



Israel's Construction & Infrastructure Company

2021 (Annual results)

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The Leading Construction & Infrastructure Company in Israel for more than 80 years

Hundreds
of Km
of Roads
paved

20 km
of tunnels

80
simultaneous
projects

Hundreds
of bridges
built

4 Million
square meters
of commercial,
public, and office
spaces built in the
past decade

22,000
residential
units delivered
in the past
decade

4
countries

1,820
employees

80
cranes and
pumps owned

3
factories

12
subsidiaries

2,000
apartments
under
development





Proven Financial Fortitude



0

Debt



809

Million NIS
Cash, restricted
deposits and
marketable
securities



11.1

Billion NIS
Orders
backlog

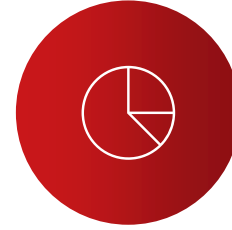


120

Million NIS
During 2021, 90 Million
NIS distributed, and
additional 30 Million NIS
announced subsequent to
the reporting date

4.5%

Return per stock
as at 1.3.22

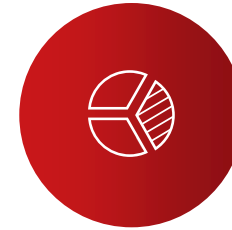


132

Million NIS profit
from ongoing
operations in 2021

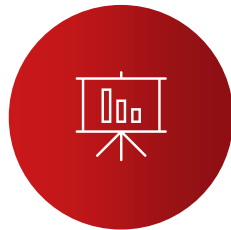
26%

Increase in
annual profit



213

Million NIS net
profit in 2021



4.1

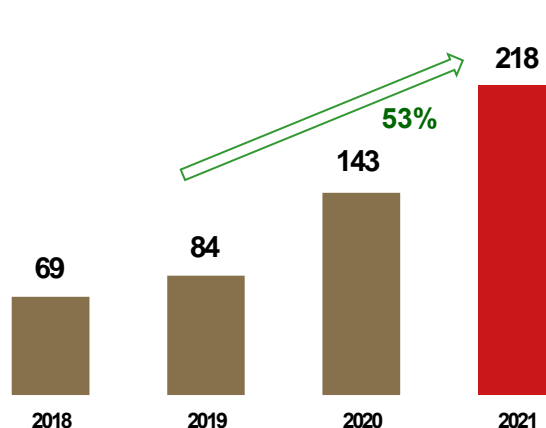
Billion NIS
annual turnover

Financial Growth

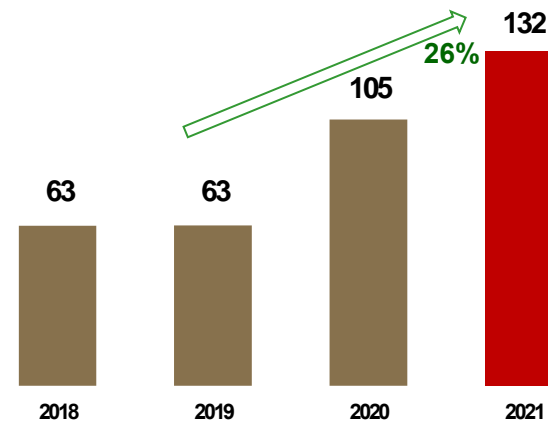
In NIS millions

The net profit of the company for the report period totaled approximately NIS **213** million

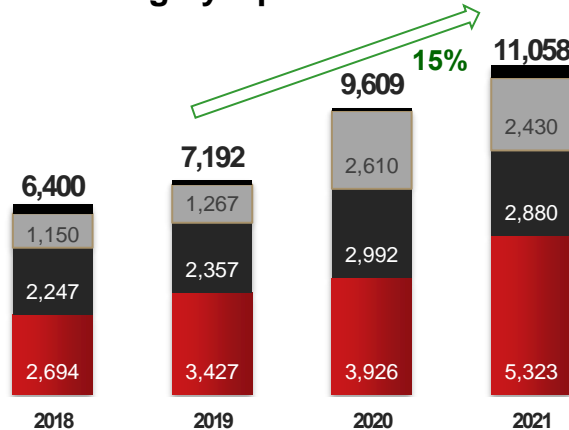
EBITDA



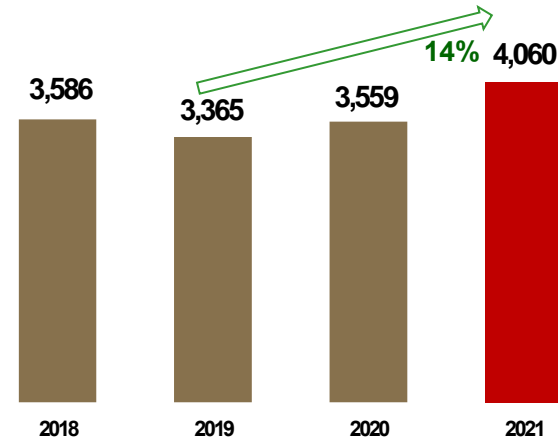
Profit from Ongoing Operations



Backlog by Operation Sectors

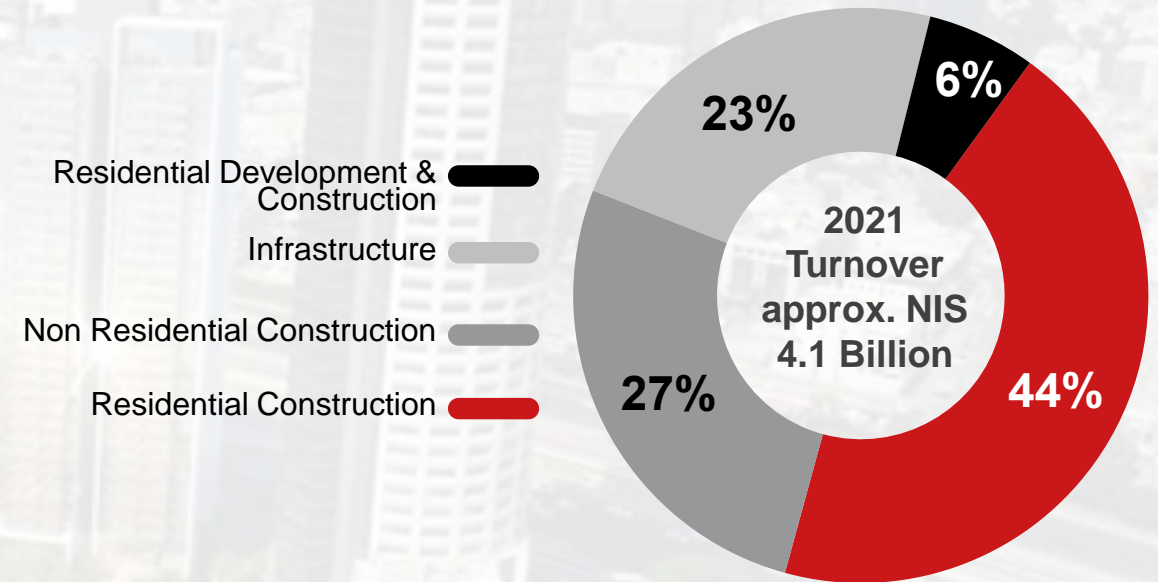
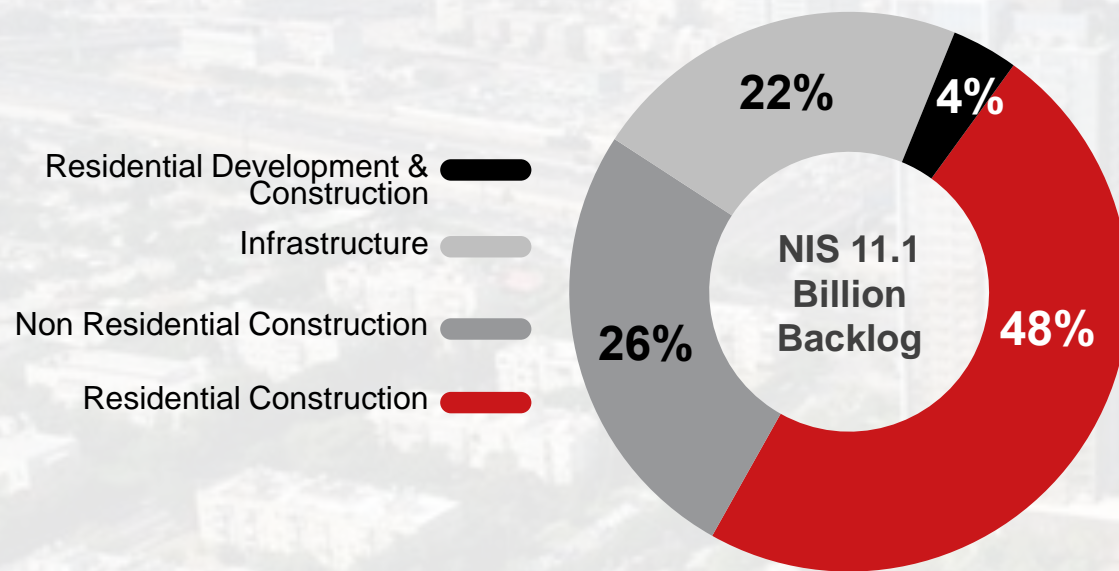
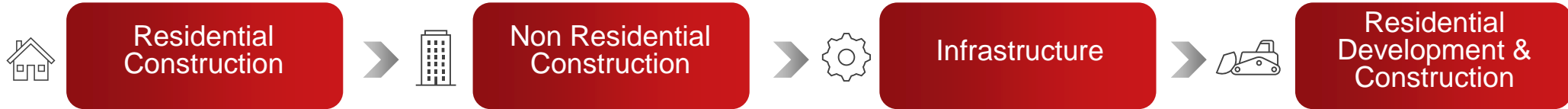


Turnover



■ Residential Development & Construction
■ Infrastructure
■ Non Residential Construction
■ Residential Construction

Synergic Revenue Structure Enabling the Distribution of Risks and Growth



Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Backlog, Turnover & Profits

	2021	2020	2019
	NIS M		
Turnover	1,797	1,816	1,765
Gross Profit	101	111	80
Backlog	5,323	3,926	3,427
Revenue rate out of the total turnover of the company	44%	51%	52%

Prominent Projects

Name of the Project	Estimated Financial Scope	Completion Rate as at Dec. 31, 2021	Expected Completion Date
	NIS M	%	
Bat-Yam Moment (Ha'Shvatim)	697	2%	Q2, 2025
Upper House - Yad Eliyahu	569	15%	Q3, 2024
Aura Ramat Chen	555	0%	Q3, 2026
TLV Towers Tel Aviv – Tower 3	459	66%	Q1, 2023
TLV Towers Tel Aviv – Tower 4	458	16%	Q1, 2025
Aura Ramat Ha'Sharon – Stage B	446	0%	Q1, 2026
Nofey Ben Shemen	400	2%	Q3, 2024

Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Backlog, Turnover & Profits

	2021	2020	2019
	NIS M		
Turnover	1,084	919	761
Gross Profit	33	9	(21.7)
Backlog	2,880	2,991	2,356
Revenue rate out of the total turnover of the company	27%	26%	23%

Prominent Projects

Name of the Project	Estimated Financial Scope	Completion Rate as at Dec. 31, 2021	Expected Completion Date
	NIS M	%	
Ministry of Justice	493	84%	Q4, 2022
District Government Campus, Jerusalem	447	27%	Q2, 2024
Computerization Project *	947	5%	Q3, 2024

* Execution of the project in partnership with Solel Boneh, which is presented according to the equity method



Backlog, Turnover & Profits

	2021	2020	2019
	NIS M		
Turnover	932	768	667
Gross Profit	21	17	11
Backlog	2,430	2,610	1,267
Revenue rate out of the total turnover of the company	23%	22%	20%

Prominent Projects

Name of the Project	Estimated Financial Scope	Completion Rate as at Dec. 31, 2021	Expected Completion Date
	NIS M	%	
The Red Line – Eastern Section *	834	97%	Q1, 2022
Eastern Track – Section B	675	59%	Q1, 2023

* Share of the Company



Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Developing Projects

Inventory of lands

Projects in Romania	Land's original price as at 31.12.21	Share of the Company	Constructing franchise - Current planning status	Constructing franchise - Requested planning status
Praga	28,159	100%	At master plan's procedure	About 1,000 residential units
Timisora	3,098	100%	Building authorization received	116 residential units
Corebeanca	14,211	100%	At master plan's procedure	About 350 fields / ground floors residential units
Voluntari	17,645	100%	At building authorization procedure	75 ground floors residential units
Brasov	7,488	100%		-
Saftica	3,221	100%		

The information above, is within future projection, which based, among other things, on information held by the company to this date and past experience of the company, and includes estimations and plans of the company which might not occur, or occur differently, essentially, as expected by the company, from various reasons, among them, in case will occur one or more of the followings: (1) Adverse changes in the state of the economy and / or in the state of the real estate market in general and in the area where the project is located in particular will be adverse; (2) Changes will occur in the construction costs and / or in the prices of the raw materials (and / or their availability) and / or in the prices of the construction inputs and / or in the availability of a person there; (3) External factors not depend on the company, such as the authorities of design; And / or (4) One or more of the risk factors that the company is also exposed to, will occur.

Projects under construction

Name of the Project	Location	Share of the Company	No. of Residential Units (Total)	No. of Free Market Residential Units	Financial Scope (Company's share in NIS Millions)	Total unrecognized gross profit (Company's share in NIS Millions)	Expected Completion Date
Narkisim	Rishon Lezion	50%	554	160	437	19	2022-2023
Savyonei Ir Hayayin	Ashkelon	100%	423	127	447	32	2023
Unique Urban	Be'er Ya'acov	50%	98	20	87	10	2023
Timisoara	Romania	100%	233	233	69	16	2022-2023

Finished projects

Name of the Project	Location	Share of the Company	No. of Units in stock	Estimated Incomes from units in stock (Company's share in NIS Millions)	Total unrecognized gross profit (Company's share in NIS Millions)
Unique Top	Rishon Lezion	50%	31	56	17

Balance Sheet Liabilities and Capital – 31.12.2021

	31.12.2021	Proforma 31.12.2020
	NIS Thousands	NIS Thousands
Total Balance Sheet	2,255,343	1,987,825
Total Current Assets	1,882,933	1,581,101
Investments and Loans to investee Companies and related Parties	126,137	152,199
Inventory of lands	66,391	125,204
Fixed Assets and Other Non Current Assets	179,882	129,321
Total Non Current Assets	372,410	406,724
Total Current Liabilities	1,558,012	1,421,176
Non Current Loans	-	55,918
Other Non Current Liabilities	67,880	52,293
Total Non Current Liabilities	67,880	108,211
Equity	629,450	458,438

Profit & Loss Denya by Quarter

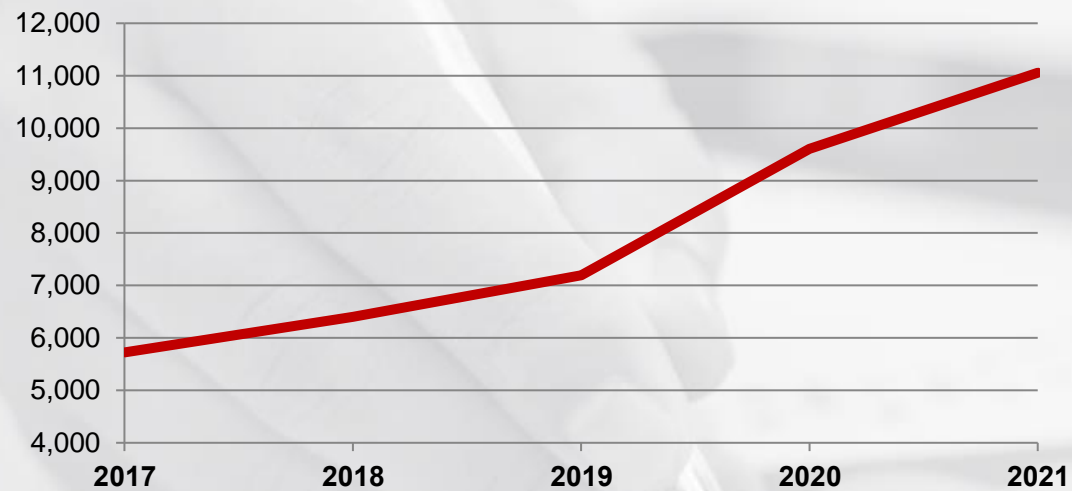
(NIS M)

	Q4/2021	Q4/2020 Proforma	2021	2020 Proforma	2019 Proforma
	NIS M				
Turnover	1,129	901	4,060	3,559	3,365
Gross Profit	57	41	198	138	82
Profit from Ongoing Operations	46	31	132	105	63
Net Profit	46	31	213	105	63

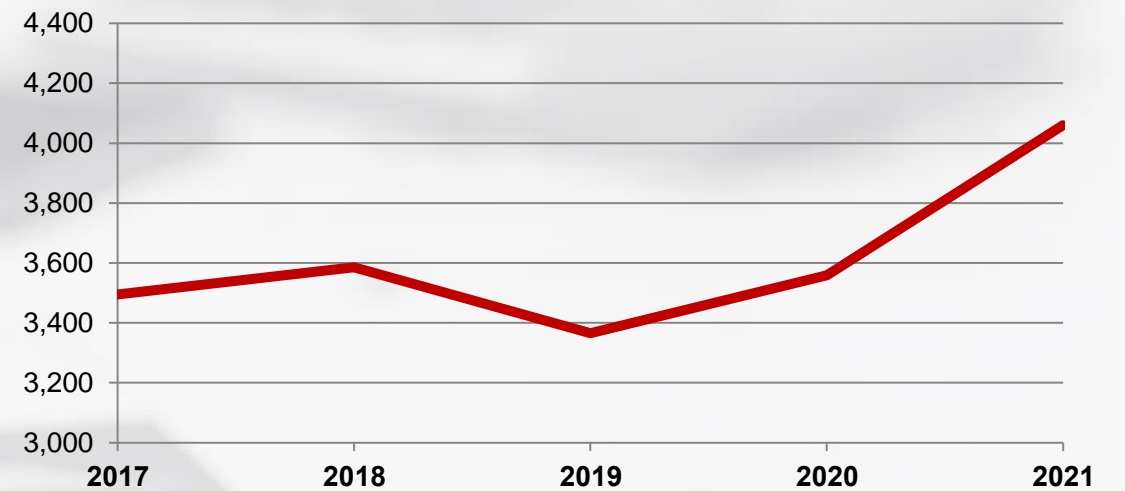
Development of Revenues and Backlogs

(NIS M)

Backlog

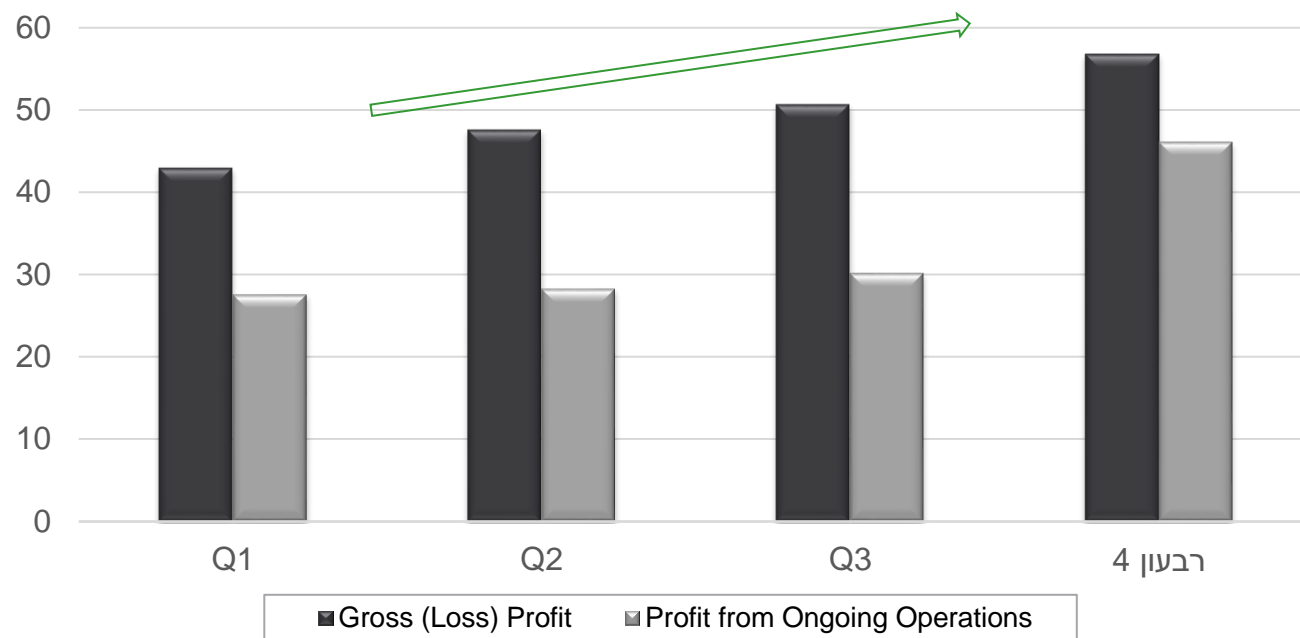


Turnover



Quarterly profit for 2021

	Q1	Q2	Q3	Q4	Total 2021
	NIS M				
Turnover	1,009.7	916.4	1,005.5	1,128.8	4,060.4
Gross (Loss) Profit	43.0	47.6	50.7	56.8	198.1
Profit from Ongoing Operations	27.6	28.3	30.2	46.1	132.2



Consolidated Order backlog – By Operation segments

	Backlog Balance			
	2021	2020	2019	2018
	NIS M			
Residential Construction	5,323	3,926	3,427	2,694
Non Residential Construction	2,043	2,086	1,562	1,452
Residential Development and Construction	425	81	141	310
Infrastructure	2,430	2,610	1,267	1,150
Total Backlog in the Financial Statements	10,221	8,703	6,397	5,605
Associated companies *	837	906	795	795
Total	11,058	9,608	7,192	6,400

* The Computerization Project is included in the financial statements of an associated company, and therefore not added to the accounting backlog. The updated scope of implementation is 1.9 billion NIS (Denya's share - 950 million NIS).

As of December 31, 2021, and to the financial statements date, projects at a total amount of NIS 1,225 Millions entered to the backlog, NIS 290 Millions out of them, as an option of the client

Building ahead

Development of the traditional activities and the systems division

Construction industry - The industrial activity in Cebus, Denya Systems and Alum Denya are synergistic with the constructing activity. Turnover of approximately NIS 300 million (of which approximately NIS 215 million to external parties).

Air conditioning - The company has started a new activity in the air conditioning sector in a partnership with Newpan.



Franchising PFI/BOT

Fast Lanes – An approval as been received from the state for replacing Lapidoth with Nativ La'ir company, which is the SPC of the fast lanes project. An approval of Danya Cebus and Lapidoth's organs is required for entering Danya as part of the franchise.

Additional **PPP projects tenders**, especially in the train sector, including the blue line in Jerusalem.



Developing

Thousands of apartments are in the planning and constructing phase.

In the company's intentions to increase the backlog in the developing sector in Israel and abroad.



Constructing

Continuation the construction momentum with an emphasis on large-scale projects in the residential and non-residential sectors.

The volume of housing transactions in Israel is on the rise, when the annual rate in 2021 standing at about 151,000 transactions, an increase of 41% compared to 2020.

Execution momentum in the field of infrastructure due to the increase in the state's budget in that sector.

In the state's budget, the budget for infrastructure in 2022 sums up to NIS 43.7 Billions, as to NIS 33 Billions in 2021.



ThankYou



Israel's Construction & Infrastructure Company