

Presentation to the capital market Q4-2023

Accessible

Slide 1 - Header



Build the Future

2023 (Annual results)

Slide 2 - Disclaimer

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Slide 3

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

- **90** projects simultaneously
- **Tens of thousands** of residential units delivered in the past decade
- **Millions** of sqm of commercial, public and office spaces constructed in the past decade
- **Tens** of kilometers of tunnels cut through
- **Hundreds** of bridges built
- **Hundreds** of kilometers of roads paved
- Concession projects **PPP**
- **Over 1,800** employees
- **Thousands** of apartments under development in the previous years
- Industrial facilities
- Geotechnics and ground basing
- Electro-mechanics & air conditioning systems
- International activity in **3 countries**

Slide 4 - Financial Fortitude

- NIS **13.3** Billion Orders backlog
- NIS **5.4** Billion annual turnover
- NIS **196** Million net profit
- **12%** - Increase in annual profit
- NIS **160** Million dividends (including NIS 40 Million announced subsequent to reporting date)
- NIS **933** Million Cash, restricted deposits and marketable securities
- **0** Corporate Debt

Slide 5 - Financial Growth (In NIS million)

The net profit of the company for the reported period amounted to approximately **NIS 196 Million**.

BAR graph – Net Profit

Period	NIS Million
2020	105
2021	132
2022	175
2023	196

Increase of 12% compared to the same period last year

BAR graph - Turnover

Period	NIS Million
2020	3,559
2021	4,060
2022	4,486
2023	5,415

Increase of 21% compared to the same period last year

BAR graph – Orders Backlog

Period	Residential Construction	Non Residential Construction	Infrastructure and Concessions	Residential Development & Construction	Total
2020	3,926	2,086	2,610	81	8,703
2021	5,323	2,043	2,430	425	10,221
2022	5,901	3,203	2,384	94	11,581
2023	6,362	4,289	2,523	139	13,313

BAR graph - EBITDA

Period	NIS Million
2020	143
2021	218
2022	288
2023	298

Increase of 4% compared to the same period last year

Slide 6 - Balance Sheet Liabilities and Capital – 31.12.2023
(NIS Thousands)

	31.12.2023	31.12.2022
Total Balance Sheet	2,487,007	2,297,570
Total Current Assets	2,130,832	1,904,307
Investments and Loans in investee Companies & related Parties	56,320	115,325
Inventory of lands	61,477	70,664
Fixed Assets and Other Non-Current Assets	238,378	207,274
Total Non-Current Assets	356,175	393,263
Total Current Liabilities	1,655,456	1,529,074
Total Non-Current Liabilities	72,341	63,597
Equity	759,210	704,899

Slide 7 - Consolidated Orders backlog – By Operating segments (Million NIS)

	Backlog 2023	Backlog 2022	Backlog 2021	Backlog 2020
Residential Construction	6,362	5,901	5,323	3,926
Non-Residential Construction	4,289	3,203	2,043	2,086
Infrastructure and Concessions	2,523	2,384	2,430	2,610
Residential Development and Construction	139	94	425	81
Total Backlog as per Financial Statements	13,313	11,581	10,221	8,703

* The backlog during the reporting period does not include the company's share in the EPC Contractor in the Jerusalem Light Rail Blue Line project.

Update: From Dec. 31, 2023 until the date of publishing the financial statements, new projects totaling **NIS 776 Million** were added to the backlog.

Slide 8 - Four main activities segments

- Infrastructure and Concessions
- Non-Residential Construction
- Residential Construction
- Residential Development and Construction

Slide 9 - Synergetic Revenue Structure Enabling a Distribution of Risks and Growth

Pie graph - Turnover by Operating Segments

Operating Segment	Revenue distribution
Residential Construction	41%
Non Residential Construction	34%
Infrastructure and Concessions	23%
Residential Development & Construction	2%

Turnover in 2023 - approx. NIS 5.4 Billion

Pie graph - Backlog by Operating Segments

Operating Segment	Backlog distribution
Residential Construction	48%
Non Residential Construction	32%

Operating Segment	Backlog distribution
Infrastructure and Concessions	19%
Residential Development & Construction	1%

Backlog at 31.12.23 – NIS 13.3 Billion

Slide 10 - Infrastructure - Backlog, Turnover & Profitability (Million NIS)

Turnover – Bar Graph

Period	Turnover
2021	932
2022	1,159
2023	1,255

Gross Profit – Bar Graph

Period	Gross Profit
2021	21
2022	78
2023	80

Backlog – Bar Graph

Period	Backlog
2021	2,430
2022	2,384
2023	2,523

Slide 11 – Infrastructure and Concessions – Significant Projects

- **Fourth rail - Ayalon section**
Estimated Financial Volume – NIS 490 Million
Completion Rate – 1%
Estimated Completion – Q2, 2029

- **Eastern Track - Section B**
Estimated Financial Volume – NIS 792 Million
Completion Rate – 97%
Estimated Completion – Q1, 2025

- **Fast Lanes - Shefayim parking lot & 541 Road**

Estimated Financial Volume – NIS 916 Million

Completion Rate – 52%

Estimated Completion – Q1, 2025

Share in the Concessionaire – 25%

Share in the EPC – 50%

- **HaYovel Lines**

Effective share in the Concessionaire – 15%

Share in the O&M – 100%

Concession period – until 2031

- **Light Rail Jerusalem (Blue Line)**

Share in the concessionaire – 47.5%

The Development and Financial Closing Phase

Announced as successful bidder – 09/2023

Slide 12 - Non-Residential - Backlog, Turnover & Profitability **(Million NIS)**

Turnover – Bar Graph

Period	Turnover
2021	1,084
2022	1,350
2023	1,851

Gross Profit – Bar Graph

Period	Gross Profit
2021	33
2022	77
2023	92

Backlog – Bar Graph

Period	Backlog
2021	2,043
2022	3,203
2023	4,289

Slide 13 - Non-Residential – Significant Projects

Name of the Project	Estimated Financial Volume (NIS Million)	Completion Rate	Estimated Completion
Regional Government Headquarters - Jerusalem	582	67%	Q1, 2025
Ministry of Justice	548	99%	Q3, 2024
TOHA 2	540	32%	Q4, 2026
LandMark	405	72%	Q4, 2026
Complex 1000, Rishon Lezion	471	3%	Q3, 2026

Slide 14 – Residential - Backlog, Turnover & Profitability **(Million NIS)**

Turnover – Cumulative Bar Graph

Period	Turnover
2021	1,797
2022	1,635
2023	2,225

Gross Profit – Bar Graph

Period	Gross Profit
2021	101
2022	74
2023	95

Backlog – Bar Graph

Period	Backlog
2021	5,323
2022	5,901
2023	6,362

Slide 15 – Residential Construction – Significant Projects

Name of the Project	Estimated Financial Volume (NIS Million)	Completion Rate	Estimated Completion
Carmay Hanadiv Phases A+B	498	32%	Q1, 2025
Aura Ramat Chen	603	12%	Q1, 2027
Upper House - Yad Eliyahu	641	67%	Q1, 2025
DUO Semel south *	463	17%	Q2, 2027
Bat-Yam Moment (Ha'Shvatim)	760	31%	Q1, 2026
Carasso Jerusalem - Demolition and reconstruction	438	0%	Q4, 2028

* Denya's Share

Slide 16 – Residential Construction – Significant Projects (Cont.)

Name of the Project	Estimated Financial Volume (NIS Million)	Completion Rate	Estimated Completion Date
Aura Ramat Ha'Sharon Phase B	446	1%	Q2, 2027
Gindi Towers Tel Aviv – Tower 3	492	98%	Q1, 2024
Gindi Towers Tel Aviv – Tower 4	518	63%	Q1, 2025
Nofey Ben Shemen	431	72%	Q3, 2024
Gindi Ramat Efal	600	0%	Q1, 2027

Slide 17 - Residential Development & Construction

Projects Under Construction

Project Name	Location	Country	Share of the Company	No. of Residential Units (Total)	Sold as at today	No. of Units in stock 31/12/23
Denya Spring View – phases A+B	Warsaw	Poland	100%	46	16	30
Denya Forest Bloc H	Timisoara	Romania	100%	116	35	81
Denya Forest Bloc D	Timisoara	Romania	100%	116	0	116
Denya Lake	Bucharest	Romania	100%	77	0	77
Total				355	51	304

Finished projects

Project Name	Location	Country	Share of the Company	No. of Residential Units (Total)	Sold as at today	No. of Units in stock 31/12/23
Unik-Top	Rishon Le'zion	Israel	50%	377	367	10
Unik Urban	Be'er Ya'akov	Israel	50%	98	97	1
Denya Forest Bloc I	Timisoara	Romania	100%	116	102	14
Total				591	566	25

Slide 18 - Residential Development & Construction - Significant Projects

Projects Under Construction

▪ Denya Spring View

A plot of land located in Swomin village, south of Warsaw, for construction of 148 residential units, 46 units in phases A+B

- Location: Warsaw
- Project Scope: 148 Residential Units
- Land cost: NIS 11 Million
- Under Construction

▪ Denya Lake

A plot of land in the Pipera neighborhood for construction of approx. 77 townhouses

- Location: Bucharest
- Project Scope: 77 Units
- Land cost: NIS 18 Million
- Building permit has received

▪ Denya Forest - Bloc D

Second building out of 3. 12 floors and 116 residential units - sole development of Denya Romania. Construction commenced in 2023 , scheduled for completion in 2025

- Location: Timisoara
- Project Scope: 116 Residential Units
- Land cost: NIS 3 Million
- Under Construction

- **Denya Forest - Bloc H**

Third building out of 3, 12 floors and 116 residential units - sole development of Denya Romania. Construction commenced in 2022, scheduled for completion in Q4.2024

- Location: Timisoara
- Project Scope: 116 Residential Units
- Land cost: NIS 3 Million
- Under Construction

Inventory of Lands

- **Denya Pipera**

Multi-floor residential construction next to the American School in Pipera neighborhood

- Location: Bucharest
- Project Scope: 800 Residential Units
- Land cost: NIS 25 Million
- Zoning approval received

- **Denya Corbeanca**

A plot of land located in the Corbeanca neighborhood with a total area of 223 thousand sqm., for construction of approx. 350 townhouses

- Location: Bucharest
- Project Scope: 350 Residential Units
- Land cost: NIS 14 Million
- Zoning approval received

Developer's Strengths

- Unleveraged land purchase
- Net of project debt
- Zero exposure to rising interest rates