



2023

**PRESENTATION FOR THE CAPITAL MARKET
ANNUAL SUMMARY**



Main activity

About Gav-Yam (Jan-dec 2023)

1.2 million m2
income-generating areas

430,000 m2
areas under development

1.6 million m2
income-generating +
development properties

450,000 m2
available building
rights including areas
under development

ILS **682** million
revenue from leased
properties

ILS **348** million
revenue forecast from
areas under development

ILS **1,030** million
million revenue forecast
from income-generating +
development properties

100%
of company properties
not pledged

ILS **11.0** billion
income-generating
property value

6.6% avg.
capitalization
rate for value of income-
generating properties

Main activity

About Gav Yam (as of 31 dec 2023)

ILS **657** million
NOI

8%
increase in same
property NOI

400
customers

98%
occupancy rate

ILS **3.2** billion
backlog revenue
from leases without
development properties

4.8 years
avg. duration of lease
agreements without
development properties

ILS **1.0** billion
backlog revenue from leases
for executed agreements
in development *

7.9 years
avg. duration of
lease agreements for
development properties

10%
real increase in rent

Main activity

About Gav Yam (as of 31 dec 2023)

1.5% weighted
avg
effective interest,
index-linked

ILS **401** million
FFO for shareholders
per management

55.6%
leverage

ILS **4.2** billion
equity for shareholders

ILS **1,006** million
liquid assets

ILS **590** million
cashflow from
current activity

Bond rating
iil AA
(Maalot)

ILS **499** million
net profit for
shareholders

ILS **465** million
credit facility

Main activity

Q4 2023

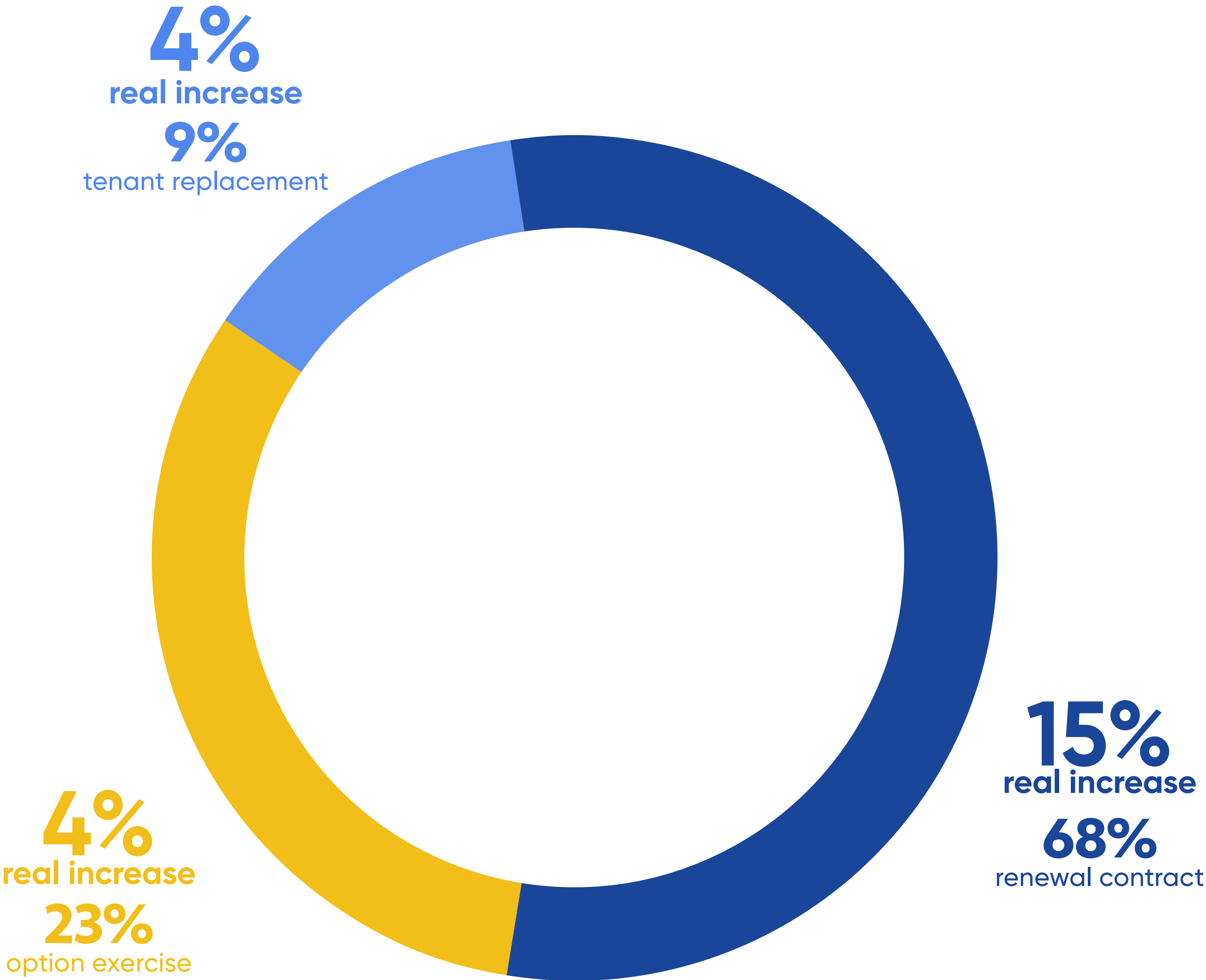
With a war going on and the uncertainty regarding its duration, Gav-Yam proceeds via routine business activity with a long-term view, continuing development, improving company assets and managing cashflow.

- **Gav-Yam Hebrew Campus** – Executed an agreement with **General Microwave** of the Kratos Group for leasing an area of 6200 m2 aboveground. After executing the agreement the project marketing rate stood at **52%**.
- **Gav-Yam Rehovot** – Executed an agreement with multinational tech company to lease an additional area of 10,000 m2 aboveground; following this agreement's execution all the areas of #5 in the park will be leased **40,000** m2 of which **25,000** m2 aboveground. After the agreement's execution the project marketing rate stood at **100%**.
- **Real increase in rent** – **12%** (in excess of index increase and excluding TI). **22** lease agreements were executed on a total area of **46,000** m2 aboveground, generating ILS **39** million for the year.
- **FFO per management approach** – Quarter totaled ILS **101** million, **22%** increase (ILS 18 million) compared to same period previous year.
- **Realization of Gav-Yam Ashkelon (Rav Bariach)** – Total consideration of ILS **250** million with **6%** return.

Main activity

Real increase in rent Q4 2023

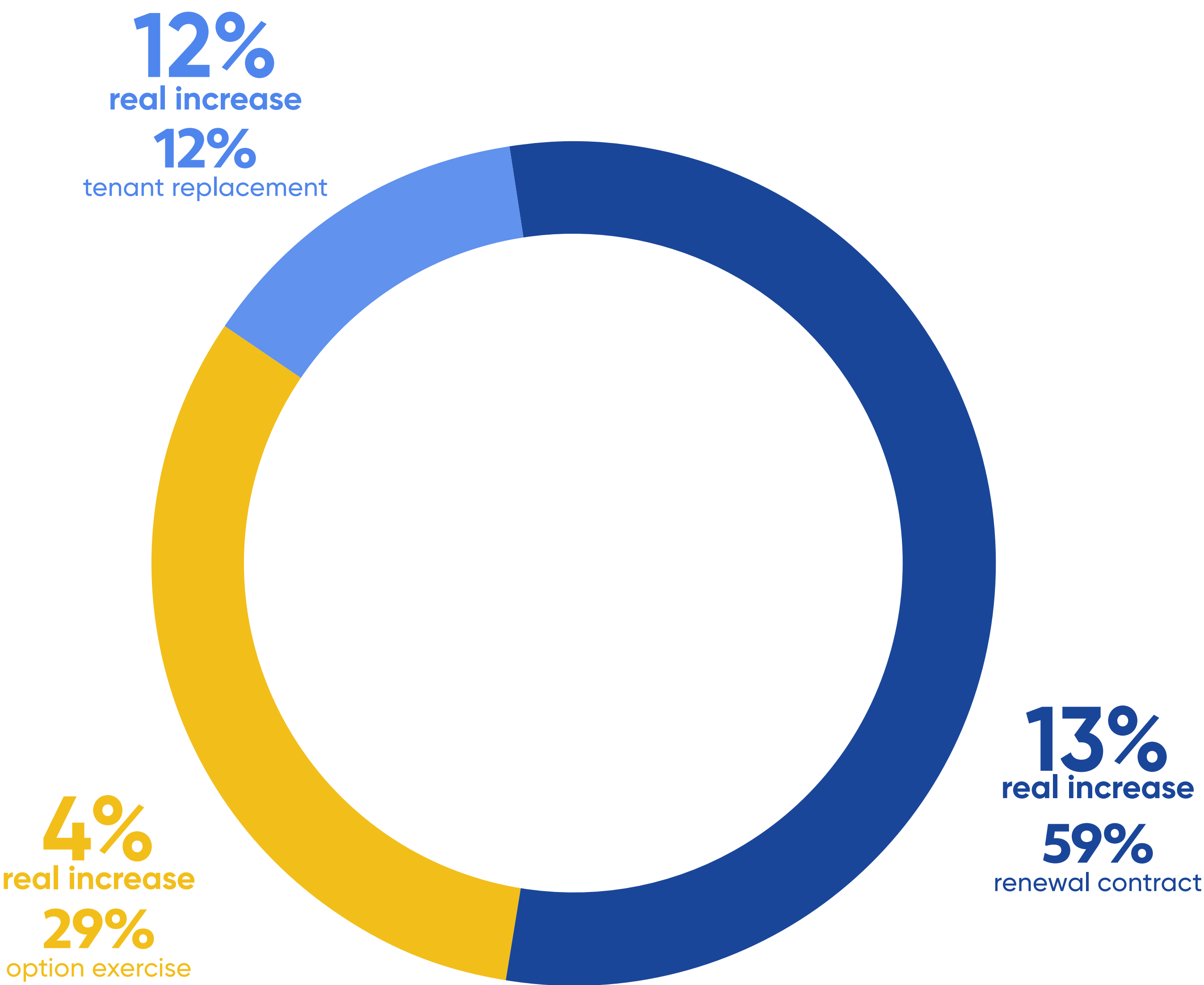
● **22** lease agreements for total area of **46,000** m2 aboveground, generating ILS **39** million for the year, real increase, in excess of index increase (and offsetting TI), of **12%**.



Main activity

Real increase in rent 2023

● **121** lease agreements for total area of **175,000** m2 aboveground, generating ILS **137** million for the year, real increase, in excess of index increase (and offsetting TI), of **10%**.



Main activity

Development as of 31 Dec 2023

- **10** development projects, total area of **430,000** m2, total investment of ILS **4.6** billion (ILS 3.5 billion without land), which generate additional annual income representing ILS **348** million. Expected return from these projects is **7.6%**.
- To date the company has marketed **51%** of the aboveground areas in development,* compared to **48%** previous quarter, which will generate additional income of ILS **170** million per year.
- The average lease period of the executed agreement for projects in development is **7.9** years (4.8 years in agreements for existing properties).
- For the year, the company invested ILS **1.2** billion investment real estate, betterment of existing properties and new property development.

Main activity

Projects completed 2023 – 110 m2 total



Gav-Yam Haifa Bay #4
20,000 m2
Annual revenue ILS 11 million



Rav Bariach #1
41,000 m2 (28,000 m2 company share)
Annual revenue ILS 12 million
(company share)



Matam East #2
48,000 m2
Annual revenue ILS 33 million

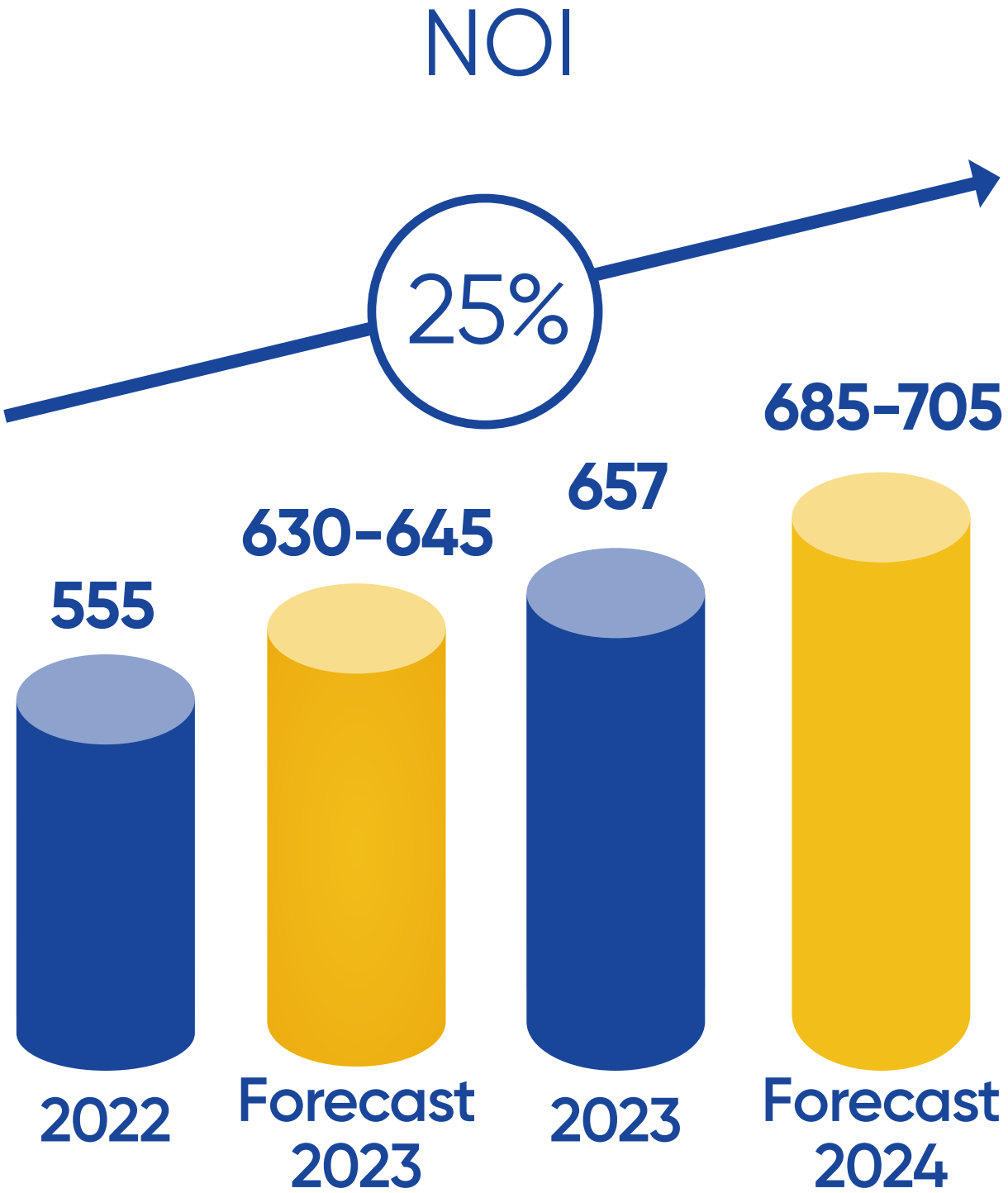
Main activity

Jan-Dec 2023 NOI

	1-12.2023	1-12.2022	Increase	% change
NOI	657	555	102	18%

*figures in ILS millions

Projected NOI for 2024 ILS **685-705** million



Main activity

Jan-Dec 2023 FFO

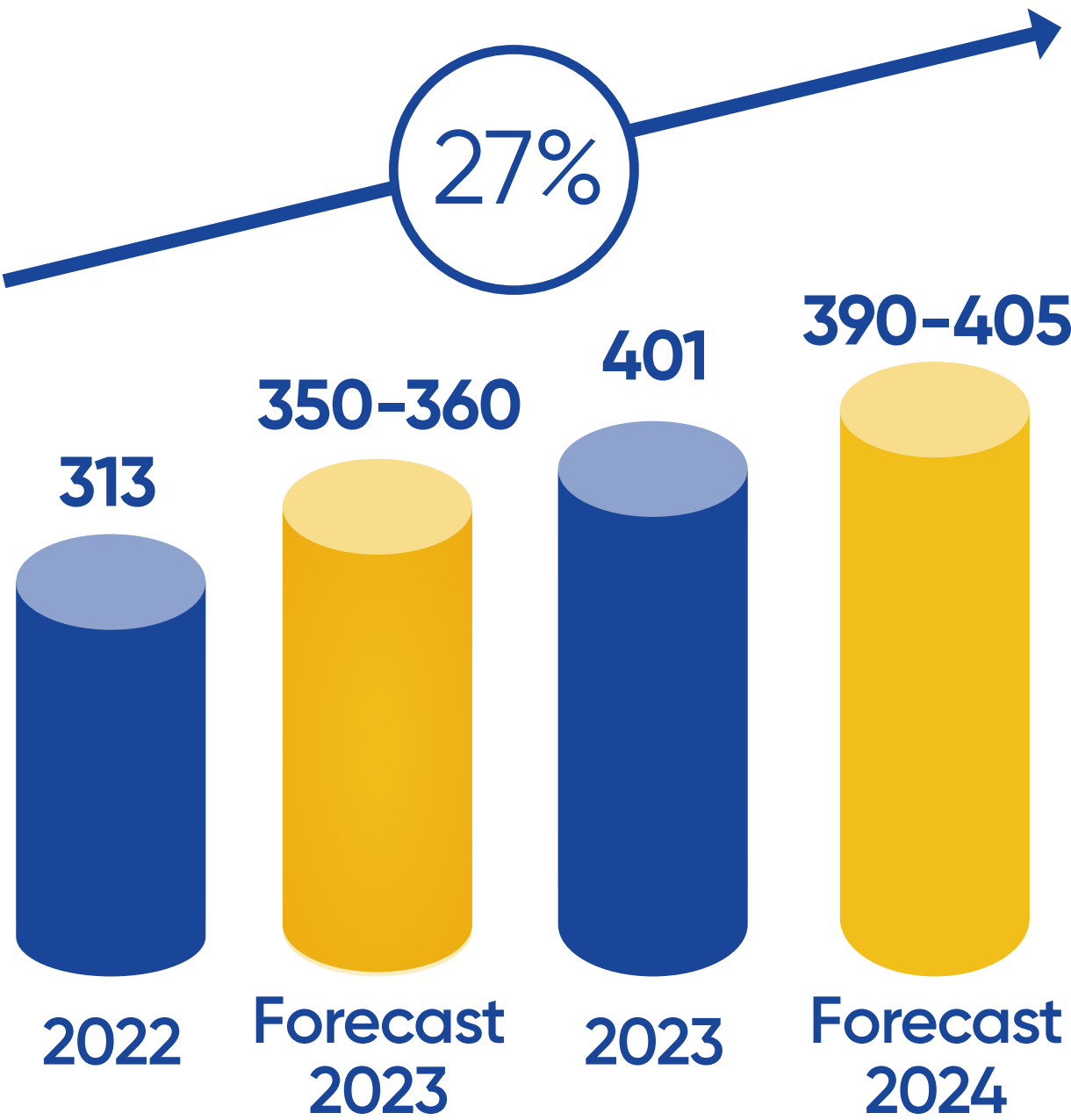
	1-12.2023	1-12.2022	Increase	% change
FFO PER MANAGEMENT APPROACH	401	313	88	28%
FFO PER ISRAEL SECURITIES AUTHORITY APPROACH	274	144	130	90%

*figures in ILS millions



Projected NOI for 2024 ILS **390-405** million

FFO PER MANAGEMENT APPROACH



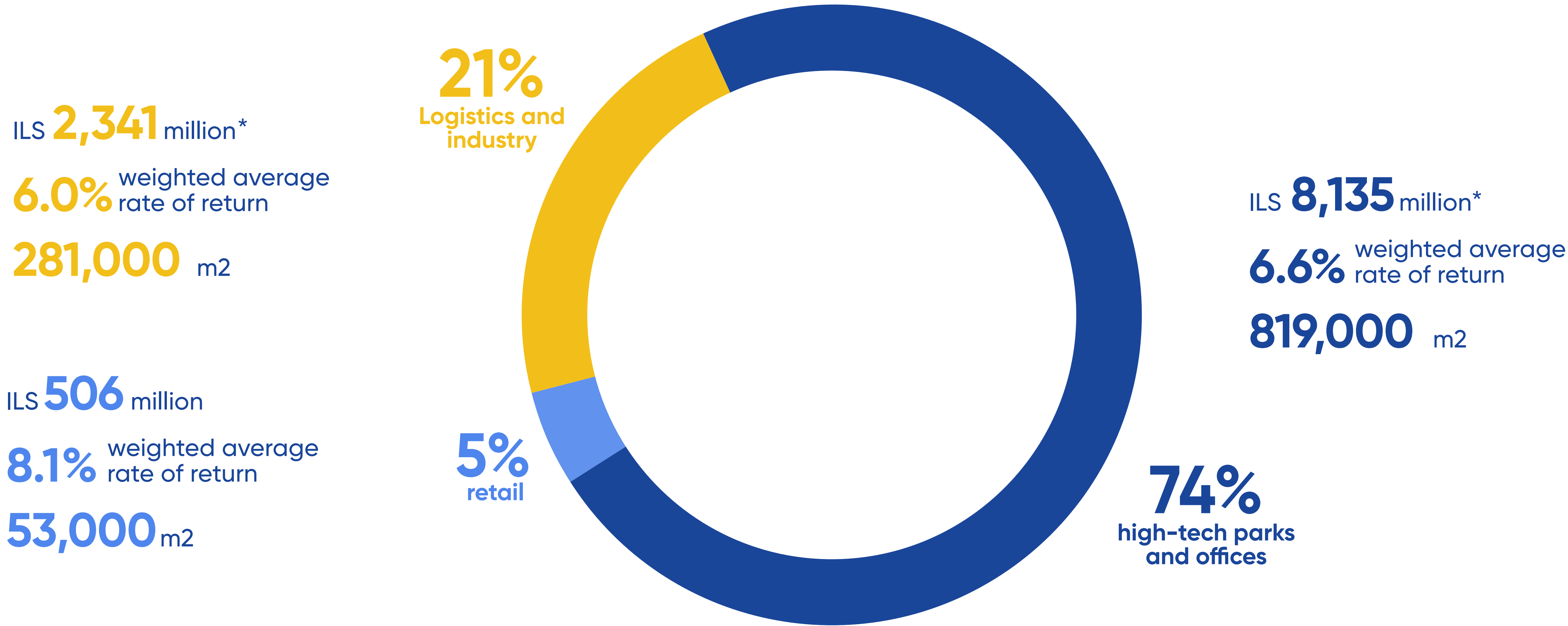
The change in FFO for shareholders in the forecast for 2024 compared to 2023 is due to an increase in EBITDA offsetting the effect of an increase in interest expenses and tax expenses.

Purchases and realizations

- Gav-Yam Gederot – land, total area 39 dunams, on which there are two buildings with total area of 18,000 m2 for consideration totaling ILS 194 million, reflecting net profit after tax ILS 18 million.
 - Gav-Yam Ashkelon Rav Bariach – total consideration ILS 250 million, return on transaction 6.0%.
Phase 1 – land, area 55 dunams, on which there is a building with area of 41,000 m2 (company share 70%).
Phase 2 – land, area 38 dunams (company share 70%).
 - Gav-Yam Rosh Haayin – After the reporting date, the company realized an office building with area of 13,000 m2 aboveground and 5,000 m2 underground for total consideration of ILS 103-113 million, reflecting net profit after tax ILS 7-14 million.
- Such realizations were for total consideration of ILS 550 million, which the company will use to lower leverage, to reduce the scope of capital financing, and in the interest of broader development and/or purchasing land for business and/or business opportunities.**
- ToHa – After the reporting date, the company purchased from Amot half of the rights to the land in Tel Aviv near the ToHa project for total consideration of ILS 156 million.

Income-generating value (ILS 10,982 milion) ————

6.6% weighted rate of return 1.2 million m2



* includes Rav Bariach and Rosh Haayin

The Company's Customers



16
cities

19

HIGH-TECH PARKS
logistics and industry

98%
occupancy rate



Substantial properties – Tel Aviv – ToHa

89,000 m2 income-generating properties, **205,000** m2 under development, total **294,000** m2



Substantial properties – Gav-Yam Herzliya

250,000 m2 income-generating properties, **60,000** m2 under development, **35,000** m2 planned, total **345,000** m2 *



Substantial properties – Gav-Yam Herzliya (cont.)

250,000 m2 income-generating properties, **60,000** m2 under development, **35,000** m2 planned, total **345,000** m2 *



Substantial properties – Matam Park

377,000 m2 income-generating properties, **63,000** m2 under development, total **440,000** m2 *



Sustainability



Energy centers



Green building



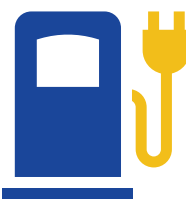
PV installations



Natural gas



Water recycling



Electric charging



Renewable energy

Matam East



ToHa



Gav-Yam Negev #5



Gav-Yam Rehovot #5



* The images are for illustration purposes only

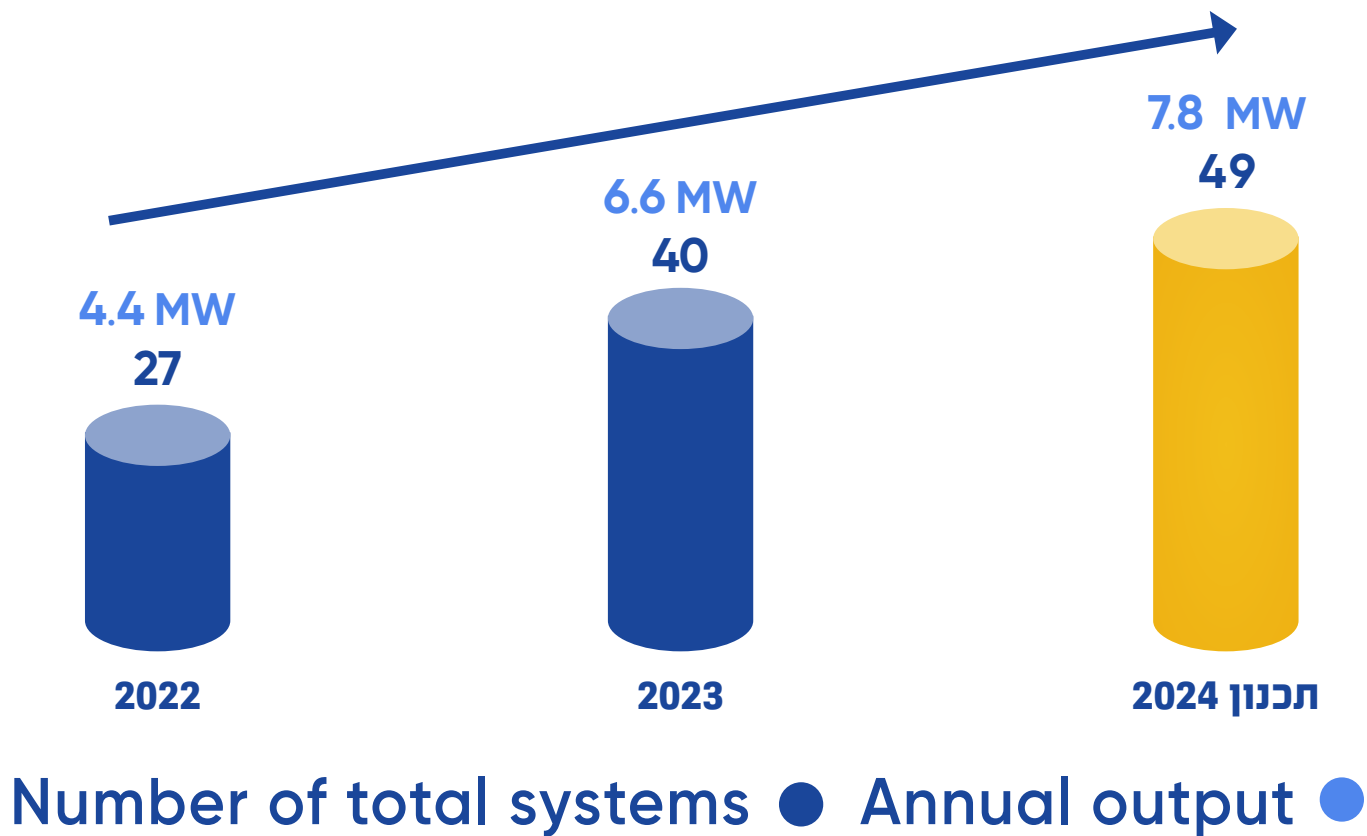
PV installations

System status	Number of systems	Power supply (MW)	Cost of construction (ILS millions)	Annual revenue (ILS millions)	Annual return
Generating 1.24	40	6.6	33.2	4.8	15%
Under Development	9	1.2	5.3	0.7	13%
Dec '24 forecast	49	7.8	38.5	5.5	15%

Further potential depends on Israel Electricity Authority approval

Number of systems	Annual output (MWh)	Cost of construction (ILS millions)	Annual revenue (ILS millions)	Annual return
55	8	37.3	4.9	13%

Total number of systems

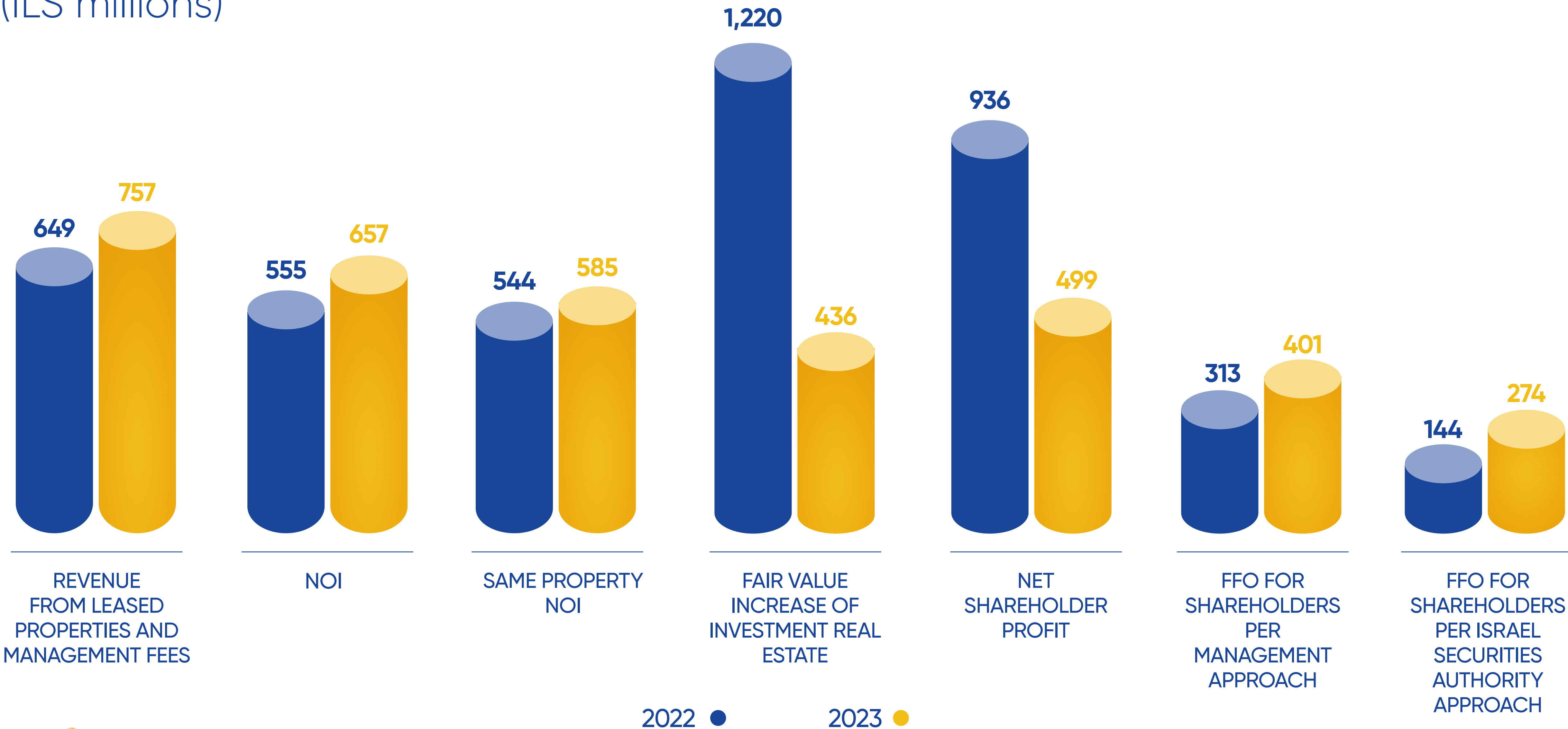




FINANCIAL DATA

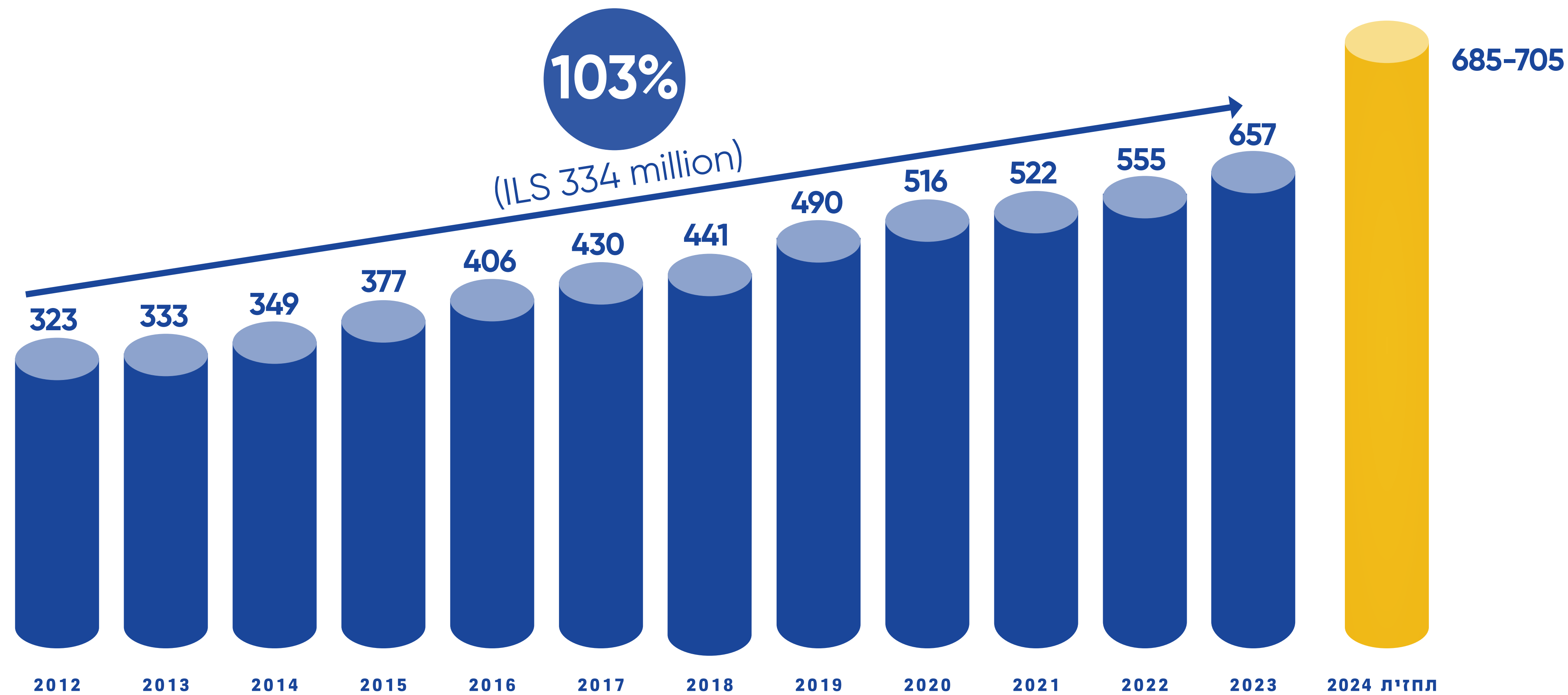
Financial results for 2023

(ILS millions)



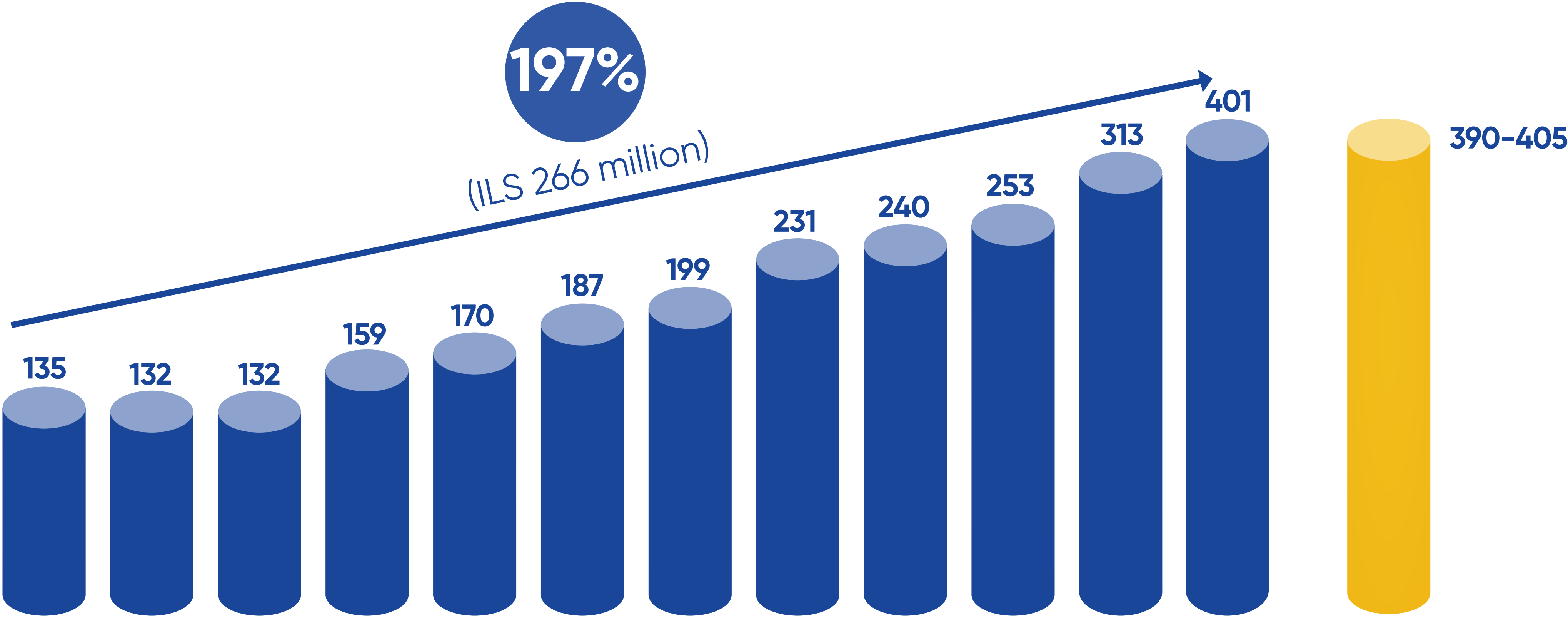
Growth in NOI

(ILS millions)



Growth in FFO for shareholders per management Approach

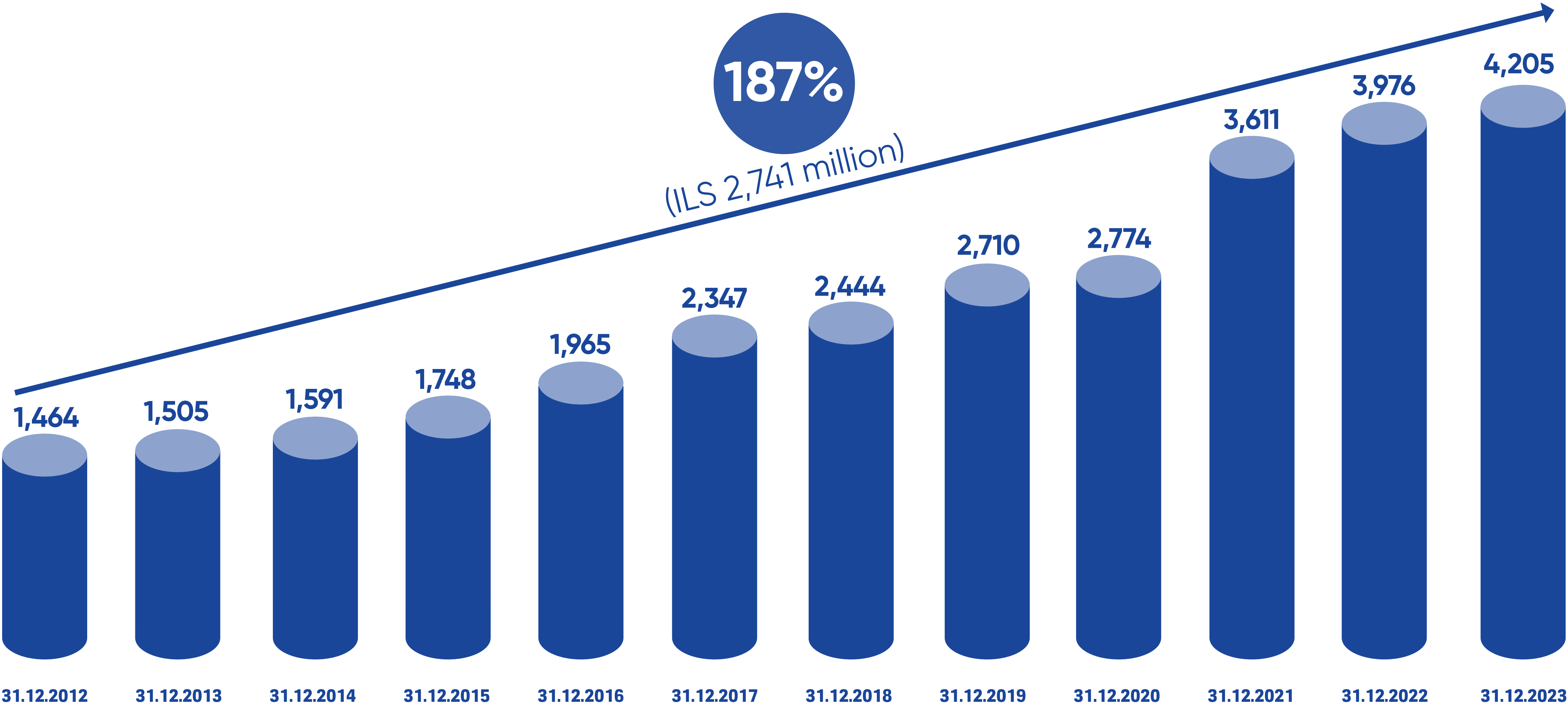
(ILS millions)



* FFO per Israel Securities Authority approach see p. 12
The change in FFO for shareholders in the forecast for 2024 compared to 2023 is due to an increase in EBITDA offsetting the effect of an increase in interest expenses and tax expenses.

Shareholder equity

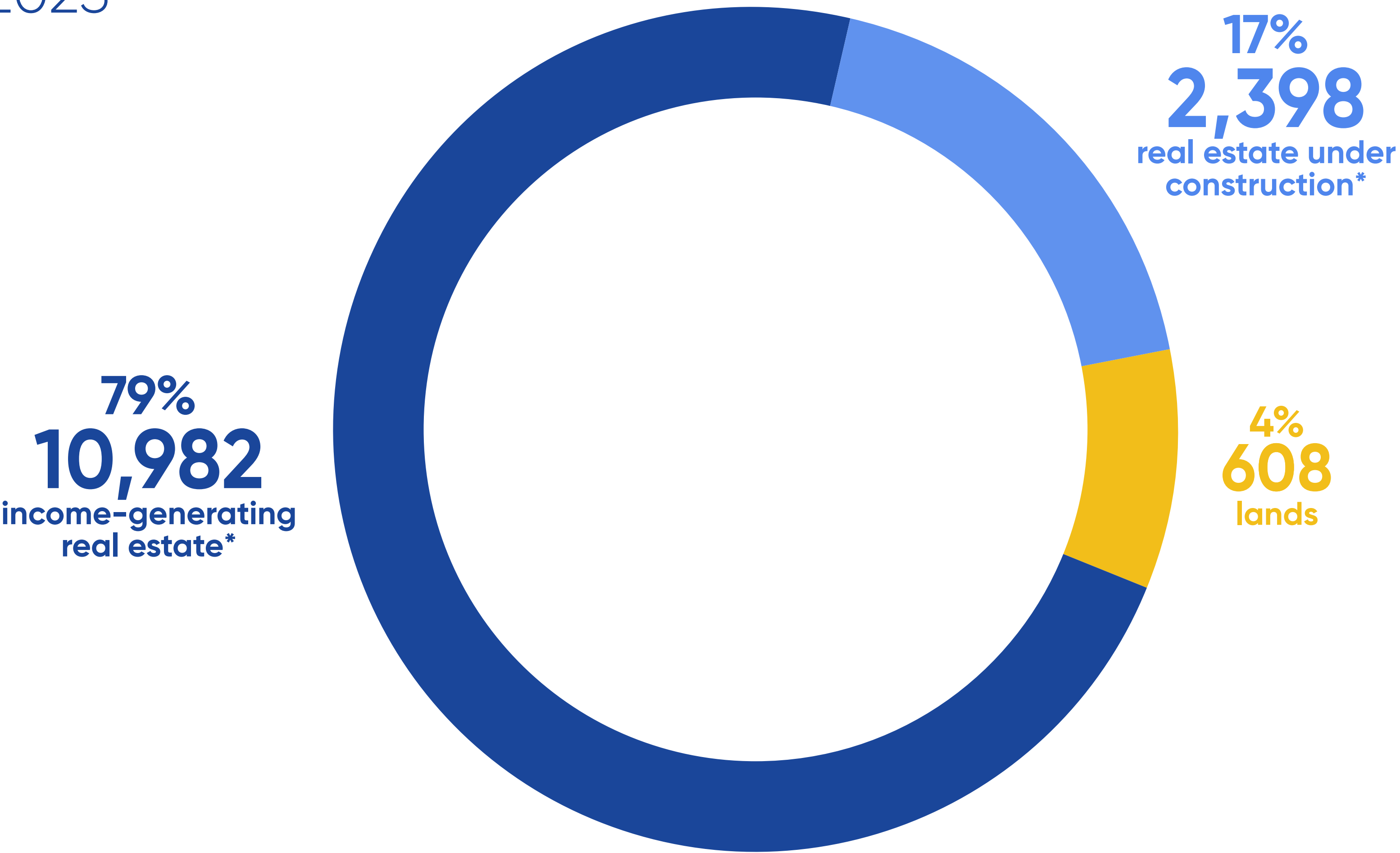
(ILS millions)



Distribution of real estate value for investment

(ILS 13,988 million)

As of 31 Dec 2023

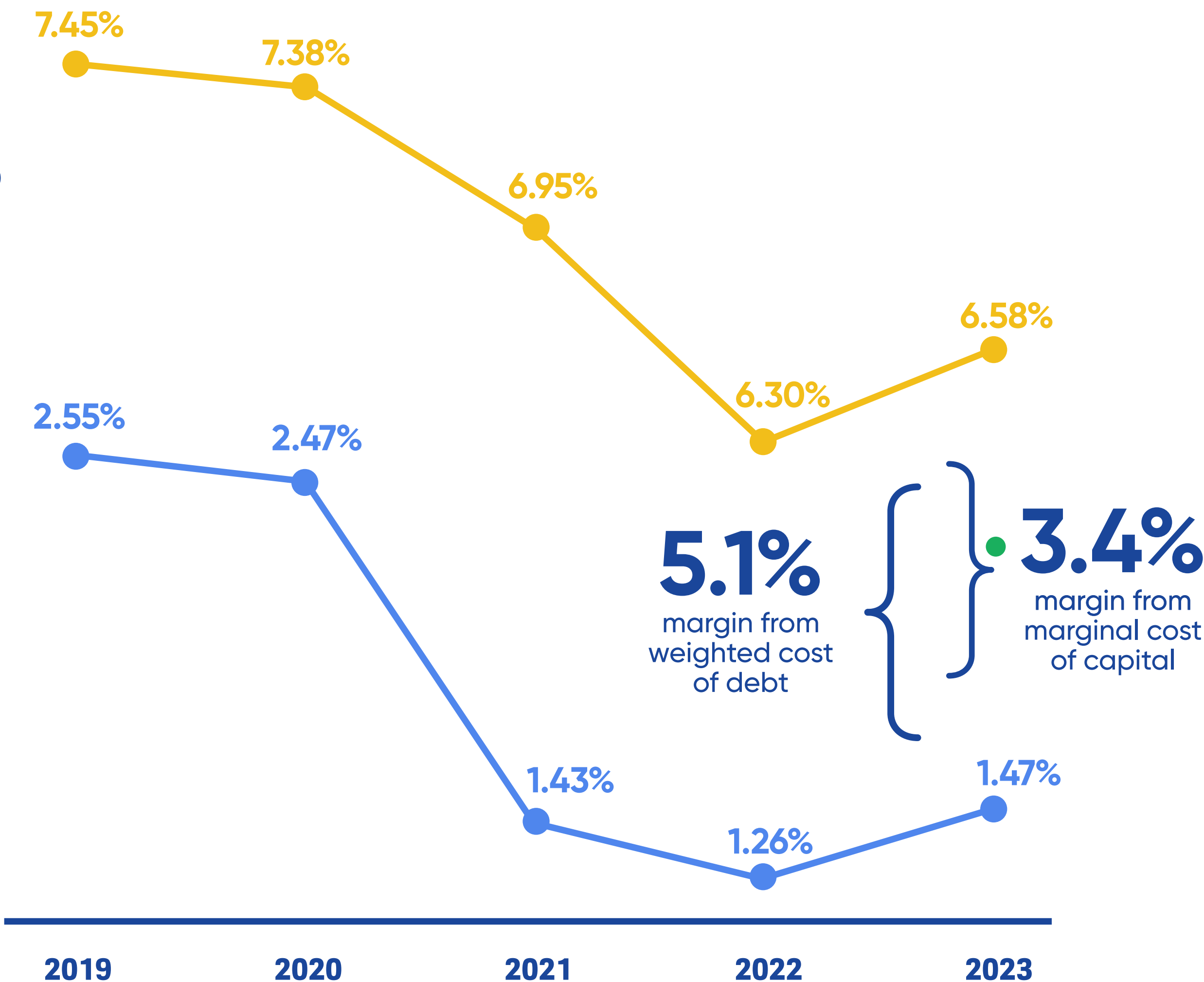


Financial strength

Change in the Weighted discount rate compared to change in the company's Weighted interest rate

As of 31 Dec 2023

- Weighted discount rate
- Weighted avg. effective interest, index linked
- Marginal cost of capital 3.14% per bond series 10 avg. duration 5.8 years as of 11 Jan 2024

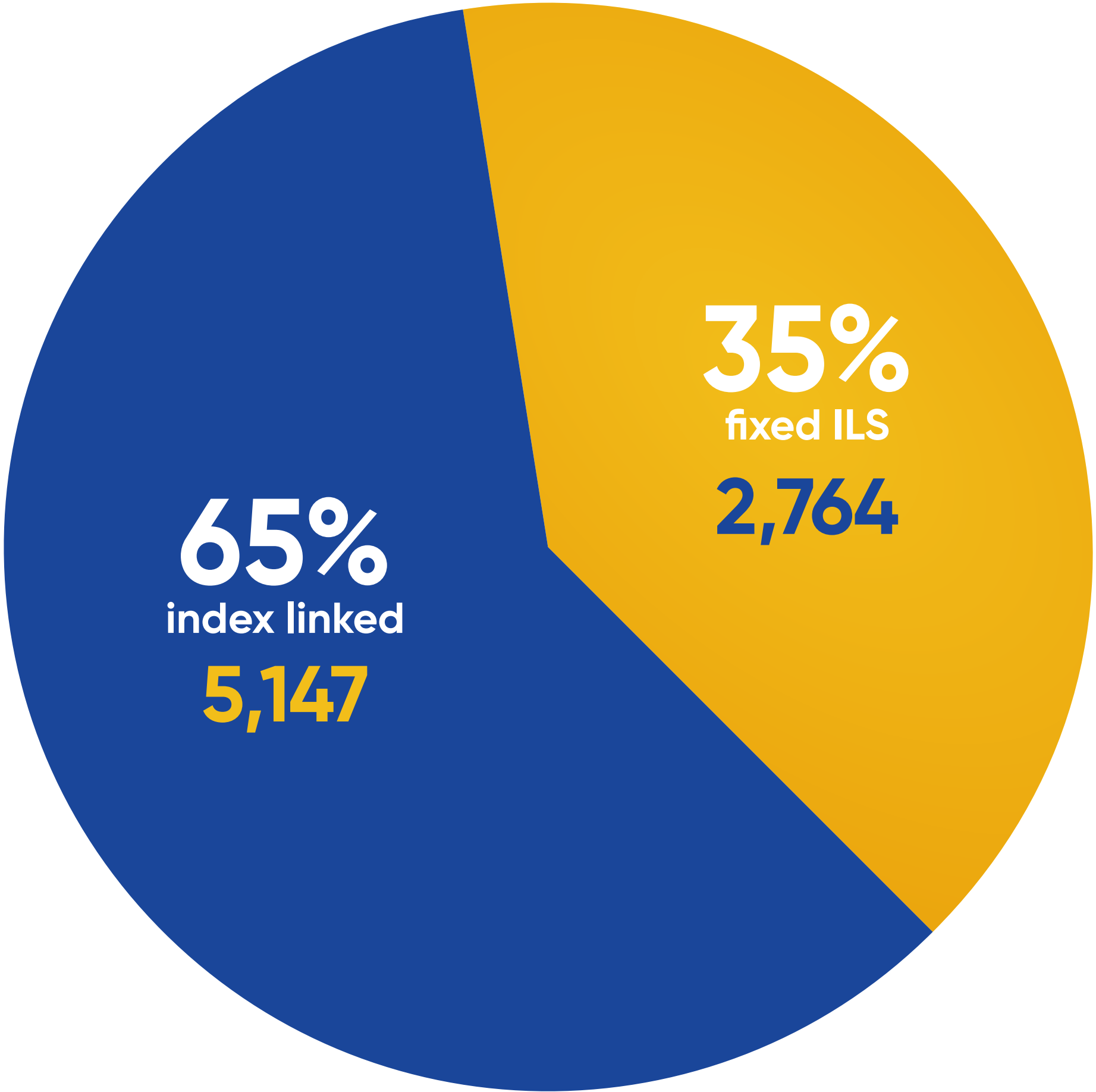


Gross financial debt (ILS 7,911 million)

As of 31 Dec 2023

1.5%
weighted effective
interest, index-linked

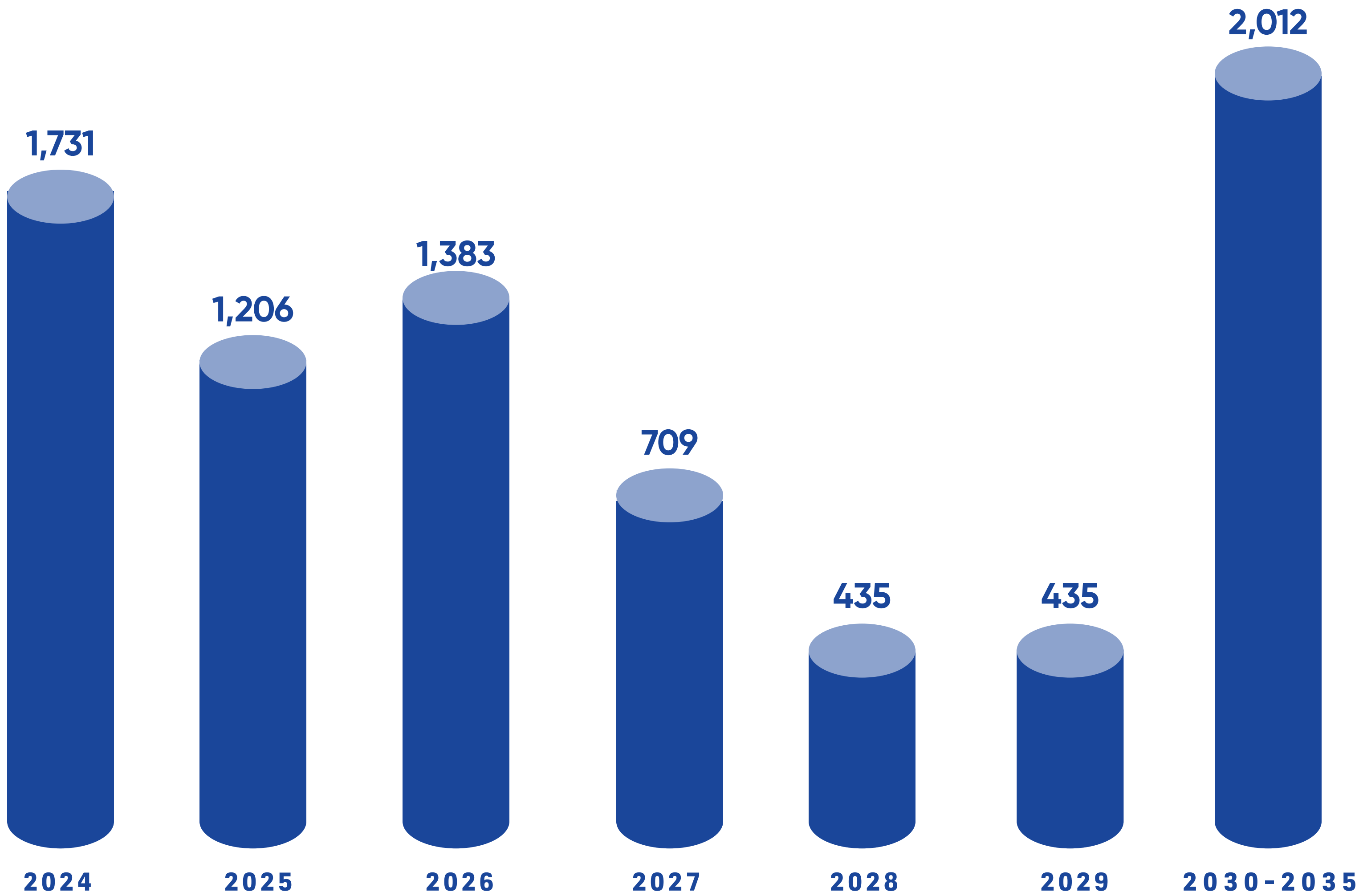
3.4
weighted duration
in years



Debt principal repayment schedule

(ILS millions)

As of 31 Dec 2023



Financial data

(ILS millions)

Consolidated

	1-12/2023	1-12/2022	Change in %
NOI	657	555	18
Same Property NOI	585	544	8
Increase in fair value of investment real estate	436	1,220	(64)
Cashflows from current activity	590	462	28
Net profit for shareholders*	499	936	(47)
FFO for shareholders per management approach *	401	313	28
FFO for shareholders per Israel Securities Authority approach *	274	144	90

* Standalone extended = share attributed to shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)

Financial data

(ILS millions)

Consolidated

	31/12/2023	31/12/2022
Liquid Assets	1,006	1,616
Fair value of investment property of which:	13,988	12,353
Real estate under construction	2,398	1,908
Land	608	608
Income-generating real estate	10,982	9,837
Other properties	433	521
Total assets	15,427	14,490

Financial data

(ILS millions)

Consolidated

	31/12/2023	31/12/2022
Financial debt, gross	7,911	7,494
Other liabilities	334	284
Reserve for deferred taxes	1,666	1,569
Equity attributed to shareholders	4,205	3,976
Non-controlling rights *	1,311	1,167
Total equity and liabilities	15,427	14,490

* Standalone extended = share attributed to shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)

Financial data

(ILS millions)

	31/12/2023	31/12/2022	Change in %
Investment real estate	13,988	12,353	13
Net financial debt	6,905	5,878	17
Leverage rate	55.6%	53.3%	2
Shareholder equity	4,205	3,976	6

Financial data

(ILS millions)

Standalone extended*

	1-12/2023	1-12/2022	Change in %
NOI	533	457	17
Same Property NOI	484	448	8
Increase in fair value of investment real estate	303	994	(69)
Net financing expenses	203	264	(23)
Tax expenses	103	216	(52)
Net profit	499	935	(47)
FFO to shareholders per management*	401	313	28
FFO to shareholders per Israel Securities Authority*	274	144	90

* Standalone extended = share attributed to shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)

Financial data

(ILS millions)

Standalone extended*

	31/12/2023	31/12/2022
Liquid assets	1,006	1,616
Fair value of investment property of which:	13,988	12,353
Real estate under construction	2,398	1,908
Land	608	608
Income-generating real estate	10,982	9,837
Other properties	433	521
Total assets	15,427	14,490

*Standalone extended = share attributed to shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)

Financial data

(ILS millions)

Standalone extended*

	31/12/2023	31/12/2022
Financial debt, gross	7,404	7,036
Other liabilities	99	46
Reserve for deferred taxes	1,352	1,285
Equity	4,205	3,976
Total capital and liabilities	13,060	12,343

*Standalone extended = share attributed to shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)



PROJECTS IN DEVELOPMENT

Projects in development

Total area projects in development 430,000 – m2 consolidated



Gav-Yam Haifa Bay #5
8,000 m2
100% marketed



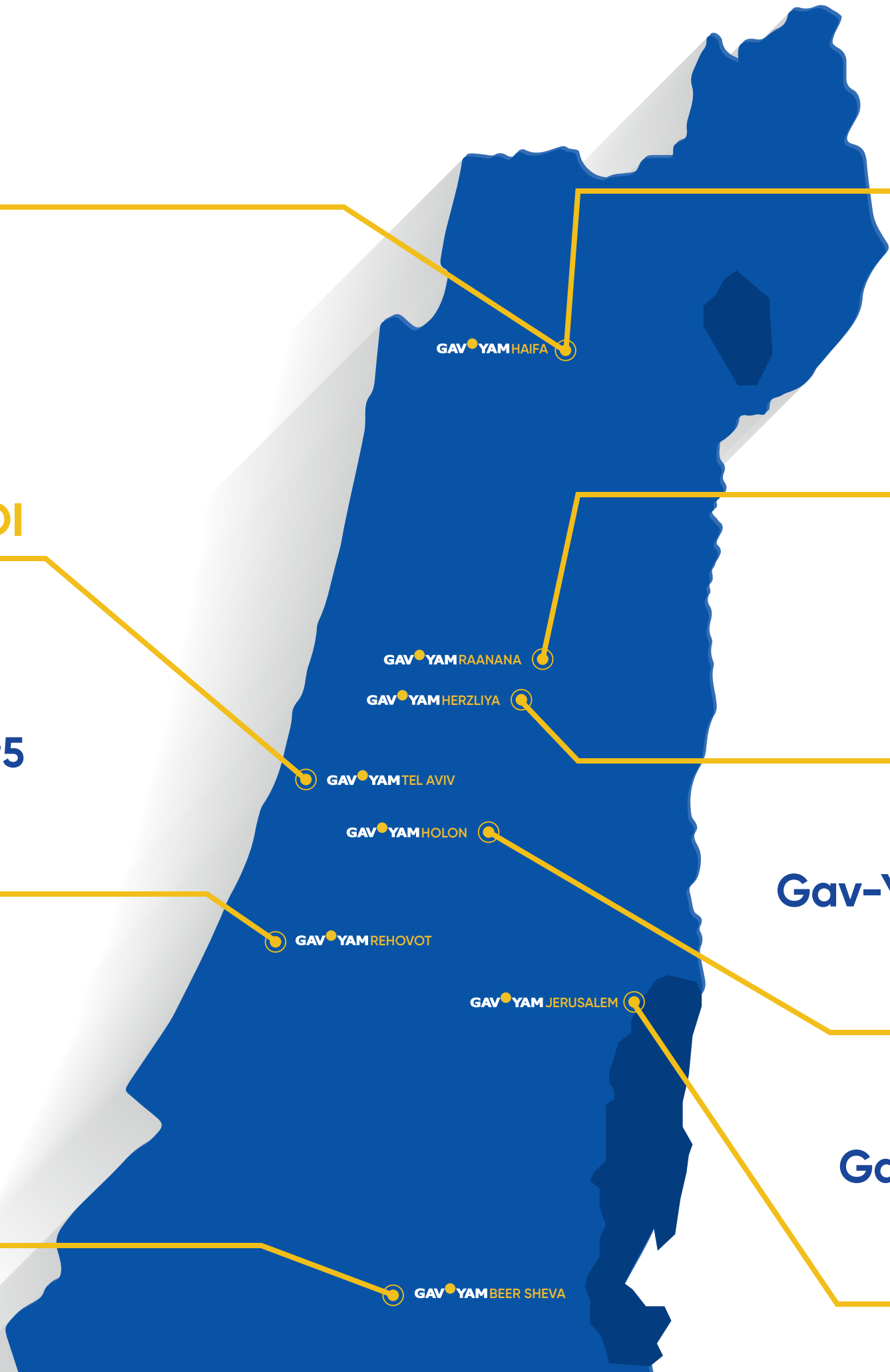
TOHA 2
103,000 m2
33% marketed executed LOI



GAV-YAM PARK REHOVOT #5
28,000 m2
100% marketed



GAV-YAM PARK NEGEV #5
15,000 m2
21% marketed



Matam East Towers #3
43,000 m2



Gav-Yam Park Raanana
51,000 m2
35% marketed



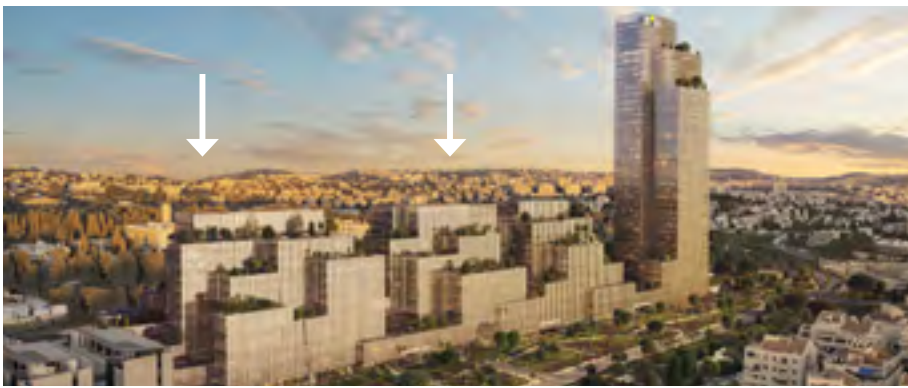
Gav-Yam O2
60,000 m2
100% marketed



Gav-Yam Park Holon – Building #3
44,000 m2
88% marketed



Gav-Yam Hebrew Campus #1,2
59,000 m2
52% marketed



Projects in development

(ILS millions)

51% of the total aboveground areas of the projects under construction have been marketed compared to 48% in previous quarter *

Consolidated

		Above-ground	Parking lot	Total	Holding rate	Total	Construction costs (including land)	Other costs as of 31 dec 2023	Annual representative leasing revenue ILS millions	Rate of marketed aboveground area	Revenue for marketed aboveground area	Completion date
		Area (m2 thousands) - 100%				Consolidated area (m2 thousands)	In consolidated statements (ILS millions)					
1	Gav-Yam Park Raanana	40	33	73	69.5%	51	414	50	29	35%	13	Q1/24
2	Gav-Yam Park Holon - Building #3	22	22	44	100%	44	349	98	21	88%	17	Q2/24
3	Gav-Yam Hebrew Campus #1,2	57	32	89	66%	59	692	340	51	52%	25	Q3/24
4	Gav-Yam Haifa Bay #5	8	-	8	100%	8	68	30	5	100%	5	Q4/24
5	Gav-Yam Park Negev #5	15	-	15	100%	15	111	89	9	21%	2	Q1/25
6	Gav-Yam Park Rehovot #5	24	15	39	72%	28	200	123	14	100%	14	Q1/25
7	Matam Park – Temporary Parking (Server Farms)**	-	21	21	100%	21	80	30	5	-	-	Q1/25
8	Gav-Yam O2	38	22	60	100%	60	667	452	43	100%	43	Q4/25
9	Matam East Towers #3	30	13	43	100%	43	337	249	31	-	-	Q2/26
10	TOHA 2	160	45	205	50%	103	1,650	1,119	140	33%	53	Q4/26
Total		394	203	597	-	432	4,568	2,580	348		172	

* Q3 marketing rate, excluding Rav Bariach #2 that was sold

** Server farms constructed per demand

- Total construction costs without land cost ILS 3,612 million
- Addition of ILS 348 million to the company's revenue, of which ILS 172 million for marketed projects.
- Marketed areas include LOI executed in project ToHa 2

Representative ROI 7.6%

Projects in development

(ILS millions)

51% of the total aboveground areas of the projects under construction have been marketed compared to 48% in previous quarter *

Standalone extended*

		Above-ground	Parking lot	Total	Construction costs (including land)	Other costs as of 30 dec 2023	Annual representative leasing revenue ILS millions	Rate of marketed aboveground area	Revenue for marketed aboveground area	Completion date
		Area (m2 thousands) - 100%			In consolidated statements (ILS millions)					
1	Gav-Yam Park Raanana	28	23	51	414	50	29	35%	13	Q1/24
2	Gav-Yam Park Holon - Building #3	22	22	44	349	98	21	88%	17	Q2/24
3	Gav-Yam Hebrew Campus #1,2	38	21	59	692	340	51	52%	25	Q3/24
4	Gav-Yam Haifa Bay #5	8	-	8	68	30	5	100%	5	Q4/24
5	Gav-Yam Park Negev #5	11	-	11	81	66	7	21%	1	Q1/25
6	Gav-Yam Park Rehovot #5	17	11	28	200	123	14	100%	14	Q1/25
7	Matam Park – Temporary Parking (Server Farms)**	-	11	11	40	15	3	-	-	Q1/25
8	Gav-Yam O2	38	22	60	667	452	43	100%	43	Q4/25
9	Matam East Towers #3	15	7	22	169	125	16	-	-	Q2/26
10	TOHA 2	80	23	103	1,650	1,119	140	33%	53	Q4/26
Total		257	140	397	4,330	2,418	329		171	

* Q3 marketing rate, excluding Rav Bariach #2 that was sold

** Server farms constructed per demand

- Standalone extended = portion attributed to the shareholders (Matam 50.1%, Gav-Yam Negev 73.25%)
- Total construction costs without land cost ILS 3,369 million
- Occupancy of ILS 329 million to the company's revenue, of which ILS 171 million for marketed projects.
- Marketed areas include LOI executed in project ToHa 2

Representative ROI 7.6%

GAVYAM RAANANA

Area

72,600 m²
(50,400 m² company's share)

of which

40,000 m²
aboveground
(28,000 m² company's share)

Completion date

Q1 2024

Total cost (company's share)

ILS 414 million

NOI

ILS 29 million

Return

7.1%



* The images are for illustration purposes only



JANUARY 2024

Building #3

Area
44,000 m²

of which
22,000 m²
aboveground

Completion date
Q2 2024

Total cost
ILS 349 million

NOI
ILS 21 million

Return
5.9%





JANUARY 2024



Area
89,000 m²
(59,000 m² company's share)

of which
57,000 m²
aboveground
(38,000 m² company's share)

Completion date
Q3 2024

Total cost (company's share)
ILS 692 million

NOI
ILS 51 million

Return
7.4%



* The images are for illustration purposes only



JANUARY 2024

GAV●YAM HAIFA BAY 5#

Building #5

Area

7,800 m2

Completion date

Q4 2024

Total cost

ILS 68 million

NOI

ILS 4.6 million

Return

6.8%



fully marketed to Almog



* The images are for illustration purposes only

Area
15,000 m²

Completion date
Q1 2025

Total cost
ILS 111 million

NOI
ILS 9 million

Return
8.1%

Figures are 100%
(Gav-Yam's share 73.25%)



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GAVYAM REHOVOT

Building #5

Area

39,000 m²
(28,000 m² company's share)

of which

24,000 m²
aboveground
(17,000 m² company's share)

Completion date

Q1 2025

Total cost (company's share)

ILS 200 million

NOI

ILS 14 million

Return

7.0%



* The images are for illustration purposes only



Area
60,000 m²

of which
38,000 m²
aboveground

Completion date
Q4 2025

Total cost
ILS 667 million

NOI
ILS 43 million

Return
6.4%



* The images are for illustration purposes only



JANUARY 2024

MATAM Towers East #3

Area
42,500 m²

of which
29,500 m²
aboveground

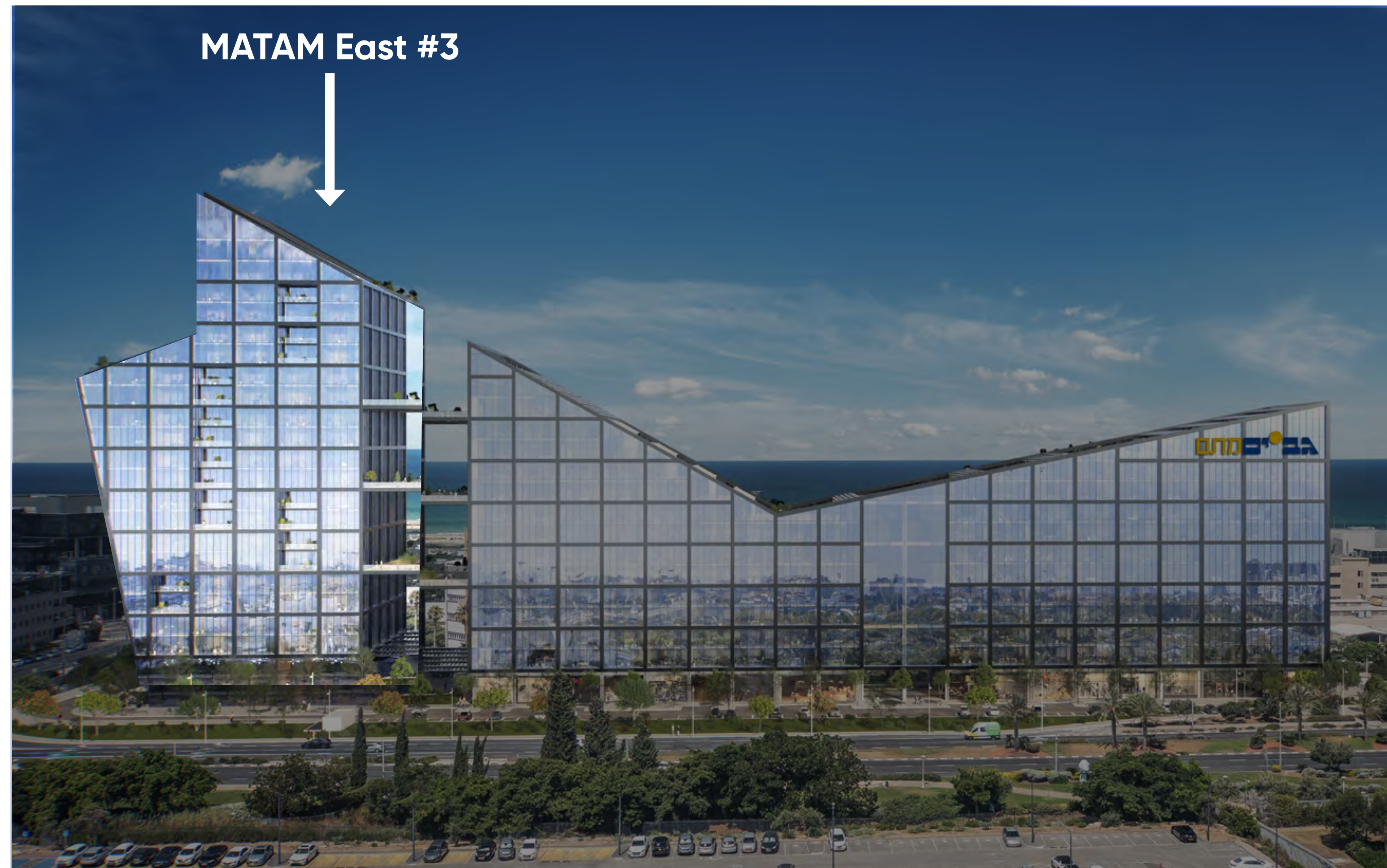
Completion date
Q2 2026

Total cost
ILS 337 million

NOI
ILS 31 million

Return
9.3%

Figures are 100%
(Gav Yam's share 50.1%)



* The images are for illustration purposes only

ToHaTwo

Area
205,000 m²

of which
160,000 m²
aboveground

Completion date
Q4 2026

Total cost
ILS 3.3 billion

NOI
ILS 280 million

Return
8.5%

Figures are 100%
(Gav Yam's share 50%)



33% executed MOU to
international tech company

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JANUARY 2024



URBAN BUILDING PLANS

Progress Residential Urban Building Plans

6,200 UNITS



Acre
1,000 units



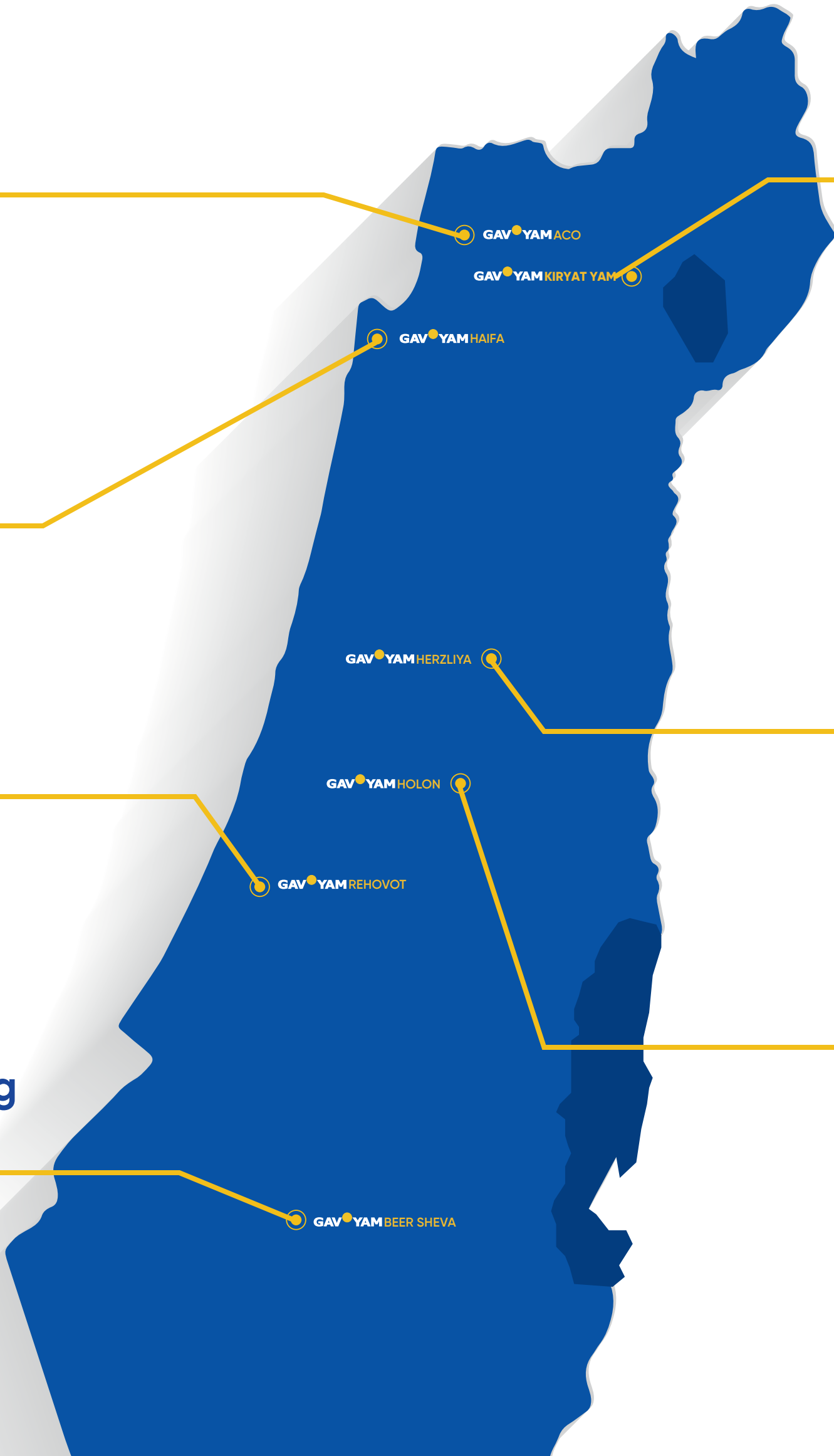
Matam-Lot 8001
500 units



Old Rehovot
400 units



Beer Sheva-Rental Housing
250 units



Kiryat Yam-Urban Renewal
2,500 units



Herzliya North-Micro Units
400 units



Holon
1,100 units

GAVYAM HERZLIYA NORTH

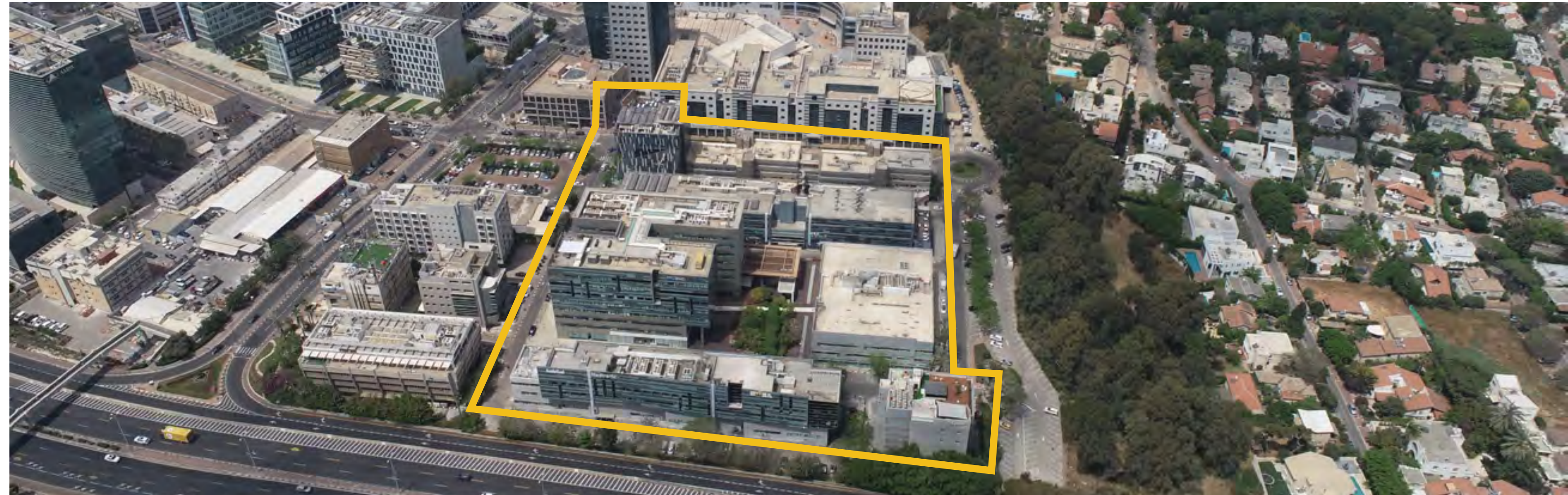
Micro Units

Current status

55,000 m²
constructed (excluding O2)

Planned status (addition)

400
residential units
45,000 m²
business and retail



* The images are for illustration purposes only

GAV **YAM** OLD REHOVOT

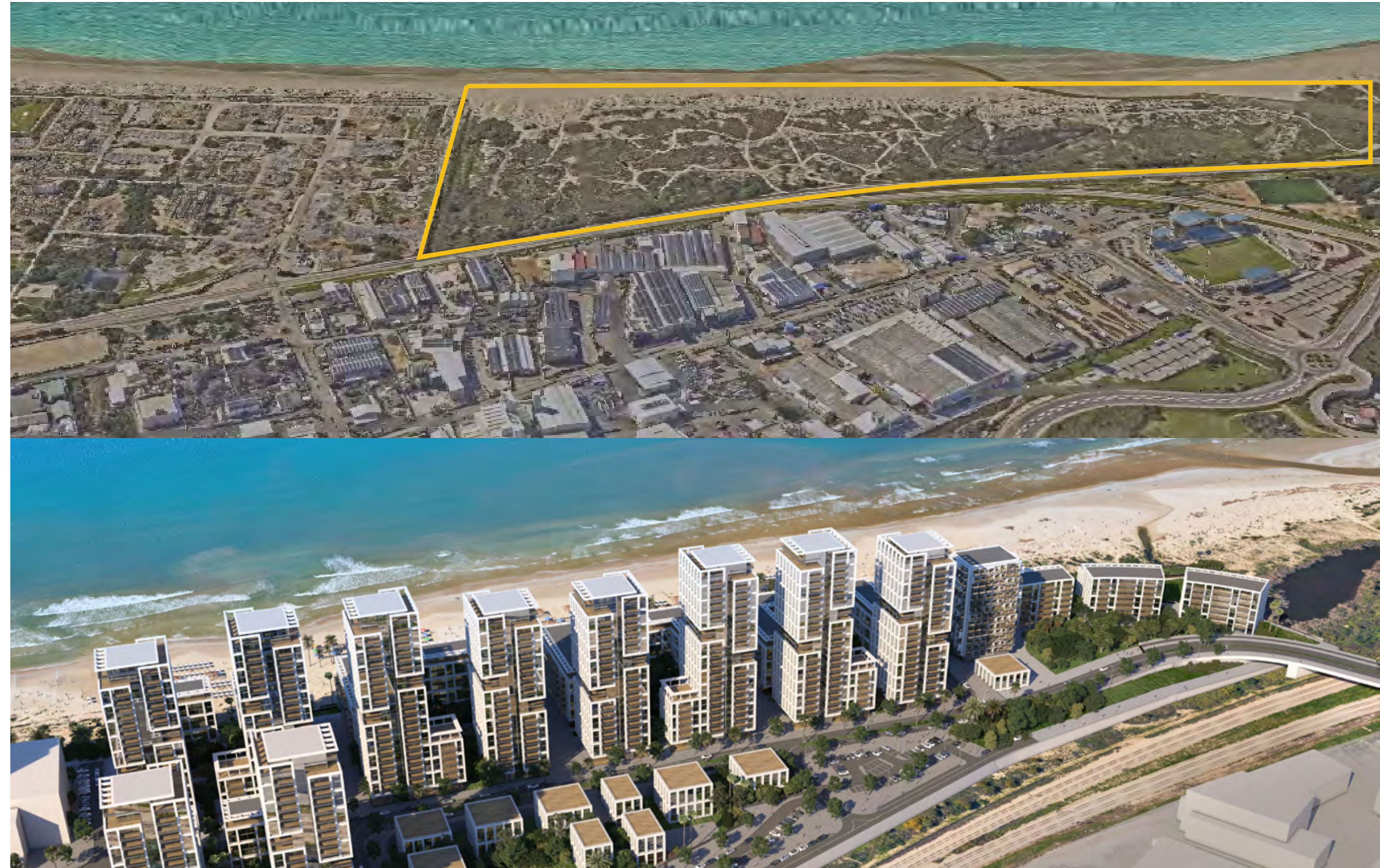
Current status
5,000 m²

Planned status (addition)
400
residential units
50,000 m²
business
10,000 m²
retail



* The images are for illustration purposes only

Planned status (addition)
About 1,000
residential units



* The images are for illustration purposes only

Rental Housing

Planned status (addition)

250
residential units

50,000 m²
business and retail



* The images are for illustration purposes only

Current status
60,000 m2
constructed

Planned status (addition)
1,100
residential units

500,000 m2
business

60,000 m2
industry and retail



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GAVYAM KIRYAT YAM

Urban Renewal

Planned status (addition)

2,500
residential units

12,000 m²
industry and retail



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Forward-looking information

This presentation includes forecasts, assessments, estimates and other information relating to future events and matters, while there is uncertainty regarding the degree to which they might materialize and which are outside the company's exclusive control (forward-looking information).

The main facts and figures that served as the basis for this information relate to the current state of the company and its business, to the current state of company's areas of activity, fields of activity, and macroeconomic facts and data, all as known to the company at the time of preparing this presentation.

Materialization of forward-looking information shall be affected by the risk factors that characterize the company's activity, as well as developments in the economic environment and external factors that impact the company's activity, which cannot be projected and are naturally outside the company's control.