property and building rights **£0.3** billion

 Occupancy rate **97.8%** Occupancy rate excluding the Dovetail site, now being vacated in preparation for development.

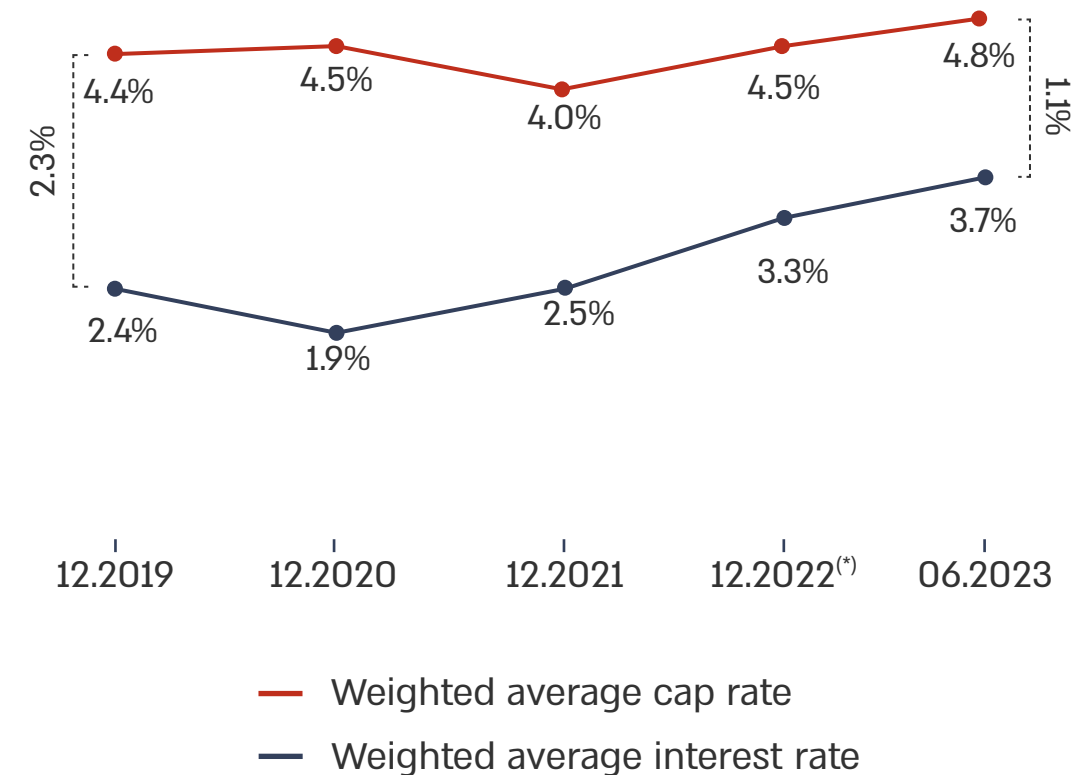
 WALT **5.6** years

 Leverage **38%**

Additional financial information:

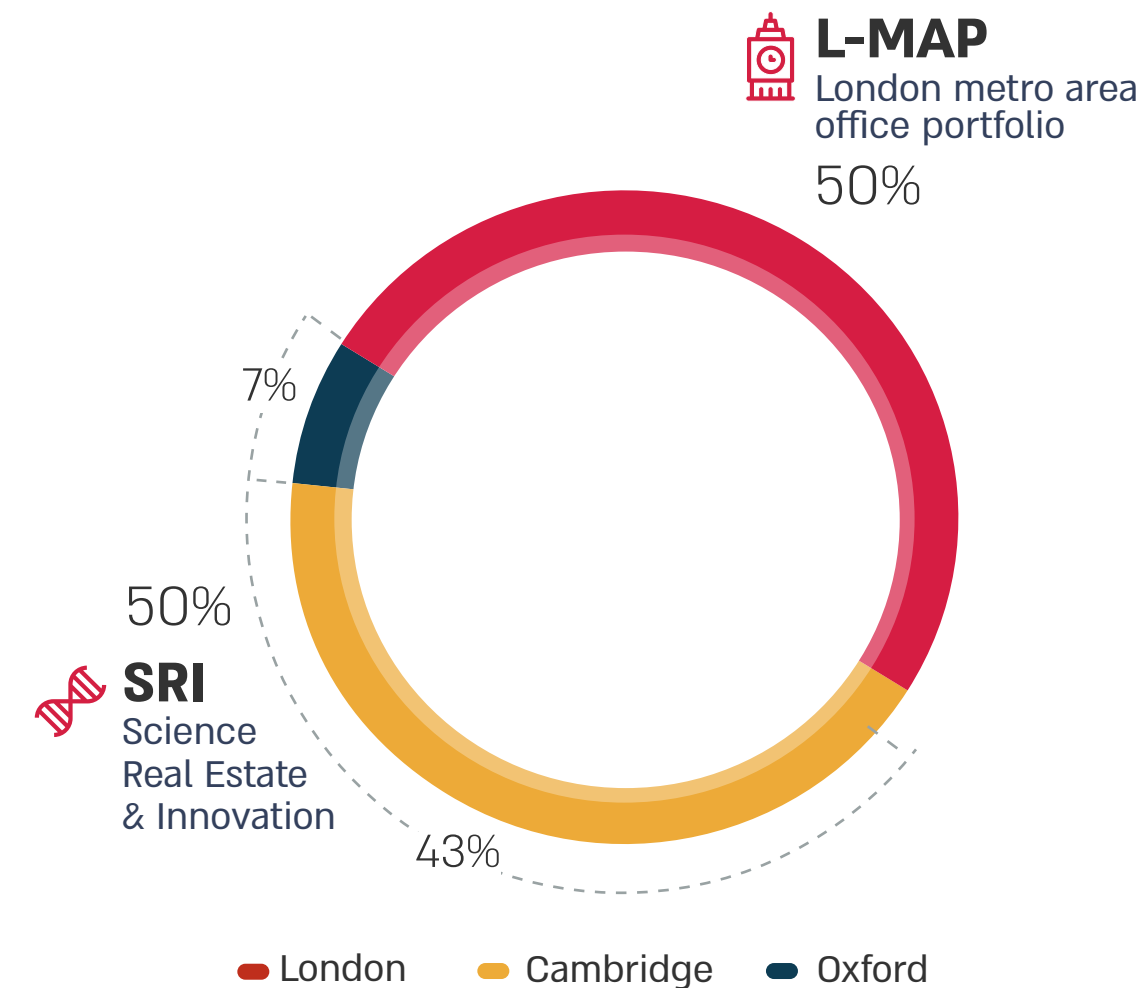
All of the financial debt is hedged against interest rate increases in CAP hedges.
Financial debt maturing by the end of 2023 totals £63M.

Change in cash flow margins of the income producing property portfolio (excluding development projects)

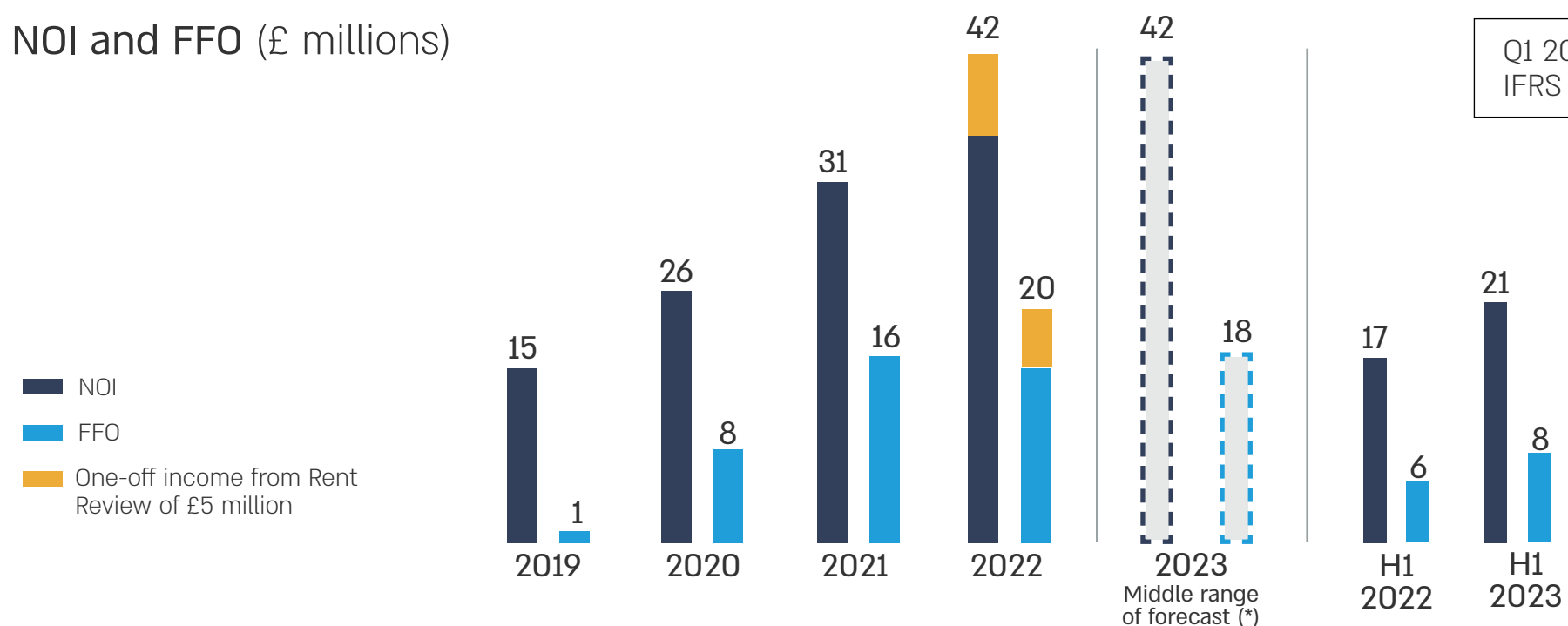


(*)Excludes Dovetail site now being vacated in preparation for development.

Breakdown by geographic regions according to value of properties and use (according to BE's strategy)



NOI and FFO (£ millions)




The Dovetail Building




 Existing GLA 126 thousand sqf.

 Future GLA 466 thousand sqf.

 Construction budget (*) £650-700M
(including land cost)

 Forecasted Stabilized NOI(*) £40-45M

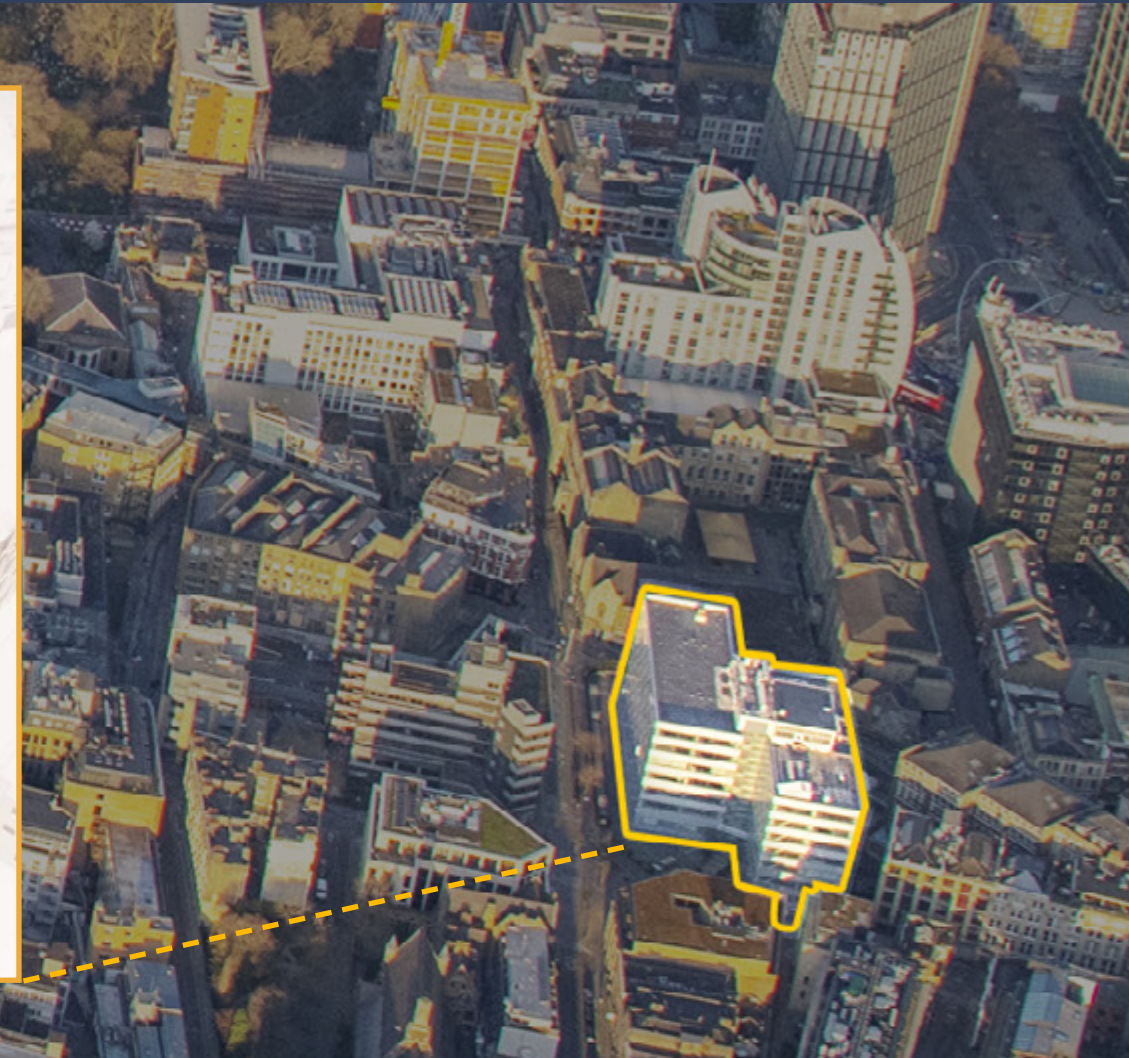
 Construction period (*) 2024-2028

 (*) In stage of vacating existing tenants for the purpose of demolishing the existing site in early 2024.

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

Telephone House

Liverpool St. Station



Existing GLA 133 thousand sqf.



Future GLA(*) according to approved zoning plan 230 thousand sqf.



Start of construction Q4-2026

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


Waterside House

 GLA 238 thousand sqf.

 Value at H1 2023 £248M

 Annual NOI* £13M

 Future GLA(*) according to zoning plan being advanced 400 thousand sqf.

 BE is in advanced negotiations with M&S to update rents according to the Rent Review process

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

Paddington St. Station
  








St Mary's Hospital

BROCKTON EVERLAST

Additional Information on Investments in Income-Producing Properties in Cambridge



		
	Total Land Area	124 thousand sqm.
	GLA	662 thousand sqf.
	Value (*)	£538M
	Annual NOI (**)	£17M
(*) BE is striving to find a strategic investor, for the purpose of realizing its plans for the construction of office and laboratory complexes for the Life Science industry with substantial increase in GLA on all the specified land during the following decade.		
(**) This is forward-looking information (see general comments to the presentation)		

BROCKTON EVERLAST

Additional Information on Investments in Properties in Oxford (*)



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)



Oxford Train Station
 National Rail

2 km

 Highway

Bodleian Library
Oxford University



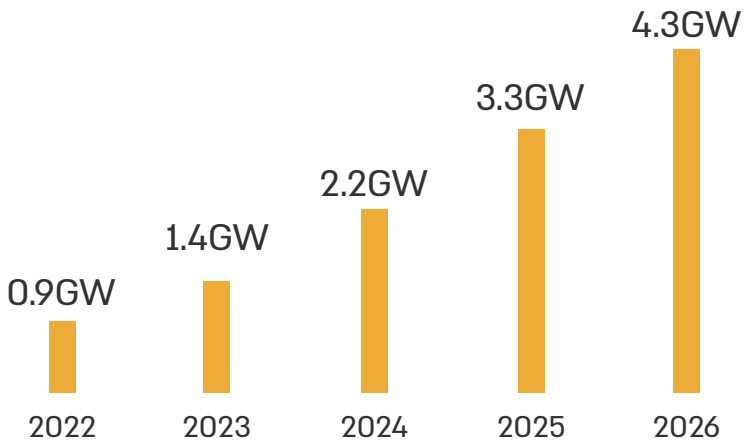
 Oxford
City Center





Energix - Holyfield, USA

Forecasted capacity connected to the grid as of the year-end



Forecasted balance of investment to realize strategy
NIS 14.5B without the need to invest additional equity



Forecasted revenues in 2026 exceed NIS 2 billion

Company project pipeline

Advanced development



+2.2GW

469

Under construction/
preparations for construction



849

Connected to the grid



867

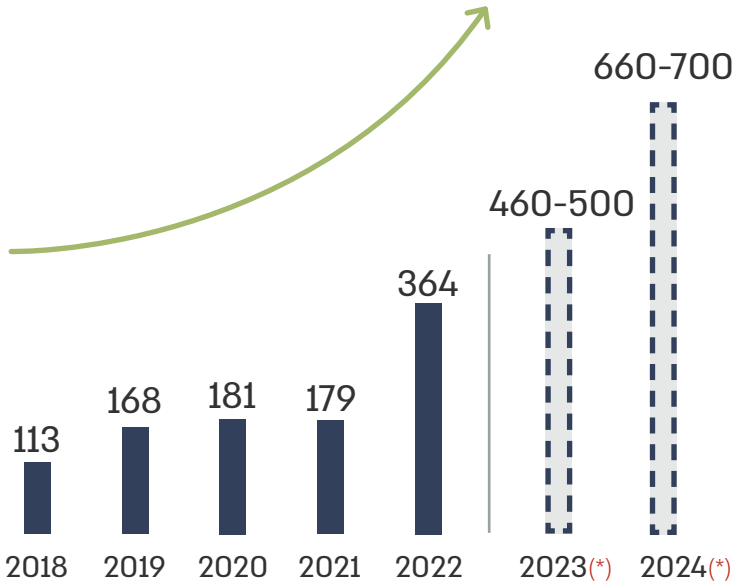
Future development
+6.3GW



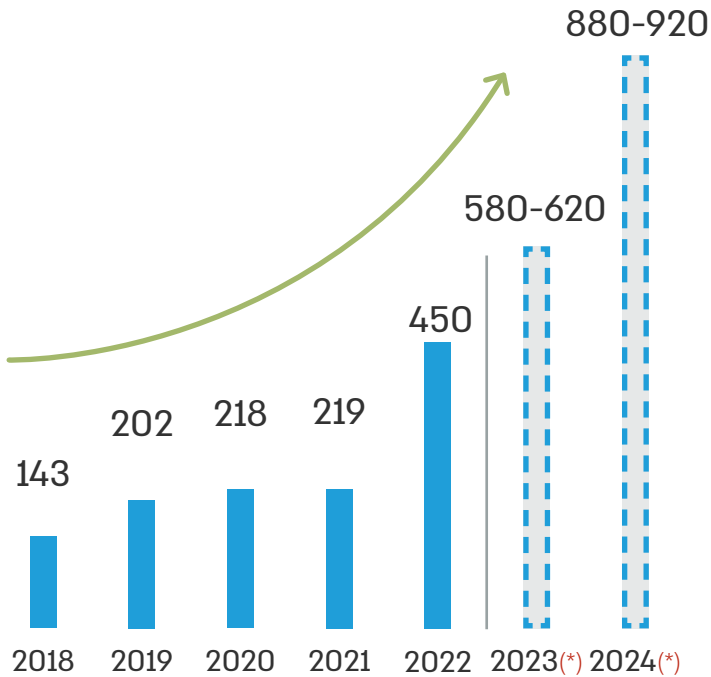
Total project pipeline
exceeding 8.5GW

ENERGIX - Results and Forecasts (NIS millions)

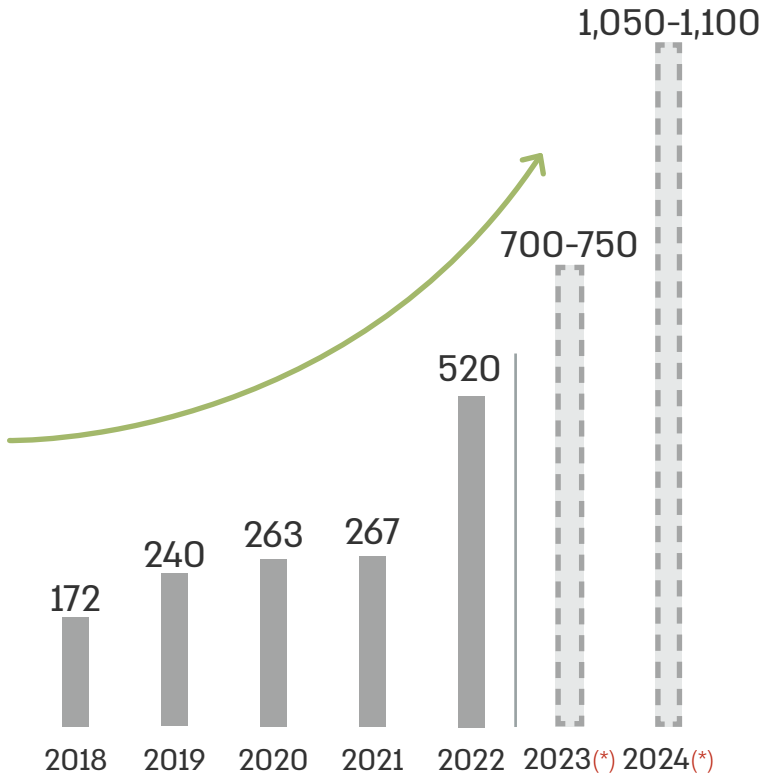
FFO from projects
(Management's approach)



Gross profit from projects



Revenues from projects



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

ENERGIX

Major Events in the Quarter – data according to 100%

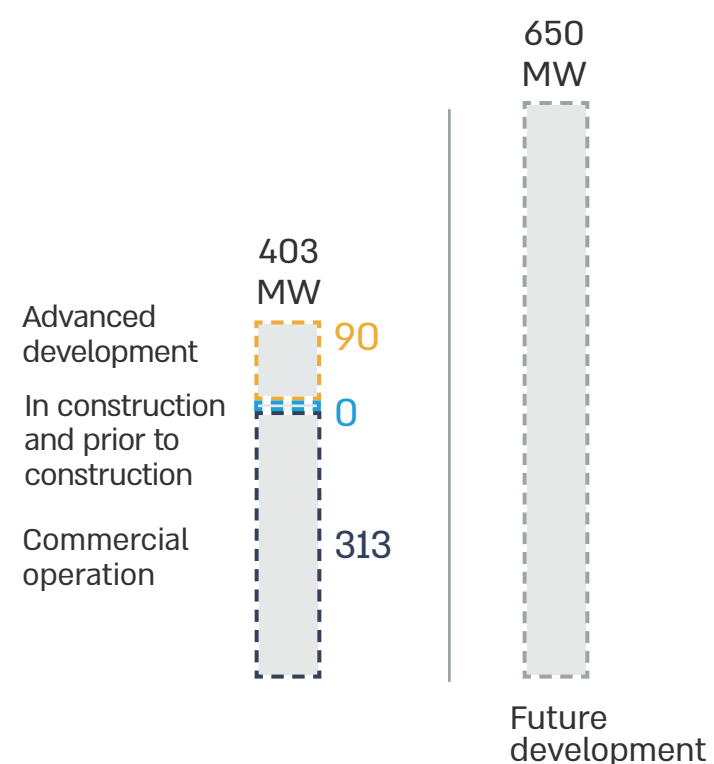
(*) This is forward-looking information (see general comments to the presentation)



Energix - Poland

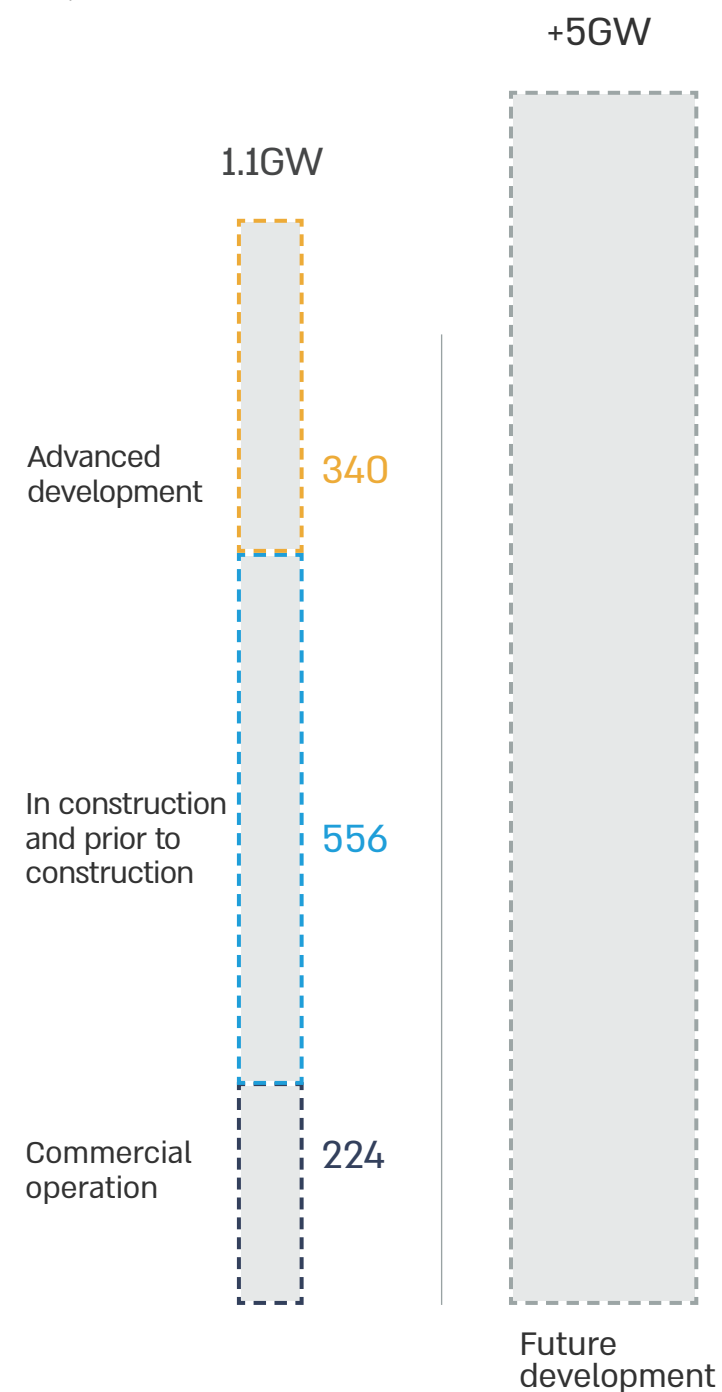
In Poland

- An agreement with a local broker to cancel some of the financial transactions to fix electricity prices for Year 2023 in consideration for NIS 153M.



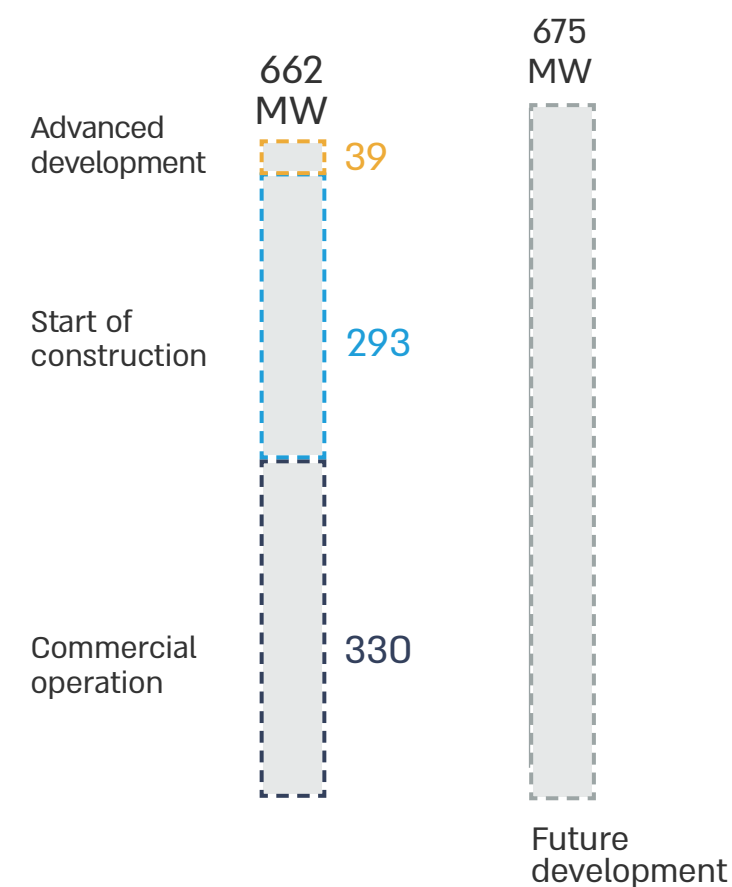
In USA

- The Company has entered into a series of agreements to purchase additional panels in the years 2026-2030, with capacity of 5GWp for total consideration of US\$1.5 billion, which the Company will use in future projects, mainly in the USA.
- Energix signed agreements with two large banks for financing projects in a total amount of US\$580M.



In Israel

- Energix signed a binding financing agreement in the amount of NIS 255M, to finance construction of the Julis high voltage project in Israel with capacity of 87MWp.
- Construction work in the Aran project is expected to extend beyond the original timetable.





BE - Image of The Dovetail Building, London



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