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Third Quarter of
2023

AlonyHetz
Properties & Investments Ltd



AMOT Atrium, Ramat Gan

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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%

Offices, retail,
industrial parks
and logistics

TASE: included in
TA-35 Index

47.7%

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

55.0%

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

83.4%

Offices and research
laboratories in
London, Cambridge
and Oxford

50.4%

Electricity generating
systems that use
renewable energy
sources

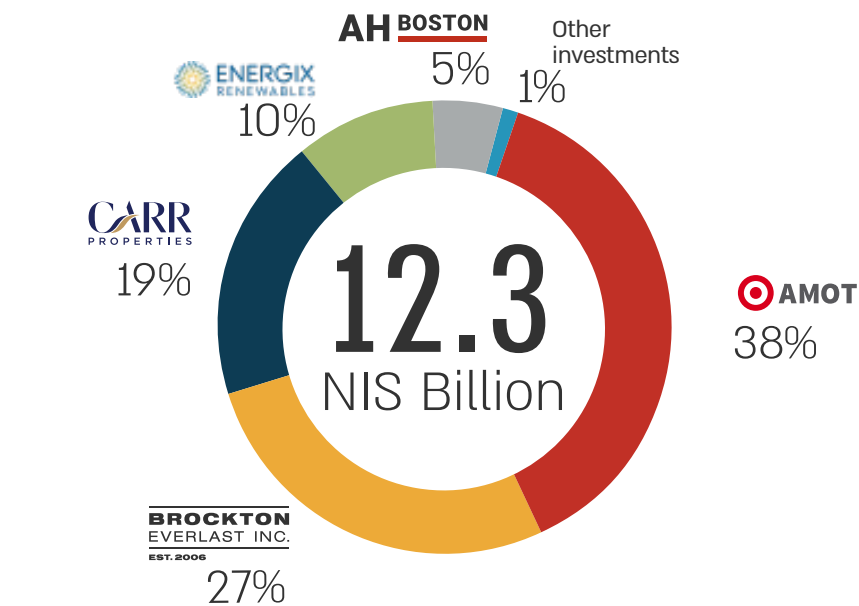
TASE: included in
TA-35 Index

Investment Portfolio Composition as of September 2023 **Economic** (*)

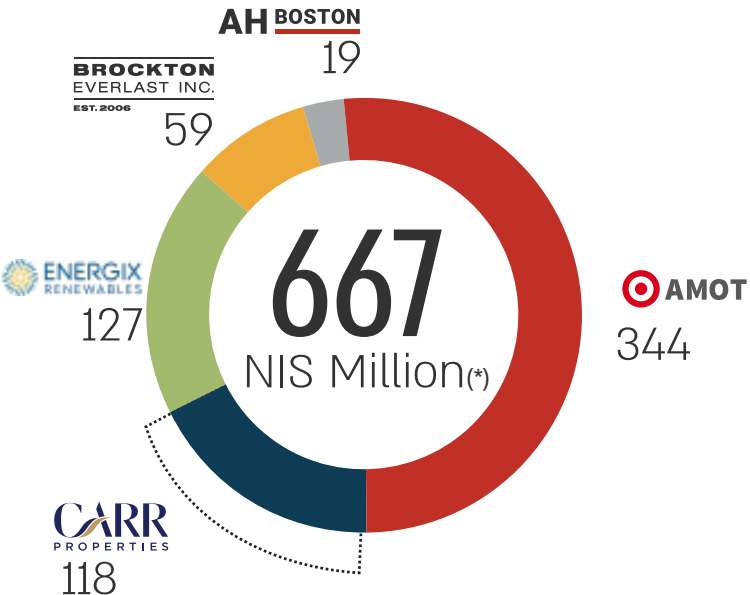


(*) Excludes cash.

Investment Portfolio Composition as of September 2023 **Accounting** (*)

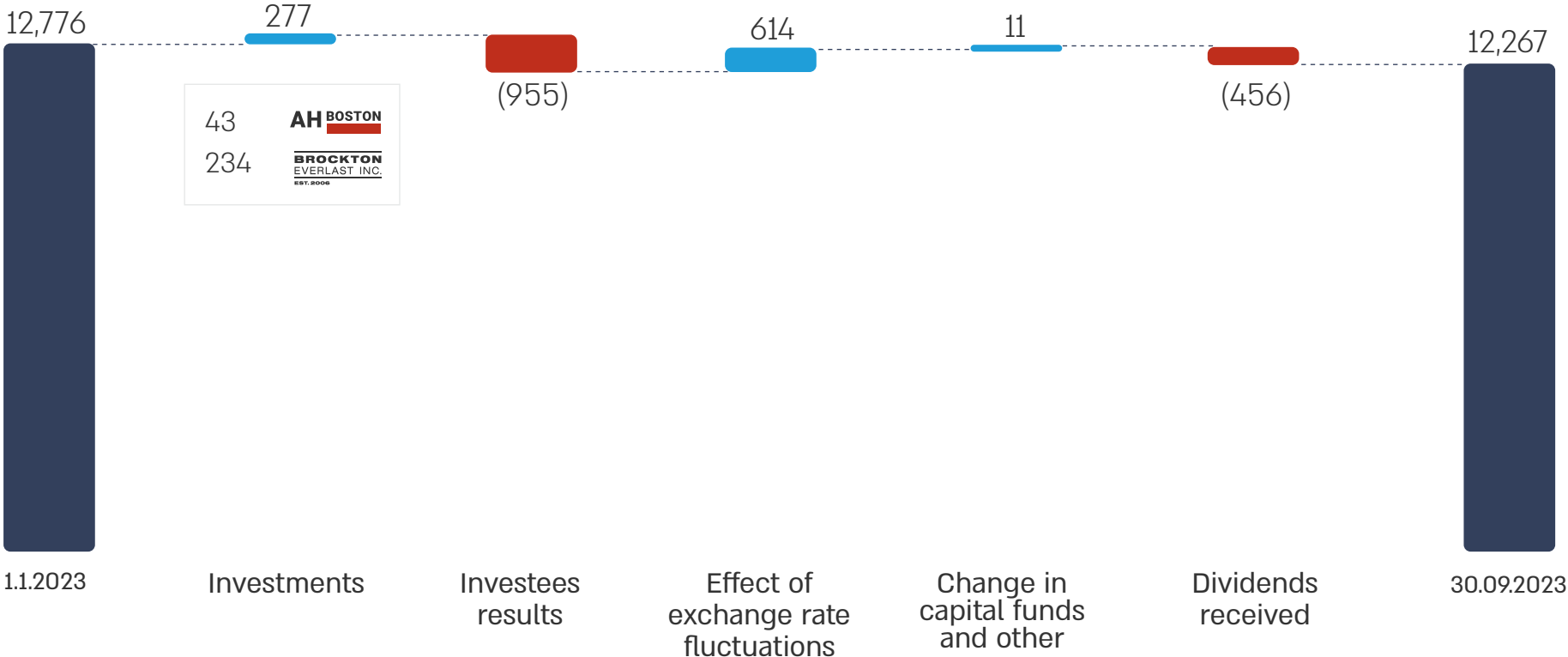


Dividend Forecast for 2023 (in NIS millions) (**)

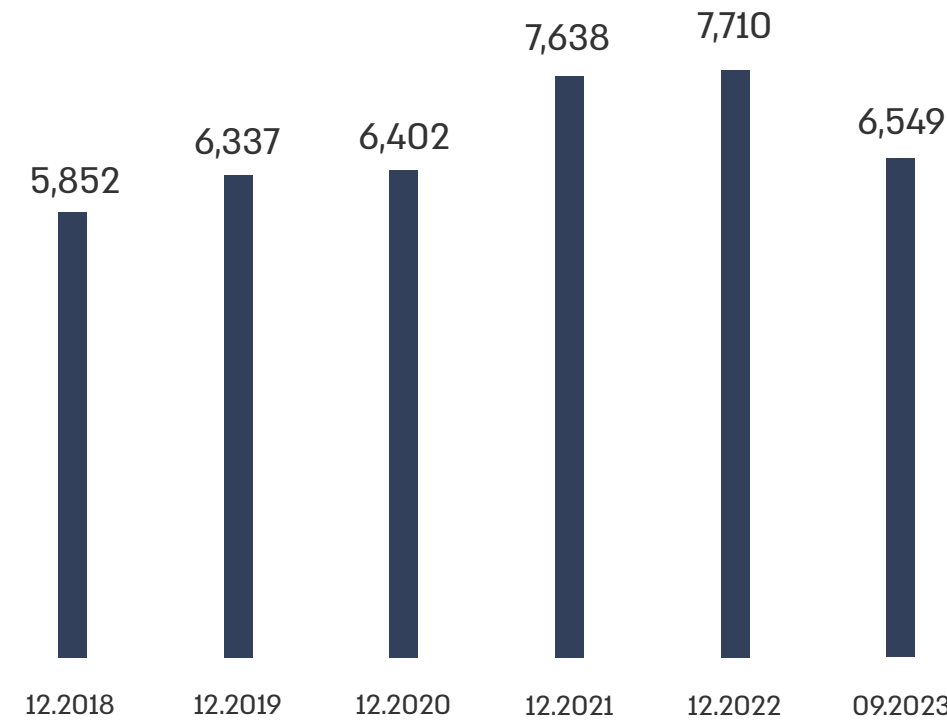


◊ In the format of a Dividend Re-investment Plan (*) As of the publication date of the report, NIS 543 million was received.
(**) This is forward-looking information (see general comments on the presentation).

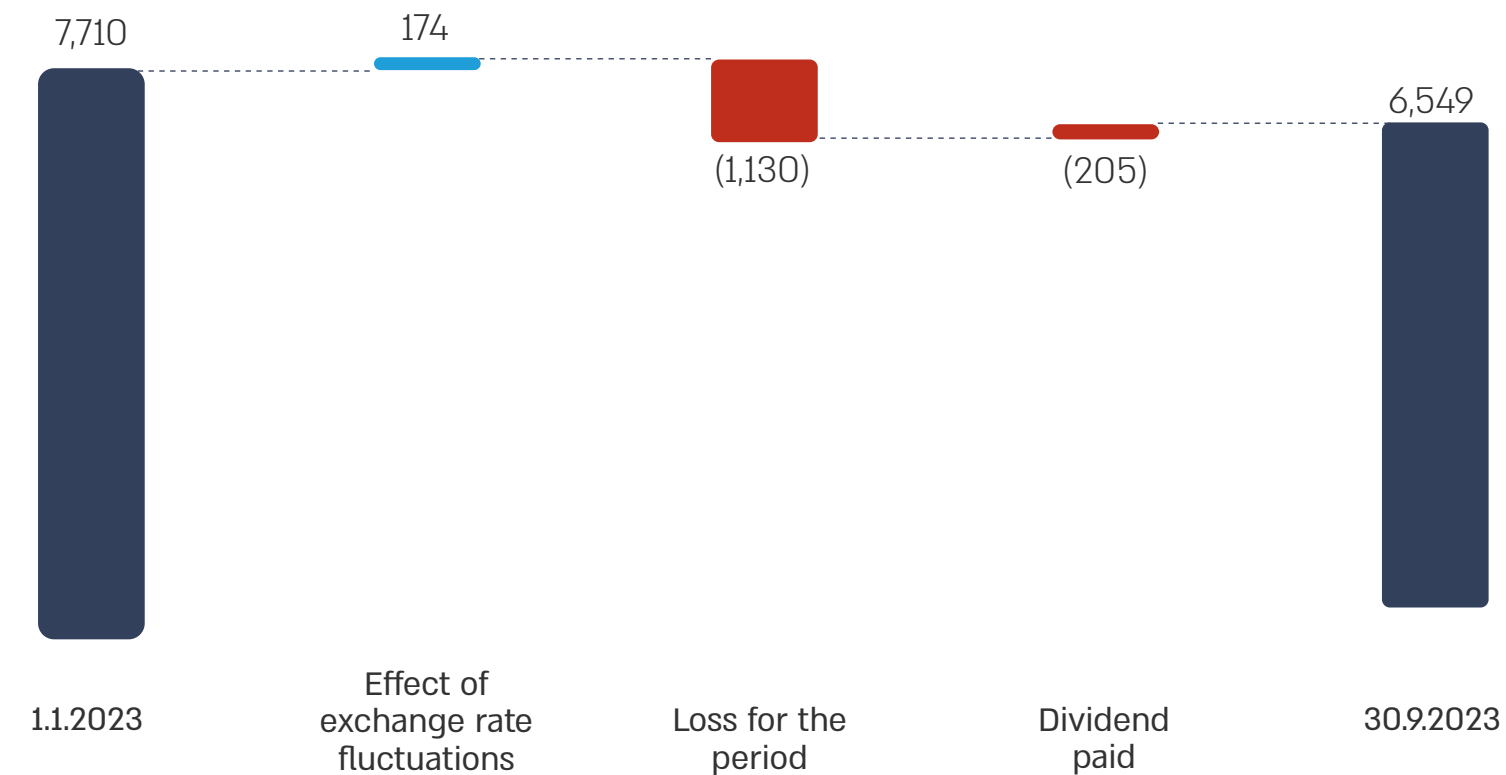
Changes in Investment Portfolio in First Nine Months of 2023 [NIS Millions]



Changes in equity (majority shareholders)(NIS millions)

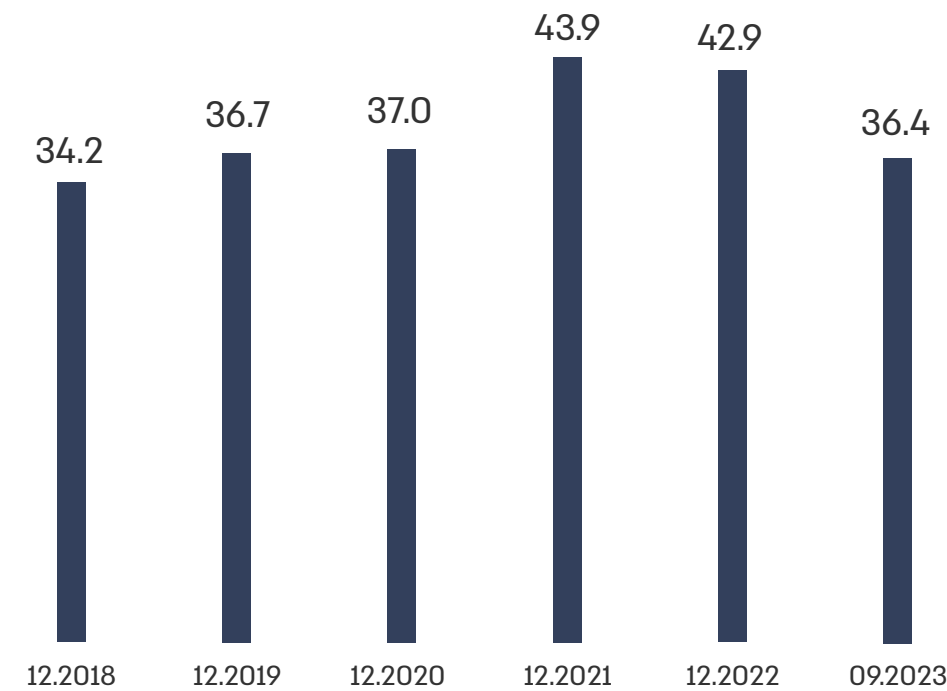


Changes in Equity in First Nine Months of 2023 (NIS millions)








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

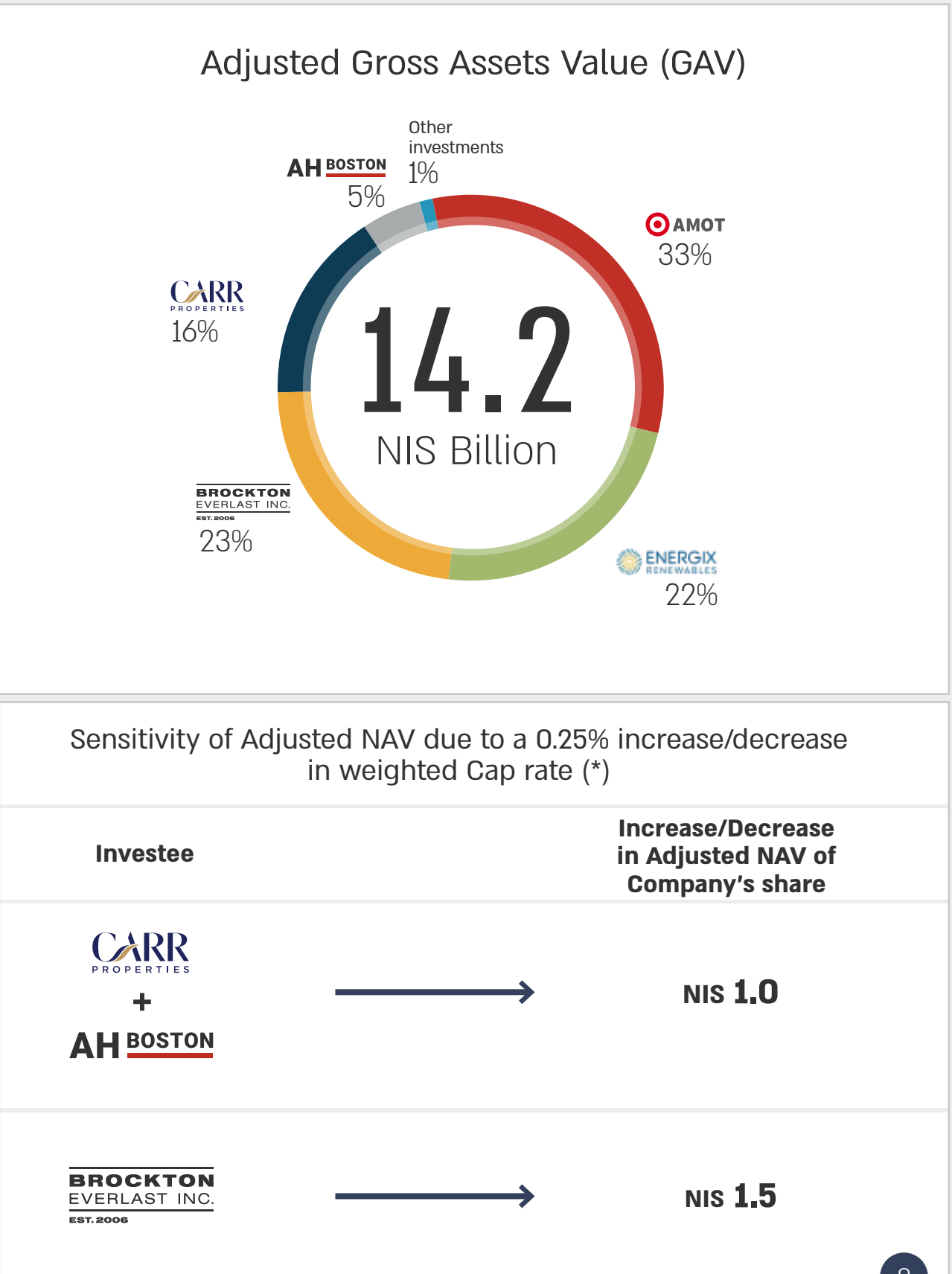
Changes in equity per share (*) (majority shareholders) (NIS)



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

(NIS millions)	Data from financial statements as of September 2023	Investment from beginning of October 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	4,667	-	71	4,738	Stock market price
	2,294	-	(58)	2,236	Equity (IFRS)
	3,275	-	(35)	3,240	Equity (IFRS)
	1,179	-	1,954	3,133	Stock market price
	673	7	(18)	662	Equity (IFRS)
Other investments (mainly in Brockton Funds)	179	-	(2)	177	Equity (IFRS)
GAV	12,267	7	1,912	14,186	
Net financial debt (**)	(5,684)	(7)	(85)	(5,776)	
NAV(***)	6,583	-	1,827	8,410	
NAV per share (***)	36.6			46.8	
Leverage	46.3%			40.7%	

(*) Date of update for calculation of adjusted NAV (including stock market prices and exchange rates) is November 16, 2023. (**) Gross debt after deducting cash (***) Ignores deferred taxes



(*) For additional information, refer to the Report of the Board of Directors as of November 19, 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.

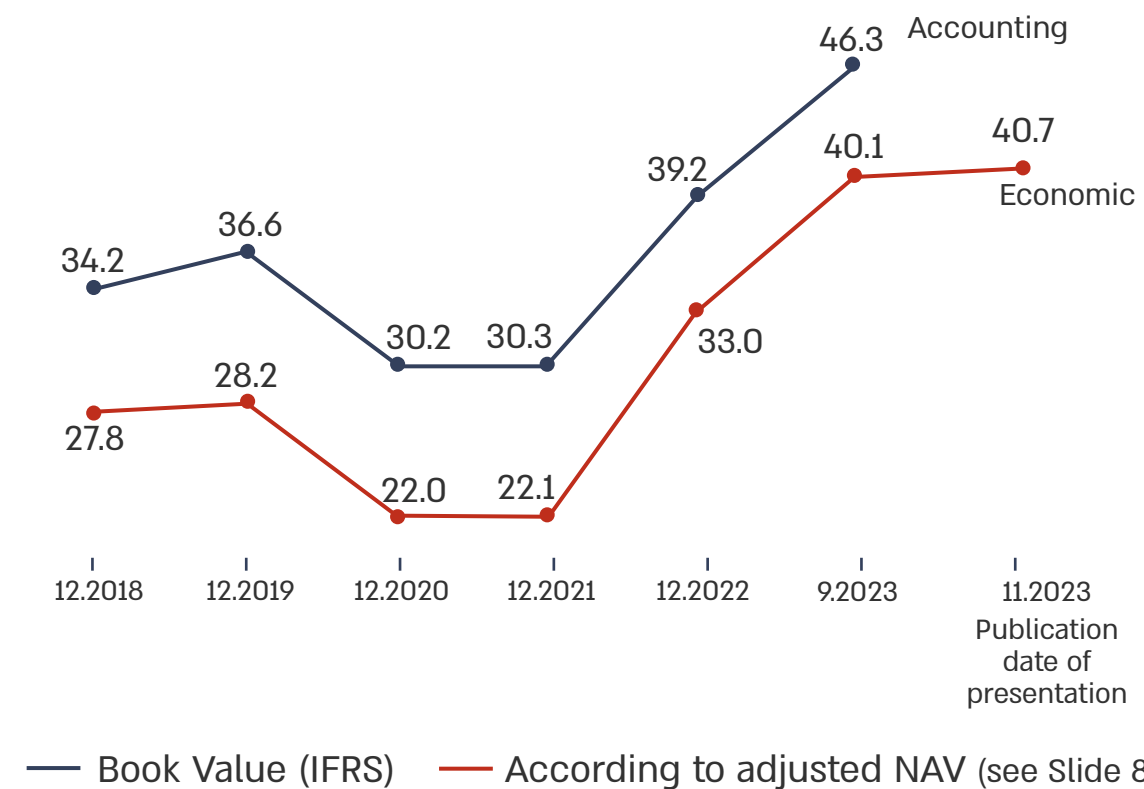


All of the Company's financial debt is non-bank credit.

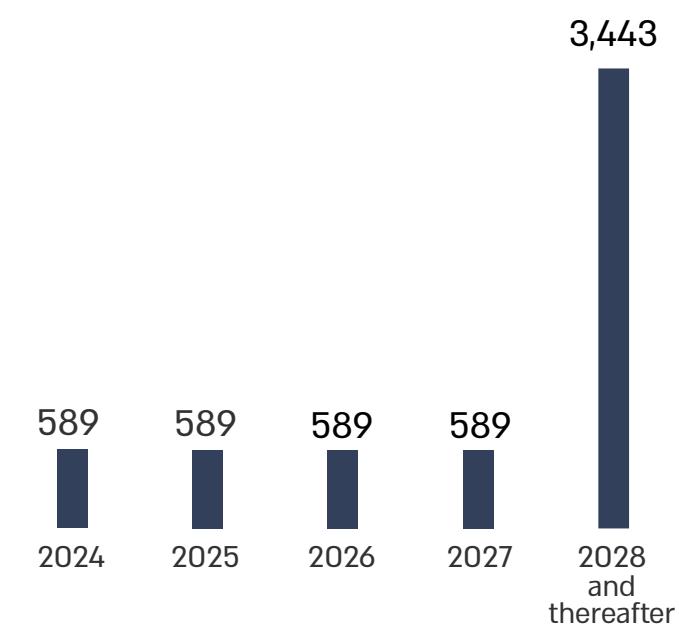


None of the Company's properties are pledged.

Leverage, net (%)



Debt maturity dates (NIS millions)



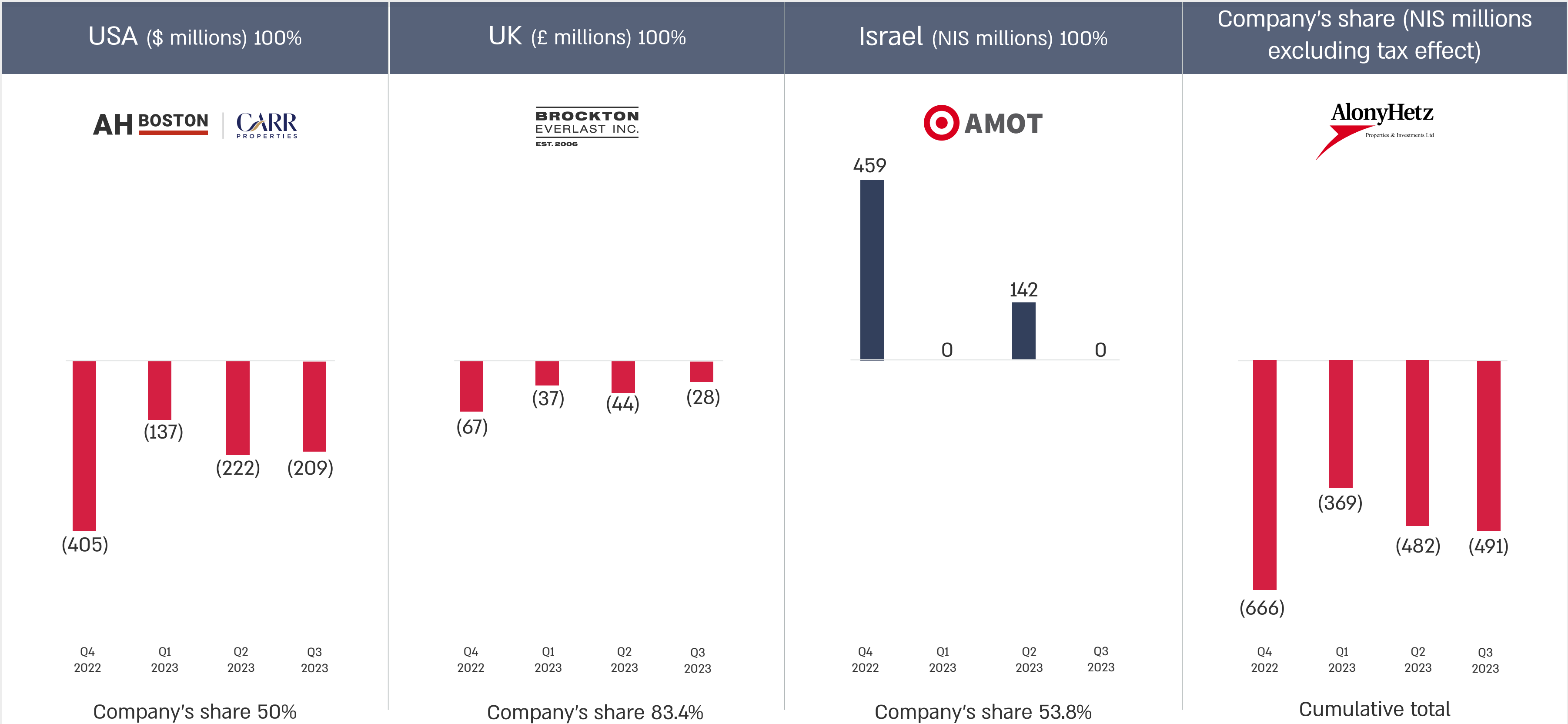
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FFO (NIS millions)

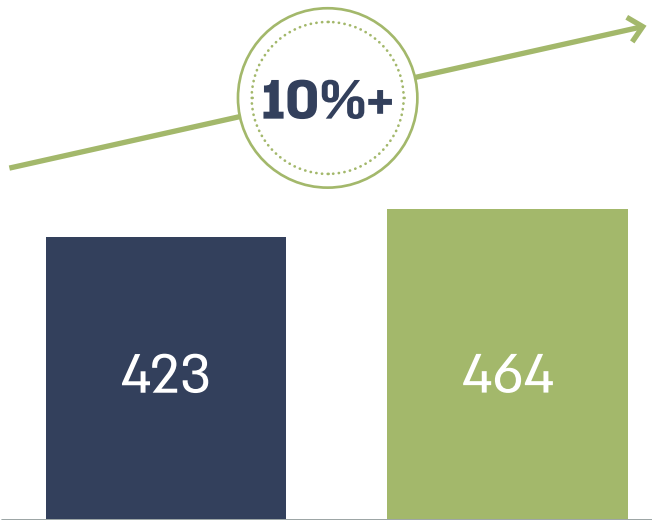


CARR - 901 K Street, Washington DC

	Q1-Q3 2022	Q1-Q3 2023
Company's share in Amot's FFO according to management's approach	296	325
Company's share in Energix's FFO according to management's approach	97	142
Company's share in Carr's FFO	84	97
Company's share in Brockton Everlast's FFO	32	43
Company's share in AH Boston's FFO	23	30
Real interest expenses	(89)	(149)
General and administrative expenses (net of management fee income)	(8)	(8)
Current taxes	(12)	(16)
Total FFO according to management's approach (*)	423	+10% →464
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	(198)	(175)
FFO according to Securities Authority's approach	225	289



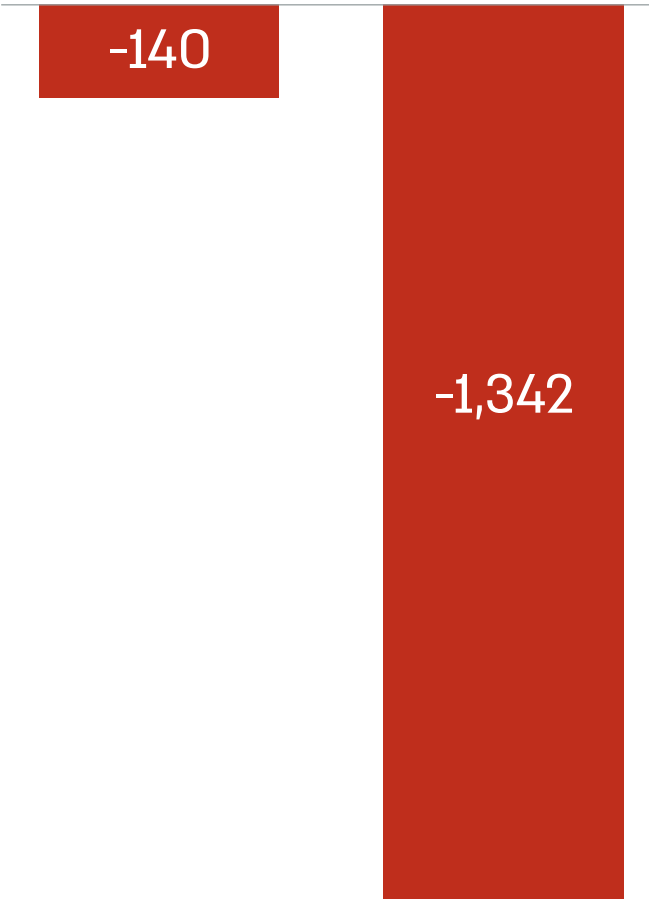
FFO according to management's approach



Q1-Q3 2022

Q1-Q3 2023

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



Q1-Q3 2022

Q1-Q3 2023

Profit (loss) of Majority Shareholders

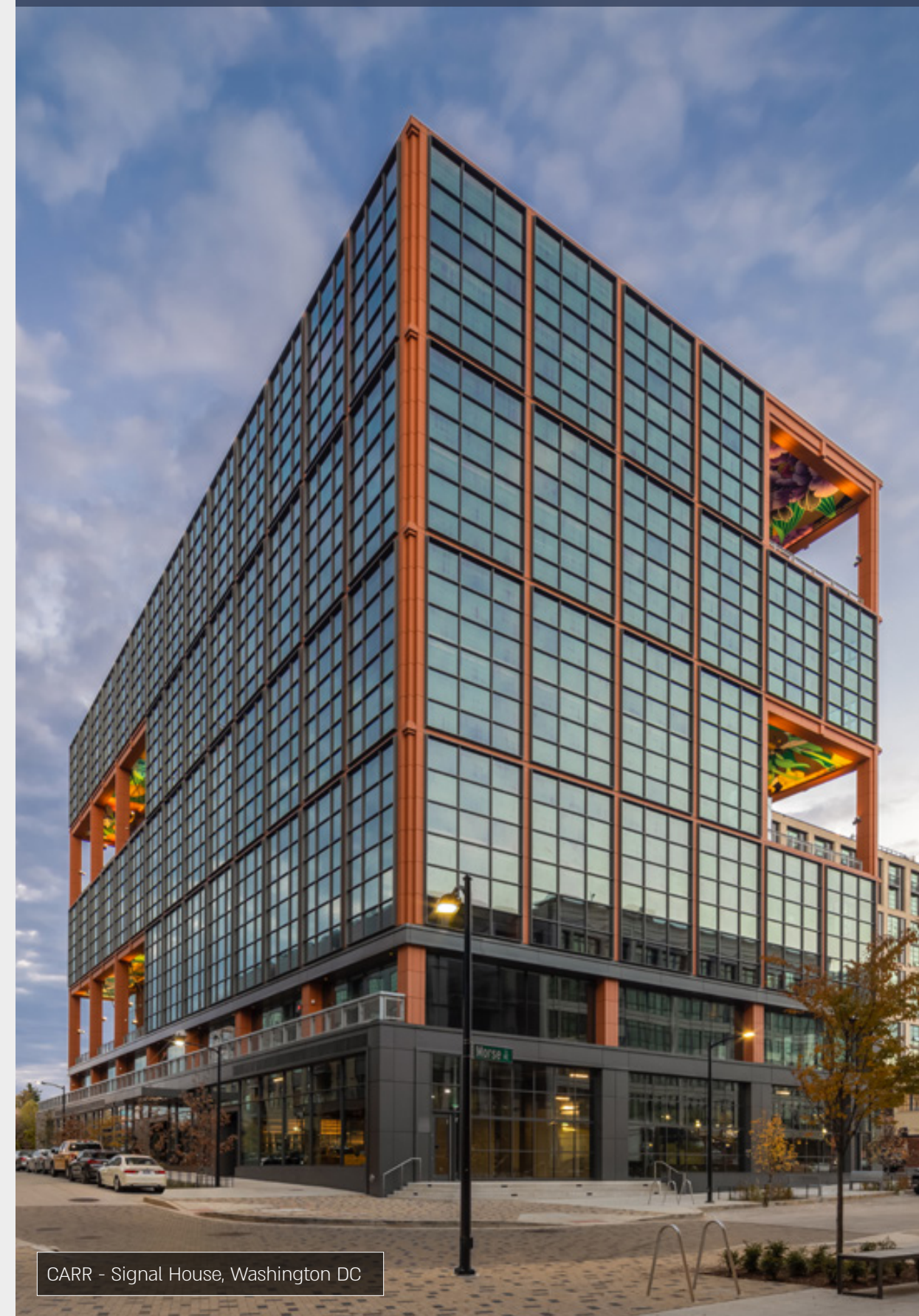


Q1-Q3 2022

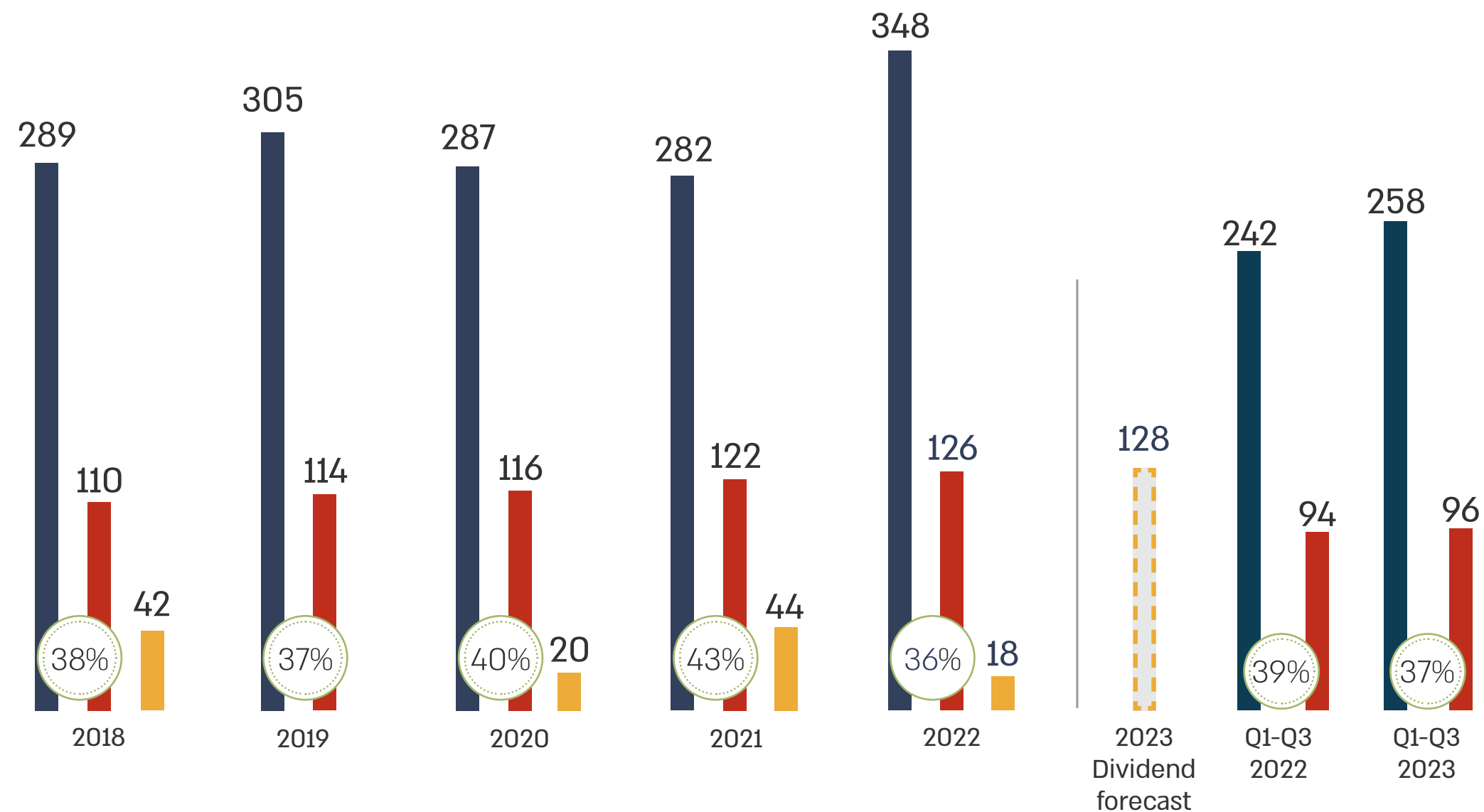
Q1-Q3 2023

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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.



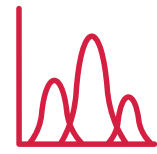
Corporate governance

- 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



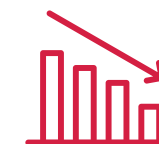
Effects

Trophy buildings



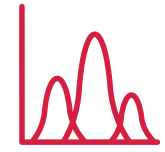
- Vibrant demand
- High occupancy rates
- Stability with a tendency to increased NER^(*)

Class A Buildings (old), Class B and C



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

(*) Net Effective Rate – Rental fees net of the effect of incentive packages to tenants (adjustment budgets and free-of-charge rental periods)



Trends



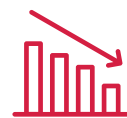
Increase in interest rates



Decrease in NER (see previous slide)



Credit crunch (especially in the USA)



Drastic decrease in the number of transactions



Difficulty in forecasting stabilized Cap Rate



Effects



Decrease in value



Increase in percentage of loans not repaid and covenant breaches



Trading in REIT's at discounts

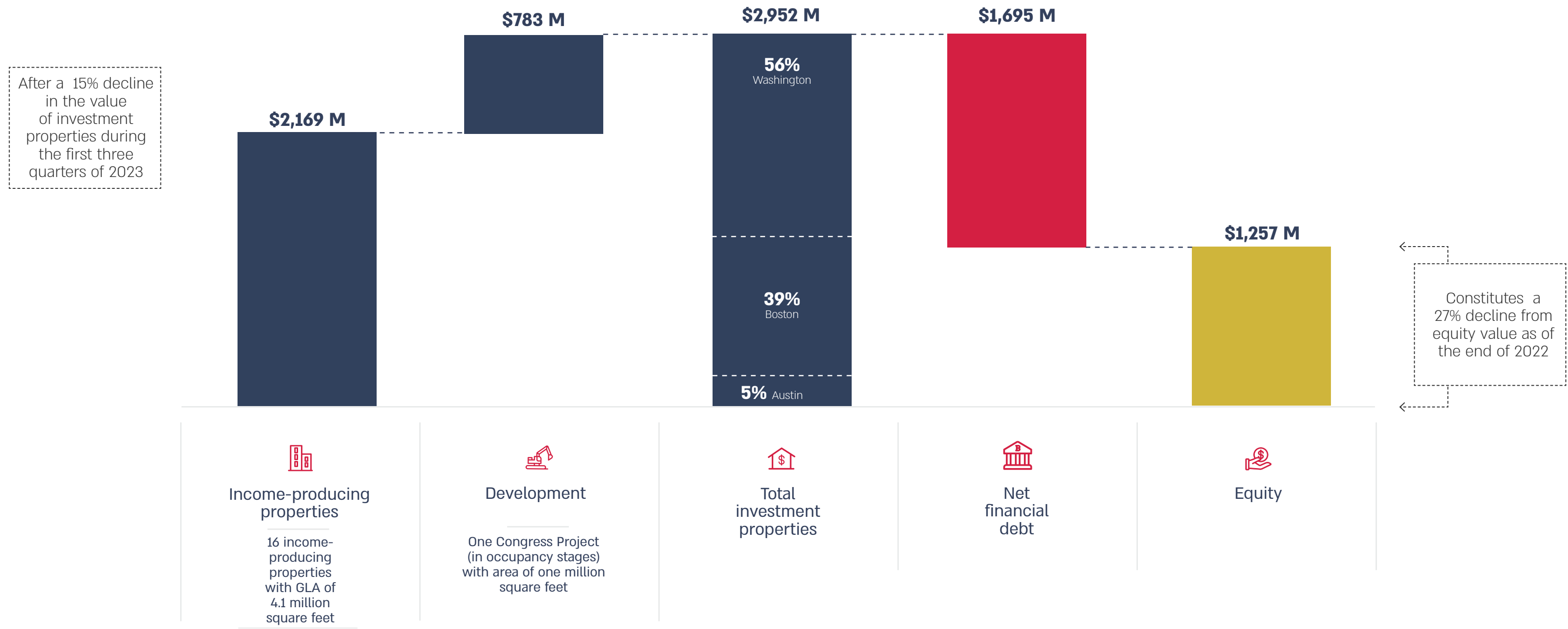


Price Discovery

STATE STREET

CARR
PROPERTIES

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



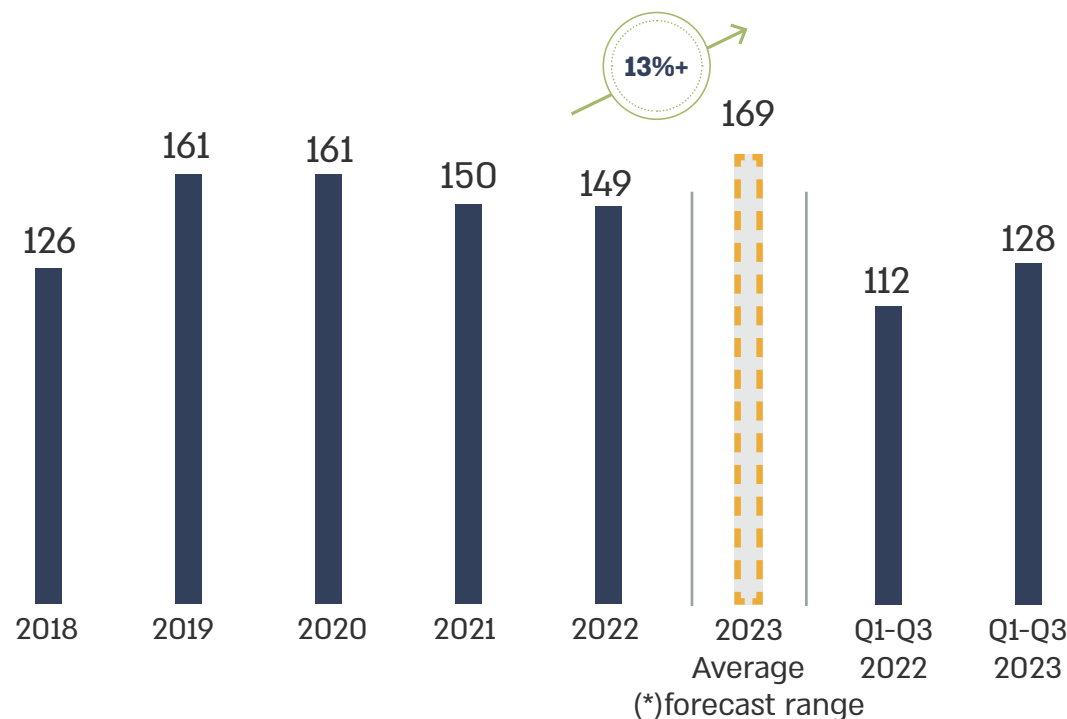
CARR

Rental Activity of CARR



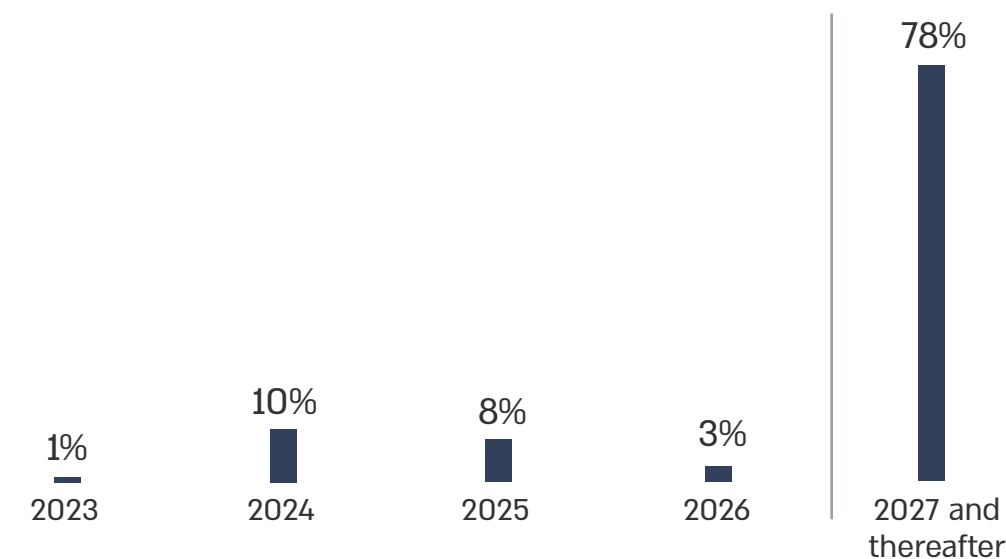
NOI (\$ millions)

Q3 2022 vs. Q3 2023 Same Store NOI -5.9%



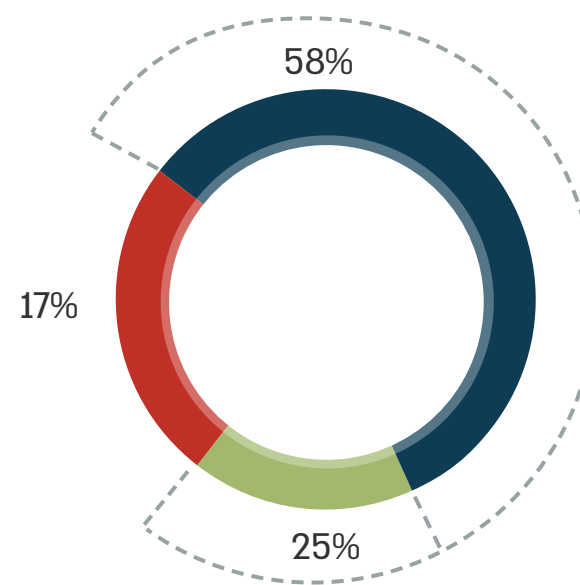
(*) This is forward-looking information (see general comments on the presentation).

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

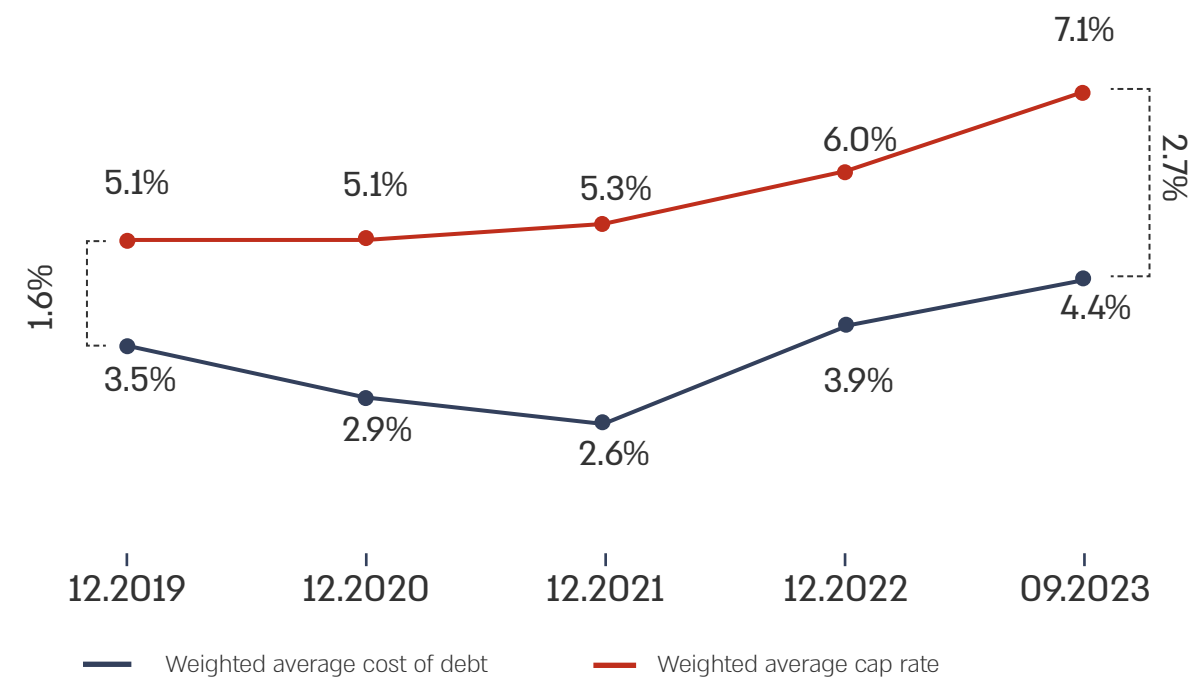
7.5 Years



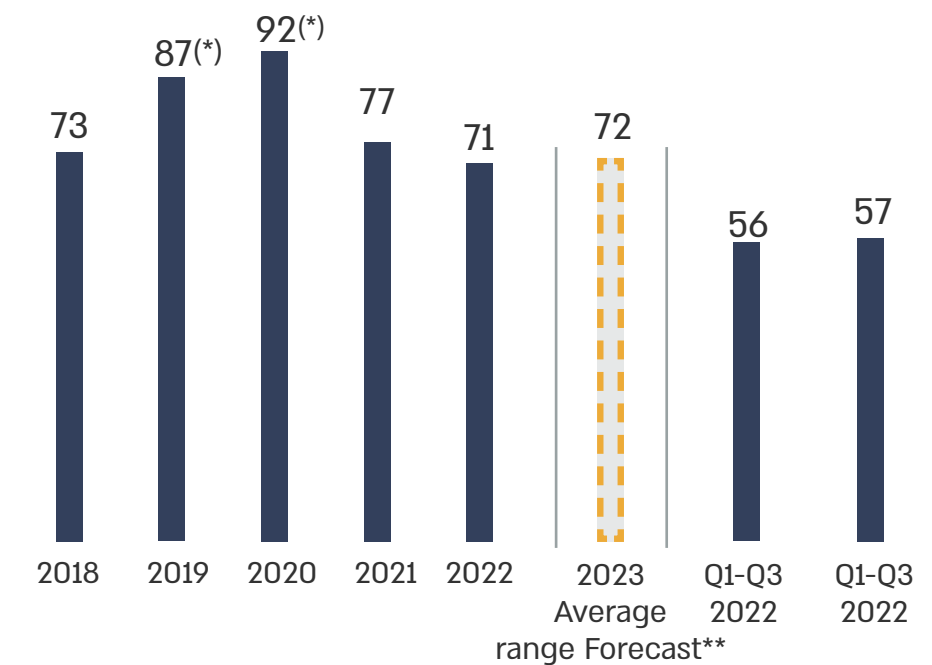
Occupancy Rate
in Offices Portfolio
as of preparation
date of presentation

86.9%

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



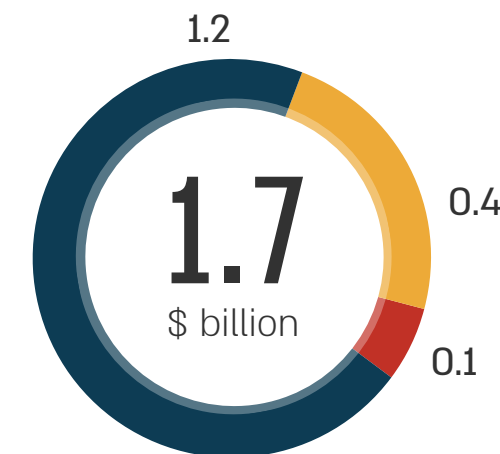
FFO (\$ millions)



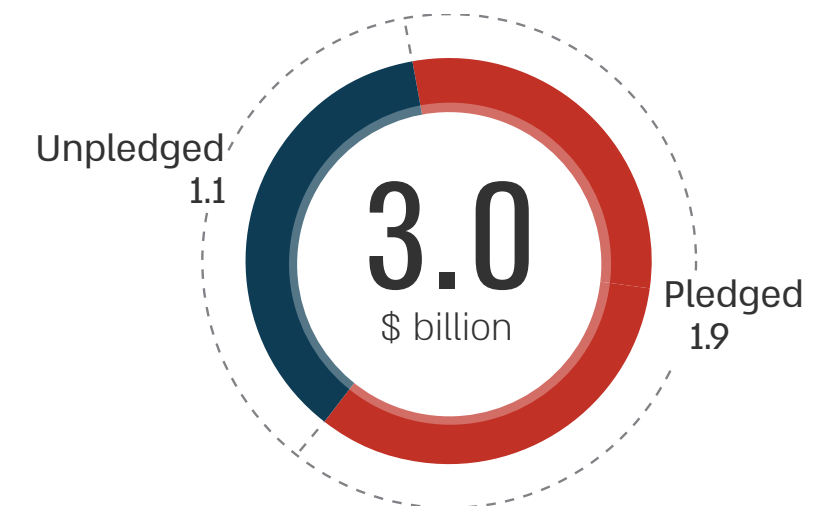
(*) This is forward-looking information (see general comments on the presentation).

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

- Loans, including utilization of credit facilities
77% hedged
23% non-hedged
- Financing for construction of development project (non-hedged)
- Liability for land lease



Leverage
57.4%



As of September 30, 2023, CARR has unutilized credit facilities of \$300M and unutilized facilities to finance development projects of \$70M.



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 September 2023 \$1 Billion

 Costs to completion (mainly TI) \$94M


 Stabilized NOI in 2025 \$62M

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

AH BOSTON

AH BOSTON - 125 Summer st, Boston

	Equity	\$320M
	2 Income-producing properties	696 thousand sqf.
	Value of investment properties	\$512M
	Occupancy	89%
	WAULT	4.9 years
	Leverage	56%
	NOI Q1-Q3 2023	\$18M
	FFO Q1-Q3 2023	\$15M

	Additional information on income-producing properties, including loans taken for their purchase	
	Weighted cap rate as of September 2023	7.0%
	Weighted interest rate	4.8%



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 September 2023 \$187M

 Financing for the project \$180M (of which \$33M has not been drawn down)

 Completion date December 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 Q3 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**

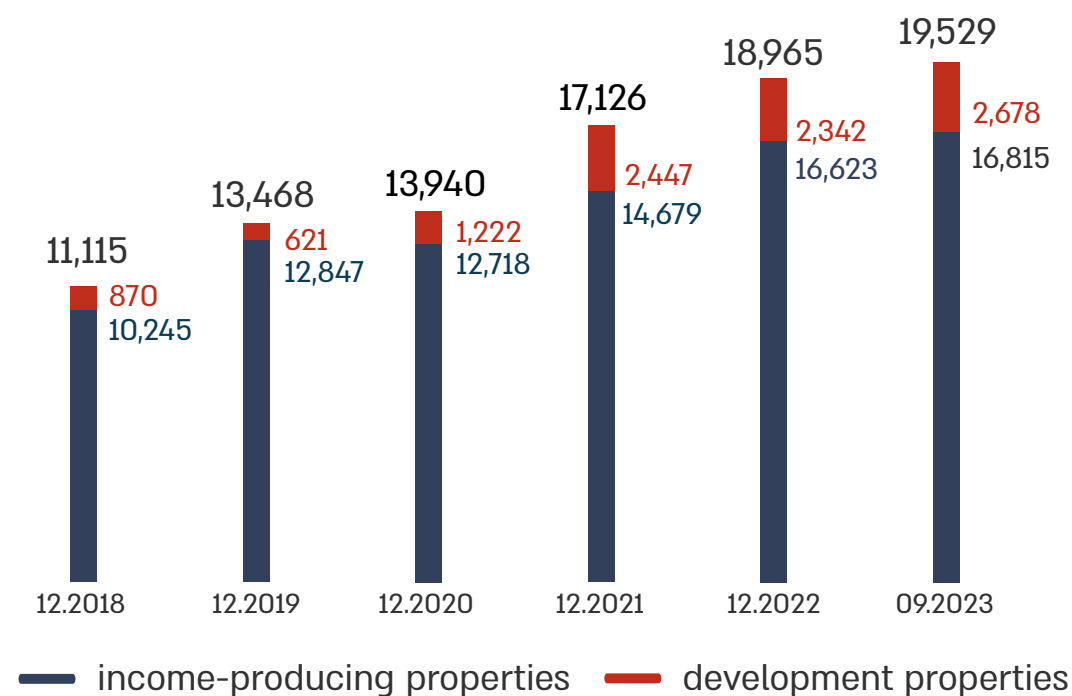
 Occupancy rate **93.5%**

 Net financial debt NIS **8.8** billion

 Leverage **44%**

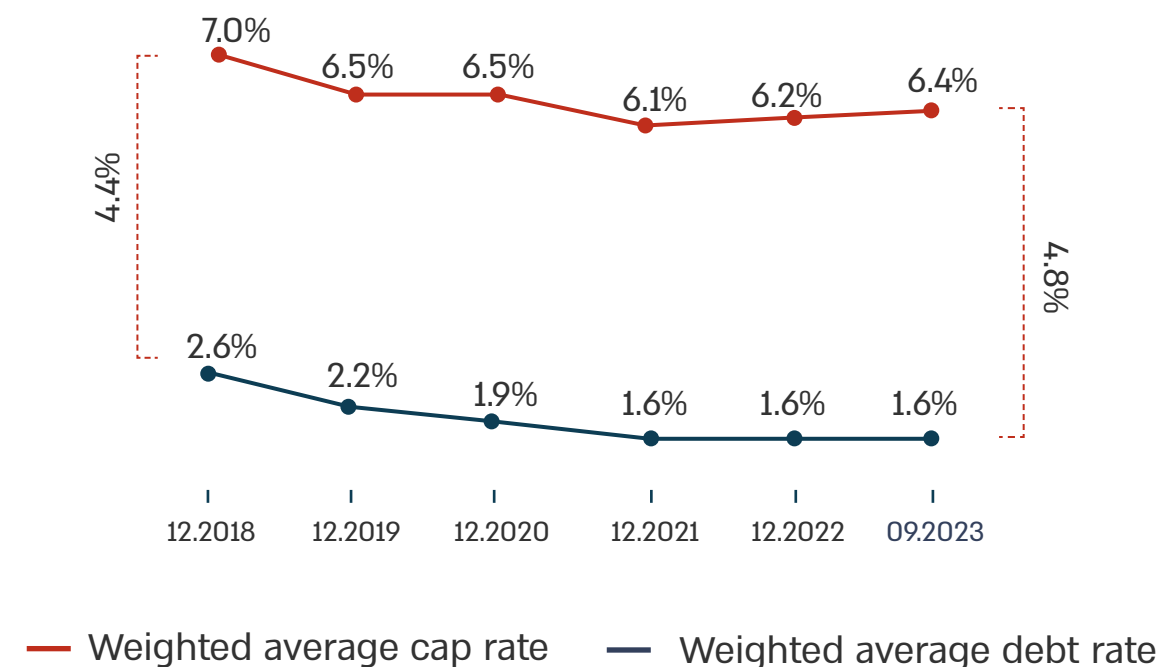
 Credit Rating **AA/Stable** - Ma'alot
Aa2/Stable - Midroog

Investment Real Estate Value (NIS millions)

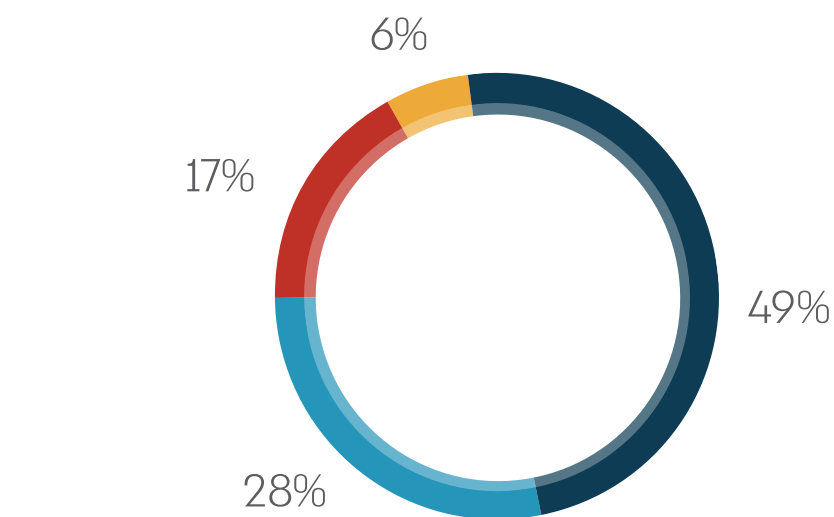


 98% of the properties are unpledged

Change in cash flow margin



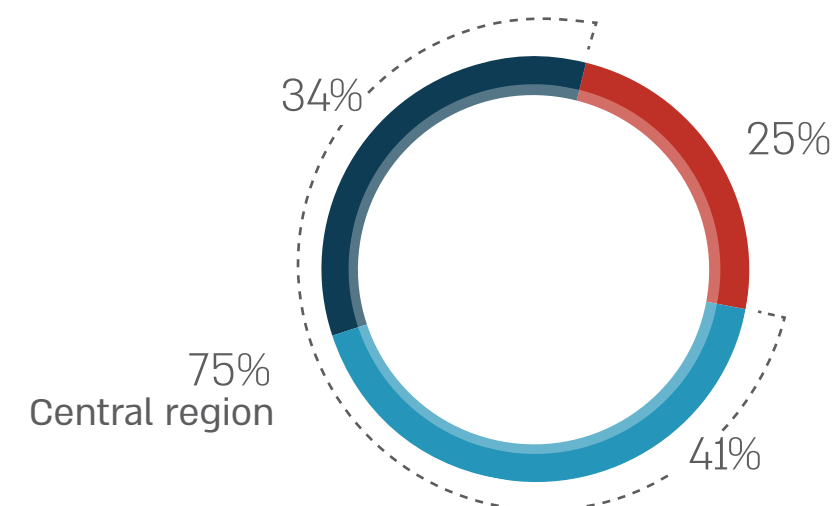
Breakdown in value of income-producing properties (*)



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

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

Geographic breakdown of properties

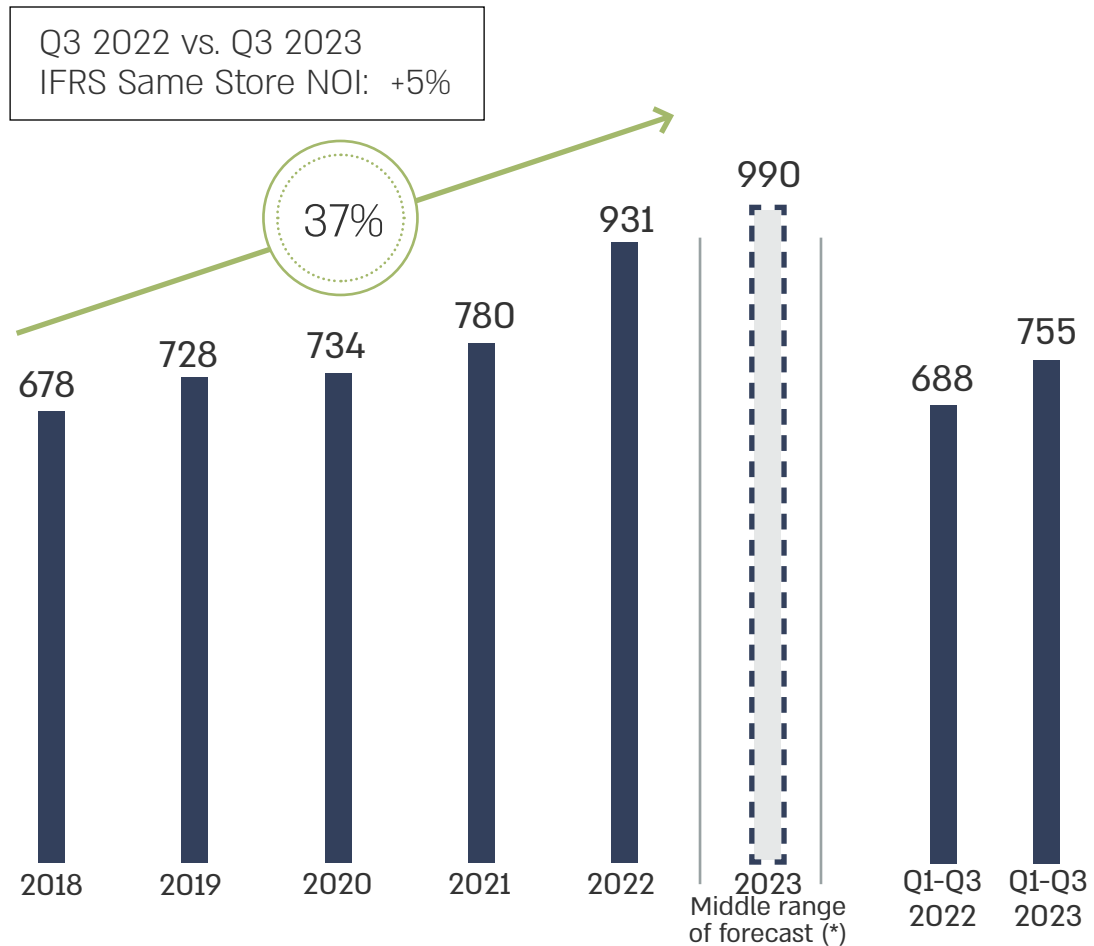


— Metropolitan Tel-Aviv — Gush Dan cities
— other regions in Israel

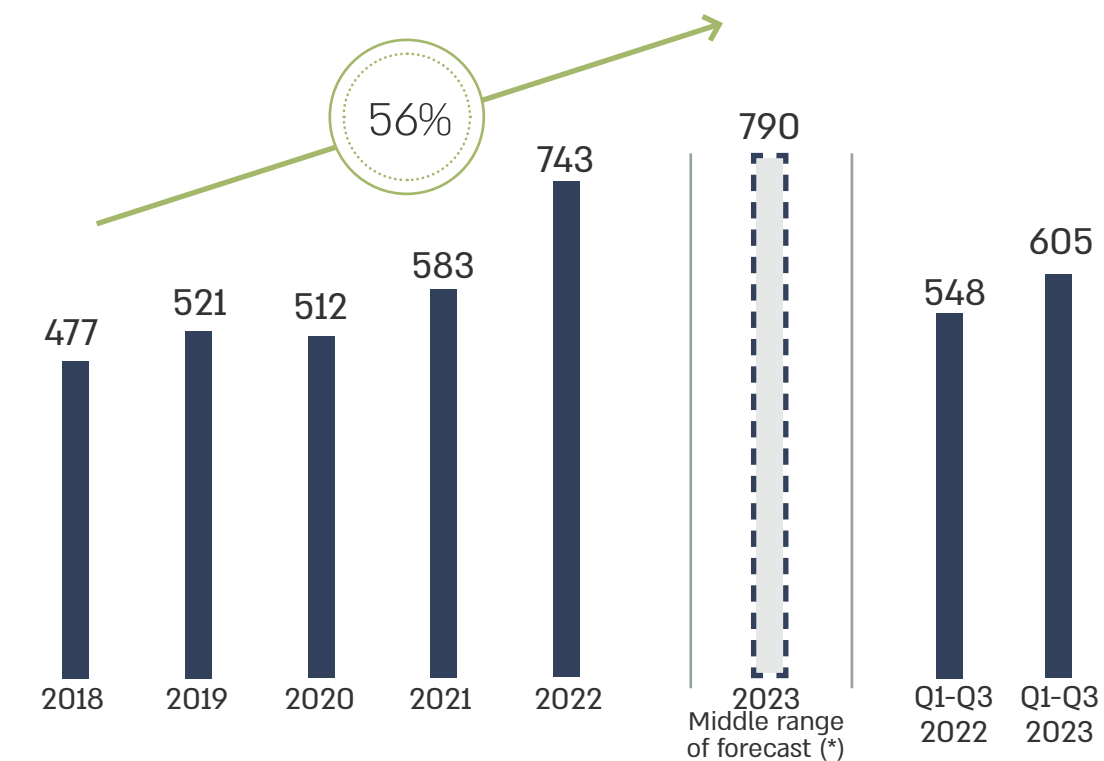
AMOT

Additional Financial Data

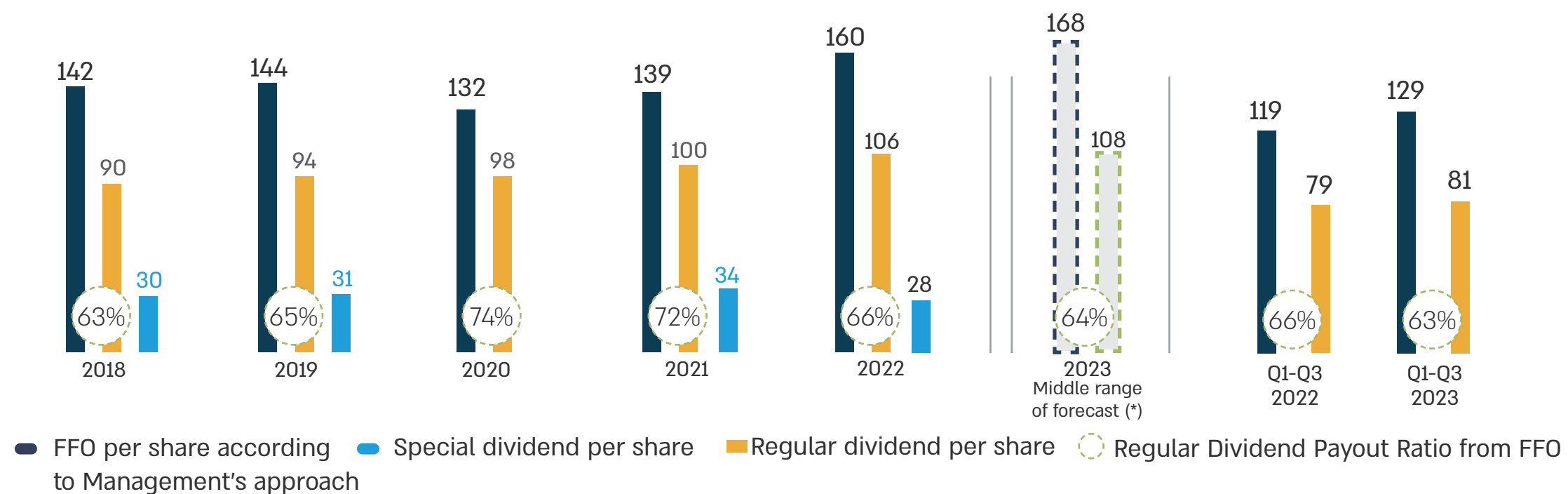
NOI (NIS millions)



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 1.8 billion, with forecasted NOI of NIS 260-290 million.



As of September 2023, the book value of the projects is NIS 1.5 billion.

ToHa2 (50% owned)



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



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



K Complex in Jerusalem (50% owned)



Afek Park Rosh Ha'ayin (50% owned)



Logistics Center in Beit Shemesh (60% owned)



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)



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 (*)

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

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 Q3 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 **98.6%** Occupancy rate excluding the Dovetail site, now being vacated in preparation for development.

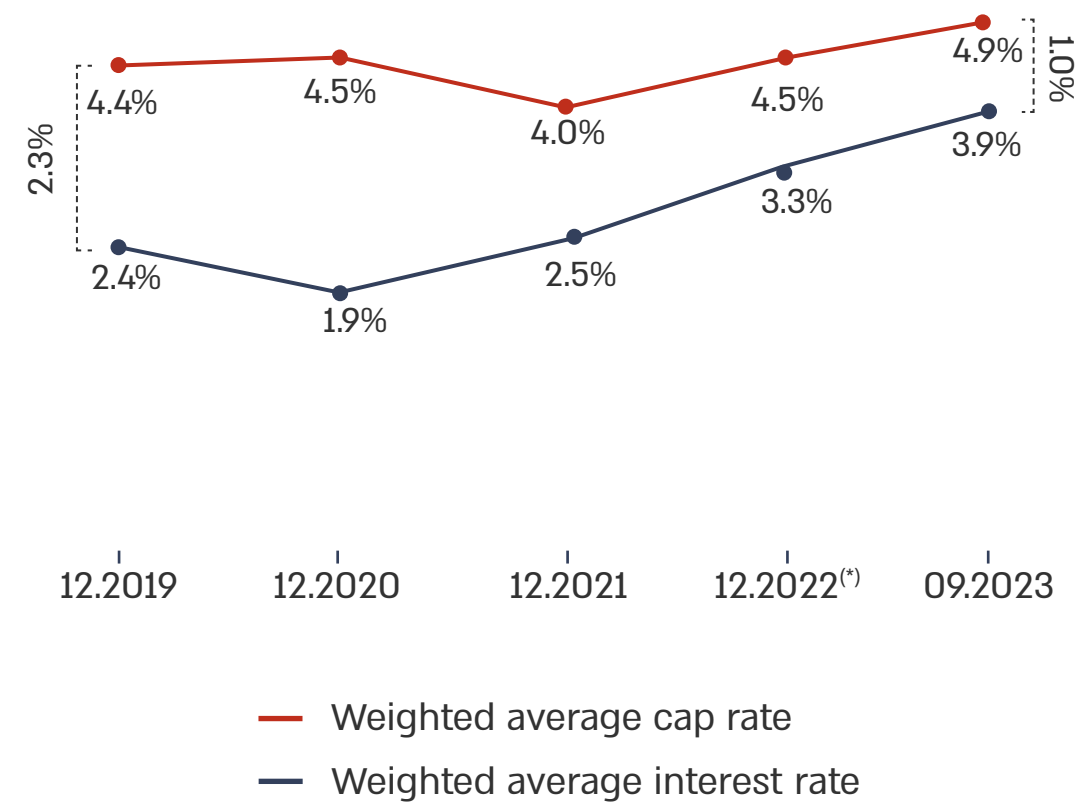
 **WALT** **5.4** years

 Leverage **37%**

Additional financial information:

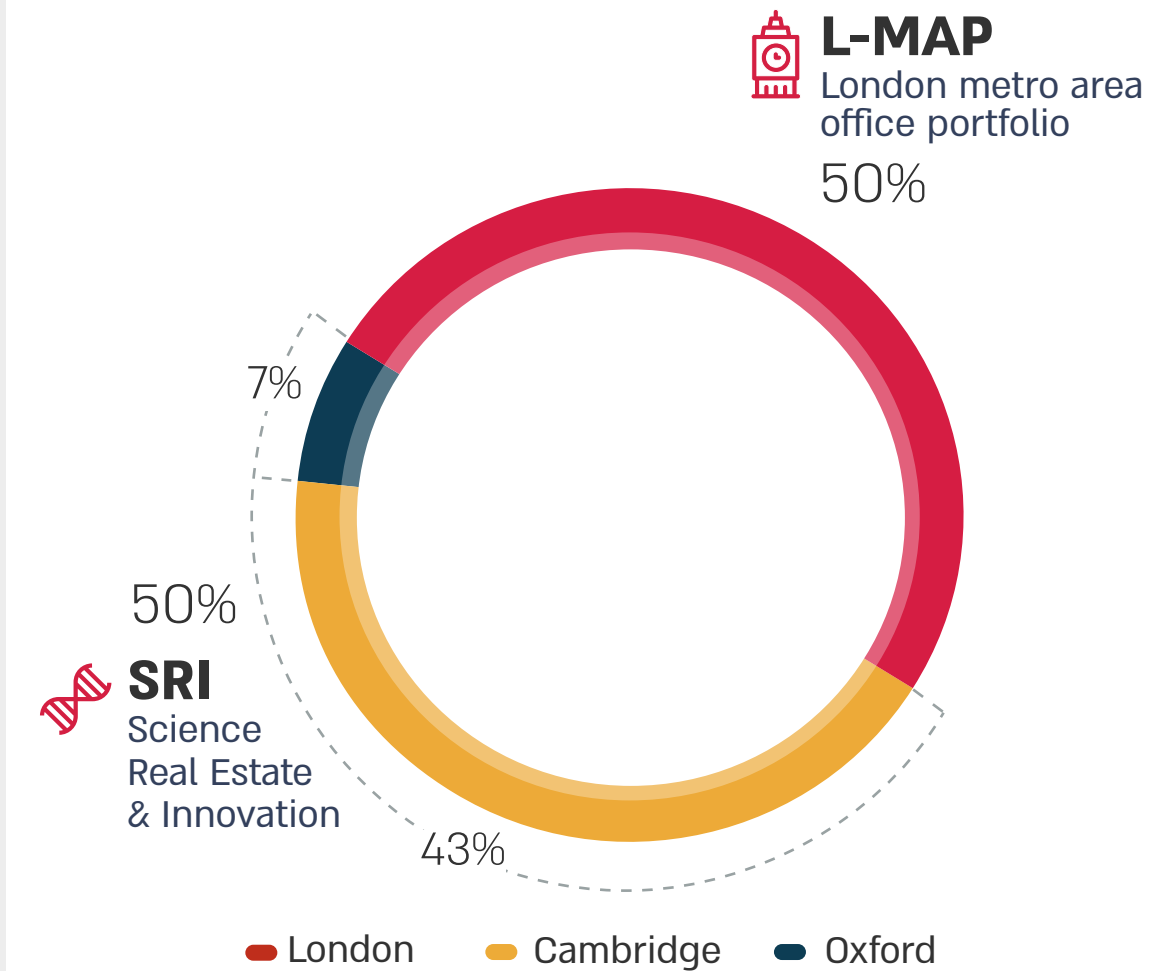
All of BE's financial debt is hedged against interest rate increases in CAP hedges and SWAP's. BE has refinanced all its debt maturing in 2023.

Changes in cash flows margin of income producing properties portfolio (excluding development projects)

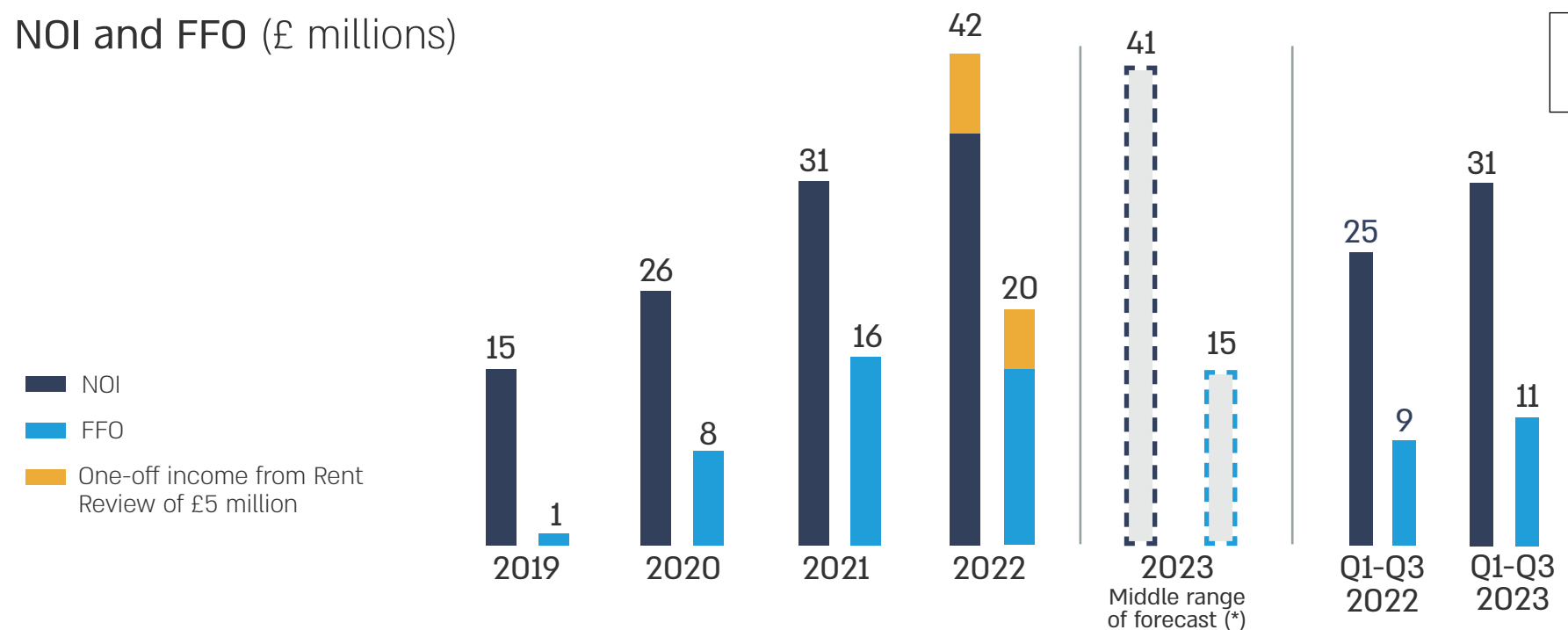


^(*)Excludes Dovetail site now being vacated in preparation for development.

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 (*) £710M
(including land cost)

 Forecasted Stabilized NOI(*) £42-47M

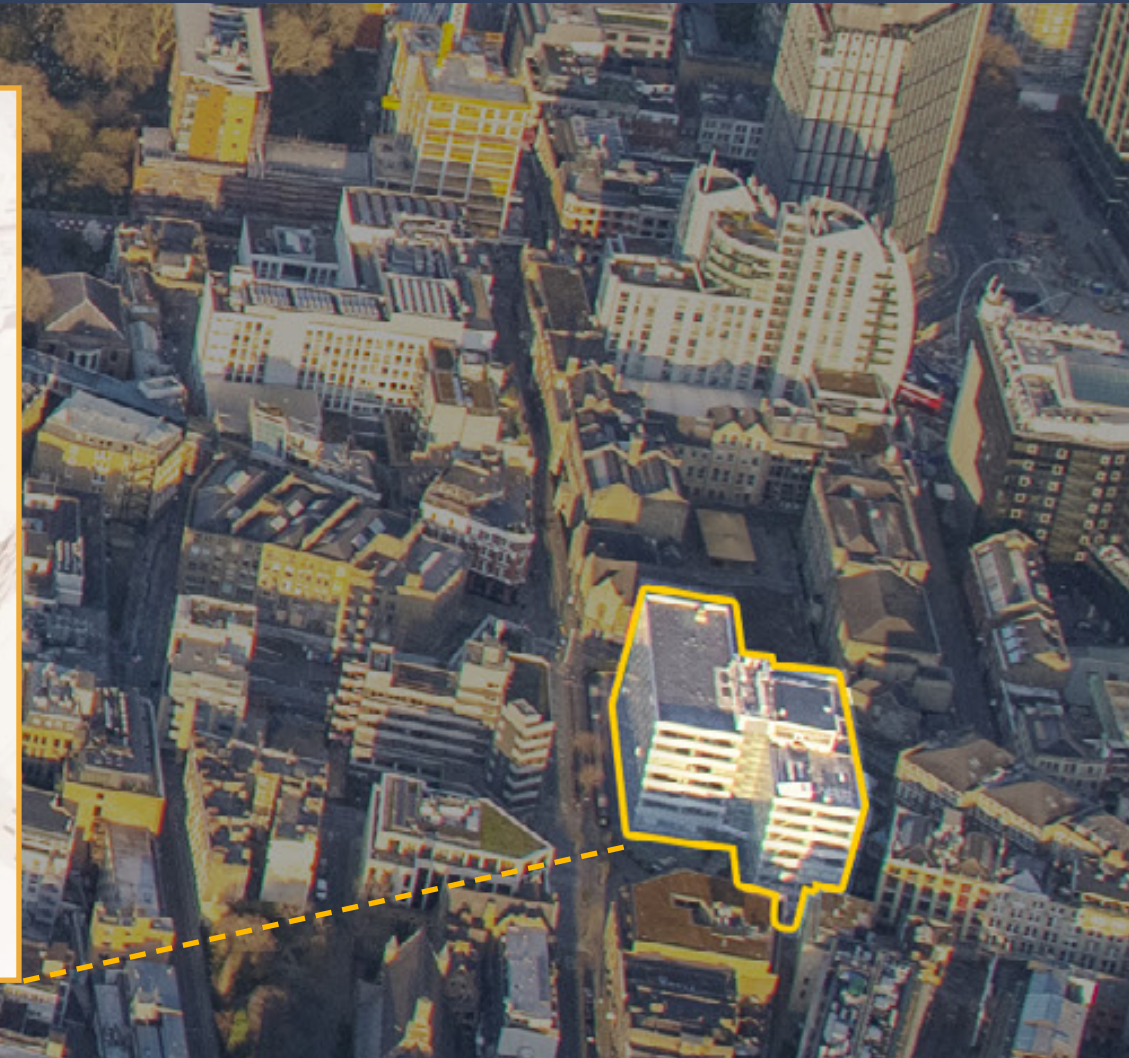
 Construction period (*) 2024-2028

 (*) 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.



Construction start Q4-2026

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


Waterside House

 GLA 238 thousand sqf.

 Value at Q3 2023 £249M

 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



M&S

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 (*)	£539M
	Annual NOI (**)	£17M
<p>(*) BE is seeking 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 GLA on all of this area, over several years.</p>		
<p>(**) This is forward-looking information (see general comments to the presentation)</p>		

BROCKTON EVERLAST

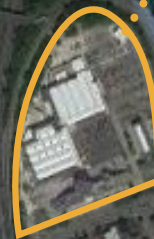
Additional Information on Investments in Properties in Oxford (*)



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)



2 km

Oxford Train Station
 National Rail

 Oxford City Center

Bodleian Library
Oxford University



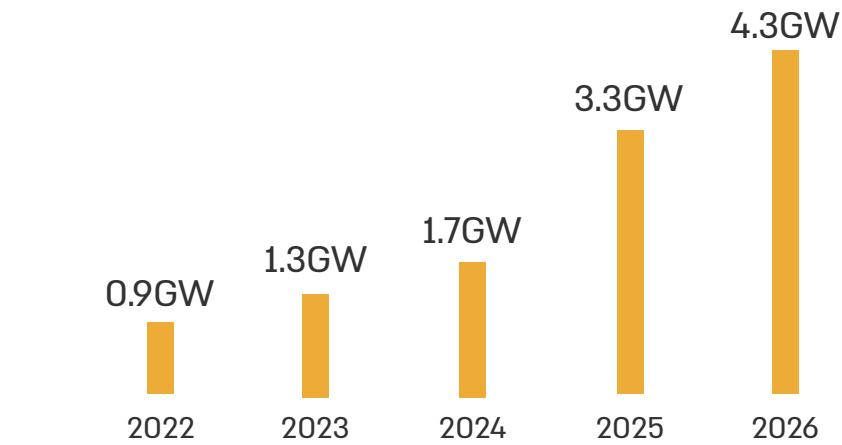
 A 34 Highway





Energix - Holyfield, USA

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

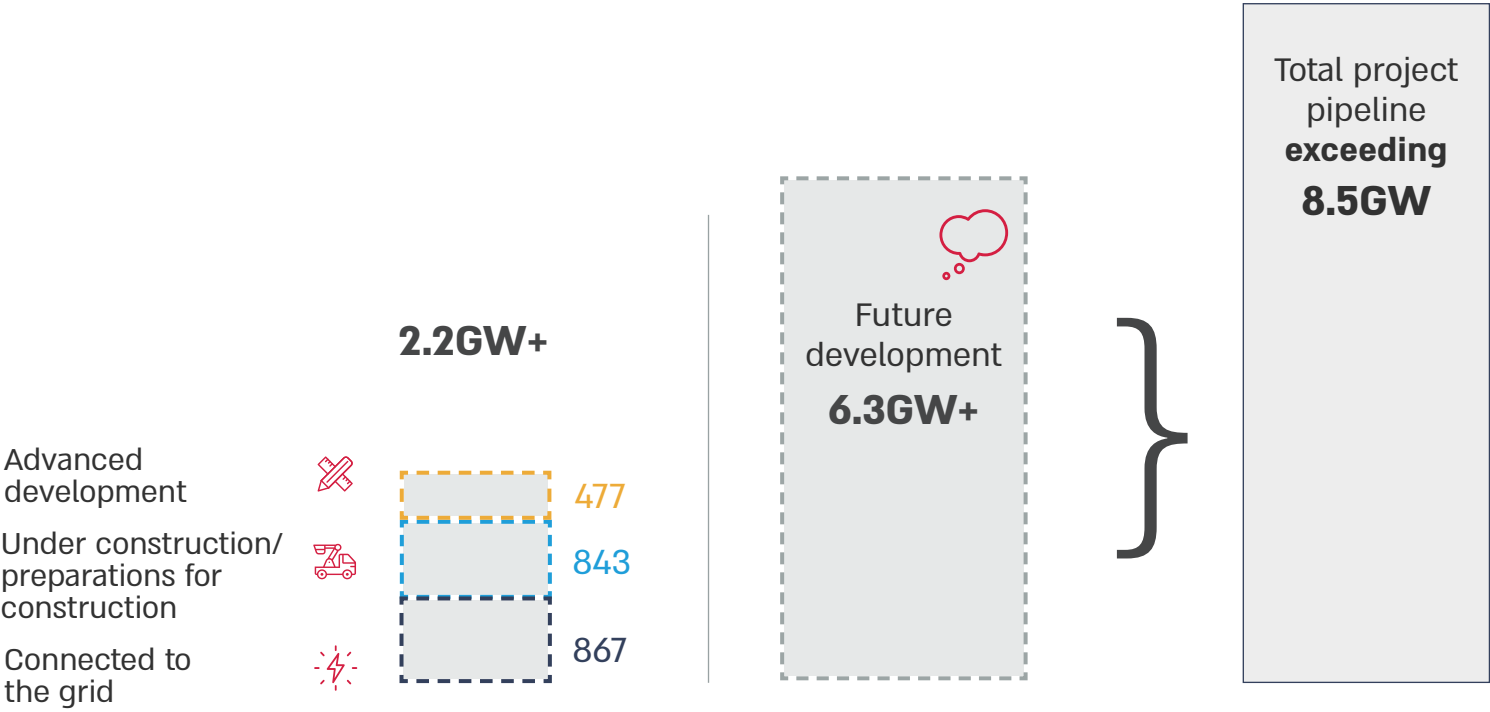


Forecasted balance of investment to realize strategy
NIS 14.5B without the need to invest additional equity



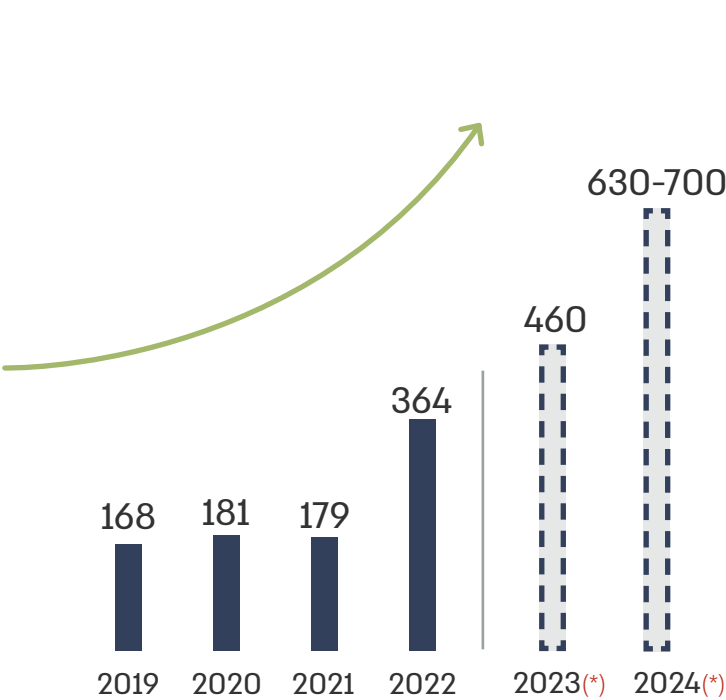
Forecasted revenues in 2026 exceed NIS 2 billion

Company project pipeline

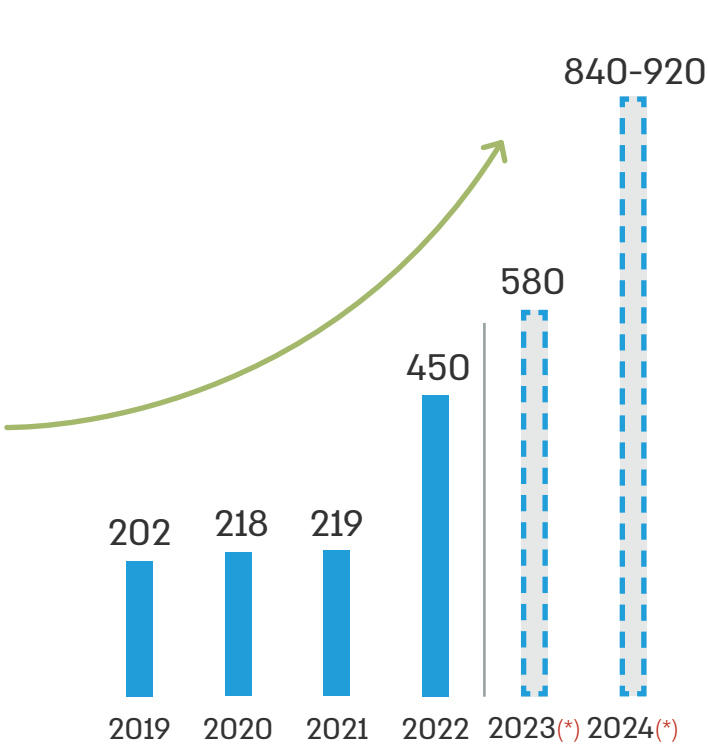


ENERGIX - Results and Forecasts (NIS millions)

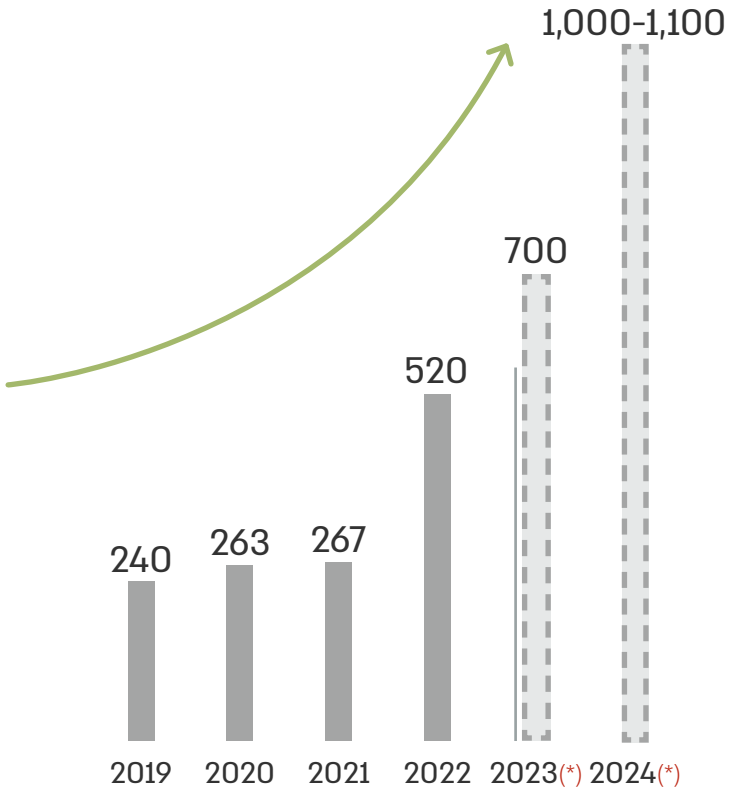
FFO from projects
(Management's approach)



Gross profit from projects



Revenues from projects



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

ENERGIX

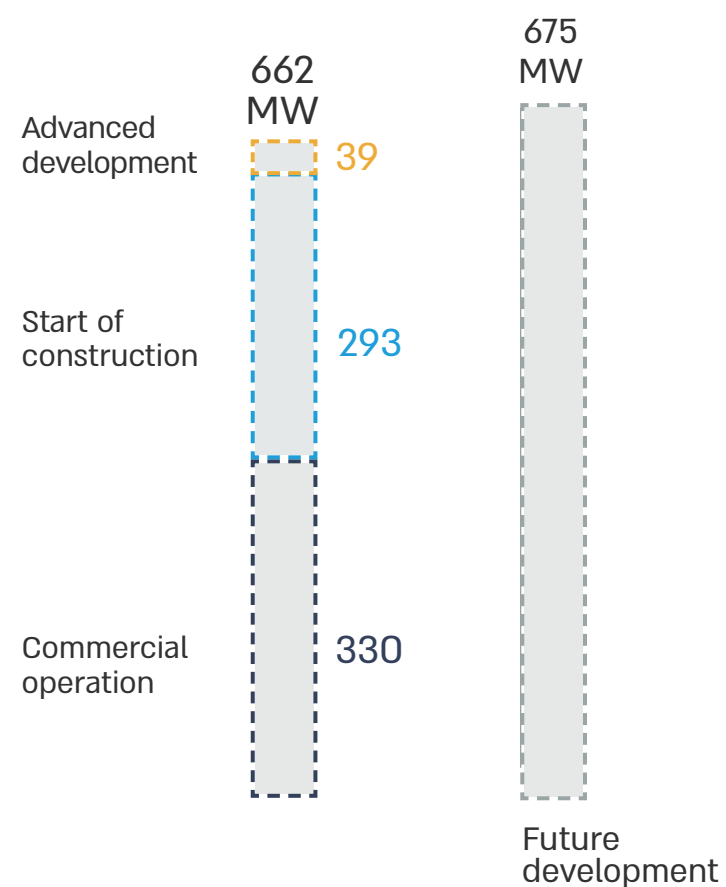
Major Events in the Quarter – data according to 100%

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



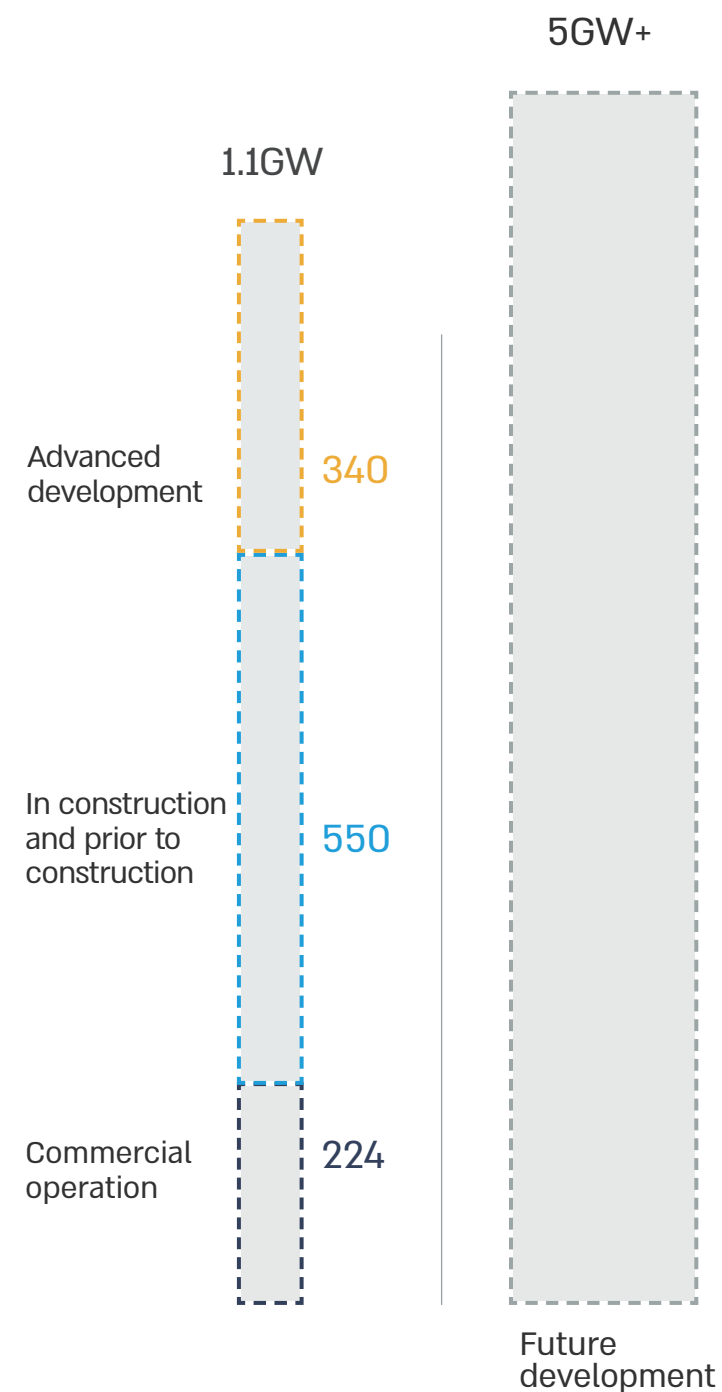
In Israel

- Energix signed a non-binding MOU in the amount of NIS 740M with a financial institution to finance construction of the PV and sotrage projects, in the capacity of 141MWp.
- Energix entered into agreements for the sale of electricity with a private supplier, instead of Stage 2 competitive process, in order to shift to a market model, for 5 photovoltaic plants combined with storage.
- Construction work of the Aran project is expected to extend beyond the original timetable, due to the commencement of Iron Swords War.



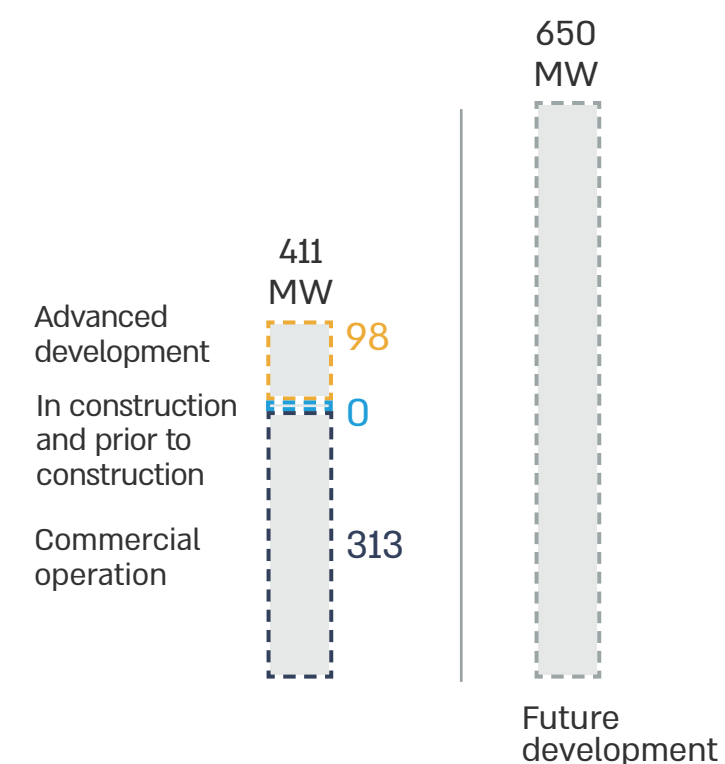
In USA

- Advanced negotiations to acquire several projects at different stages of development in the US, as part of the goal to advance and increase Energix' pipeline of projects in various stages of development.



In Poland

- From the results of the elections held in Poland after the report date, it appears that there is a majority for forming a liberal government with policies supporting renewable energy.
- Advanced negotiations for acquisition of projects in various stages of development





BE - Image of The Dovetail Building, London



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