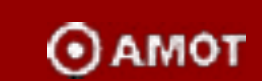




AMOT INVESTMENTS. CAPITAL MARKET PRESENTATION FIRST HALF RESULTS 2022



**AMOT INVESTMENTS. PEOPLE FIRST.**

One of the largest publicly-traded, developers,  
owners and managers of office, retail and  
logistic real estate in Israel

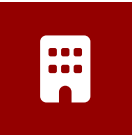
AMOT INVESTMENTS. PEOPLE FIRST.

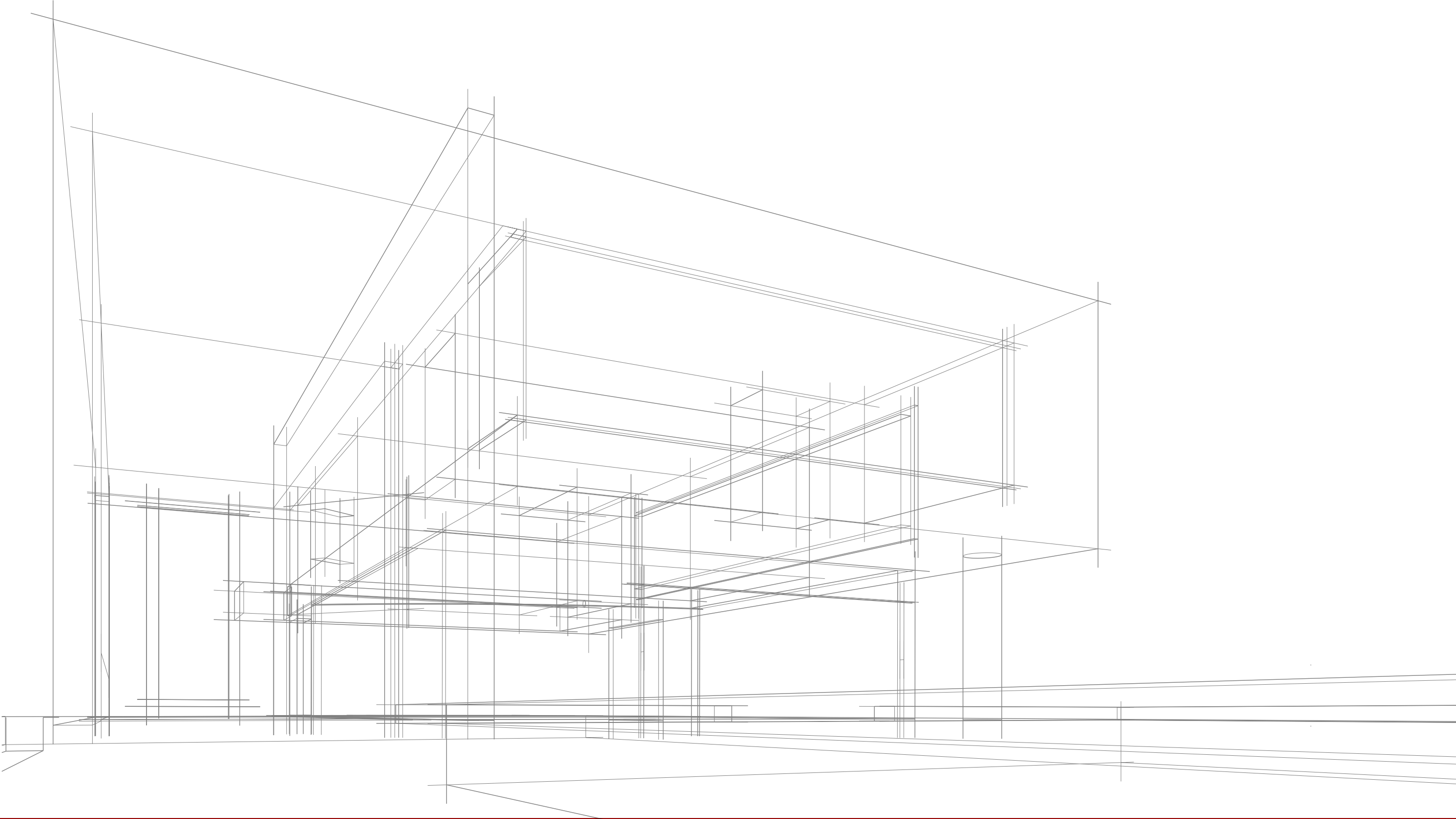
One of the largest publicly-traded, developers, owners and managers of office, retail and logistic real estate in Israel

אמות השקעות. אנשים קודם.

אמות השקעות בע"מ הינה חברה ציבורית מהמובילות בישראל בתחום הנדל"ן המניב ומשמשת כזרוע ההשקעות של חברת אלוני-חץ נכסים והשקעות בע"מ בישראל.

# CONTENT

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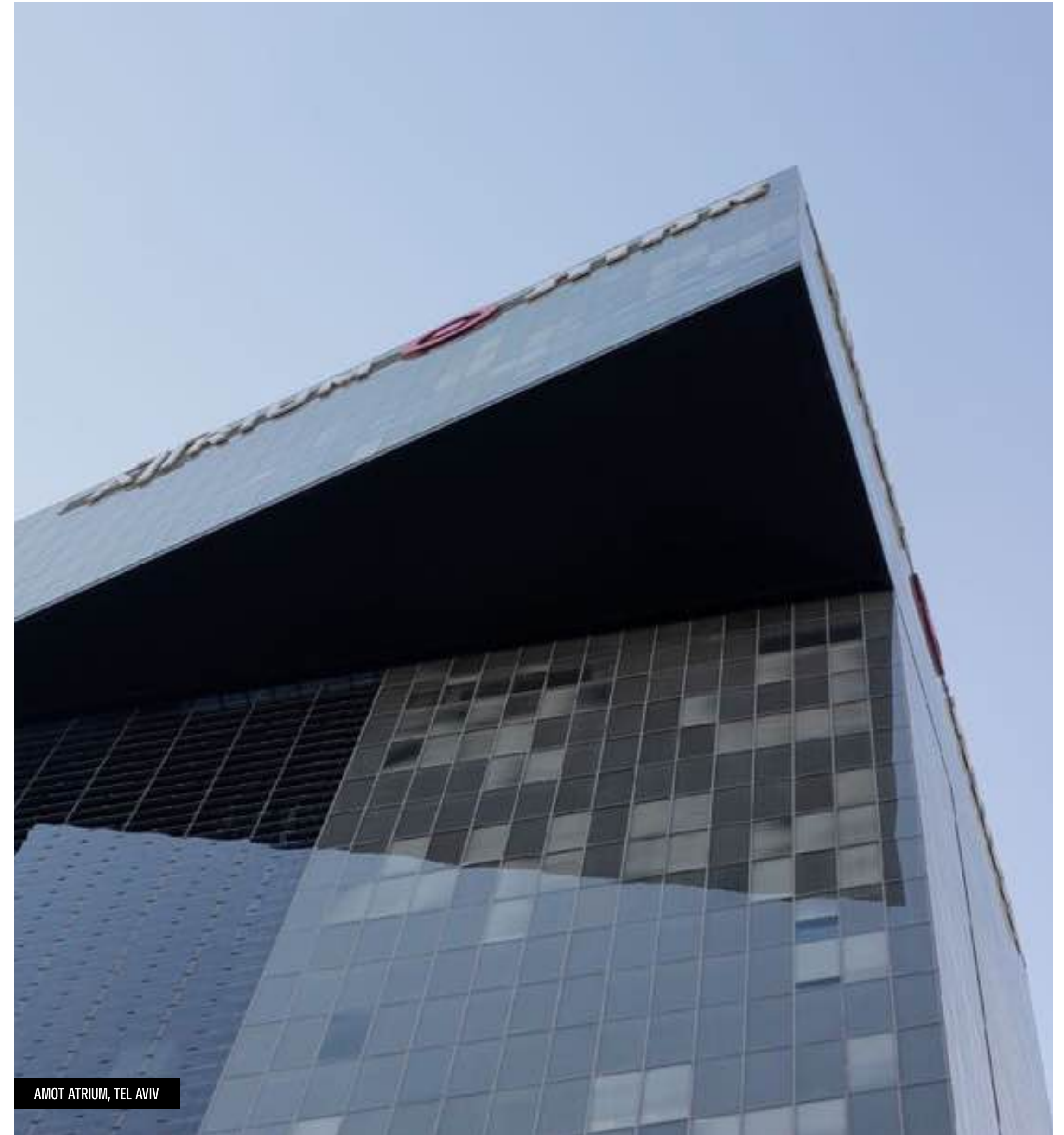




# INTRODUCTION

## AMOT AT A GLANCE

1. A public company that is traded on the Israeli Stock Exchange and included in the indices:  
Tel Aviv 35, Tel-Aviv - Real Estate and Tel Div.
2. A subsidiary of Alony-Hetz Properties and Investments Ltd., which holds approximately 54% of its equity.
3. The company owns 176 assets.
4. Total area: 1.85 million sqm.  
Approximately 1.15 million sqm rental space and 0.7 million sqm of open storage areas and parking.
5. Total real-estate value – NIS 18 billion.
6. All of the Company's assets are not encumbered except for assets valued at 2% of ownership with partners.
7. The occupancy rate of the company assets stands at 95%.
8. 6 projects under construction 211,000 sqm. and 3 projects in planning and initiation stages totaling 64,000 sqm (company's share).
9. Leverage ratio – 41%.
10. Net Financial Debt – 7.5 billion NIS.
11. The Company's bonds are rated Aa/Stable by S&P Maalot and Aa2/Stable by Midroog.



AMOT ATRIUM, TEL AVIV



CAPITAL MARKET  
PRESENTATION

# INTRODUCTION

## THE COMPANY'S CUSTOMERS

LOCAL AND INTERNATIONAL COMPANIES



POLEG PARK, NETANYA



# INVESTMENT PROPERTIES



# INVESTMENT PROPERTIES

## SEGMENTATION OF INCOME-PRODUCING PROPERTY VALUE

Income-Producing Property Value as of 30.06.2022





## ZERO ENERGY CONSTRUCTION

As part of its role as a pioneer in the field of green construction, and in order to maintain its leadership in the area, the Company decided to build the Beit HaVered project in Givatayim. The project includes renovating an old building and turning it into an innovative, green and zero-energy structure. The Company is also currently building another zero energy office building, located near a logistics center which it built in partnership with Shufersal, located in Modiin Industrial Zone. The building was chosen by the Ministry of Energy as a case study for zero energy buildings. Zero energy buildings are buildings which independently produce the energy that they consume. In other words, they do not consume energy from external sources, or the total energy that they produce is equal to the total energy that they require. The taller the building, the greater the challenge in making it zero energy.



## SAFEGUARDING THE ENVIRONMENT

Amot recognizes the importance of reducing the impact caused by the Company's activity on the environment, and therefore is working, will continue working, on reducing those impacts, while meeting environmental standards and obtaining higher ratings than those usually seen in the sector. The Company promotes and introduces into Israel advanced construction technologies, such as:

"Double Skin Façade" type walls – this is a technology for the external cladding of buildings using a double glass wall

Recycling of water from air-conditioning condensers, and recycling materials

is the Company's practice to routinely invest in its current properties, while placing a significant emphasis on protecting the environment in various ways.



## SOCIAL RESPONSIBILITY AND CORE VALUES

The Group intends to continue to commit to the principles of sustainability and social and environmental responsibility, in order to improve society and the environment as a whole, by means of continuing to manage the environmental and social impacts of its business activity, which includes continuing to invest resources in the adoption of programs for embedding environmental and social responsibility, embedding measurement and control processes in relation to its performance in the environmental, social and corporate governance fields, in the creation of cooperations on environmental matters and so on, all of which is done from a perspective that correct and proportionate handling of environmental and social impacts will also afford the Company a business advantage, reduce risks and create a trust based relationship with the community.



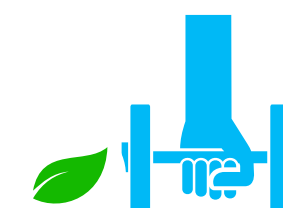
## PUBLIC TRANSPORTATION

Amot recently announced the creation of a network of charging stations for electric vehicles at its properties throughout the country. From Amot's perspective, this constitutes an important extension of the array of services which it provides to its thousands of customers and their employees, who will now enjoy the significant availability of charging stations and attractive charging costs. Furthermore, in recognition of the matter's importance, the charging stations will be available for the general public's use at reduced rates, and not only for the tower's residents. As of the end of 2021, there are 127 charging stations at Amot's various properties. Amot has committed to meet 100% of future demand for electric vehicle charging stations.



## CONTRIBUTING TO THE COMMUNITY

The Company's donations policy corresponds to the main values which guides its activity. The Company views donations and assistance to the community in Israel as an important component to be included in all of its activities. Amot has therefore has in place an approved donations plan, continuously since 2006. The Company donates to the community in two ways - monetary donations, and volunteering for various projects. During the last two years, due to the coronavirus pandemic, the number of volunteering hours decreased significantly. However, the amount of money transferred each year to donations remained the same - NIS two million for the community.



## INCREASING ENERGY EFFICIENCY

Amot produces electricity through photovoltaic systems, and uses them to provide for the needs of its customers. Amot also buys electricity from companies which produce electricity through wind turbines and solar energy. Amot has set the goal of improving the performance of electro-mechanical systems in its properties - from upgrading and replacing air conditioning systems, which are the main consumer of the electricity in its properties, through shading the rooftops of properties to improve thermal insulation, to installing photovoltaic systems on the rooftops of its properties. All of these measures are implemented with the intention of increasing the use of renewable energy and allowing energy efficiency.

44%



WOMEN IN THE COMPANY'S  
BOARD OF DIRECTORS

100%



OF THE ASSETS HAVE FULL  
ACCESSIBILITY

2



MILLION NIS A YEAR IS CONTRIBUTED  
TO DIFFERENT ASSOCIATIONS,  
SOCIETIES AND BODIES



GENDER EQUALITY



GREEN ENERGY



NO POVERTY



SOCIAL RESPONSIBILITY



REDUCE INEQUALITIES



HEALTHY BODY AND SOUL



# FORECAST

## AMOT FORECAST 2022

|                          | H1 2022<br>Actual<br>In Million Nis | 2022<br>Updated<br>Forecast<br>In Million Nis | 2022<br>Actual Forecast<br>In Million Nis | 2021<br>Actual<br>In Million Nis |
|--------------------------|-------------------------------------|-----------------------------------------------|-------------------------------------------|----------------------------------|
| NOI                      | 448                                 | 905-915                                       | 860-890                                   | 780                              |
| FFO                      | 352                                 | 713-723                                       | 675-695                                   | 583                              |
| (FFO Per Share (Agorot)) | 77.0                                | 154-156                                       | 149-153                                   | 138.9                            |
| Index change             | 3.13%                               | 4.6%                                          | 2.5%                                      | 2.4%                             |

The information regarding the projection for 2022 constitutes forward-looking information, as defined in Section 32a of the Securities Law, 1968. Forward-looking information is a projection, assessment, estimate or other information relating to a future event or matter the materialization of which is uncertain and not controlled solely by the Company.



AMOT ATRIUM, TEL AVIV



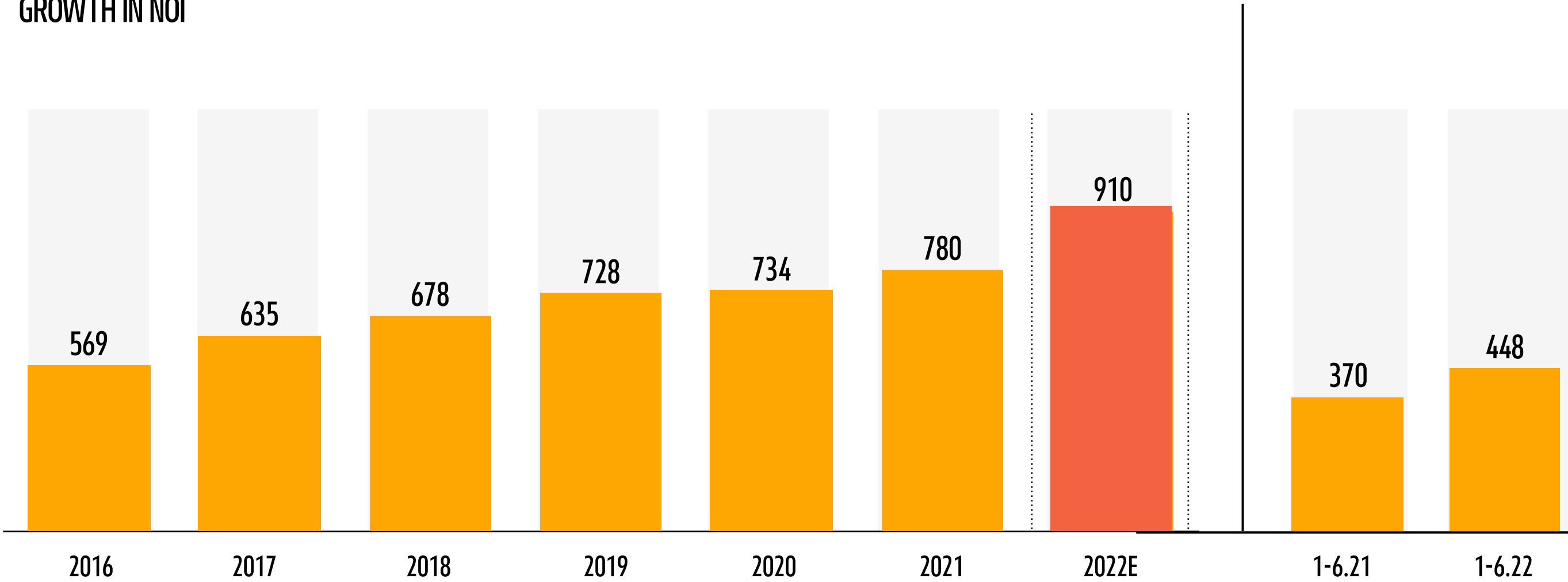
# GROWTH

CAPITAL MARKET  
PRESENTATION

# GROWTH

## NOI ANNUAL

GROWTH IN NOI



Currently 2020 and 2021 includes effects due to Corona relief which have been given to tenants, mainly in the shopping centers.

The information regarding the projection for 2022 constitutes forward-looking information, as defined in Section 32a of the Securities Law, 1968. Forward-looking information is a projection, assessment, estimate or other information relating to a future event or matter the materialization of which is uncertain and not controlled solely by the Company.

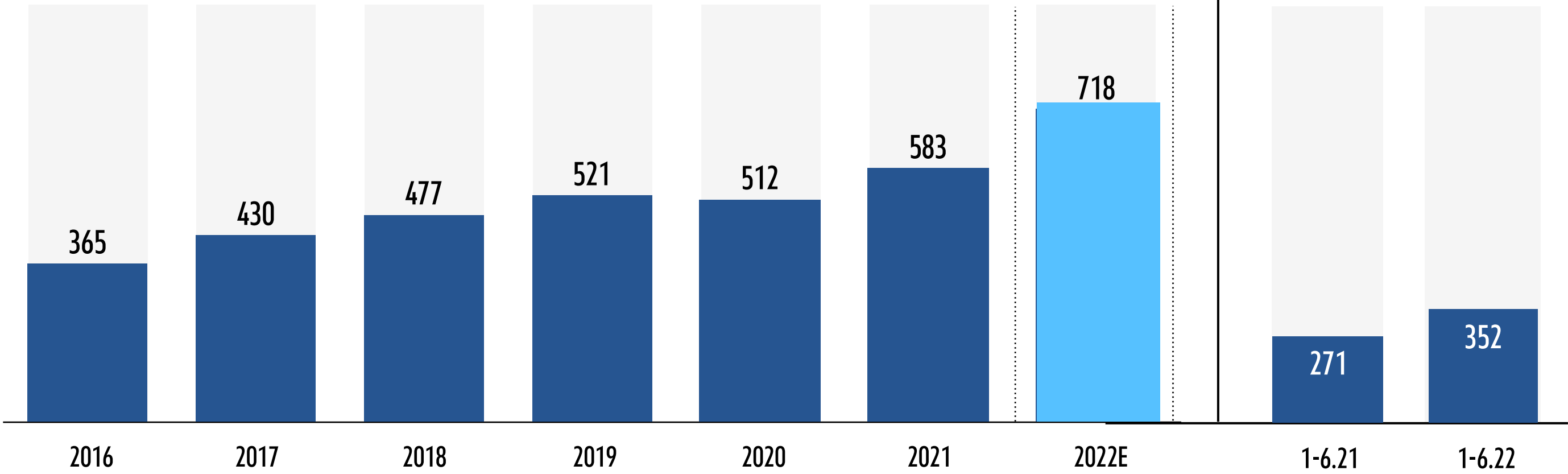


CAPITAL MARKET  
PRESENTATION

# GROWTH

## FFO ANNUAL

GROWTH IN FFO



CONSTANT GROWTH IN FFO  
WHILE DECREASING HALF  
LEVERAGE RATIO

Currently 2020 and 2021 includes effects due to Corona relief which have been given to tenants, mainly in the shopping centers.

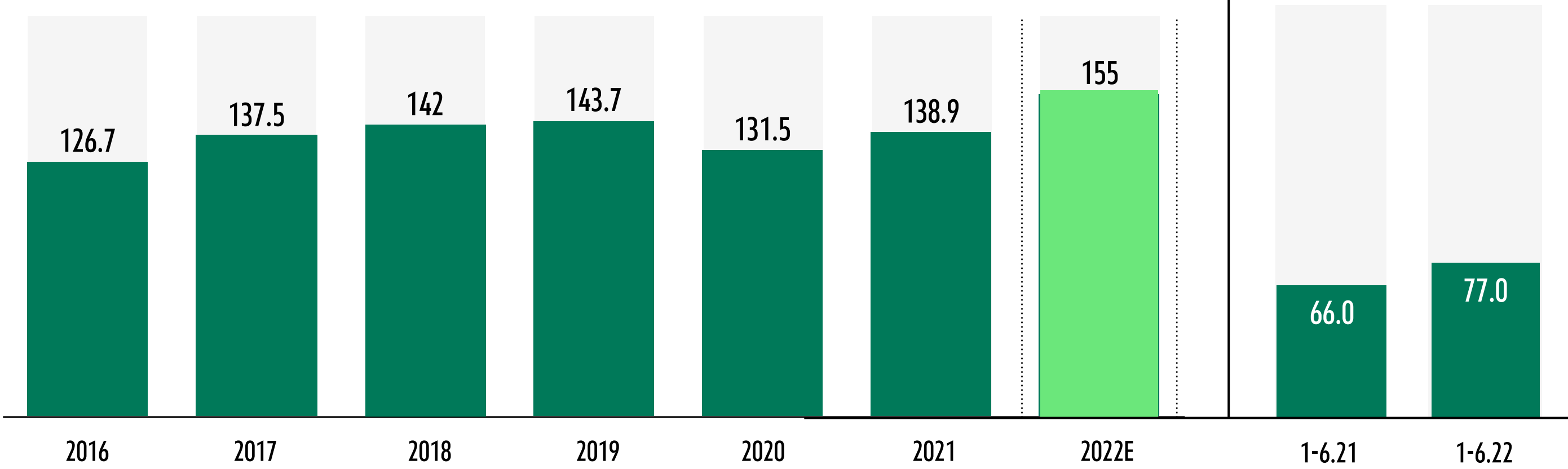
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# GROWTH

## FFO PER SHARE ANNUAL

GROWTH IN FFO PER SHARE



CONSTANT GROWTH IN FFO  
WHILE DECREASING HALF  
LEVERAGE RATIO

Currently 2020 and 2021 includes effects due to Corona relief which have been given to tenants, mainly in the shopping centers.

The information regarding the projection for 2022 constitutes forward-looking information, as defined in Section 32a of the Securities Law, 1968. Forward-looking information is a projection, assessment, estimate or other information relating to a future event or matter the materialization of which is uncertain and not controlled solely by the Company.



AMOT INSURANCE HOUSE, TEL AVIV





# FINANCIAL STRENGTH

## DEBT STRUCTURE – EXPANDED CONSOLIDATED

1. Cash and cash equivalents in the amount of **450** millions NIS as of the publication date.
2. All of the Company's assets are unsecured except for assets valued at 2% which is held with partners.
3. Unutilized Credit facilities in the amount of **1,100** millions NIS
4. The Company's bonds are rated Aa/Stable by S&P Maalot and Aa2/Stable by Midroog.
5. Effective interest rate linked - **1.62%**
6. Total portfolio value - **18** billion NIS
7. Average duration of debt – **5.5** years

**\*  
THE COMPANY OWNS 176 PROPERTIES,  
WITH A TOTAL AREA OF 1.85 MILLION SQM**



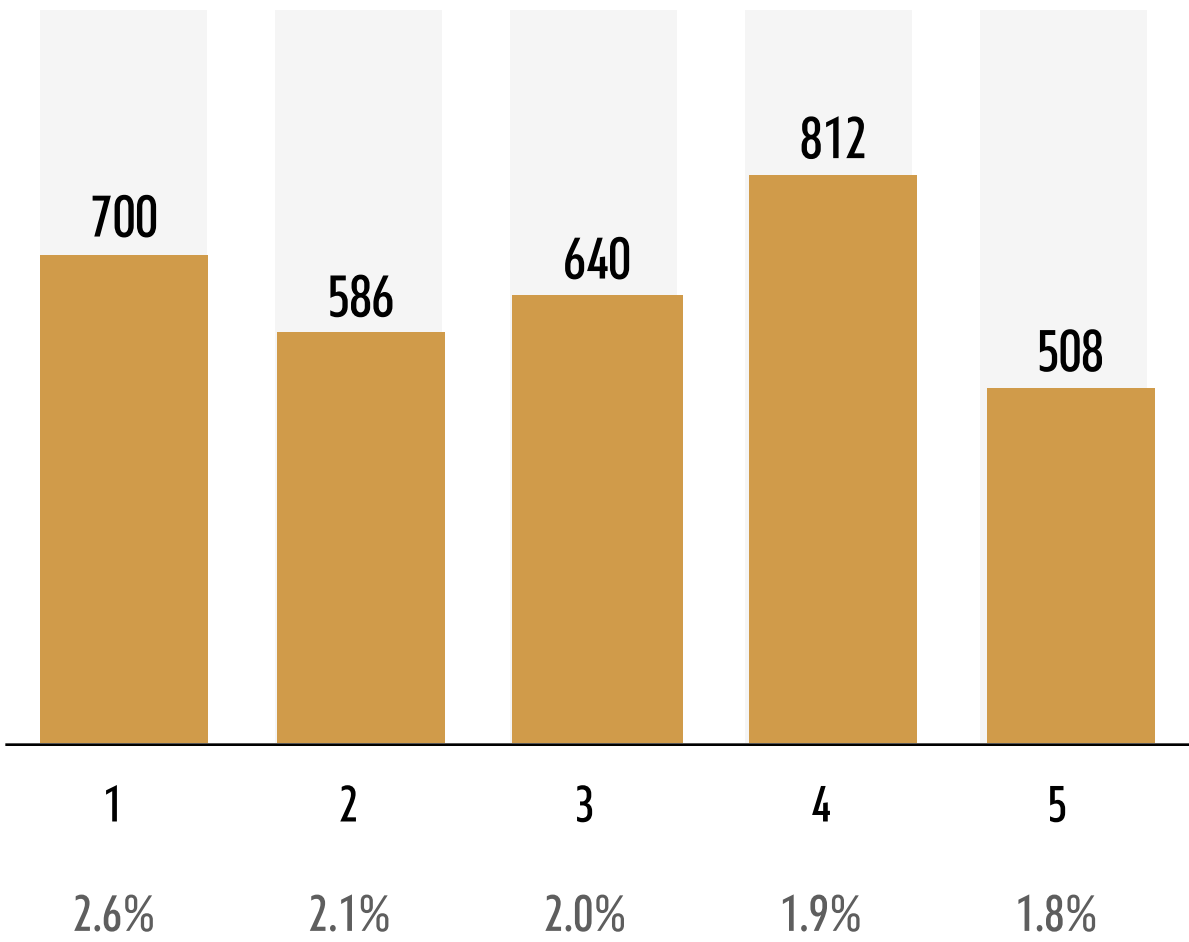
8% | NIS 721M BANKS



92% | NIS 7,688M BONDS

# FINANCIAL STRENGTH

THE SPREAD OF REPAYMENTS EFFECTIVE INTEREST RATE OVER THE YEARS



Repayments are in respect of the year commencing on July 1st and ending on June 30 of the next year.

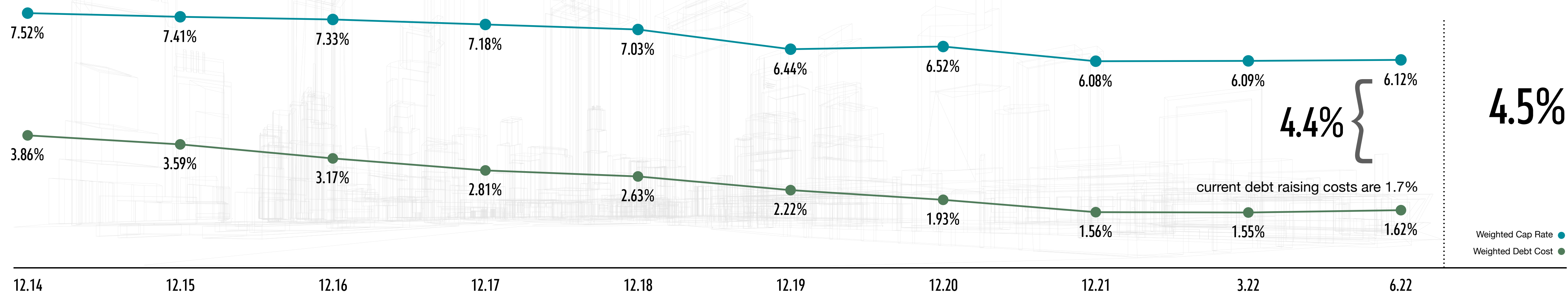
As of the financial reports' publication date, the company's cash balance is app. 450 million NIS and unutilized credit facilities totalling 1,100 million NIS

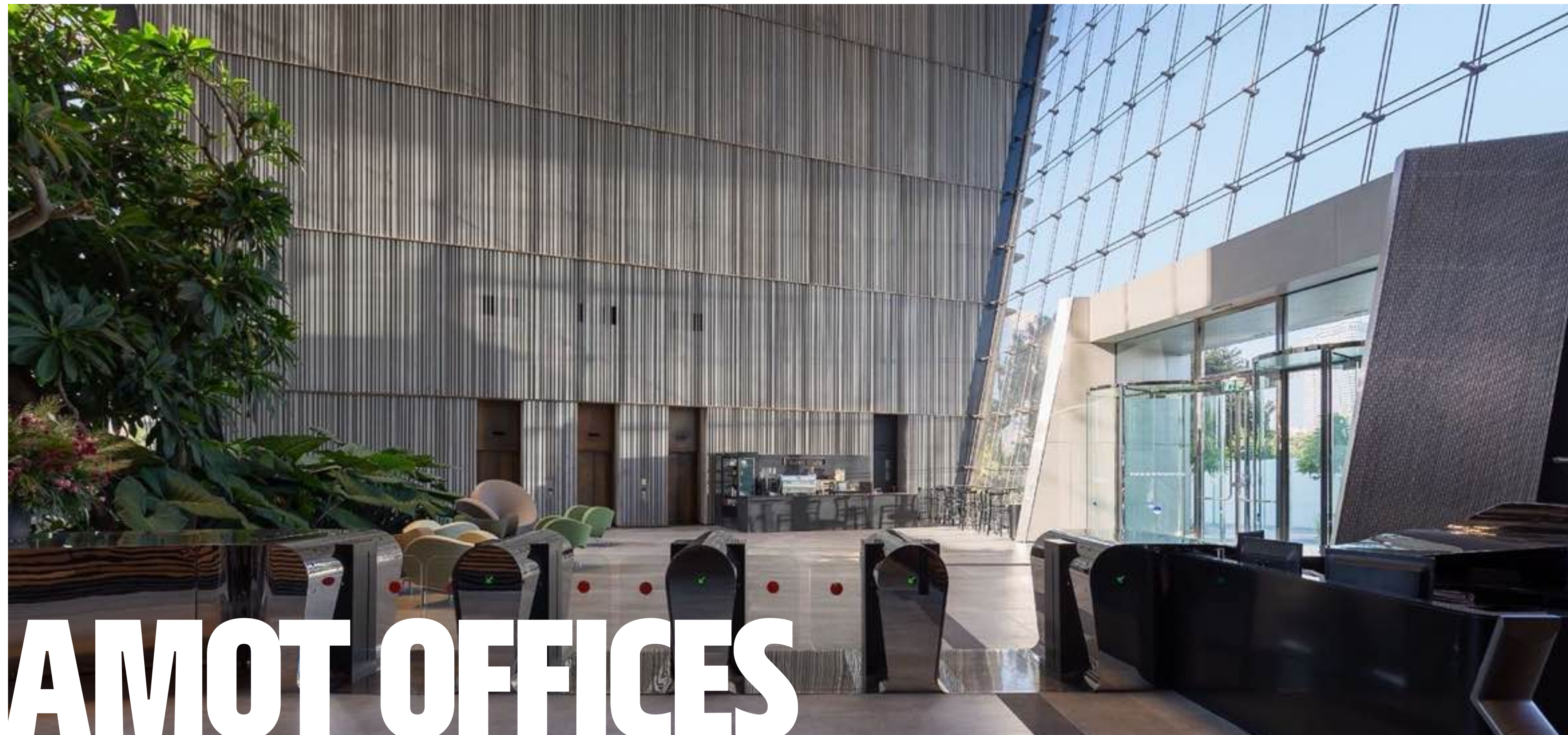




# FINANCIAL STRENGTH

THE CHANGE IN THE WEIGHTED CAPITALIZATION RATE RELATIVE TO THE  
CHANGE IN THE COMPANY'S WEIGHTED LINKED INTEREST RATE





# AMOT OFFICES



# AMOT OFFICES

INCOME PRODUCING OFFICE BUILDINGS  
WITH AN AREA OF APPROXIMATELY  
**447,000 SQM**

The fair value as of 30/06/2022 is approximately 7.8 billion NIS

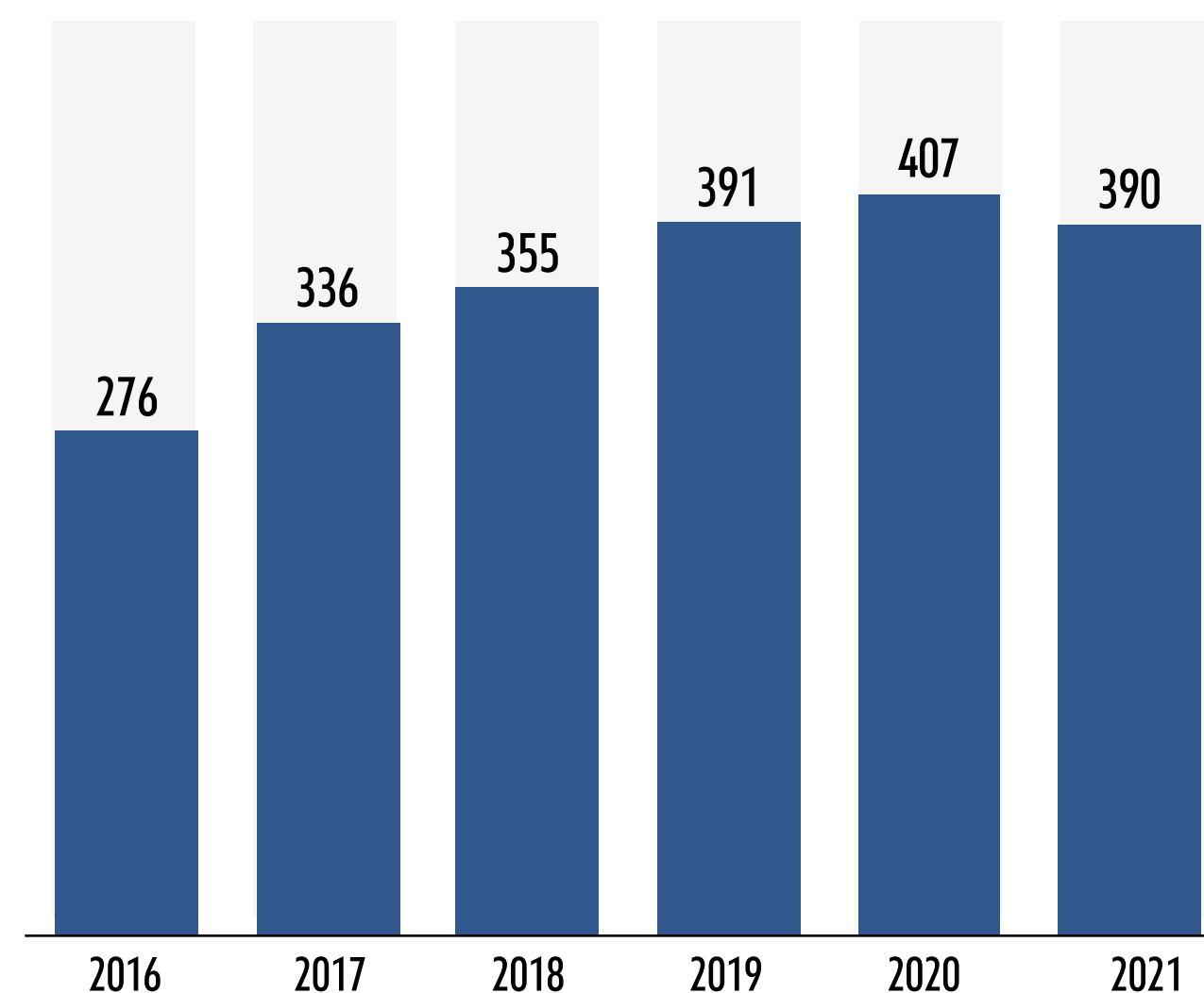
The NOI from offices in 1-6.22 is 213 million NIS

61% of the value of offices located in the Greater Tel Aviv area

The occupancy rate in the office areas as of June 30, 2022 is approximately 88.6%.

The average contractual-renting duration is 3-5 years (20% of rental agreements are renewed each year)

## NOI FROM OFFICES





# AMOT INDUSTRIAL



# AMOT INDUSTRIAL

INDUSTRIAL AND LOGISTIC PARKS WITH AN  
AREA OF APPROXIMATELY **503,000 SQM**

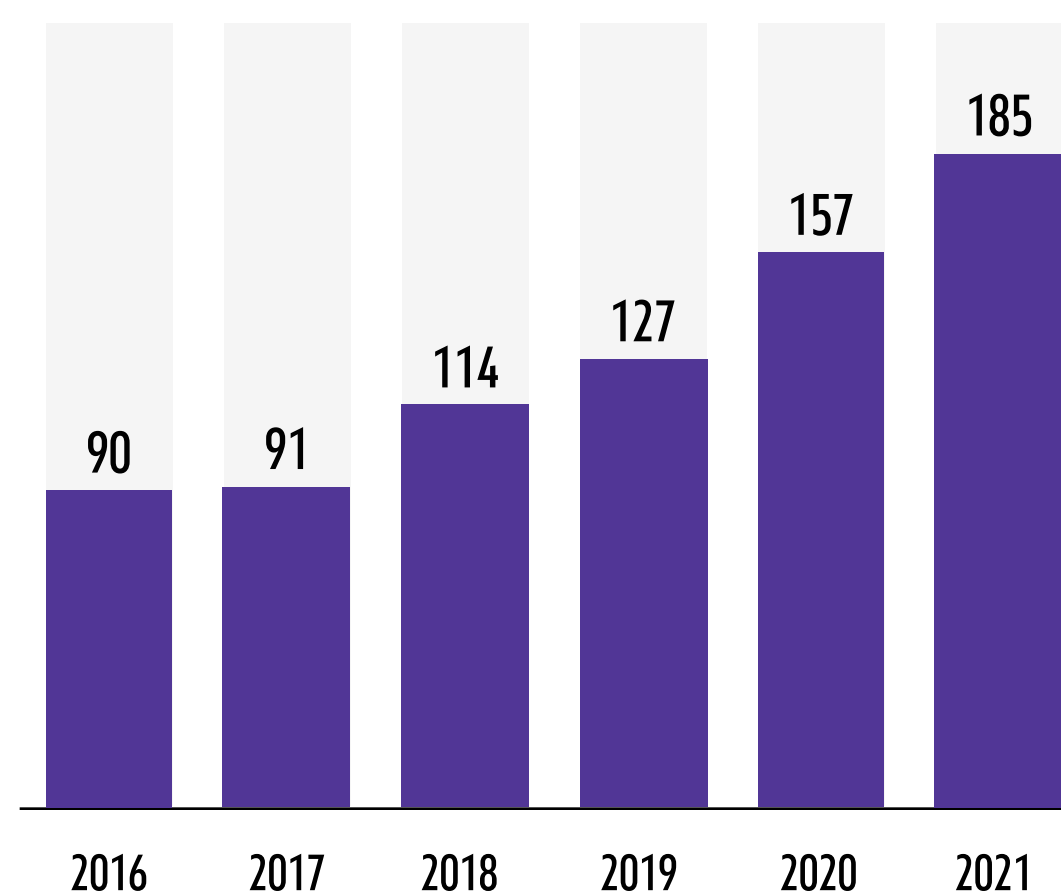
The fair value as of 30/062022 is approximately 4.4 billion NIS

The NOI from industrial and logistics in 1-6.22 is 119 million NIS

As of June 30, 2022, the rate of occupancy is 100%

The scope of new logistics centers purchased/ established during the last 6 years is approximately 2.8 billion NIS

## NOI FROM INDUSTRIAL AND LOGISTIC PARKS



FOX



שופרסל



Kimberly-Clark

teva

novolog  
THE NOVA HEALTH GROUP



SANOFI

truepharm  
by kinematix lab



Landa

chemical











# AMOT RETAIL

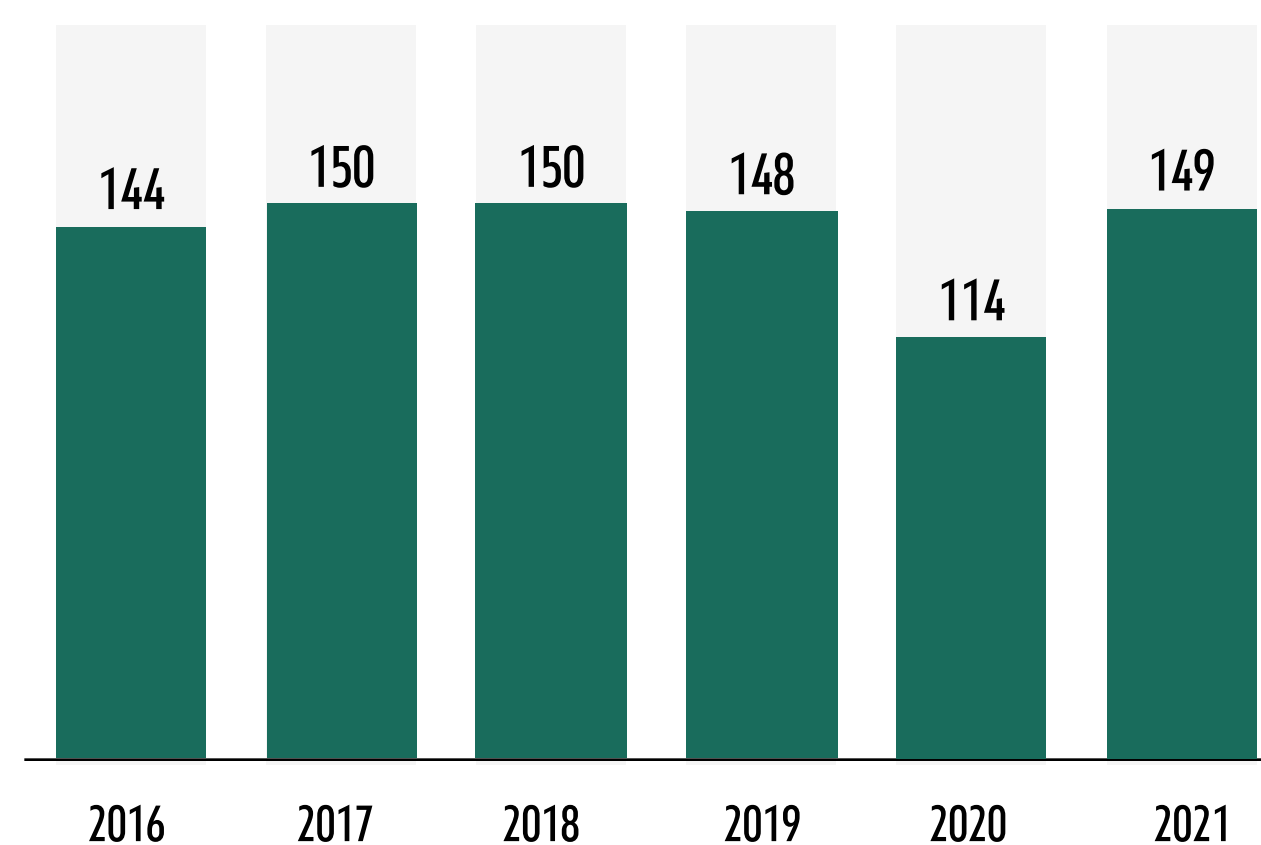
RETAIL CENTERS WITH AN AREA OF  
APPROXIMATELY 130,000 SQM

The fair value as of 30/06/2022 is approximately  
2.8 billion NIS

The NOI from retail in 1-6.22 is 87 million NIS

As of June 30, 2022, the rate of occupancy in  
retail centers is 98%

## NOI FROM RETAIL





# AMOT SUPERMARKETS

CAPITAL MARKET  
PRESENTATION

# SUPERMARKETS

## REPRESENTATIVE ASSETS

|                              |                         |                          |                             |
|------------------------------|-------------------------|--------------------------|-----------------------------|
| Mega-Anbar Holon             | Mega-Migdal Erel        | Super Sapir-Acre         | Shufersal-Or Yehuda         |
| Mega-Ashdod                  | Mega-Migdal Nahum       | Rami Levy-Ezdrachat      | Shufersal-Kiryat Shprintzak |
| Mega-Bably                   | Mega-Not Rachel         | Shufersal - Kfar Saba    | Co-op Kiryat Menachem       |
| Shufersal-Givatayim Weizmann | Lewkowicz-Givat Hamoreh | Shufersal-Nazareth Illit | Super Sapir-Safed           |
| Mega-Gilat Beer Sheva        | Arad Supermarket        | Shufersal-Carmiel        | Shufersal-Kiryat Eliezer    |
| Mega-Dimona                  | Mega-Hafetz Haim        | Mega-Neve Amirim         |                             |
| Co-op Kiryat Yam             | Mega-Ramat Efal         | Shufersal-Izraelia       |                             |
| Shufersal-South Givatayim    | Mega-Peretz Raanana     | Supermarket-Beit Shemesh |                             |
| Mega-Hadar Weizmann          | Victory-Hyper Ashkelon  | Shufersal-Motzkin        |                             |
| Mega-Herzliya                | Victory-Raanana         | Shufersal-Hayarden       |                             |

SUPERMARKETS WITH AN AREA OF  
APPROXIMATELY 37,700 SQM







# AMOT DEVELOPMENTS

## DEVELOPMENT STRATEGY / POLICY

Amot Investments Ltd. is a leading Israeli real estate company, focused on the management, leasing, maintenance, initiation and development of yielding properties in Israel. The Company is currently developing several prime properties, which will fuel growth.

1. Investment in projects under construction (land + building) up to 15% of the total property value.
2. Construction outside of the Gush Dan region is backed by an anchor tenant.
3. Maintaining the Company's existing leverage rates.



## LOW DEVELOPMENT RISK



AMOT HALEHI, BNEI BRAK

# AMOT DEVELOPMENTS

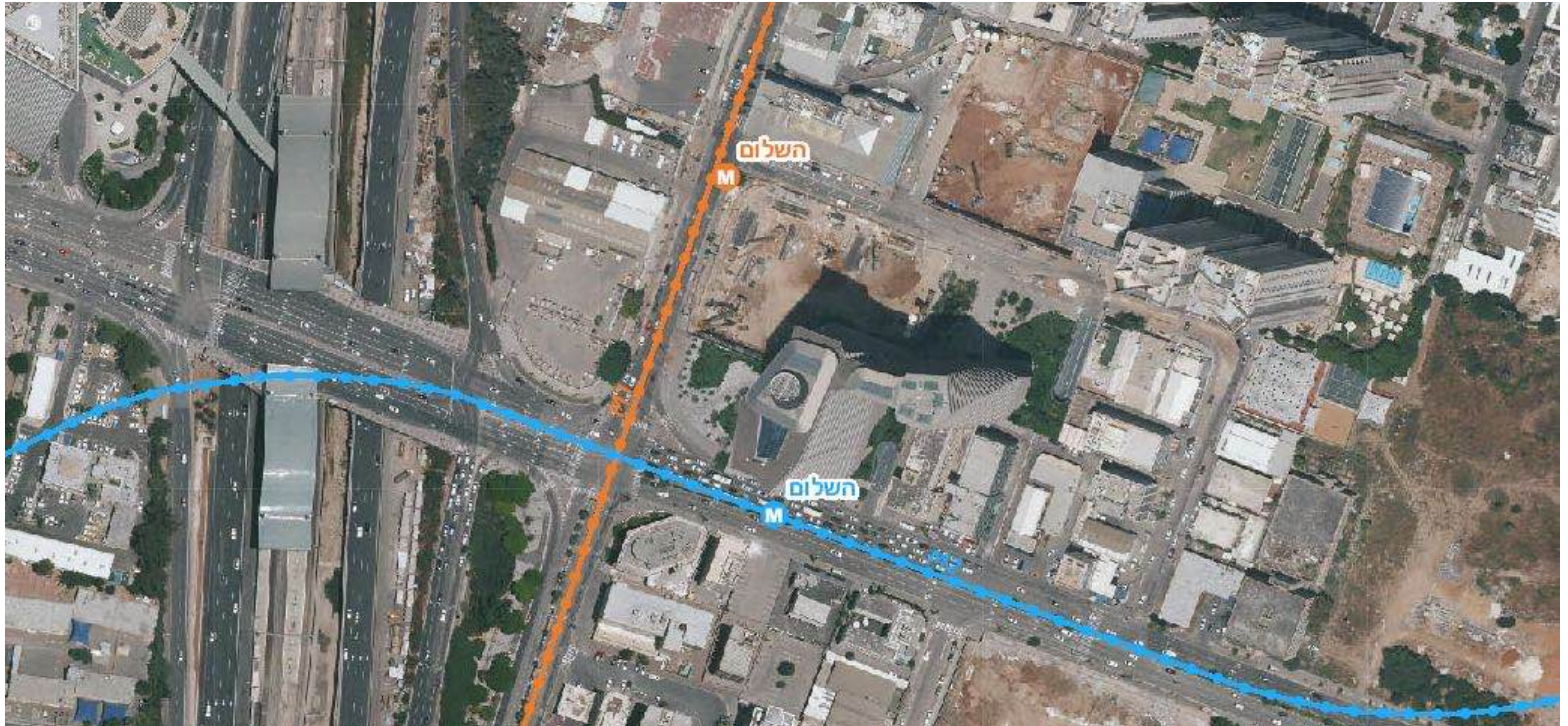
DATA ON PROJECTS UNDER CONSTRUCTION AS OF JUNE 30, 2022

| Property name                              | Location     | Primary use | Holding rate | Estimated completion date | Square meter for marketing above-ground 100% | Square meter for marketing above-ground | Project's book value | Estimated construction cost | Projected NOI upon occupation of the project |
|--------------------------------------------|--------------|-------------|--------------|---------------------------|----------------------------------------------|-----------------------------------------|----------------------|-----------------------------|----------------------------------------------|
| Projects under construction <sup>(1)</sup> |              |             |              |                           |                                              |                                         |                      |                             |                                              |
|                                            |              |             |              |                           |                                              | Company's share in million of NIS       |                      |                             |                                              |
| Amot Modi'in                               | Modi'in      | Offices     | 75%          | 2022                      | 9,000                                        | 6,750                                   | 55                   | 60-70                       | 5                                            |
| Halehi complex                             | Bnei Brak    | Offices     | 50%          | 2025                      | 82,000                                       | 41,000                                  | 224                  | 610-630                     | 48-52                                        |
| K complex Jerusalem                        | Jerusalem    | Offices     | 50%          | 2026                      | 103,000                                      | 51,500                                  | 117                  | 540-570                     | 46-50                                        |
| Logistic center Beit Shemesh               | Beit Shemesh | Logistics   | 60%          | 2024                      | 45,000                                       | 27,000                                  | 73                   | 175-185                     | 12-14                                        |
| Park Afek                                  | Rosh HaAyin  | Offices     | 50%          | 2024                      | 8,400                                        | 4,200                                   | 7                    | 30-35                       | 3                                            |
| ToHa2                                      | Tel Aviv     | Offices     | 50%          | 2026                      | 160,000                                      | 80,000                                  | 478                  | 1,450-1,550                 | 130-150                                      |
| Total                                      |              |             |              |                           | 407,400                                      | 210,450                                 | 954                  | 2,865-3,040                 | 244-274                                      |

1. During the 1rd quarter of 2022 the company classified Amot Holon from property under construction to investment property.
2. During the 3rd quarter of 2020 the company classified Amot Modi'in logistics center from property under construction to investment property, in the amount of NIS 187 million (the Company's share).
3. Starting from the second quarter of 2022 the upgrade to the Amot Givatayim Building was finished and the property began generating income, and as a result the property was reclassified as investment property.







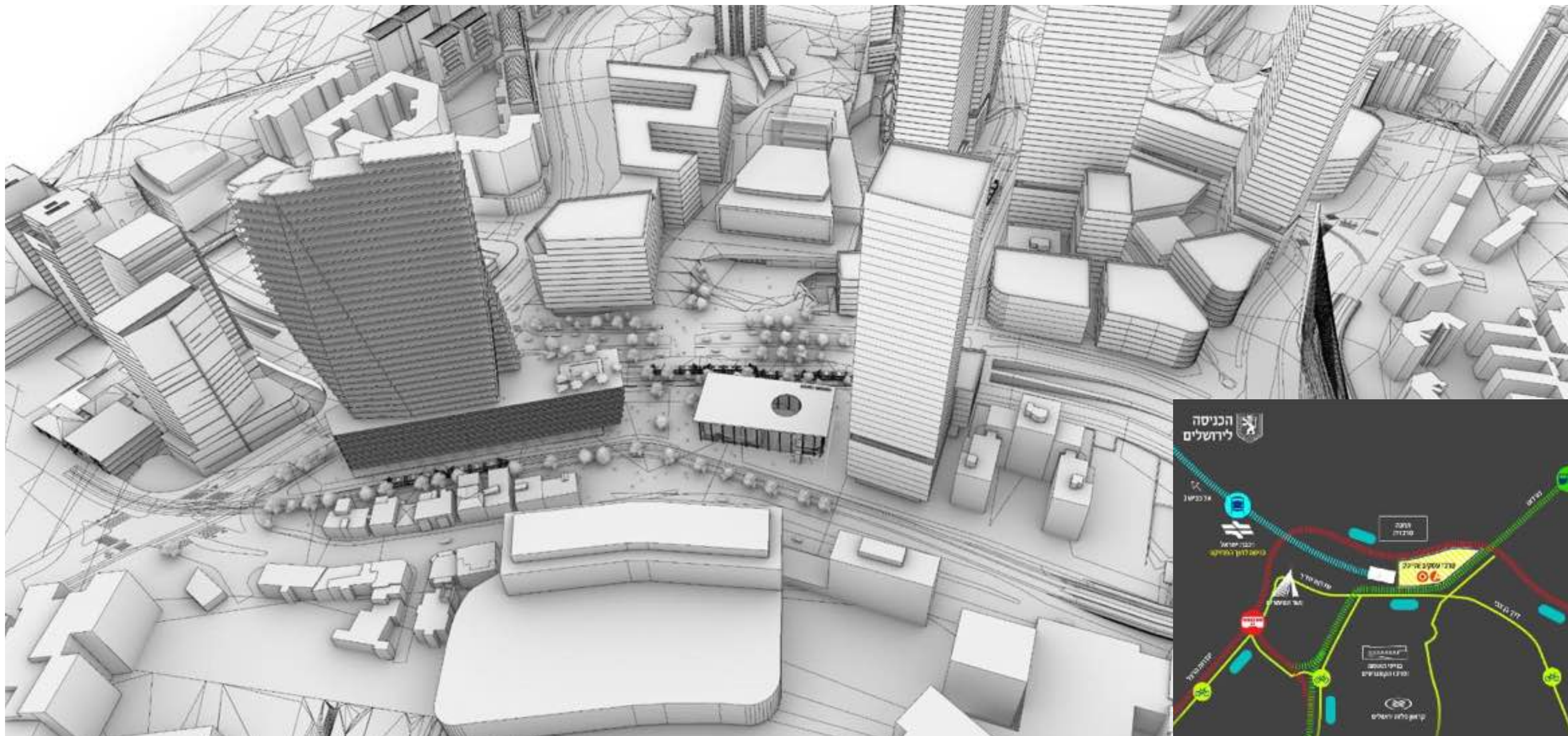














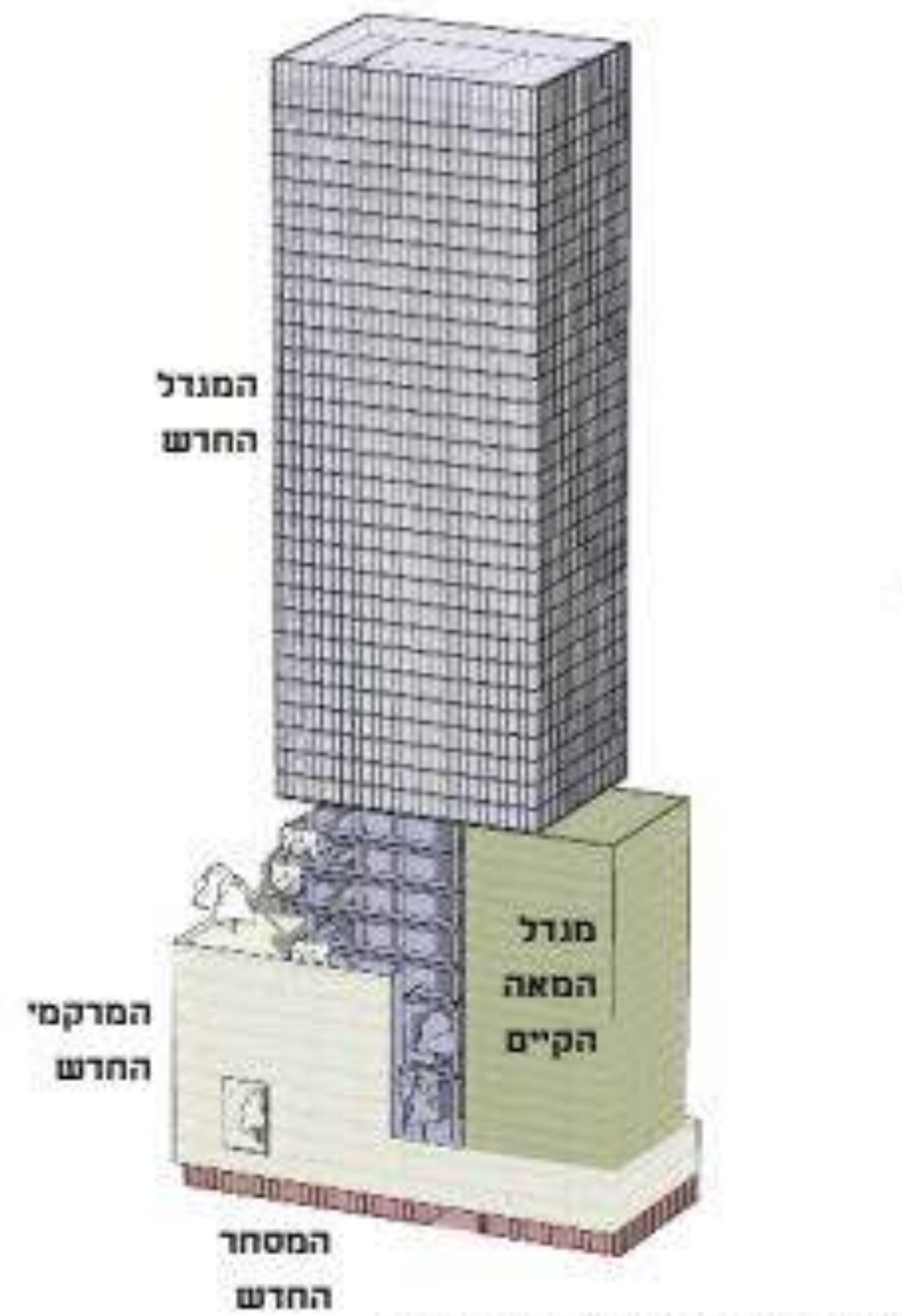




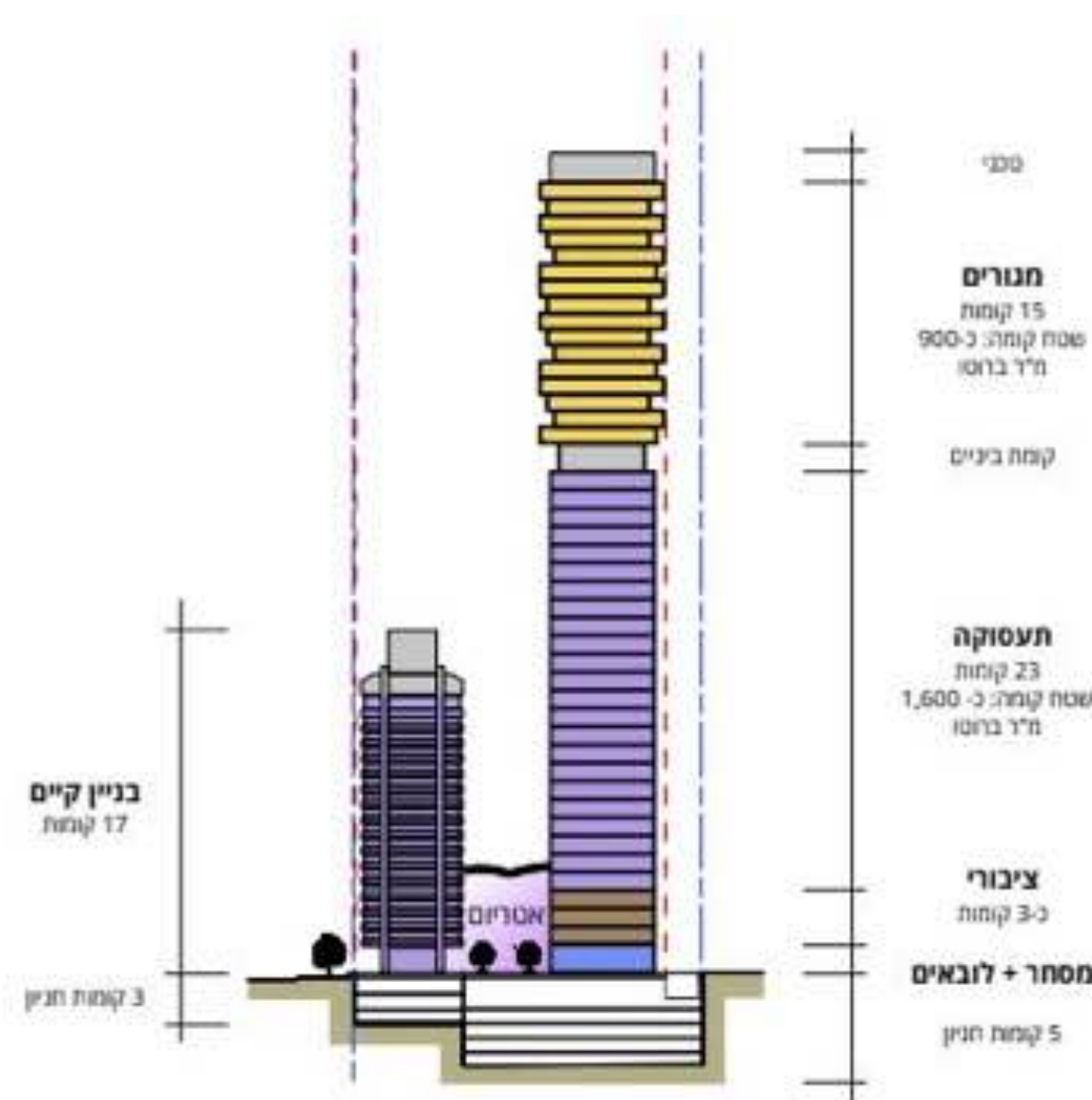


# DEVELOPMENT - PLAN TEL AVIV 5000





# PLAN TEL AVIV 5000 - MIGDAL HA'MEA



# PLAN TEL AVIV 5000 - DUBNOV / AMOT MISHPAT

DURING THE REPORTING PERIOD, THE CLAIM UNDER PLAN TA/5000 WAS DISCUSSED AND APPROVED WITH TERMS OF THE TEL AVIV LOCAL COMMITTEE AND THE COMPANY IS WORKING TO COMPLETE THEM.



# PLAN TEL AVIV 5000 - BEIT ERUPA



# PLAN TEL AVIV 5000 - BEIT AMOT BITUAH

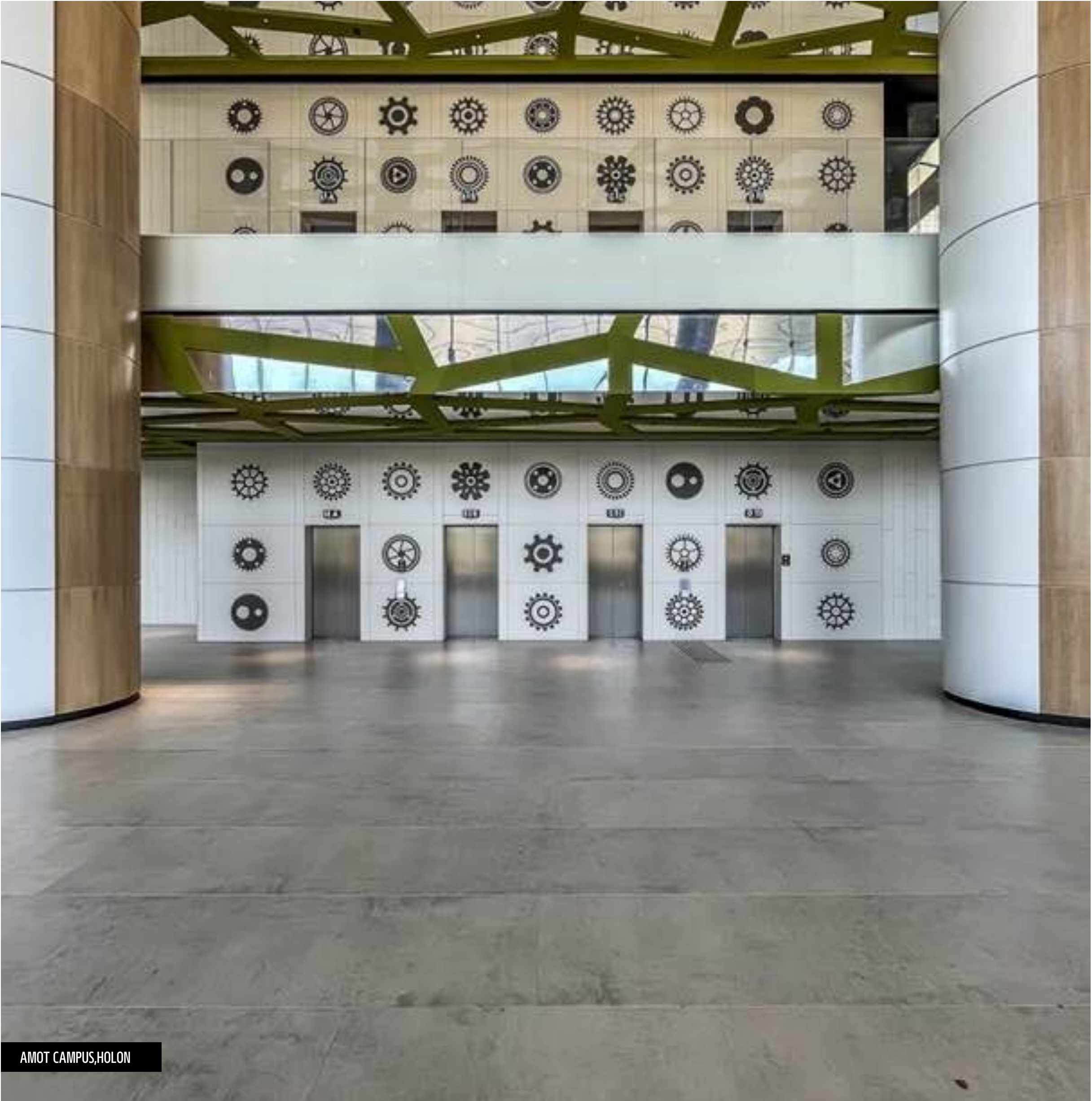


# FINANCIAL DATA

# FINANCIAL DATA

## AMOT BALANCE SHEET DATA - EXPANDED CONSOLIDATED

|                                                                   | 30/06/2022<br>Million NIS | 31/12/2021<br>Million NIS |
|-------------------------------------------------------------------|---------------------------|---------------------------|
| CASH AND CASH EQUIVALENTS                                         | 942                       | 442                       |
| INVESTMENT PROPERTY AND INVESTMENT<br>PROPERTY UNDER CONSTRUCTION | 17,884                    | 17,126                    |
| FINANCIAL LIABILITIES                                             | 8,409                     | 7,890                     |
| DEFERRED TAXES                                                    | 1,589                     | 1,531                     |
| TOTAL EQUITY                                                      | 8,352                     | 7,601                     |
| EPRA NRV                                                          | 9,940                     | 9,132                     |



AMOT CAMPUS,HOLON



CAPITAL MARKET  
PRESENTATION

# FINANCIAL DATA

## INCOME AND FFO DATA – EXPANDED CONSOLIDATED

|                                              | CHANGE % | 1-6.2022   | 1-6.2021   |
|----------------------------------------------|----------|------------|------------|
| NOI                                          | 21%      | 448        | 370        |
| CHANGE IN THE VALUE OF INVESTMENT PROPERTIES |          | 441        | 137        |
| CHANGE IN THE VALUE - TRANSACTION COSTS      |          | (2)        | (8)        |
| GENERAL AND ADMINISTRATIVE EXPENSES          |          | (31)       | (26)       |
| FINANCING – REAL INTEREST                    |          | (61)       | (60)       |
| FINANCING – LINKAGE DIFFERENCES              |          | (229)      | (52)       |
| TAXES                                        |          | (65)       | (62)       |
| NET INCOME                                   |          | <b>500</b> | <b>298</b> |
| FFO                                          | 30%      | 352        | 271        |



AMOT MISHPAT, TEL AVIV

CAPITAL MARKET  
PRESENTATION

# FINANCIAL DATA

## INCOME AND FFO DATA – EXPANDED CONSOLIDATED

| NOI                                         | Q2-2022       | Q1-2022 | Q4-2021 | Q3-2021 | Q2-2021 | % CHANGE Q2-22 VS Q2-21 |
|---------------------------------------------|---------------|---------|---------|---------|---------|-------------------------|
|                                             | NIS thousands |         |         |         |         |                         |
| SAME PROPERTY NOI                           | 207,978       | 204,148 | 199,148 | 195,932 | 192,391 | 8%                      |
| PROPERTIES ACQUIRED / SORTED TO REAL ESTATE | 20,216        | 15,285  | 13,703  | 1,303   | 155     |                         |
| NOI                                         | 228,194       | 219,433 | 212,851 | 197,235 | 192,546 | 19%                     |

| FFO                                   | 1-6.22        | 1-6.21  | % CHANGE H1-22 VS H1-21 |
|---------------------------------------|---------------|---------|-------------------------|
|                                       | NIS thousands |         |                         |
| FFO                                   | 351,622       | 271,040 | 30%                     |
| WEIGHTED NUMBER OF SHARES             | 456,972       | 410,798 | 11%                     |
| FFO PER SHARE (agorot) <sup>(1)</sup> | 77.0          | 66.0    | 17%                     |

1. FFO Per share in 2022, increased by 17%, while increasing the weighted share by 11%.



# FINANCIAL DATA

## CONTRACTS - H1 2022

During the H1 2022 reporting period, 205 new contracts were signed, including option exercises and contract renewals within 79 thousand square metres with annual rents totalling NIS 81 million.

| Usage                          | New areas leased - For the period 1-6.2022 |                          |                            |                          | % Change |
|--------------------------------|--------------------------------------------|--------------------------|----------------------------|--------------------------|----------|
|                                | Number of contracts                        | Floor space above ground | Average rent per sqm prior | Average rent per sqm new |          |
|                                |                                            | Square meters            | NIS                        | NIS                      | %        |
| Offices                        | 109                                        | 42,074                   | 86                         | 101                      | 18%      |
| Logistics and industrial parks | 23                                         | 23,828                   | 37                         | 42                       | 14%      |
| Retail                         | 71                                         | 10,946                   | 119                        | 122                      | 3%       |
| Supermarkets                   | 2                                          | 2,414                    | 63                         | 65                       | 3%       |
| Total                          | 205                                        | 79,262                   |                            |                          |          |

1. The above table includes rental contracts that have been signed/renewed/options that have been exercised during the reporting period.
2. The company signs on contracts with various levels of finishing.
3. The chart does not include new areas.



VERED HOUSE , GIVATAYIM

# FINANCIAL DATA

## CONTRACTS - Q2 2022

During the course of the second quarter of 2022, 99 new contracts have been signed, including the exercise of an option on an area of approximately 34 thousand square meters, which will generate annual rental fees of approximately NIS 37 million.

| Usage                          | New areas leased - For the period 4-6.2022 |                          |                            |                          | % Change |
|--------------------------------|--------------------------------------------|--------------------------|----------------------------|--------------------------|----------|
|                                | Number of contracts                        | Floor space above ground | Average rent per sqm prior | Average rent per sqm new |          |
|                                |                                            | Square meters            | NIS                        | NIS                      | %        |
| Offices                        | 51                                         | 19,346                   | 90                         | 101                      | 12%      |
| Logistics and industrial parks | 10                                         | 7,552                    | 35                         | 39                       | 11%      |
| Retail                         | 37                                         | 5,393                    | 134                        | 135                      | 1%       |
| Supermarkets                   | 1                                          | 1,738                    | 71                         | 74                       | 4%       |
| Total                          | 99                                         | 34,029                   |                            |                          |          |

1. The above table includes rental contracts that have been signed/renewed/options that have been exercised during the reporting period.
2. The company signs on contracts with various levels of finishing.
3. The chart does not include new areas.



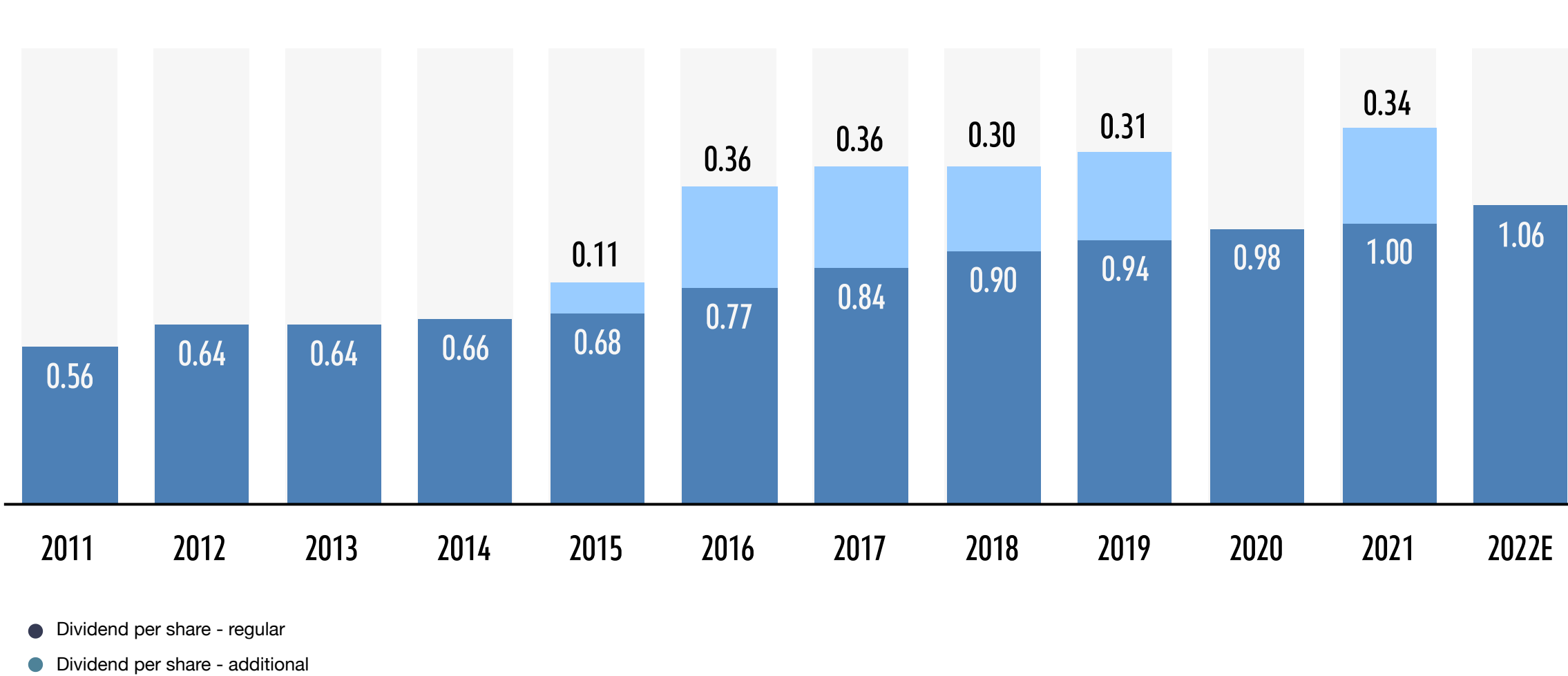
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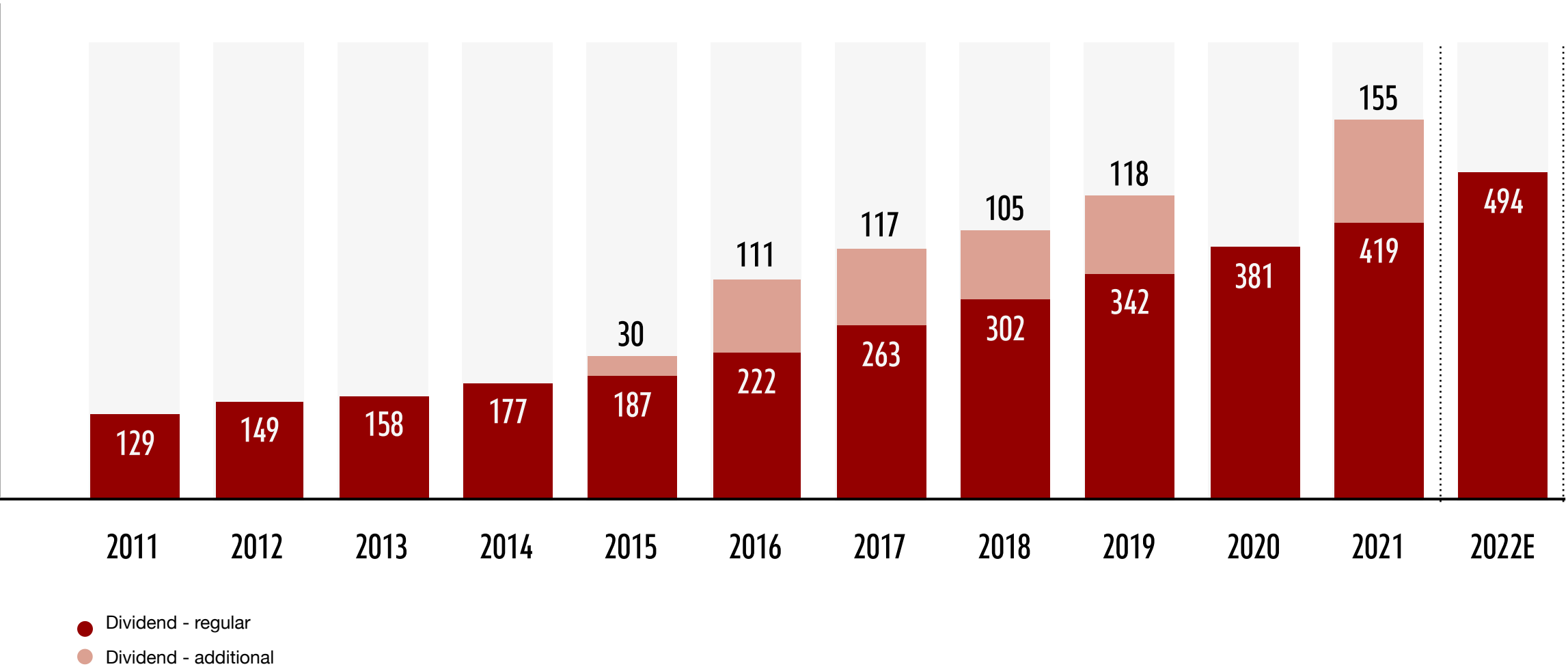
# CONCLUSION

# CONCLUSION

DIVIDEND DISTRIBUTION OVER THE YEARS PER SHARE (NIS)



DIVIDEND DISTRIBUTION OVER THE YEARS (MILLION NIS)





# CONCLUSION

1. Strong tenant mix and wide geographic distribution, managed in a responsible manner
2. 176 income producing properties
3. A variety of uses
4. Managerial ability and the ability to improve assets
5. Financial strength and availability for large-scale acquisition transactions
6. Financial flexibility and high accessibility to the capital market
7. High financial strength (rated AA by Maalot and Midroog)
8. All of the Company's assets are unsecured except for assets valued at 2% held with partners
9. The Company has a future potential for additional savings in financing expenses from a recycling of debts at a significantly lower interest rate than the average rate paid currently for debts
10. Credit facilities in the amount of 1,230 million NIS
11. High occupancy over time 95% as of 30.6.2022
12. Promoting projects with reference to the potential for improvement
13. A dividend policy that is stable and known in advance
14. Effective leverage ratio of 41%



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# CONCLUSION

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The presentation does not constitute an offer or an invitation to purchase the Company's securities, and its contents do not constitute a recommendation or opinion or a substitute for the investor's discretion.

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Forward-looking information is based solely on the subjective evaluation of the Company, based on facts and data regarding the current state of the Company's business and macro-economic facts and data, all as known to the Company at the time of preparing this presentation. The realization or non-realization of the forward-looking information will be affected, inter alia, by factors that cannot be assessed in advance and which are not under the Company's control. The Company does not undertake to update and/or change any such forecast and/or assessment in order to reflect events and/or circumstances that may occur after the date of preparation of this presentation.



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# 2022



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