



INTRODUCTION TO  
**AMOT**  
INVESTOR PRESENTATION  
APRIL 2021

COMPANY INFORMATION AS  
OF 31 DECEMBER 2020  
UNLESS STATED OTHERWISE





START



END

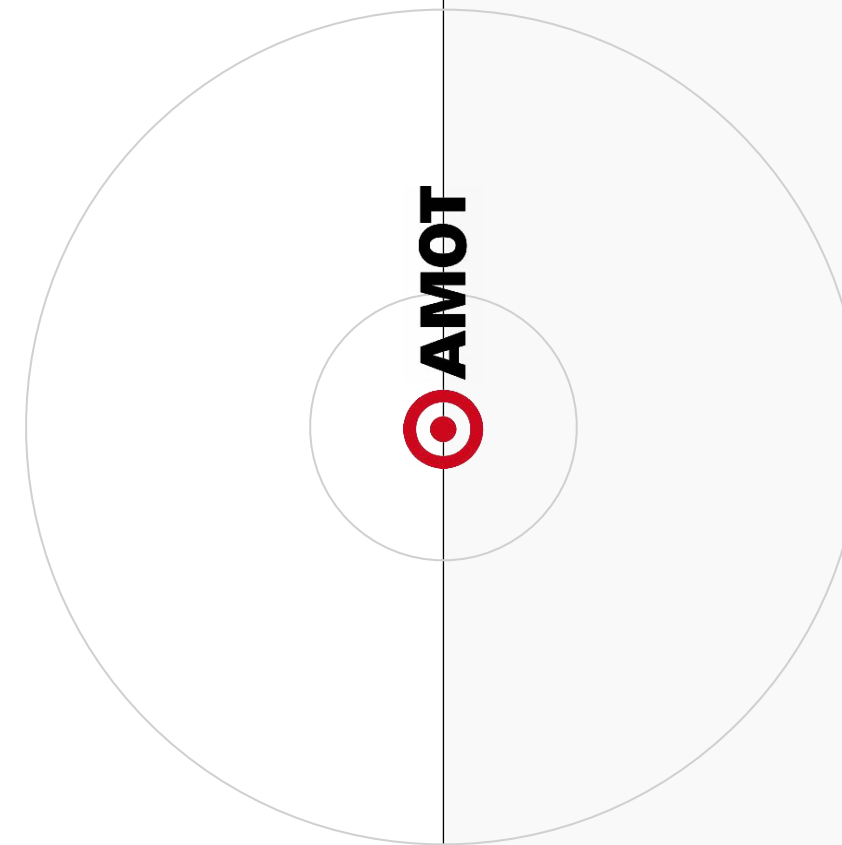
INVESTOR PRESENTATION



NEXT SLIDE



PREVIEWS SLIDE



# CONTENT

3-5	AMOT INTRODUCTION
6-13	SUPPORTIVE MACRO ENVIRONMENT
14-22	HIGH QUALITY PORTFOLIO
23-33	ROBUST DEVELOPMENT PIPELINE
34-39	SUPERIOR FINANCIAL RETURNS
40-41	CONCLUSION
42-46	APPENDIX ADDITIONAL MATERIALS

ONE OF THE LARGEST  
PUBLICLY-TRADED,  
DEVELOPERS,  
OWNERS AND MANAGERS  
OF OFFICE, RETAIL AND  
LOGISTIC REAL ESTATE IN  
ISRAEL

PRESENTATION  
CONTENT





# INTRODUCTION

ONE OF THE LARGEST  
PUBLIC-TRADED  
COMPANIES, DEVELOPERS,  
OWNERS AND MANAGERS  
OF OFFICE, RETAIL AND  
LOGISTIC REAL ESTATE IN  
ISRAEL



## AMOT INTRODUCTION



# AMOT AT A GLANCE

ONE OF THE LARGEST PUBLIC-TRADED COMPANIES, OWNERS, MANAGERS AND DEVELOPERS OF REAL ESTATE IN ISRAEL

## 14 BILLION NIS

TOTAL REAL ESTATE VALUE (GAV) - 14 BILLION NIS  
ALL LOCATED IN ISRAEL.

## 72% IN GREATER TEL AVIV

72% OF THE TOTAL OPERATING PROPERTY VALUE IS  
LOCATED IN GREATER TEL AVIV AREA.

## 1.5Msqm

TOTAL AREA: 1,500,000 SQUARE METRES.  
APPROXIMATELY 956,000 SQM ABOVE GROUND SPACE AND  
553,000 SQM PARKING SPACES.

## TEL AVIV 35 / EPRA

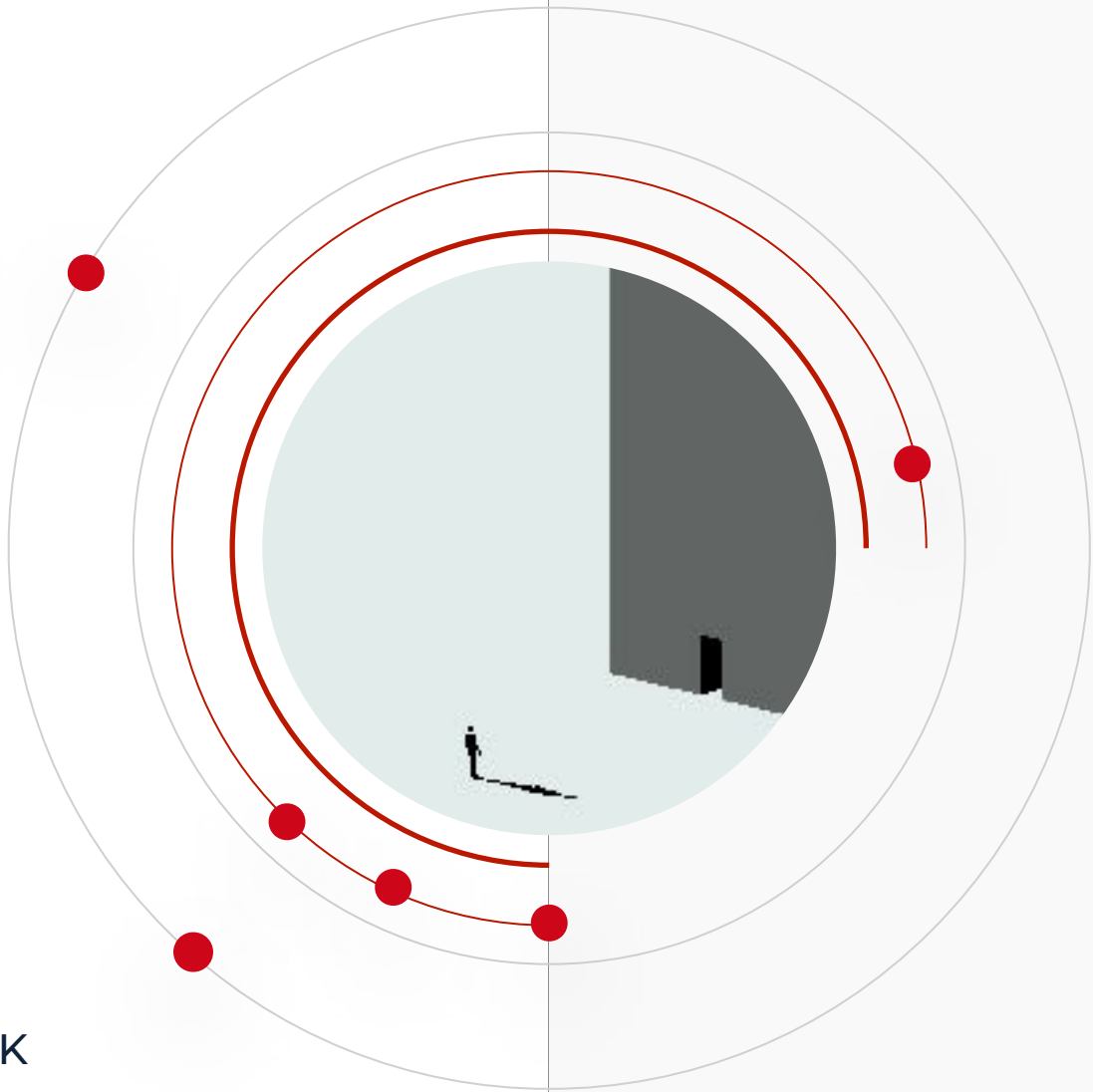
ONE OF THE 35 LARGEST COMPANIES ON THE ISRAELI STOCK  
EXCHANGE AND INCLUDED IN THE FOLLOWING INDICES:  
TEL AVIV 35, TEL-AVIV - REAL ESTATE AND TEL-AVIV - DIVIDEND,  
FTSE EPRA NAREIT GLOBAL.

## INVESTMENT GRADE CREDIT RATING

THE COMPANY'S BONDS ARE RATED **ILAA/STABLE** BY S&P MAALOT  
AND **ILAa2/STABLE** BY MOODY'S MIDROOG (ISRAELI SCALE).

## LONG TERM COMMITTED SHARE HOLDER

57% OWNED BY ALONY HETZ, A LEADING REAL ESTATE GROUP  
WITH EXTENSIVE TRACK RECORD IN COMMERCIAL REAL ESTATE.



ONE OF THE LARGEST  
PUBLICLY-TRADED,  
DEVELOPERS,  
OWNERS AND MANAGERS  
OF OFFICE AND  
INDUSTRIAL REAL ESTATE  
IN ISRAEL



AMOT  
INTRODUCTION



# WHY AMOT?

KEY INVESTMENT HIGHLIGHTS

- 1 ATTRACTIVE ISRAELI ECONOMIC ENVIRONMENT COUPLED WITH STRONG LOCAL REAL ESTATE FUNDAMENTALS.
- 2 PORTFOLIO FOCUSED ON GREATER TEL AVIV REGION, ISRAEL'S GROWTH ENGINE.
- 3 HIGH QUALITY PORTFOLIO OF PROPERTIES, FOCUSED ON OFFICE, LOCATED IN PRIME LOCATIONS.
- 4 STRONG DEMAND FROM A DIVERSE SET OF INTERNATIONAL AND LOCAL TENANTS.
- 5 PREEMINENT DEVELOPER WITH A ROBUST PIPELINE TO FUEL GROWTH.
- 6 TOP-RATED FINANCIAL POSITION.
- 7 PROVEN TRACK RECORD OF DELIVERING SHAREHOLDER VALUE.
- 8 QUARTERLY DIVIDEND DISTRIBUTION ACCORDING TO A CLEAR DIVIDEND POLICY.



Key investment highlights



# ENVIRONMENT

SUPPORTIVE MACRO  
ENVIRONMENT AND LOCAL  
REAL ESTATE  
FUNDAMENTALS

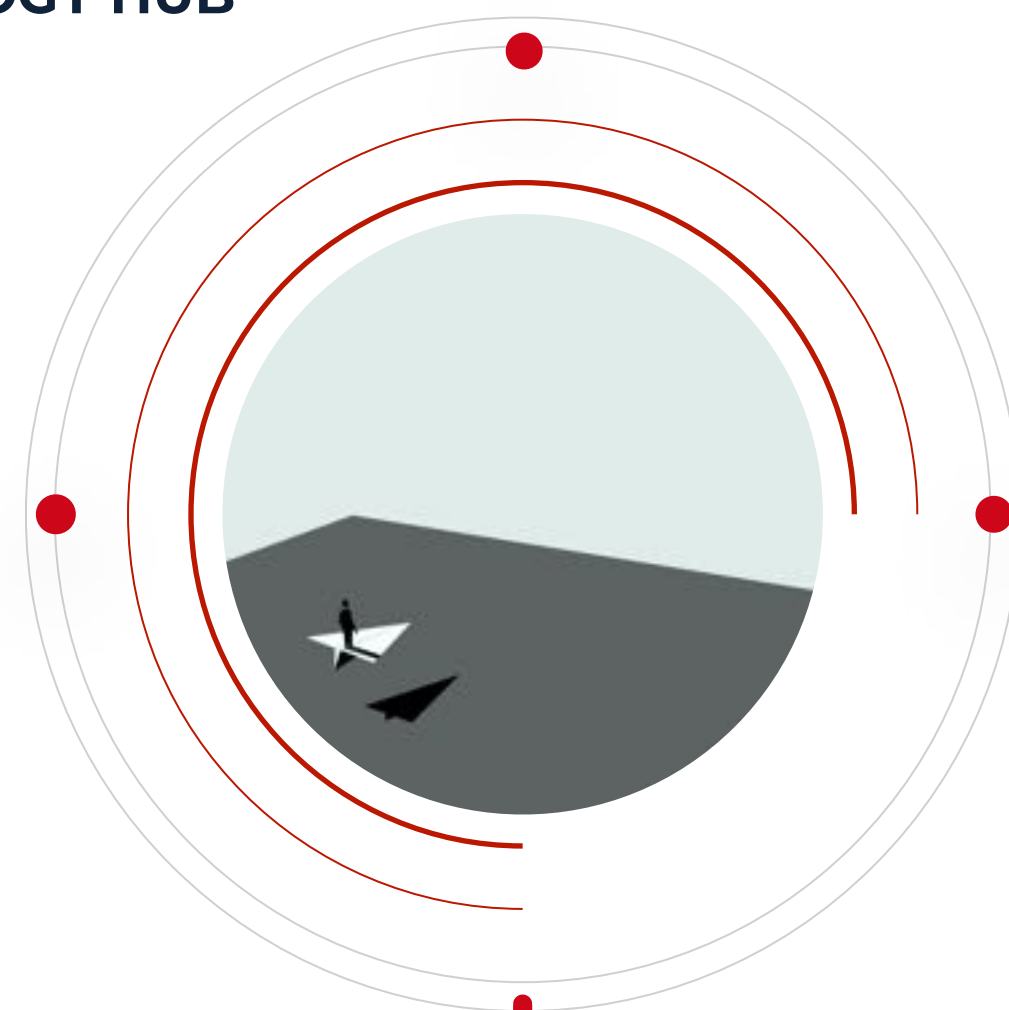


## SUPPORTIVE MACRO ENVIRONMENT



# EXPOSURE TO THE LEADING ISRAELI ECONOMY

ISRAEL BOASTS STRONG ECONOMIC FUNDAMENTALS AND HAS BECOME A GLOBAL TECHNOLOGY HUB

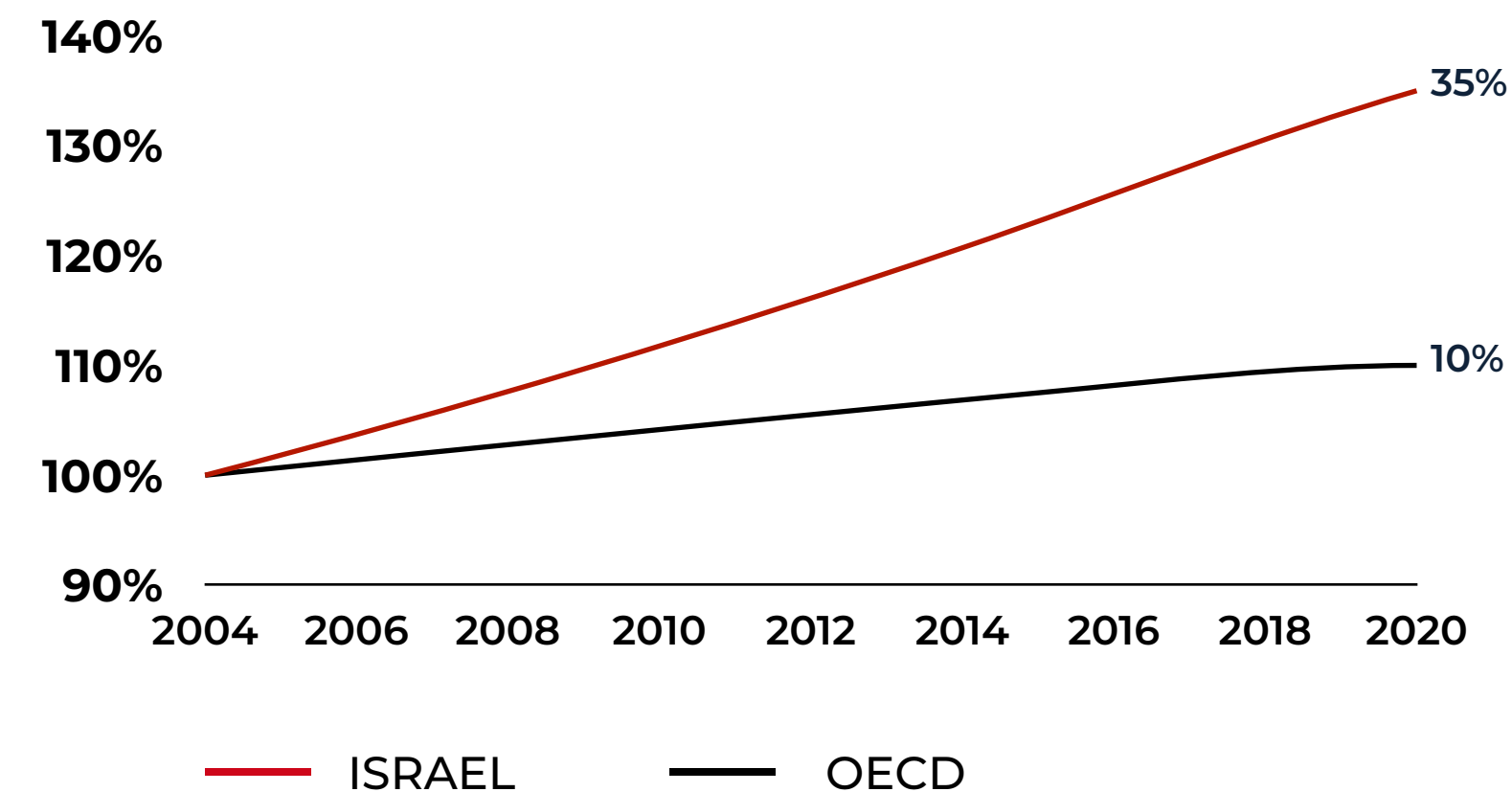


ISRAEL BOASTS STRONG ECONOMIC FUNDAMENTALS AND HAS BECOME A GLOBAL TECHNOLOGY HUB

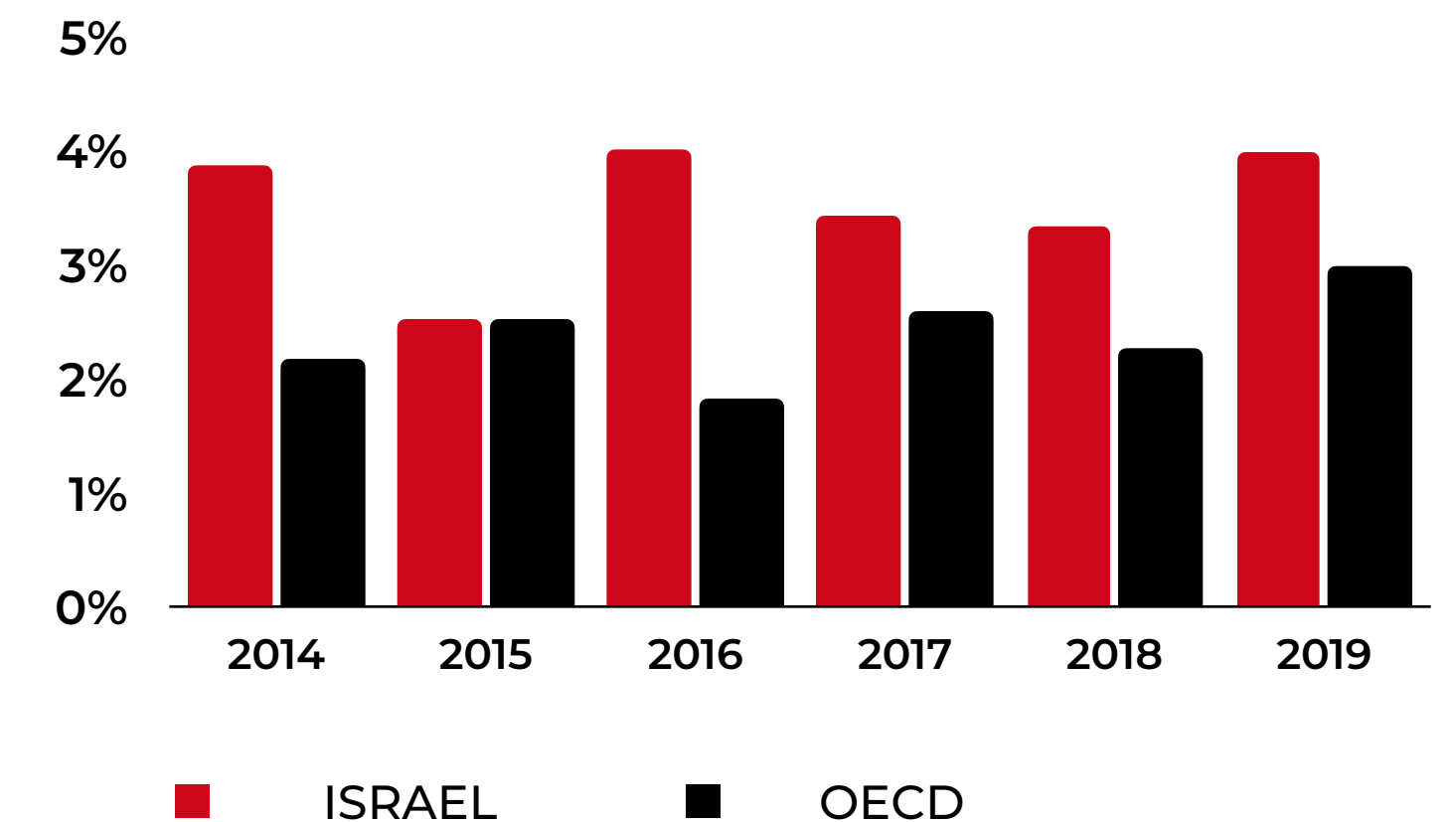
**SUPPORTIVE ENVIRONMENT**

## IMPRESSIVE ECONOMIC FUNDAMENTALS

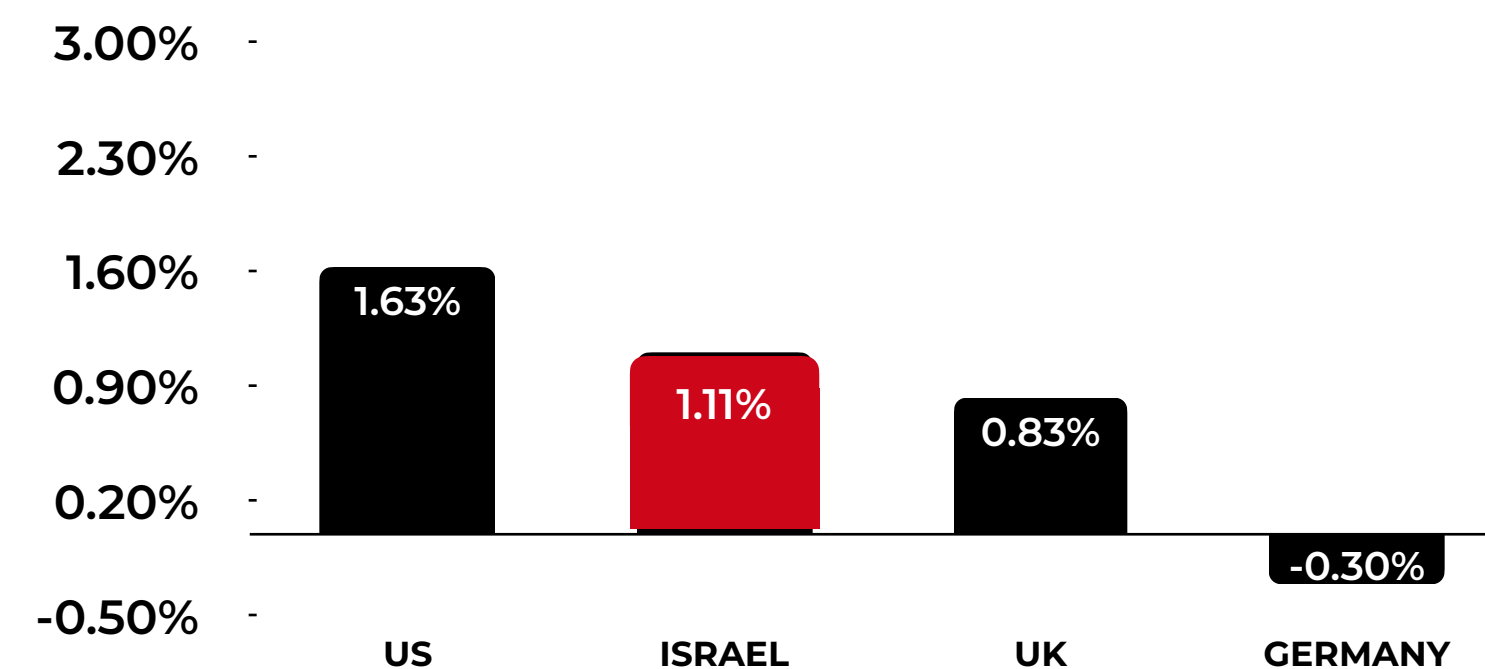
ROBUST POPULATION GROWTH (INDEXED-BASED AT 100%)



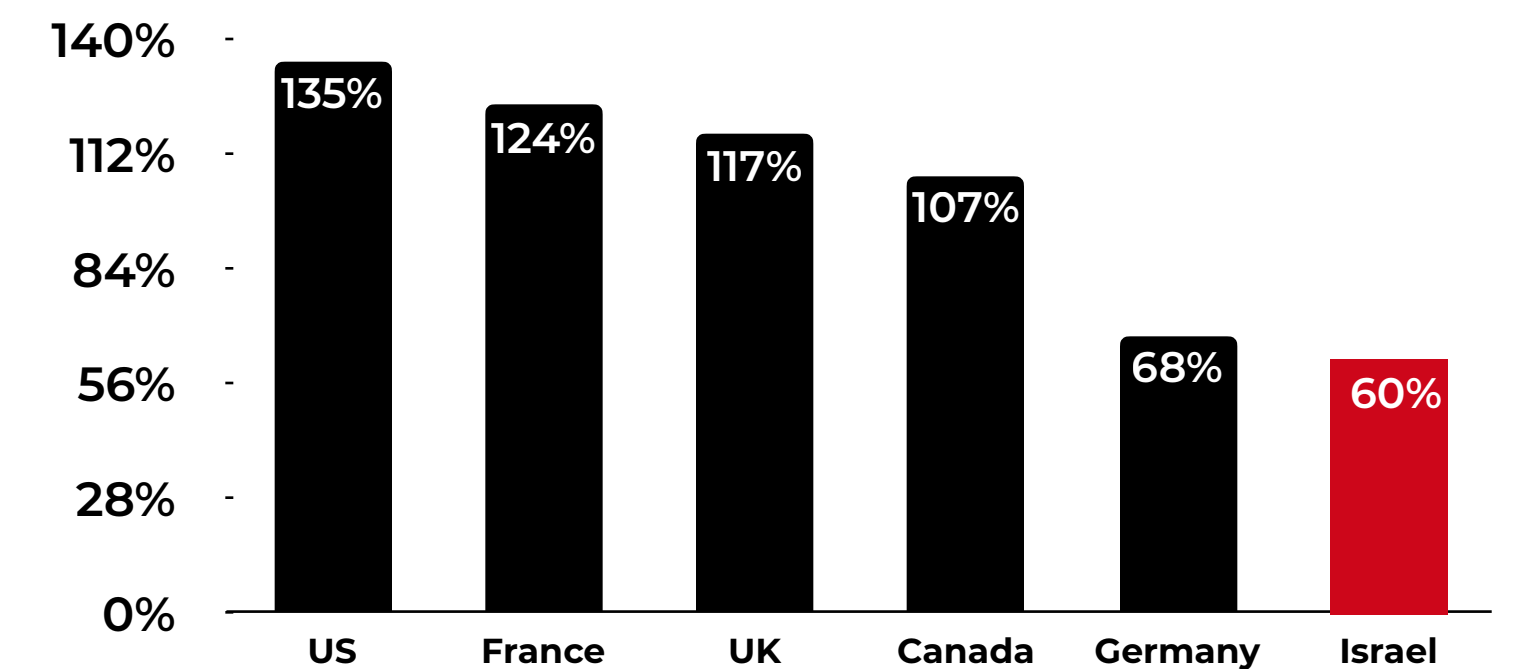
SUPERIOR GDP GROWTH (% PER YEAR)



LOW INTEREST RATES (%) <sup>(1)</sup>



PUBLIC DEBT AS % OF GDP (2019)

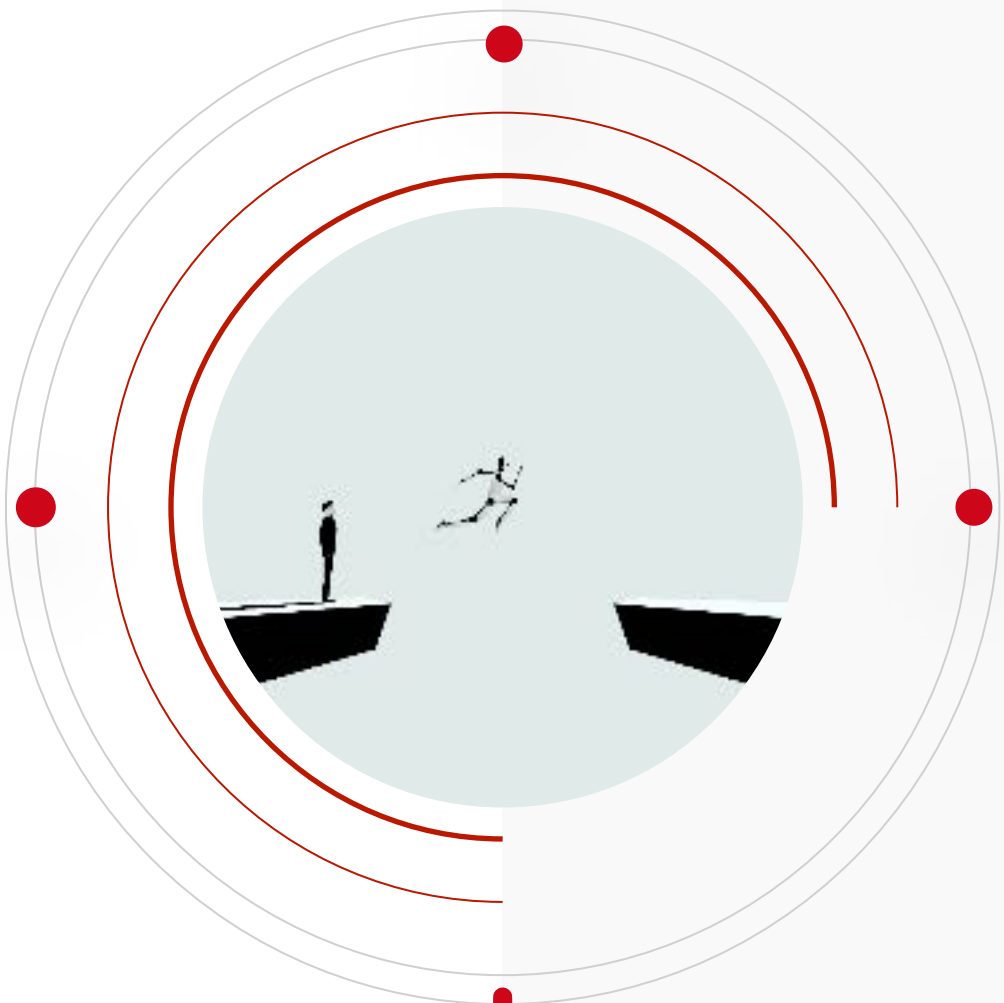


(1) 10 YEARS GOVERNMENT BOND YIELDS

(2) SOURCES: OECD DATABASE, CENTRAL BANK AND FINANCIAL WEBSITE, BANK OF ISRAEL, FACTSET AS OF 12 MARCH 2021

# EXPOSURE TO THE LEADING ISRAELI ECONOMY

ISRAEL BOASTS STRONG ECONOMIC FUNDAMENTALS AND HAS BECOME A GLOBAL TECHNOLOGY HUB

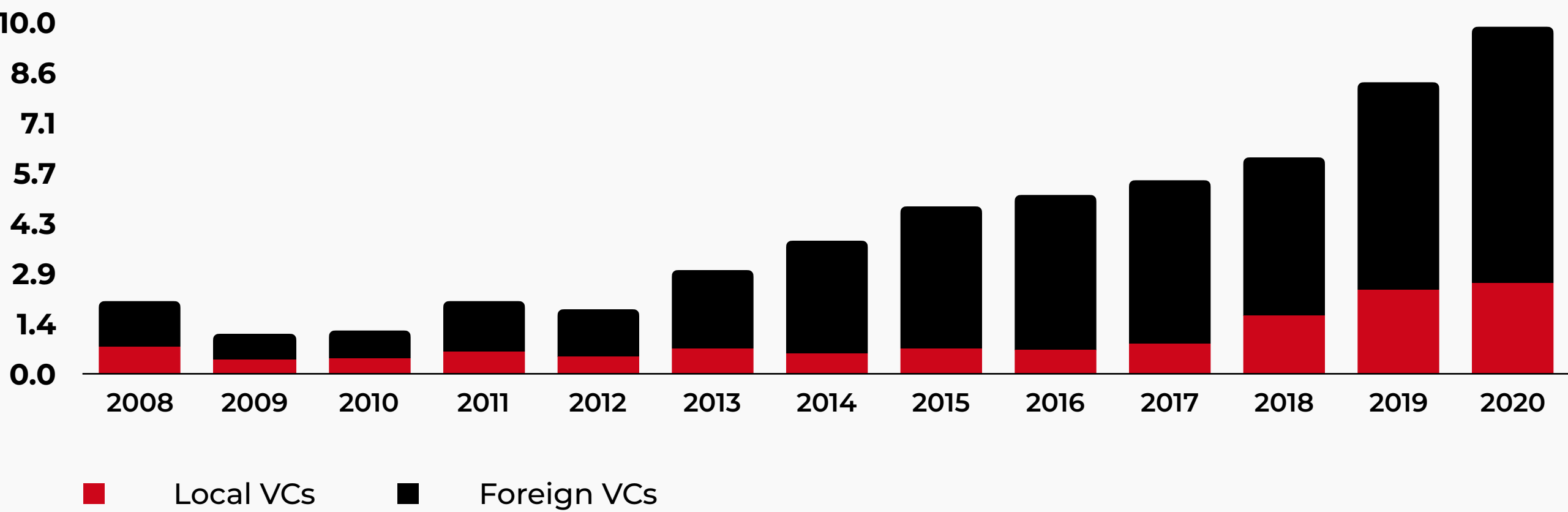


ISRAEL BOASTS STRONG ECONOMIC FUNDAMENTALS AND HAS BECOME A GLOBAL TECHNOLOGY HUB

SUPPORTIVE ENVIRONMENT

## GLOBAL TECHNOLOGY HUB

GROWING VC INVESTMENTS IN ISRAEL (\$,BN)



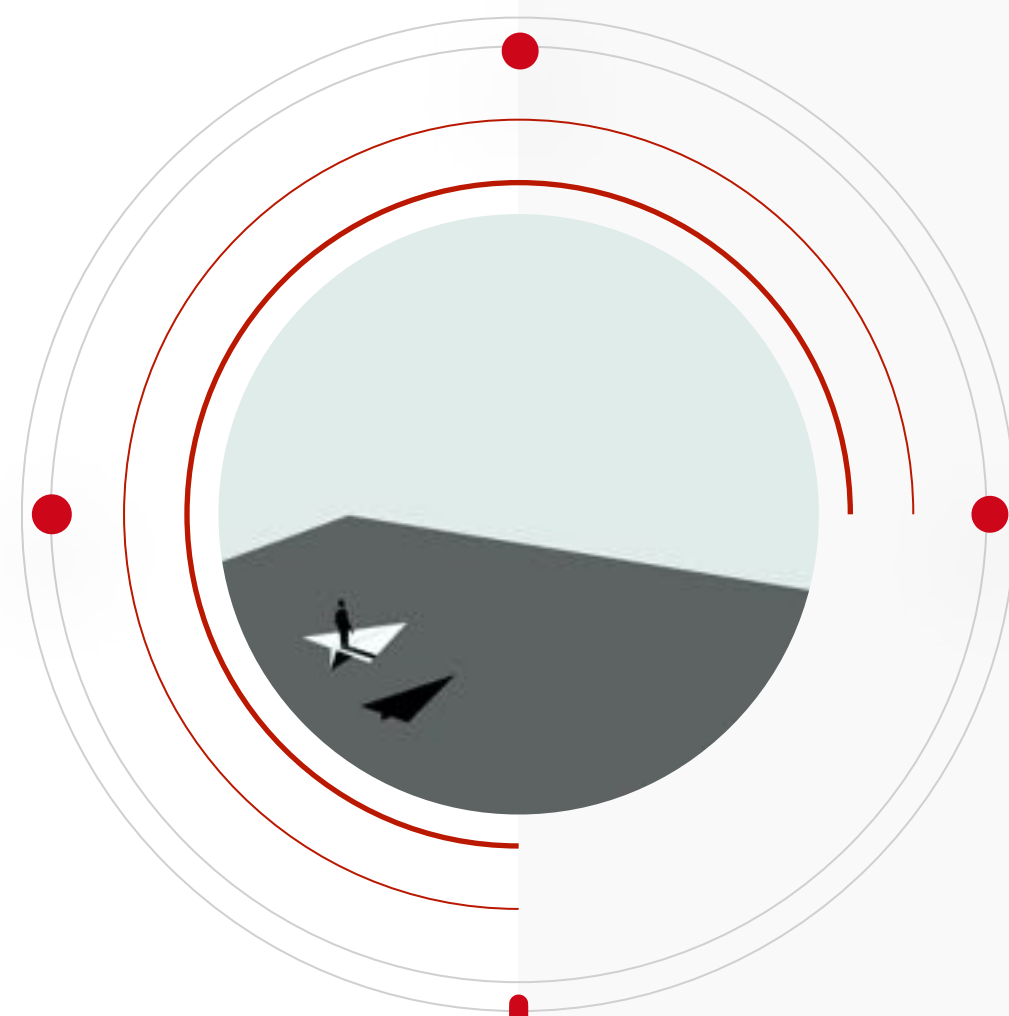
MAJOR TECH COMPANIES WITH R&D CENTRES IN ISRAEL



SOURCES: IVC, MINISTRY OF ECONOMY AND INDUSTRY



# COVID-19 STATUS IN ISRAEL

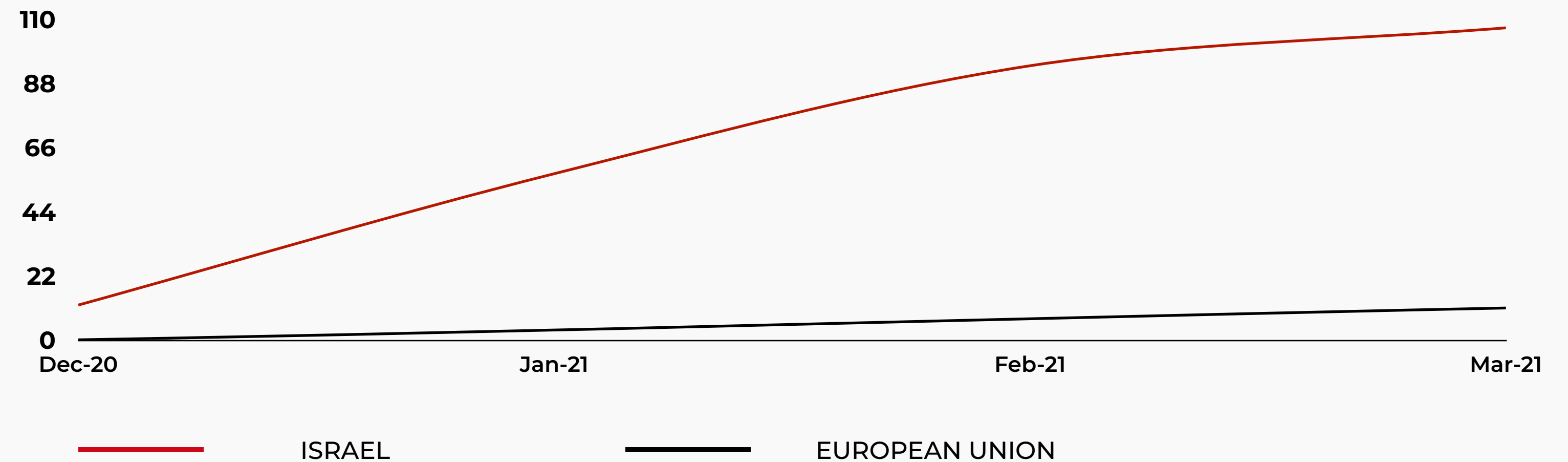


**SUPPORTIVE ENVIRONMENT**

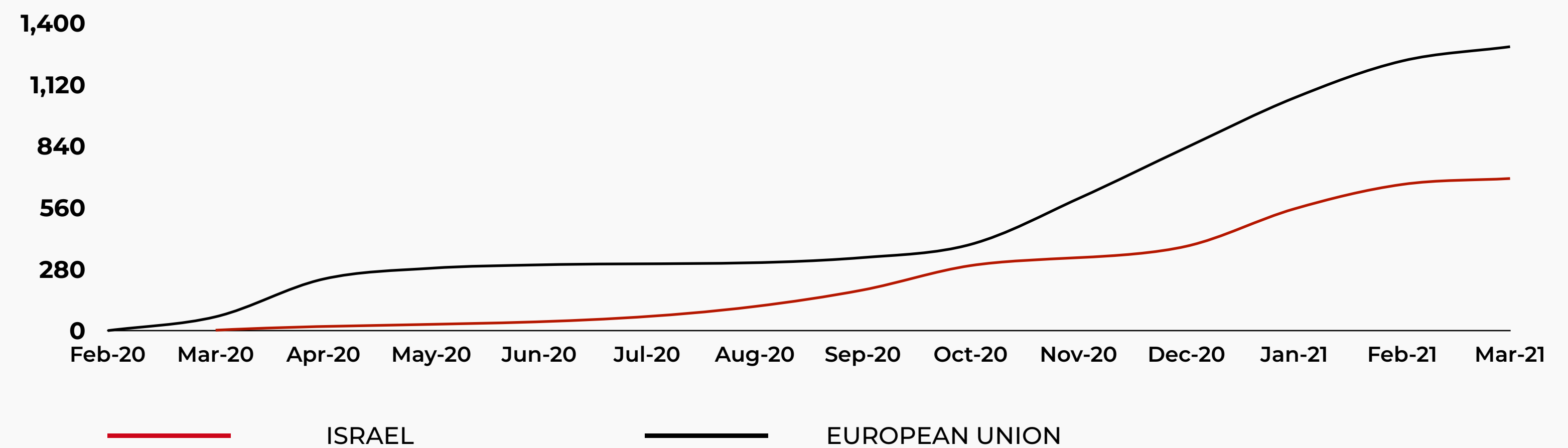


## COVID-19 STATUS IN ISRAEL

CUMULATIVE COVID-19 VACCINATION DOSES ADMINISTERED PER 100 PEOPLE



CUMULATIVE CONFIRMED COVID-19 DEATHS PER MILLION PEOPLE



SOURCE: OUR WORLD IN DATA

TEL AVIV - KEY HIGHLIGHTS



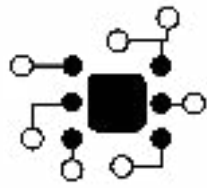
38%

RESIDENT AGED 25-44  
(VERSUS 26% ACROSS  
REST OF COUNTRY)



141%  
OF NATIONAL  
AVERAGE

HIGHER INCOMES  
THAN ISRAELI  
AVERAGE



c.2,100+

HIGH-TECH  
COMPANIES BASED IN  
TEL AVIV



90%

LARGEST TECH  
COMPANIES IN THE  
WORLD WITH TEL-  
AVIV PRESENCE



100+

INTERNATIONAL R&D  
CENTERS

SOURCE: TEL AVIV STATISTICAL YEARBOOK, IVC, TEL AVIV STARTUP  
CITY REPORT



TEL AVIV AS A GLOBAL  
BUSINESS DESTINATION

TEL AVIV AS ISRAEL'S  
GROWTH ENGINE



INTRO  
DUCTION

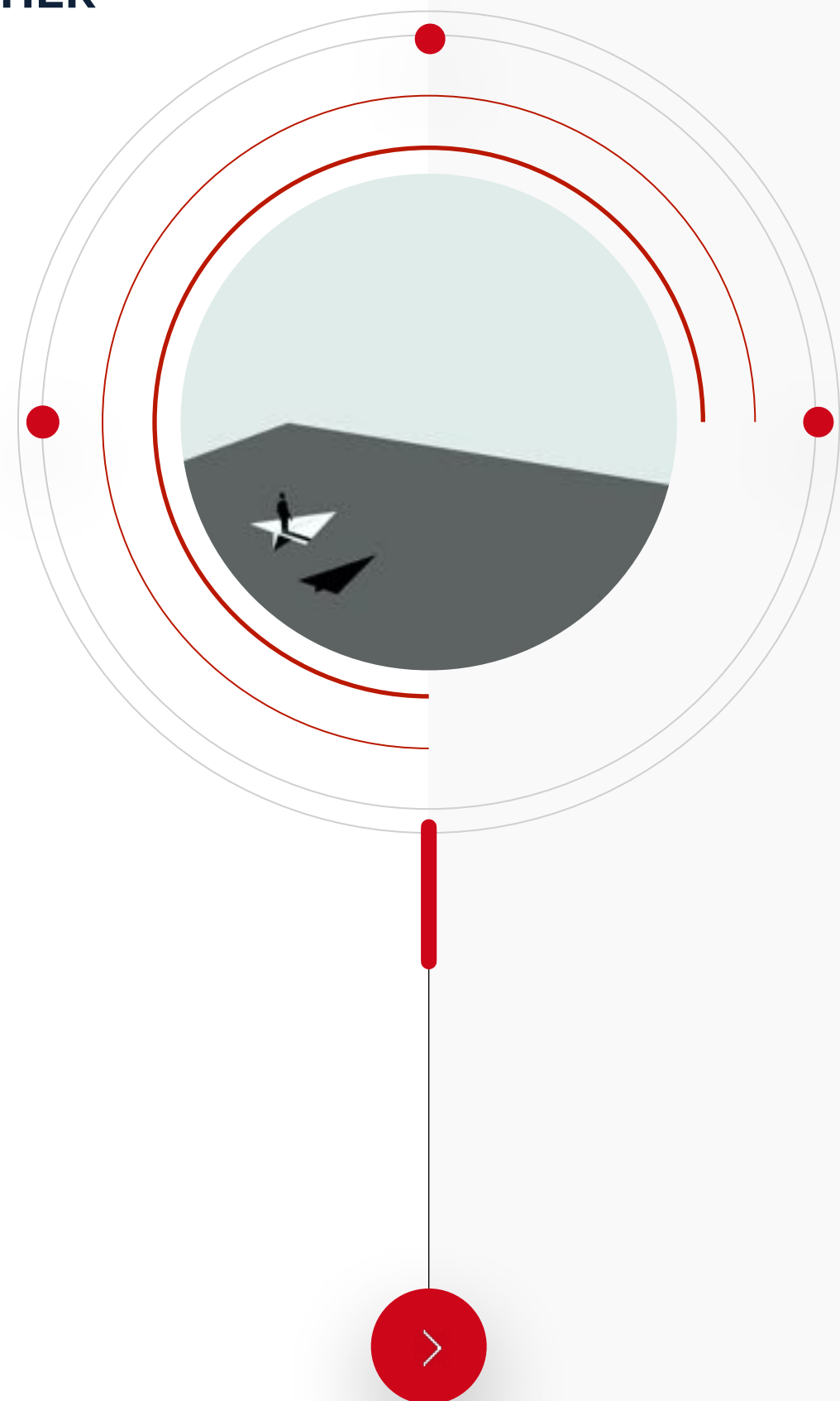


SUPPORTIVE  
ENVIRONMENT

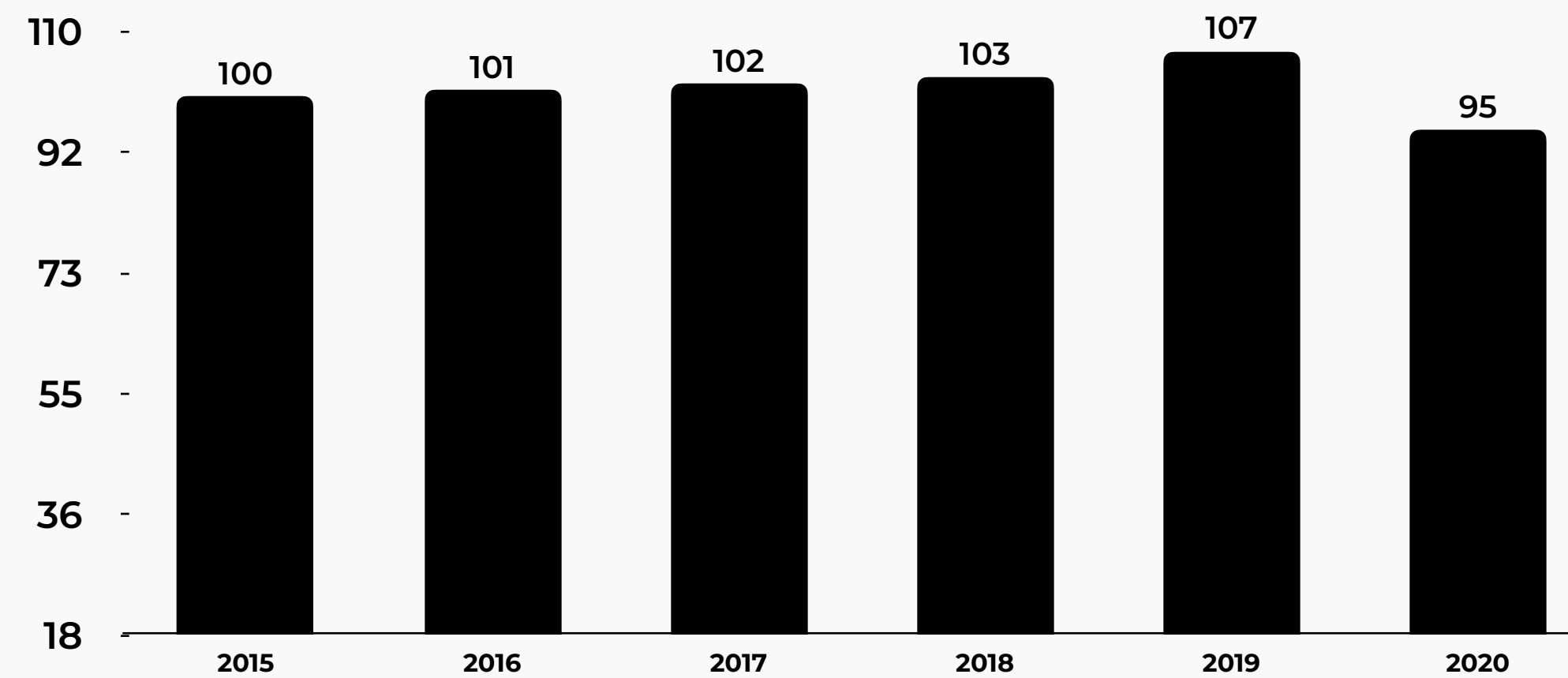


# ATTRACTIVE TEL AVIV OFFICE MARKET FUNDAMENTALS

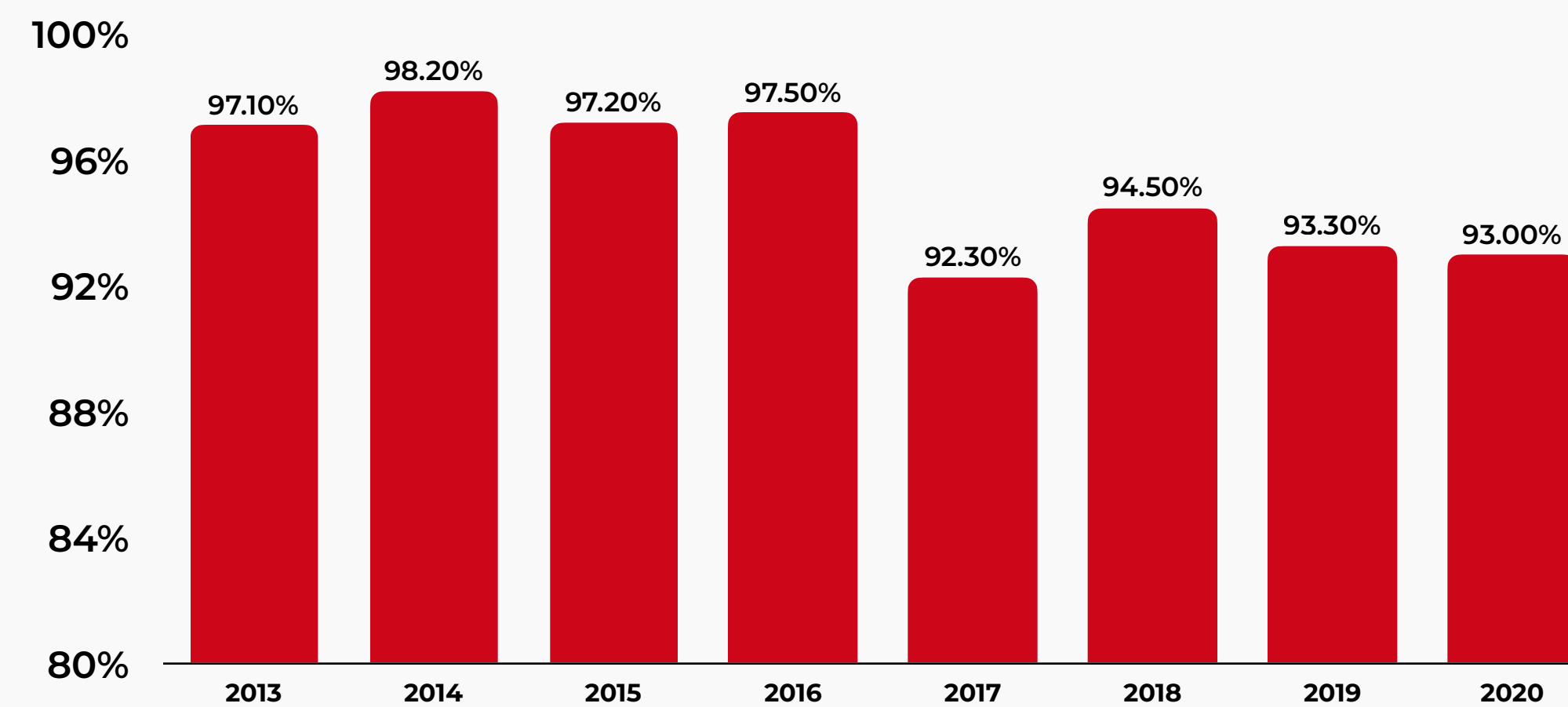
STRONG TENANT DEMAND  
WITH LIMITED NEAR TERM.  
NEW SUPPLY DRIVING  
RENTS HIGHER



RENT PER SQM. PER MONTH (NIS)

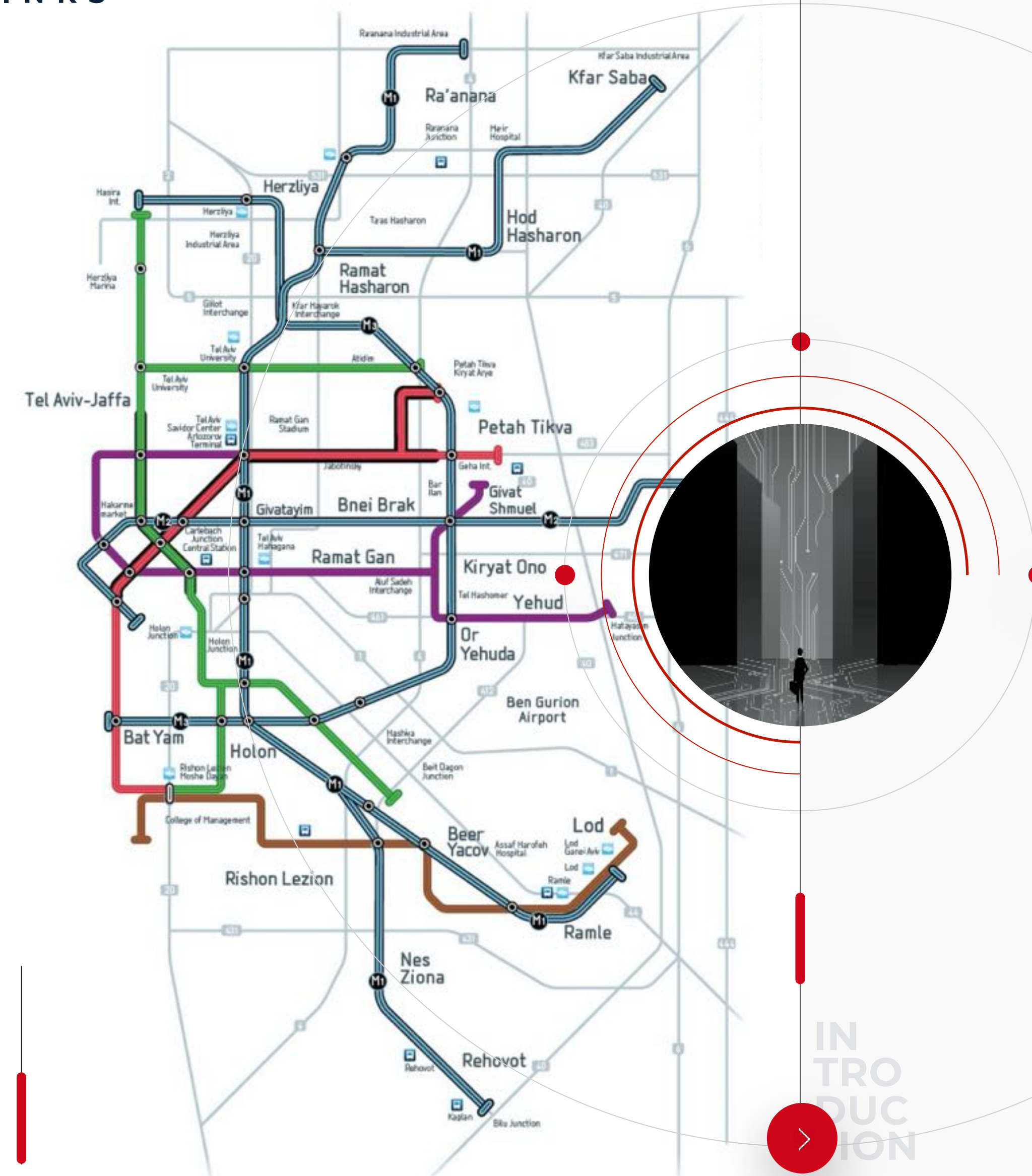


TEL AVIV - AVERAGE OFFICE OCCUPANCY (%)



SOURCE:  
CBRE - INTRODUCTION TO COMMERCIAL REAL ESTATE IN ISRAEL (DECEMBER 2020)

# FUTURE PUBLIC TRANSPORT LINKS



## TEL AVIV TO SIT AT THE CROSSROADS OF A FUTURE TRANSPORTATION NETWORK

ISRAELI GOVERNMENT TO INVEST OVER 150 BILLION NIS OVER THE NEXT SEVERAL YEARS, TO PROMOTE AND DEVELOP THE TRANSPORT INFRASTRUCTURE IN THE TEL AVIV METROPOLITAN AREA, INCLUDING SEVERAL LIGHT RAIL LINES AND METRO LINES CONNECTING TEL AVIV CBD TO SURROUNDING SUBURBS.

NEW PUBLIC  
TRANSPORT LINKS  
TO BE BUILT OVER  
THE NEXT DECADE

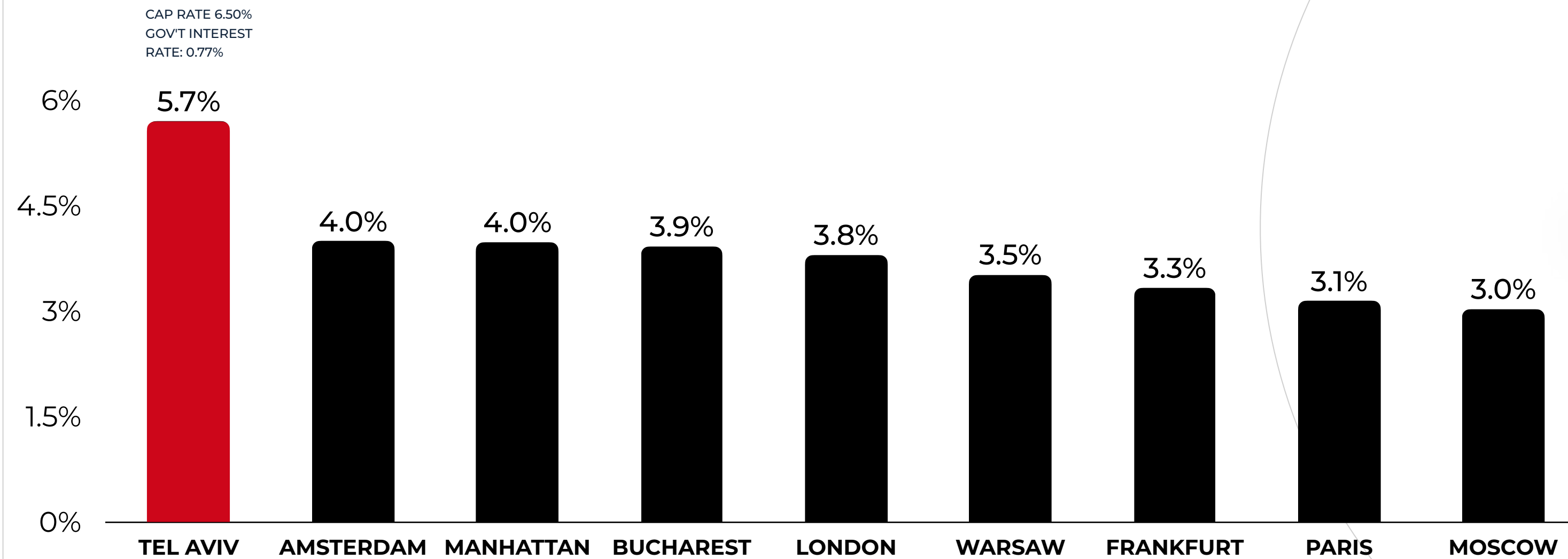


SUPPORTIVE  
ENVIRONMENT



# EXPOSURE TO THE ATTRACTIVE ISRAELI REAL ESTATE SECTOR

**CBD OFFICE CAP RATE SPREAD<sup>1</sup>: TEL AVIV OFFERS THE HIGHEST CAP RATE SPREAD RELATIVE TO THAT OF MANY INTERNATIONAL CITIES - DECEMBER 2020.**



**SIGNIFICANT GAP BETWEEN HIGH CAP RATES AND LOW INTEREST RATES SUPPORT AN ATTRACTIVE RETURN ON EQUITY FOR REAL ESTATE INVESTORS**

## NOTE

<sup>1</sup> Cap rate spread defined as prime CBD office cap rates / yields less the applicable 10-year benchmark government bond yield

## SOURCE

Cushman & Wakefield, CBRE, JLL; the office market in the shadow of covid-19 feb 2021 (Hebrew version); Factset as of 12 March 2021



**SUPPORTIVE ENVIRONMENT**





# PORTFOLIO

OFFICE AND INDUSTRIAL  
LED PORTFOLIO; RETAIL  
LARGELY COMPRISED OF  
CENTRES IN HIGH QUALITY  
LOCATIONS



## HIGH QUALITY PORTFOLIO

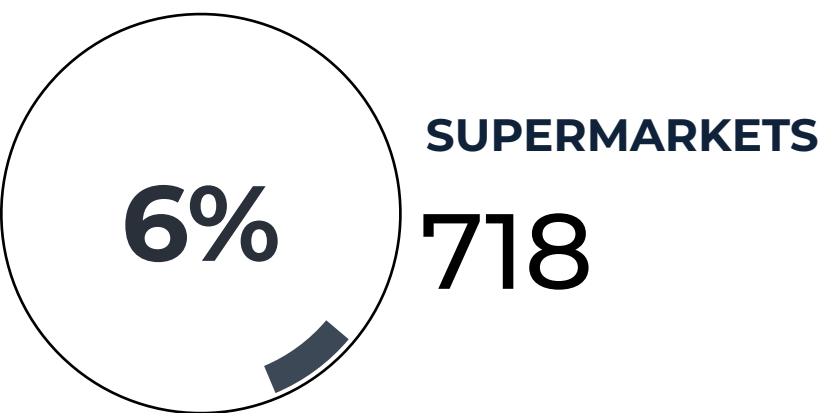
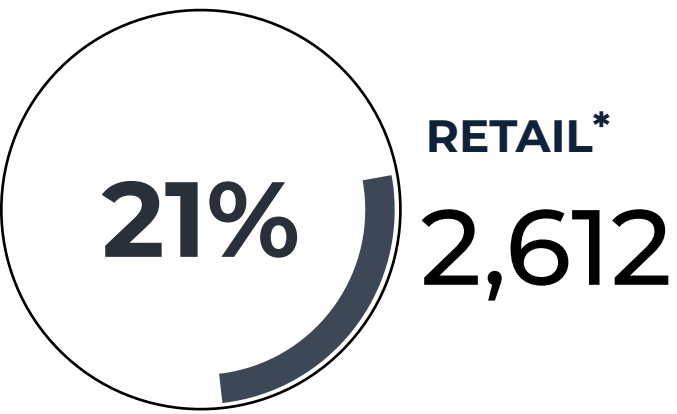
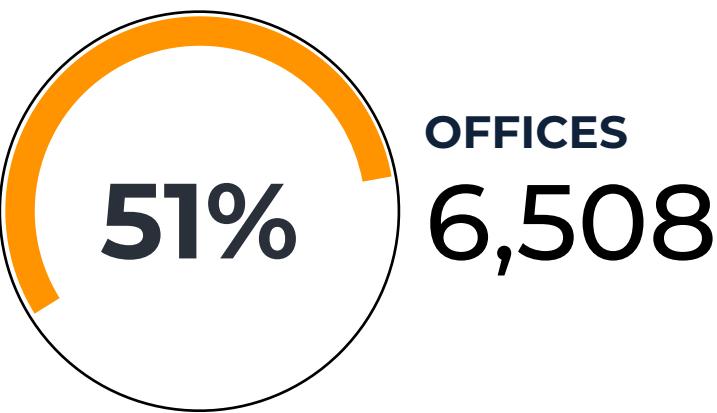


# AMOT'S LEADING REAL ESTATE PORTFOLIO

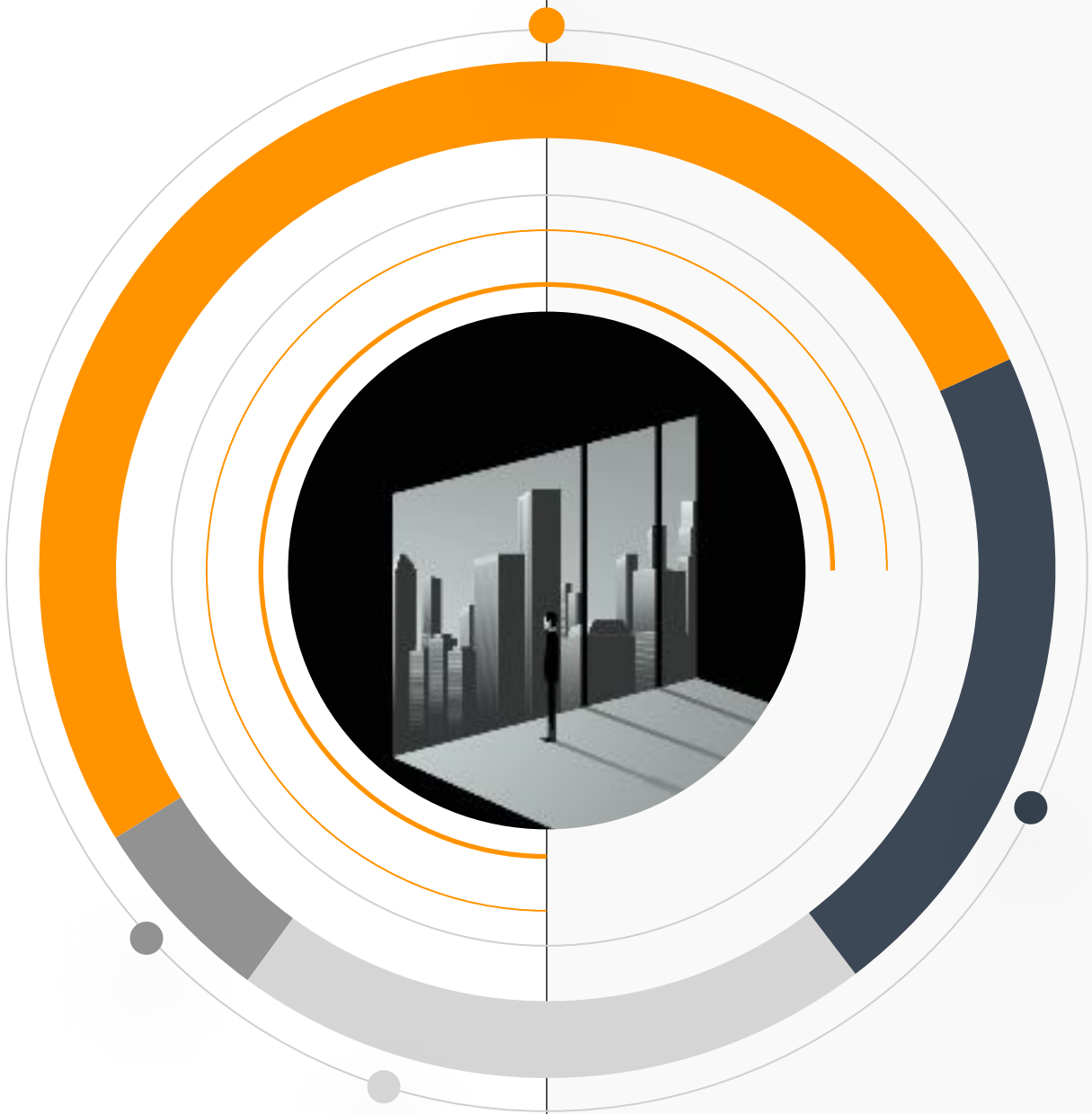
## OFFICE FOCUS PORTFOLIO

SEGMENTATION OF  
**INCOME-PRODUCING**  
PROPERTY VALUE

INCOME-PRODUCING PROPERTY  
VALUE AS OF: 31/12/2020



\* INCLUDING ESSENTIAL RETAIL (7%) SUCH AS  
PHARMACIES, CLINICS AND BANKS



INCOME-PRODUCING  
PROPERTY VALUE IN  
MILLION NIS:

12,651

TOTAL PROPERTY VALUE  
IN MILLION NIS:

13,941

INCLUDING PROJECTS UNDER  
DEVELOPMENT

OFFICE AND INDUSTRIAL  
LED PORTFOLIO; RETAIL  
LARGELY COMPRISED OF  
CENTRES IN HIGH QUALITY  
LOCATIONS



HIGH QUALITY  
PORTFOLIO



# FOCUS ON GREATER TEL AVIV AND SURROUNDING METRO AREA

AMOT'S PORTFOLIO IS FOCUSSED ON GREATER TEL AVIV AND ITS IMMEDIATE SURROUNDINGS ("GUSH DAN"), THE BOOMING EPICENTRE OF ISRAEL

FAIR VALUE BY LOCATION INCOME-PRODUCING PROPERTY

TEL AVIV METROPOLIS

36%

GUSH DAN SURROUNDINGS

36%

OTHER AREAS

28%

GREATER  
TEL AVIV  
72%

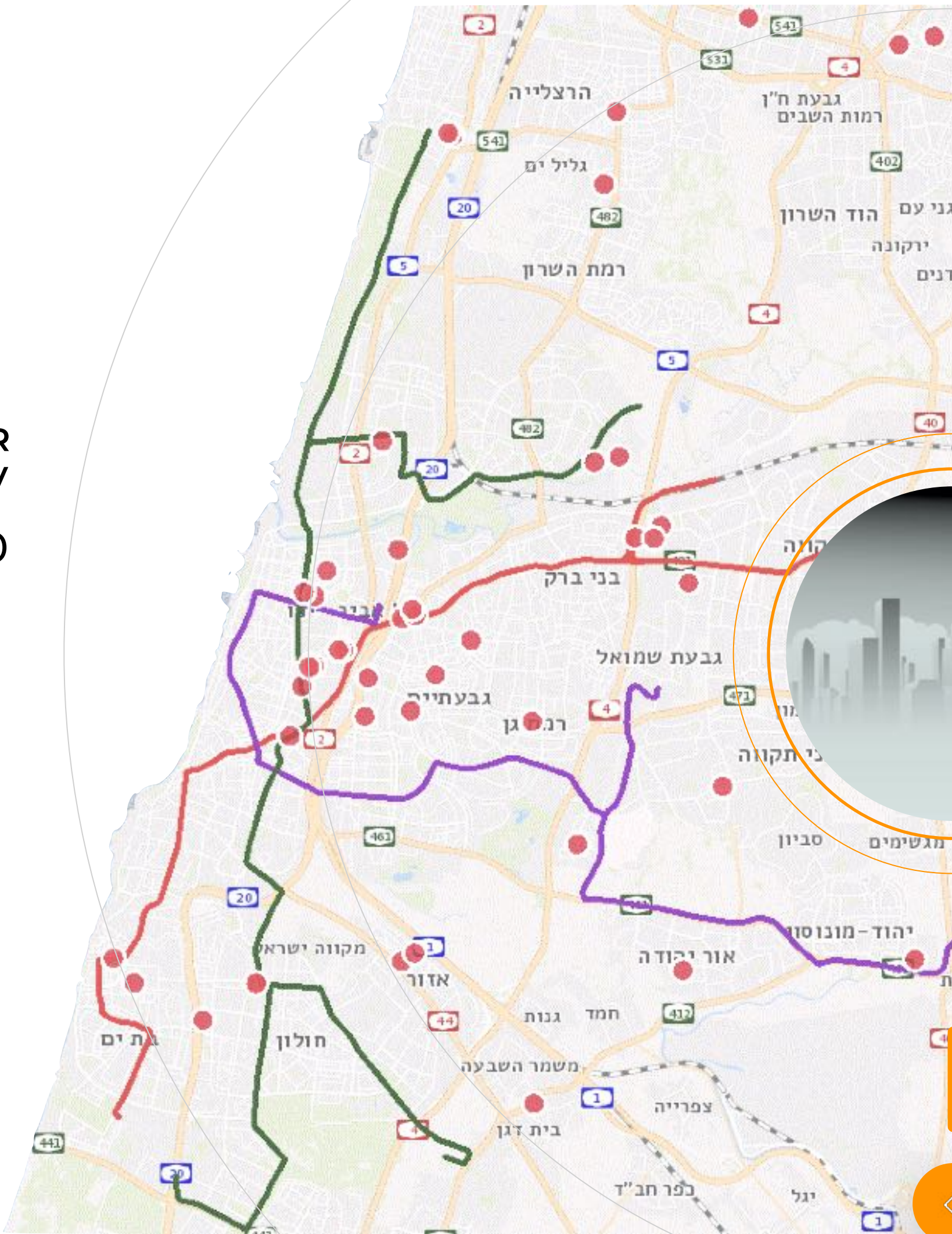
VALUE IN MILLION NIS:

12,651

INCOME-PRODUCING  
PROPERTY VALUE AS OF:

31/12/2020

PORT  
FOLIO



- GREEN LINE
- RED LINE
- PURPLE LINE
- AMOT ASSET



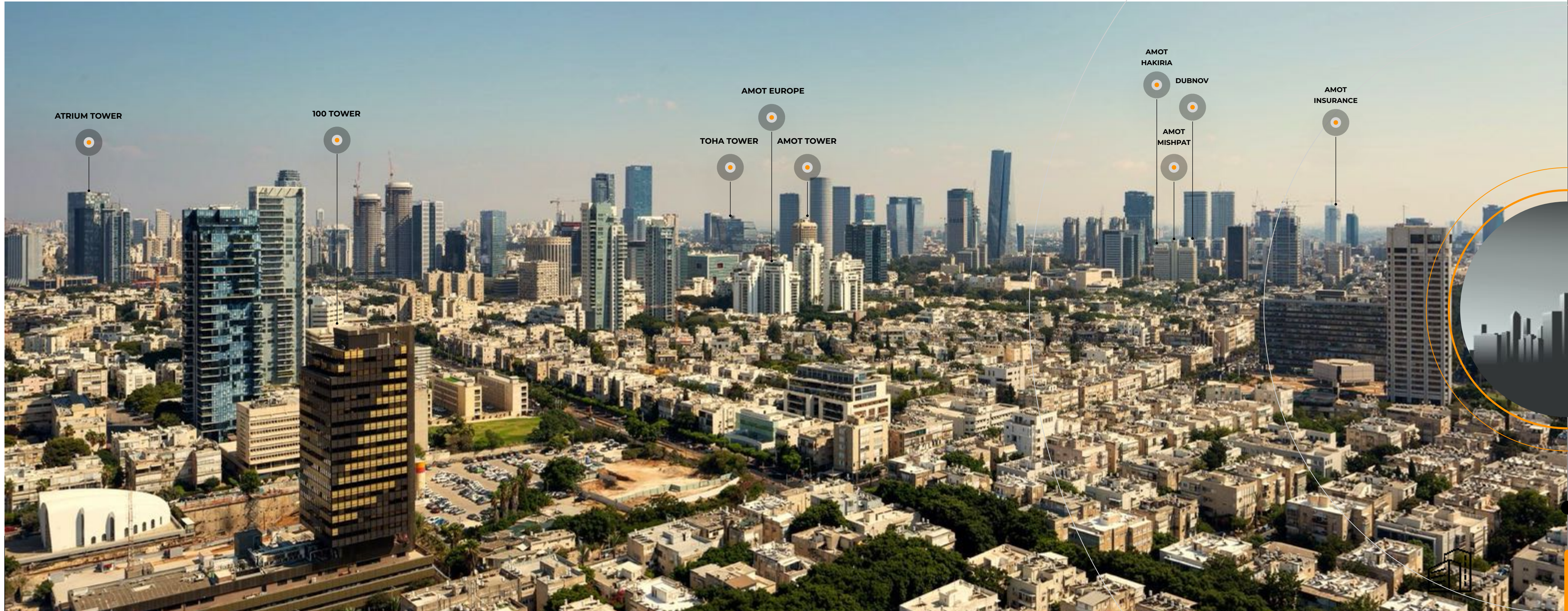
HIGH QUALITY  
PORTFOLIO

16



# AMOT ACROSS THE TEL AVIV SKYLINE

AMOT OWNS SEVERAL MARQUEE BUILDINGS THAT STAND  
OUT AMIDST THE TEL AVIV SKYLINE







# ATRIUM TOWER

LOCATION  
TEL AVIV  
METROPOLIS

MAIN USE  
OFFICES

AMOT'S SHARE  
100%

AREA  
57,000 SQM

FAIR VALUE  
INCLUDING AMOT'S FLOOR 31.12.1020  
1,482M  
NIS

OCCUPANCY  
95%

REP. NOI  
INCLUDING AMOT'S FLOOR  
91  
MILLION NIS

YIELD ON COST  
>10%

## OFFICES CASE STUDY

DEVELOPMENT AT  
ATTRACTIVE YIELD  
ON COST



HIGH QUALITY  
PORTFOLIO





# TOHA 1 TOWER

LOCATION	TEL AVIV METROPOLIS
MAIN USE	OFFICES
AMOT'S SHARE	50%
AREA <small>100%</small>	57,000 <small>SQM</small>
FAIR VALUE <small>100% AS OF 31.12.1020</small>	1,542M NIS
OCCUPANCY	96.5%
NOI <small>2020 100%</small>	90 <small>MILLION NIS</small>
YIELD ON COST	>10%

## OFFICES CASE STUDY

DEVELOPMENT AT  
ATTRACTIVE YIELD  
ON COST



HIGH QUALITY  
PORTFOLIO







# AMOT

## S.L.A. (TEVA)

**LOCATION** SHOHAM  
(28KM FROM CENTRAL TEL-AVIV)

**MAIN USE** LOGISTICS

**AMOT'S SHARE** 100%

**AREA** 50,000 SQM

**FAIR VALUE** 451M  
11.2019 NIS

**OCCUPANCY** 100%

**NOI** 22  
2020 MILLION NIS

ADDITIONAL UNUSED BUILDING RIGHTS

## LOGISTICS CASE STUDY



**HIGH QUALITY  
PORTFOLIO**



**20**



INT'L MATURE TECHNOLOGY COMPANIES AND GROWTH TECH BUSINESSES



EMBASSIES / CONSULATES



INT'L DIVERSIFIED



ISRAELI LOCAL



AMOT'S PORTFOLIO IS FOCUSED ON GREATER TEL AVIV AND ITS IMMEDIATE SURROUNDINGS ("GUSH DAN"), THE BOOMING EPICENTRE OF ISRAEL

DIVERSE TENANT ROSTER OF BOTH INT'L AND LOCAL COMPANIES

APPROXIMATELY:  
1,700  
TENANTS

PORT FOLIO

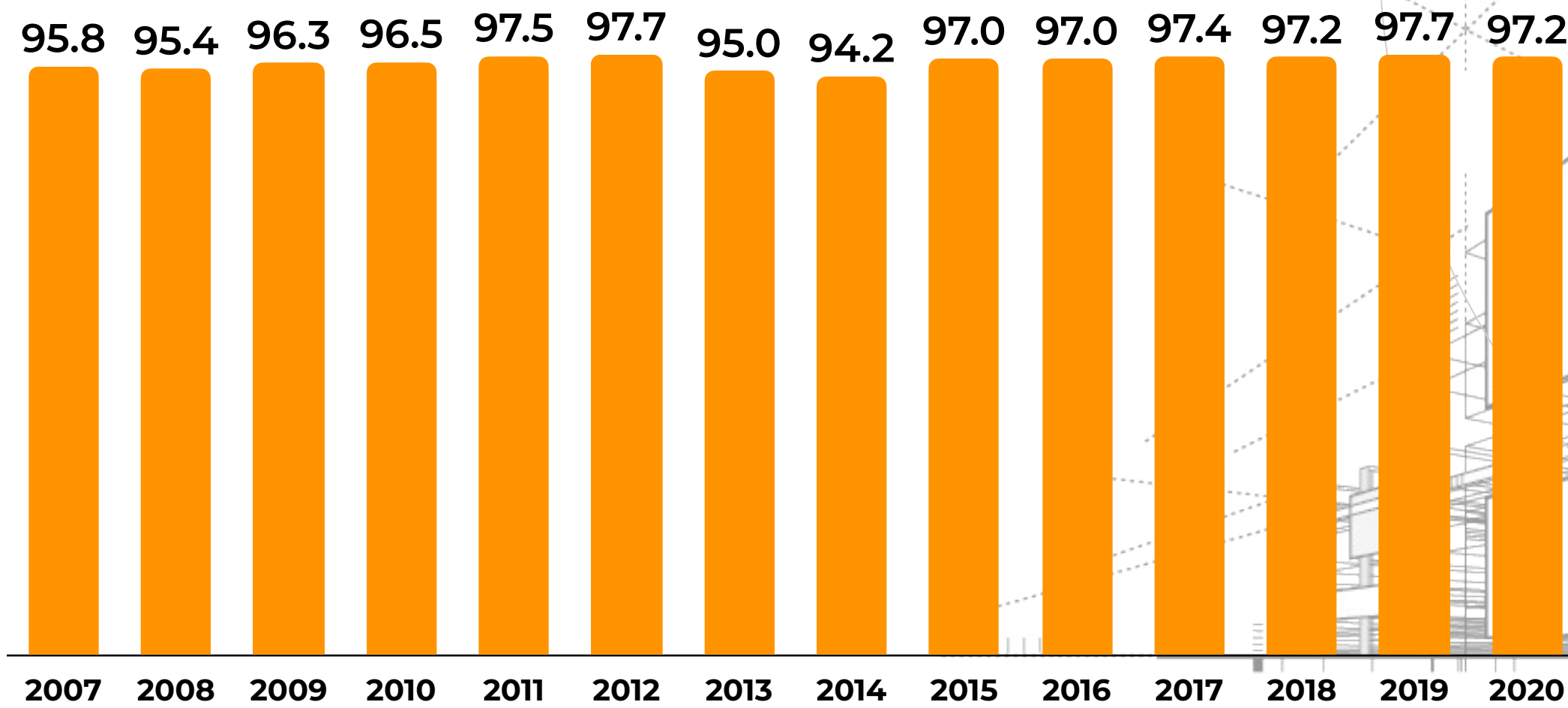


HIGH QUALITY PORTFOLIO



# HIGH AND STABLE OCCUPANCY RATES

ASSETS ACROSS ALL OF AMOT'S PORTFOLIO ARE  
NEAR FULL OCCUPANCY;  
LONG TRACK-RECORD OF SUCCESSFUL LEASING

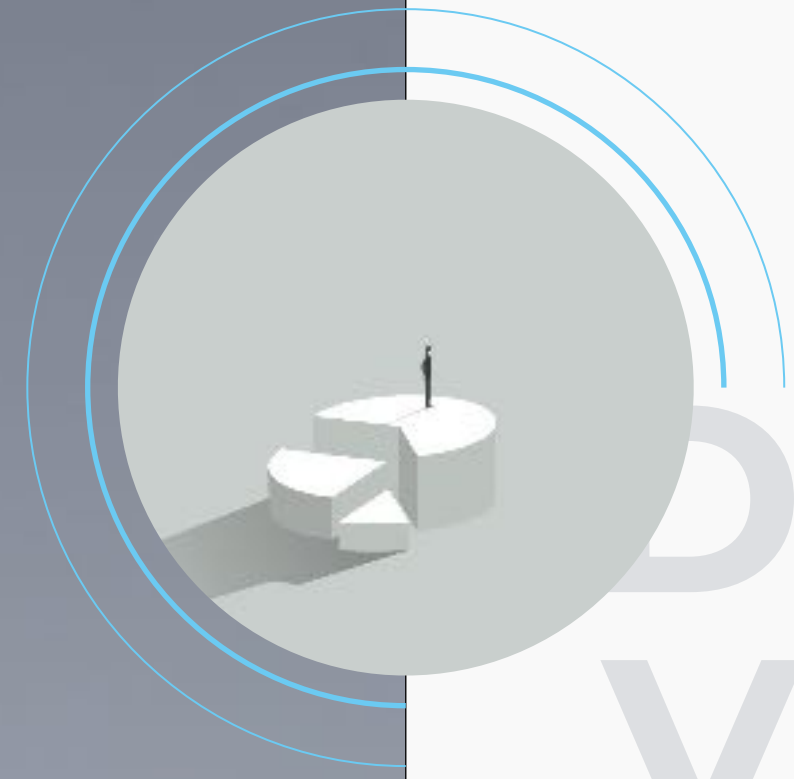


PORT  
FOLIO



HIGH QUALITY  
PORTFOLIO





# DE VE LOP MENT

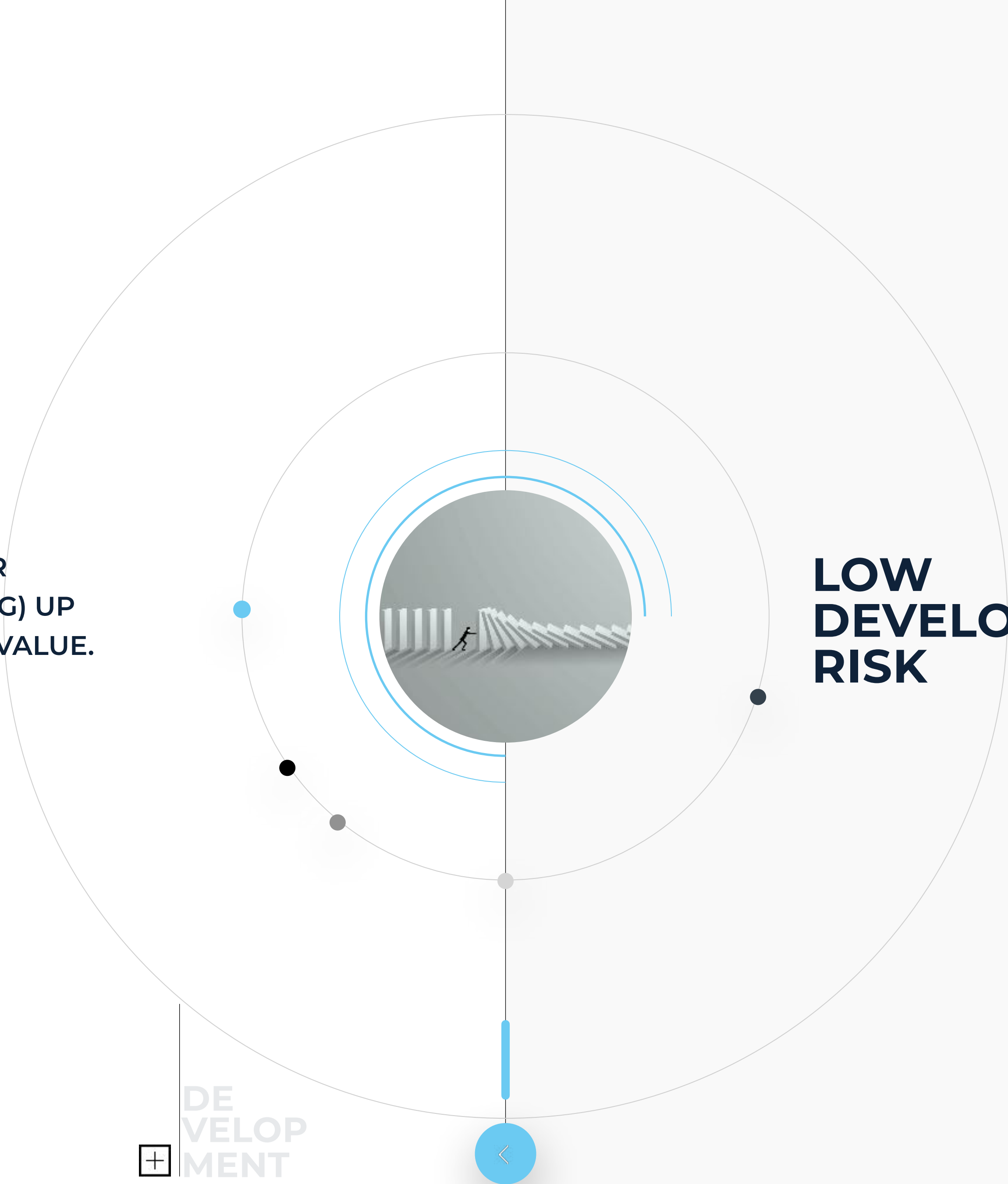


**ROBUST  
DEVELOPMENT  
PIPELINE**

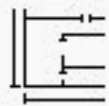
INVESTMENT IN PROJECTS UNDER  
CONSTRUCTION (LAND + BUILDING) UP  
TO 15% OF THE TOTAL PROPERTY VALUE.

MAINTAINING THE COMPANY'S  
EXISTING LEVERAGE RATES.

**AMOT**  
DEVELOPMENT STRATEGY / POLICY



**LOW  
DEVELOPMENT  
RISK**



**ROBUST  
DEVELOPMENT  
PIPELINE**

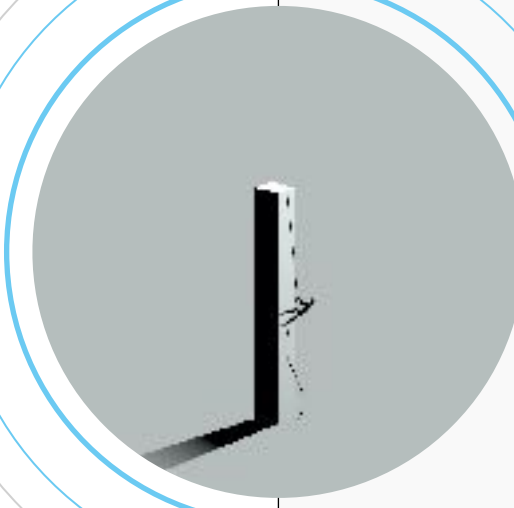




CAMPUS AMOT



MODI'IN LOGISTICS



CONCENTRATION OF DATA  
ON PROJECTS UNDER  
CONSTRUCTION

## AMOT DEVELOPMENTS

### ATTRACTIVE YIELD ON COST FOR PRIME ASSETS

#### PROJECTS UNDER CONSTRUCTION

THE COMPANY HAS 4 PROJECTS IN THE STAGES OF CONSTRUCTION OR PRE-CONSTRUCTION, IN WHICH THE COMPANY'S SHARE IS APPROXIMATELY 94 THOUSAND SQUARE METERS OF ABOVEGROUND AREAS. THE TOTAL EXPECTED SCOPE OF THE INVESTMENT IN THESE PROJECTS IS AROUND NIS 1.4 BILLION (THE COMPANY'S SHARE), AND THE BALANCE OF THE INVESTMENT THEREIN IS NIS 0.8 BILLION (THE COMPANY'S SHARE).



MITHAM HA'LEHI



TOHA2-PARKING LOT

DE  
VELOP  
MENT







LOCATION	HOLON
(10KM FROM CENTRAL TEL-AVIV)	

MAIN USE	OFFICES
----------	---------

AMOT'S SHARE	78%
--------------	-----

GLA	60,000 SQM
100%	

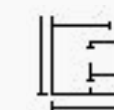
EXPECTED COMPLETION	2021
---------------------	------

ESTIMATED CONSTRUCTION COST: AMOT'S SHARE	570 M NIS
--	--------------

EXPECTED YOC	8%
--------------	----

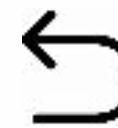
PROJECTS UNDER  
CONSTRUCTION

# CAMPUS AMOT



AMOT  
DEVELOPMENTS

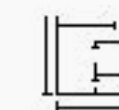




COMING SOON

PROJECTS UNDER  
CONSTRUCTION

# CAMPUS AMOT



AMOT  
DEVELOPMENTS





LOCATION	MODI'IN
	(38KM FROM CENTRAL TEL-AVIV)

MAIN USE	LOGISTICS
----------	-----------

AMOT'S SHARE	75%
--------------	-----

GLA 100%	42,700 SQM
-------------	------------

STATUS	LEASED TO SHUFERSAL LTD
--------	----------------------------

ESTIMATED CONSTRUCTION COST: 100%	320 M NIS
--------------------------------------	--------------

EXPECTED YOC	8%
--------------	----

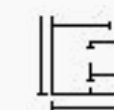
IN ADDITION THERE IS AN OFFICE BUILDING WITH  
AN AREA OF APPROXIMATELY 9 THOUSAND  
SQUARE METERS (100%) ,UNDER CONSTRUCTION.

DEVELOPMENT

+

PROJECTS UNDER  
CONSTRUCTION

# MODI'IN LOGISTICS



AMOT  
DEVELOPMENTS





# MODI'IN LOGISTICS



AMOT  
DEVELOPMENTS





DE  
VELOP  
MENT

## PREEMINENT DEVELOPER WITH ROBUST PIPELINE



## AMOT DEVELOPMENTS

30

**MITHAM**  
HA'LEHI





TOHA2



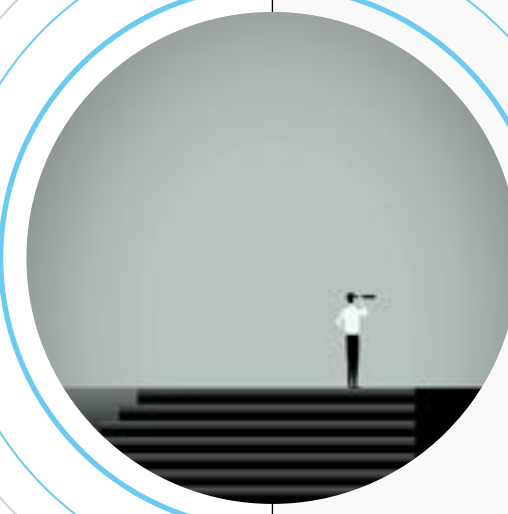
PLATINUM PHASE 2



MITHAM K



AMOT SHAUL



CONCENTRATION OF DATA ON  
PROJECTS IN THE PLANNING  
AND INITIATION STAGES

## AMOT DEVELOPMENTS

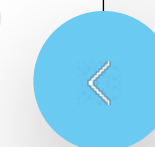
### SIGNIFICANT PIPELINE IN PLANNING

PROJECTS IN THE PLANNING AND  
INITIATION STAGES

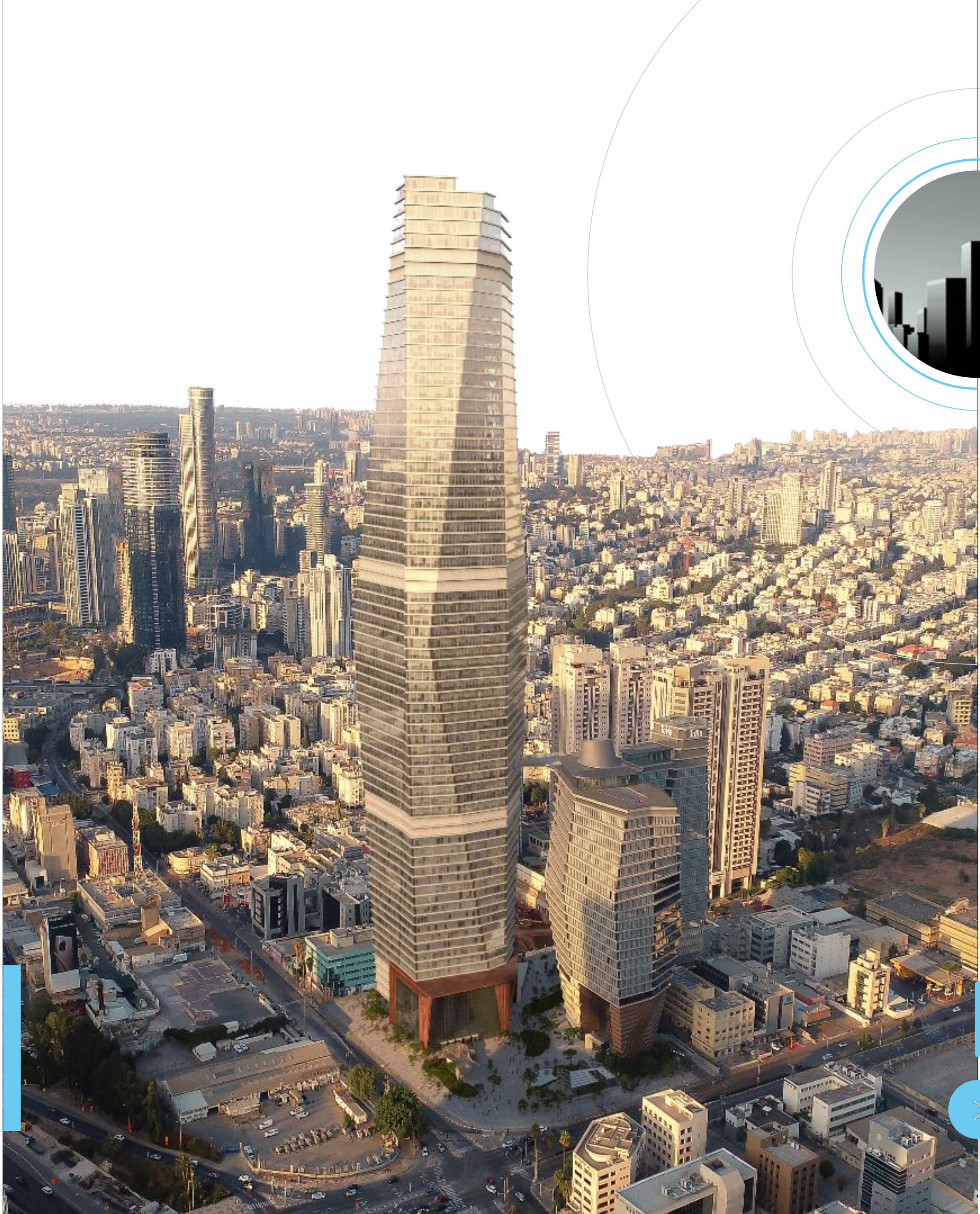


ROBUST  
DEVELOPMENT  
PIPELINE

DE  
VELOP  
MENT







LOCATION	TEL AVIV METROPOLIS
MAIN USE	OFFICES
AMOT'S SHARE	50%

ADDITIONAL RIGHTS:

ACCORDING TO T"A\5000, THE LOCAL COMMITTEE APPROVED FOR DEPOSIT, BUILDING RIGHTS FOR THE CONSTRUCTION OF ANOTHER OFFICE TOWER

GLA 100%	140,000
-------------	---------

ESTIMATED CONSTRUCTION COST: 100%	2,000 M NIS
--------------------------------------	----------------

DEVELOPMENT

THE CONSTRUCTION COST DOES NOT INCLUDE TENANTS IMPROVEMENTS AND CAPITALIZATION OF COSTS.

PROJECTS UNDER  
PLANNING

# TOHA 2 TOWER

TOHA 2 – PHASE TWO OF  
THE EXISTING TOHA  
PROJECT

A SIGNATURE SKYSCRAPER IN  
THE CENTRE OF TEL AVIV

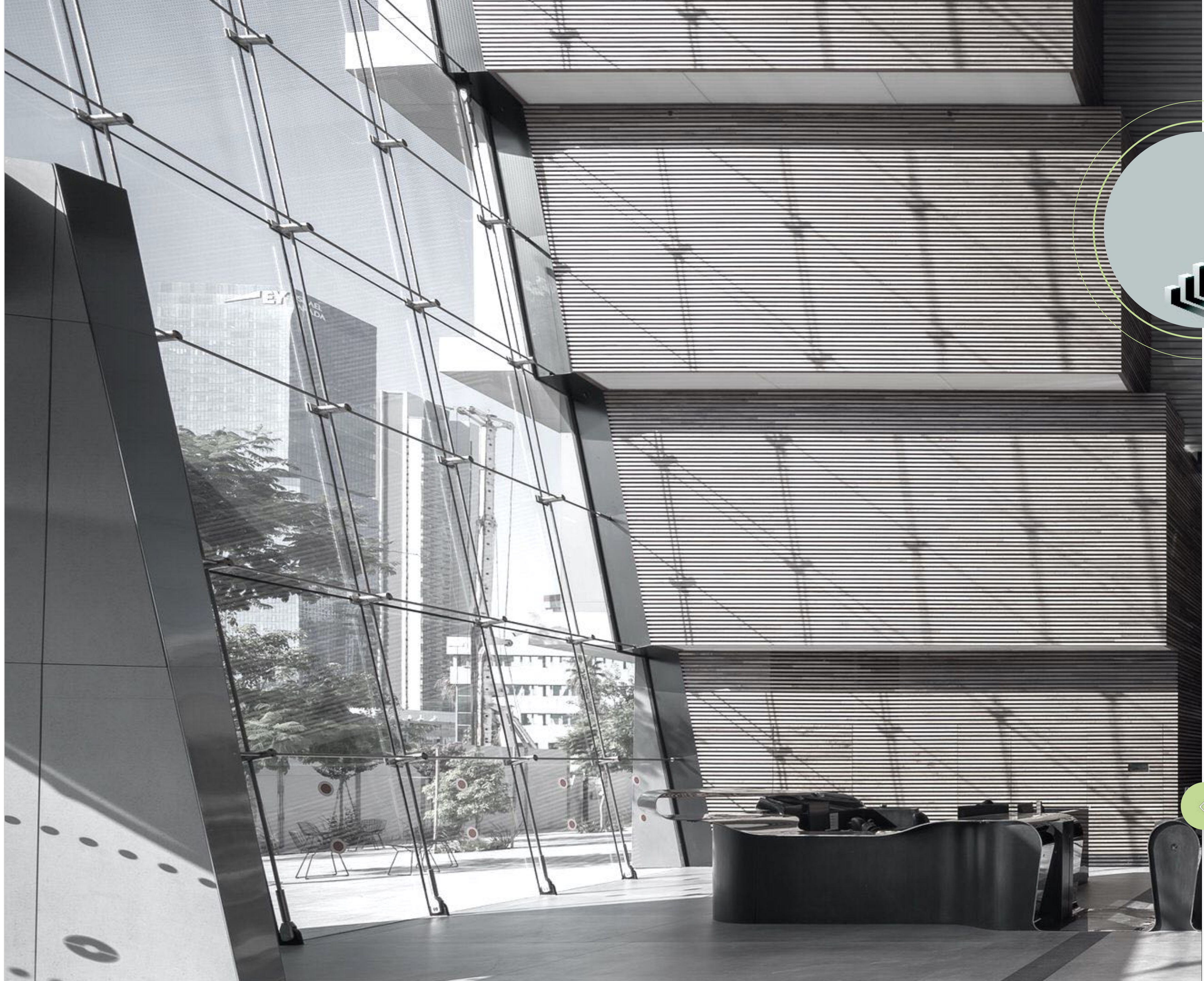


AMOT  
DEVELOPMENTS









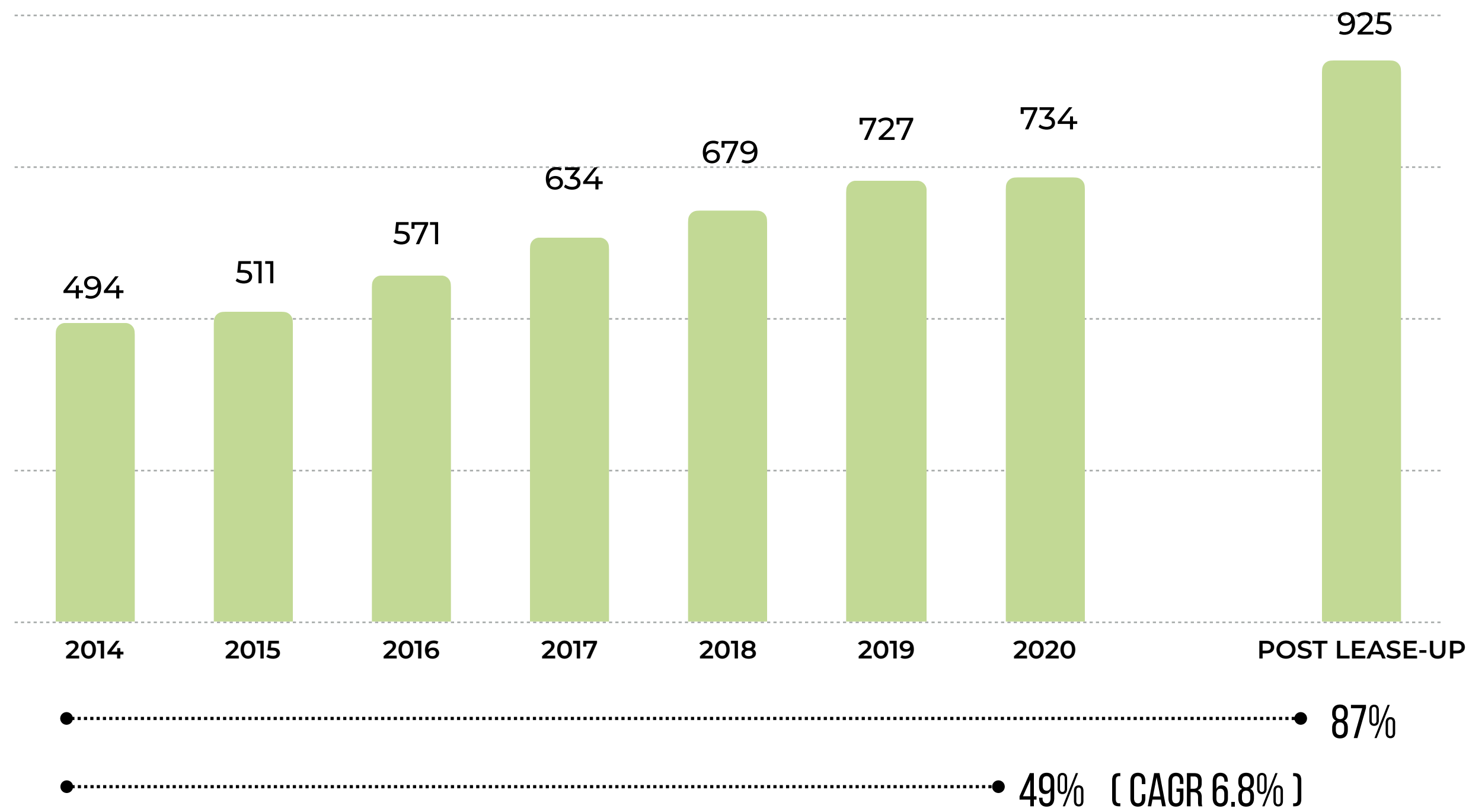
# FI NAN CIAL



**SUPERIOR  
FINANCIAL RETURNS**



# NOI PRO FORMA AFTER NEW DEVELOPMENTS



FORECASTED NOI IS CALCULATED AS RUN-RATE NOI TODAY PLUS THE ESTIMATED NOI OF NEW DEVELOPMENTS CURRENTLY UNDER CONSTRUCTION AFTER COMPLETION (SEE PAGE 25).

INCLUDE ASSET CLASSIFIED AS UNDER CONSTRUCTION.

**DOES NOT INCLUDE ANY ASSUMPTION OF NEW ACQUISITIONS AND DOES NOT INCLUDE PROJECTS IN PLANING (SEE PAGE 31).**  
IN NIS MILLION.

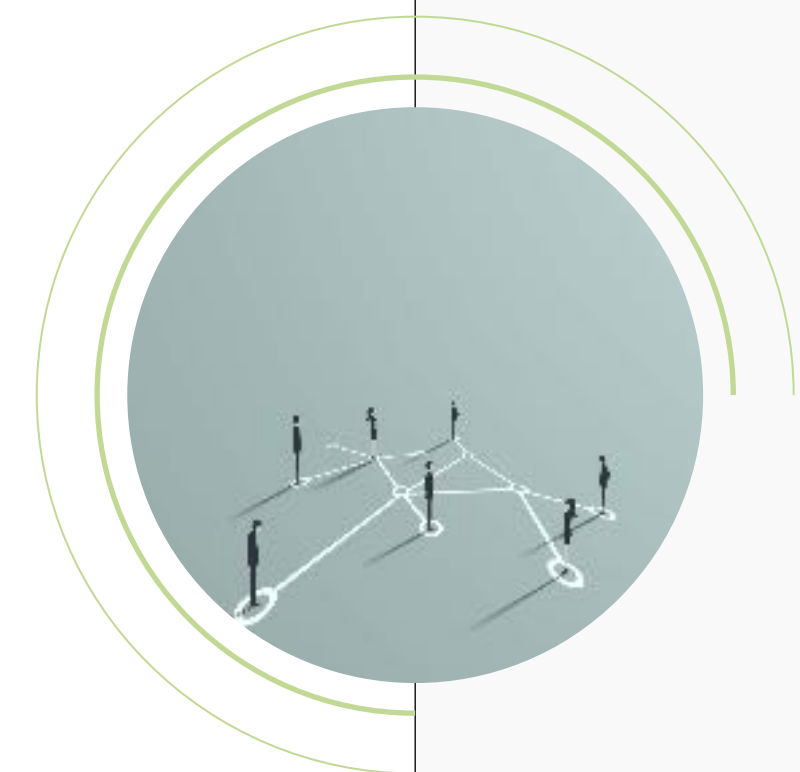
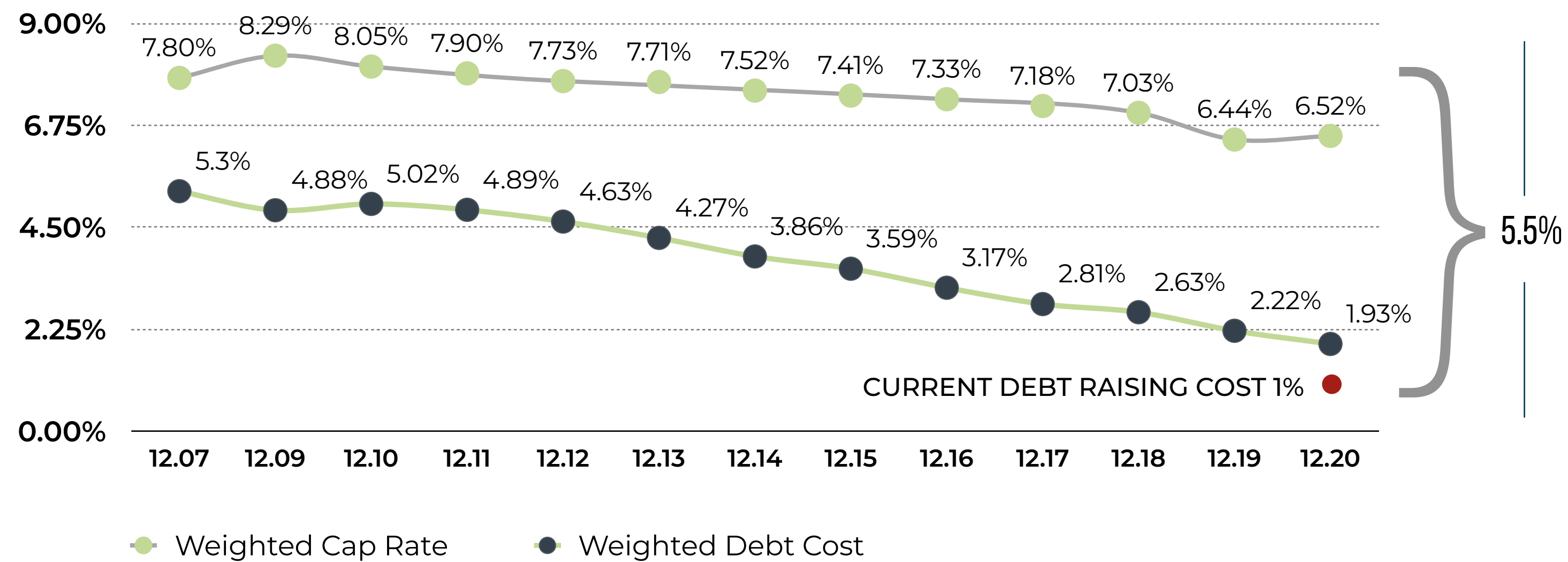


**SUPERIOR  
FINANCIAL RETURNS**



# FINANCIAL STRENGTH

THE CHANGE IN THE WEIGHTED CAP RATE RELATIVE TO THE CHANGE IN THE COMPANY'S WEIGHTED INTEREST RATE

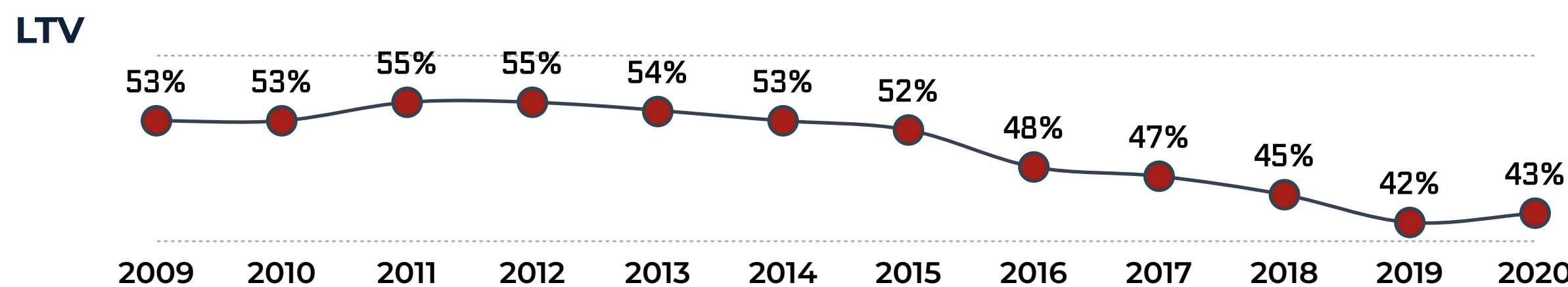
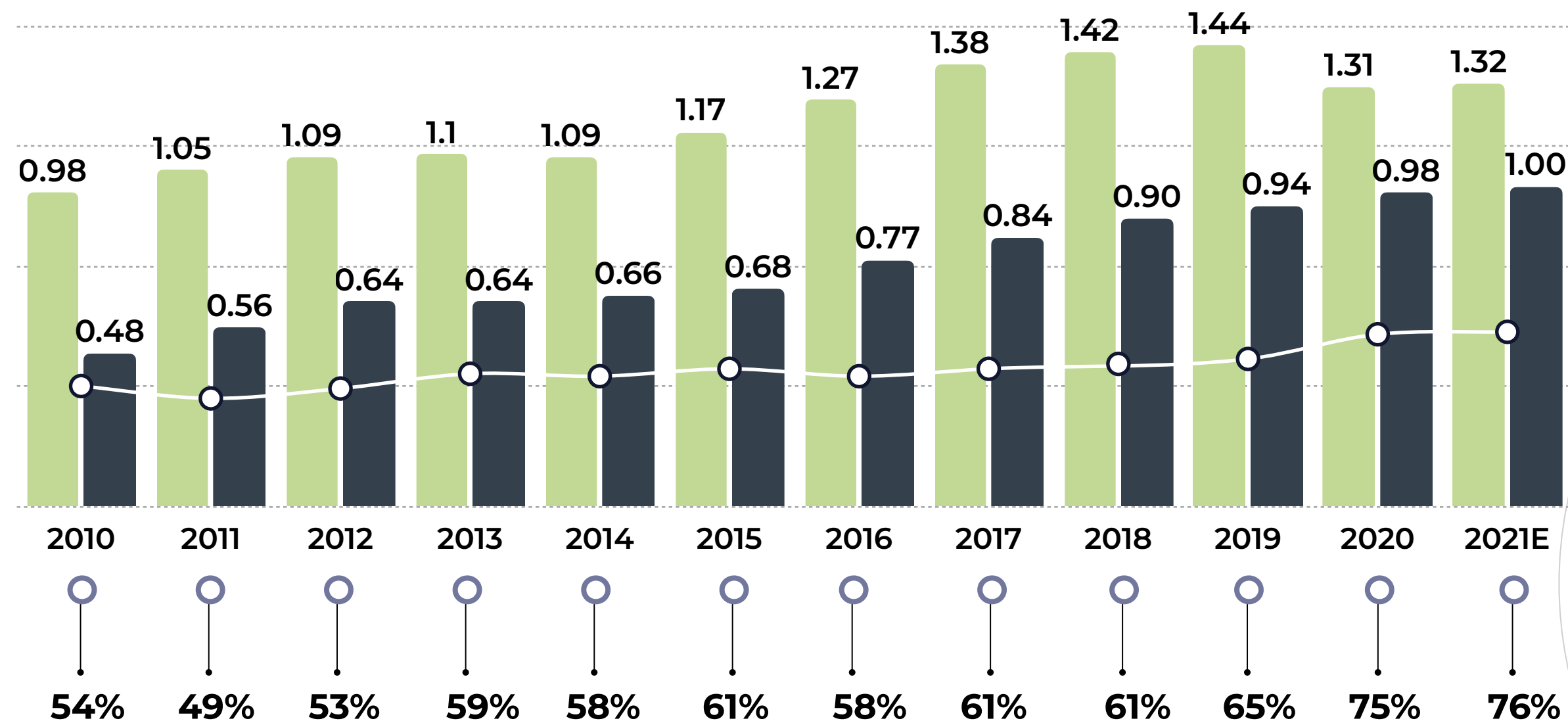


CURRENT DEBT RAISING COST BASED ON COMPANY'S BOND MARKET PRICE (SERIES NUMBER 8), 9 YEARS DURATION, AS OF 7 MARCH 2021



**SUPERIOR FINANCIAL RETURNS**





- FFO PER SHARE (NIS)
- ORDINARY DIVIDEND PER SHARE (NIS)
- DIVIDEND PAYOUT RATIO

NOT INCLUDING DISTRIBUTION OF SPECIAL DIVIDENDS

# HEALTHY FFO AND DIVIDEND PER SHARE GROWTH

ROBUST FFO PER SHARE GROWTH OVER TIME HAS SUPPORTED A RAPIDLY INCREASING DIVIDEND (NIS)

NOT INCLUDING DISTRIBUTION OF SPECIAL DIVIDENDS



SUPERIOR FINANCIAL RETURNS

FINANCIAL



EFFECTIVE LEVERAGE RATIO OF **43%**.

THE COMPANY'S BONDS ARE RATED **ILAA/STABLE** BY S&P (MAALOT) AND **ILAa2/STABLE** BY MOODY'S (MIDROOG) (ISRAELI SCALE).

ALL OF THE COMPANY'S ASSETS ARE **UNPLEDGED** EXCEPT FOR ASSETS VALUED AT 2% WHICH ARE HELD WITH PARTNERS.

WEIGHTED EFFECTIVE CPI LINKED INTEREST **1.93%**.

CURRENT DEBT RAISING COST, BASED ON AMOT'S BOND SERIES 8, DURATION 9 YEARS **1%**. AS OF 7 MARCH 2021.

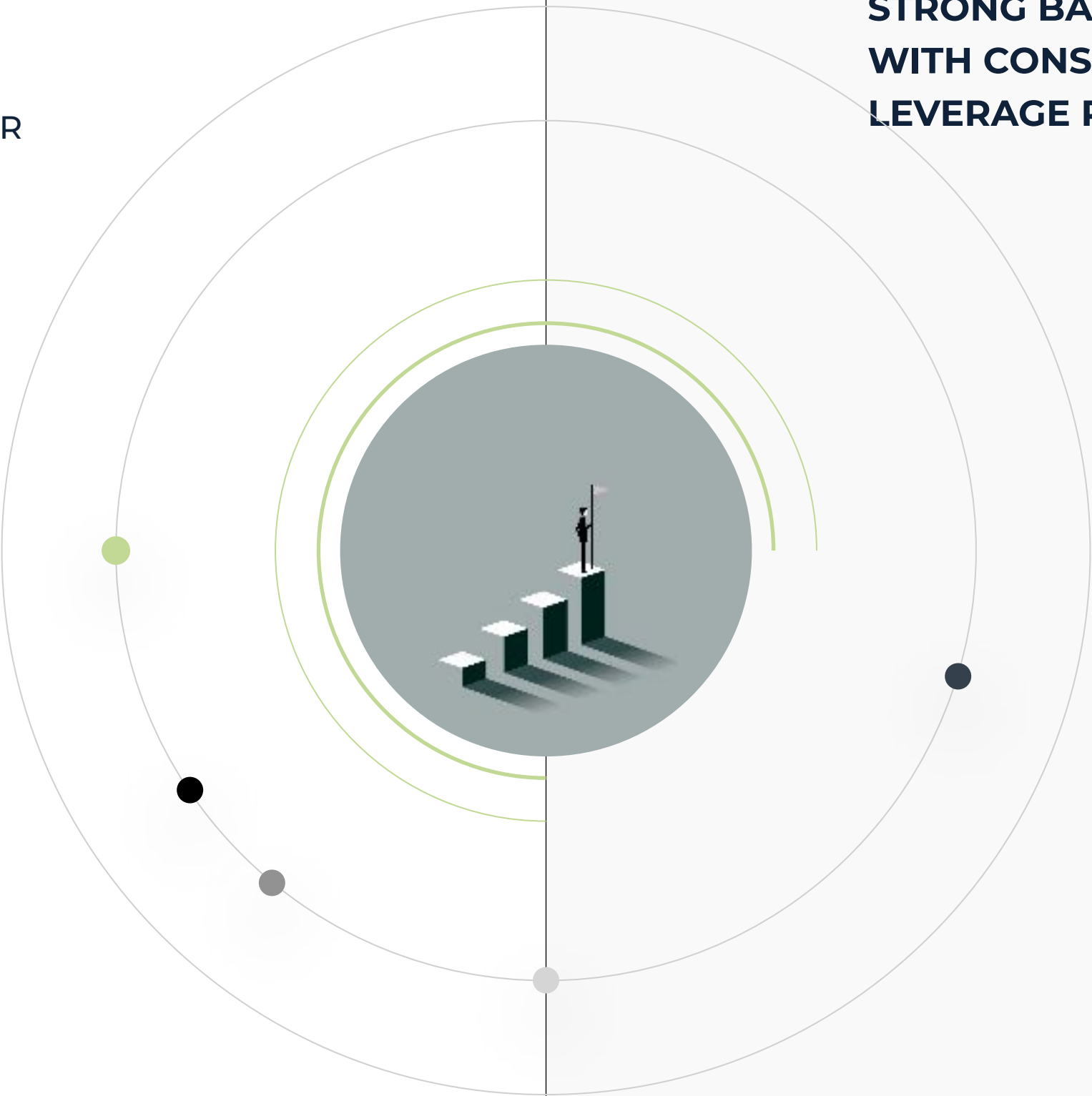
AVERAGE DURATION OF DEBT **4.9** YEARS.

CREDIT FACILITIES IN THE AMOUNT OF **1,080** MILLION NIS.

CASH AND CASH EQUIVALENTS IN THE AMOUNT OF **1,000** MILLION NIS (AS OF 7 MARCH, 2021).

# TOP-RATED FINANCIAL POSITION

STRONG BALANCE SHEET  
WITH CONSERVATIVE  
LEVERAGE POSITION



SUPERIOR  
FINANCIAL RETURNS

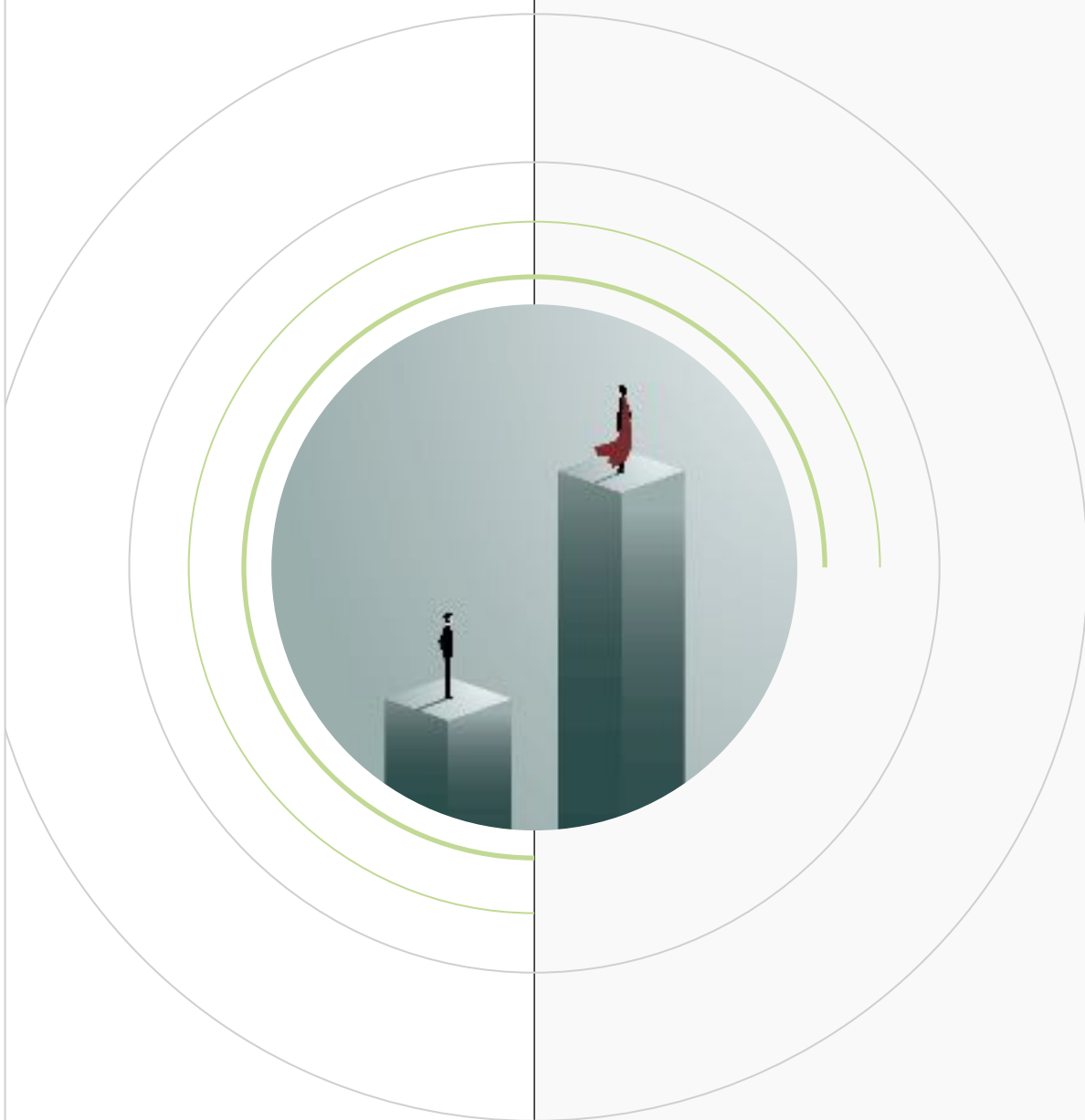
+

FIN  
NAN  
CIAL

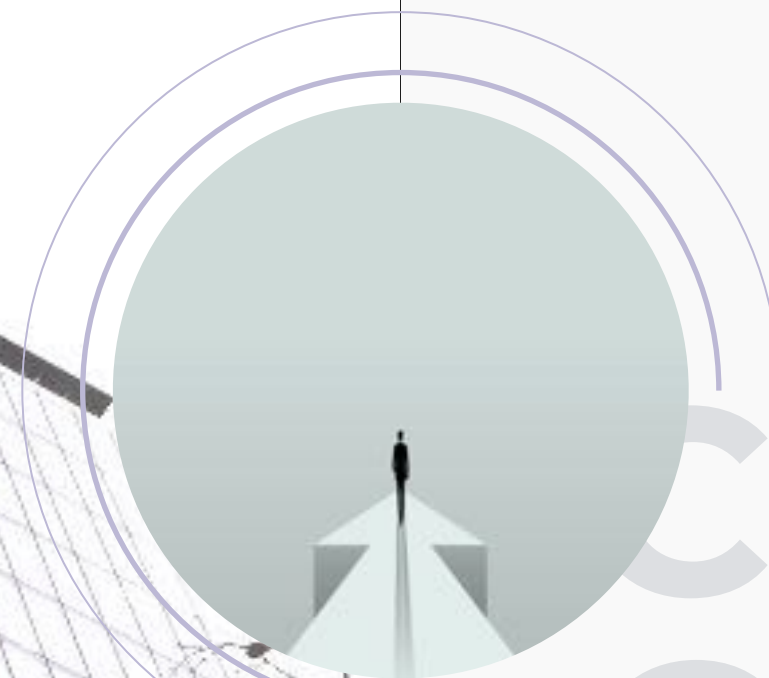


# TRACK RECORD OF DELIVERING A RELIABLE FORECAST FOR SHAREHOLDERS

AMOT HAS A STRONG AND SOLID  
INCOME STREAM DUE TO ITS  
DIVERSIFIED PORTFOLIO AND  
STRONG TENANTS BASE.







# CON CLU SION



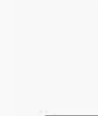
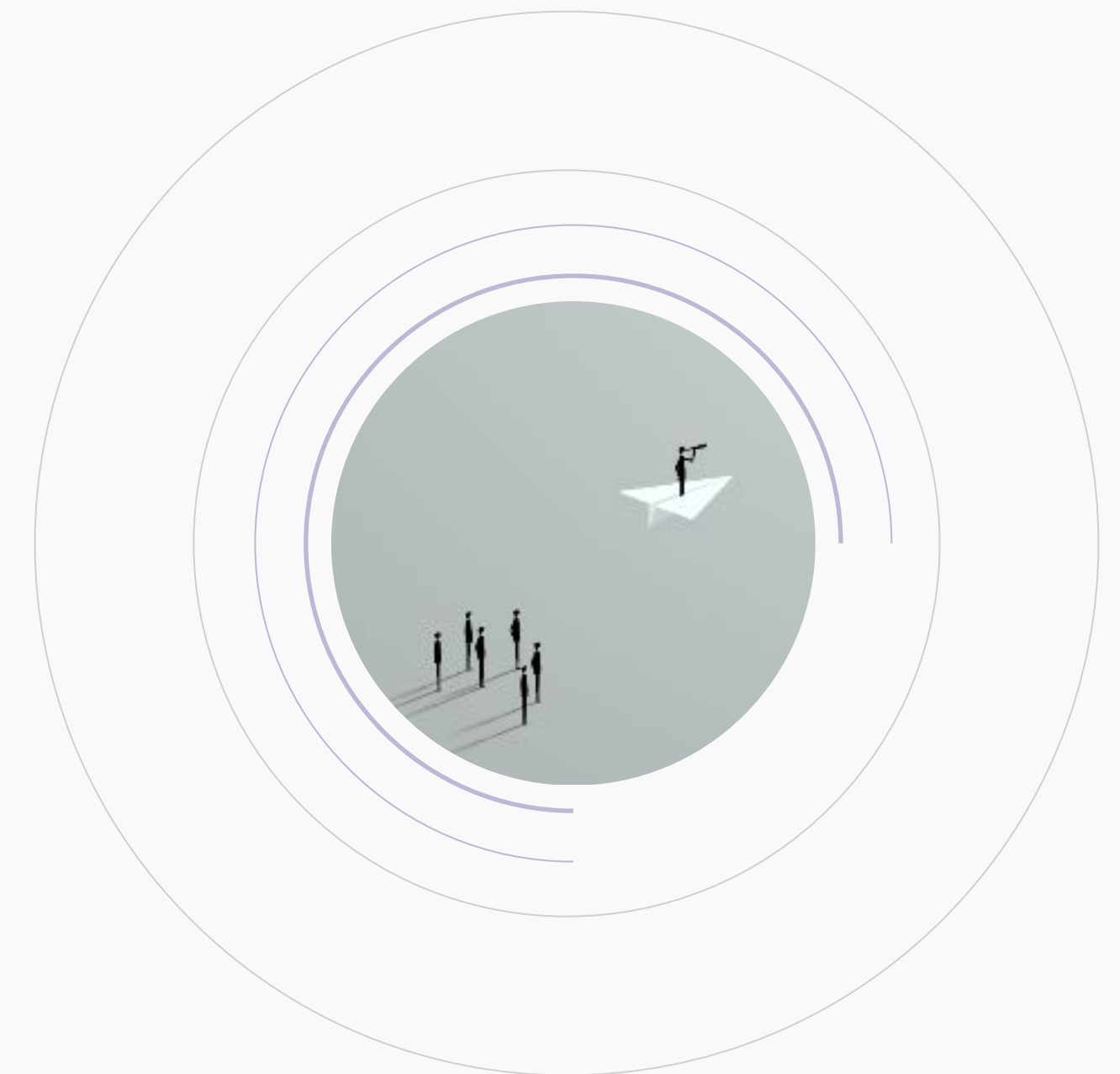
## CONCLUSION





- 1 ATTRACTIVE ISRAELI ECONOMIC ENVIRONMENT COUPLED WITH STRONG REAL ESTATE FUNDAMENTALS.
- 2 PORTFOLIO FOCUSED ON GREATER TEL AVIV REGION, ISRAEL'S GROWTH ENGINE. PORTFOLIO ONLY IN ISRAEL.
- 3 IMPRESSIVE PORTFOLIO OF PROPERTIES FOCUSED ON OFFICES LOCATED IN PRIME LOCATIONS.
- 4 STRONG DEMAND FROM A DIVERSE SET OF INTERNATIONAL AND LOCAL TENANTS.
- 5 PREEMINENT DEVELOPER WITH A ROBUST PIPELINE TO FUEL GROWTH.
- 6 TOP-RATED FINANCIAL POSITION.
- 7 PROVEN TRACK RECORD OF DELIVERING SHAREHOLDER VALUE.
- 8 QUARTERLY DIVIDEND DISTRIBUTION ACCORDING TO A CLEAR DIVIDEND POLICY.

# A LEADER IN THE BUOYANT ISRAELI REAL ESTATE MARKET



## CONCLUSION



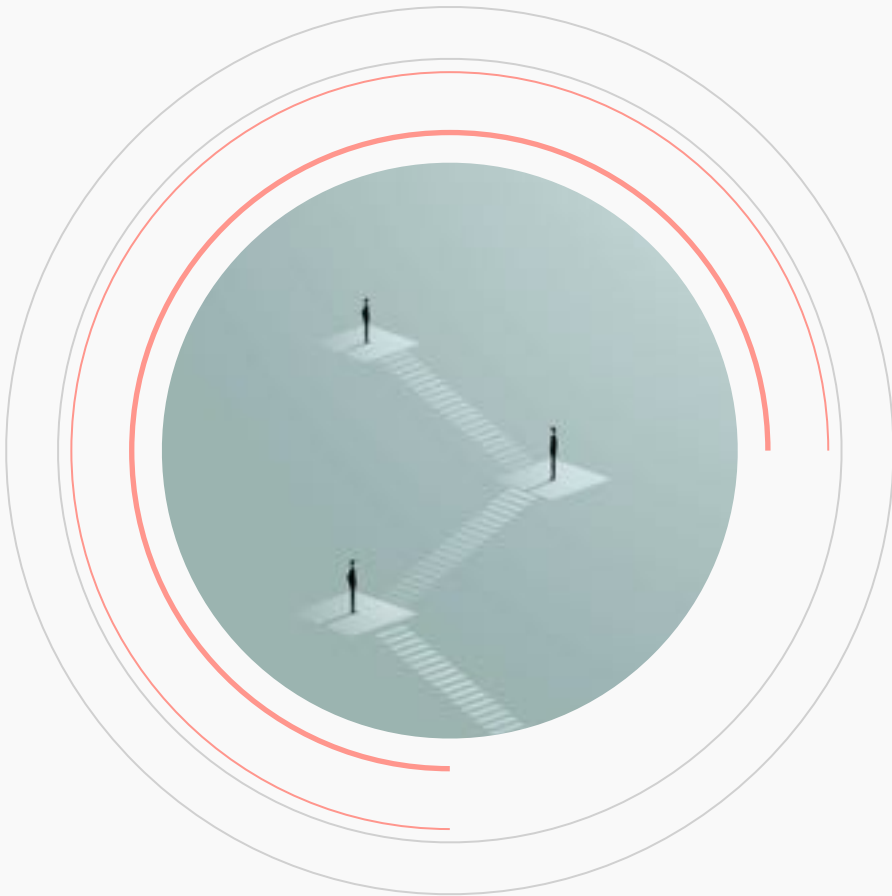


## APPENDIX

ADDITIONAL  
MATERIALS



ITEM	UK	US	ISRAEL
LEASE TERM	<ul style="list-style-type: none"><li>10-15 years</li></ul>	<ul style="list-style-type: none"><li>5-10 years</li></ul>	<ul style="list-style-type: none"><li>c. 5 years + tenant option</li><li>Larger spaces leased for c.10 years</li></ul>
RENT QUOTE	<ul style="list-style-type: none"><li>Per square foot per annum</li></ul>	<ul style="list-style-type: none"><li>Per square foot per annum</li></ul>	<ul style="list-style-type: none"><li>Per square metre per month</li></ul>
RENT MECHANISM	<ul style="list-style-type: none"><li>Rent review, generally every five years (rent remains flat in intervening period)<ul style="list-style-type: none"><li>New rent established with reference to lease transactions in comparable property</li><li>Process conducted by independent surveyor</li></ul></li><li>Rent review is generally upwards only</li><li>1-2 rent reviews per lease</li></ul>	<ul style="list-style-type: none"><li>Built-in rent increases<ul style="list-style-type: none"><li>Fixed uplift</li><li>Variable uplift (inflation indexed)</li></ul></li><li>Post lease expiration, rent renegotiated with tenant<ul style="list-style-type: none"><li>Passing rent level and structure of rental uplifts</li></ul></li></ul>	<ul style="list-style-type: none"><li>CPI-linked; upwards only (on initial base rent)</li><li>Post lease expiration, rent renegotiated with tenant</li><li>Tenant option at additional rent (pre-agreed at signing of initial lease)</li></ul>
RENEWAL RIGHTS	<ul style="list-style-type: none"><li>Statutory right of renewal under the terms of original lease (unless lease carved out of statute)</li></ul>	<ul style="list-style-type: none"><li>No tenant right to remain in the property unless a specific lease-extension right negotiated and signed</li></ul>	<ul style="list-style-type: none"><li>No tenant right to remain in the property unless a specific lease-extension right negotiated and signed</li></ul>
PROPERTY EXPENSES	<ul style="list-style-type: none"><li>Leases are generally Fully Repairing and Insuring ("FRI")<ul style="list-style-type: none"><li>Building maintenance, insurance and most capital expenditure borne by the tenant</li><li>Some of the costs (e.g., utilities, council tax) are paid by the tenant directly while others are paid indirectly (paid by the landlord and reimbursed by the tenant through a service charge)</li></ul></li><li>Void costs are therefore more substantial for UK landlords and include:<ul style="list-style-type: none"><li>Loss of rent; unreimbursed service charges</li><li>Empty rates (property taxes)</li></ul></li></ul>	<ul style="list-style-type: none"><li>Unless triple-net lease, landlord generally responsible for all ongoing management costs of the building, including:<ul style="list-style-type: none"><li>Utilities</li><li>Insurance</li><li>Property tax</li><li>Maintenance capex</li></ul></li></ul>	<ul style="list-style-type: none"><li>Tenant responsible for almost all costs<ul style="list-style-type: none"><li>Utilities</li><li>Property tax</li><li>Maintenance capex</li><li>Insurance</li></ul></li></ul>
BUILDING CONDITION	<ul style="list-style-type: none"><li>Strict requirement for tenant to return the space to its original condition after allowing for reasonable wear and tear</li></ul>	<ul style="list-style-type: none"><li>Less strict requirement</li></ul>	<ul style="list-style-type: none"><li>Strict requirement for tenant to return the space to its original condition after allowing for reasonable wear and tear</li></ul>



# LEASE TERM COMPARISON - OFFICES

## APPENDIX







## ENVIRONMENTAL

- AMOT INVESTS CONSIDERABLE SUMS TO ENSURE ADHERENCE WITH ENVIRONMENTAL VALUES IN THE OPERATION OF ITS EXISTING ASSETS AND THE CONSTRUCTION OF ITS NEW ASSETS.
- THE COMPANY'S MOST RECENT OFFICE DEVELOPMENTS HAVE ALL BEEN BUILT WITH STRICT ADHERENCE TO "GREEN BUILDING" PRACTICES AND HAVE RECEIVED HIGH LEED RATINGS.
- ATRIUM AND TOHA, AMOT'S TWO MOST RECENTLY COMPLETED DEVELOPMENTS WERE THE FIRST TWO BUILDINGS IN ISRAEL TO RECEIVE LEED PLATINUM STATUS, DEMONSTRATING AMOT'S COMMITMENT TO GREEN STANDARDS.
- THE COMPANY HAS ALSO DEPLOYED SOLAR PANELS AT OVER OF A DOZEN OF ITS ASSETS TO INCREASE THE PROPORTION OF GREEN ENERGY USAGE IN ITS PORTFOLIO.
- IN ADDITION, THE COMPANY WORKS ACTIVELY TO MAINTAIN A HIGH STANDARD OF MAINTENANCE ACROSS ITS PORTFOLIO TO REDUCE WATER AND ELECTRICITY USAGE IN ITS BUILDINGS.

## SOCIAL

- AMOT HAS INVESTED CONSIDERABLE SUMS TO ENSURE STRICT ADHERENCE WITH ACCESSIBILITY VALUES.
- ALL OF AMOT'S ASSETS HAVE BEEN MADE ACCESSIBLE FOR PEOPLE WITH DISABILITIES.
- THE COMPANY HAS RECEIVED ACCESSIBILITY CERTIFICATES FROM ACCESS ISRAEL, A MAJOR NGO FOCUSED ON IMPROVING ACCESSIBILITY FOR DISABLED PERSONS THROUGHOUT SOCIETY.
- AMOT DONATES ABOUT USD 0.6M A YEAR TO VARIOUS CHARITABLE ORGANIZATIONS ACROSS ISRAEL. GIVING BACK TO THE COMMUNITY IS IMPORTANT FOR AMOT.

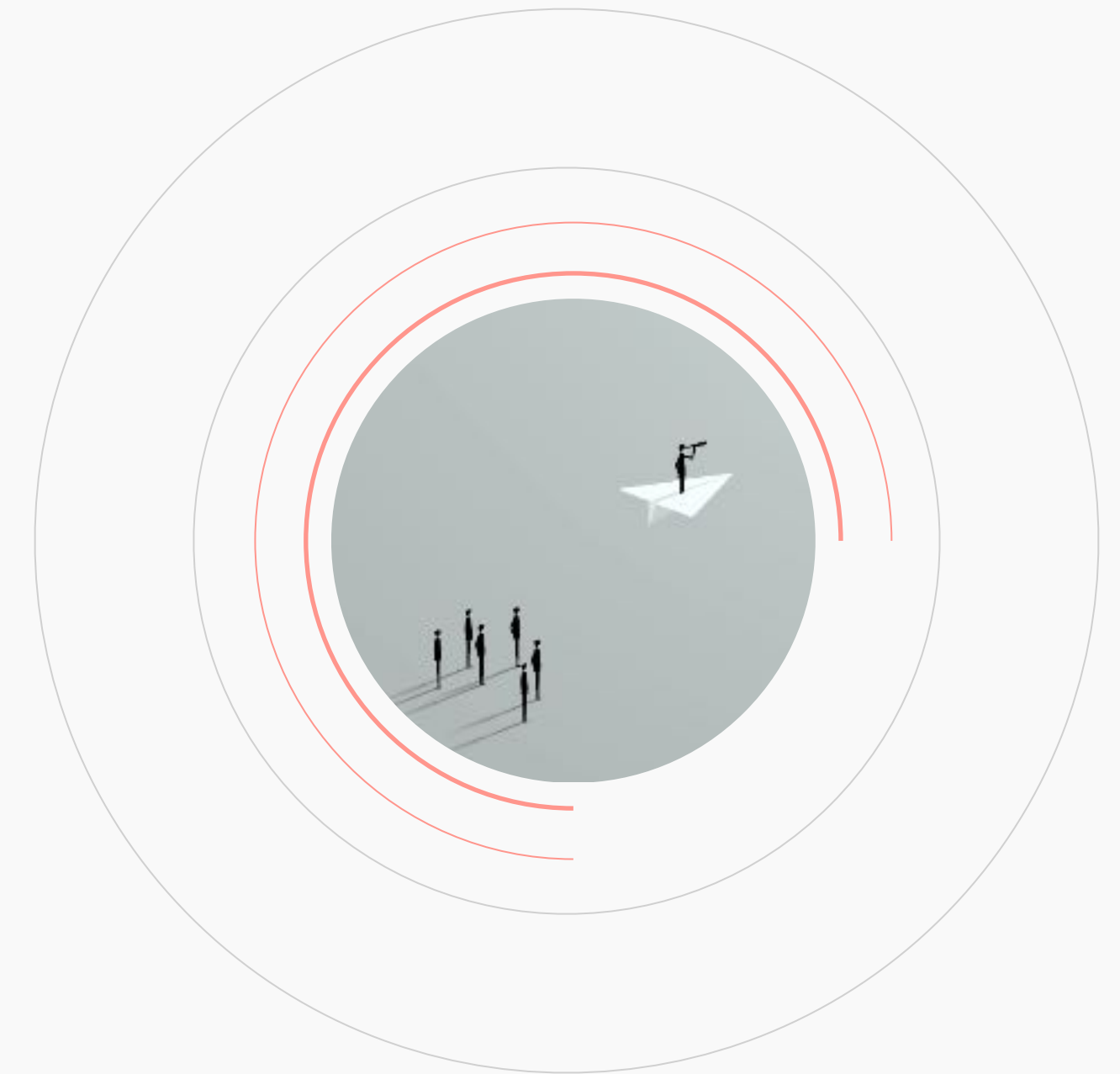
## GOVERNMENTAL

- BOARD OF DIRECTORS IS COMPRISED OF 9 DIRECTORS.
- ONLY 3 DIRECTORS ARE RELATED TO THE CONTROLLING SHAREHOLDER- ALONY HETZ, EMPHASIZING THE INDEPENDENCE WITH WHICH THE BOARD CONDUCTS ITSELF.
- BOARD MEMBERS ARE EXPERIENCED AND WELL-RESPECTED MEMBERS OF THE ISRAELI BUSINESS COMMUNITY.



# ESG POLICY OF AMOT

## APPENDIX







# DISCLAIMER

The information included in this presentation is a summary only and does not exhaust all of the information on the Company and its business, nor is it a substitute for inspection of the Periodic Report for 2020, and the presentations released thereby, as reported to the ISA via the Magna distribution site.

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.

This presentation includes forecasts, valuations, estimates, and other information relating to future events and/or matters, the realization of which is not certain and is not under the Company's control, and is forward-looking information, as defined in the Securities Law, 1968. Such information may not be realized, in whole or in part, or may be realized in a manner significantly different than expected. Such information includes, inter alia, income forecasts, FFO and NOI, and timetables.

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.

This presentation includes figures that are based on external sources and various surveys and studies. The Company is not responsible for the veracity or content thereof, nor for forecasts in respect thereof.

The financial information in the presentation which is attributed to the extended consolidated statements is neither audited nor reviewed by the Company's auditors.

The information included in this presentation is similar to the information included in the reports and/or immediate reports of the Company and does not include new material information. However, some of the data included in the presentation are presented in a different manner and/or breakdown and/or are differently edited. In any event of inconsistency between the reports and/or immediate reports of the Company released to the public and the information contained in this presentation, the information released to the public as aforesaid shall prevail.

All numbers and figures are approximate.



## APPENDIX

ADDITIONAL  
MATERIALS





## CONTACT DETAILS

ONE OF THE LARGEST PUBLIC-TRADED COMPANIES, DEVELOPERS,  
OWNERS AND MANAGERS OF OFFICE, RETAIL AND LOGISTIC REAL  
ESTATE IN ISRAEL

P +972 3 5760505

F +972 3 5760506

[INVESTORRELATION@AMOT.CO.IL](mailto:INVESTORRELATION@AMOT.CO.IL)

[WWW.AMOT.CO.IL](http://WWW.AMOT.CO.IL)

AMOT ATRIUM TOWER  
2 JABOTINSKY STREET, RAMAT GAN  
ISRAEL  
5250501

AMOT INVESTMENTS LTD