

Presentation to the capital market Q1-2022

Accessible

Slide 1 - Header



Q1-2022

Slide 2 - Disclaimer

This presentation was prepared by Danya Cebus Ltd. as a general presentation about the company and the companies on the Group (the "Company"). The presentation does not constitute an offer for investment and / nor the purchase of securities and / nor an invitation to receive such offers and, in particular, does not constitute an "offer to the public" or a "public sale" of any kind. This presentation does not purport to encompass or contain all information that may be relevant for the purpose of making any decision regarding investment in the Company's securities and in general and does not replace the collection and analysis of independent information. The presentation has been drawn up for a convenient and concise presentation about the company and its activities and does not replace the need to review the reports published and / or which will be published by the company to the public, especially in the company's periodic report for 2021 which was published on March 3, 2022 and in the quarterly report as at March 31, 2021, which was published in tandem with this presentation. The information contained in this presentation is incomplete and everything stated in it is subject to what is stated in the relevant reports of the company. In addition to the above, this presentation does not replace an independent examination and personal advice and does not constitute a substitute for investment advice by a licensed investment advisor, who takes into account the data and special needs of each person. In this presentation, the Company included forecasts, plans, assessments and other information relating to future events or matters, which constitute forward-looking information, as defined in the Securities Law, 5728 - 1968. The realization or non-realization of the forward-looking information will be affected, inter alia, by risk factors that characterize the Company's operations, as well as by developments in the economic environment and external factors affecting the Company's operations, which cannot be assessed in advance and which are beyond the Company's control. Thus, readers of this presentation are hereby warned that the actual results and achievements of the Company in the future may be materially different from those presented in the forward-looking information presented in this presentation. In addition, forward-looking forecasts and estimates are based on data and information held by the Company at the time of the presentation and the company is not obligated to update or change any such forecast and / or assessment to reflect events or circumstances that will apply after the presentation date.

Slide 3

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

- **80** simultaneous projects
- **20** Km of tunnels
- **Hundreds** of bridges built
- **Hundreds** of Km of Roads paved
- **22,000** residential units delivered in the past decade
- **4** Million square meters of commercial, public, and office spaces built in the past decade
- **2,000** apartments under development
- **12** subsidiaries
- **3** factories
- **80** cranes and pumps owned
- **1,820** employees
- **4** countries

Slide 4 - Proven Financial Fortitude

- NIS **1.0** Billion turnover in Q1-2022
- NIS **40** Million profit from ongoing operations / net profit in Q1-2022
- **45%** - Increase in profit with compare to same period last year
- NIS **30** Million dividend distributed for the year 2021, summed up to 120 Million NIS. 30 Million NIS announced subsequent to the reporting date
- NIS **11.8** Billion Orders backlog
- NIS **770** Million Cash, restricted deposits and marketable securities
- **0** Debt

Slide 5 - Financial Growth (In NIS million)

The net profit of the company for the report period totaled approximately **NIS 40 Million**.

BAR graph - Profit from Ongoing Operations

Period	NIS Million
2019	63
2020	105
2021	132
Q1-2021	28
Q1-2022	40

Increase of 45% compared to the same period last year

BAR graph - EBITDA

Period	NIS Million
2019	84
2020	143
2021	218
Q1-2021	48
Q1-2022	67

Increase of 37% compared to the same period last year

BAR graph - Turnover

Period	NIS Million
2019	3,365
2020	3,559
2021	4,060
Q1-2021	1,010
Q1-2022	1,034

Increase of 2% compared to the same period last year

BAR graph - Backlog by Operating Segments

Period	Residential Construction	Non Residential Construction	Infrastructure	Residential Development & Construction	Total
2019	3,427	2,357	1,267	141	7,192
2020	3,926	2,992	2,610	81	9,609
2021	5,323	2,880	2,430	425	11,058
Q1-2021	4,276	2,764	2,401	154	9,596
Q1-2022	5,470	3,529	2,510	299	11,807

Slide 6 - Synergic Revenue Structure Enabling the Distribution of Risks and Growth

Pie graph - Turnover by Operating Segments

Operating Segment	Revenue distribution
Residential Construction	36%
Non Residential Construction	28%
Infrastructure	24%
Residential Development & Construction	12%

Turnover in 2021 - approx. NIS 4.1 Billion

Pie graph - Backlog by Operating Segments

Operating Segment	Backlog distribution
Residential Construction	46%
Non Residential Construction	30%
Infrastructure	21%
Residential Development & Construction	3%

NIS 11.1 Billion Backlog

Slide 7 - Residential Construction

Backlog, Turnover & Profits (In NIS million)

	2022 Q1	2021 Q1	2021 Annual
Turnover	370	486	1,797
Gross Profit	19	27	101
Backlog	5,470	4,276	5,323
Revenue rate out of the total turnover of the company	36%	48%	44%

Prominent Projects

Name of the Project	Estimated Financial Scope (NIS Million)	Completion Rate as at Mar. 31, 2022	Expected Completion Date
Bat-Yam Moment (Ha'Shvatim)	697	3%	Q2, 2025
Upper House - Yad Eliyahu	577	19%	Q3, 2024

Name of the Project	Estimated Financial Scope (NIS Million)	Completion Rate as at Mar. 31, 2022	Expected Completion Date
Aura Ramat Chen	555	0%	Q3, 2026
TLV Towers Tel Aviv – Tower 4	471	19%	Q1, 2025
TLV Towers Tel Aviv – Tower 3	462	71%	Q1, 2023
Aura Ramat Ha'Sharon – Stage B	446	0%	Q1, 2026
Nofey Ben Shemen	404	4%	Q3, 2024

Slide 8 – Non Residential Construction

Backlog, Turnover & Profits (In NIS million)

	2022 Q1	2021 Q1	2021 Annual
Turnover	286	282	1,084
Gross Profit	14	9	33
Backlog	3,529	2,764	2,880
Revenue rate out of the total turnover of the company	28%	28%	27%

Prominent Projects

Name of the Project	Estimated Financial Scope (NIS Million)	Completion Rate as at Mar. 31, 2022	Expected Completion Date
TOHA 2	530	0%	Q3, 2026
Ministry of Justice	500	86%	Q4, 2022
District Government Campus, Jerusalem	450	31%	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

Slide 9 - Infrastructure

Backlog, Turnover & Profits (In NIS million)

	2022 Q1	2021 Q1	2021 Annual
Turnover	249	228	932
Gross Profit	15	6	21
Backlog	2,510	2,401	2,430
Revenue rate out of the total turnover of the company	24%	23%	23%

Prominent Projects

Name of the Project	Estimated Financial Scope (NIS Million)	Completion Rate as at Mar. 31, 2022	Expected Completion Date
The Red Line – Eastern Section *	834	99%	Q2, 2022
Eastern Track – Section B	680	68%	Q1, 2023

* Share of the Company

Slide 10 - Residential Development & Construction

Developing Projects

- **Projects under construction**

Name of the Project	Location	Share of the Company	No. of Residential Units (Total)	No. of Free Market Residential Units	Expected Completion Date
Narkisim	Rishon Lezion	50%	554	160	2022-2023
Savyonei Ir Hayayin	Ashkelon	100%	423	127	2023
Unique Urban	Be'er Ya'acov	50%	98	20	2023
Timisoara	Romania	100%	233	233	2022-2023

- **Finished projects**

Name of the Project	Location	Share of the Company	No. of Units in stock
Unique Top	Rishon Lezion	50%	20

- **Inventory of lands**

Projects in Romania	Land's original price as at 31.3.2022	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.

Slide 11 - Balance Sheet Liabilities and Capital – 31.3.2022 (NIS Thousands)

	31.3.2022	31.12.2021
Total Balance Sheet	2,225,552	2,255,342
Total Current Assets	1,844,233	1,882,933
Investments and Loans to investee Companies and related Parties	123,160	126,137
Inventory of lands	66,483	66,390
Fixed Assets and Other Non Current Assets	191,676	179,882
Total Non Current Assets	381,319	372,409
Total Current Liabilities	1,516,956	1,558,012
Total Non Current Liabilities	66,095	67,880
Equity	642,501	629,450

Slide 12 - Profit & Loss (NIS M)

	Q1/2022	Q1/2021	2021	2020 Proforma	2019 Proforma
Turnover	1,034	1,010	4,060	3,559	3,365
Gross Profit	66	43	198	138	82
Profit from Ongoing Operations	40	28	132	105	63
Net Profit	40	109	213	105	63

Slide 13 - Development of Revenues and Backlogs (NIS M)

Line Graph - Revenue Turnover

Period	Revenue Turnover
2017	3,495
2018	3,586
2019	3,365
2020	3,559
2021	4,060

Line Graph - Backlog

Period	Backlog
2017	5,720
2018	6,399
2019	7,191
2020	9,608
2021	11,058
Q1-2022	11,807

Slide 14 - Consolidated Order backlog – By Operating segments (NIS M)

	Backlog Balance 31.3.2022	Backlog Balance 2021	Backlog Balance 2020	Backlog Balance 2019
Residential Construction	5,470	5,323	3,926	3,427
Non Residential Construction	2,729	2,043	2,086	1,562
Residential Development and Construction	2,510	2,430	2,610	1,267
Infrastructure	299	425	81	141
Total Backlog in the Financial Statements	11,008	10,221	8,703	6,397
Associated companies*	800	837	905	795
Total	11,807	11,058	9,608	7,192

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

Since March 31, 2022, and up until the financial statements' date, projects at a total amount of NIS 510 Millions entered to the backlog