

ASHTRON

ASHDAR ASHTROM GROUP





#### ASHTROM Renewable Energy





# **ASHTROM** Excellence in Construction

## **Presentation for the Capital Market**

Based on financial statements from March 31, 2023

May 2023



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This presentation is not to be construed as an offer to buy Company securities or an invitation to accept such offers, being solely intended for conveying information to investors.

Statements made in this presentation referring to analysis of the Company's activity only constitute a synopsis. For a complete picture of the Company's operations and the risks faced by the Company, please review the annual report of the Company for the year 2022 published by the Company on March 22, 2023 (Ref. 2023-01-029811). and the company's report for the first quarter of 2023 published on May 24, 2023 (Ref. 2023-01-047509).

This presentation includes forward-looking information as defined in the Securities Law, 5728-1968. Such information covers, among other things, forecasts, evaluations and estimates, including information shown in illustrations, graphs, reviews and all other information pertaining to the Company presented in any form, referring to future events or affairs whose materialization is uncertain and beyond the Company's control. Forward-looking information cannot be regarded as established fact and is only based on the Company management's subjective point of view and estimation, based, inter alia, on analysis of general information available to the Company's management at the time of preparing this presentation, including statistical data published by various bodies and authorities, professional and public publications, as well as research and surveys - with no guarantee as to the correctness or completeness of the information included therein; its correctness has not been independently verified by the Company.

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### **Continuing to Excel**

ASHTROM Group EXCELLENCE IN CONSTRUCTION

**7.5 NIS billions** Group's orders backlog

**1.3** NIS billions Income Q1 2023 **47 NIS millions** Net profit attributable to shareholders Q1 2023

**4.8** NIS billions

as of May 2023

Equity attributable to shareholders as of March 31, 2023 **TA-35** 

Traded on the index

# A-Rating

- The second sec

With a stable outlook by Maalot





#### 2014

Ashtrom Group IPO launched on Tel Aviv Stock Exchange

#### 2016

Entry into the field of Rental Housing

#### 2018

Purchasing the public shares of Ashdar and incorporating it as a private reporting company (bonds)

#### 2020

Purchasing the public shares of Ashtrom Properties and incorporating it as a private reporting company (bonds)

#### 2021

- Ashtrom Group enters the TA-35 index
- Entry into the field of Renewable Energy

### 2022

Ashtrom Group and companies move to LYFE Tower

# Ashtrom Group — Q1 2023 financial overview

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Q1

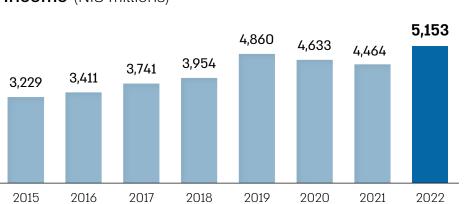




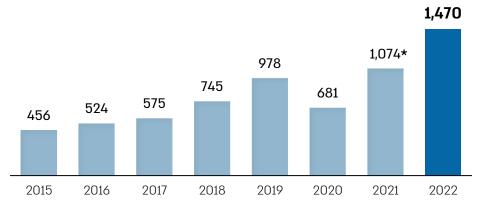
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Q1

### Ashtrom Group Multi-year financial overview

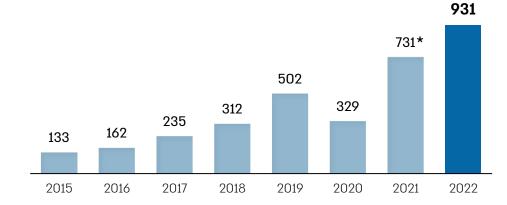


**Operating Profit** (NIS millions)



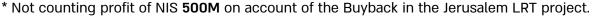
Gross Profit (NIS millions) 1,103 

#### Net profit attributable to shareholders (NIS millions)



Income (NIS millions)

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# Ashtrom Group — Multi-year financial overview

Equity attributable to shareholders (NIS millions) Group Dividend (NIS millions) **NIS 1,300M** 410 4,855 **4,802** 320 4,023 3,243 2,291 160 1,930 1,569 130 1,377 1,291 104 78 54 45 2015 2016 2017 2019 2020 2021 2022 31.03.23 due to due to due to due to due to due to 2018 due to due to 2016 2017 2018 2019 2020 2021 2022 2015 profit profit profit profit profit profit profit profit

Dividend distribution policy: the company will distribute dividends at a cumulative annual rate of no less than 25% of the net annual profits. Due to 2015-2022 profit the company distributed dividends at a cumulative annual rate of 32%-40%.

ASHTROM Group

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### **Looking to the Future** Focal Points for 2023

#### **Ashtrom Construction**

Income to be recorded in 2023

**2.8** NIS billions

AS of March 31, 2023

Total backlog of

**6.3** NIS billions

As of March 31., 2023

#### Ashtrom Properties Projects in planning and construction phases

**117,000** m<sup>2</sup>

#### Ashdar

Projects in progress for completion in 2023-2025

### 1,652 housing units

Company's share only Of these, sold as of March 31, 2023 **1,077** housing units

Company's share only

Occupying 2 projects

#### Ashtrom Industries

Total Backlog Most of them scheduled for completion within 18 months

#### Ashtrom Renewable Energy

Initiating development of US project

**398** MW

# evelopment

### **572** housing units

In Tel Aviv and Jerusalem

Initiating the development of 2 projects

Ashtrom Rental Housing

468 housing units



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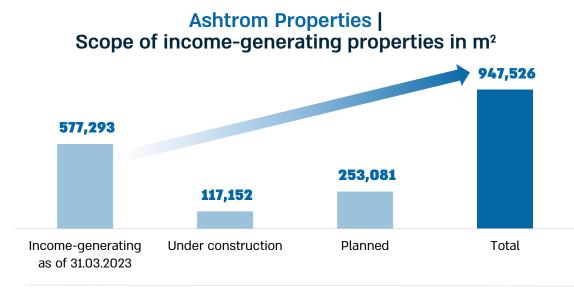
AS of March 31, 2023

**1.2** NIS billions



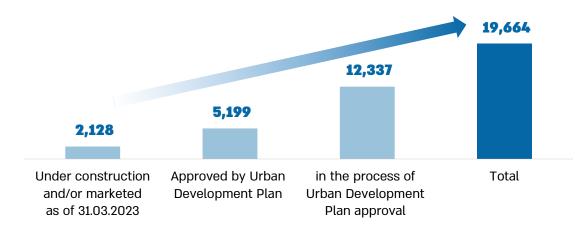
# Looking to the Future

ASHTROM Group EXCELLENCE IN CONSTRUCTION



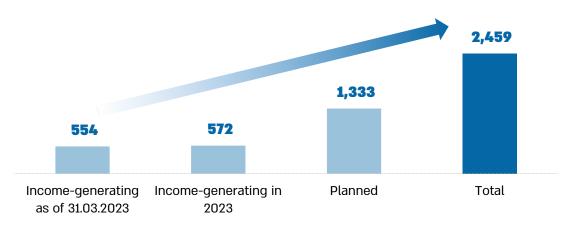
Ashdar | Housing units to be marketed

(including partners and units for landowners)

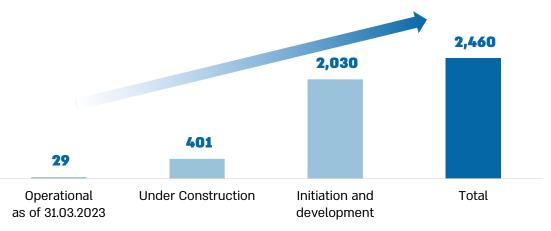


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Ashtrom Rental Housing | Housing units for rent



**Renewable Energy | Project backlog in MW\*** 



\* There is no certainty that the planned capacity will be achieved in full.

# **Ashtrom Group**

8 Autonomous Areas of Activity operating with optimal synergy,

enabling continued growth while taking advantage of operational and financial flexibility



# **Ashtrom Construction**

Experience. Professionalism. Quality.

Executing all types of construction and infrastructure projects

Control over all production chain elements to execute projects and making use of advanced technologies Commitment to deadlines while offering uncompromising quality

**63NIS billions** Orders backlog as of





	Income	Gross Profit	Gross Profit Margin	Segment Profit	Segment Profit Margin
	NIS millions	NIS millions	%	NIS millions	%
Q1 2023	728	70	9.7%	42	5.7%
Q1 2022	582	60	10.4%	29	5.1%
2022	2,724	265	<b>9.7</b> %	130	4.8%





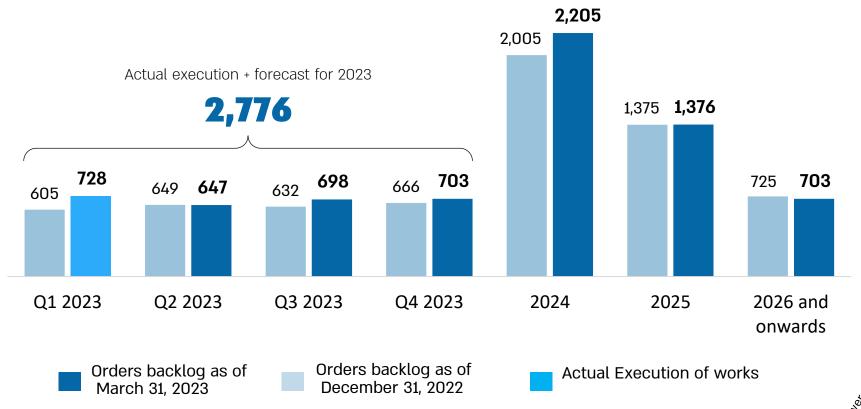
# **Construction in Israel**

Orders backlog (NIS millions)

6,332 NIS millions

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Backlog as of March 31, 2023 by anticipated period of projected income



After March 31, 2023, the company undertook new projects in the total amount of NIS **189M**, which are not shown on the graph

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### **Construction in Israel**

Selected projects under construction



#### Kikar HaMedina, Tel Aviv

Entrepreneurs	Property owners
Extent of project	453 housing units
Financial scope	~NIS <b>554M</b> (50%)
Company's share	50%
Exp. completion date	2027
Perc. of completed work	~11%

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#### 1000 Complex Rishon LeZion

Entrepreneurs	The Phoenix & Ashtrom Properties
Extent of project	~269.000 m <sup>2</sup>
Financial scope	~NIS <b>1,000M</b>
Company's share	100%
Exp. completion date	2027
Perc. of completed work	~26%



#### The Pardes, Kiryat Ono

Entrepreneurs	Ashdar
Extent of project	813 housing units
Financial scope	~NIS 660M
Company's share	100%
Exp. completion date	2024
Perc. of completed work	~70%



#### Fast Lanes Project

Entrepreneurs	Ayalon Highways
Extent of project	
Financial scope	~NIS <b>328M</b>
Company's share	100%
Exp. completion date	2024
Perc. of completed work	~68%



## **Ashtrom Properties\***

A leader in acquisition, development, construction and management of income-generating properties

•		n the office, comm ctors nationwide	·	ng, managin erties in Israe	5			O <sup>io</sup> <sup>Prioc</sup> t at
- <b>577,300</b> Real estate So		NIS <b>6.8B</b> Real estate Value	NIS <b>318M</b> Annual Rentals	NIS <b>75</b> NOI 01-03		Management Approach ** NIS <b>24M</b> FFO 01-03.2023 NIS <b>101M</b>	Authority's Approach ** NIS 7M FFO 01-03.2023 NIS 10M	OIN PT
	<b>Incom</b> NIS millio	Profit	Appreciation of property NIS millions	Segment Profit NIS millions	Net p to	FFO 2022 rofit attributab shareholders NIS millions	FFO 2022	
Q1 2023	<b>101</b> Rent 10	<b>75</b>	10	62		16		
Q1 2022	<b>188</b> Rent 89 Sales 99		95	169		88		
2022	<b>498</b> Rent 37 Sales 12	/1	444	667		359		

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Properties

<sup>6</sup> Based on the data in the consolidated report from March 31, 2023, including proportionate consolidation

\*\* Main changes on account of the management's approach to the Authority's approach arise from the costs of accrued credit linkage differentials, securities revaluation profits and taxes for previous years being discounted. See Par. 10.1.8.17 of Periodical Report for 2022.

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## **Ashtrom Properties\*** -

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#### Israel 60%



Extent of properties	339,784 m²
Occupancy	93%
Annual Rentals	NIS 191M
NOI 01-03.2023	NIS 47M
Value of Real Estate**	NIS 4,300M
Primary Cap Rate	7.04%

#### Germany 25%



Extent of properties	166,603 m <sup>2</sup>
Occupancy	<b>97</b> %
Annual Rentals	NIS 79M
NOI 01-03.2023	NIS 18M
Value of Real Estate	NIS 1,600M
Primary Cap Rate	5.07%

**UK 15%** 



Occupancy	87% <sup>(1)</sup>
Annual Rentals	NIS 48M
NOI 01-03.2023	NIS 11M
Value of Real Estate	NIS 900M
Primary Cap Rate	7.1%

(1) Not including a property intended for upgrading (The occupancy rate is **77**% including)

\* Based on the data in the consolidated report from March 31, 2023, including proportionate consolidation

\*\* The value of the real estate in Israel includes lands and development rights valued at NIS 1,215M.

## **Ashtrom Properties**

Expected NOI growth from projects under construction in Israel: **NIS 101M**\*



\* It should be made clear that the above company estimations of expected growth in the NOI from projects under construction, are forward-looking information as defined under the Securities Law, based on information in the possession of the management at the time of its presentation. These estimations might not materialize in whole or in part, or might materialize in a different manner, either minor or substantial, from that predicted, for various reasons, such as: a deferred project completion date and/or delay in receiving the required occupation approvals, as well as changes in the market conditions that may affect the expected NOI and/or as a result of the full or partial materialization of the risk factors set out in Parts. 10.3.5 and 22 of Section A of the 2022 Company Periodic Report.



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Properties

### **Properties under Construction**



Selected Projects



LYFE, Building C, Bnei Berak Building rights (100%): ~90,000 m<sup>2</sup> Ownership: 50%



Ashtrom Campus, Yavneh Building rights (100%): ~86,000 m<sup>2</sup> Ownership: 100%



OLIO, Bat Yam Building rights (100%): ~34,000 m<sup>2</sup> Ownership: 50%



1000 Complex Rishon LeZion Building rights (100%): ~305,000 m<sup>2</sup> Ownership: 26.07%

### Properties in the process of Urban Development Plan approval

Selected Projects



HaYetzira, Ramat Gan Building rights (100%): ~54,000 m² Ownership: 80%



Hi-Tech Park, Hod HaSharon Building potential (100%): ~59,000 m<sup>2</sup> Ownership: 42.3%



Nes Ziona Building rights (100%): ~17,000 m<sup>2</sup> Ownership: 44%



Petach Tikva/Givat Shmuel Building rights (100%): ~83,000 m<sup>2</sup> Ownership: 50%

### Ashdar



A leader in planning, initiating and marketing high-quality residential neighborhoods

-**120** Projects

### 2,128

Housing units under construction and/or marketed (including partners and landowners)

Pioneer and leader in diverse areas of urban renewal

**17,536** Housing units in

planning phase (including partners and landowners)

#### -3 NIS billions

Expected gross profit yet to be recognized (See page 19 Gross profit forecast)

	Income	Gross profit	Gross profit margin	Segment profit	Segment profit margin	Net profit attributable to shareholders	<b>Sales</b> (including partners)
	NIS millions	NIS millions	%	NIS millions	%	NIS millions	Housing Units
Q1 2023	373	80	21.4%	62	16.6%	40	24
Q1 2022	466	94	20.2%	79	<b>16.8</b> %	51	97
2022	1,865	400	21.5%	426	22.8%	312	261



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### Ashdar

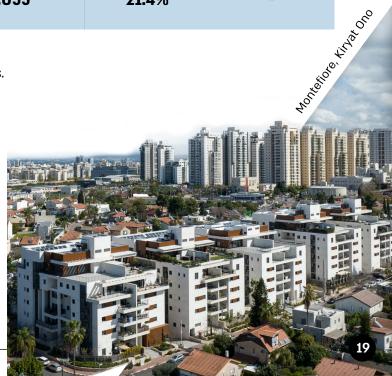


#### Gross Profit Forecast\* (NIS millions)

	Number of units to be marketed <sup>(1)</sup>	Number of units sold as of March 31, 2023 <sup>(1)</sup>	Total revenue expected from projects that have yet to be recognized <sup>(2)</sup>	Expected gross profit yet to be recognized <sup>(2)</sup>	Expected gross profit	Expected date of completion
Projects under construction or completed	1,652	1,077	2,702	705	26.1%	2023-2025
Future projects planned for 2023-2027 <sup>(3)</sup>	3,650	-	11,600	2,350	20.3%	2026-2030
Total	5,302	1,077	14,302	3,055	<b>21.4</b> %	-

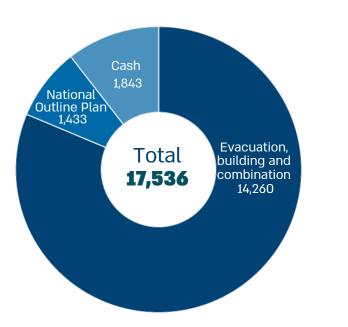
- (1) Housing units to be marketed, (including registered partnerships) not including units for landowners and leasing, and 10 shops.
- (2) The data represents the company's share (including its share in registered partnerships) and does not include undertakings to provide building work services.
- (3) The data includes projects approved by Urban Development at various stages of planning.
- In addition, the company has 8,400 housing units intended to be marketed and are in the process of being approved by Urban Development (including partners, among them registered partnerships, and excluding landowners).
- The data does not include expected incomes from the sale of 87 housing units intended for rental in the coming years

\* It should be made clear that the above company estimations regarding gross profit forecast are forward-looking information as defined under the Securities Law, based on information in the possession of the management at the time of its presentation. These estimations might not materialize in whole or in part, or might materialize in a different manner, either minor or substantial, from that predicted, for various reasons, such as: pace of selling units, change in the development costs and/or as a result of the full or partial materialization of the risk factors set out in articles 11. 16 and 22 of Section A of the 2022 Company Periodic Report.



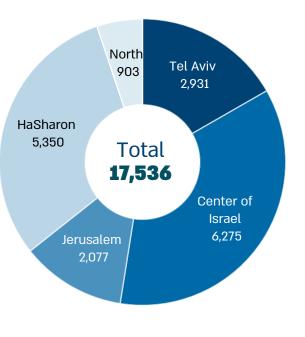
### Ashdar Housing Units in Planning Phase

Type of Transaction\*

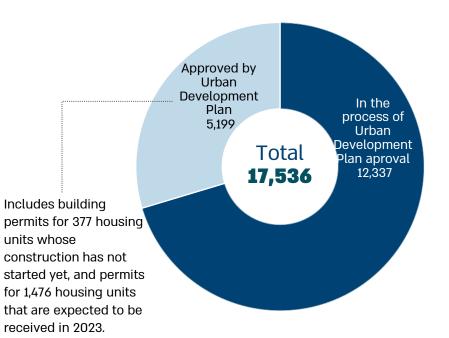


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#### Geographic Distribution\*



#### Status of Planning Process\*



\* Includes partners and housing units for landowners in urban renewal projects and plot and combination deals.

ASHDAF

# **Ashtrom Rental Housing**

### **Building Communities**

A pioneer in the field of rental housing in Israel. Established and started operating in 2016 Planning, developing and operating 10 rental housing projects in high-demand areas

NIS 4B

Value of assets

investment property

inventory of buildings for sale,

investment property under construction,

~100% occupancy in long-term leases

NIS **3.4B** 

### ~2,500 housing units

At various stages of development

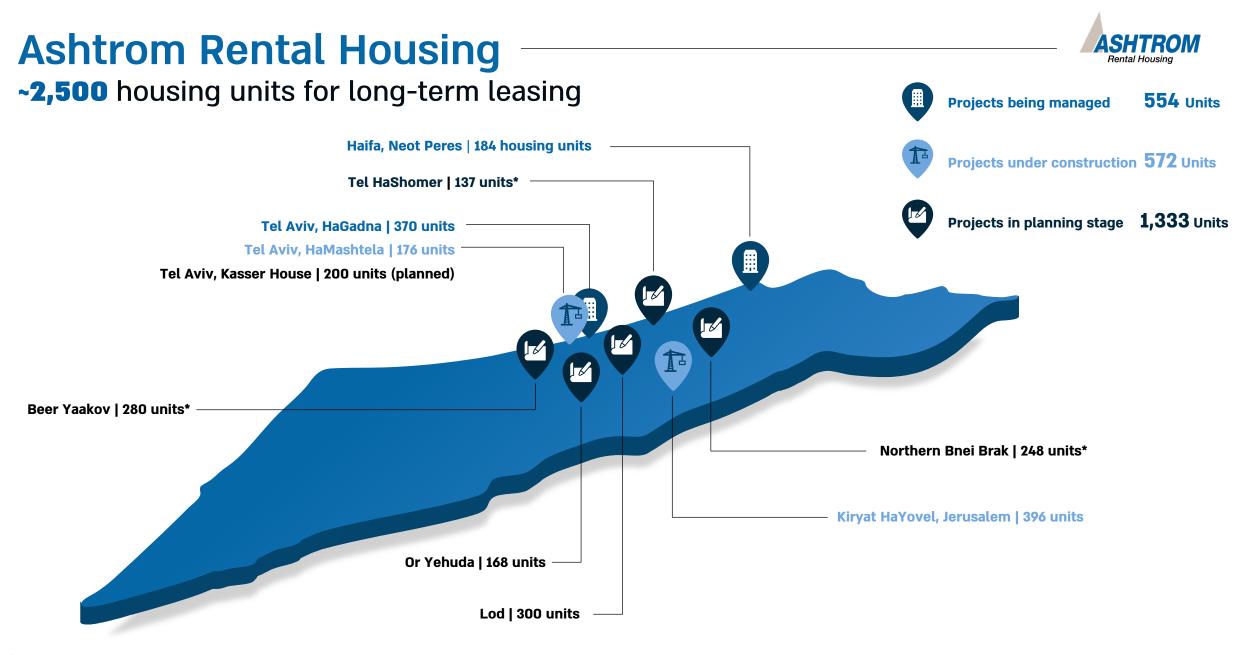
	<b>Income</b> NIS millions	Gross Profit NIS millions	Gross Profit Margin %	Appreciation of property NIS millions	Segment Profit NIS millions
Q1 2023	46	19	41.8%	*(18)	(3)
Q1 2022	17	11	65.3%	*(10)	(1)
2022	145	61	41.8%	231	279





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# **Rental Housing**

### Projects being Operated and under Construction

Pioneering investments in high-demand areas

#### Operated

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#### Neot Peres, Haifa



#### HaGadna Complex, Tel Aviv







#### Kiryat HaYovel, Jerusalem

r	Number of Rental Units	396 Units*
-	Number of Units for Sale	132 Units Contracts for 99 Units**
	Value of Project (housing & comm.)	NIS 906M ***
	Cap Rate (rental housing)	4.75%-5.25%
	Expected Occupancy	2023

\* Of the housing units for long-term rental, 25% are designated to be leased to eligible tenants to be determined by the Ministry of Housing at a controlled rental price. \*\* Number of units leased and sold as of May 2023. \*\*\* Value as of December 31, 2022

**Under construction** 

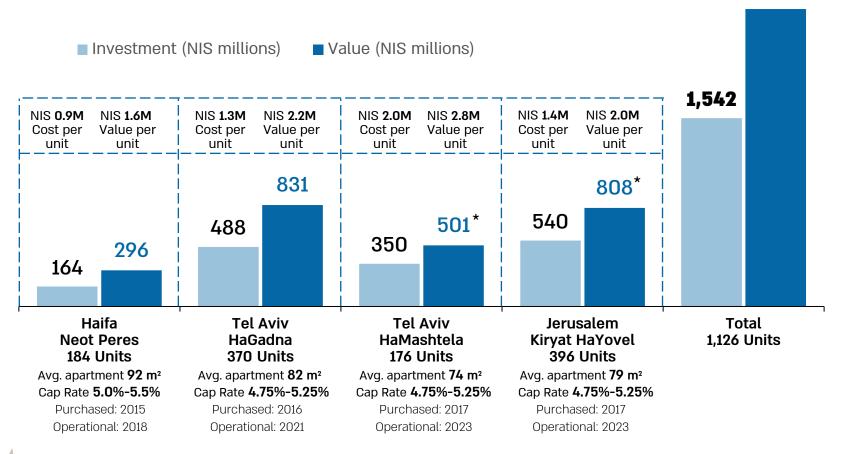
HaMashtela, Tel Aviv

### **Appreciation in Value of Rental Housing Properties-**



Improvement in rental housing sector through projects being operated and under construction (Applies to rental housing only- As of December 31, 2022)

#### **Projects in operation and at the end of the construction process** Creating value of ~NIS **900M**



#### **Planned Projects**

2,436

The company has 6 additional projects planned in the central area of Israel, consisting of **1,333 housing units** 

Purchased 2021-2022 Operational 2026-2028

### **Ashtrom Industries**



### A wide range of value chain solutions under one roof

Development, production, import, marketing and sale of raw materials and products for the construction industries

Income

Setting of new plants to expand the concrete supply network

Gross

**Gross Profit** 

Expansion to additional networks using M&A activity

Segment

L\_2B Orders backlog

Segment Profit

### **Dedicated Companies**

Supplying a range of industrial products for construction and infrastructure







White blocks

Concrete & Architectural Concrete

End-to-end solutions for the building industry



ADOMI Quarries Asphalt and Raw Materia

Raw materials

and aggregates

Raw materials and asphalt

ASHBON

Gypsum blocks

ZAHAVI C ATZMON

Ceramics and

finishing

materials

NITZAVIM STEEL & STUDS Industry & Trade

Perfect Sealing

& Insulating

Systems

Gypsum studs and complementary products

	NIS millions	<b>Profit</b> NIS millions	Margin %	<b>Profit</b> NIS millions	Margin %
Q1 2023	279	41	14.6%	10	3.5%
Q1 2022	229	33	14.4%	9	<b>3.9</b> %
2022	952	137	14.4%	30	3.1%
		ראבטון	יש		



### **Ashtrom Concessions**

### Planning, development, operation and maintenance

Specialization in complex PPP projects as part of the company's activities Operation of five courthouses and Ben-Gurion University postgraduate residence Tendering for concession projects

	Income	Gross Profit	Gross Profit Margin	Segment Profit	Finance income Receivables from concession arrangements	
	NIS millions	NIS millions	%	NIS millions	NIS millions	
Q1 2023	4.3	0.7	17.1%	(1.7)	5.5	
Q1 2022	4.2	0.9	20.9%	0.3	5.8	
2022	16.8	3.4	20.0%	(3.3)	24.3	

Participation in energy provision tenders with partners (company's share 30%)

Eshkol Power Station Natural gas

~ **1.7 GW** Tender submitted

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Norek Power Station Natural gas

**600-900 mw** PQ passed Rutenberg Complex Power Station Conventional gas-fired power plant on

~ **60 dunam** Preparing to tender submission





Courthouse, Petach Tikva

# Ashtrom Renewable Energy

### Development and investment in the field of renewable energy in Israel and worldwide

The company operates as an independent power producer (IPP) Focus on investments and development of renewable energy projects at various stages The company currently works with solar and wind energy worldwide and in Israel

2021
Start of activity

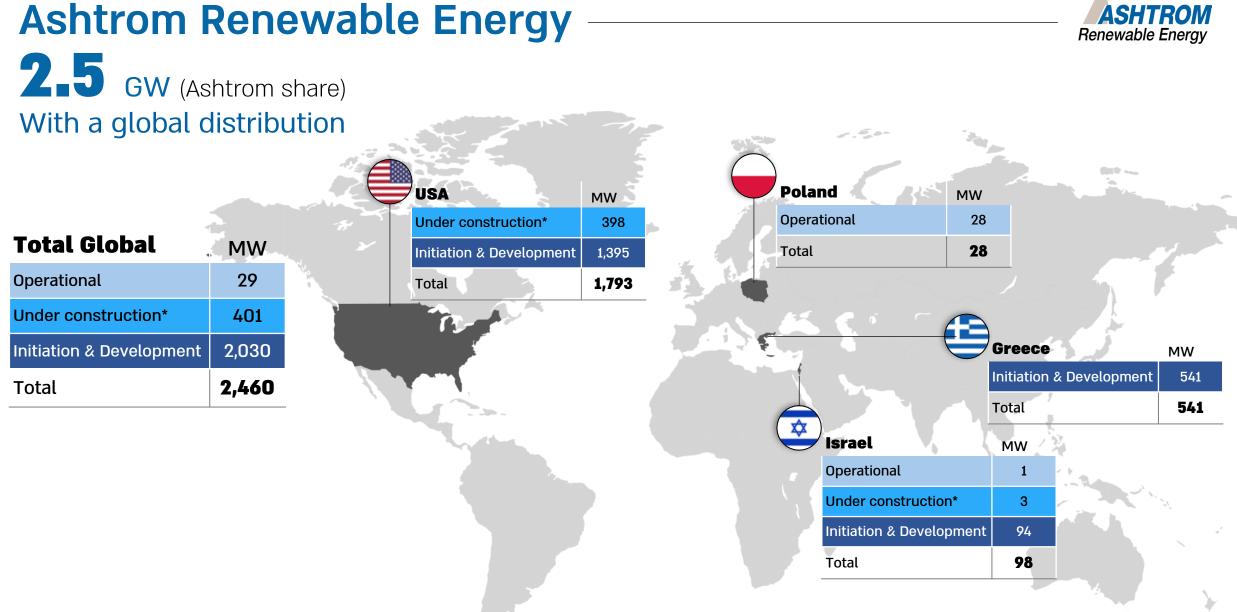
Countries USA, Poland, Greece and Israel

#### 2.5 GW (29 MW operational, 401 MW under construction and 2,030 MW in development)

Cumulative scope of projects in development, construction and operation (Ashtrom share)

	Income Roofs in Israel NIS millions	Gross Profit	Gross Profit Margin %	Segment Profit	Finance income Financial asset-Poland NIS millions
Q1 2023	0.6	0.1	11.0%	(3.4)	-
Q1 2022	-	-	-	(1.9)	-
2022	3.5	0.4	10.1%	(9.5)	20.5

**ASHTROM** Renewable Energy



\* Construction & Pre-construction status according to the authority. Projects that meet the following conditions: 1. Approved plan. 2. Connection contract. 3. Construction has started or expected to start in the next 15 months.

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# Ashtrom Renewable Energy



#### Project initiated in the USA

	Tierra Bonita	El Patrimonio	Whitethorn	Soles Rest	Rolling Sun	Greasewood IV	Total
Location	Texas	Texas	Texas	Idaho	Texas (SPP)	Texas	
Planned output <sup>(1)</sup>	398 MW	188 MW	352 MW	196 MW	366 MW	293 MW	1,793 MW
Phase of project development <sup>(2)</sup>	Construction	Initiation	Initiation	Initiation	Initiation	Initiation	
Construction costs <sup>(3)</sup>	\$398M	\$188M	\$352M	\$196M	\$366M	\$293M	\$1,793M

- (1) Planned output (MW DC) in line with the current development scheme. At the present stage, there is no certainty of the projects' completing the development phase or of the planned output being fully achieved
- (2) Construction & Pre-construction status according to the authority. Projects that meet the following conditions: 1. Approved plan. 2. Connection contract. 3. Construction has started or expected to start in the next 15 months.
- (3) The construction costs are based on an initial estimate of the work, acquisition and development.



# Ashtrom Renewable Energy

TIERRA BONITA project, Texas, USA

The Tierra Bonita project, with a volume of **398 MWdc**, is under construction

#### 3.

The company has signed key agreements, including **a panel purchase agreement**, a utility connection agreement and an agreement to purchase main transformers for the project.

#### 5.

The company has started the initial **construction phase** on site.

# The company has signed a 20-year **power purchase agreement (PPA)**

with CPS, the largest municipal electric company in the USA serving San Antonio and rated Aa2 internationally. It covers ~ 60% of the power to be generated by the project.

# An **EPC agreement** has been signed with a major USA contractor





Renewable Energy



# **Ashtrom International**

USA

NIS 345M

Land value Plots **1,080** 

Houses 239\*

Of which

762 Plots and

60 houses have been sold

Will be recognized 2023-2024



### Contracting, Entrepreneurship and Income-generating Real Estate Overseas

Over 50 years of experience in the construction of complex projects and infrastructures worldwide

Construction

NIS **50M** Orders backlog

Land inventory in the USA and

entrepreneurial activity in Portugal

**Residential Real Estate** Portugal NIS **103M** 

> Land value 638 units

Of which 116 are under construction And 36 have been sold Will be recognized until 2023 Income-generating property in Eastern Europe, the most prominent of which are a mall and hotel in Belgrade, Serbia A ROAD A

#### **Income-Generating Real Estate**

NIS **422M** Value of assets

	Income NIS millions	Gross Profit NIS millions	Gross Profit Margin %	Appreciation of property NIS millions	Segment Profit NIS millions	Segment Profit Margin
Q1 2023	62.7	15.4	<b>24.6</b> %	0.1	3.6	5.8%
Q1 2022	64.2	19.0	<b>29.7</b> %	0.5	4.9	7.6%
2022	295.9	72.5	24.5%	(0.9)	26.9	<b>9.1</b> %

Houses in various stages of construction and plots of land intended for the construction and independent marketing of houses

# **Ashtrom Group**



#### Profit and Loss Statement (NIS thousands)



	Q1 2023	Q1 2022	2022
Income	1,254,471	1,230,800	5,152,913
Gross profit	263,253	281,429	1,102,914
Gross profit margin	21.0%	22.9%	21.4%
Gain from change in designation from inventories to investment property	-	8,035	105,683
Appreciation of investment property, net	(4,006)	89,763	565,467
Selling, administrative and general expenses	117,763	106,651	440,554
Group's share of earnings of associates, net	10,698	10,829	125,643
Other incomes (expenses), net	1,158	(2,734)	11,213
Operating profit	153,340	280,671	1,470,366
Operating profit margin	<b>12.2</b> %	22.8%	28.5%
Financing costs, net	102,257	86,363	349,312
Income Taxes	2,323	34,628	157,091
Net profit	48,760	159,680	963,963
Net profit attributable to shareholders	46,908	140,289	930,846

## **Ashtrom Group**

### Balance Sheet & Cash Flow Summary (NIS millions)



31.03.2023	31.03.2022	31.12.2022
1,549	1,765	1,861
4 975	<u>۵</u> 974	5,178
•	· · · · · · · · · · · · · · · · · · ·	
14,099	11,437	13,056
19,874	16,411	18,234
5,204	4,539	4,485
9,664	7,721	8,699
5,006	4,151	5,050
99	268	642
(789)	(136)	(504)
(690)	132	138
	1,549 4,975 14,899 19,874 5,204 9,664 5,006 99 (789)	1,549 1,765   4,975 4,974   14,899 11,437   19,874 16,411   5,204 4,539   9,664 7,721   5,006 4,151   99 268   (789) (136)



# Leveraging & Debt

Solo level analysis



Equity 4,802 NIS millions

Cash Balance &

394

**NIS millions** 

NIS millions

344

1st year

Short-term Investments

Bonds Repayment (principal only)

420

2nd year

Total Assets 8,959

Financial Debt, net

net **2,771**NIS millions

424

3rd year

410

4th year

Equity Ratio **53.6%** 

Debt to CAP, net **36.5%** 

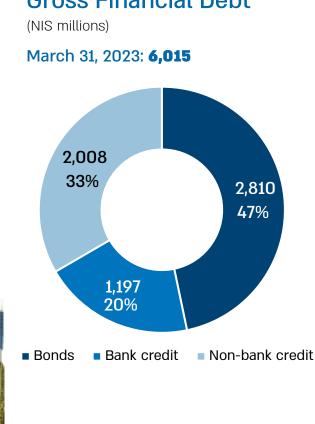
> 1,193 5th year and onwards

**ASHTROM** Group EXCELLENCE IN CONSTRUCTION

# **Ashtrom Group\***

### **Financial Debt**

Golf Complet. Tel AVIV

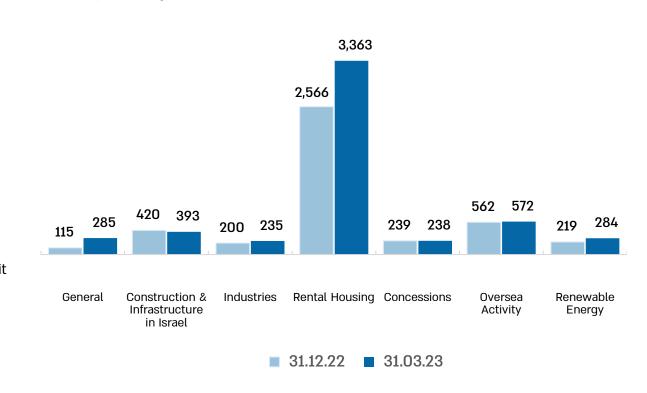


#### Gross Financial Debt

(NIS millions)

#### March 31, 2023: **5,370** Dec 31, 2022: **4,321**

Net Financial Debt\*\*



\* Excluding Ashdar Building Company LTD and Ashtrom Properties LTD.

\*\* Credit excluding cash, deposits, short-term and long-term investments and inter-sectoral credit

**ASHTROM** Group

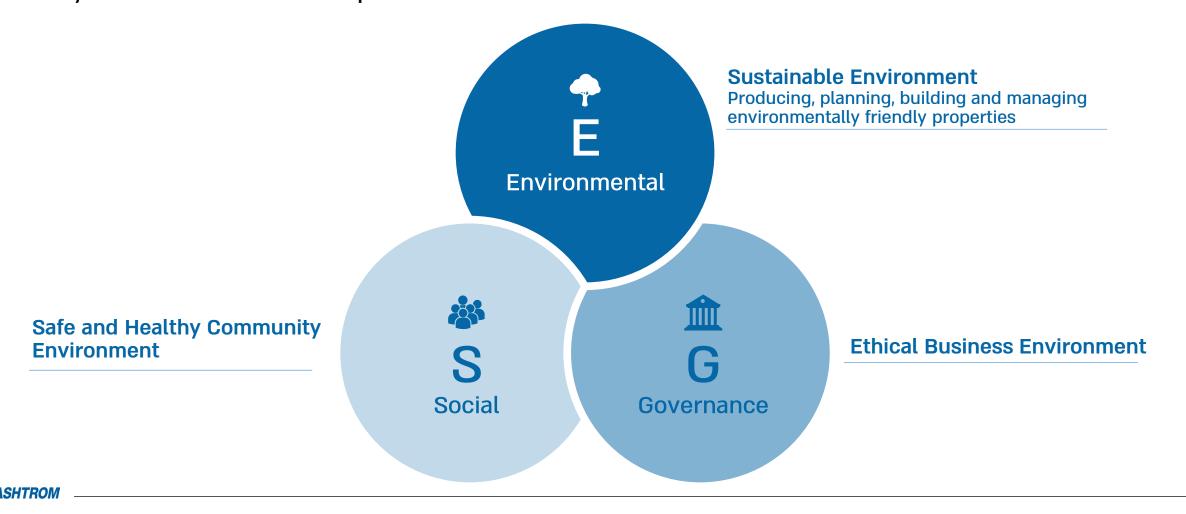
EXCELLENCE IN CONSTRUCTION

# **ESG Strategy**



At the Ashtrom Group we are committed to the advancement of ESG.

In May 2023 our first ESG Report was launched, giving expression to significant and widespread activity undertaken in the Group



# Thank You ASHTROM Excellence in Construction

