



HOUSE OF HOTELS | בית של מלונות

Capital Market Presentation - May 2025



Disclaimer

This presentation is not the Company's offer of securities to the public and should not be interpreted as an offer of securities to the public. The presentation constitutes the Company's principal and marketing presentation. The information included in this presentation and any other information that shall be delivered during this presentation (hereinafter: "the Information") does not constitute a recommendation or an opinion of an investment consultant or a tax consultant. The Information is only condensed information. Investment in securities, in general, and in the Company in particular, carries risk. You should take into account that past data does not necessarily indicate future performance. The purchase of the Company's securities requires an in-depth review of the information published by the Company and a legal, accounting, taxation and economic analysis thereof.

Data regarding: (i) concentration of hotels and number of rooms by ownership / leased / management segmented by sector as of March 31, 2025 (including weighted number of active rooms segmented by sector); (ii) data on investment costs in new hotels expected to open in the coming years and the existing debt for hotels that have not yet contributed a full year ; (iii) financial data for the first quarter of 2025, segmented by sector, including the Company's share in affiliated companies and prior to the impact of IFRS16 implementation; (iv) EBITDA segmentation from identical assets; (v) distribution of revenue and EBITDAR, including the Company's share in affiliated companies (by sector segmentation in Q1 2025); and (vi) total net company debt, including its share in affiliated companies as of March 31, 2025; - Slides 5, 6, 12, 14, 15, 16, 19, 20 and 21 are given in this presentation for the first time as additional information.

It should be noted that as of this date, the Company's estimates as stated in Slide No. 26 below with regard to forecasts of revenue, EBITDAR, EBITDA and FFO for 2025, are forward-looking information, as defined in the Securities Law, 5728-1968 (hereinafter: the "Securities Law"), which is based on the assessments of the Company's Management and its understanding of the factors affecting its business activity, as of the date of the signing of the Report. These assessments may not materialize, in whole or in part, or may be realized differently, including materially , than expected, inter alia and without derogating from the generality of the aforesaid, as a result of non-optimal assumptions and analyses, from developments that cannot be assessed with regard to a significant deterioration in economic or financial conditions in Israel and/or abroad and/or developments that cannot be fully assessed in connection with the escalation of renewed hostilities and/or the realization of all or some of the risk factors detailed in Section 1.22 of Chapter A ("Description of the Business of the Corporation") attached to the Company's 2024 Periodic Report, which was published on March 27, 2025 [Reference Number 2025-01-021117] (this information constitutes inclusion by way of reference).



Fattal Group Overview

1998

Established

21



Countries

305

Hotels¹

53,432

Rooms¹



About **80%** of activities in Europe

EBITDA²– 2025E: 1,650 – 1,850 Million NIS



Rating: A2.il Stable

¹ Including future hotels.

² Including the Company's share in affiliated companies.



Q1 - 2025

Summary of operating results in the first quarter

The Company continues to expand its activities

Increase in occupancy rates in Europe

Increase in Average Daily Revenue per Room



1.5
NIS billion
Revenues¹

332
NIS million
EBITDAR¹



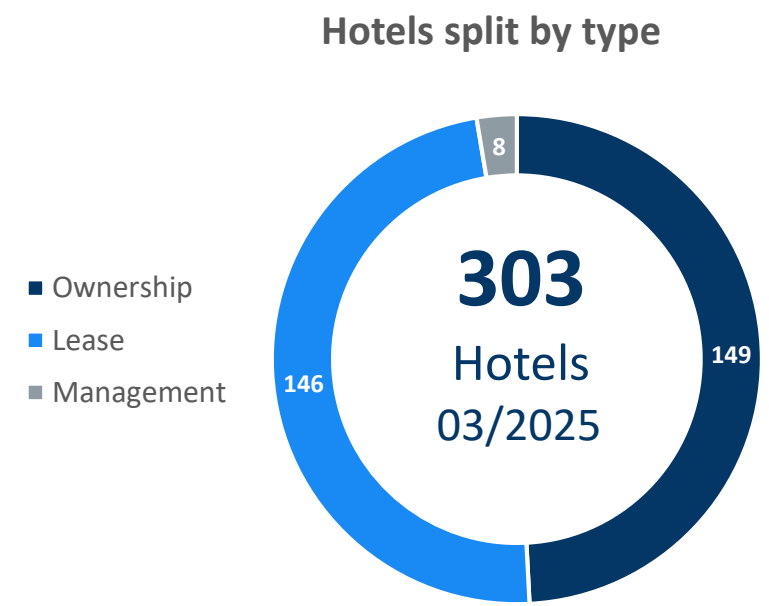
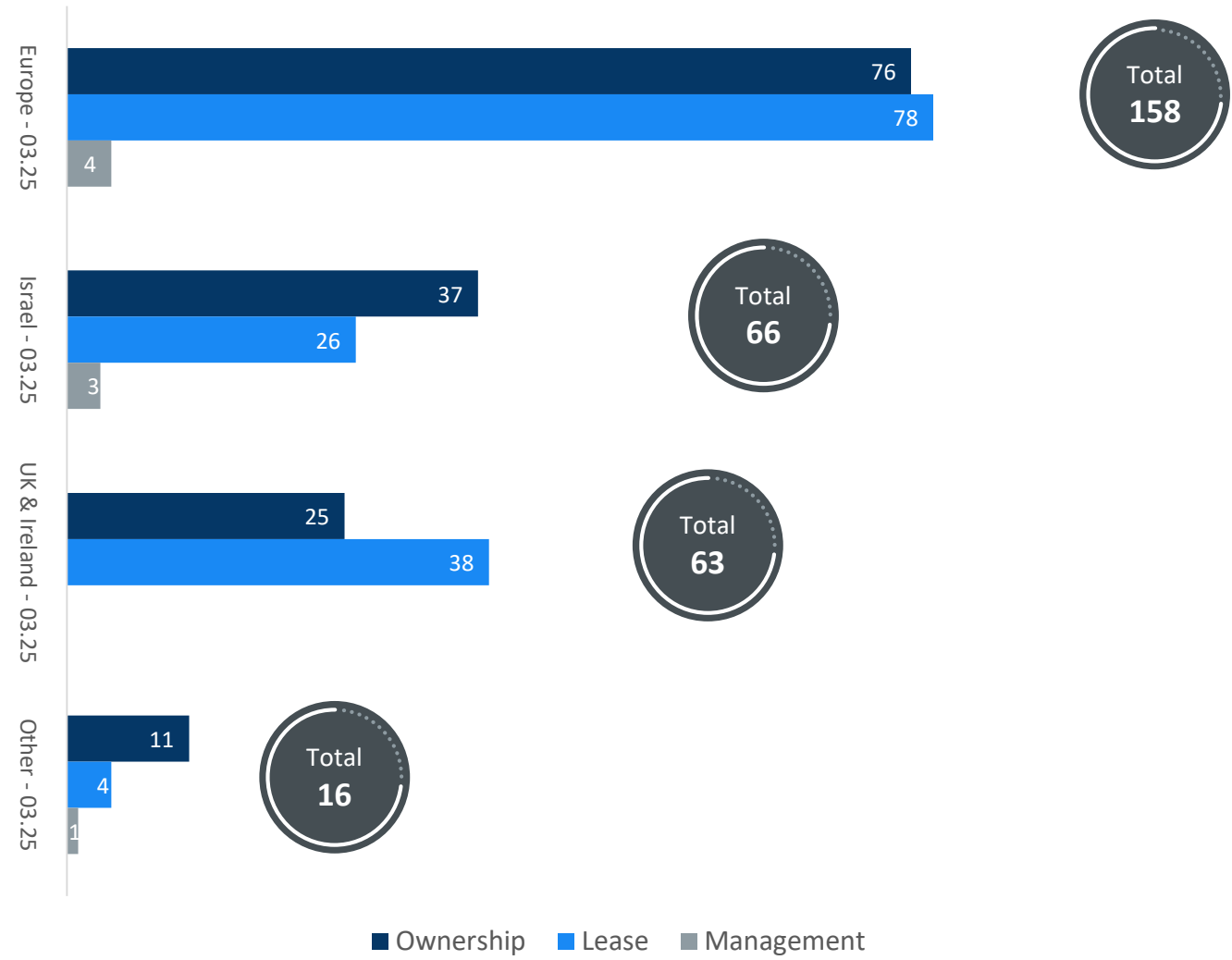
ADR
higher than 2024

37
NIS million
EBITDA^{1,2}

¹ Including the Company's share in affiliated companies.

² Prior to the Impact of Standard IFRS 16.

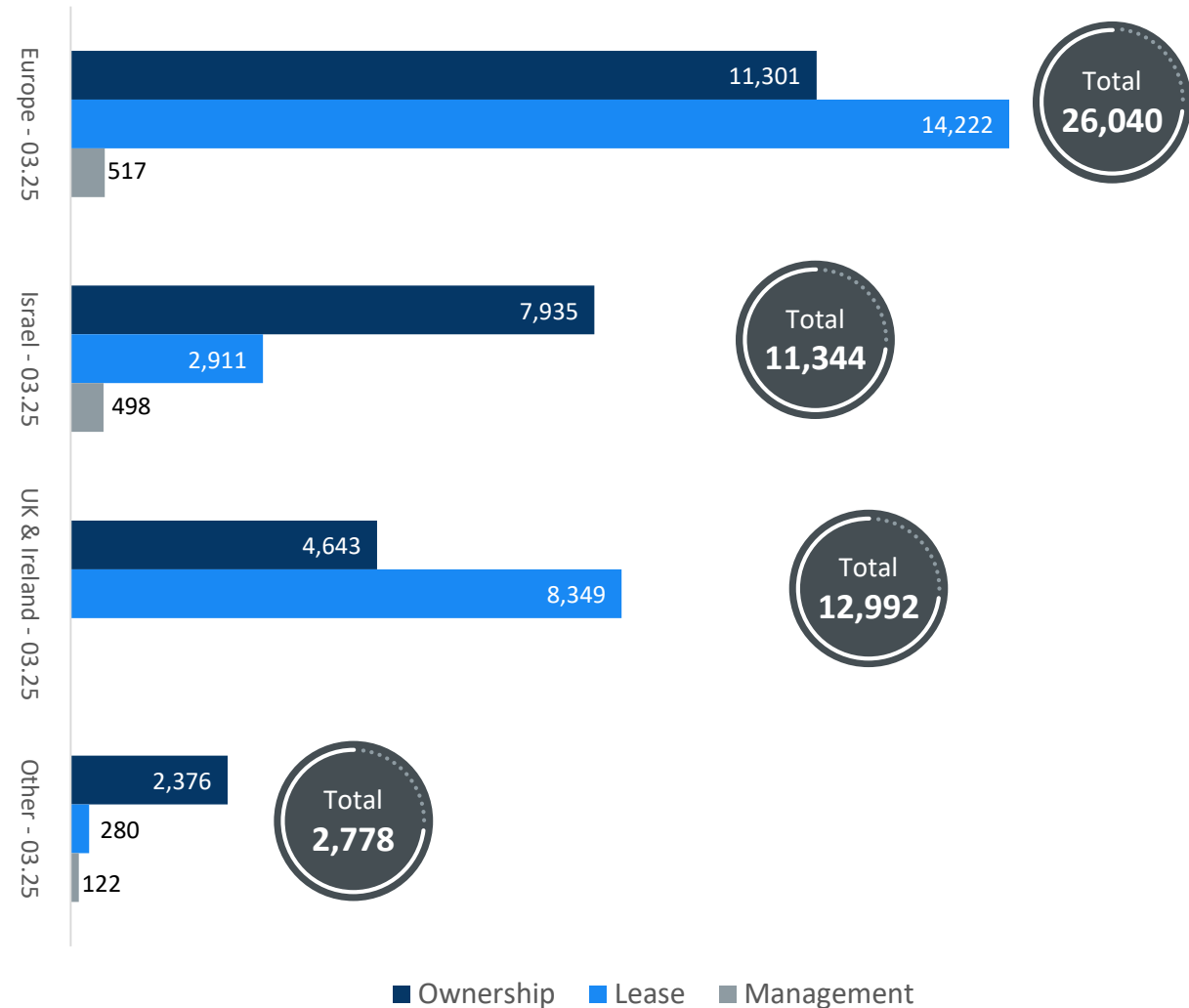
Number of Hotels¹ - Diverse Mix



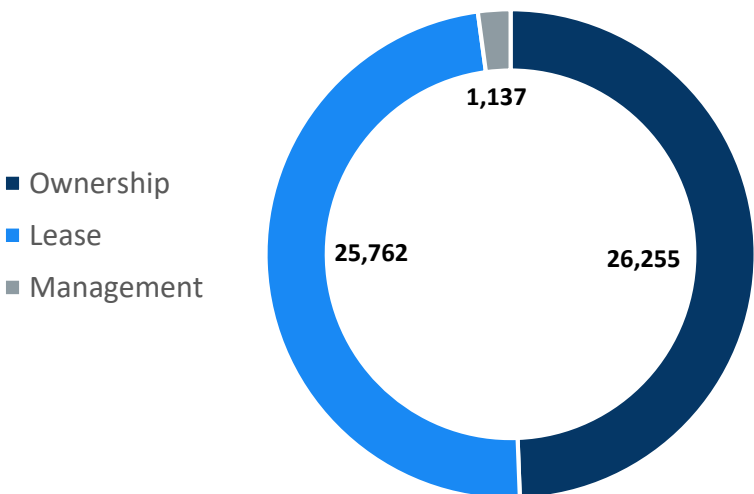
03/2025 **258**
Active hotels

¹ As of 31.03.25 including 23 future hotels in Israel (3,119 rooms), 14 future hotels in Europe (2,969 rooms), 3 future hotels in UK (615 rooms) and 5 future hotels in Greece & Cyprus (601 rooms).

Number of Rooms^{1, 2} – Diverse Mix



Rooms split by type



03/2025

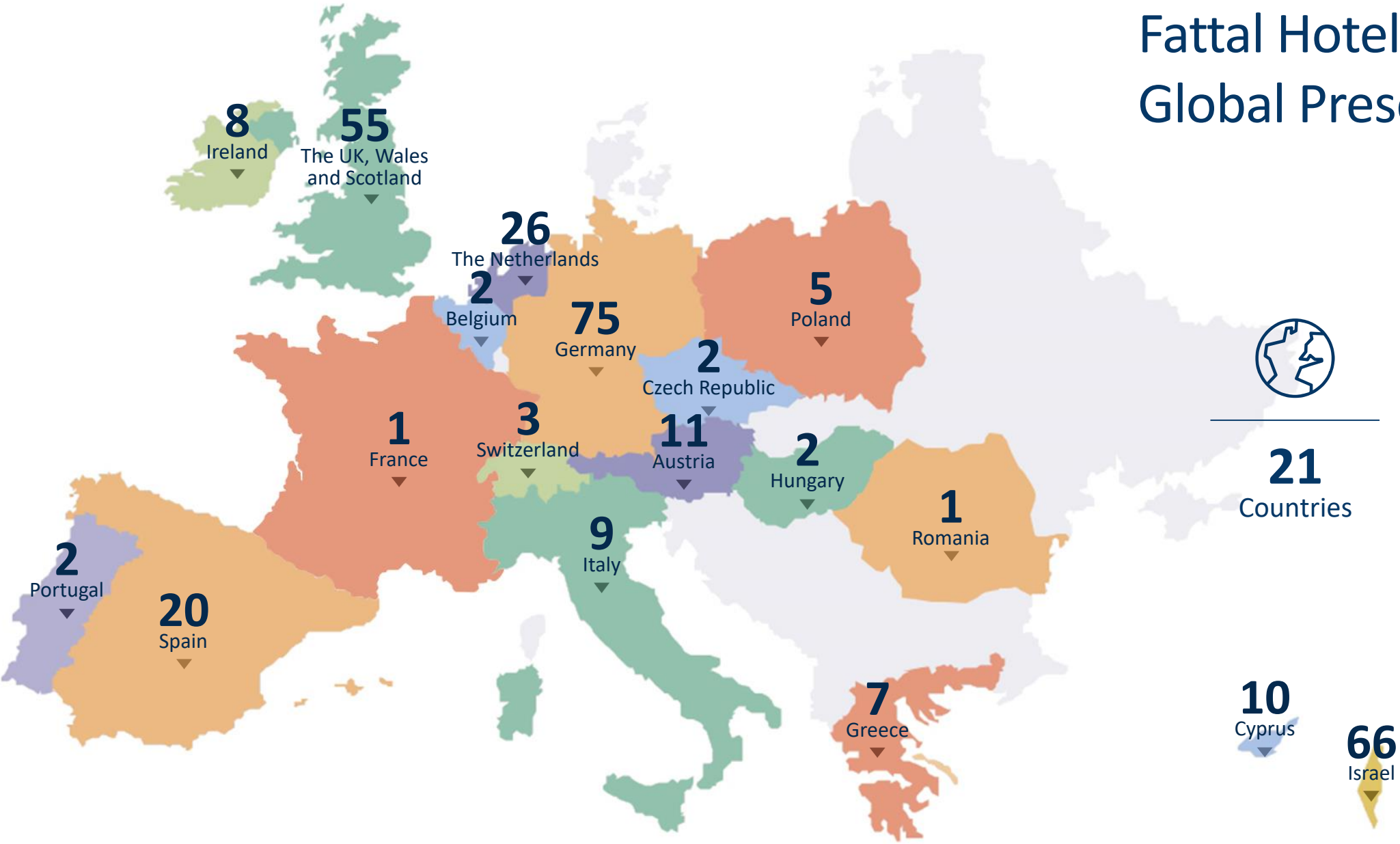
45,850

Active rooms

¹ As of 31.03.25 including 23 future hotels in Israel (3,119 rooms), 14 future hotels in Europe (2,969 rooms), 3 future hotels in UK (615 rooms) and 5 future hotels in Greece & Cyprus (601 rooms).

² As of 31.03.25 the weighted number of active rooms in Israel (7,685 rooms), Europe (18,752 rooms), the UK (11,773 rooms) and Greece & Cyprus (1,731 rooms).

Fattal Hotel Group Global Presence^{1,2}



21
Countries

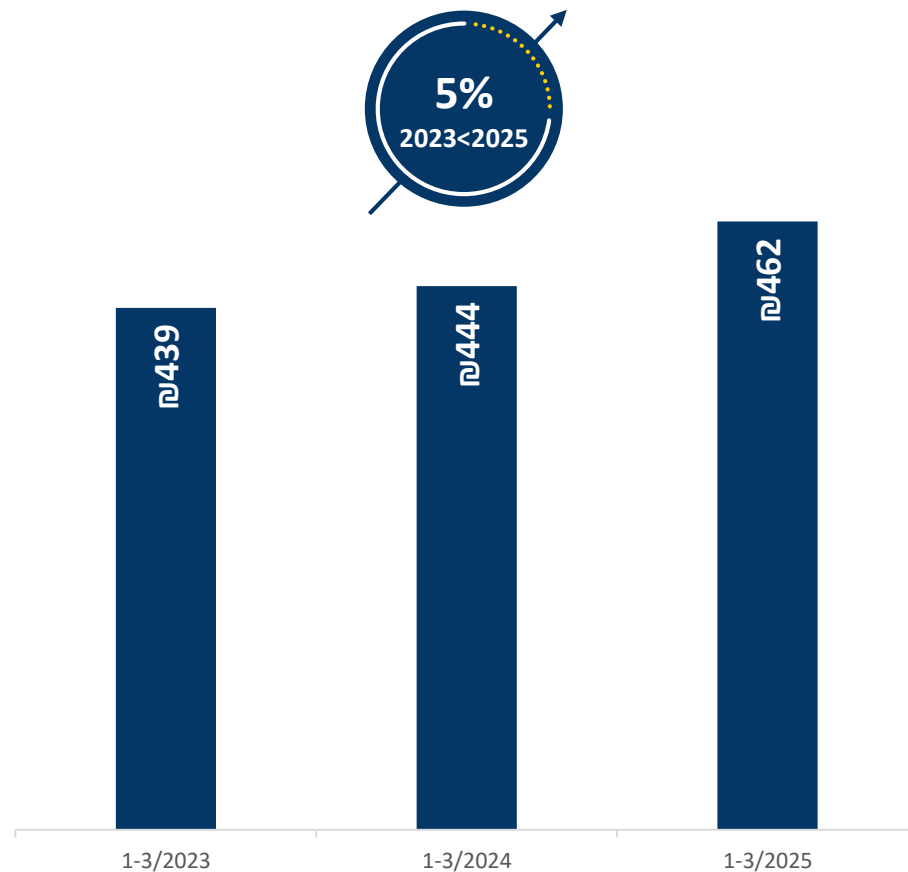


133
Cities

¹ Including future hotels.
² As of May 2025.

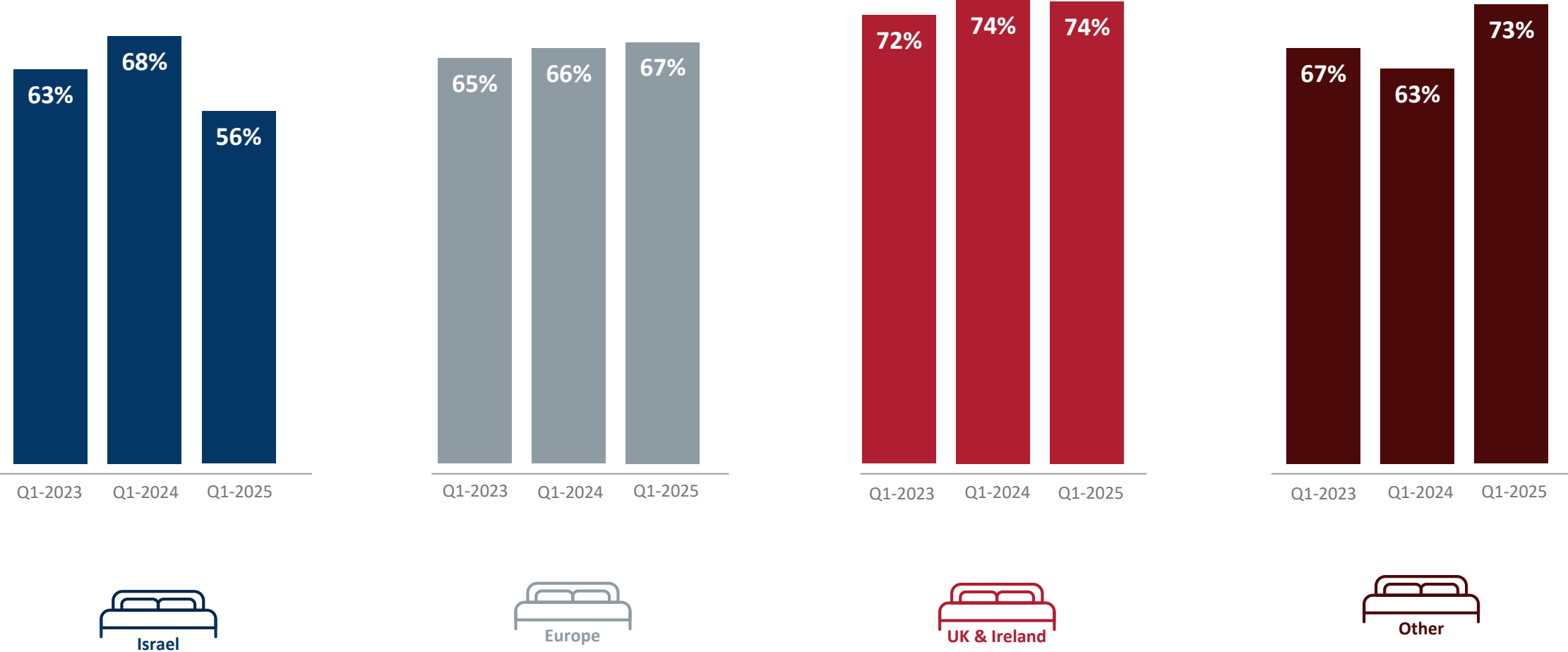
Group Average Daily Revenue per Room -ADR¹ (NIS)

Dealing with the Effects of Inflation and Rising Expenses
The data includes the currency effect



¹The ratio between room revenues only to occupied rooms in the hotel. This figure does not include managed hotels.

Group Average Occupancy Rate by Region^{1,2}



¹ Including the Company's share in affiliated companies.
² Occupancy rates in Israel in 2024 include occupancy from hosting evacuees.

Hotel Partnerships in Europe - Growth Engine

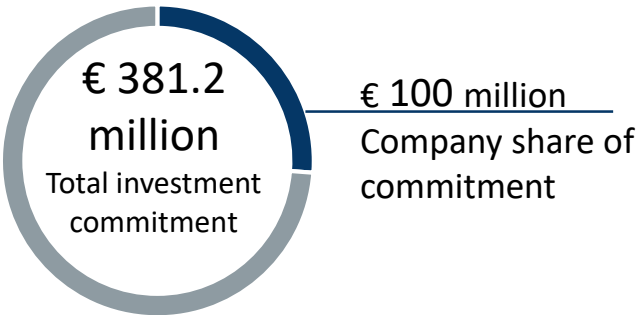


Partnership 2

Total

19 Hotels in 8 Countries
3,387 Rooms

04.2022
Established



Results (Millions of euros)	Fattal Group's share of the Partnership's EBITDA 2024	17.1
	Forecast of the Company's share of the Partnerships' EBITDA 2025	≈ 23

Approx. € 651 million

Total cost of acquisitions as of 03.25

Approx. € 921 million

Value of hotels acquired as of 03.25

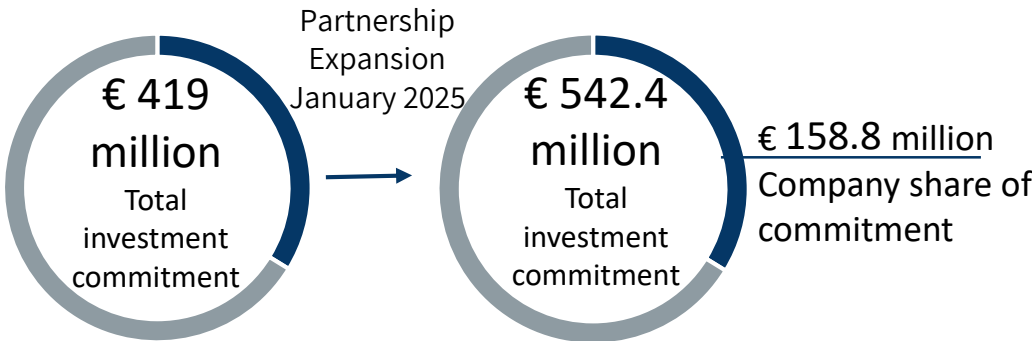


Partnership 3

Total

25 Hotels in 7 Countries
2,947 Rooms

01.2024
Established



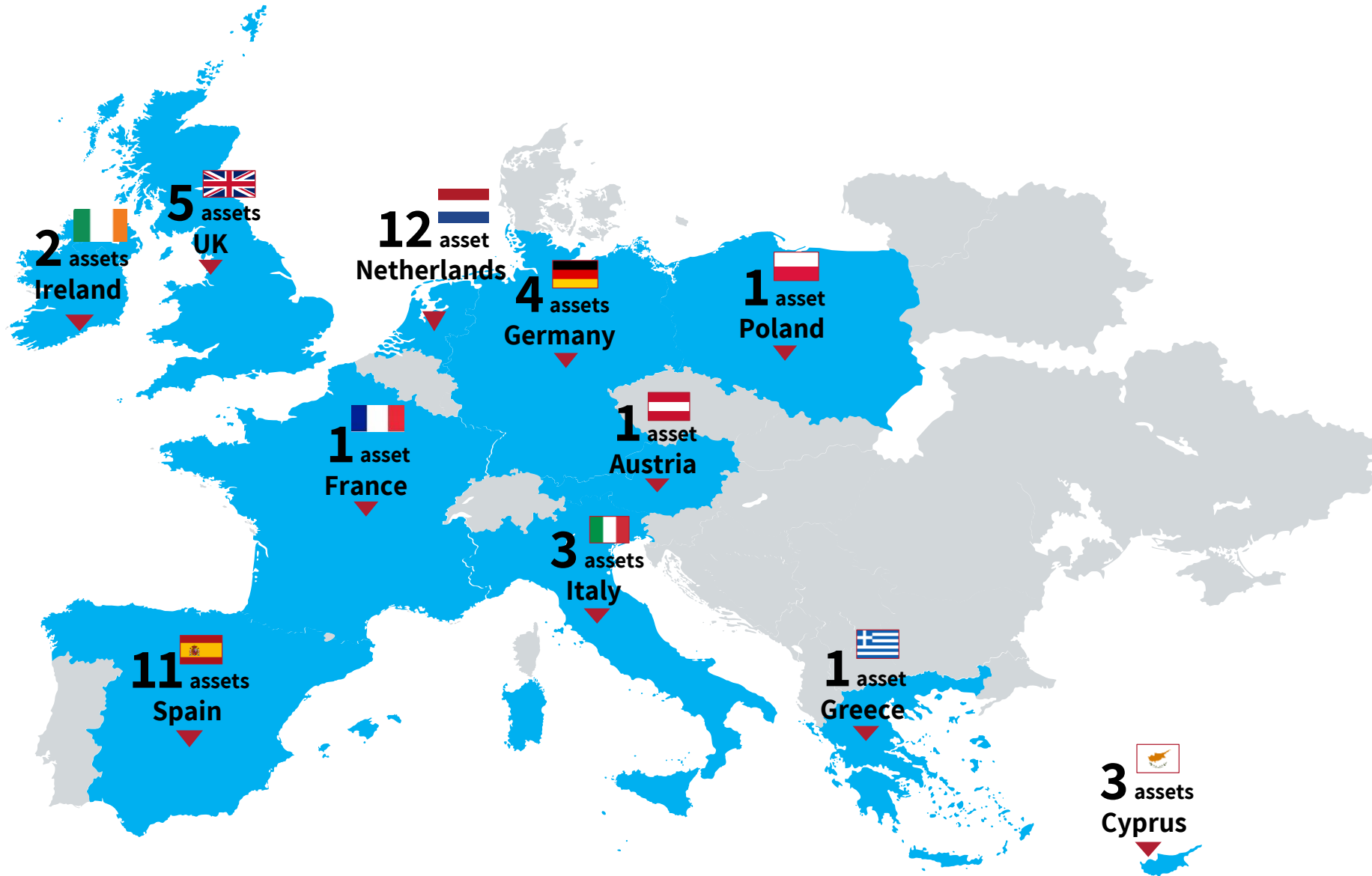
Results (Millions of euros)	Fattal Group's share of the Partnership's EBITDA 2024	8.4
	Forecast of the Company's share of the Partnerships' EBITDA 2025	≈ 23

Approx. € 734 million

Total cost of acquisitions as of 03.25

Approx. € 1,200 million
Forecast property portfolio
(assuming leverage)

The Presence of Partnership Hotels



Looking Ahead - Opening Hotels in the Coming Years¹

(excl. Partnerships' hotels in Europe)

Owned

Israel	**3	469	484
Greece	*1	130	2€
UK	1	125	-

Israel	1	61	70
Portugal	1	132	7€

Cyprus	*1	165	17€
Israel	2	219	297

Israel	**8	1,514	~594
Portugal	*1	560	23€
UK	1	207	-

Leased

Israel	***3	265
Poland	1	113
Germany	2	370

Israel	1	170
Germany	4	906
Spain	1	210
Austria	1	110
Greece	1	38

Israel	3	167
UK	1	283
Greece	1	16

Israel	***3	254
Germany	1	225
Czech Republic	1	174

11 hotels
1,472 rooms

10 hotels
1,627 rooms

7 hotels
850 rooms

15 hotels
2,934 rooms

		
Investment	Number of rooms	Number of hotels

The Company's assessment:

Total

43
Hotels

6,883
Rooms



≈ NIS 370 million
Additional EBITDA
from new hotels

≈ NIS 1.5 billion
Expected total investment
in coming years

≈ NIS 2.1 billion
The existing debt for hotels
that have not yet contributed
a full year

¹ Investment amounts shown are from 31.03.25 onwards. The amounts are in millions

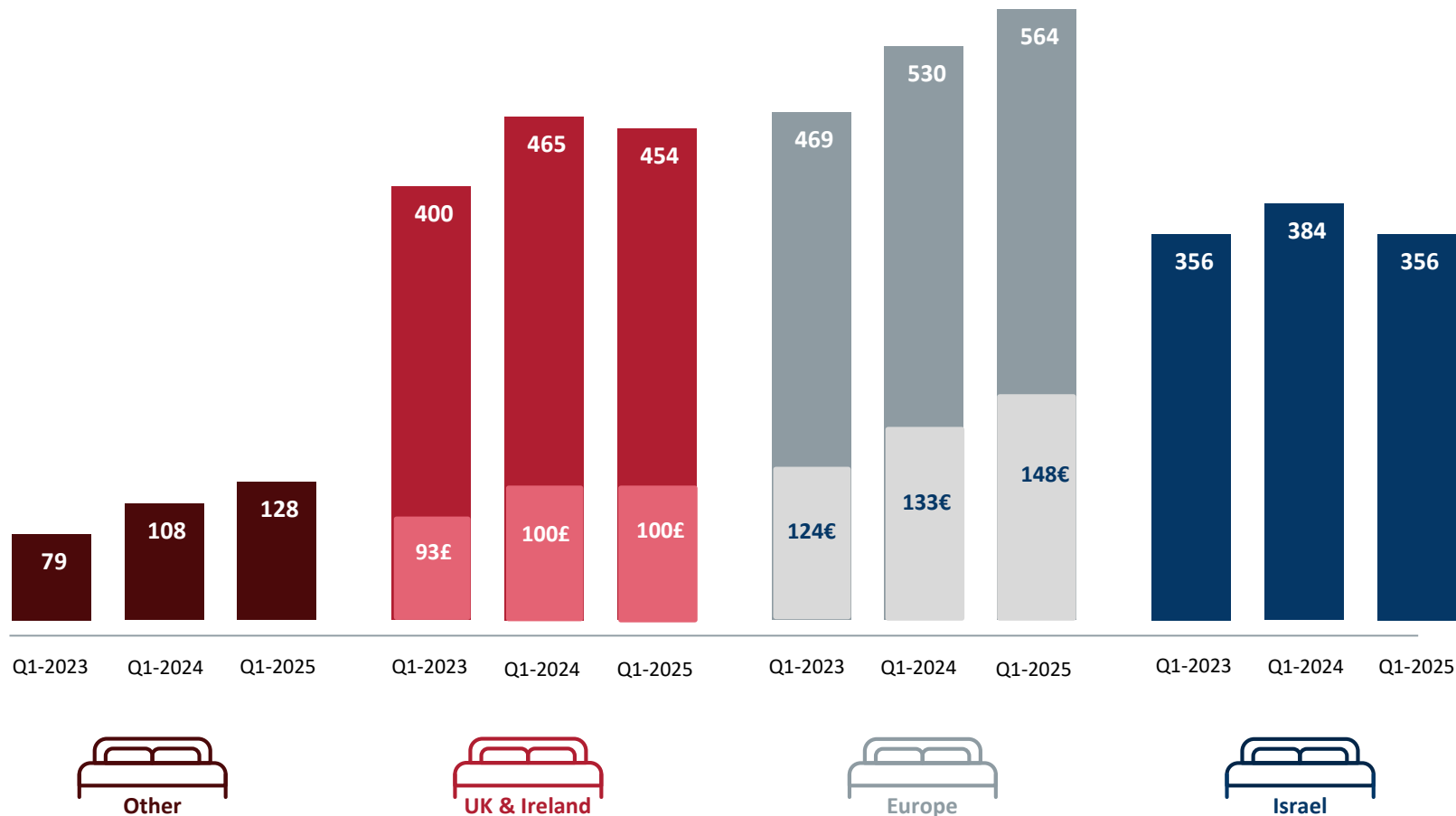
* Partially owned hotels (855 rooms) | ** 6 hotels of which are partially owned (2,426 rooms) | *** Including a managed hotel

Financial Results 31.03.25

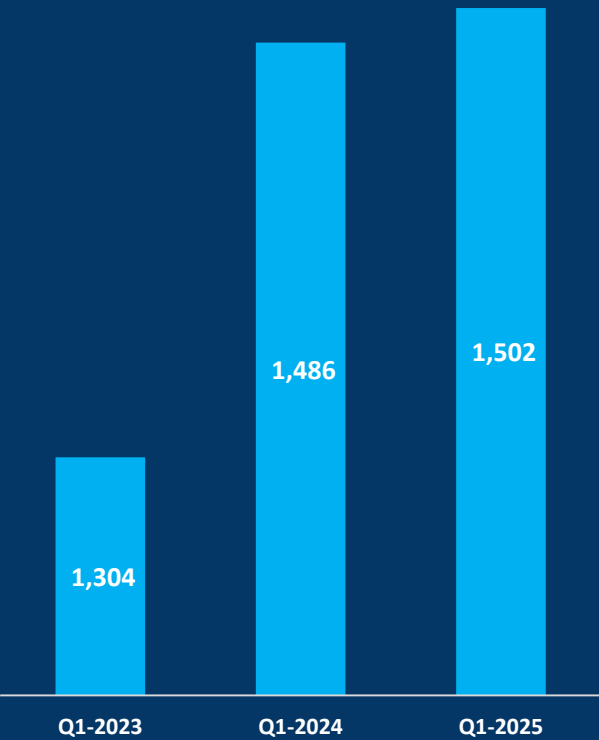


Main Financial Data – Revenues^{1,2} (NIS millions)

Q1



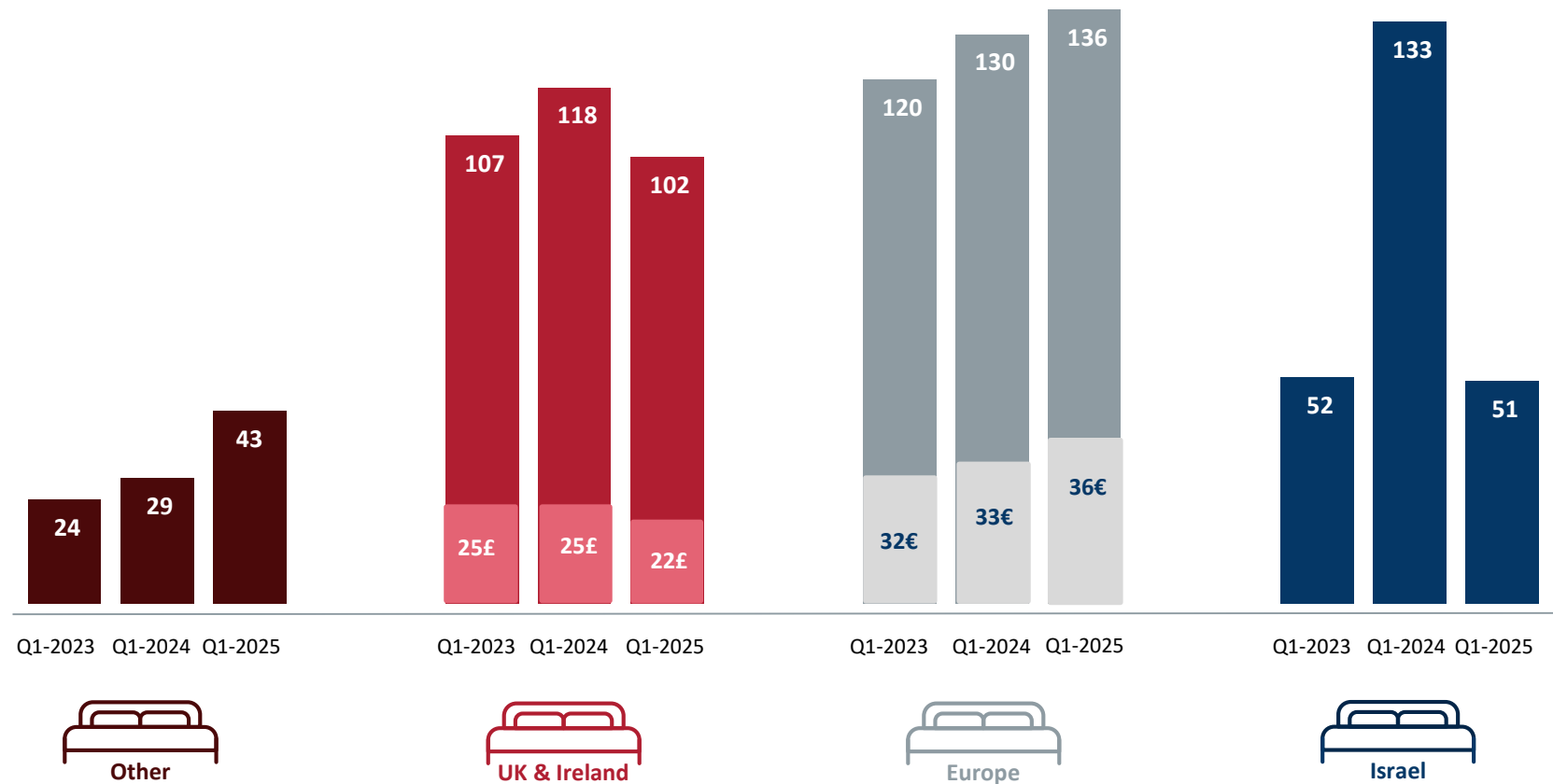
Results – Q1



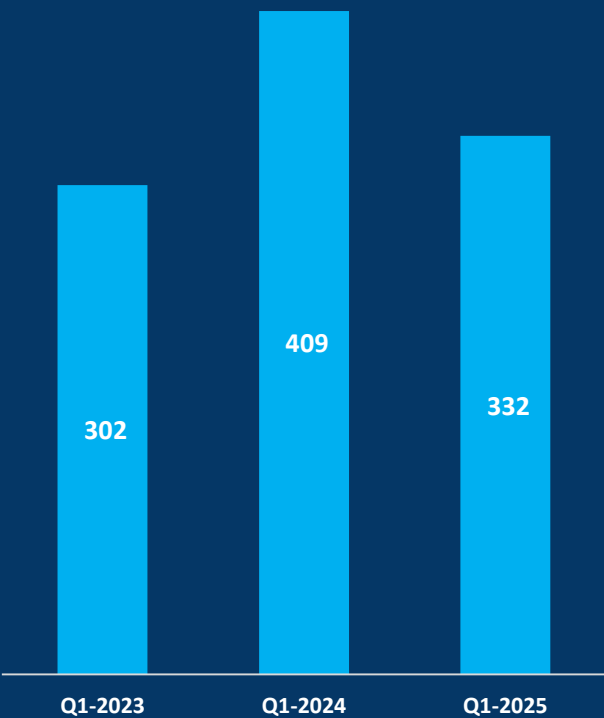
¹ Including the Company's share in affiliated companies.
² Revenues in Israel in 2024 include revenue from hosting evacuees.

Main Financial Data – EBITDAR^{1, 2} (NIS millions)

Q1



Results – Q1



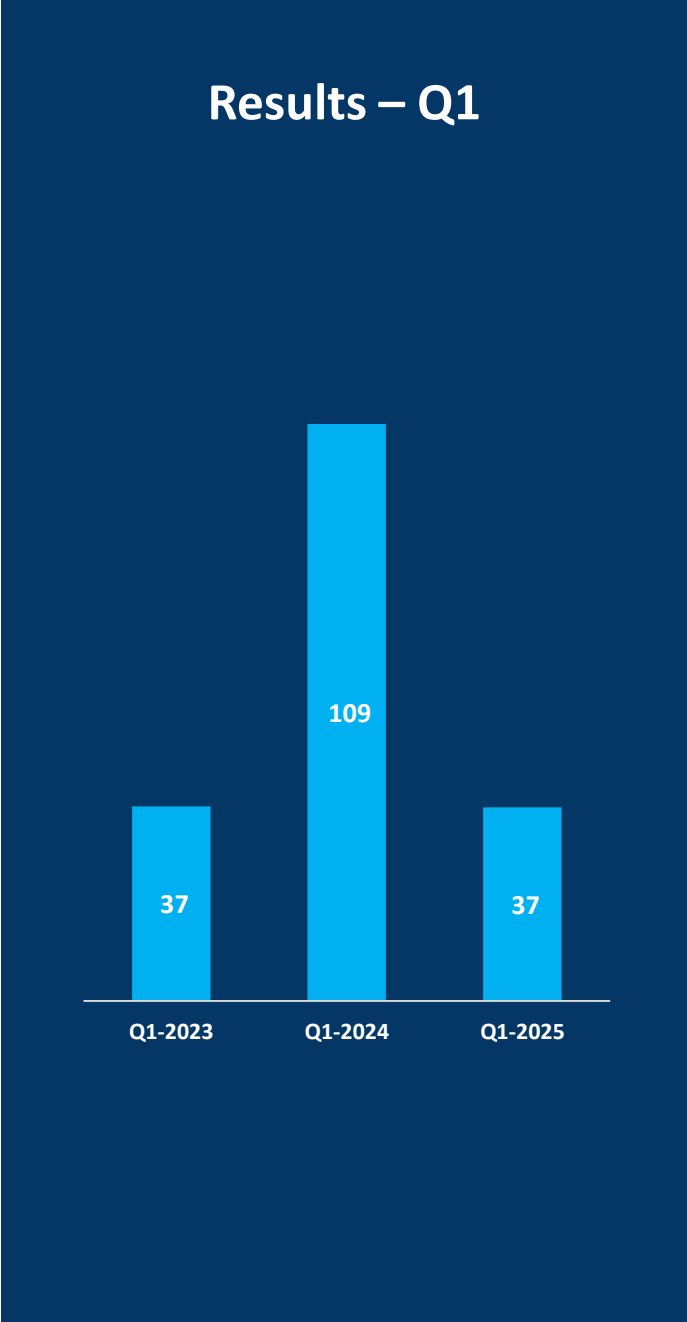
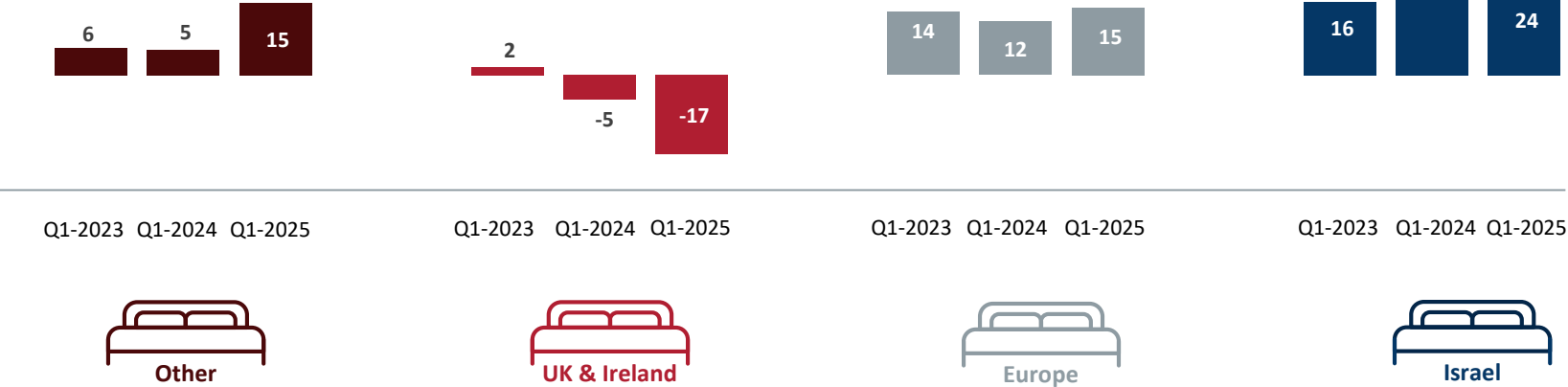
¹ Including the Company's share in affiliated companies.

² Israel results in 2024 include hosting evacuees.

Main Financial Data – EBITDA^{1,2}

(NIS Millions) Prior to the Impact of Standard IFRS 16

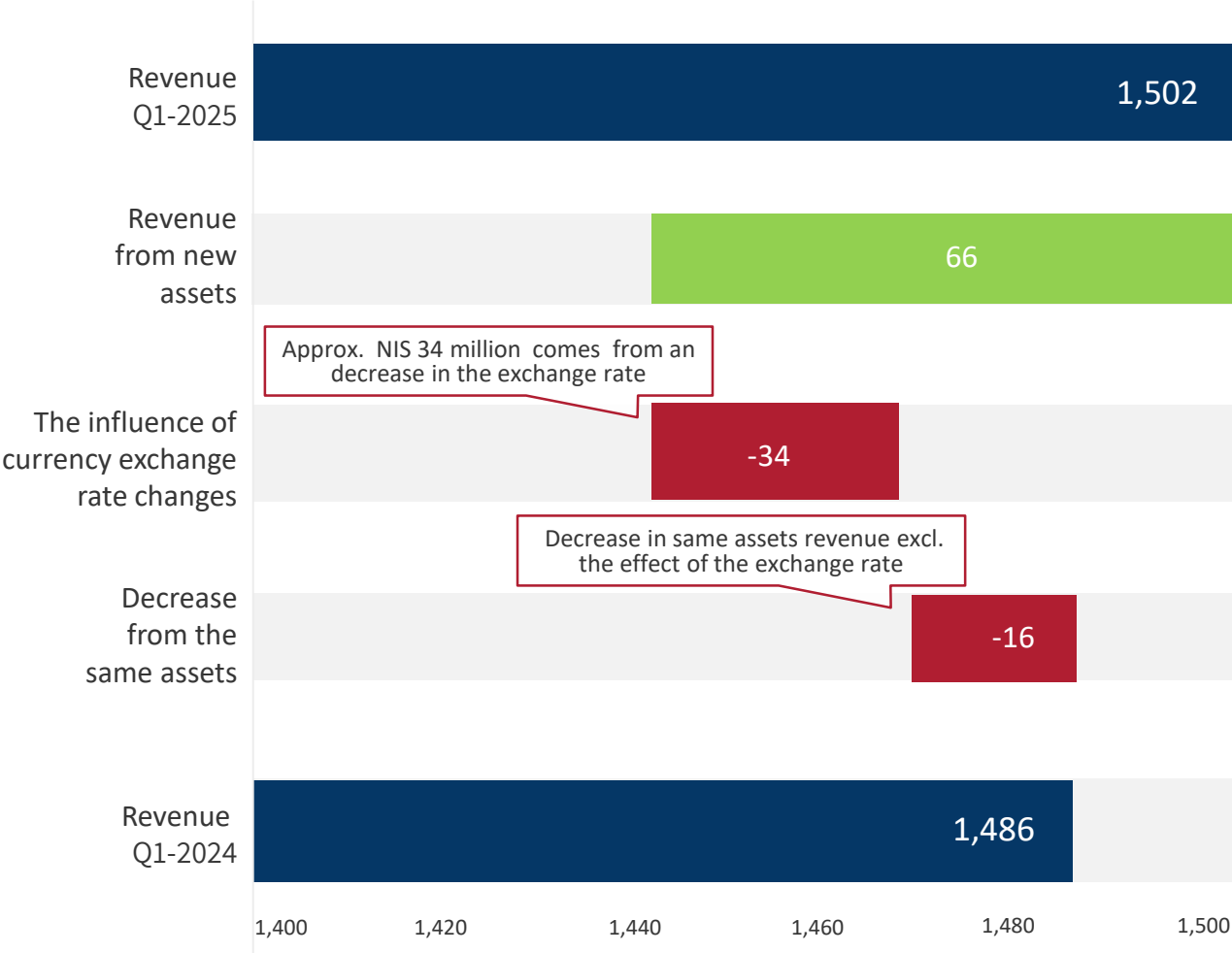
Q1



¹ Including the Company's share in affiliated companies.
² Israel results in 2024 include hosting evacuees.

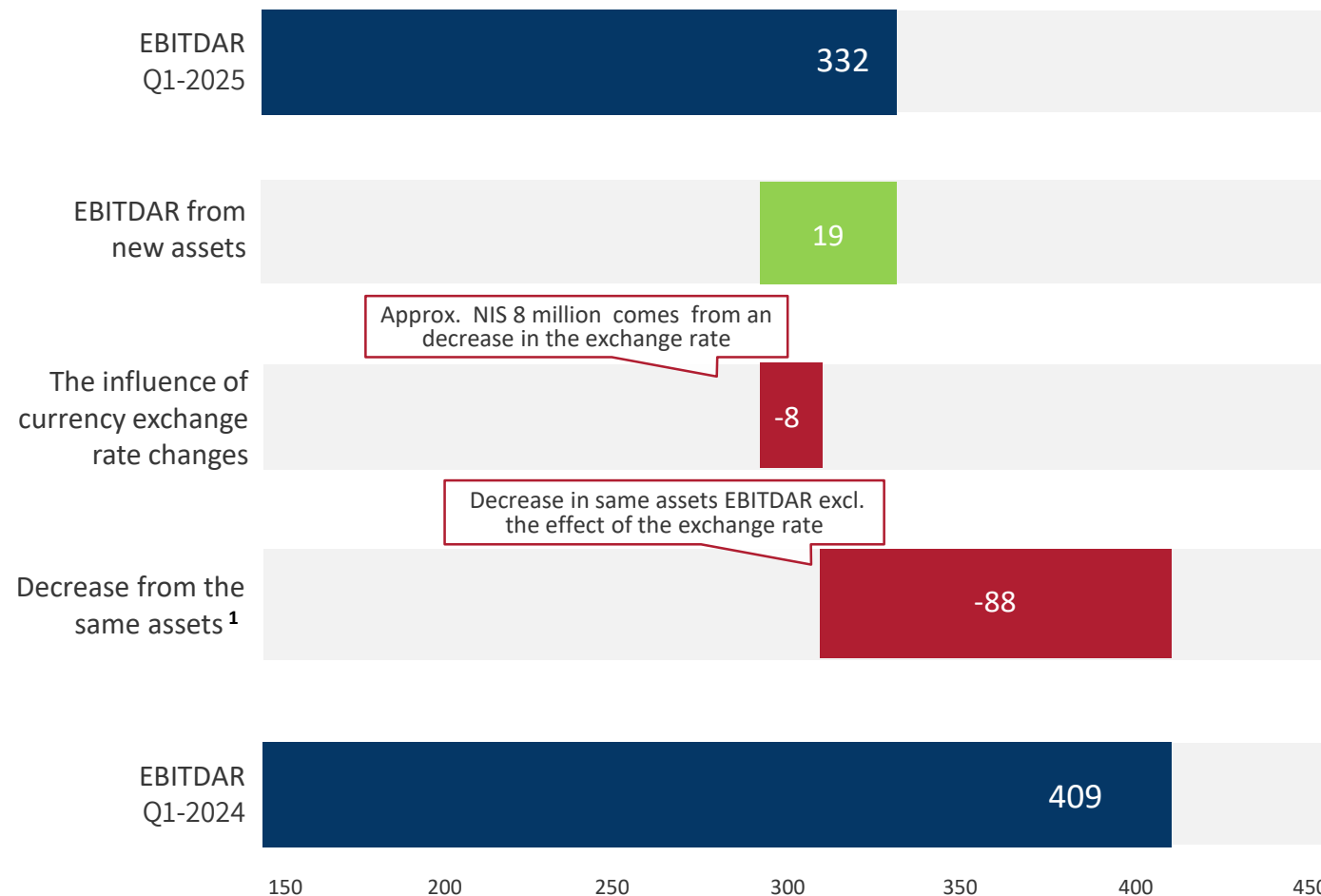


Segmentation of revenue from the same assets (NIS Millions) – Q1





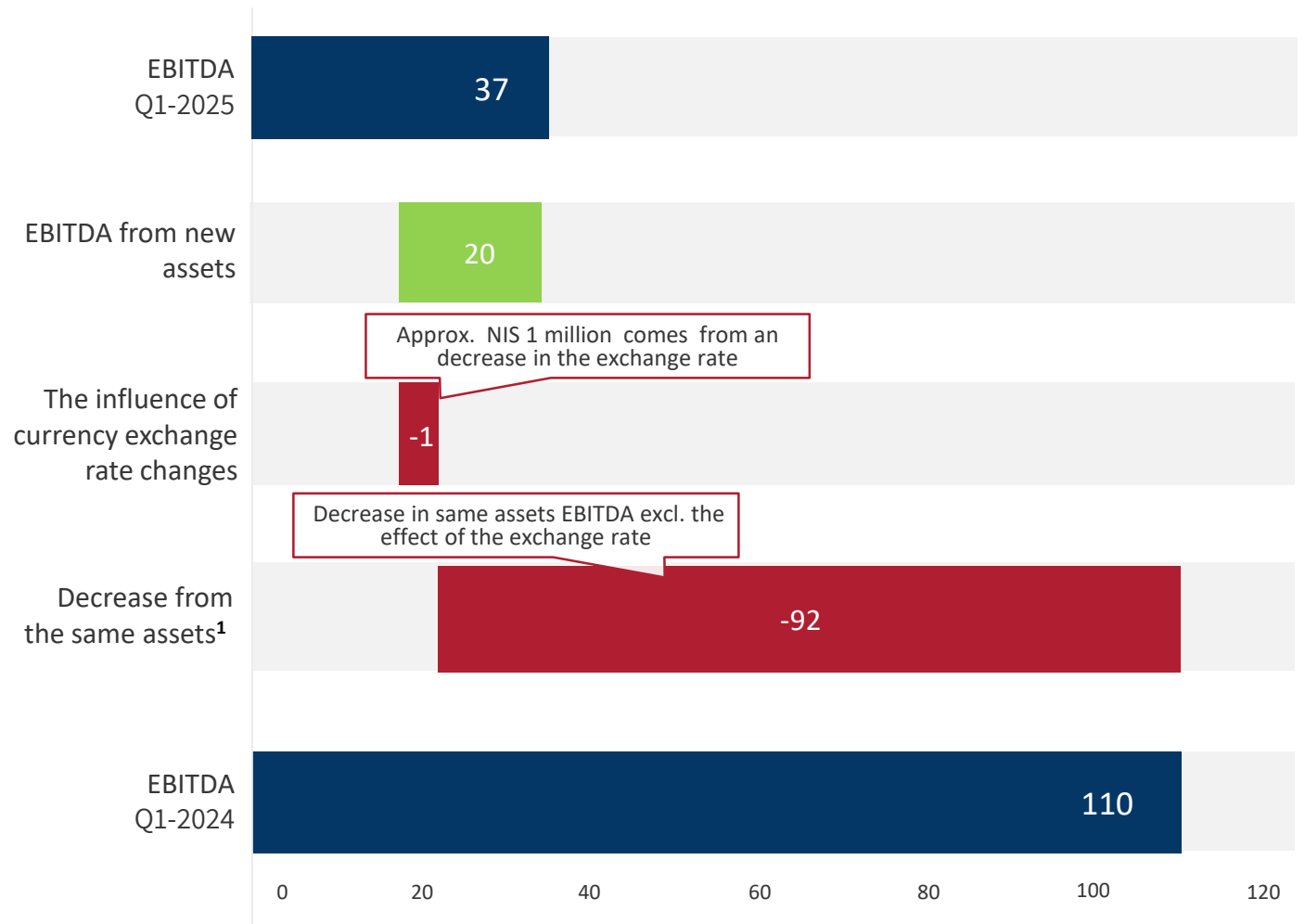
Segmentation of EBITDAR from the same assets (NIS Millions) – Q1



¹ The decrease derives mainly from the Israeli sector.

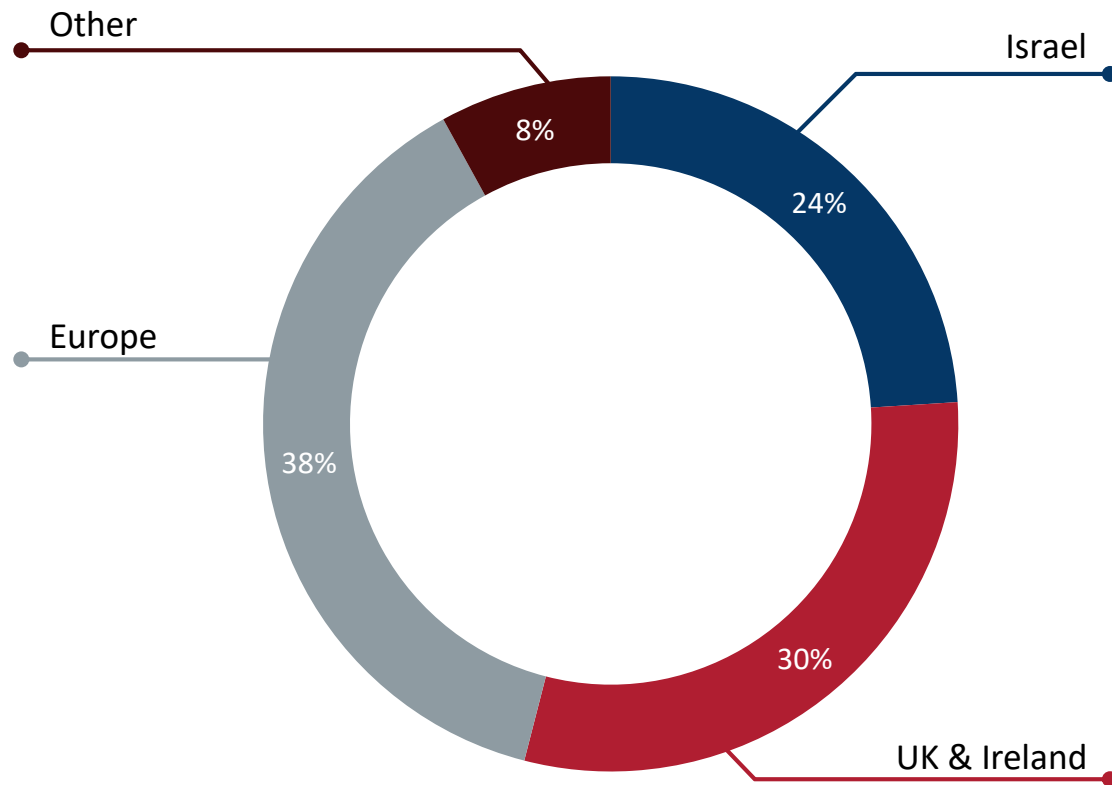


Segmentation of EBITDA from the same assets (NIS Millions) – Q1

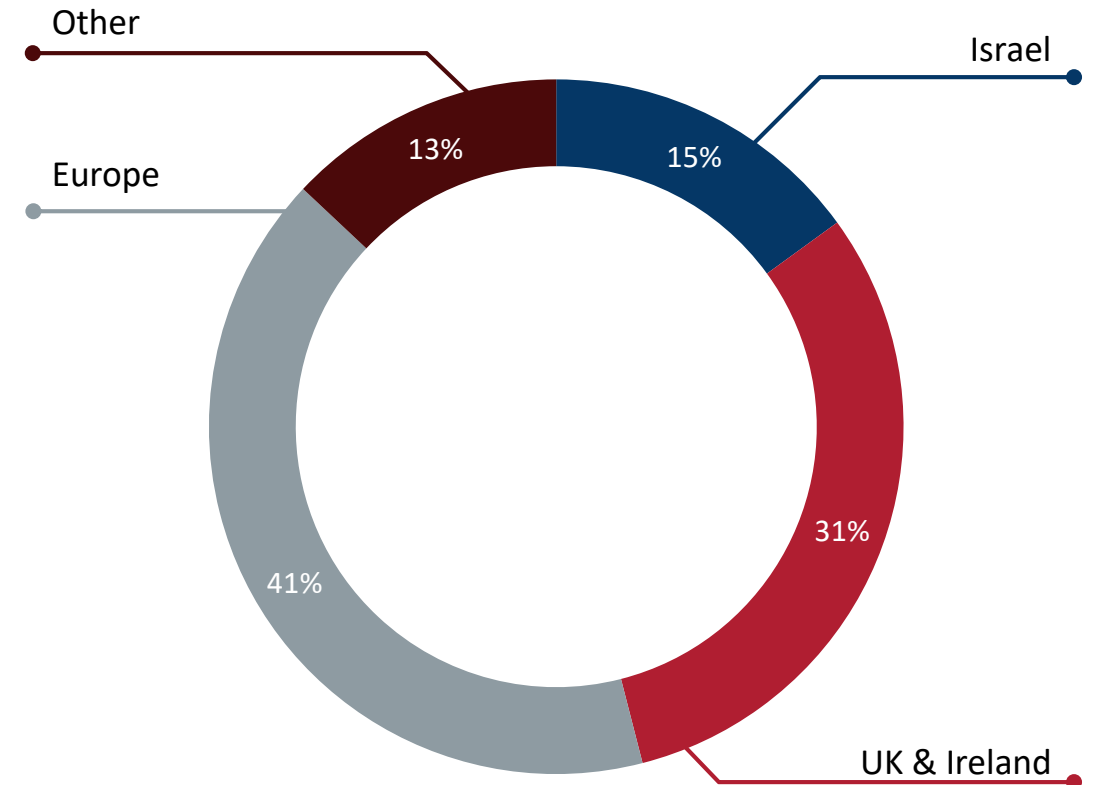


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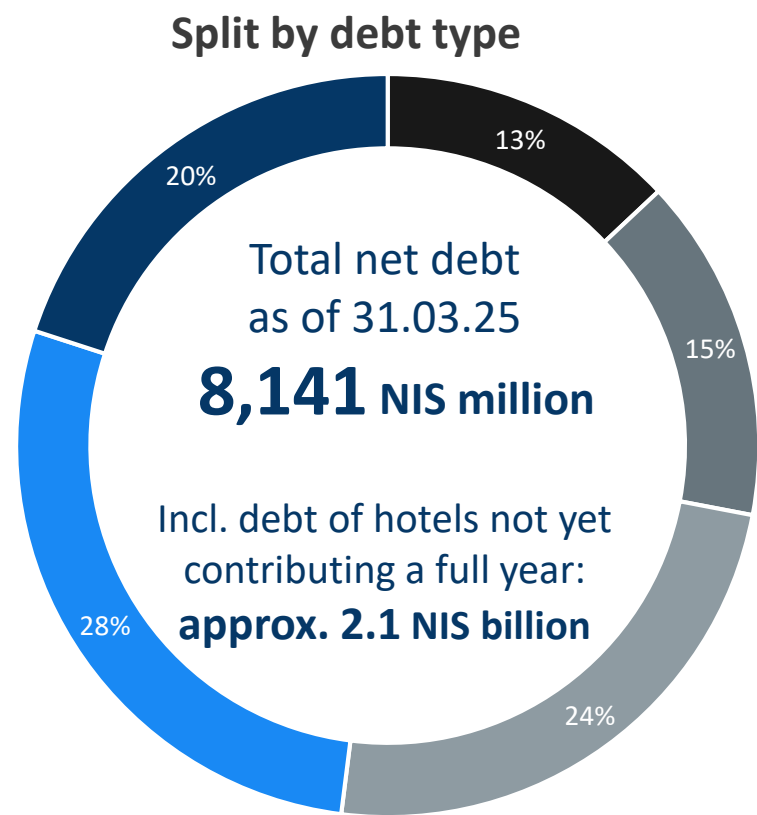
Revenue Split Q1/2025



EBITDAR Split Q1/2025



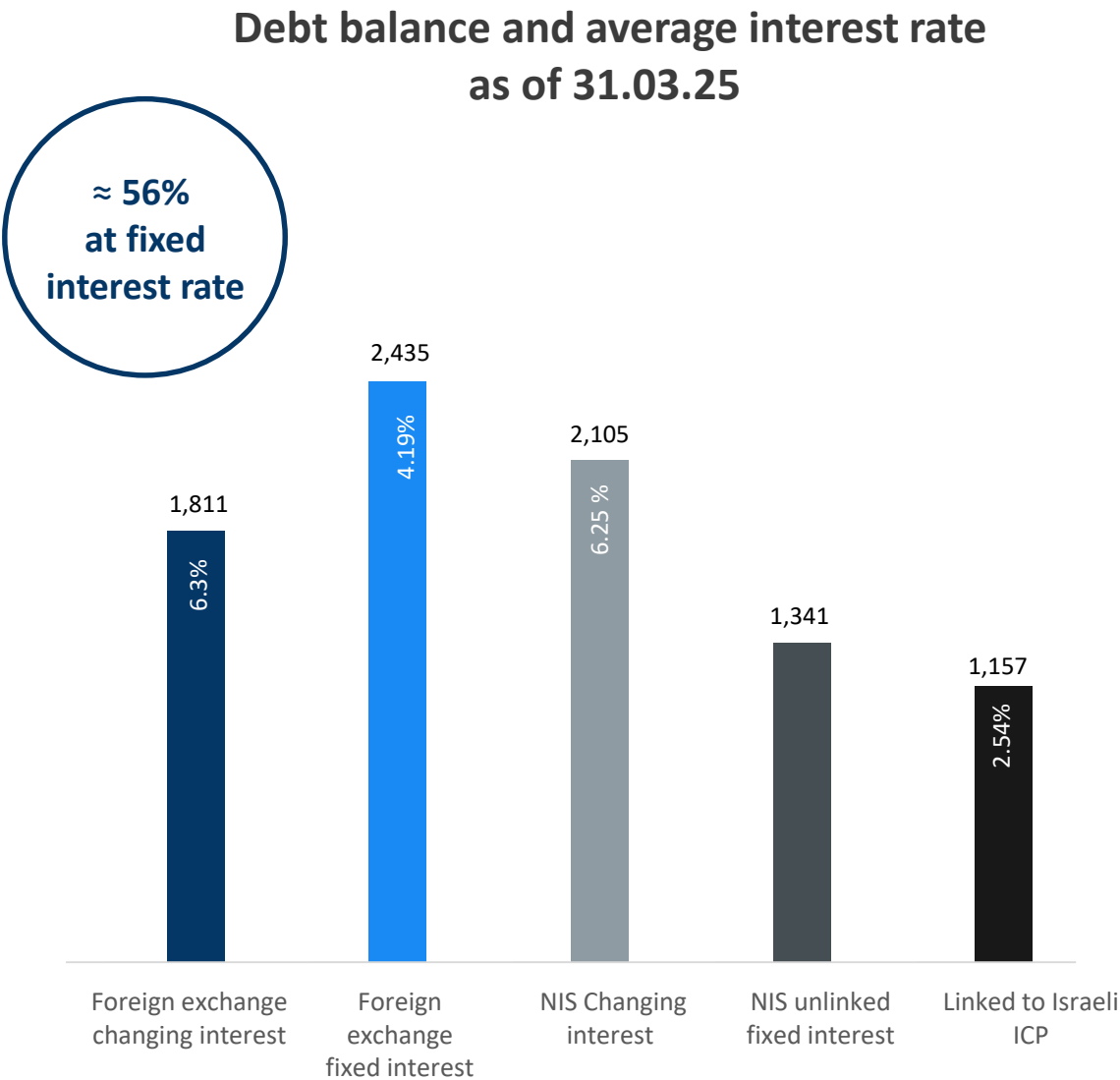
Key Debt Metrics (NIS millions)



■ Linked to Israeli ICP ■ NIS unlinked fixed interest ■ NIS Changing interest
■ Foreign exchange fixed interest ■ Foreign exchange changing interest

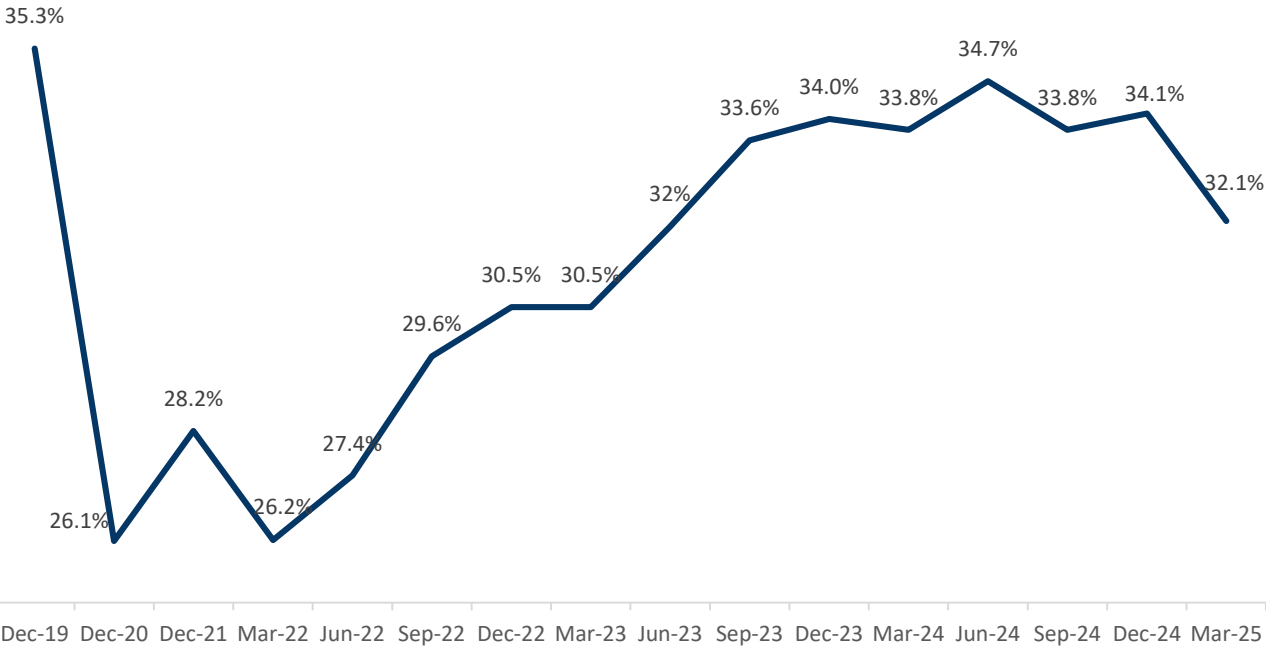
≈ NIS 10,938 million

The total debt of the Company includes its share in affiliated entities as of 31.03.2025

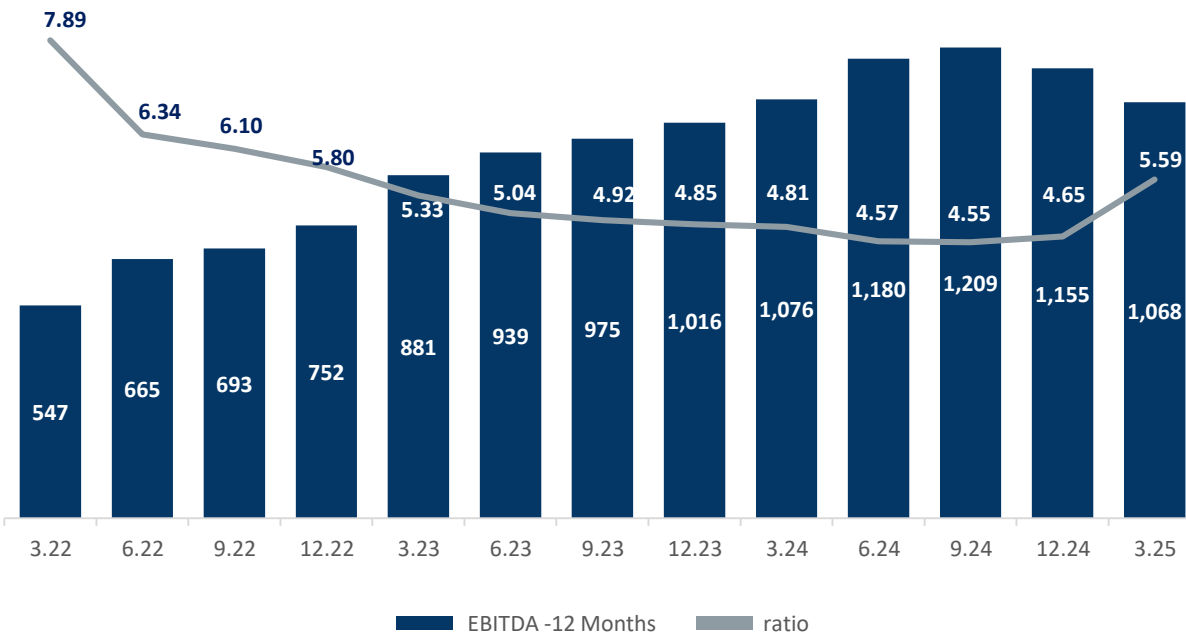


Financial Ratios¹ (NIS Millions)

Gradual growth in the equity-to-total assets ratio



Declining debt/EBITDA ratio



The Company meets all its covenants

¹ The terms and calculations as defined in the trust deed.

Consolidated Balance Sheet (NIS millions)

	Mar-25		Mar-25	Mar-24	Dec-24
	Data prior to implementati on of IFRS16	Impacts of IFRS16	As shown in the Financial Statements		
Current Assets	1,658	(83)	1,575	1,536	1,437
Long Term Investments and Other Assets	4,683	13,044	17,727	17,785	16,914
Fixed Assets	10,699	(33)	10,666	7,779	10,148
Total Assets	17,040	12,928	29,968	27,100	28,499
Short Term Credit	1,734	-	1,734	1,230	1,187
Other Current Liabilities	1,349	502	1,851	1,834	1,716
Loans and Bonds – Long Term	7,115	-	7,115	5,558	6,822
Deferred taxes	844	-	844	500	843
Others	531	13,850	14,381	14,641	13,781
Total Liabilities	11,573	14,352	25,925	23,763	24,349
Shareholders' Equity	5,467	(1,424)	4,043	3,337	4,150
Total Liabilities and Equity	17,040	12,928	29,968	27,100	28,499



Consolidated Profit and Loss Statement (NIS million)

		1-3/25		1-3/24	1-12/24
	Data prior to implementation of IFRS16	Impacts of IFRS16	As shown in the Financial Statements		
Revenues from Hospitality Services and Others	1,399	-	1,399	1,402	7,444
Total Operating Expenses	1,090	-	1,090	1,003	4,719
Operating income before rent, depreciation and reductions (EBITDAR)	309	-	309	399	2,725
Total Rent	341	(330)	11	13	138
Operating income before depreciation and amortization (EBITDA)	(32)	330	298	386	2,587
Depreciation	(103)	(189)	(292)	(296)	(1,242)
Other Income (expenses), Net	(5)	-	(5)	(2)	231
Profit before Financing	(140)	141	1	88	1,576
Financing Expenses, Net	(100)	(188)	(288)	(260)	(1,130)
Group's Share in the Subsidiaries' Earnings (Losses)	(27)	2	(25)	(26)	(96)
Tax Benefit (Tax Expenses)	44	14	58	37	(72)
Net Income (loss)	(223)	(31)	(254)	(161)	278
Real FFO	(147)			(43)	925



Forecast 2025

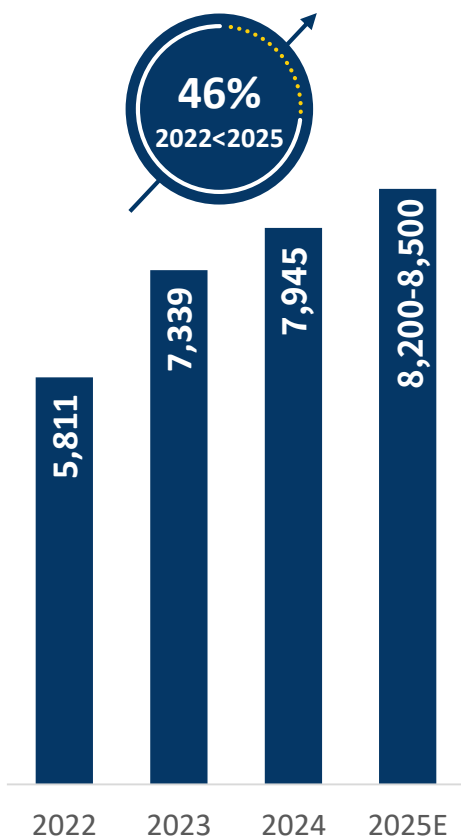


Looking Ahead³

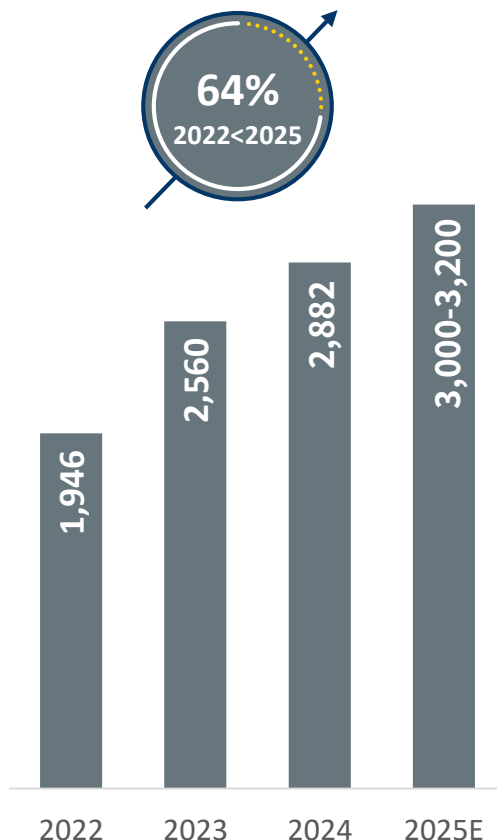
Factors for continued growth in 2025:

New hotels, partnerships activities and revenue growth while maintaining profitability.

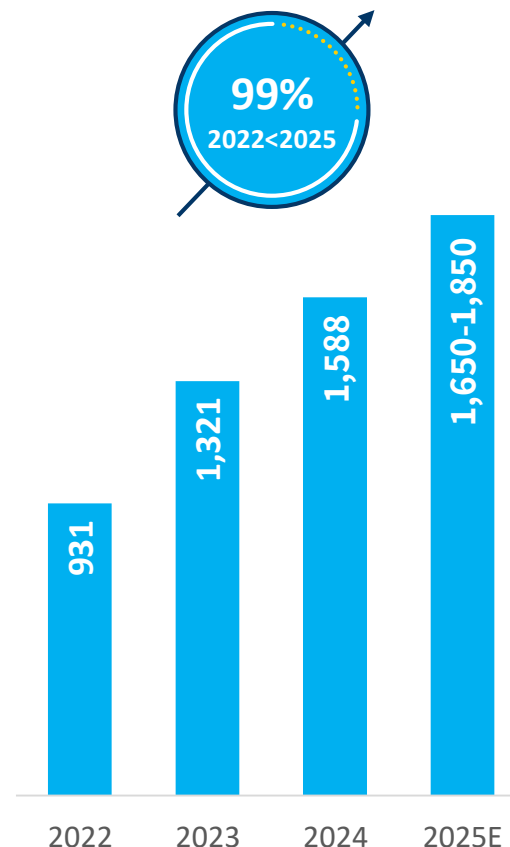
Revenues¹ (NIS millions)



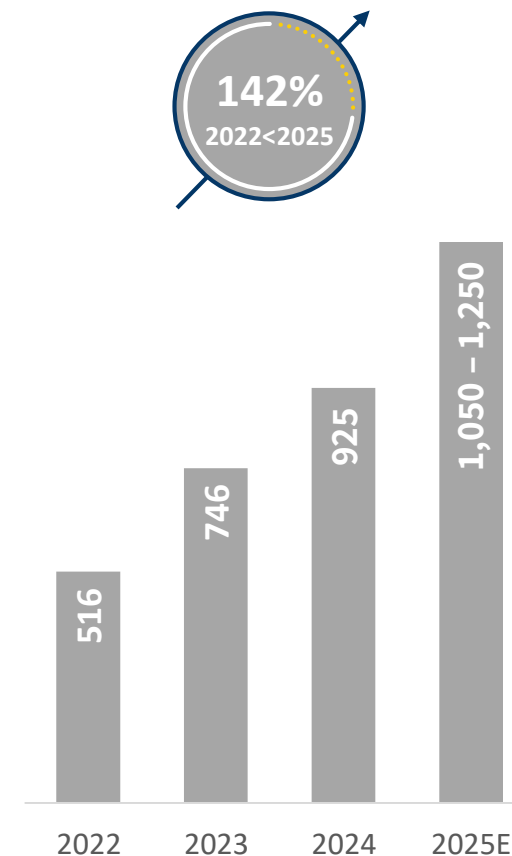
EBITDAR¹ (NIS millions)



EBITDA^{1,2} (NIS millions)



FFO (NIS millions)



¹ Including the Company's share in affiliated companies.

² Prior to the Impact of Standard IFRS 16.

³ For details of the main assumptions for the forecast, see the company's BOD report for 31.03.25

A wooden tray holds several items: a small jar of NYX blush, a jar of NYX cream blush, a small square tin of NYX cream blush, a glass of white wine, and a bottle of NYX perfume. The background is dark and moody, with a vase of flowers visible on the left.

Fattal ♥ *פאטל*

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Thank you for your attention!