

# Capital Market Presentation

for 2023

#### **DISCLAIMER**

The following is an unofficial translation into the English language, for convenience purposes only, of the Annual Supplemental Presentation of Melisron Ltd. ("the Company") for the year ended December 31, 2023 that was originally prepared in the Hebrew language. The full, legal and binding version of the Presentation for all purposes is the Hebrew version, filed by the Company with the Israel Securities Authority and published on the MAGNA website: <a href="https://www.magna.isa.gov.il">www.magna.isa.gov.il</a> on March 10, 2024.

**MELISRON** 

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This presentation is a general overview of the Company's operations only. The presentation is not intended to replace perusal of the Company's public filings and therefore, to obtain a complete picture of the Company's operations and the risks that it faces, please refer to the Company's shelf prospectus, its immediate reports, and quarterly and periodic financial statements, which are available on the Magna website ("the Public Filings"). The presentation includes figures and information presented differently to the figures contained in the public reports or in a manner that enables calculation from the data in the public reports. In any event of difference between the information contained in the public reports and that in this presentation, the information in the public reports will prevail.

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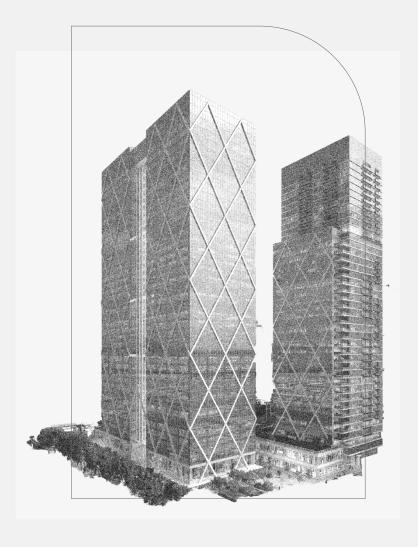






# Melisron at a Glance

Melisron Preface



Since 1992

Melisron has been traded on the TASE, and is included in leading TASE indices, TA 125, TA 35 and TA Real Estate 53%
of the share capital
is held by the public

Market CAP

NIS 13 billion

ilAA

Bond series rating

ilAA-\Positive

High credit rating

### **Portfolio**

98.8%

Average occupancy rate

2,700

**Tenants** 

NIS 10 billion

Annual mall sales

70 million
Annual mall visits

**28** Income-producing properties owned by the Company

917,000 sqm

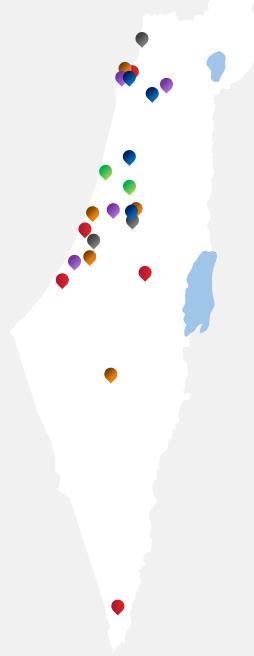
Managed space

26,000

Parking spaces







# **Map of Properties**

Melisron Preface

**Neighborhood malls** (7% of NOI) Ofer Marom Center | Ofer Kenyoter | Ofer Adumim | Ofer Sirkin | Ofer Harel\* | Ofer Nahariya



Regional malls (53% of NOI) Ofer Ramat Aviv | Ofer Kiryon | Ofer Grand Canyon Haifa | Ofer Grand Canyon Petach Tikva | Ofer Rehovot | Ofer Grand Canyon Beer Sheva



**Single tenant properties** (5% of NOI) IKEA Rishon Letzion | Hamashbir Zion Square (Jerusalem) | Housing complexes in Ashdod | Country Sports Club, Haifa | BE Eilat boardwalk

**Urban malls** (4% of NOI)

Hadera

Ofer Hasharon Netanya | Ofer Lev



High-tech parks and offices (22% of NOI) Petach Tikva East | Petach Tikva West |



Ofer Park Yokne'am | Ofer Park HaCarmel | Ofer Buildings Millenium House

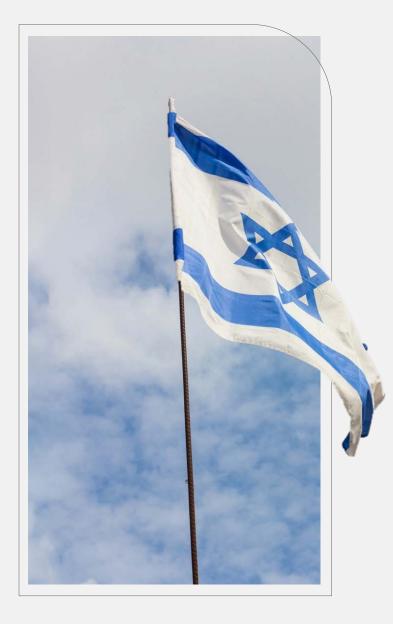


**Outlets and Power Centers (9% of NOI)** Ofer Billu Center | Ofer Hutzot Hamifratz | Ofer Hagivaa | Ofer Center Nof Hagalil





<sup>\*</sup> This year the Company completed the acquisition of the 12,000 sqm Harel Mall in Mevaseret Zion



## **Effects of the Iron Swords War**

Shopping Mall and Commercial Center Segment

- At the outset of the war, shopping mall segment adversely impacted, but as time went by the effects of the war diminished and traffic in the malls returned to their pre-war levels. October sales dropped by 30%; since mid-November there has been some recovery, so that November sales ended with a 3% drop compared to November 2022; December sales ended with a 16% increase compared to December 2022 and January recorded an increase of 11% compared to January 2023.
- Due to the adverse effect on the sales of the tenants at the outset of the war, the Company published a relief plan for tenants in its shopping malls and commercial centers, based on the principal of balanced sharing the burden of loss between the State (which published a financial aid plan for businesses whose operations were harmed), the tenant and the landlord, as follows:
  - A 25% discount in rent and management fees for November.
  - The option of spreading the November rent payment into three consecutive monthly payments.
  - Certain tenants, such as supermarket and pharmaceutical chains, offices located in shopping malls, banks and HMOs were eligible for a discount in rent and management fees.

The total discounts given by the Company under this plan amounted to NIS 31 million.

Melisron Preface



#### **Effects of the Iron Swords War**

Melisron Preface

# Offices Segment

- Currently there has been no adverse effect on the existing offices segment.
- In the first week of the war, marketing of offices under construction ceased, from the second week negotiations were revived and substantial progress was made with the commercial agreements in the Landmark project.



## Residential and **Construction Segment**

- In the first weeks of the war, constructions sites were shutdown at the instructions of the local authorities.
- As at date of publication of the Company's report, the constructions sites have returned to almost full operation, however the shortage of workers is still noticeable.
- The shortage of workers could delay marketing and construction of new projects.







# ① The figures for high-tech parks and offices also include the offices in the mall buildings or adjacent to them.

- ② Construction of Buildings C and D in the Petach Tikva East Park has been completed, and the buildings are in advanced stages of occupancy. These buildings are not included in the occupancy rates in the foregoing table.
- ③ The occupancy rate for the Outlets and Power Centers excludes an area of 2,500 sqm in the Hutsot Hamifratz complex that was leased as an event venue, for which the contract was canceled due to the Covid-19 pandemic. Including this area, the occupancy rate is 97%.

# **Breakdown of the Company's Properties by Risk and Return**

Melisron Preface

	Area (Company's share) (sqm thousands)	Occupancy Rate (%)	Value attributed to income- generating (NIS million)	Value attributed to rights and construction (NIS million)	NOI for 2023 (NIS million)	Weighted capitalization rate (%)	Percentage of NOI (%)
Regional malls	268	99.8%	11,043	243	705	7.01%	53%
High-tech Parks and Offices <sup>®</sup>	319	<sup>©</sup> 98.0%	4,474	2,583	296	7.00%	22%
Outlets and Power Centers	86	<sup>3</sup> 98.9%	1,831	414	115	7.08%	9%
Single Tenant Properties	41	100%	1,114	4	70	6.08%	5%
Neighborhood Malls	67	98.2%	1,354	44	88	7.24%	7%
Urban Malls	41	98.4%	748	104	52	7.51%	4%
Total	822	98.8%	20,564	3,392	1,326	6.99%	100%





# **Tenant Mix of the Malls**

Mix by Income, based on Product Mix in Malls

Melisron Shopping Malls

Fashion, footwear and accessories	45% ———	
Home deco, electric appliances, technology products	12%	
General retail, service providers, leisure activities and gifts	12%	
Fast food and dining	9%	
Health and beauty care	8%	
Supermarkets	5% ———	
Jewelry and watches	5% ———	
Department stores	3% ———	
Cinemas	1%	



# Analysis of Retail Sales (by segment)

Total Sales in Ofer Malls for the period Jan-Dec 2023 amounted to NIS 9.3 billion

Melisron Shopping Malls

#### **Change in Sales Jan-Dec 2023**

Compared to the corresponding period in 2022

Compared to the corresponding period in 2022				
Fashion, footwear and accessories	1%			
Jewelry	(2%)			
Leisure activities and gifts	5%			
Home deco	(7%)			
Electric appliances and technology products	1%			
Health and beauty care	5%			
Fast food and dining	5%			
General retail and service providers	1%			
Total specialty stores	1%			
Department stores	13%			
Cinemas	5%			
Supermarkets	4%			
Total Change	2%			



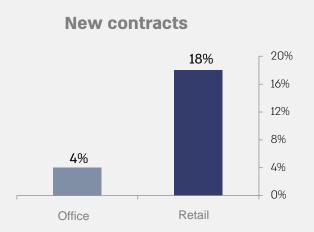
# Recovery of Retail Sales (figures compared to corresponding month last year)

January - September	+5%
October	-30%
November	-3%
December	+16%
January	+11%
February (RIS)	+10%

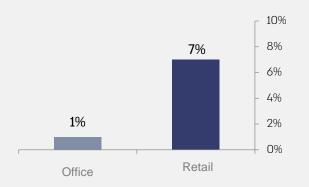


# New Contracts, Exercise of Options and Renewal of Contracts in 2023 (Commercial and Offices)

Melisron Shopping Malls



# **Exercise of options and renewal of contracts**



	Ret	ail	Office		
	Exercise of options and renewal of contracts	New contracts (tenant churn)	Exercise of options and renewal of contracts	New contracts (tenant churn)	
Number of contracts	453	136	43	7	
Space rented (sqm thousands)	71	18	49	3	
Annual revenues (NIS millions)	149	56	41	3	
Real rental growth rate	7%	18%	1%	4%	

New contracts for space unoccupied for over a year and new ventures	Retail	Office
Number of contracts	64	8
Space rented (sqm thousands)	9	24
Annual revenues (NIS millions)	17	24

Total average increase in new contracts, exercise of options and renewal of contracts in 2023 was 10%



Melisron Shopping Malls

#### GLA 24,300 sqm

Uses of land - Retail and Office (Retail 17,000 sqm; Office 7,300 sqm) Investment to date NIS 74 million (100%) Total estimated construction costs NIS 406 million (100%)

#### **Expected NOI NIS 32 million (100%)**

Planning to be completed in 2026

#### Status of rentals -

There are commercial agreements for the entire retail space

#### **Status of construction**

**Excavation and Shoring** 





Melisron Shopping Malls

#### GLA 21,000 sqm

Uses of land - Retail Total estimated construction costs NIS 355-365 million (100%)

#### Expected NOI NIS 31-34 million (100%)

Planning to be completed in 2025

#### Status of rentals -

There are commercial agreements for most of the retail space

#### **Status of construction**

Urban Building Plan approved; demolition permit received





Melisron Shopping Malls

#### GLA 19,000 sqm

Uses of land - Retail Investment to date NIS 62 million (100%) Total estimated construction costs NIS 151 million (100%)

#### **Expected NOI NIS 18 million (100%)**

Planned completion of Jumbo and Fox 2024 Planned completion of Building 12 2024 Planned completion of Babylon 2025

#### Rental status - four contracts have been signed:

Jumbo - 10,000 sqm Fox Home - 1,500 sqm Babylon 2,700 sqm Adidas 1,200 sqm

#### **Status of Construction**

Jumbo building - construction is completed, modifications being made for occupancy

Building 12 - building permit received, work will start soon Babylon building - preparing for receipt of permit





# **Leading Tenants in Offices**

330 Tenants of which leading companies traded on the stock exchange in Israel and worldwide

Melisron Offices

Annual NOI is NIS 296 million (based on 1-12, 2023)

7% Weighted capitalization rate

4.5 billion NIS Value of income-generating properties (Company's share)

220,000 sqm Projects under construction and occupancy (Company's share - 133,000 sqm)

NIS 213 million Expected NOI from projects under construction (Company's share)

NIS 2.6 billion Value of properties under construction (Company's share)

357,000 sqm Managed Space

**6,000 Parking Spaces** 

**3.1** years Average life of Rentals

98.0% Occupancy rate





Melisron Offices

#### GLA 166,000 sqm

Offices, Commercial and Residential 116 units
Investment to date NIS 1.8 billion
Total estimated construction costs\* NIS 2.6 billion

#### **Expected NOI NIS 313 million**

Expected income from the sale of apartments NIS 523 million 92% of Tower A space has been marketed (contracts signed for 80%)

#### **Status of Construction**

Tower A is at final preparation stage for receiving Form 4 occupancy certificate

Tower B work has started on construction of the shell

Planned completion of Tower A 2024 Planned completion of Tower B 2026

Negotiations with potential tenants for the rest of the available space in Tower A



<sup>\*</sup> Includes land, leasehold improvements



# **Completed Project**

(In occupancy process)

Melisron Offices

#### GLA 23,000 sqm

Uses - Office Investment to date NIS 200 million Total construction costs estimated at NIS 200 million

#### **Expected NOI NIS 24 million**

(This year NOI was NIS 17 million)

#### **Status of Construction**

Construction completed, the building is in occupancy process

Contracts signed for 100% of the space





# **Completed Project** (In occupancy process)

Melisron Offices

**GLA 33,500 sqm** 

Uses - Office Investment to date NIS 217 million Total construction costs estimated at NIS 252 million

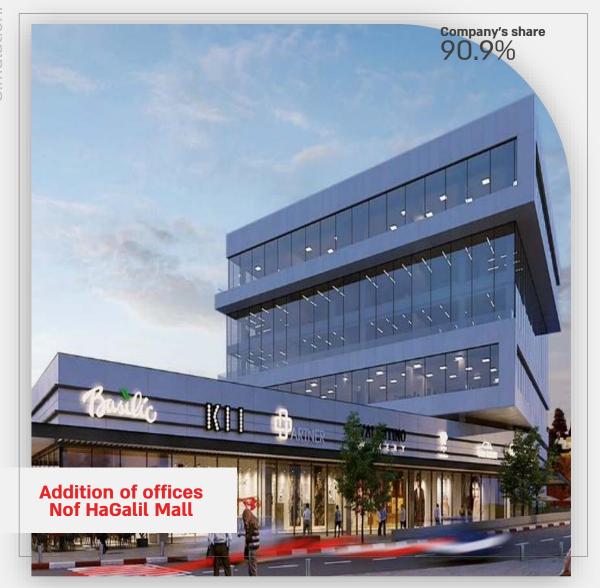
Construction completed In occupancy process

**Expected NOI NIS 31 million** 

(This year NOI was NIS 10 million)

Contracts signed for 85% of the space





# **Project under Development**

Melisron Offices

#### GLA 6,000 sqm

Uses - Office
Investment to date NIS 20 million
Total construction costs estimated at NIS 50 million

#### **Expected NOI NIS 5 million**

**Expected construction completion date of 2024** 

#### **Status of Construction**

Construction of the shell is completed, in stages of finishing





# **Aviv Yizum | Residential Apartments**

Melisron Residential Apartments

87%

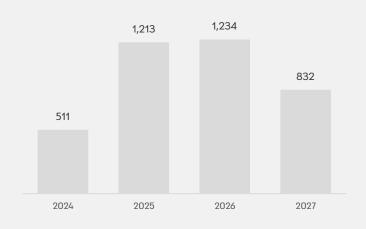
of the apartments are located in Givatayim, Ramat Gan and Tel Aviv Expected number of apartments to be sold (Aviv Yizum's share)

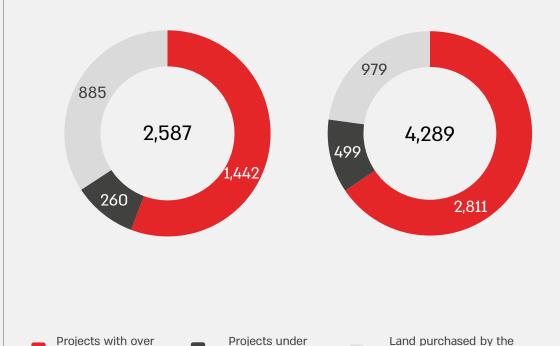
67% signatures

Expected number of apartments to be built 100%

Company







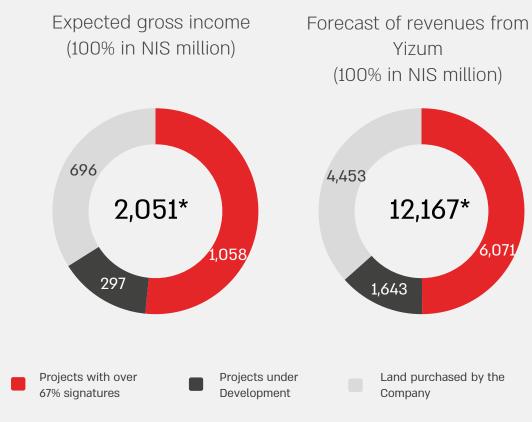
Development



# **Aviv Yizum | Expected Revenue and Gross Profit**

Melisron Residential Apartments





<sup>\*</sup> Throughout the life of the projects the joint company's share of the revenues is NIS 10.6 billion and the gross profit is NIS 1.9 billion.



<sup>\*\*</sup> In addition, Aviv Yizum is promoting several projects that are not presented above, for which at this time there is no planning certainty and/or minimal signatures obtained.

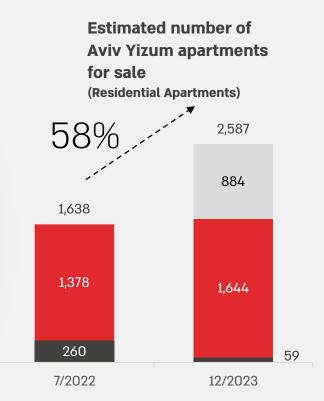
Total number of apartments expected in these projects (including apartments belonging to the residents) 3,700 apartments.

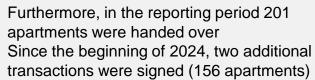
# Aviv Yizum | Developments from Acquisition Date through

Melisron Residential Apartments

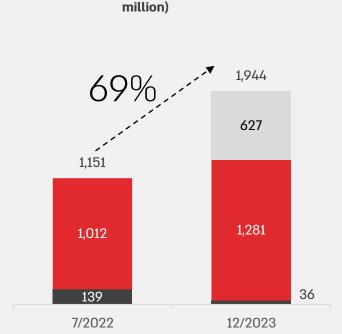


**December 31, 2023** 









**Expected gross income** (Aviv Yizum's share, NIS

In addition, in the reporting period a profit of NIS 103 million was recorded Not including expected gross profit in projects that have not yet reached 67% signatures

Projects under Land purchased by the Development Company

Simulation

Aviv Yizum's share

88%

# Aviv Yizum – Shchakim Project

Melisron Residential Apartments

Consideration NIS 1,177 million (including development costs and purchase tax)

Residential units 733 apartments + 1,177 sqm commercial space

Total expected profit from the project NIS 571 million



Date of start of construction Expected in 2025

Date of completion of construction
Expected in 2029

Gross profit 20%





# Aviv Yizum -**Shirat Hayam**

Melisron Residential Apartments

Consideration NIS 171 million (including development costs and purchase tax)

Residential units 126 apartments

Total expected profit from the project NIS 79 million

Date of start of construction Expected in 2025

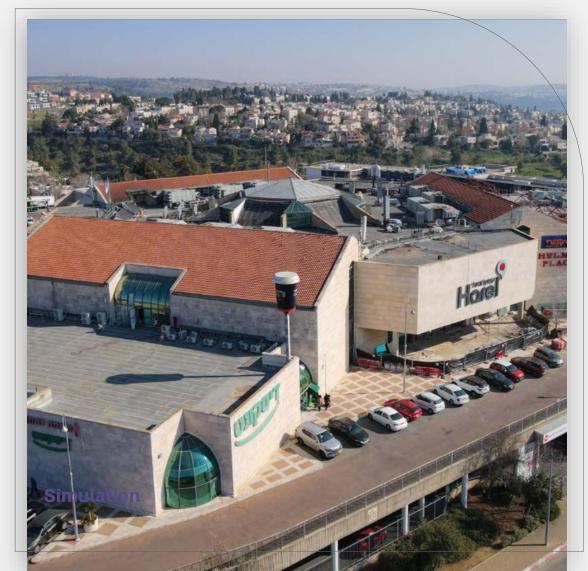
Date of completion of construction Expected in 2029

Gross profit 17%









# **Ofer Harel Mall**

Melisron Residential Apartments

NOI 2023 NIS 16.5 million

Consideration NIS 32 million + waiver of loan of NIS 157 million

Retail sales 2023 compared to 2022 +8%

GLA 11,600 sqm

Occupancy 97%

Uses - Retail

Estimated construction costs NIS 170 million Expected NOI NIS 12-14 million **Additional building rights** 

7,400 sqm for commercial and employment 1,300 sqm residential 800 sqm of public buildings and institutions





# **Lincoln Street Plot**

Melisron Residential Apartments

Planning status Urban Building Plan approved for 17,500 sqm, UBP submitted for increasing building rights to 25,500 sqm

Expected NOI NIS 56-60 million

Total estimated building costs NIS 700-710 million (including land)

GLA 25,500 sqm after Urban Building Plan is approved for transferring of rights

Consideration NIS 298 million

Uses - Office

#### **Building Rights**

Expected start of construction in 2025 Expected completion of construction in 2028







The State of Israel has been, since October, in the midst of the Iron Swords War. The Iron Swords war also has wide-ranging consequences for the Israeli economy. As a leading company, at the beginning of this challenging period Melisron was stable and strong, with robust financial capacities. This robustness has allowed the Company to continue its business operations, which are significant for driving the wheels of the market and strengthening the Israeli economy, especially in such hard times.

Melisron summarizes 2023 as a year that produced good financial results, with NOI and FFO growth, and continuation of the increasing trend of shopping mall turnovers and stable high occupancy of the Company's properties.

We believe that with our superior properties, mall shoppers and the ongoing trust of the capital market, we can continue, even in these challenging times, to generate value for our investors.

Liora Ofer, Chairperson of the Board of Directors

### **Review of Financial Results for 2023**

Financial Results

Net profit (Owners' share)

NOI (from similar properties)

NOI (Owners' share)

FFO (management concept)

Sales (January through December) **NIS 1,037 million** (NIS 426 million in Q4) Decrease of NIS 354 million compared to the corresponding period last year

NIS 1,348 million (NIS 322 million in Q4)
Increase of 6% compared to corresponding period last year (9% without discounts given in accordance with the Iron Swords Plan)

NIS 1,326 million (NIS 318 million in Q4)
Increase of 8% compared to corresponding period last year
(11% without discounts given in accordance with the Iron
Swords Plan)

NIS 994 million (NIS 241 million in Q4)
Increase of 12% compared to the corresponding period last year (15% without Iron Swords discount) (for information regarding FFO according to Securities Authority directives, see Slide 33)

Increase of 2% in Mall retail sales in the period compared to the corresponding period in 2022 (excluding October, 5%)



# **Review of Financial Results for 2023**

**Financial** Results



The State of Israel is currently in the throws of the Iron Swords war that began on October 7, 2023 and is one of the most difficult periods it has experienced.

As a large company whose entire operations are in Israel, we consider maintaining the stability of the economy as extremely important.

This year too, despite the effects of the war, the Company ended the operating year with improvement in all operational parameters:

Net operating income (NOI) has grown and at the end of the year amounts to NIS 1.4 billion (according to Q4 2023 figures less discounts given in the wake of the Iron Swords war), funds from operations (FFO) also increased and at the end of the year amounts to NIS 1.08 billion (less the effects of the Iron Swords war). In addition, the rental fees in new contracts signed this year rose by 10%.

Ophir Sarid, CEO

Cash flow from current operations

**Occupancy Rates** 

Total **Investment property** 

Melisron's share in investment real estate

LTV

Weighted effective interest (cost of debt)

NIS 979 million (NIS 224 million in Q4) Increase of NIS 52 million compared to the corresponding period last year

99.2% in malls 98% in offices

NIS 24.1 billion

Increase of NIS 1.7 billion compared to December 31, 2022

NIS 24 billion

Increase of 7.8% compared to December 31, 2022

43.3%

Increase of 0.5% compared to December 31, 2022

2.23%

Increase of 0.18% compared to December 31, 2022



# **FFO**

**Financial** Results

12%

Increase in FFO\* compared to 2022

NIS 14,087 million

EPRA NRV as at December 31, 2023 (NIS 297 per share)

NIS 994 million

FFO\* (NIS 20.9 per share) For the Period 1-12.2023

NIS millions	2023	2022
NOI - owners' share	1,326	1,224
Administrative and general expenses (net of depreciation and share-based payment)	(67)	(65)
Advertising and marketing expenses	(16)	(18)
Net of other operating loss	16	11
EBITDA	1,259	1,152
Real cost of interest on the financial debt net of financing expenses and amortization adjustments of surplus costs	(185)	(178)
Current taxes (unlinked)	(80)	(87)
FFO as per management's concept	994	887
Adjustments to FFO based on Securities Authority concept: Financial assets and liabilities linkage differentials	(288)	(423)
Net of effect of CPI on provisions for current taxes	11	27
FFO based on Securities Authority concept	717	491
Dividend	(380)	(180)
FFO according to the management concept, without Iron Swords discounts	1,023	887

<sup>\*</sup> FFO as per management concept



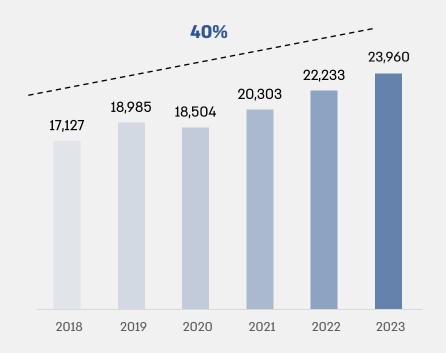
#### **Financial** Results

# Value of Investment Property | Owners' Share, NIS million

In 2023, the Company recorded an increase in the value of its commercial properties in an amount of NIS 1.7 billion

The increase is mainly due to the acquisition of new properties in an amount of NIS 518 million, investments in properties and properties under construction in an amount of NIS 547 million and increase in value in an amount of NIS 662 million, mainly as a result of the effect of the CPI increase in the period and real increase in NOI

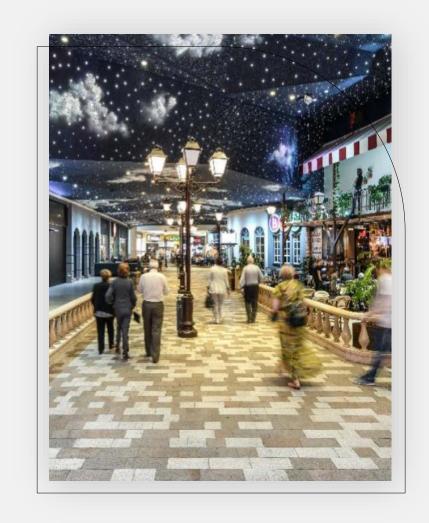


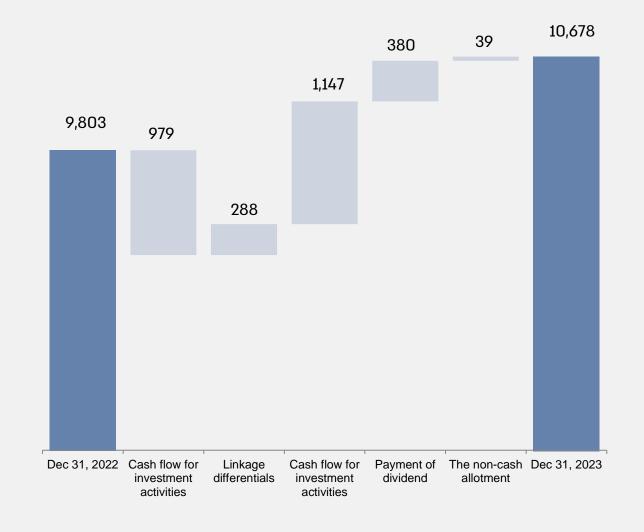




# Net debt | Owners' Share, NIS million

Financial Results







# **Efficient Utilization of Cost of Debt**

LTV and Linked Average Cost of Debt 2011 - 2023

Financial Results

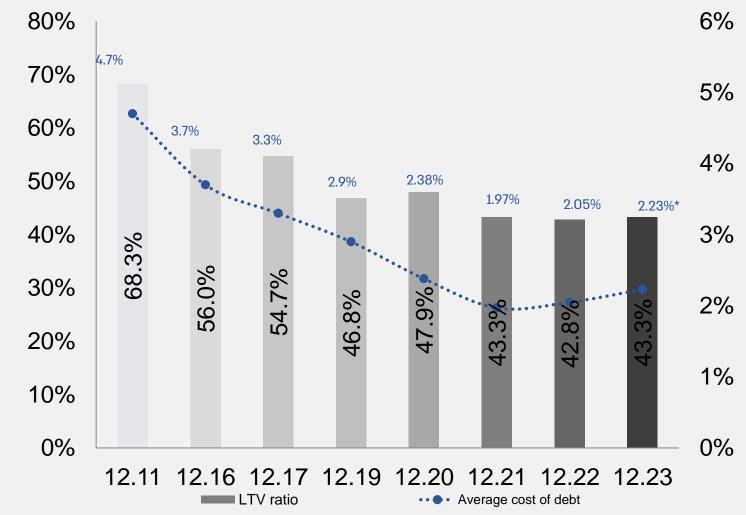


NIS **1,941** million

Debt to be repaid in 2024 at effective interest of 4.37%

2.6%

Yield to maturity of currently traded secured debentures (based on Debentures Series 20 – duration 5.9 years)

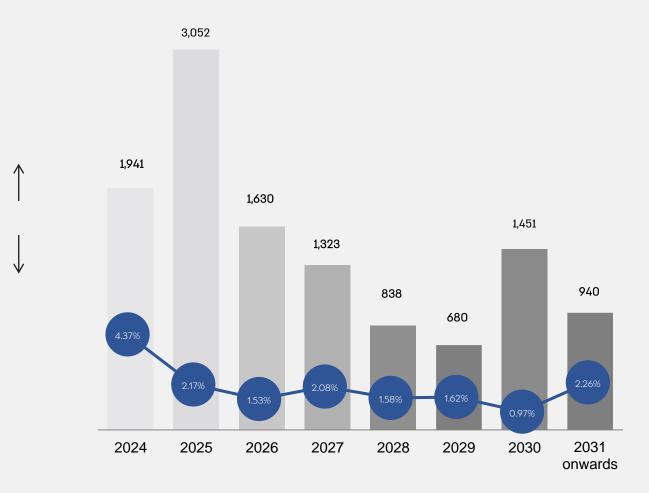


<sup>\*\*</sup> It should be noted that the average effective interest rate includes index-linked debt, debt at NIS-linked interest and debt at prime-linked interest. The effective linked interest rate, assuming index of 2.5%, is 1.92%.



# Spread of Debt Repayments over Years and Effective Interest on Debt Repayments

Financial Results



By the end of 2024, the Company must pay off a debt of approximately NIS 1.4 billion, principal and interest, and this after in January 2024 the Company refinanced bank loans amounting to approximately NIS 0.8 billion.

In addition, until the end of 2023, the Company held cash and a financial assets portfolio that can be realized immediately, of

#### NIS 1 billion

Binding credit frameworks that are not utilized of

#### NIS 500 million

And in unencumbered assets of

## NIS 9.6 billion

Subsequent to balance sheet date, the Company issued debentures for an amount of NIS 1.44 billion, of which NIS 618 million is intended for early redemption of Debentures (Series 10)

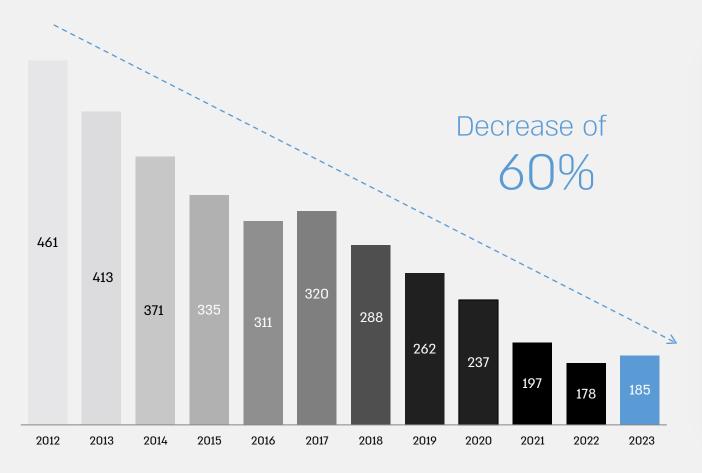


<sup>\*\*</sup> It should be noted that the average effective interest rate includes index-linked debt, debt at NIS-linked interest and debt at prime-linked interest. The effective real interest rate, assuming index of 2.5%, is 2.45%.

## Real Interest on the Financial Debt over the Years

(Owners' share) NIS millions

**Financial** Results

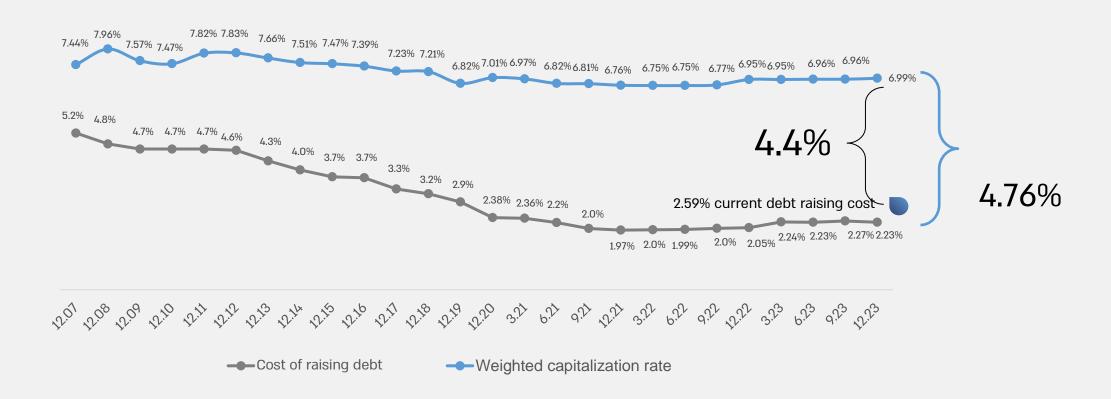






# Weighted Capitalization Rate Compared to the Company's Weighted Linked Cost of Debt

Financial Results



Based on debt raising cost of 2.59% (according to cost of raising Melisron bonds (Series T), average duration of 5.8 years)





#### Melisron ESG

## **Melisron ESG**

The Company considers environmental issues, community and corporate governance to be an integral part of its core values. Melisron's aim, together with its business goals, is to lead, promote and develop both quality and social values.

Accordingly, Melisron manages ESGs as part of its ongoing business management and its risk management.

Melisron has started the ESG process and invests resources for improving and promoting this issue. As part of this, it has adopted the highest level of corporate governance compared to the norm, promotes high transparency, improves environmental processes in its properties, promotes social and community values, among others.

In this context, an executive management forum was established with the aim of promoting the issue of ESGs throughout the organization and of being an inclusive and reporting entity that promotes the issue vis-à-vis businesspeople in the organization. In 2023, The Company's existing ESG issues were mapped, reporting infrastructure was set up for the Company's properties, a work plan was formulated and ESG goals were set.

As part of the ESG process, the Company's management decided to participate in the significant efforts to achieve the United Nations sustainable development goals and objectives, also known as SDG. Melisron is working and will work to integrate the targets of part of the 17 ESG goals into its business operations.





































## Melisron ESG

Melisron **ESG** 

Melisron prepared a comprehensive mapping of its operations against the **United Nations 17 ESG** goals and 169 targets.

Breakdown of the goals and targets adopted:



#### **Goal 7 - Affordable and Clean Energy**

Target 7.2 - to increase use of renewable energy.

Target 7.3 - to increase the rate of improvement in energy efficiency.

Melisron promotes process for energy efficiency in its existing buildings, plans energy-efficient buildings and maximizes the use of its properties' roof space for setting up photovoltaic systems. Melisron acts to convert most of the power supply in its properties to renewable energy sources.



#### **Goal 4 - Quality Education**

Target 4.5 - to eliminate discrimination in education, to ensure equal access to all levels of education and professional training.

Melisron regularly contributes to organizations educational associations, including education of children with disabilities and children and teenagers at risk.



#### Goal 8 - Decent Work and Economic Growth

Target 8.5 - to promote inclusive and fair employment.

Target 8.8 - to protect labor rights and promote a safe and secure working environment.

Melisron strictly maintains equitable and decent employment conditions. Safety is of paramount importance in Melisron's various operations and it strictly complies with the provisions of the law and regulations.



#### Goal 5 - Gender Equality

Target 5.5 - to ensure full participation for leadership and decision-making. To ensure the full and effective participation of women and equal opportunities for leadership at all levels of decision-making.

Melisron believes that the promotion and improvement of gender equality in the organization is of utmost importance. 44% of the Board members, including the Chairperson of the Board, Ms. Liora Ofer, and 47% of the managers of the Company's properties, are women.



#### Goal 11 - Sustainable Cities and **Communities**

Target 11.6 - to significantly reduce the per capita environmental impact of cities.

Melisron acts to promote environmental issues in its development projects by complying with the planning standards and environmental building, including the use, promotion and maintenance of nature and landscape, prevention of formation of environmental hazards, setting up charging stations for electric vehicles in most of its properties, etc.



#### **Goal 6 - Clean Water and Sanitation**

Target 6.4 - to increase water-use efficiency. Target 6.6 - to protect and restore water-related ecosystems.

Melisron acts to optimize and reduce water consumption in its properties, such as by Water-use efficiency in the garden landscapes of the properties, replacing water meters with smart meters and replacing the irrigation systems. In its development operations Melisron acts according to the laws and regulations relating to groundwater degradation and water conservation planning for enriching the aquifer.



#### Goal 13 - Climate Change

Target 13.1 - climate resilience. To strengthen resilience and adaptive capacity to climate-related risks and natural disasters.

Melisron acts to reduce its environmental impact and as part of its development operations, it builds buildings with relatively low environmental footprint.





# Protecting the Environment in Properties under Construction

Melisron ESG

Green building standards allow the Company to comply with high environmental and risk standards and ensure the use, promotion and maintenance of nature and landscape, and prevention of formation of environmental hazards.





Melisron has adopted a goal where 100% of its new projects (exceeding 10,000 sqm of office space) will comply with the Leed Gold green environmental standards



#### Landmark Tel Aviv - Offices GLA (sqm) 151,000 Expected construction start: Under construction

Construction start: 2023

Ofer Carmel - Building C (offices) GLA (sqm) 23,000 Construction status: Occupancy completed	Ofer Yokne'am - Building D (offices) GLA (sqm) 35,000 Expected construction start: 2024	Ofer Yavne - commercial and offices GLA (sqm) 24,300 Construction start: Under construction
Ofer Carmel - Building D (offices) GLA (sqm) 23,000 Expected construction start: TBD	Ofer Grand Mall Petach Tikva - office block GLA (sqm) 25,000 Expected construction start: 2024	
Ofer Carmel - Building J (offices) GLA (sqm) 18,000 Expected construction start: 2024	Ofer Netanya - offices and commercial GLA (sqm) 7,000 Construction start: 2024	
Ofer East - Buildings C + D (offices) GLA (sqm) 33,500 Construction status: Completed, in process of occupancy	Ofer Rehovot - addition of offices GLA (sqm) 11,000 Expected construction start: 2024	
Ofer Nof HaGalil - Building F (offices) GLA (sqm) 6,000	Ofer Nof HaGalil - Buildings A, B, C and parking lot - addition to commercial	

GLA (sqm): 21,000

Expected construction start: 2024





# **Development momentum**

Projects under Construction

#### NIS 258 million

9 new real estate projects under construction and occupation

#### **NIS 192-212 million**

9 projects in planning (construction expected from 2024) Expected
additional NOI of
NIS 450-470
million
(Company's
share)

#### 161 thousand sqm

9 new real estate projects under construction and occupation

#### 145 thousand sqm

9 projects in planning (construction expected from 2024) Additions of 306,000 sqm (Company's share)





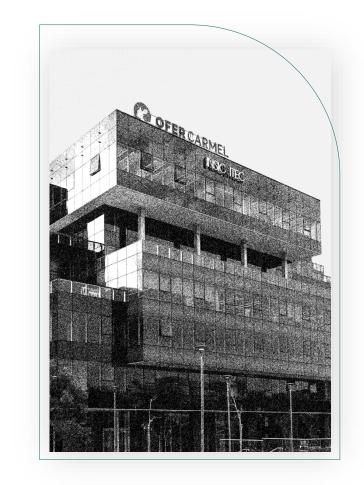
In addition, the Company is promoting 12 projects of 292,944 sqm (Company's share) for future development, construction date not yet determined.



## **Projects Under Construction and in Occupancy Process**

#### NIS millions

Name of property	Share of holding of property	Primary use of property	Rental space (sqm)	Development stage	Expected date of completion of construction ("Form 4")	Estimated cost of the Project	The Company's net carrying amount for the Project as at December 31, 2023	Estimated cost of completing construction	NOI at full occupancy	Actual NOI in the period
Ofer Park East Petach Tikva Buildings C + D *	74%	Office	33,500	In process of occupancy	Completed	252	442	35	31	10
Ofer Carmel (Building C)	100%	Office	23,000	Occupancy completed	Completed	199	362	-	24	17
Ofer Kiryon (addition of commercial row)	100%	Retail	3,000	Handed over to tenants	Completed	59	70	-	8	-
Ofer Ramat Aviv	100%	Retail	3,000	Under construction	2024	78	82	37	10	-
Landmark Tel Aviv - Tower A **	50%	Office	100,000	Under construction	2024	1,615	2,931	245	200	-
Landmark Tel Aviv - Tower B **	50%	Office	50,000	Under construction	2026	1,015	487	608	113	-
Hutsot Hamifratz	50%	Retail	19,000	Under construction	2024	151	167	89	18	-
Ofer Nof HaGalil - Building F	91%	Office	6,000	Under construction	2024	50	31	30	5	_
Ofer Yavne ****	70%	Retail and office	24,300	Under construction	2026	406	80	332	32	-
Company's share			160,754			2,244	2,718	794	258	24





Construction completion costs reflect the cost of participation in tenant improvement with whom negotiations are underway.

Cost includes construction of the parking spaces for Tower B, excluding the specific parking spaces for the residential apartments.

Does not include the residential section of the Landmark project, which is expected to generate income of NIS 523 million and gross profits of NIS 137 million (100%).

\* There are commercial agreements on the table for the entire the commercial space (17,000 sq.m).

# **Projects in Planning**

#### NIS millions

Company's Estimated Expected net carrying Share of Estimated NOI Estimated cost of the amount for date of start construction Name of property holding of Primary use of property Rental space Status at full completion Project at Project property occupancy construction date December 31, 2023 **Urban Building** Plan approved, 2027 2024 43 7-9 Ofer Hasharon\* 100% Retail and office 7.000 excavation and 65-70 shoring permit received **Urban Building** Plan approved; Ofer Nof HaGalil 91% 21,000 2024 2025 85 355-365 31-34 Retail demolition permit received Urban Building Plan approved 38 100% Office 11.000 2024 2026 160-170 12-13 Ofer Rehovot Building permit received **Urban Building** Ofer Carmel 100% Office 18,000 2024 2026 36 220-230 18-20 Plan approved Ofer Mall Petach **Urban Building** 100% Office 25,000 2025 2027 67 315-320 24-26 Plan approved Tikva Ofer Yokne'am 100% Office 35.000 CBP pending 2024 2027 435-440 30-32 Urban Building 3,400 2025 2026 9 25-30 Ofer Adumim 100% Retail 5-7 Plan approved **Urban Building** 22 Ofer Harel 100% 8,700 2025 2027 165-170 12-14 Retail and office Plan approved Land on Lincoln **Urban Building** 100% 17,500 2025 Office 2028 292 700-710 56-60 Street in Tel Aviv \*\* Plan approved Company's share in Retail and 584 144.689 2.408-2.472 192-212 office



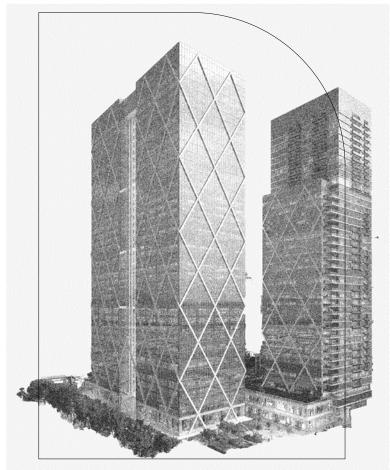
<sup>\*\*</sup> The land has an approved Urban Building Plan for the construction of 17,500 sqm of office space and the Company is working to increase the building rights to 25,500 sqm. Estimated costs and NOI assume that the building rights will be increased accordingly.

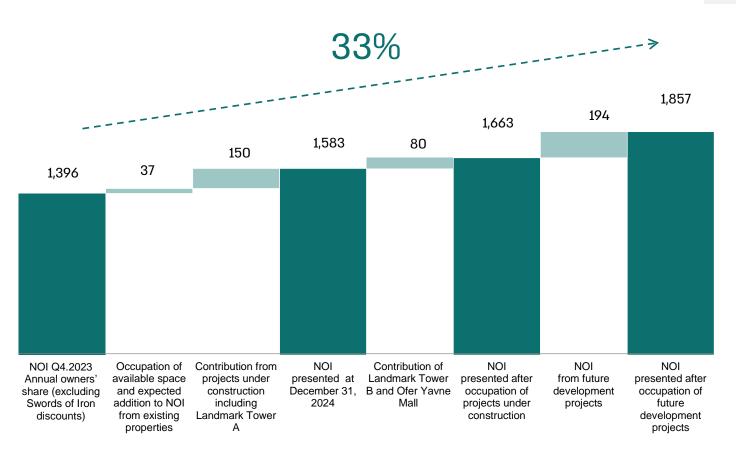


Not including the residential part of the Ofer Hasharon project, the apartments in the project are intended for sale.

#### **Potential Future Increase in NOI**

NIS millions





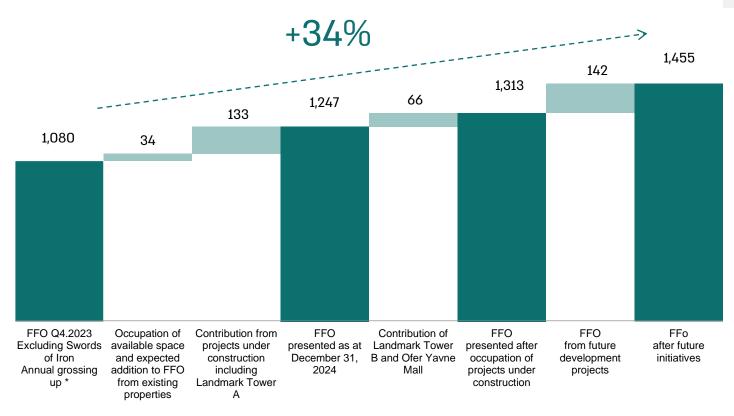
- The future NOI does not include the results of Aviv Yizum, for further information regarding the projections of Aviv Yizum see Slides 22-24.
- The NOI from future development projects are based on the Company's current assessment. Actual results may differ substantially.
- The future NOI does not take into account future growth resulting from CPI increases and contract renewals.
- The forecast does not include the effects of the Iron Swords War.



# Potential future increase in FFO (management concept)

NIS millions





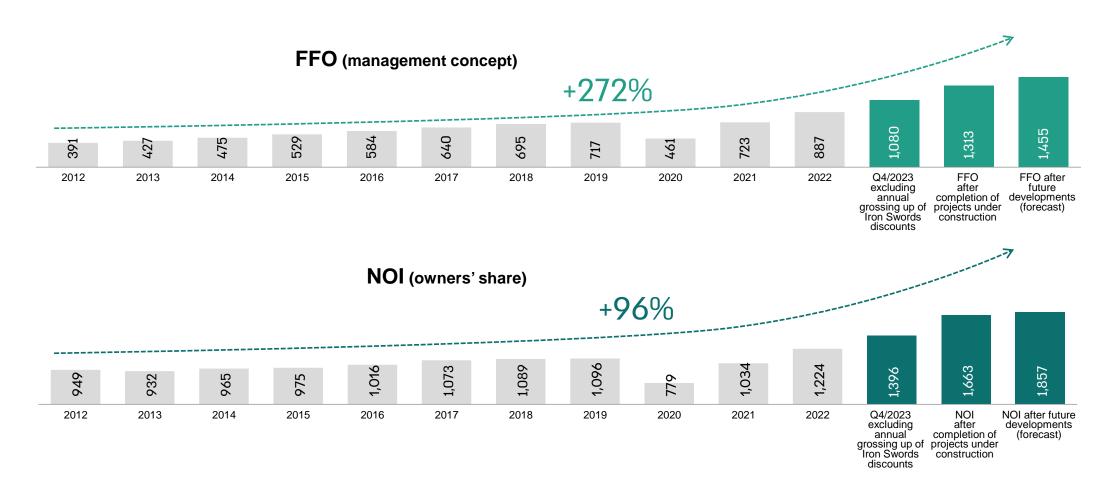
- Future FFO does not include the results of Aviv Yizum, for further information see Slides 22-24.
- The Company's estimated tax effects were taken into account.
- The effect of future development project financing was taken into account according to 50% debt ratio and estimated interest of 3.25%.
- The future FFO does not take into account future growth resulting from CPI increases and contract renewals.
- The forecast does not take into account the effects of the Iron Swords War.





## NOI (owners' share) and FFO (management concept) over the years

NIS millions



<sup>\*</sup> For information concerning FFO pursuant to the Securities Authority concept, see Slide 33





# Office space above Rehovot Mall

GLA 11,000 sqm Uses - Office Expected NOI NIS 12-13 million

Estimated construction costs NIS 160-170 million

Carrying amount NIS 38 million

Planning status Urban Building Plan approved; building permit received Expected construction commencement in 2024

Expected construction completion in 2026



#### Additional Retail space Nof HaGalil Mall

GLA 21,000 sqm
Uses - Retail
Expected NOI NIS 31-34 million
Estimated construction costs NIS 355-365
million
Carrying amount NIS 85 million

Planning status Urban Building Plan approved; demolition permit received

Expected construction commencement in 2024

Expected construction completion in 2026



Company's share 90.9%

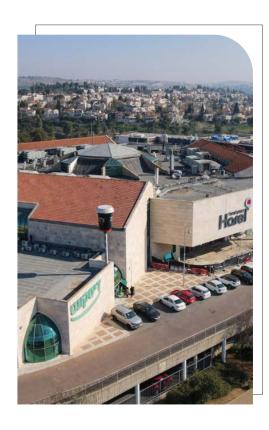


# Projects in Planning mid-term development

# **Expansion of the Harel Mall**

GLA 8,700 sqm
Uses – Retail and office
Expected NOI NIS 12-14 million
Total estimated construction
costs NIS 170 million
Carrying amount NIS 22 million

Planning status Urban Building Plan approved Expected construction start in 2025 Expected construction completion in 2027



# Addition of an office tower in the Ofer Carmel Park

GLA 18,000 sqm Uses - Office Expected NOI NIS 18-20 million Estimated construction costs NIS 220-230 million

Carrying amount NIS 36 million

Planning status Urban Building Plan approved Expected construction start in 2024 Expected construction completion in 2026



# Projects in Planning Mid-term Development

# Additional office tower adjacent to the Ofer Mall in Petach Tikva

GLA 25,000 sqm Uses - Office Expected NOI NIS 24-26 million Estimated construction costs NIS 315-320 million Carrying amount NIS 67 million

Planning status Urban Building Plan approved Expected construction start in 2024 Expected construction completion in 2026



# Addition of office space in the Ofer Yokne'am Park

GLA 35,000 sqm Uses - Office Expected NOI NIS 30-32 million Estimated construction costs NIS 435-440 million Carrying amount 0

Planning status Urban Building Plan being processed Expected construction start in 2024 Expected construction completion in 2027



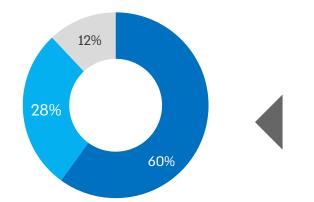
# Distribution according to Company's Main Operating Segments

Current NOI and NOI after completion of existing mid-term development and Aviv Yizum weighted operations

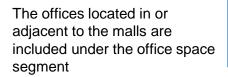
Projects in Planning



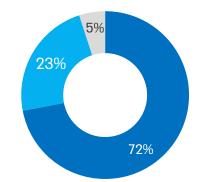
The Other operating segment refers to buildings rented to a single tenant and in the future, also to the Company's share in Aviv Yizum results



Weight of operating segments
After full occupancy of the existing
mid-term projects under development
and Aviv Yizum weighted operations







Weight of current operating segments

The Company's share in Aviv Yizum results is accounted according to projected average gross income in 2025-2031

Re

Office space

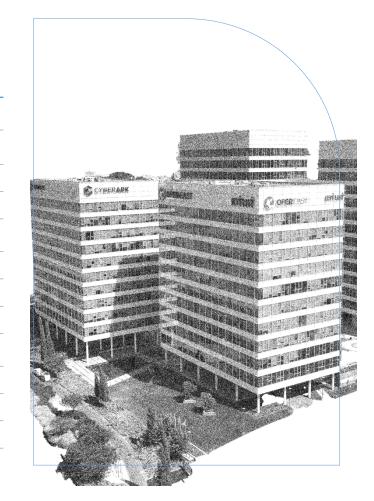
Retail space



# Projects Planned for Construction for which Estimates have not yet been determined

Projects in Planning

Name of property	Share of holding of property	Primary use of property	Rental space	Status	The Company's net carrying amount of the Project at December 31, 2023 (in NIS millions)
Ofer Ramat Aviv	100%	Retail, office, hotel and rental housing	90,000	CBP pending	74
Ofer Be'er Sheva	100%	Office and clinics	14,000	Urban Building Plan approved; permit received	11
Ofer Grand Haifa	100%	Hotel	6,000	Urban Building Plan approved	5
Ofer Kiryon	100%	Office	23,000	Urban Building Plan approved	42
Ofer Mall Petach Tikva	100%	Retail	7,000	Urban Building Plan approved	-
Ofer Carmel	100%	Office and employment	23,000	Urban Building Plan approved	22
Ofer Nof HaGalil	91%	Office and employment	16,000	Urban Building Plan approved	24*
Hutsot Hamifratz	50%	Logistics and office	100,000	Urban Building Plan approved	296*
Land in Kanot Junction area**	100%	Logistics	20,000	CBP pending	34
Land at Ofer Carmel	100%	Office and employment	16,000	Urban Building Plan approved	16
Ofer Carmel	100%	Data Center	18,000	Urban Building Plan approved	17
Ofer Adumim	100%	Office	11,400	Urban Building Plan approved	-
Company's share			292,944		391





<sup>\*</sup> Ofer 100%

<sup>\*\*</sup> Subsequent to balance sheet date, the Company acquired additional plots of 4,000 sq.m adjacent to the Company's land for a total amount of NIS 7 million.

# Projects in Planning

# Projects in Planning Long-term Development

# מסחר אל איבורים אל אובורים אל איבורים אל אובורים אל או

# Ofer Shopping Mall Ramat-Aviv

#### GLA 90,000 sqm

Mixed uses - retail, rental residential, office and hotel

Expected NOI Not yet determined

Total estimated construction costs Not yet determined

#### **Carrying amount NIS 74 million**

Planning status Urban Building Plan being processed, Tel Aviv local committee recommendation accepted for submitting to the district committee

Expected construction commencement date Not yet determined





