

Shaping Tomorrow's Retail

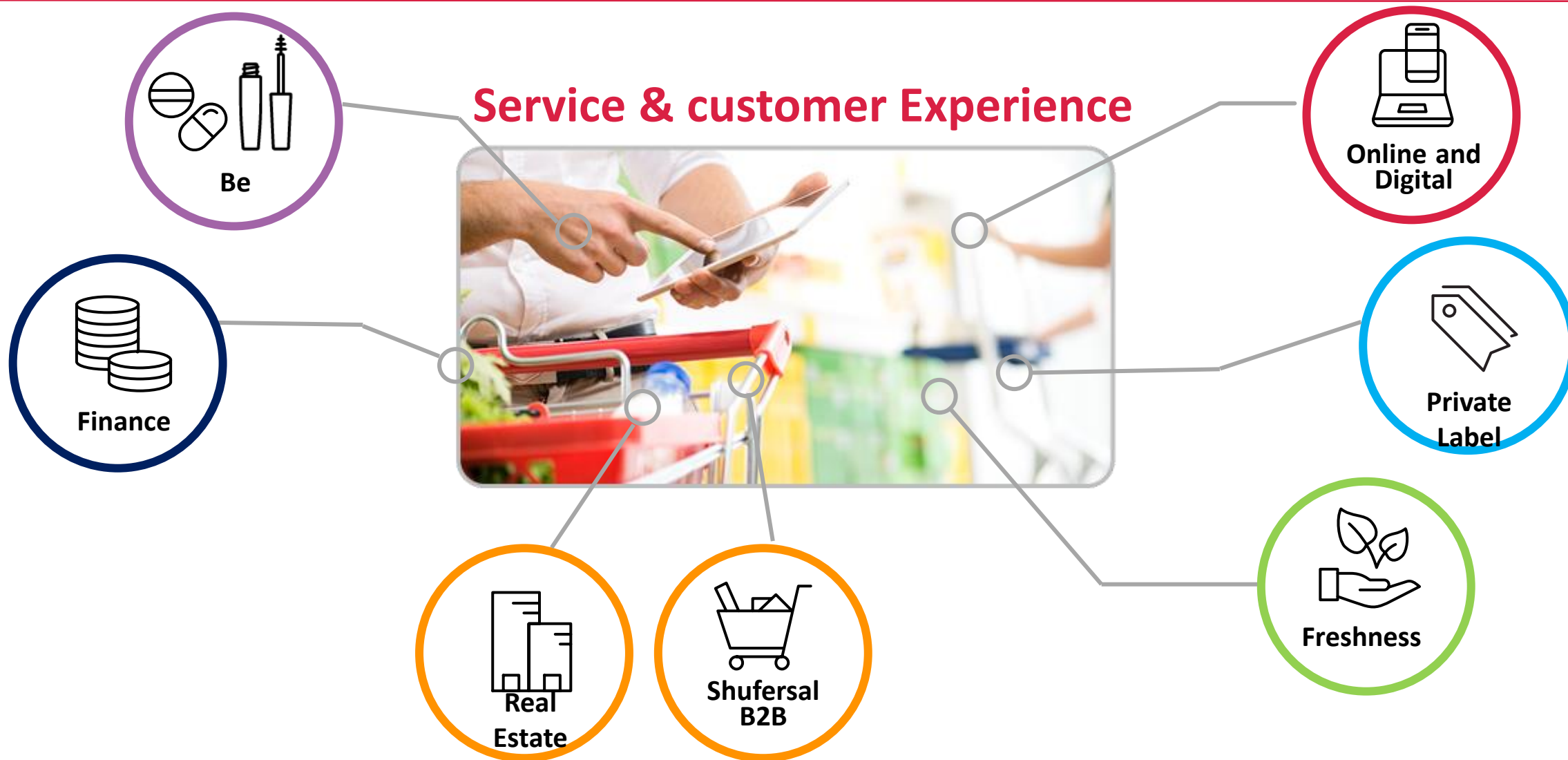
Capital Market Presentation 2019
March 19, 2020



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Growth strategy



Infrastructure and strengths

Shufersal Group - 2019

2.5

NIS B Property owned value

541.₪

K sq.m. commercial space

5.2

NIS B Current market value


555

NIS Million Capital raising

AA-

Credit Rating

591.₪

 Thousands of credit card customers



295 stores

14 New stores

 שופרסל

83 stores**

12 new stores**

 
by Shufersal

13.4

NIS B Income

15.8

K Employees in the group

2.0

Millions Club Members

*** 25.2%**

Private Label

*** 15.0%**

Online Share

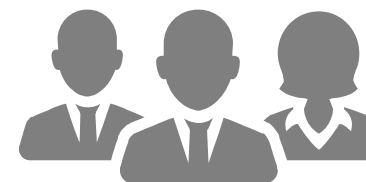
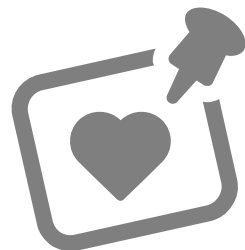
120.₪

Purchases per year

*Retail (excluding BE)

**Including Bela

Shufersal – major anchors



Retail

**Customer
Base**

**Financial
Stability**

**Organizational &
Human Capital**

2019 - Revenue growth and profit stability while continuing to invest heavily in growth engines

61%+

EBITDA

Growth of
NIS 480
million

1%+

Net profit

Growth of
NIS 3
million

15%+

Operating Profit

Growth of
NIS 68
million

4%+

Revenue

Growth of
NIS 513
million



Thank you

