

Azrieli Group



Attached is an informative presentation of the Company (in the English language) in the Data Centers operating segment, which will be presented as part of a conference for analysts expected to take place on 14 February 2024 (the "**Presentation**").

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The information included on pages 6, 11, 15, 21, 22, 31, 33, 39, 49, 56, 64, and 65 of the file, regarding the company potential ownership in GM and GM's percentage of the company's portfolio, future scope of activities, future costs, GM revenues, future energy production in Norway and future growth of GM, is considered forward-looking information, as this term is defined in the Law, based on current forecasts, estimates and assessments of the Company's management as of the date of preparation of the Presentation, which is based, *inter alia*, on the Company's experience in its Data Centers operations, and on external data and research in this segment. Although the Company believes that the above forecasts, estimates and assessments are reasonable, they are inherently uncertain. The materialization or non-materialization of the forward-looking information will be affected, *inter alia*, by risk factors characteristic of the Company's activity in Data Centers, detailed in Section 30.5 of Chapter A of the Company's 2022 periodic report, as released on 22 March 2023 (Ref. no: 2023-01-029847), the provisions in which are incorporated herein by reference, and also by other factors that cannot be estimated in advance and which are beyond the Company's control.

Internet Data Usage

Estimated amount of data created on the world wide web in one minute

2/3 Of global population connected to the World Wide Web



83BN

IoT connections in 2024 generating 73 zettabytes of data





170

Minutes spent daily with the internet per capita worldwide



Azrieli Group's Data Centers Development Landmark





(1) On 4 October 2023, the Company reported on the closing of a transaction to sell its holdings in Compass. For details, see the Board of Directors Report for 30 September 2023, Section 1.2.3.8 (2) "Gross" means prior to tax and transaction expenses

Azrieli Group Data Center Conference

Breakdown Of Properties





On a consolidated basis, as of 30 September 2019 and 2023. For details regarding the Company's structure, see Section 1.2.1 of Chapter A of 31 Dec 2022 Financial Statements.

Potential Ownership Roadmap – Green Mountain



Partner/s Azrieli Group ownership



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THANK YOU



Breakdown of Properties, Gross Value, NIS in Millions⁽¹⁾



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Data Revolution





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Global Data Consumption is Expected to Continue its Upward Trend

Global data consumption is increasing Global data consumption forecast (in ZB*)







We are **committed** to making the **cloud** infrastructure available **everywhere**. Every factory, warehouse, hospital, and retail facility will need computing **where data is getting generated**

- Satya Nadella, Microsoft's Chairman and CEO

Cloud Services and the Required Infrastructure have Experienced Rapid Acceleration



Source: Bofa and financial statements * Other category includes – Meta, Oracle, IBM

Increasing Demand for AI Data Centers is Evident Across the Value Chain



Software is eating the world, but AI is going to eat software







Data Center revenue reached a record \$14.51 billion, driving



Nvidia stock performance +15,000% 2010 Today** 2020

Market Cap** \$4.6 \$59 \$701 T\$1.73

* Revenue streams included: Gaming, Professional Visualization, Automotive, OEM and Other ** Market Cap 7.2.2024

Jensen Huang, Nvidia CEO

AI is the Next Big Thing – and Coming Fast



Key themes to watch

- Al is at a clear inflection
 point
- Al is a productivity
 enhancer for all companies
- Exponentially in the space
- AI is being democratized, and OpenAI is leading the charge



Impact on global economy (GDP) by 2030

IBM Server Room





...the iPhone in your pocket has more than 1,500,000 times the processing power of the computer that landed man on the moon...

The Main Building Blocks of a Data Center





What is a Data Center



Fence Generators 4 Building 4 4 Power 1 Electrical Room じ UPS Batteries Fibers 1 MMR Data Hall Data Hall (Meet Me Room) Fibers 2 Power 2 Cooling units, pumps, Cooling units, pumps, control panels control panels * * Chillers Chillers

1. Redundancy 2. Landlord vs Customer responsibilities

Data Center Unique Properties

Key Commercial Terms



Base rental rate based on power units - price per **kW** (per month)



The customer pays for its entire electricity usage



Landlord Opex:

- Security
- Engineering
- Maintenance





Data Center Classifications





On Premise vs. Cloud Based





Data shows that a growing percentage of servers end up in outsourced infrastructure environments. The implication is clear: a growing footprint of IT infrastructure is being housed and managed by infrastructure service providers. The rise of public cloud and the ongoing growth in outsourced infrastructure services speaks clearly to this trend.



The Data Center Market is Anticipated to Support This Growth





Total Infrastructure Global Forecast (\$bn)



CAGR 2022-27

Source: Structure Research

Data Centers Entering Market – Key Parameters





AG Strategic Perspective - Markets with Stronger Yields & High Growth



2018-2019 upon market exploration			
	Established Top-Tier	Emerging Top-Tier	Future Emerging Top-Tier
Markets	Image: Second system Image: Second system Image: Second	Rest of Europe Australia Nordics Singapore Japan	South Africa India South Africa Kenya
Stabilized Yield on CapEx	6% – 10%	8% – 15%	12.5% – 20%+
Growth	250MW+ Bookings / Year (~10 – 12.5% CAGR)	150MW+ Bookings / Year (10 – 17.5% CAGR)	50MW+ Bookings / Year (20 – 50%+ CAGR)

Source: IDC, Structure research and CBRE

Agreement to Sell the Holdings in Compass⁽¹⁾



Iransaction



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AG Strategic Perspective - Markets with Stronger Yields & High Growth





European Data Center Landscape

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Maturing European market with room left for substantial growth in the near future.



Significant Demand (MW) - FLAP-D & Non FLAP-D* Markets - Supply - Utilized







Source: CBRE

* The markets included: FLAPD - Frankfurt, London, Amsterdam, Paris and Dublin, Norway, Madrid, Milan, Warsaw, Zurich, Sweden, Denmark

The Nordics are Attractive for Data Centers due to Ample Available Electricity



A major barrier in the primary European markets is the power shortage



The market faces obstacles in development due to a spike in electricity prices and <mark>a shortage of available power</mark>



Securing power from the grid operator is almost impossible for the next few years

Amsterdam A key electricity substation in the submarket will not be upgraded for years, causing a challenge in securing power

Paris

Developing data centers in North Paris is very difficult due to a lack of suitable land and available power

Dublin

Regulatory challenges limit the ability to request power from the grid operator





* Primary markets are Germany, Netherlands, Ireland and France ** Source: Eurostat; For consumption of 500-2000 MWh yearly *** Source: Our world in data; Green energy includes both renewable and nuclear energy

Improving Fiber **Connectivity** and Reasonable Latency Makes the Nordics a Potential for a European DC Hub

Submarine cables and optical fibers infrastructure enables connectivity to major European markets and intercontinental links to North America

Relatively low latency to Northen Europe allows the Nordics to

host European workloads

The submarine cable infrastructure **expanded significantly** in the last five years, with cables to locations such as the UK and US, and planned cables to Northern Europe, Canada, and Japan





The Nordic Region Holds Enormous Potential for Additional Growth





Source: CBRE research; FLAP-D includes Frankfurt, London, Amsterdam, Paris and Dublin, Secondary market category includes Berlin, Madrid, Milan, Munich, Warsaw, Vienna and Zurich

Data Center Pricing Trends





Source: EY-Parthenon Data Center Demand Model, EY-Parthenon Market Interviews, EY-Parthenon Macroeconomic Update, IMF, JLL, CBRE, NADC, Dec 2022

(1) Main European markets: Frankfurt, London, Paris, Madrid, Milan, Warsaw, Luxembourg, Norway, Sweden, Denmark

Nordic Market Dynamics - Decentralization of Hyperscalers' Footprint



The Nordics attract Hyperscalers due to their low-cost position, abundance of renewable energy, and relatively stable power costs compared to other European markets.





ALL STATE







Experienced Leadership

Specialized in leading large-scale Nordic projects, with integrated sales and execution teams

Management team with deep knowledge and extensive industry experience demonstrating solid track record



Great Product

Proven operational excellence in Tier-3 standards and cutting-edge energy efficiency facilities Time to market of 6-18 months to operations PUE of 1.08-1.2 across all DC 100% renewable energy and heat reuse



Excellent Relationships

Stable customer base with variety of Hyperscalers and multinational enterprises, ensuring long-term stability

~85% international customers (by MW) Various industry: Cloud providers, Automotive, Banking and Financial services etc.
Green Mountain Capacity





Green Mountain Contracted MW, 2017-2023



Global Data Center Operations - Green Mountain





Significant development since Green Mountain acquisition (Q3-2021)

		Acquisition–July 2021		September 2023	Change	
	Active countries	1		3	ХЗ	
	No. of Sites	3		6	X2	
-	Contracted MW	24		148	X6	
	Contracted NOI (NIS in million)	84		502	X6	

Contracted MW & NOI - Green Mountain Q3-2023









(1) All figures are according to contracts signed by the date of release of the periodic report of 30 September 2023. The NOI presented **includes** additional revenues from the sale of electricity in the annual financial sum of \$5-6 million. (2) BBNB – Booked But Not Billed – Signed contracts that are yet to generate income (payable). (3) Investment of CAPEX per MW is \$8.5-9 million. As of 30 September 2023, the amount to be invested is \$597 million

Generic 30MW Deal (1/3)

Key Commercial Terms

- **3**0 MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate







Generic 30MW Deal (2/3)

Key Commercial Terms

- **30** MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate

Financials (USD)



Capacity	30 MW	
Capex per MW	\$8.8M	
Total Capex / investment	\$264M	
Equity (30%)	\$79.2M	
Loan (70%)	\$184.8M	
Average Annual NOI	\$32.4M	
Cap rate	6.5%	
Total Assests	\$498M	
Net debt-to-net BS	37%	
Net debt-to-FFO	8.5	

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Generic 10-30-100MW Deals (3/3)

Key Commercial Terms

- **30** MW
- 15-year lease
- Starting rent \$100 per kW per month
- 2% annual price escalator

Development and Operating Parameters

- \$8.5-\$10 million estimated Capex (cost) per MW
- Operating expenses 18%-25%
- Cap Rate 6%-7%

Financing

- Construction loan 70% LTC
- Investment loan 60% LTV (not fully utilized)
- 5.5%-6.5% interest rate

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Financials (USD)

10MW		30MW		100MW
\$10.4M		\$32.4M		\$113.4M
\$6.8M		\$21.8M		\$79.2M
39%		37%		34%
9.3		8.5		7.5
11.5%		12.3%		13.3%
3.6		4.0		4.5
21.0%		22.9%		25.7%
	\$10.4M \$6.8M 39% 9.3 11.5% 3.6	\$10.4M \$6.8M 39% 9.3 (11.5% 3.6	\$10.4M \$32.4M \$6.8M \$21.8M \$6.8M \$21.8M 39% 37% 9.3 8.5 11.5% 12.3% 3.6 4.0	\$10.4M \$32.4M \$6.8M \$21.8M \$6.8M \$21.8M 39% 37% 9.3 8.5 11.5% 12.3% 3.6 4.0



Growth Engine / Strategic Analysis





Breakdown of Properties, Gross Value, NIS in Millions⁽¹⁾



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Azrieli Data Center Day

14.02.2024

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Green Mountain

- Financially secure
- 🕝 World-Class Efficiency
- 100% renewable energy
- \square Superb client satisfaction
- ${}_{\text{OS}}$ Operational Excellence with 100% uptime
- E Lowest cost of power in Europe
- Optime Tier III, ISO9001, 14001,
 27001, ISAE 3000 Type II & PCI-DSS
- > People and value focused with great employee satisfaction





Green Mountain delivers on all key drivers





Norway is the clear leader in ESG compliance

Norway is ranked the world's most sustainable country in terms of environmental, social and governance compliance⁽¹⁾



Source: Altman Solon Research & Analysis. Notes: (1): RobecoSAM ranking 2020.

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Lowest cost of green and renewable power

Almost all of Norway's power is derived from the cheapest source of power, hydro. Combined with low energy taxes and levies, this drives the lowest cost of power in Europe.



Source: IEA, Statista, Gasprices.com, Altman Solon Research & Analysis, IRENA, NVE Norway. Notes: (1) Consumers with power consumption of 500-2,000 MWh; (2) Excludes VAT and other recoverable taxes and levies; (3) Including tax relief for data centres The content of this presentation is confidential and intended for the recipient only. It is strictly forbidden to share any part of this presentation with any third party without the written consent of the author Enhance ability to increase food production



Dry firewood by use of our fans

Landbased fishfarms



Puntain

a resource at the center of industry development, local value creation and significant benefits Heated swimming pools

Soccer fields

District heating

Full circular approach opportunities

A sustainable approach to building new sites with focus on:

- Energy efficiency and certified renewable power.
- Using the large amounts of waste heat data centers generate in a symbiosis between different industries, where they use each other's residual waste.
- Aim is to reduce and eventually eliminate the total CO2-emissions to the benefit of the businesses, society, and the environment.
- Applying for BREEAM certification of buildings.

Low European Latency

- Close to all major European markets
- Ability to meet 54 % of all European businesses in under 20 ms round trip
- Can support >90 % of all typical client workloads in Europe

Workload	Latency Requirement	Fit
High Performance Computing	2sec +	√
Content Delivery Network	2sec +	1
CCTV + Analysis	~1-2sec	1
IoT Data Aggregation	~100-1000ms	1
Imaging (e.g. Healthcare)	2sec +	1
Backup and recovery	2sec +	1
Cloud based application use	~20-50ms	1
Cloud Gaming	~1-10ms	×
Financial Trading Tools	<1ms	×





Future proofing our datacenters



Green Mountain datacenters leads the industry in building future ready facilities

Flexible



Ę

High Quality and maintenance

Low industry capex and opex



Sustainably certified



Scale



Certifications and awards





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A broad client base secures growth and success

Hyperscale, Cloud & Al Providers International enterprises

Domestic

3 of 5 leading hyperscale providers as clients

"all" traditional service providers as clients

90+ % of GM revenue is in this segment

4 of the leading automotive companies as clients

Strong client base in finance sector both in the UK and Norway

Strong public sector client success

National recognition

Local government support



Datacenter market is booming



The datacenter industry estimated to triple towards 2030



All regions will grow, Tier II markets more



Norway/Nordics current see more than 10 % of all datacenter requests in the market



Strong support by regulators to build a datacenter industry in Norway

Installed Power and Utilisation (MW)



Source: Norsk Datasenterindustri

Norwegian Supply and Take-Up







What is a data center?

Processing Storage High Performance Computing (HPC) Machine Learning/Al Connectivity Electricity Redundancy

The building blocks of a data center:





Green Mountain Responsibilities:

- Site selection and acquisition
- Site masterplan
- Zoning
- Legislation and compliance
- Design & build quality
- Operation and maintenance
- 100% on SLA (Service Level Agreement) power, temperature, humidity, security
- Redundancy, concurrent maintainability
- Security of site
- Service Management

Clients' Responsibilities:

- Racks
- Servers
- Operation of IT-services (e.g. cloud, AI)

What goes into a 30 MW Data Center Build?

Data Halls

• 12800 sqm, 3 floors

Electrical - 100% power availability

- 6 x 45 MVA transformers,
- 26 MV transformer (to LV)
- 100 km LV cabling
- 26 generators
- 52 UPS w/6 minutes battery time

Mechanical – temperature and humidity control

- 12 pump rooms
- 24 pumps & heat exhangers
- 22 chillers
- 108 fanwalls
- 20 CRAH units

Fire Protection

- Detection systems (VESDA and alarm systems)
- Supression systems (gas)

Security - 100% security control

- 200 CCTV cameras & 270 access card readers
- Fences and gates
- Redundant video recording platform

Automation

- 12 500 sensors
- 300 000 signals collected

Fiber connectivity

 Redundant and concurrent maintenable fibre paths – internally and externally (connecting the site to the internet)

IT platform

4 physical servers, 50 virtual servers, 100 switches, 100 Wifi AP

Rack Infrastructure

 2904 rack, , 5808 tap off, 35 000-100 000 servers



The Green Mountain Operations Team



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Summary and highlights



Data center industry and Green Mountain is rapidly growing.



Capital intensive – complex technical infrastructure that require 100 % uptime.



World-class operational excellence, Norway's low cost of power and energy efficiency drives industry leading low operational cost.



Great long-term value creation, triple bottom-line (employment, environment and value creation).



Data centers are essential to secure the green shift.



An industry strongly supported by the Norwegian regulators.



Recognized leader in the industry – #settingthegreenstandard.





Thank you for your attention!



greenmountain.no

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Focus for the Near future in the Nordics, with an Eye to Northen Europe







Breakdown of Properties - Azrieli Group







**Consolidated, as of 30 September 2023. for details, see section 1.2.1 in the financial statements

