









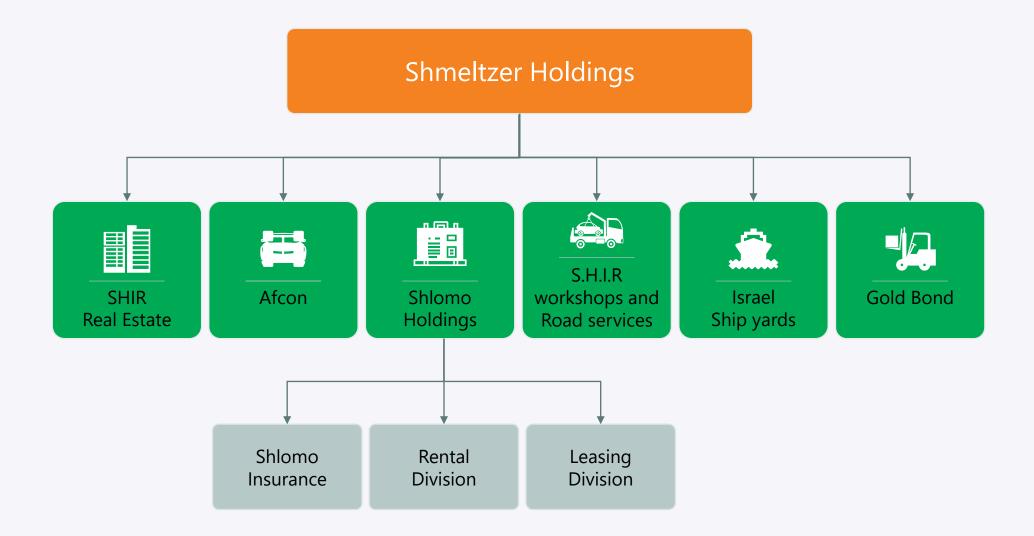






# The Shlomo Group



























## Vision & Values



#### Our Vision

Continuous investment in Israeli industries and technologies, with an international outlook for consolidating the Group's assets abroad.



#### Our Values

Preserving and advancing the legacy of the Group's founder - Shlomo Shmelzer Commitment to Israel's Role & Purpose The Advancement of Israeli Industry Service above all else



# A diverse portfolio of sectors



#### Automotive

Operational Leasing | Private Leasing Local & Int'l Car Rental | 2<sup>nd</sup> hand car sales Service & Roadside | Official importer of Opel



#### Insurance

General Insurance
Motor Insurance



#### Infrastructure

Systems based projects

QA and Automation

Retail/Commerce | Communications



#### Real Estate

SHIR Real Estate
SHIR Hotels
Shlomo Residential & Development



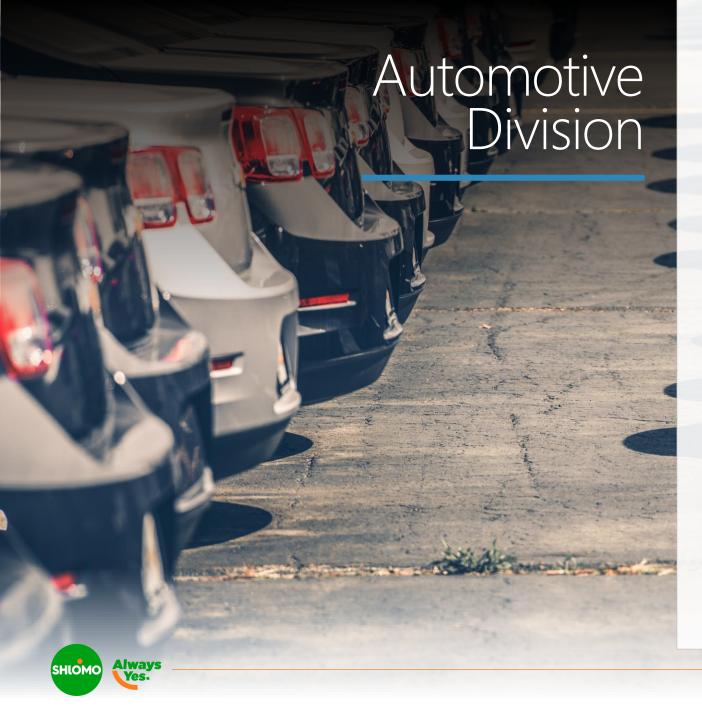
#### Shipping

Shipyards
Ports
Metal Works



Warehousing & Logistics





Leading the way in end-to-end motor solutions for commercial and private customers.

#### Leasing & Rental

**Operational & Private** Israel's **biggest** car leasing company

**SIXT** Israel's leading car rental provider

**Shlomo Romania** - leading leasing & rental company

#### Sales

1st & 2nd Hand Sales – Israel's largest 2nd hand sales outlet

#### Services

**Service** – 400 workshops

Roadside recovery – 300k members

#### Car import

**Exclusive importer of OPEL** 













# 1 in every 10 new vehicles in Israel is from





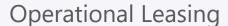
Services & Roadside 300,000

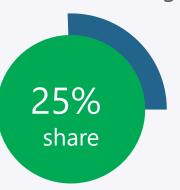
members



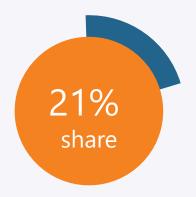


# The driving force in Israel's automotive market





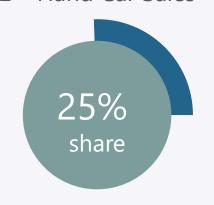
Car Rental



**Private Leasing** 



2<sup>nd</sup> Hand Car Sales

















# State-of-the-art service and logistics center

#### **ONE STOP SHOP**

A unique logistics center in Israel



Advantage
All automobile
services under
one roof



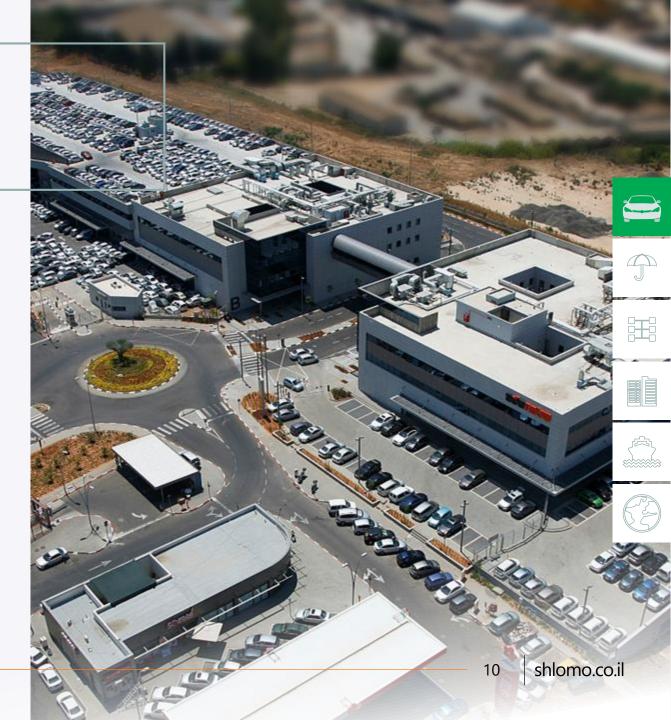
Property
60,000 Sq. meters
(35,000 built)



Access strategically located in the country's center









Operational leasing division



25% market share



54,000 fleet vehicles



Serving

3,500 customers, including Israel's biggest private enterprises





# Among our clients:











































# Among our clients:



































אלטשולר שחם





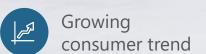


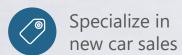














20,000 customers since 2009



27 nationwide sales centers









## Car rental division



21% market share





international exclusive franchise in israel



⇒ 13,000 vehicles for rent



29 national sales stations



Domestic & International rentals



4,000 rental stations worldwide















# Shlomo Romania "Sixt New Kopel"



#### The market leader

Car rental company in Romania



#### **Distributor of Opel**

and one of the biggest workshop of Opel, Dacia, Renault and Multibrand



#### The first

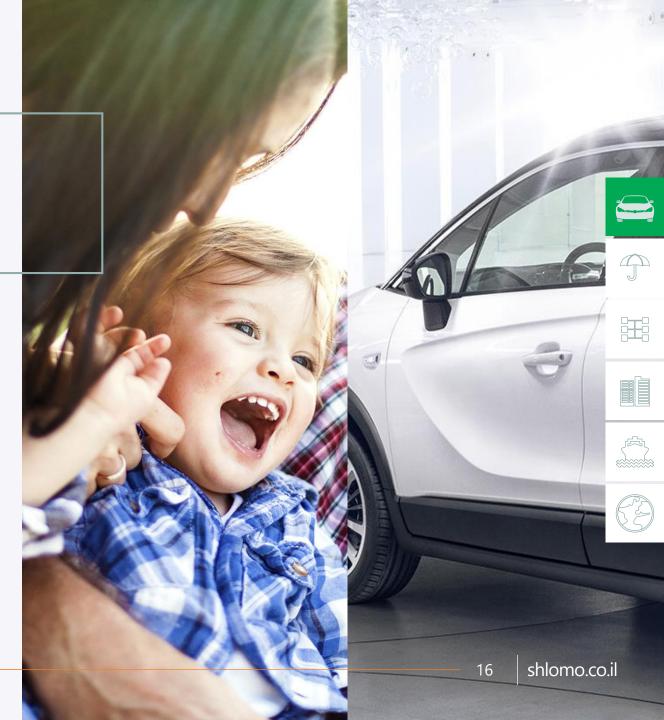
operational leasing company that established in Romania

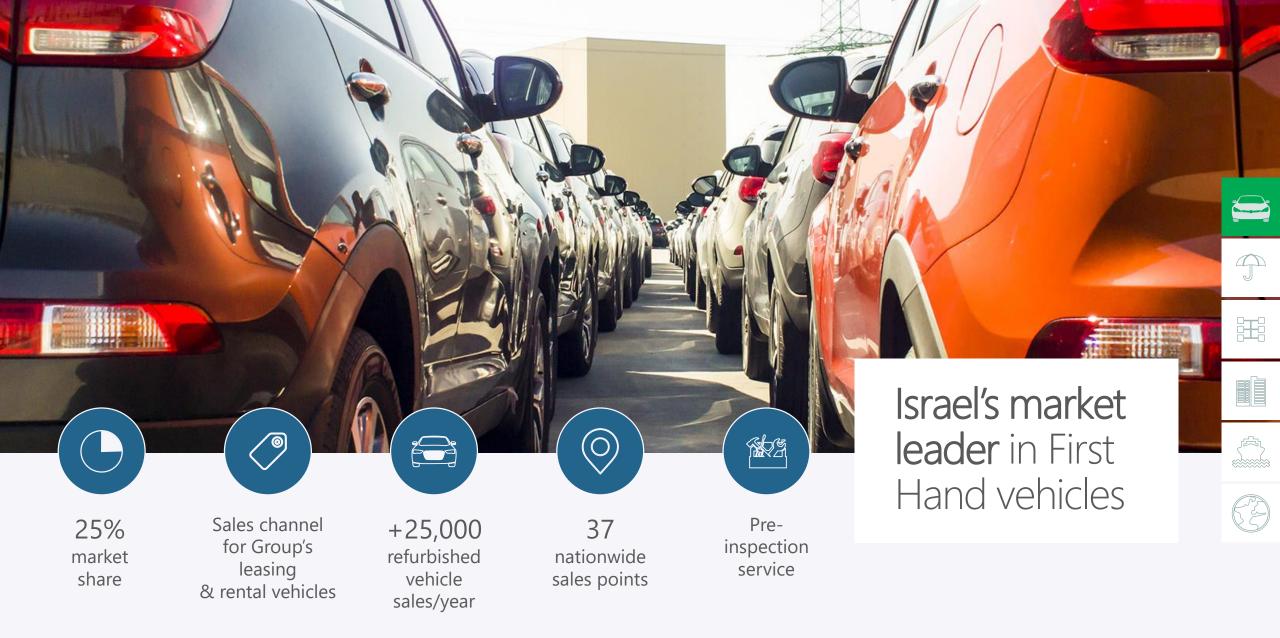


One of the biggest Second Hand car sales companies in Romania













(Shlomo Motors)



BYD is the largest producer of electric vehicles, passenger cars, buses, electric storage systems, PV panels and LED lighting



The company is the importer and distributer of BYD to Israel since 2008



Joined the Shlomo group in 2017



Shlomo Motors is promoting electrified public transportation in the cities of Israel mainly 12 meter electric buses







In the future we intend to introduce 18 meter articulated buses, midibuses, taxis and passenger cars















# Workshops & Emergency road services division

Nationwide network of 400+ workshops



Mechanic and cosmetic services for our fleet

Mechanic and cosmetic services for our insurance companies clients

Retail spear parts sales

Roadside recovery



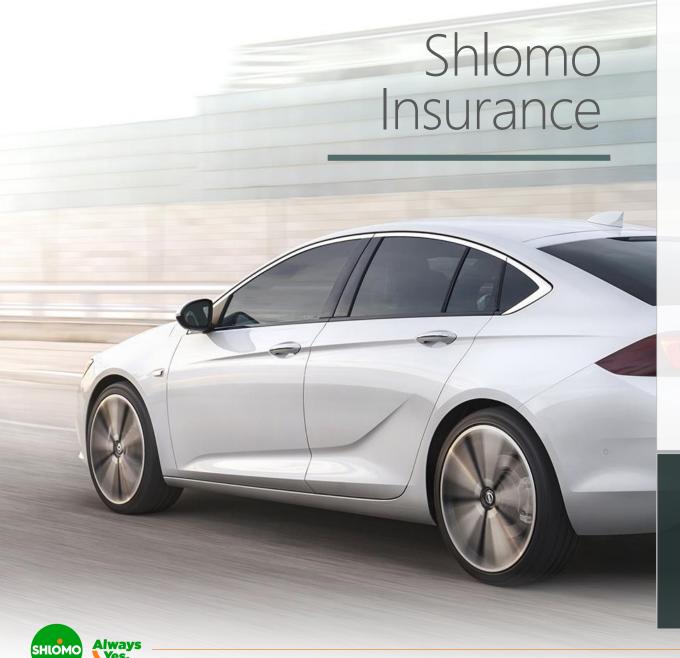
Fleet of emergency and tow vehicles

24/7 dispatch and support

300,000 clients









A dynamic new player in Israel's general Insurance market

Began providing insurance policies in January 2008 after receiving its license.

Approx. 650,000 policies and 1,000 active agents

**1.2 NIS billion** managed investment portfolio

#### Highlights:

Focus on individual policies for general insurance:



Compulsory auto insurance



CASCO Insurance



Home



Personal accident











Buildings & Infrastructure



Control & Automation



Trade & Distribution



Telecom

Established in **1945** and currently maintains more than **1250 employees** 

AFCON offers a wide range of products and services for infrastructure and technologies

The group consists of: **AFCON Contracting & Services AFCON Control & Automation** Tadiran Telecom Afcon Building & Construction IBA

AFCON is active in **Israel** and worldwide

Controlled by the **Shlomo Group** (62%)

Traded on TASE with a market value of 500 Million NIS

Equity of 400 Million NIS

In 2015, AFCON's revenue exceeded 1.4 Billion NIS

















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# Bringing High Tech To Low Tech



# Afcon's Leading Technologies

Innovative

Support Project Execution

Supported by Marketing & Distribution Channels

# Full value chain in the Infrastructure world

Development

Main Contractor (GC,EPC)

Electromechanical Systems

Control, Security and Low Voltage Systems

Service & Maintenance

End to End Solutions



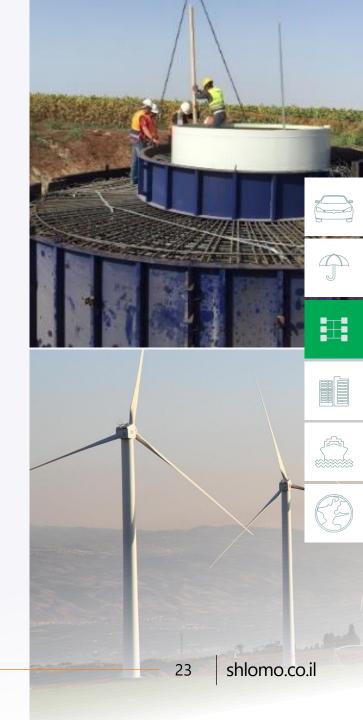


#### Afcon Procures Technology intensive Projects

"Turn Key Projects"

Lump Sum Budget

**Defined Timetable** 





# With innovative, advanced technologies



TIBA Parking Access & Revenue Control

**AEONIX** 

















**PULSE Industrial Control** 



V-Alert **Security Sensors** 



cloud based **ERES** 

CC, UC&C, Unified

Communication software,



Refrigeration & Deep Freeze



**Electrical Panels** High/Low Voltage & Switchgear



0

ZEUS **Cyber Security** 

C41

For security



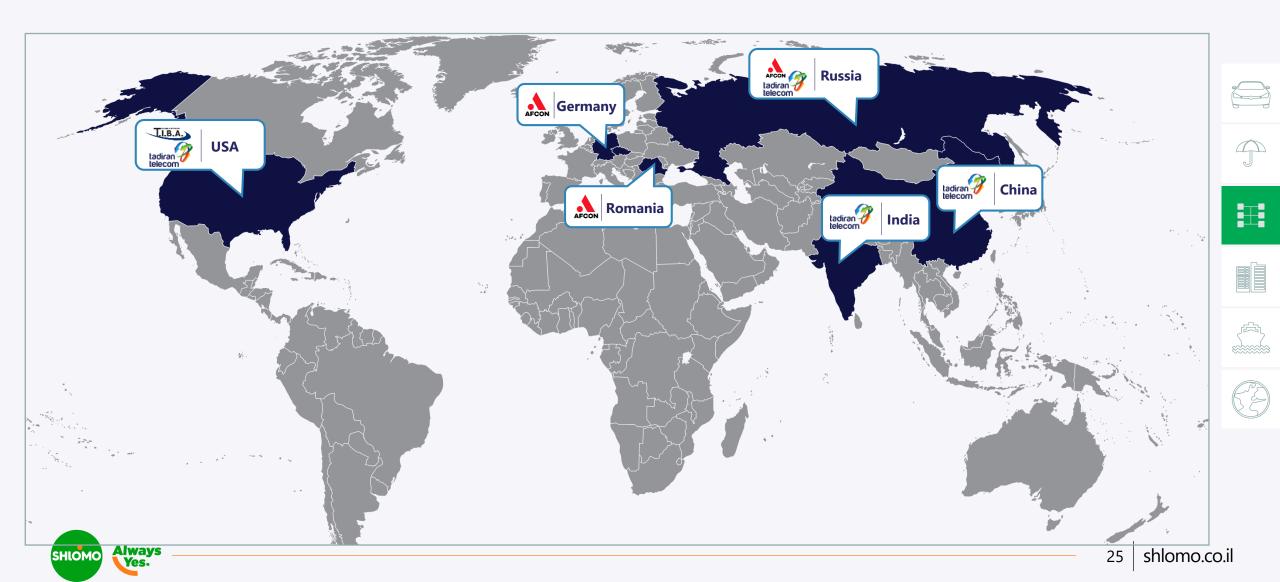
Harmony Gateway Port Gate Management

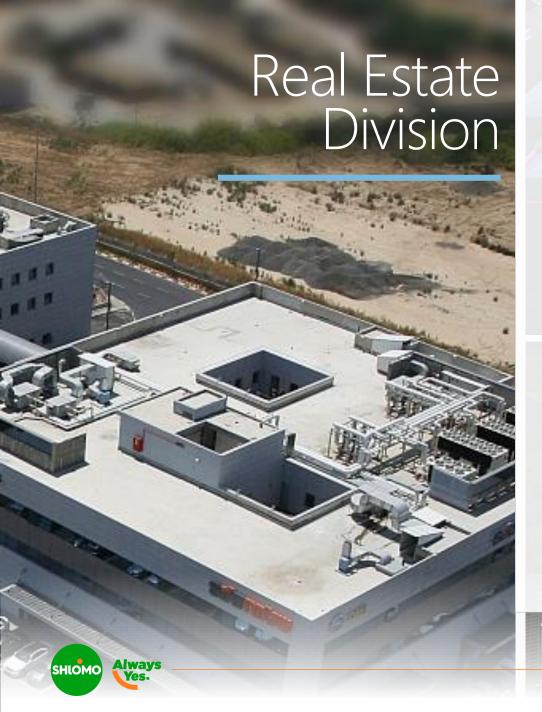


Fast Pass **Border Control** 



## Afcon around the world







# The company specializes in a range of real estate properties

Commercial properties, logistics centers, office buildings and hotels.

**Israel** A portfolio including 15 properties in the central region - value 750 million ILS - including the company's flagship project: the logistics center in Tzrifin.

**Europe** A portfolio of 14 real estate properties in major European cities. Value approximately 280 million Euros.

Shlomo Enterprise and Residential Projects to renew and rejuvenate urban living









The company is active in profitable real estate investment and identifying real estate investment opportunities in Israel and Europe.

The company portfolio includes real estate for leasing that totals approx. 154,000 square meters in Israel and 90,000 square meters in Europe (proportional consolidation).

The company portfolio includes real estate for investment that totals approx. 1.6 billion ILS (around 1.8 billion according to proportional consolidation).

Company capital totals approx. **608 million ILS\*** 

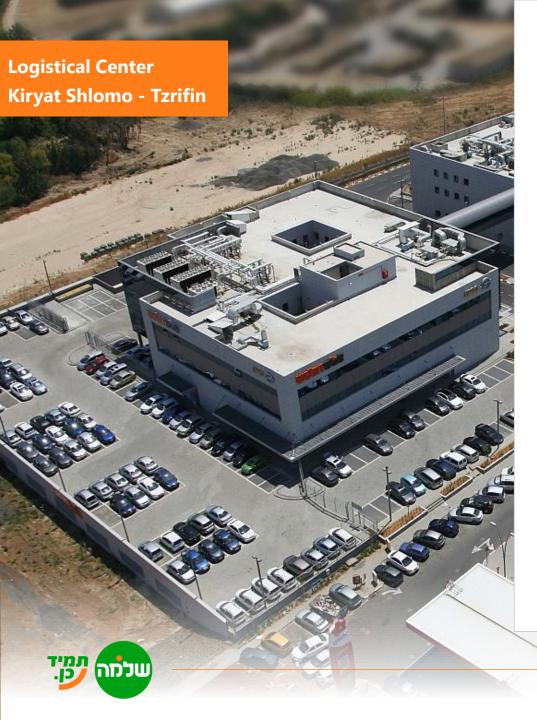
In a typical year (according to proportional consolidation) income from leasing totals approx. 120 million ILS. NOI: approx. 100 million ILS.

The Company's debentures are rated **A3 stable** by Midroog.

Company headquarters are based in **Tzrifin**, **Israel and Frankfurt**, **Germany**.







In Israel the company owns and leases profitable real estate (commercial, logistics and industrial buildings, are leased for the activities of the Shlomo group or to third parties)

The company actively engages in finding real estate opportunities (locating potential properties), development (conversion or renovation), marketing, maintenance and administration of real estate.

According to the specific deal and its profitability, the company may sign lease agreements already during the purchase process. Alternatively, the company may purchase the property and thereafter work to stabilize it or realize its potential.

The company is actively engaged in finding real estate investment opportunities or properties that can potentially yield a profit and increase their value (by changing tenants, renovations or extensions).

The company's properties are located in the center of the country and are leased to high quality renters on long-term contracts.

Shlomo Real Estate Activities: Israel



### Europe: Profitable Real Estate

In Europe (mainly Germany) the company owns and leases real estate (hotels, office buildings and commercial centers leased to third parties).

The company actively engages in finding investment opportunities (locating potential properties), development (conversion or renovation), maintenance and administration of the real estate.

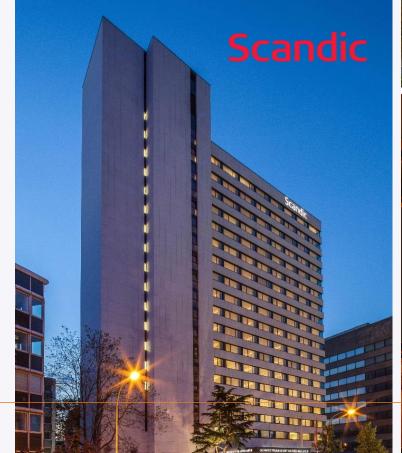
According to the deal and its profitability, the company may already sign lease agreements to rent out a hotel property during the purchase process. Alternatively, the company may operate the hotel itself until it becomes stable and thereafter lease it to a third party.

The hotels are superior tourist class, located in major European cities that enjoy extensive commercial activity and urban tourism. They are managed by leading chains (Scandic and Leonardo/Fatal).

The office blocks and commercial centers are located in major cities and are leased to high quality renters on long-term contracts













# Shlomo residential and developments

Since 2013, Shlomo residential and developments has been operating local Residential Urban Renewal projects, working in a field known as "Evacuation-Development".

The flagship project is a compound at Givatayim City, very close to Tel Aviv, with more than 1,000 apartments.





# Shipping Division

**Leading the way** in advancing Israeli and international sea power

#### Ship Building

**Build advanced military** and commercial sea-craft

#### **Metal Works**

Large scale industrial projects:

From loading cranes and airport sleeves to Piers and Desalination plants.

#### **Private Ports**

Handle approx. 2 million tons of cargo every year



















# Military Naval Projects



Design and build state-ofthe-art **missile boats** for **Israel's Ministry of Defense** and foreign countries.



Design, manufacture & maintenance of **coast-guard ships** and **multi-purpose marine vessels**.

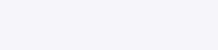


**Ship repair services** for the IDF navy and foreign clients.













Design, manufacture and maintenance of cargo ships, tug boats, barges and multi-purpose marine vessels.







# Industrial Metal Works Projects











**Piers** for Hadera and Ashkelon's power stations.









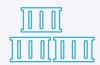




## Private Ports



Port service and operation for a variety of cargo types, from bulk commodities to unified cargo, with an expertise in handling special cargo.



The port provides loading and unloading services of more than 2 million tons of general and bulk goods per year.



Cement Import Offers packing, sales and distribution of imported cement.



























# A range of value-added services:



**Online Tracking** State of the art computerized **system** for logistical management, giving clients updated information via the web.



Security **Strict 24/7security services** and advanced electronic protection measures.



Insurance **Providing value-covering** insurance for storage and transportation of merchandise.



Rental Vast storage areas for full and empty shipping containers and cargo.



**Logistics services** Distribution, packaging, labeling, quality checks and security checks.



**Railroad extension** Privet railroad extension offering efficiency and flexibility in transporting ship containers to ports and railroad destinations.



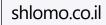


















# Get in touch with Shlomo

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