



Israel's Construction & Infrastructure Company

Q1 - 2022

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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



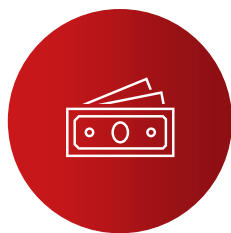


# Proven Financial Fortitude



**0**

Debt



**770**

Million NIS  
Cash, restricted  
deposits and  
marketable  
securities



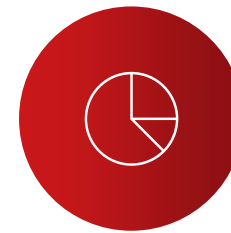
**11.8**

Billion NIS  
Orders  
backlog



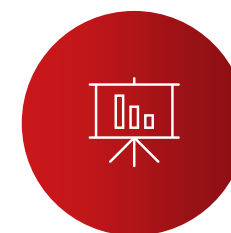
**30**

Million dividend  
distributed for the year  
2021, summed up to 120  
Million NIS.  
30 Million NIS announced  
subsequent to the  
reporting date



**40**

Million NIS profit  
from ongoing  
operations / net  
profit in Q1-2022



**1.0**

Billion NIS  
turnover in  
Q1-2022

**45%**

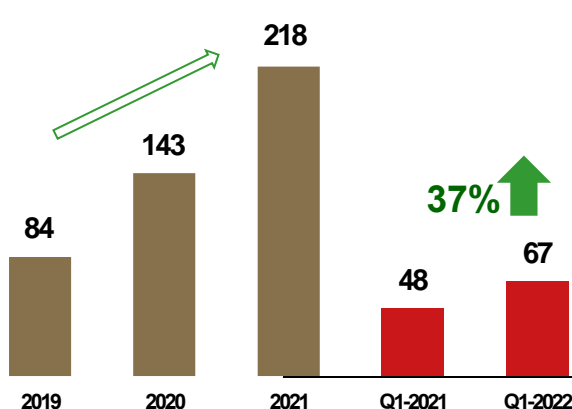
Increase in profit  
with compare to  
same period last  
year

# Financial Growth

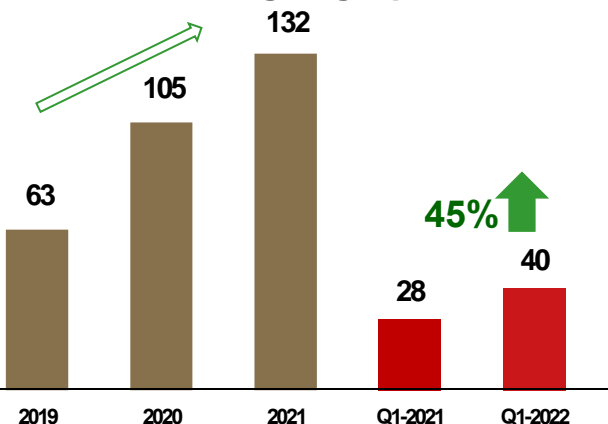
In NIS millions

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

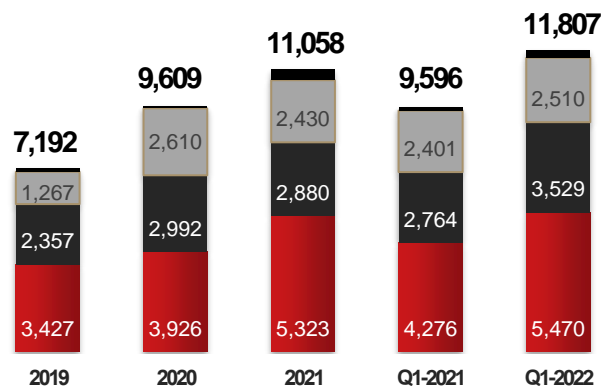
### EBITDA



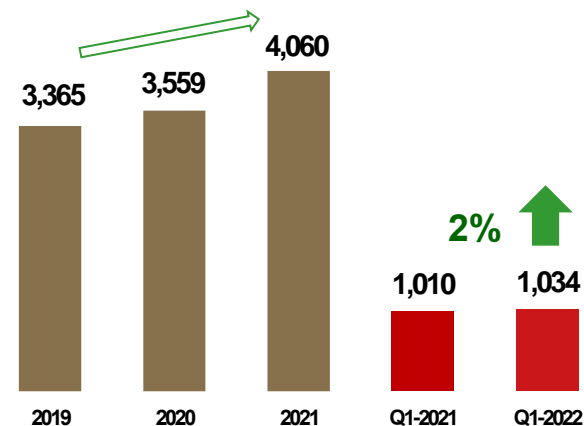
### Profit from Ongoing Operations



### Backlog by Operation Sectors

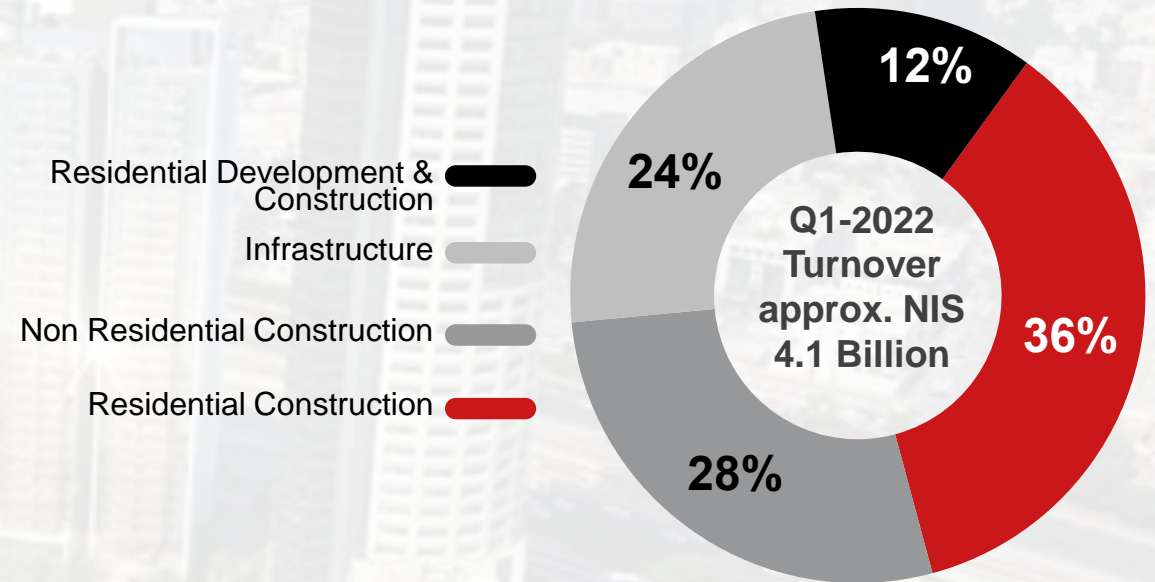
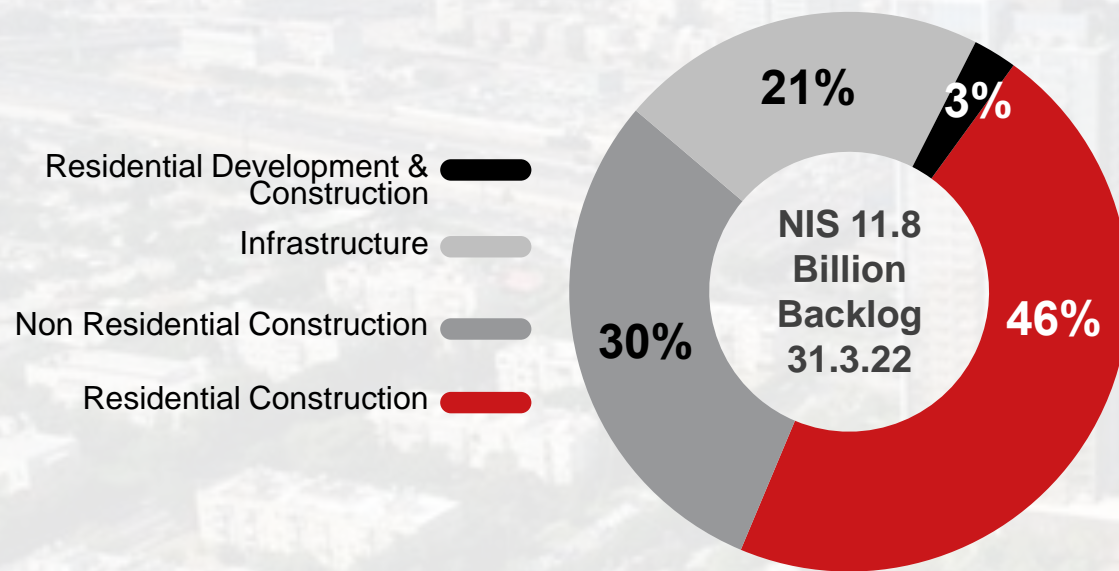
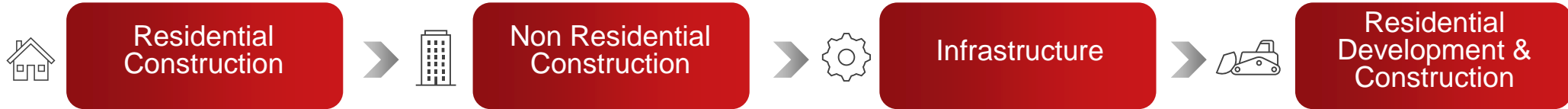


### Turnover



■ 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

	2022 Q1	2021 Q1	2021 Annual
	NIS M		
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	Completion Rate as at Mar. 31, 2022	Expected Completion Date
	NIS M	%	
Bat-Yam Moment (Ha'Shvatim)	697	3%	Q2, 2025
Upper House - Yad Eliyahu	577	19%	Q3, 2024
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

Residential  
ConstructionNon Residential  
Construction

Infrastructure

Residential  
Development &  
Construction

## Backlog, Turnover & Profits

	2022 Q1	2021 Q1	2021 Annual
	NIS M		
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	Completion Rate as at Mar. 31, 2022	Expected Completion Date
	NIS M	%	
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



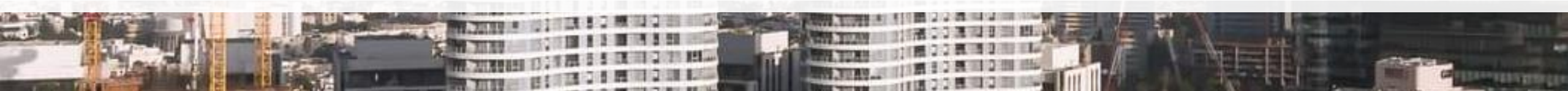
## Backlog, Turnover & Profits

	2022 Q1	2021 Q1	2021 Annual
	NIS M		
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	Completion Rate as at Mar. 31, 2022	Expected Completion Date
	NIS M	%	
The Red Line – Eastern Section *	834	99%	Q2, 2022
Eastern Track – Section B	680	68%	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 31.3.22	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	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%	31

# Balance Sheet Liabilities and Capital – 31.3.2022

	31.3.2022	31.12.2021
	NIS Thousands	
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

# Profit & Loss

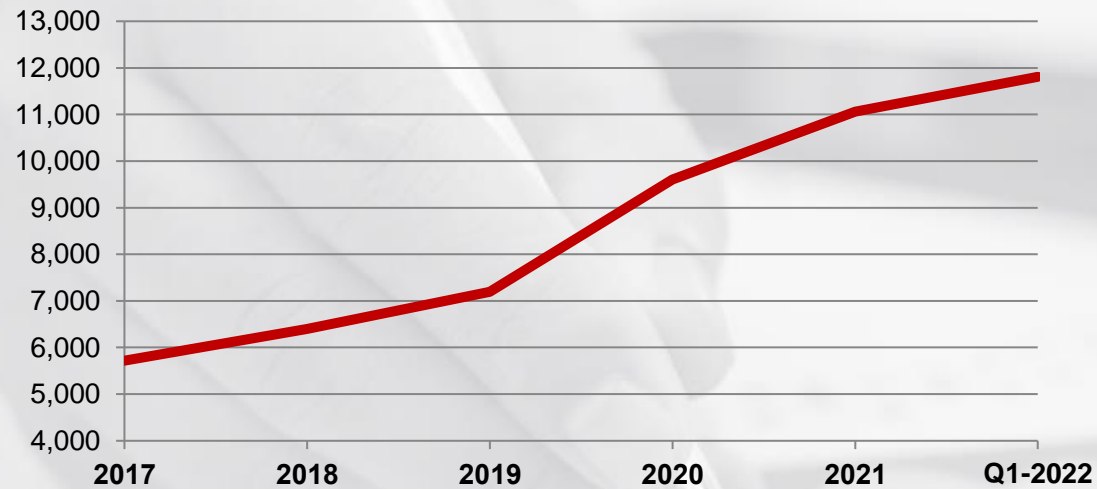
(NIS M)

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

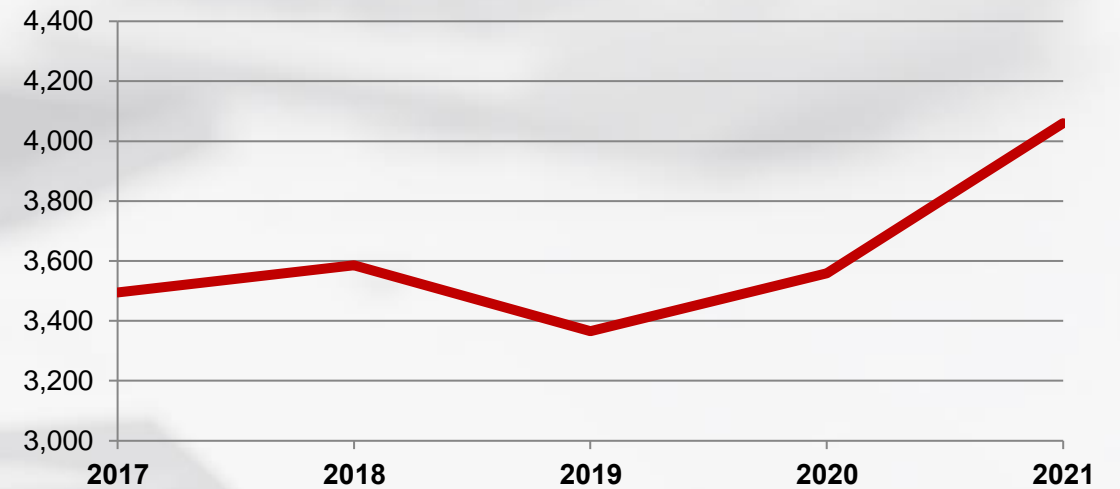
# Development of Revenues and Backlogs

(NIS M)

**Backlog**



**Turnover**



# Consolidated Order backlog – By Operation segments

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

\* 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).

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



ThankYou



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