



Israel's Construction & Infrastructure Company

Q3 - 2022

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

Hundreds
of Km
of Roads paved

80
simultaneous
projects

20 km
of tunnels

Hundreds
of bridges built

22,000
residential units
delivered in the
past decade

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

PPP
Franchising
projects

4
countries

1,820
employees

80
cranes and
pumps owned

3
factories

12
subsidiaries

2,000
apartments
under
development



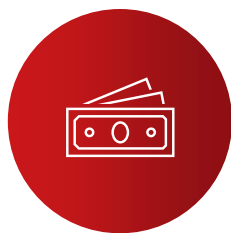


Proven Financial Fortitude



0

Debt



624

Million NIS
Cash, restricted
deposits and
marketable
securities



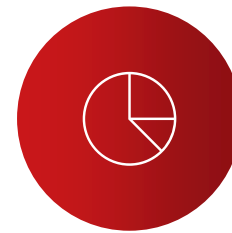
12.7

Billion NIS
Orders
backlog



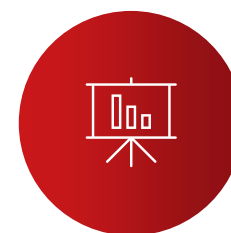
95

Million NIS dividend
distributed for the year
2022 (Including dividend
that announced
subsequent to the
reporting date)



127

Million NIS profit
from ongoing
operations / net
profit in 1-9/2022



3.3

Billion NIS
turnover in
1-9/2022

47%

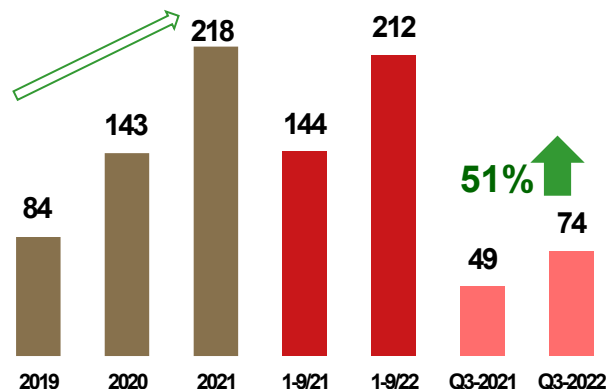
Increase in profit
with compare to
same period last
year

Financial Growth

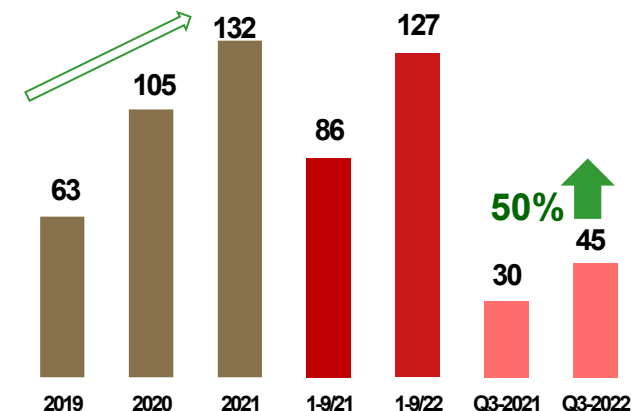
In NIS millions

The net profit of the company for the report period totaled approximately NIS **127** million

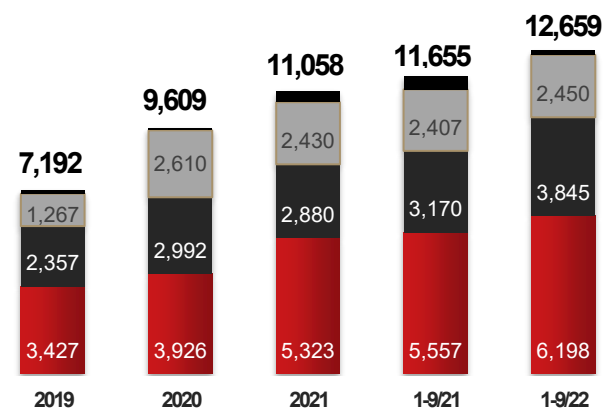
EBITDA



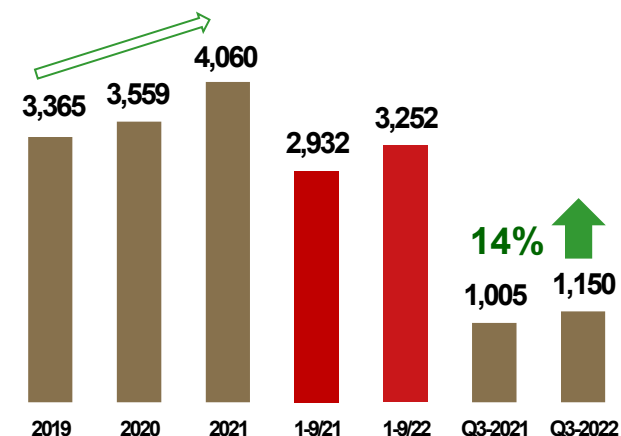
Profit from Ongoing Operations



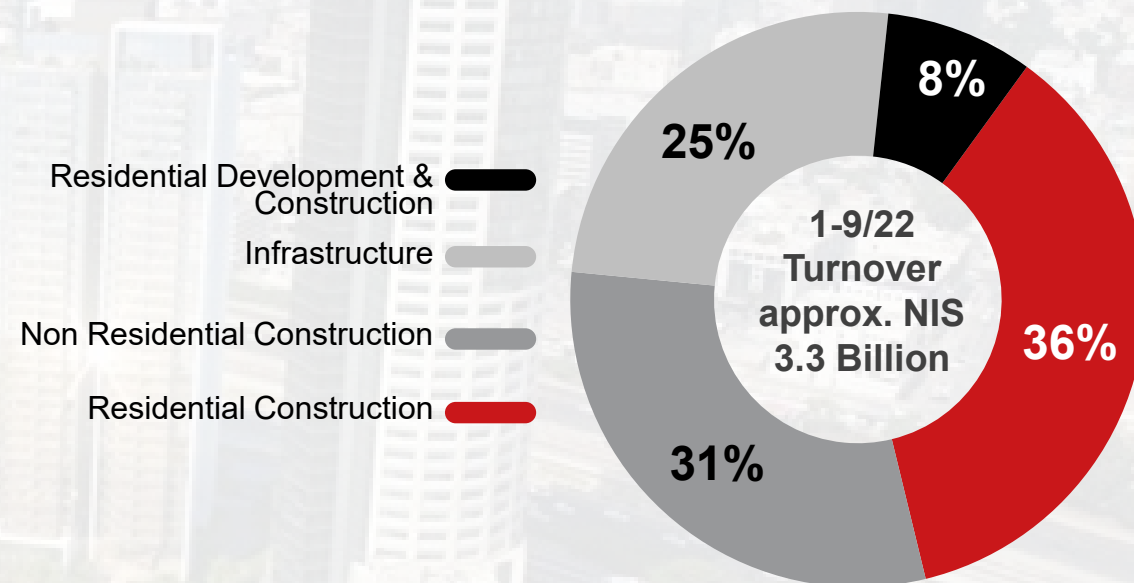
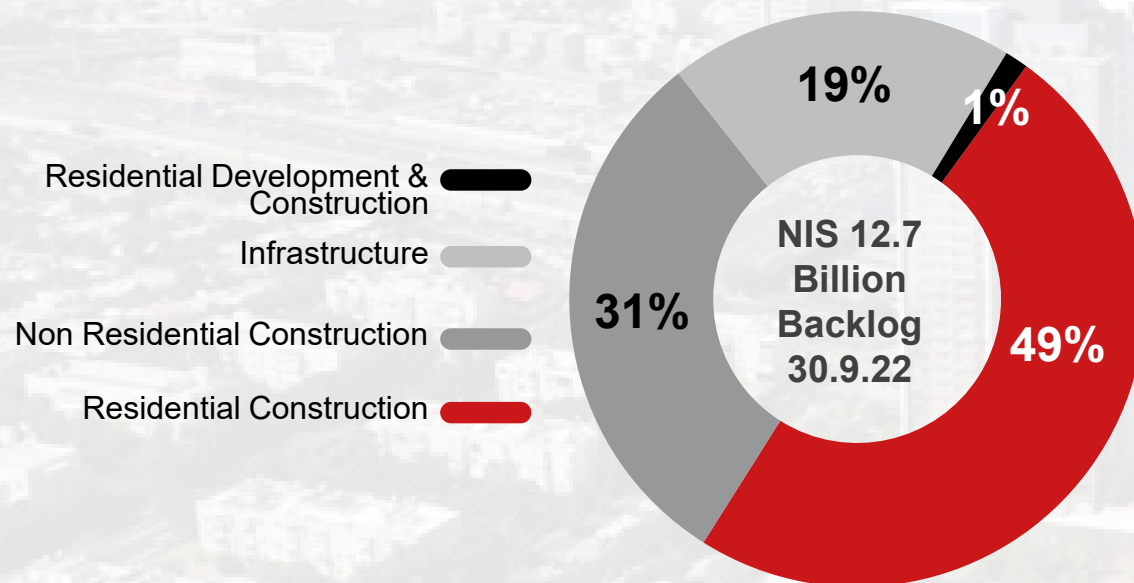
Backlog by Operation Sectors



Turnover



Synergic Revenue Structure Enabling the Distribution of Risks and Growth



Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Backlog, Turnover & Profits

	1-9/2022	1-9/2021	2021 Annual
	NIS M		
Turnover	1,177	1,393	1,797
Gross Profit	53	78	101
Backlog	6,198	5,557	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 Sep. 30, 2022	Expected Completion Date
	NIS M	%	
Bat-Yam Moment (Ha'Shvatim)	695	5%	Q2, 2025
Upper House - Yad Eliyahu	594	29%	Q3, 2024
Aura Ramat Chen	555	2%	Q3, 2026
Carmay Hanadiv Stage A+B	493	0%	Q2, 2025
TLV Towers Tel Aviv – Tower 4	484	27%	Q1, 2025
TLV Towers Tel Aviv – Tower 3	470	85%	Q1, 2023
Aura Ramat Ha'Sharon – Stage B	446	0%	Q1, 2026
Duo Tel Aviv *	444	0%	Q2, 2027
Nofey Ben Shemen	419	21%	Q3, 2024

* Share of the Company

Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Backlog, Turnover & Profits

	1-9/2022	1-9/2021	2021 Annual
	NIS M		
Turnover	986	756	1,084
Gross Profit	54	29	33
Backlog	3,845	3,170	2,880
Revenue rate out of the total turnover of the company	30%	26%	27%

Prominent Projects

Name of the Project	Estimated Financial Scope	Completion Rate as at Sep. 30, 2022	Expected Completion Date
	NIS M	%	
TOHA 2	530	2%	Q3, 2026
Ministry of Justice	527	90%	Q2, 2023
District Government Campus, Jerusalem	477	42%	Q2, 2024
Computerization Project *	947	22%	Q3, 2024

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



Backlog, Turnover & Profits

	1-9/2022	1-9/2021	2021 Annual
	NIS M		
Turnover	818	652	932
Gross Profit	60	15	21
Backlog	2,450	2,407	2,430
Revenue rate out of the total turnover of the company	25%	22%	23%

Prominent Projects

Name of the Project	Estimated Financial Scope	Completion Rate as at Sep. 30, 2022	Expected Completion Date
	NIS M	%	
Fast Lanes	903	6%	Q4, 2024
Eastern Track – Section B	727	85%	Q1, 2023



Residential
ConstructionNon Residential
Construction

Infrastructure

Residential
Development &
Construction

Development Projects

Inventory of lands

Projects in Romania	Land's original price as at 30.9.22	Share of the Company	Constructing franchise - Current planning status	Constructing franchise - Requested planning status
Praga	25,159	100%	At master plan's procedure	About 1,000 residential units
Timisoara	3,098	100%	Building authorization received	116 residential units
Corebeanca	14,211	100%	The master plan was approved by the local committee. Waiting for written approval	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 3	Romania	100%	116	116	2023

Finished projects

Name of the Project	Location	Share of the Company	No. of Units in stock
Timisoara 2	Romania	100%	17
Unique Top	Rishon Lezion	50%	16

Balance Sheet Liabilities and Capital – 30.9.2022

	30.9.2022	31.12.2021
	NIS Thousands	
Total Balance Sheet	2,203,911	2,255,342
Total Current Assets	1,797,206	1,882,933
Investments and Loans to investee Companies and related Parties	149,281	126,137
Inventory of lands	65,403	66,390
Fixed Assets and Other Non Current Assets	192,021	179,882
Total Non Current Assets	406,705	372,409
Total Current Liabilities	1,461,571	1,558,012
Total Non Current Liabilities	63,861	67,880
Equity	678,479	629,450

Profit & Loss

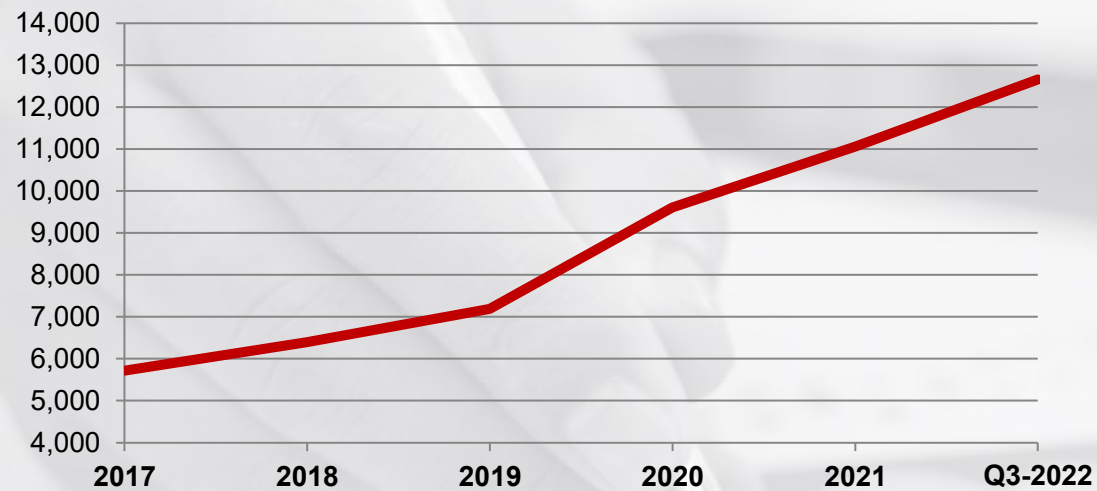
(NIS M)

	Q3-2022	Q3-2021	1-9/2022	1-9/2021	2021	2020 Proforma
	NIS M					
Turnover	1,150	1,005	3,252	2,932	4,060	3,559
Gross Profit	74	51	209	141	198	138
Profit from Ongoing Operations	45	30	127	86	132	105
Net Profit	45	30	127	167	213	105

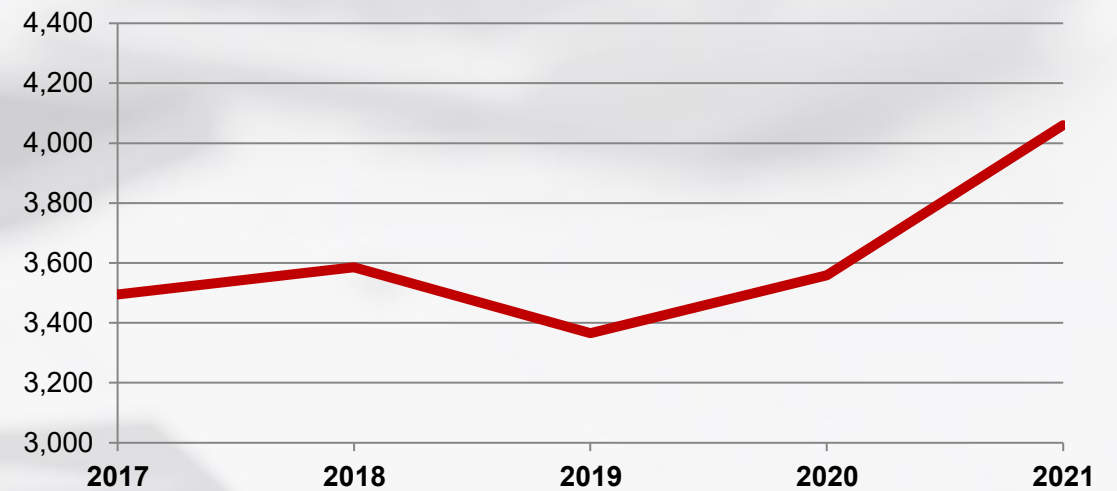
Development of Revenues and Backlogs

(NIS M)

Backlog



Turnover



Consolidated Order backlog – By Operation segments

	Backlog Balance			
	30.9.2022	2021	2020	2019
	NIS M			
Residential Construction	6,198	5,323	3,926	3,427
Non Residential Construction	3,146	2,043	2,086	1,562
Infrastructure	2,450	2,430	2,610	1,267
Residential Development and Construction	166	425	81	141
Total Backlog in the Financial Statements	11,960	10,221	8,703	6,397
Associated companies *	699	837	905	795
Total	12,659	11,058	9,608	7,192

* The Computerization Project is included in the financial statements of an associated company, and therefore not added to the accounting backlog.

Since September 30, 2022, and up until the financial statements' date, projects at a total amount of NIS **737** Millions entered to the backlog



ThankYou



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