

















Presentation for The Capital Market

Based on financial statements from June 30, 2023

August 2023



### **Disclaimer**

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 second quarter of 2023 published on August 27, 2023 (Ref. 2023-01-079798).

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.

Forward-looking information is naturally subject to considerable non-materialization risks and is uncertain, cannot be estimated in advance and is often out of the Company's control.

The materialization or otherwise of forward-looking information will be affected, among other things, by risk factors characterizing the

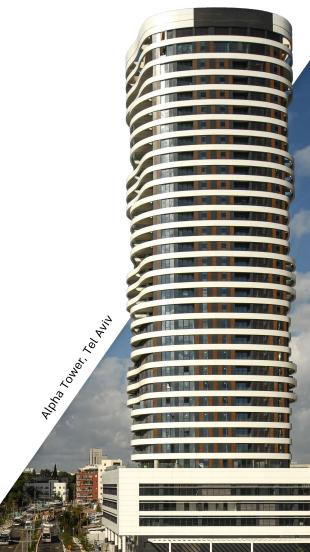
Company's activities as well as developments in the general environment and external factors having an impact on the Company's operations - these cannot be evaluated in advance and by their nature are not controlled by the Company.

It should be made clear that the Company's preparedness, including activities in the various sectors and changes in the regular sequence of operations, are based on the Company's estimations comprising forward-looking information. These estimations are likely to fail to materialize, in all or in part, or in a manner differing from that envisaged, among other things in view of this being an extraordinary and extended occurrence outside the Company's control.

The presentation may include information that is indicated in a manner differing from that in the Company's reports to the public thus far, therefore data could be present that is set out in a form and/or categorization and/or layout and/or breakdown other than those employed in the Company's previous statements and reports. The presentation offers a collection of data - including such as is used in the presentation but is yet to appear in the Company's reports or that is arranged for the first time in the format adopted in this presentation and is correct in the Company's best estimation as of the date it is presented.

Accordingly, readers of this presentation are cautioned that the Company's actual results and achievements in the future may be materially different from what is indicated in the forward-looking information cited in this presentation.

Moreover, forecasts and predictions are based on details and information in the possession of the Company on the date of preparing this presentation and as of June 30, 2023 and the Company is under no obligation to update or modify any forecast and/or estimation of this information in order to reflect events or circumstances coming about after the date of preparing the presentation.



# **Continuing Journey of Excellence**



8 NIS billions

Group's orders backlog as of August 2023

2.5
NIS billions

Income 01-06.2023 **163** 

**NIS millions** 

Net profit attributable to shareholders 01-06.2023

4.9
NIS billions

Equity attributable to shareholders as of June 30, 2023

TA-35
Traded on the index

A-Rating
With a stable outlook

by Maalot



Clear ESG strategy and corporate responsibility



### A Decade of Remarkable Growth

Increase in equity over time

Equity attributable to shareholders June 30,2023

~4.9 NIS billion

After payment of dividends of

~1.3 NIS billions

since year 2015

Equity attributable to shareholders December 31, 2014

~1.3 NIS billion



2014

Ashtrom Group IPO was launched on Tel Aviv Stock Exchange 2016

Entry into the field of Rental Housing

2018

Acquiring the public shares of Ashdar and integrating it as a privately held reporting company (bonds) 2020

Acquiring the public shares of Ashtrom Properties and integrating it as a privately held reporting company (bonds) 2021

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

2022

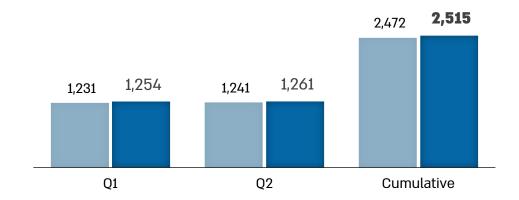
Ashtrom Group and companies move to LYFE Tower



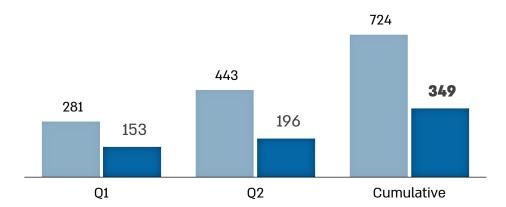
### 2023 Financial Overview



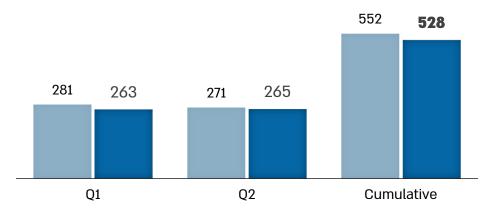
**Income** (NIS millions)



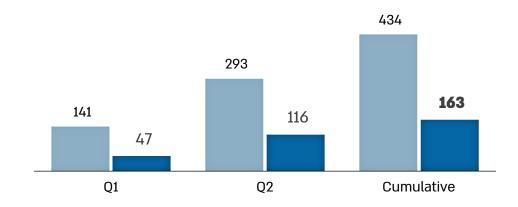
**Operating Profit** (NIS millions)



**Gross Profit** (NIS millions)



Net profit attributable to shareholders (NIS millions)



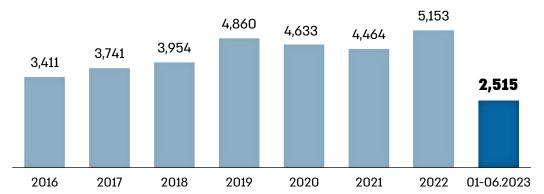


### **Ashtrom Group**

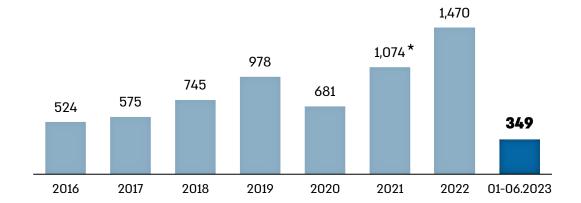
#### ASHTROM Group EXCELLENCE IN CONSTRUCTION

#### Multi-year Financial Overview

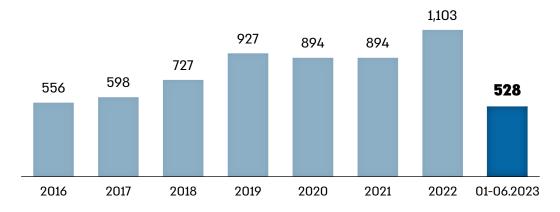
Income (NIS millions)



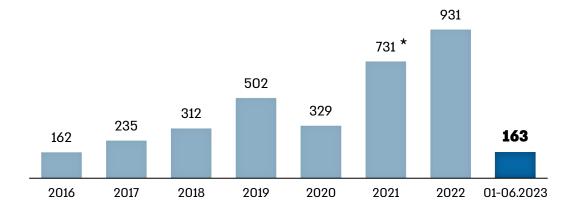
**Operating Profit** (NIS millions)



**Gross Profit** (NIS millions)



Net profit attributable to shareholders (NIS millions)



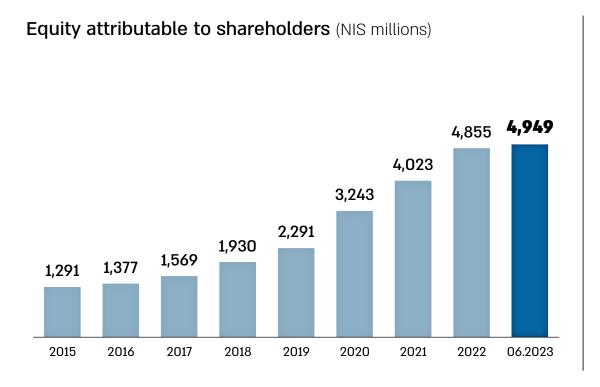


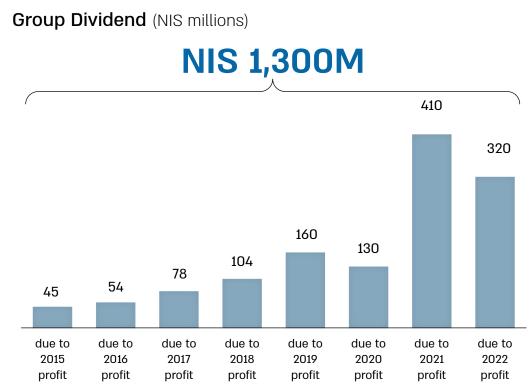
<sup>\*</sup> Excluding the profit of NIS **500M** attributable to the Buyback in the Jerusalem LRT project

### **Ashtrom Group**

#### ASHTROM Group EXCELLENCE IN CONSTRUCTION

### Multi-year Financial Overview





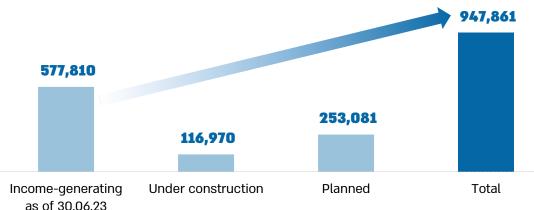
Dividend distribution policy: the Company will distribute dividends at a cumulative annual rate of no less than 25% of the net annual profits. Based on the profits from 2015-2022, the company distributed dividends at an annual rate ranging from 32% to 40%.



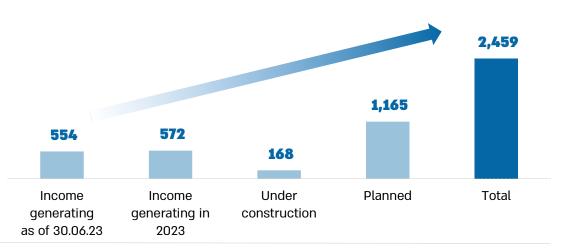
# **Looking to the Future**





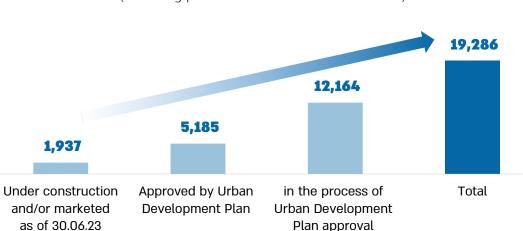


### Ashtrom Rental Housing | Housing units for rent

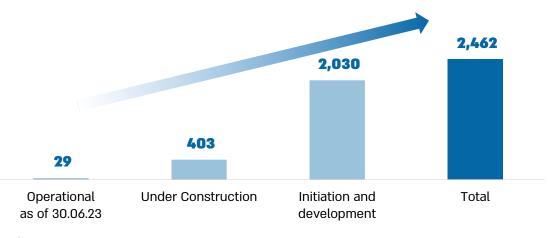




(including partners and units for landowners)



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



<sup>\*</sup> 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**

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

**6.9** NIS billions

Orders backlog as of June 30, 2023

**~70** 

Projects under construction

NIS millions	Income	Gross Profit	Gross Profit Margin	Segment Profit	Segment Profit Margin
01-06.2023	1,403	132	9.4%	69	4.9%
01-06.2022	1,243	128	10.3%	57	4.6%
2022	2,724	265	9.7%	130	4.8%



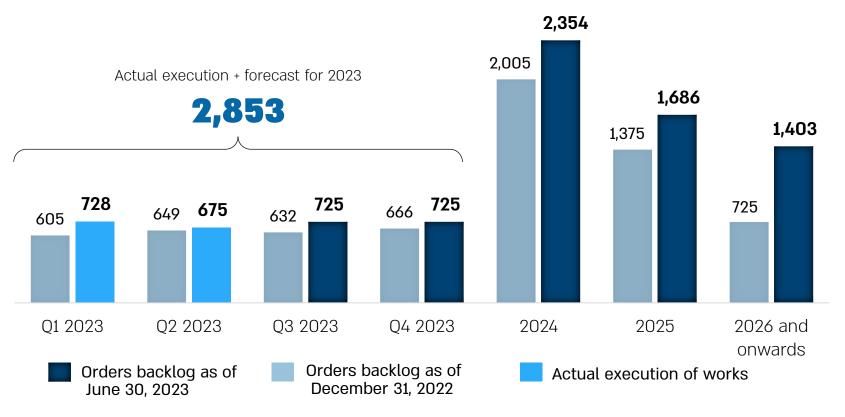
### **Construction in Israel**

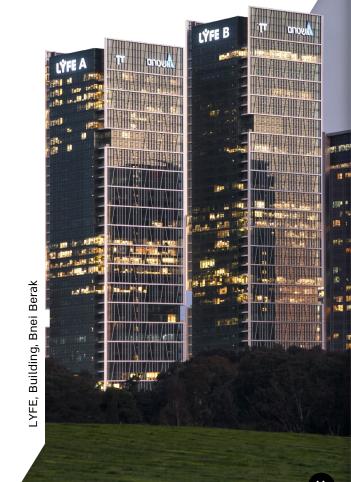


Orders Backlog (NIS millions)

6,893 NIS millions

Backlog as of June 30, 2023 by anticipated period of projected income





### **Construction in Israel**

#### ASHTROM Construction

### 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	~17%



#### 1000 Complex Rishon LeZion

Entrepreneurs	The Phoenix & Ashtrom Propertie
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	~32%



#### The Pardes, Kiryat Ono

Entrepreneurs	Ashdar
Extent of project	813 housing units
Financial scope	~NIS <b>660M</b>
Company's share	100%
Exp. completion date	2024
Perc. of completed work	~78%



#### **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	~74%



### **Ashtrom Properties\***



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

Ownership of assets in the office, commercial, retail and logistics sectors nationwide

Owning, managing and upgrading properties in Israel, Germany and UK

~**578,000** m²

NIS **6.9B** 

NIS **2.7B** 

**NIS 310M** 

NIS **106M** 

M NIS 35M

Real Estate Scope

Real Estate Value

**Total Equity** 

Annual NOI

Annual FFO Management Approach<sup>(1)</sup> Annual FFO Authority's Approach<sup>(1)</sup>

NIS millions	Income	Gross Profit	Appreciation of property	Segment Profit	Net profit attributable to shareholders
01-06.2023	<b>209</b> Rent 209	155	19	131	31
01-06.2022	<b>295</b> Rent <b>178</b> / Sales <b>117</b>	158	227	359	184
2022	<b>498</b> Rent <b>371</b> / Sales <b>127</b>	284	444	667	359

(1) Main changes 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

<sup>\*</sup> Based on the data in the consolidated report from June 30, 2023, including proportionate consolidation



13

# **Ashtrom Properties\***

#### ASHTROM Properties

### **Distribution of Properties**

NIS millions		Israel				Germany	UK	Total
	Commerce	Offices	Industry & Logistics	Mixed Use & Others	Total			
Extent of properties m <sup>2</sup>	95,550	44,230	200,193	-	339,973	166,846	70,991	577,810
Occupancy	90%	93%	94%	-	93%	96%	<b>84%</b> <sup>(1)</sup>	93%
NOI 01-06.2023	44	19	31	1	95	37	23	155
Value of Income-Generating	1,580	570	826	169	3,145	1,597	772	5,514
Value of Rights & Development	148	582	76	430	1,236	-	169	1,405
Weighted Cap Rate	7.0%	7.0%	7.2%	-	7.05%	5.5%	7.1%	
Loans - Average Interest						2.59%	3.02%	
Loans – LTV						36.2%	43.6%	

<sup>(1)</sup> Not including a property intended for upgrading (The occupancy rate is 73% including)



<sup>\*</sup> Based on the data in the consolidated report from June 30, 2023, including proportionate consolidation



### **Ashtrom Properties\***

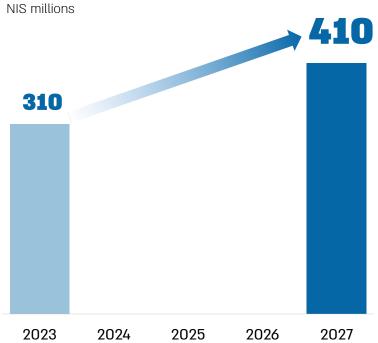


#### Expected NOI growth from projects in planning and construction phases in Israel:

# NIS **100M** | **32%**

	Extent m <sup>2</sup>	Annual NOI NIS millions
As of June 30, 2023	577,810	310
Projects in planning & construction phases (to be completed in years 2025-2027)	116,970	100
Total	694,780	410
Percentage growth	+20%	+32%
Projects in the process of Urban Development Plan approval	253,081	
Total	947,861	
Total percentage growth	+64%	

# **Expected NOI Growth from projects in planning and construction phases in Israel**



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.



\* Including proportionate consolidation

### **Ashtrom Properties - Growth Engines**



### Selected projects in initiation & development



OLIO, Bat Yam
Building rights (100%): ~34,000 m²
Ownership: 50%
Status: Planning and Construction



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



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



1000 Complex Rishon LeZion Building rights (100%): ~305,000 m² Ownership: 26.07% Status: Planning and Construction



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



HaYetzira, Ramat Gan Building rights (100%): ~54,000 m<sup>2</sup> Ownership: 80% Status: In the process of UDP approval



Nes Ziona
Building rights (100%): ~17,000 m²
Ownership: 44%
Status: In the process of UDP approval



Petach Tikva/Givat Shmuel
Building rights (100%): ~83,000 m²
Ownership: 50%
Status: In the process of UDP approval



### **Ashdar**



#### Leading Company in residential initiatives and Urban Renewal

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

Pioneer and leader in diverse areas of Urban Renewal

**-120** 

Projects nationwide

1,937

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

17,349

Housing units in planning phase (including partners and landowners)

~2.8 NIS billions

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

NIS millions	Income	Gross profit	Gross profit margin	Segment profit	Segment profit margin	Net profit attributable to shareholders	Units sale (including partners)
01-06.2023	679	148	21.8%	169	24.8%	120	<b>64</b> units
01-06.2022	913	193	21.1%	161	17.7%	104	<b>171</b> units
2022	1,865	400	21.5%	426	22.8%	312	<b>261</b> units



### **Ashdar**



#### Gross Profit Forecast | ~NIS 2.8M Expected gross profit yet to be recognized (NIS millions)

	Number of units to be marketed (1)	Number of units sold as of June 30, 2023 <sup>(1)</sup>	Total revenue expected from projects that have yet to be recognized (2)	Expected gross profit yet to be recognized (2)	Expected gross profit	Expected date of completion
Projects under construction, completed projects and projects whose construction is expected to begin by the end of 2023	<b>1,568</b> units	<b>1,023</b> units	2,517	648	25.7%	2023-2025
Future projects expected during 2023-2027 (3)	<b>3,167</b> units	-	10,284	2,122	20.6%	2026-2030
Total	<b>4,735</b> units	<b>1,023</b> units	12,801	2,770	21.6%	

- (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 construction 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)

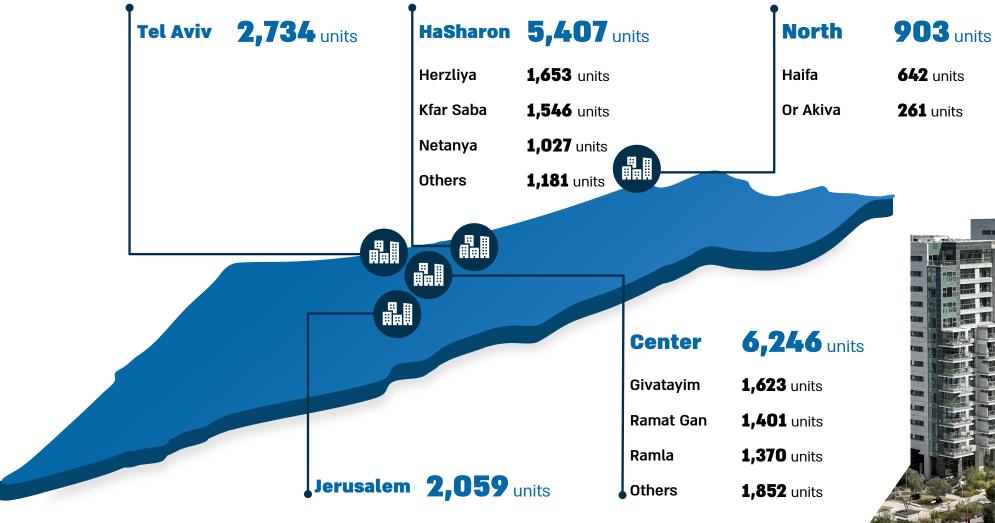
• The data does not include expected incomes from the sale of 87 housing units intended for rental in the coming years

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 17,450** Housing Units in Planning Phases \*





\* Includes partners and housing units for landowners in Urban Renewal projects and plot and combination deals.

**ASHTROM** 

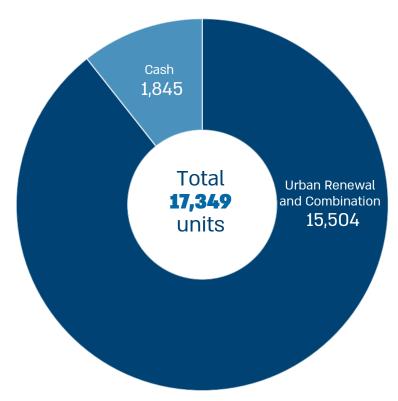
19

### **Ashdar**

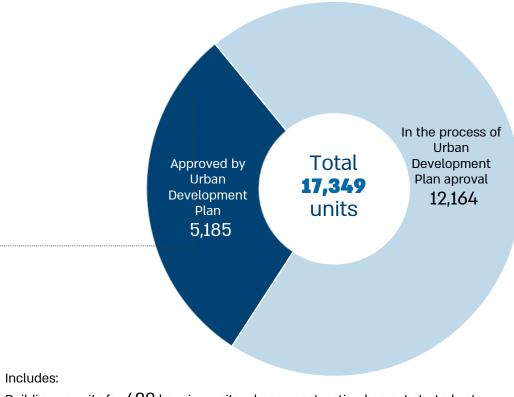


#### **Housing Units in Planning Phases\***

**Type of Transaction** 



#### **Status of Planning Process**



Building permits for 400 housing units whose construction has not started yet, and permits for 686 housing units that are expected to be received in 2023.



<sup>\*</sup> Includes partners and housing units for landowners in Urban Renewal projects and plot and combination deals.

### **Ashtrom Rental Housing**

#### **Building Vibrant 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 locations ~100% occupancy in long-term leases

~2,500 housing units

At various stages of development

NIS 4B

Value of assets inventory of buildings for sale, investment property under construction, investment property

**NIS 2.4B** 

Net Financial Debt\*

NIS millions	Income	Gross Profit	Gross Profit Margin	Appreciation of property	Segment Profit
01-06.2023	<b>73</b> Rent <b>19</b> / Sales <b>54</b>	32	43.8%	(28)	(4)
01-06.2022	<b>39</b> Rent <b>18</b> / Sales <b>21</b>	22	55.9%	158	176
2022	<b>145</b> Rent <b>37</b> / Sales <b>108</b>	61	41.8%	231	279



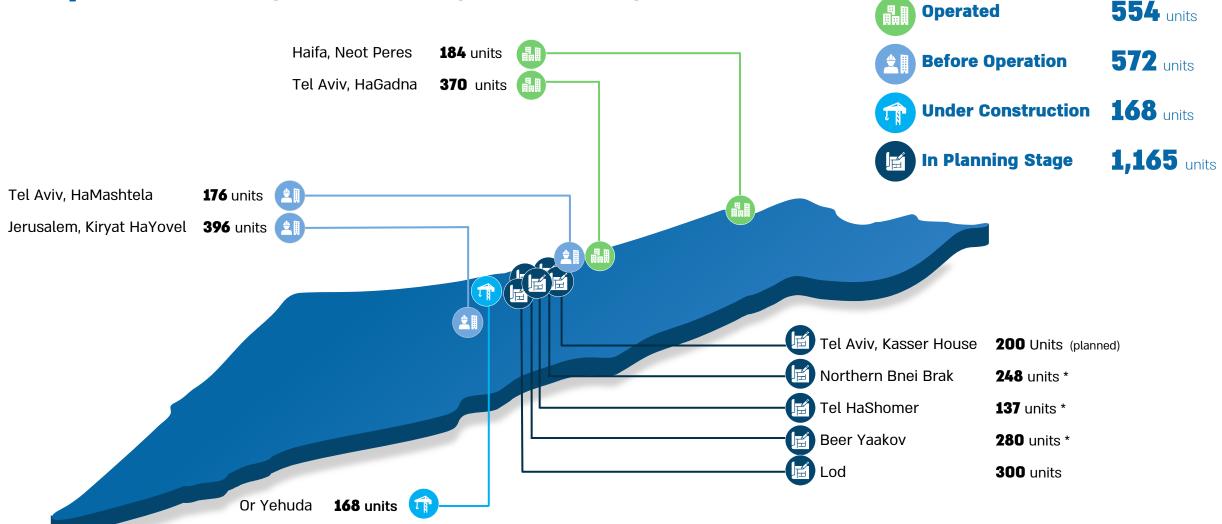


\* Excluding the equity investment of NIS 963M

# **Ashtrom Rental Housing**



### **~2,500** housing units for long-term leasing



### **Rental Housing**



### Projects being Operated and Before Operation | Rental Housing Only (NIS millions)

	Operated	Operated	Before Operation	Before Operation					
	Neot Peres, Haifa	HaGadna, Tel Aviv	HaMashtela, Tel Aviv	Kiryat HaYovel, Jerusalem	Total				
Rental Units *	184 units   100% occupancy	370 units   100% occupancy	176 units   contracts for 150	396 units	<b>1,126</b> units				
Value as of 30.06.23	325	895	534	844	2,598				
Average Value per unit	<b>1.8</b> (Avg. apartment <b>92</b> m²)	<b>2.4</b> (Avg. apartment <b>82</b> m²)	<b>3.0</b> (Avg. apartment <b>74</b> m²)	<b>2.1</b> (Avg. apartment <b>79</b> m²)					
Investment as of 30.06.23	164	485	388	575	1,612				
Appreciation of Property	161	410	146	269	986				
Discount Rate	5.5% operation / 5% terminal	5.5% operation / 5% terminal **	5.5% operation / 5% terminal **	5.5% operation / 5% terminal **					
NOI 01-06.2023	4.4	12.4	Expected Occupancy in 2023	Expected Occupancy in 2023					
Terms of loans taken	Terms of loans taken Loans in the amount of NIS 1,336 million (LTV of 51.4%) for a period of 16-20 years, with an average interest of 2.7% indexed								

<sup>\*</sup> 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.

<sup>\*\*</sup> The discount rate as of June 30, 2023 increased from 5.25% to 5.5% for the operation period, and from 4.75% to 5% for the value at the end of the operation period



# **Ashtrom Rental Housing**

#### ASHTRON Rental Housing

### Property Value (NIS millions)

	Number of Projects	<b>Housing Units</b>	Value as of June 30, 2023
Rental housing being operated	2	554	1,220
Rental housing to be operated	2	572	1,378
Housing under construction	1	168	445
Rental housing in planning stage	5	1,165	687
<b>Total Rental Housing</b>	10	2,459	3,730
Commerce and office space			203
Housing foe sale			57
<b>Total Value of Assets</b>			3,990
Net Financial Debt *			2,441
Net Value			1,549

The fair value is determined by an independent valuer.

A discount rate of 5.5% is used for the rental housing during the operation period, and a discount rate of 5% for the value of the property at the end of the operation period.

Discount rates of 7% to 7.75% are used for the commerce and offices areas.



<sup>\*</sup> Excluding the equity investment of NIS 963M



### **Ashtrom Industries\***



#### Comprehensive Value Chain Solutions Under One Roof

Signing an agreement to purchase 50% of a quarry in a central location

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

Setting of new plants to expand the concrete supply network Expansion to additional networks using M&A activity

NIS 1.2B
Orders backlog

# **9** Dedicated Companies

Supplying a range of industrial products for construction and infrastructure

NIS millions	Income	Gross Profit	Gross Profit Margin	Segment Profit	Segment Profit Margin
01-06.2023	548	77	14.1%	15	2.7%
01-06.2022	447	67	15.0%	18	4.0%
2022	952	137	14.4%	30	3.1%







Concrete & Architectural Concrete



End-to-end solutions for the building industry



Raw materials and aggregates



Raw materials and asphalt



Perfect Sealing & Insulating Systems



Gypsum blocks



Ceramics and finishing materials



Gypsum studs and complementary products



Including proportionate consolidation

### **Ashtrom Concessions**



### Mastering Planning, Development, Operation, Funding, and Maintenance of PPP Projects

Specialization in complex PPP projects as part of the Company's activities

Operation of five courthouses and Ben-Gurion University postgraduate residence

Tendering for more concession projects

NIS millions	Income	Gross Profit	Gross Profit Margin	Segment Profit	Finance income  Receivables from concession arrangements
01-06.2023	8.7	1.6	18.4%	(3.0)	11.7
01-06.2022	8.3	1.7	20.6%	(0.2)	13.5
2022	16.8	3.4	20.0%	(3.3)	24.3



The Group continues to participate in tenders for a variety of PPP projects in its fields of activity







### Renewable Energy Development and Investment 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 (Ashtrom share)
Cumulative scope of projects in development, construction and operation
29 MW operational / 403 MW under construction / 2,030 MW in development

NIS millions	Income Roofs in Israel	Gross Profit	Gross Profit Margin	Segment Profit	Finance income Financial asset-Poland
01-06.2023	1.9	0.2	9.3%	(6.8)	31.8
01-06.2022	0.3	(0.1)	(18.8%)	(2.9)	2.1
2022	3.5	0.4	10.1%	(9.5)	20.5



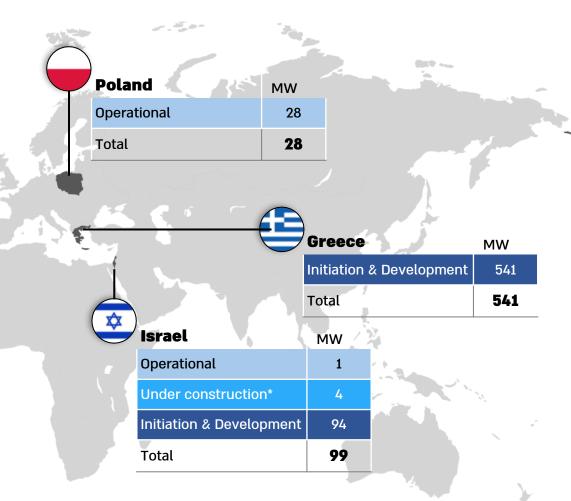


**2.5** GW (Ashtrom share)

With a global distribution

<b>Total Global</b>	MW
Operational	29
Under construction*	403
Initiation & Development	2,030
Total	2,462

$\epsilon =$	USA	MW	
F -	Under construction*	399	
<i>&gt;</i>	Initiation & Development	1,395	
	Total	1,794	



<sup>\*</sup> 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.



### 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 (1)	399 MW	188 MW	352 MW	196 MW	366 MW	293 MW	1,794 MW
Phase of project development (2)	Construction	Initiation	Initiation	Initiation	Initiation	Initiation	
Construction costs (3)	\$440M <sup>(4)</sup>	\$188M	\$352M	\$196M	\$366M	\$293M	\$1,835M

- (1) Planned output (MWdc) 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
- (4) The construction cost for Tierra Bonita project according to the construction budget, procurement, development, financing and financial closure



### TIERRA BONITA project, Texas, USA



Planned Output	~400 MWdc (over an area of ~9,000 dunam)
Total Investment	~\$440M
Expected commercial operation	Towards the end of 2024
Power Purchase Agreement	20-year PPA with CPS, the electric company serving San Antonio (rated Aa2 by Moody's), for 60% of the power to be generated
Principal signed agreements	EPC Panels purchase Main transformers purchase
Production Tax Credit	In the process of signing an agreement for the sale of the project's tax benefits
Financial Closure	In the process of financial closure



### **Ashtrom International**



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

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

Land inventory in the USA and entrepreneurial activity in Portugal

Income-generating property in Eastern Europe, the most prominent of which are a mall and hotel in Belgrade, Serbia

#### Construction

NIS 40M Orders backlog

#### **Residential Real Estate**



Land and inventory value Plots **730** & Houses **224**\*

Of which **469** Plots and **54** houses have been sold Will be recognized in 2023-2024

#### teal Estate

Portugal
NIS 106M

Land and inventory value

638 units

Of which **116** are under construction & **53** have been sold Will be recognized in 2023-2024

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

NIS **433M**Value of assets

Gross Profit Appreciation of Seament NIS millions Seament Income Gross Profit Margin **Profit** Margin **Profit** property 01-06.2023 192.1 47.8 24.9% 2.0 25.9 13.5% 01-06.2022 167.3 40.1 24.0% (0.5)13.0 **7.8**% 2022 72.5 (0.9)26.9 9.1% 295.9 24.5%



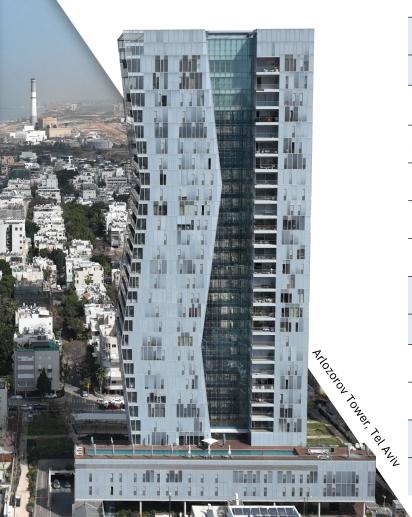
<sup>\*</sup> Houses in various stages of construction and plots of land intended for the construction and independent marketing of houses



# **Ashtrom Group**



Profit and Loss Statement (NIS thousands)



	01-06.2023	01-06.2022	Q2 2023	Q2 2022	2022
Income	2,515,011	2,471,819	1,260,540	1,241,019	5,152,913
Gross profit	528,359	551,944	265,106	270,515	1,102,914
Gross profit margin	21.0%	22.3%	21.0%	21.8%	21.4%
Gain from change in designation from inventories to investment property	57,776	8,035	57,776	-	105,683
Appreciation of investment property, net	(38,504)	292,827	(34,498)	203,064	565,467
Selling, administrative and general expenses	238,391	216,096	120,628	109,445	440,554
Group's share of earnings of associates, net	37,965	98,485	27,267	87,656	125,643
Other incomes (expenses), net	2,065	(11,236)	907	(8,502)	11,213
Operating profit	349,270	723,959	195,930	443,288	1,470,366
Operating profit margin	13.9%	29.3%	15.5%	35.7%	28.5%
Financing costs, net	161,377	200,515	59,120	114,152	349,312
Income Taxes	20,855	70,723	18,532	36,095	157,091
Net profit	167,038	452,721	118,278	293,041	963,963
Net profit attributable to shareholders	163,067	433,771	116,159	293,482	930,846

# **Ashtrom Group**



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



	30.06.2023	30.06.2022	31.12.2022
Total cash and short-term investments	1,734	2,165	1,861
Ourment Accets		F 0/ 0	E 170
Current Assets	4,846	5,340	5,178 
Non-current Assets	15,466	11,843	13,056
Total Assets	20,312	17,183	18,234
Current Liabilities	4,790	4,156	4,485
Non-current Liabilities	10,367	8,493	8,699
Total Equity	5,155	4,534	5,050
Cash flow from operating activities before purchase of lands	226	573	642
Purchase of lands for construction	(789)	(173)	(504)
Cash flow from operating activities	(563)	400	138

### Leveraging & Debt

### Solo level analysis



Equity

**4,949 NIS millions** 

Total Assets

9,150
NIS millions

**Equity Ratio** 

**54.1%** 

Cash Balance & Short-term Investments

**452**NIS millions

Financial Debt, net

**2,999 NIS millions** 

Debt to CAP, net

37.6%

Bonds Repayment -principal only (NIS millions)



1st year



2nd year



3rd year



501

4th year

5th year and onwards

### **Ashtrom Group\***

#### ASHTROM Group EXCELLENCE IN CONSTRUCTION

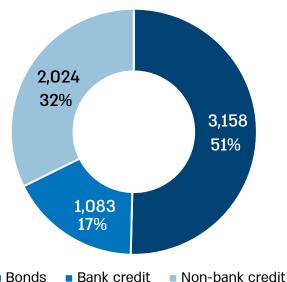
#### Financial Debt



#### **Gross Financial Debt**

(NIS millions)

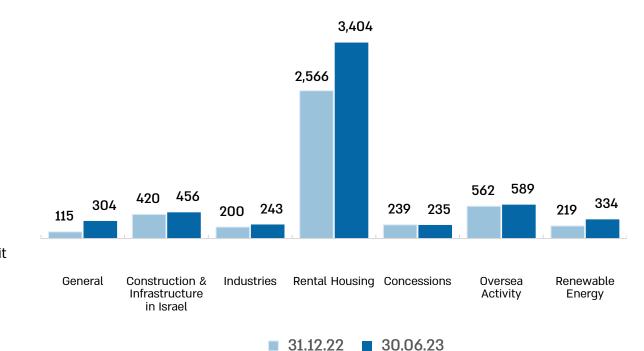
June 30, 2023: 6,265



#### **Net Financial Debt\*\***

(NIS millions)

June 30, 2023: **5,565** Dec 31, 2022: **4,321** 



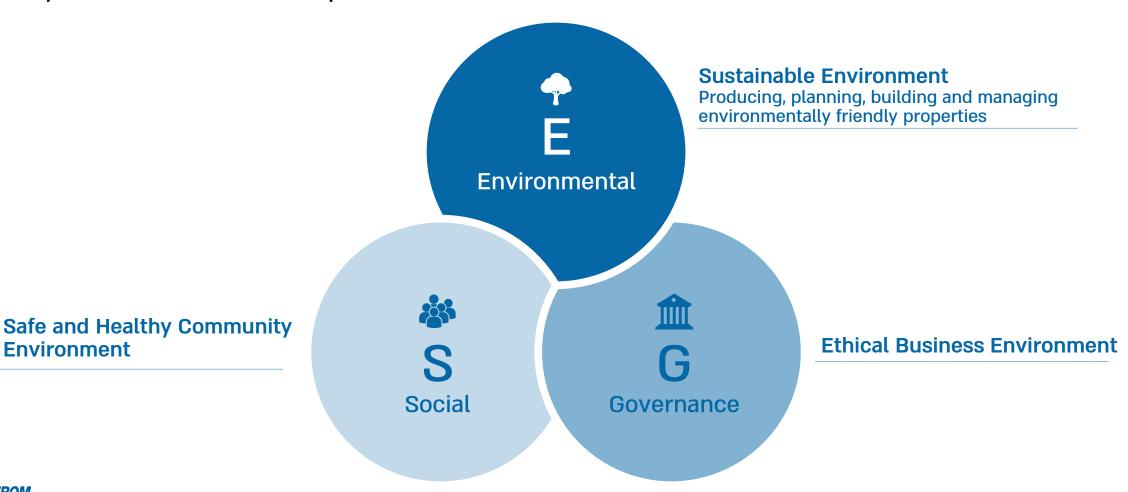
- \* Excluding Ashdar Building Company LTD and Ashtrom Properties LTD.
- \*\* Credit excluding cash, deposits, short-term and long-term investments and inter-sectoral credit

### **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



**Environment** 



**ASHTROM** 

**Thank You** 



