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# COVID 19 – From Lockdown to Full Operation

### Situation During Lockdown

- ✓ Assets with essential services anchors: Supermarkets, pharmacies, etc. that continued to serve a broad customer base during the crisis, as well as serving as collection points for deliveries (Take Away).
- ✓ 55% of the Group's GLA was open during the lockdown.
- ✓ High occupancy rate in the Group at March 31, 2020 of 95.9%.
- ✓ Fortification of financial strength due to the strong cash flow from debt issue operations, with medium- and long-term durations.
- ✓ Minimization of operational expenses during the lockdown period.

### **Current Situation**

- ✓ In Israel, 99% of the businesses permitted to open have opened.
- ✓ Daily increase in the number of visitors and tenant revenues. Tenants report that revenue is higher than the parallel period last year.
- ✓ Sharp increase of the conversion rate From visitors at retail properties to buying customers.
- ✓ In Northern Europe, all of the retail centers are open for nearly-full operation and were never closed, with the exception of Estonia.
- ✓ In Central Europe, all shopping centers were opened for nearly-full operation at the beginning of May.
- ✓ In Brazil, a lockdown was announced at the end of March and vital stores remained open.
- ✓ In North America essential services remain open. In Canada office building is open.

# Looking Forward

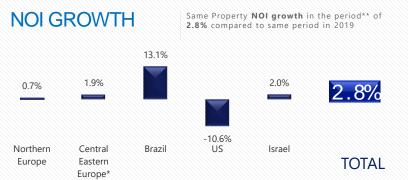
- ✓ Israel, Europe and Canada are open for operation.
- ✓ Full collection policy pursuant to existing agreements.
- ✓ Our estimate is that US and Brazil will open during June.

- ✓ Continued momentum of development in Israel, the US and Canada.
- ✓ Continued streamlining, condensing and reinforcing of the administrative / executive team.
- ✓ Over the past month, new lease agreements were signed in almost all of the territories, with additional agreements in the advanced negotiation stages.

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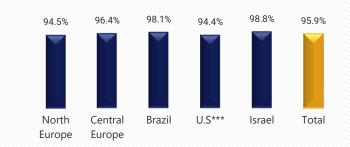
#### FIRST QUARTER OF 2020 MAIN RESULTS

## STRONG OPERATIONAL PERFORMANCE OF THE PORTFOLIO



The decrease in the US was from tenant replacement before the end of the fourth quarter and signing a lease agreement with a new tenant after the balance sheet date.

# OCCUPANCY RATE As of MARCH 31, 2020



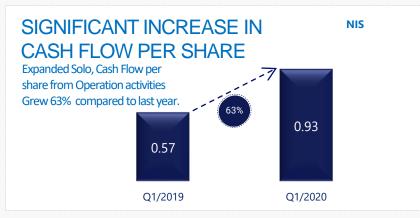
\*Excluding the FX impact and corona impact in Atrium subsidiary due to reliefs imposed in Poland for the lock down period.

\*\* Excluding the corona impact in Atrium subsidiary, compared to same period last year.

\*\*\*Adjusted occupancy rate, for details see foot note 1 p.6.

# PROPORTIONATE NOI INCREASING\* NIS MILLION





# Urban Assets Portfolio Providing Daily Needs and Services



Million visitors annually

GAZIT GLOBE

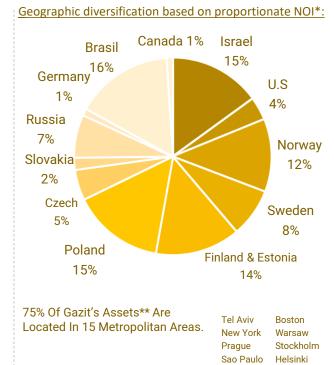
Lease agreements in the Group

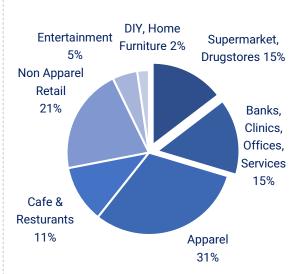
Assets As of March 31, 2020

Supermarkets in the Portfolio

Contribution of the largest tenant in the Group according to proportionate NOI







Tenant Mix based on proportionate NOI\*

Quality assets portfolio that incorporates partially open assets in densely populated urban areas, not dependent on material tenants.

\*Company share in group NOI As of March 31, 2020. \*\*The Company's relative share of the total value of the assets of the subsidiaries As of December 31, 2019.

#### GAZITGLOBE



# **Private Assets Portfolio** Growth of Total Assets and Income

- NOI in private subsidiaries in the period increased by 6.8% compared with the corresponding quarter last year, totaling NIS 110 million. The primary growth was due to the purchase of new properties in the US and Canada.
- GAZIT HORIZONS



- For the first time, the quarter's results included the York Mills office building in Toronto, Canada. The property was purchased in December of last year and RBC Bank is an anchor tenant at the property.
- Same Property Sales during January and February grew by 5.7% in Brazil and by 1.3% in Israel compared with January and February of last year.

Occupancy rates remained high at all of the private companies.



- GAZIT TRIPLLLE
- EST. 2019



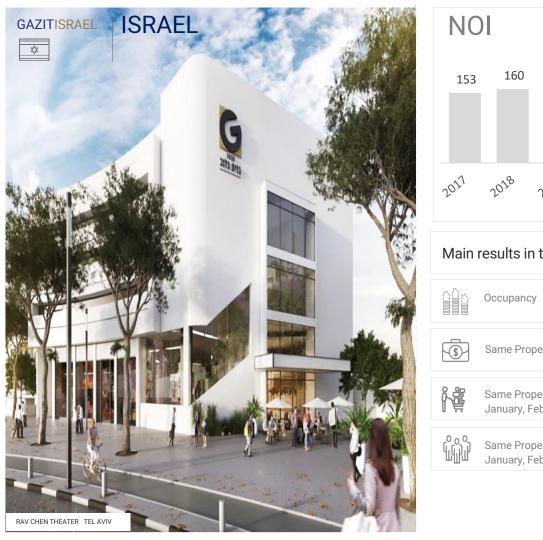
During the first quarter, the Company and its private subsidiaries recorded a net fair value loss of investment property and investment property under development of approximately NIS 122 million (US\$ 34 million), primarily from Brazil in amount of NIS 80 million.

		Same Property NOI	NOI (Million)			Same Property
	Occupancy	Change (Quarter)	Q1/2020	Q1/2019	Change %	Sales Growth <sup>2</sup>
Brazil	98.1%	13.1%	BRL 59	BRL 49.6	19%	5.7%
Israel	98.8%	2.0%	₪44.0	₪42.0	4.8%	1.3%
US	94.4%1	(10.6%)	\$3.70	\$2.60	42.3%	NA
Germany and Canada	NA	NA	₪7.0	₪4.0	75.0%	NA

(1) Occupancy rate in US excludes: Brickell in Miami which will be demolished. Occupancy level in US includes Ceasar's Bay in New York which as of March 31, 2020 was 73% occupied, and as of the date of the reporting the vacant space has been leased, and the asset is 99% occupied, without the aforementioned adjustments the occupancy rate in US is 89.9%.

(2) January and February compared to January and February last year.





NO

153

(\$)

14PU

160

Occupancy

Same Property NOI

Same Property Sales

Same Property Visitors

January, February

January, February

2.0%

1.3%

1.6%

MILLION NIS	#Assets		
42 44	Portfolio Value		
2019 01/2019 01/2020	GLA (Company's share)		
he period	<ul> <li>The Company's properties returned to nearly-full operation, 99% of all businesses permitted to open were opened, and the number of visitors to the properties is increasing daily.</li> <li>Automatic systems were installed at the properties – systems that help adhere to</li> </ul>		
98.8%			

- Checking temperatures
- Counting visitors

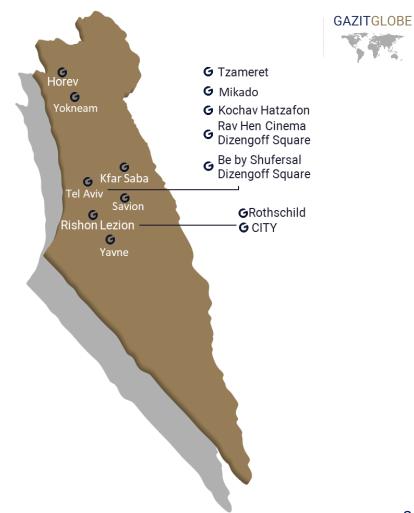
Ministry of Health guidelines:

- In April-May, 100% of the tenants(GLA) • exercised the extension option from total that came to end.
- 56% of the property portfolio in Israel is open • ("Open Air").
- Increase in conversion ratio from visitors in • the properties to buying customers.



# **Super Urban Assets**

Average Socioeconomic Status\*







# GAZIT ISRAEL



Approx. 1,000,000 Residents within Radius of 10 km

## Socioeconomic Status 7\*

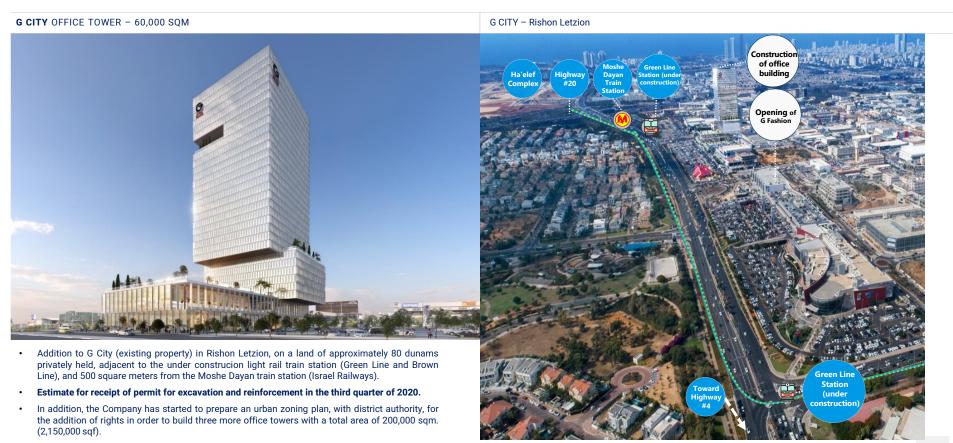
Approx. 620,000 Residents within Radius of 5 km

# Socioeconomic Status 10\*



# **EXPANSION** OF G CITY IN RISHON LETZION

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## **EXPANSION** OF G KFAR SABA

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#### Additional building rights - 40,000 SQM\*

- The company is in the process of using its additional building rights to add prime commercial & office space to the existing shopping center.
- The Company submitted for building permit of 10,000 sqm (108,000 sqf) expansion of commercial space and a plan for 21 floors office tower on top of the commercial area in the size of 31,700 sqm (341,000 sqf).
- Zoning for the office tower has been approved subject to conditions.

\* Company's share - 51%

#### Additional GLA - 13,600 SQM\*

#### Decathlon store and office headquarters: excavation and reinforcement work have been completed, and the decision has been made to advance Stage A of the project –Decathlon retail and offices.

• Stage B - Two additional retail levels will be considered at a later time.

\* Company's share - 25.5%





Main results in the period

Focusing on gateway cities

with superior demographics

\* Occupancy rate in US excludes: Brickell in Miami which will be demolished. Occupancy level in US

includes Ceasar's Bay in New York which as of March

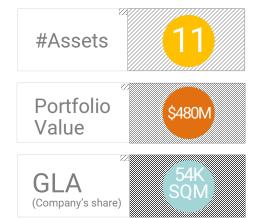
31, 2020 was 73% occupied, and as of the date of the reporting the vacant space has been leased, and the asset is 99% occupied, without the aforementioned

adjustments the occupancy rate in US is 89.9%.

Value add opportunities in mixed use properties

Occupancy

\*94.4%



# Major upside and potential for value creation in the existing portfolio:

- 90,000 sqf Bed Bath and Beyond contract expiration in Manhattan. Advanced negotiation with new credit tenant.
- Parking conversion to office in 341 Newbury, **Boston.**
- Renovation and leasing of office space in 1618-22 Chestnut, **Philadelphia**
- **Development Pipeline, Brickell, Miami:** Company is examining several scenarios for usage of the 48 stories building rights for mixed use of commercial, office, lodging and residential.
- Strong Deal Pipeline "covered land play" assets with income and long term expansion potential.

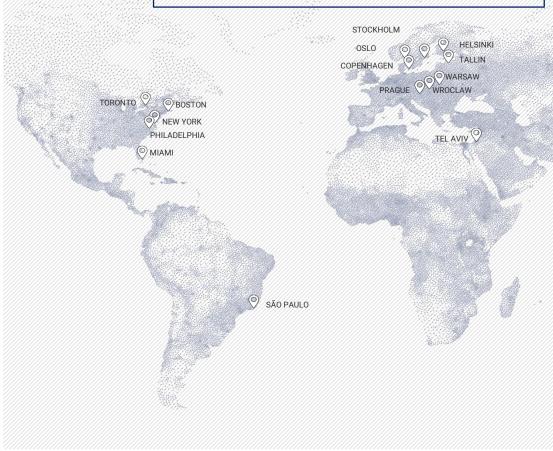


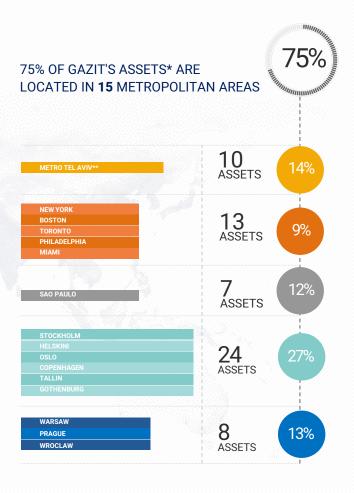
NOI 220 170	MILLION BRL	#Assets	7	
117	50 59	Portfolio Value	4.0B BRL	
2017 2018 2019 01/201	01/2020	GLA	176K SQM	
MAIN RESULTS IN THE PE	RIOD			
Occupancy 98.1%		OPERATING RESULTS SS NOI increase mainly at: Morumbi 22.7% Top Center 8%		
Same Property NOI	13.1%	• Mais 3%		
		<b>Massive decrease in i</b> Compared to 6.5% , Q	'	
Same Property Sales	5.7%	Government suppor	rt programs	
			k of Brazil announced rease the liquidity of	

(USD 230 billion).

# GAZITGLOBE STRATEGY FOCUS ON MAJOR CITIES IN DENSELY POPULATED AREAS

# 55% OF GAZIT'S PORTFOLIO IS PRIVATELY OWNED Strategy of making the company fully operational

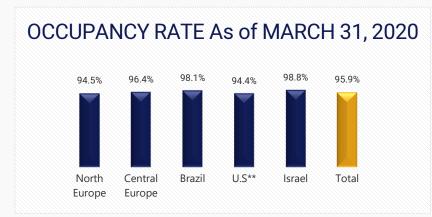




\* The Company's relative share of the total value of the assets of the subsidiaries. \*\* Including G. Kfar Saba, G. Rishon Lezion, Savyon and two land parcels.



GAZITGLOBE | MAIN HIGHLIGHTS



# CASH FLOW PER SHARE

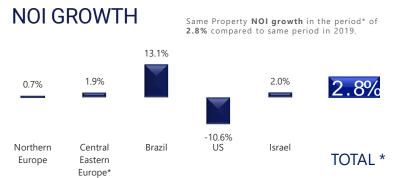
NIS

Expanded Solo, Cash Flow per share from Operation activities Grew 63% compared to last year.



\*Excluding the corona impact in Atrium subsidiary, compared to same period last year.

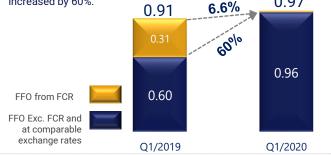
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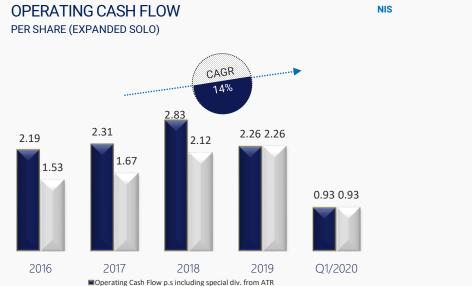
# FFO PER SHARE

FFO per share in the period-excluding FCR at comparable exchange rates increased by 60%. 0.97





### SAVINGS OF NIS 34 MILLION IN INTEREST COSTS COMPARED TO THE SAME QUARTER IN 2019



#### INTEREST COSTS, NET (EXPANDED SOLO)





Operating Cash Flow p.s excluding special div. from ATR





LOCATION LOCATION LOCATION

# FINANCIAL STRENGTH

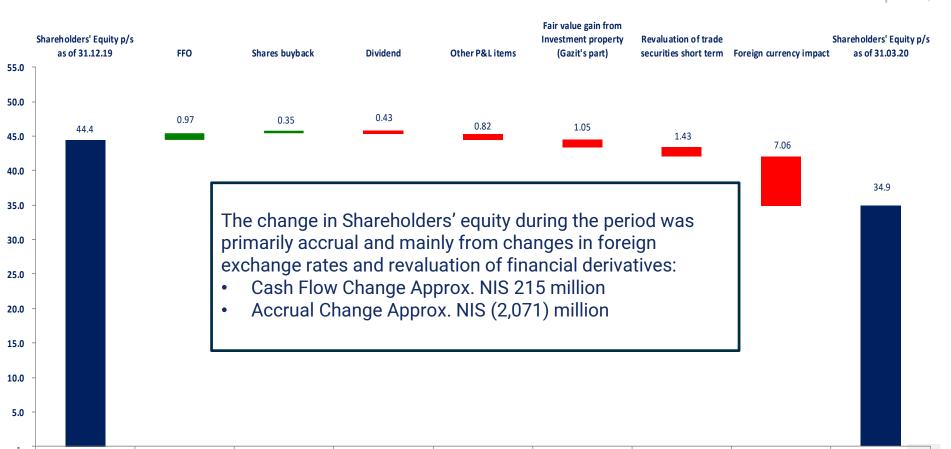
GREAT THINGS HAPPEN WHEN YOU OWN GREAT REAL ESTATE





# Change In Shareholders' Equity Per Share

Compared to beginning of the period (NIS per share)



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#### STRONG LIQUIDITY

Except form NIS 2.4 billion, Subsequent to the balance sheet date:

- ✓ Issuance of approx. NIS 324 million in the expansion of bond series 14.
- ✓ During April received the final instalment of NIS 268 million from FCR transaction completed last year.

Cash has been received first two weeks of April

ceived Unutilized signed of April credit facilities Cash 📄

\*Adjusted for subsequent events: Issuance of bond series 14 and FCR instalment.

# GAZITGLOBE WELL STAGGERED BOND MATURITY SCHEDULE EXPANDED SOLO





#### THANK YOU FOR YOUR TIME

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