

ISRAEL CHEMICALS LTD.
NOTICE OF
ANNUAL GENERAL MEETING OF SHAREHOLDERS

Notice is hereby given that an Annual General Meeting of Shareholders (the “**Meeting**”) of Israel Chemicals Ltd. (the “**Company**”) will be held on January 10, 2018, at 10:00 AM (Israel time), at the offices of the Company, Millennium Tower, 23rd Floor, 23 Aranha Street, Tel Aviv, Israel, for the following purposes:

- (1) Election of Ms. Ruth Ralbag as external director;
- (2) Re-election of Messrs. Johanan Locker, Avisar Paz, Aviad Kaufman, Sagi Kabla, Ovadia Eli and Geoffrey Merszei as directors, effective as of the date of this meeting;
- (3) Election of Messrs. Reem Aminoach and Lior Reitblatt as directors, effective as of the date of this meeting;
- (4) Subject to their election or re-election as set forth in items 1 to 3 above, approval of equity compensation for 2018 for certain directors and the assignment of the equity compensation of certain directors (or of the economic benefit thereof) to Israel Corporation Ltd.;
- (5) Approval of the renewal of the Management Services Agreement with Israel Corporation Ltd.;
- (6) Approval of the Agreement with Energean Israel Limited for the purchase of natural gas by the Company;
- (7) Reappointment of Somekh Chaikin, a member of KPMG International, as our independent auditor; and
- (8) Review of our audited financial statements for the year ended December 31, 2016.

Shareholders of record at the close of business on December 11, 2017 (the “**Record Date**”) are entitled to participate, and to vote at, the Meeting. All shareholders are cordially invited to attend the Meeting in person.

Shareholders who will not attend the Meeting in person are requested to complete, date and sign the enclosed form of proxy and to return it promptly in the pre-addressed envelope provided. No postage is required if mailed in the United States.

If a shareholder’s shares are held through a member of the Tel Aviv Stock Exchange (“**TASE**”), such shareholder should deliver or mail (via registered mail) his, her or its completed Hebrew written ballot (in the form filed by the Company via MAGNA, the online platform of the Israel Securities Authority (“**ISA**”)) to the offices of the Company at the address set forth above, Attention: Lisa Haimovitz, Senior Vice President, Global General Counsel and Corporate Secretary, together with a proof of ownership (*ishur baalut*), as of the Record Date, issued by that member of the TASE. Alternatively, shares held via a TASE member may be voted electronically via the ISA’s electronic voting system up to 6 hours before the time fixed for the Meeting. Shareholders should receive instructions about electronic voting from the TASE member through which they hold their shares.

If your shares are held in a stock brokerage account or by a bank or other holder of record (other than through a member of the TASE), you are considered the beneficial owner of shares held in “street name.” The street name holder of record will provide you with instructions that you must follow in order to have your shares voted.

By Order of the Board of Directors,

Lisa Haimovitz
Vice President, General Counsel and Corporate Secretary

Dated: December 6, 2017

ISRAEL CHEMICALS LTD.
PROXY STATEMENT

This Proxy Statement is furnished to the holders of Ordinary Shares, par value NIS 1.00 per share (the “**Ordinary Shares**”), of Israel Chemicals Ltd. (the “**Company**”) in connection with the solicitation by the Board of Directors of the Company (the “**Board of Directors**” or “**Board**”), of proxies for use at an Annual General Meeting of Shareholders (the “**Meeting**”), or at any adjournment thereof, pursuant to the accompanying Notice of an Annual General Meeting of Shareholders. The Meeting will be held on January 10, 2018, at 10:00 AM (Israel time), at the offices of the Company, Millennium Tower, 23rd Floor, 23 Aranha Street, Tel Aviv, Israel.

The agenda of the Meeting will be as follows:

- (1) Election of Ms. Ruth Ralbag as external director;
- (2) Re-election of Messrs. Johanan Locker, Avisar Paz, Aviad Kaufman, Sagi Kabla, Ovadia Eli and Geoffrey Merszei as directors, effective as of the date of this meeting;
- (3) Election of Messrs. Reem Aminoach and Lior Reitblatt as directors, effective as of the date of this meeting;
- (4) Subject to their election or re-election as set forth in items 1 to 3 above, approval of equity compensation for 2018 for certain directors and the assignment of the equity compensation of certain directors (or of the economic benefit thereof) to Israel Corporation Ltd.;
- (5) Approval of the renewal of the Management Services Agreement with Israel Corporation Ltd. ("Israel Corp.");
- (6) Approval of the Agreement with Energean Israel Limited for the purchase of natural gas by the Company;
- (7) Reappointment of Somekh Chaikin, a member of KPMG International, as our independent auditor; and
- (8) Review of our audited financial statements for the year ended December 31, 2016.

The Company is not currently aware of any other matters that will come before the Meeting. If any other matters properly come before the Meeting, the persons designated as proxies may vote in accordance with their judgment on such matters. As more fully described in this Proxy Statement, shareholders may present proposals for consideration at the Meeting by submitting their proposals to the Company no later than December 14, 2017.

A form of proxy for use at the Meeting is enclosed. Unless otherwise indicated on the form of proxy, Ordinary Shares represented by any proxy in the enclosed form will be voted in favor of all the matters to be presented at the Meeting, as described above. To be valid, a proxy must be properly executed and received by the Company no less than 4 hours prior to the time scheduled for the Meeting, unless a shorter period is determined by the chairman of the Meeting.

If a shareholder’s shares are held through a member of the Tel Aviv Stock Exchange (“**TASE**”), such shareholder should deliver or mail (via registered mail) his, her or its completed Hebrew written ballot (in the form filed by the Company via MAGNA, the online platform of the Israel Securities Authority (“**MAGNA**” and “**ISA**”, respectively) to the offices of the Company no less than 4 hours prior to the time scheduled for the Meeting, at the address set forth above, Attention: Lisa Haimovitz, Senior Vice President, Global General Counsel and Corporate Secretary, together with a proof of ownership (*ishur baalut*), as of the Record Date, issued by that member of the TASE. Alternatively, shares held via a TASE member may be voted electronically via the ISA’s electronic voting system, up to 6 hours before the time fixed for the Meeting. Shareholders should receive instructions about electronic voting from the TASE member through which they hold their shares.

Shareholders may revoke the authority granted by their execution of proxies by delivering to the Company a written notice of revocation or duly executed proxy bearing a later date, provided such

revocation notice or later-dated proxy is received at least 48 hours before the Meeting, or by voting in person at the Meeting. On all matters considered at the Meeting, abstentions will be treated as neither a vote "for" nor "against" the matter, although they will be counted in determining whether a quorum is present.

Proxies for use at the Meeting are being solicited by the Board of Directors of the Company. Only shareholders of record at the close of business on December 11, 2017 (the "**Record Date**") will be entitled to vote at the Meeting. Proxies are being mailed to shareholders on or about December 18, 2017 and will be solicited mainly by mail. However, certain officers, directors, employees and agents of the Company, none of whom will receive additional compensation therefor, may solicit proxies by telephone, e-mail or other personal contact. The Company will bear the cost for the solicitation of the proxies, including postage, printing and handling, and will reimburse the reasonable expenses of brokerage firms and others for forwarding material to beneficial owners of Ordinary Shares.

On December 6, 2017, 1,278,380,008 Ordinary Shares were outstanding. Subject to the voting restrictions described below, each Ordinary Share is entitled to one vote upon each of the matters to be presented at the Meeting. Two or more shareholders holding in the aggregate more than 50% of the outstanding voting power in the Company, present in person or by proxy and entitled to vote, will constitute a quorum at the Meeting. If within half an hour from the time scheduled for the Meeting, a quorum is not present, the Meeting shall be adjourned to the same day in the next week, at the same time and place. If a quorum is not present within half an hour from the time scheduled for the adjourned meeting, then two shareholders with voting rights, who hold at least one-third of the Company's issued share capital, who are present, in person or by proxy, shall be a quorum and be permitted to discuss and decide on the issues for which the Meeting was convened.

Joint holders of shares should take note that, pursuant to Article 75 of the Articles of Association of the Company (the "**Articles**"), the vote of the most senior of such joint holders who tenders a vote, in person or by proxy, will be accepted to the exclusion of the vote(s) of the other joint holder(s). For this purpose, seniority will be determined by the order in which the names stand in the Company's Shareholders Register.

PRINCIPAL ORDINARY SHAREHOLDERS

The following table presents, as of December 6, 2017 (unless otherwise noted below), the beneficial ownership of our Ordinary Shares by each person who is known by us to be the beneficial owner of 5% or more of our outstanding Ordinary Shares. The data presented is based on information provided to us by the holders or disclosed in public regulatory filings.

Shareholder	Ordinary Shares Beneficially Owned ⁽¹⁾	
	Number	Percentage
Israel Corporation Ltd. ⁽²⁾	587,178,761	45.93%
Potash Corporation of Saskatchewan Inc. ⁽³⁾	176,088,630	13.77%

- (1) The percentages shown are based on 1,278,380,008 Ordinary Shares issued and outstanding as of December 6, 2017 (after excluding shares held by us or our subsidiaries).
- (2) Our controlling shareholder is Israel Corporation Ltd. (“Israel Corp.”), a public company listed on the TASE. Based on the information we received from Israel Corp., Millennium Investments Elad Ltd. (“Millennium”) and Mr. Idan Ofer are considered as controlling shareholders jointly of Israel Corp. for purposes of the Israeli Securities Law (each of Millennium and Mr. Ofer hold shares in Israel Corp. directly, and Mr. Ofer serves as a director of Millennium and has an indirect interest in it as the beneficiary of a foreign discretionary trust that has indirect control of Millennium as detailed below). A discretionary trust in which Mr. Idan Ofer is the beneficiary, indirectly holds 80% of the economic interest in Millennium, which holds approx. 46.9% of the issued and outstanding shares of Israel Corp. The foregoing discretionary trust, also indirectly holds an additional approx. 0.74% of the issued and outstanding shares of Israel Corp. A second discretionary trust in which Mr. Ofer is a prime beneficiary, controls 50% of the ordinary share capital of XT Holdings Ltd. (“XT Holdings”), which indirectly holds (i) 20% of the economic interest in Millennium, and (ii) approx. 2.25% of the issued and outstanding shares of Israel Corp. Mr. Ofer also owns directly approx. 3.85% of the issued and outstanding shares of Israel Corp. Furthermore, XT Holdings indirectly holds approx. 0.03% of our share capital (namely, 377,662 Ordinary Shares). Each of the foregoing persons disclaims beneficial ownership of any securities of ICL held by Israel Corp., except to the extent of its pecuniary interest therein, if any, excludes 22,486,808 Ordinary Shares currently subject to certain forward sales agreements. Israel Corp. does not currently have voting rights or dispositive power with respect to the Ordinary Shares subject to the forward sales agreements, which shares have been made available for the forward counterparties. Under such agreements, Israel Corp. will not regain voting rights and dispositive power with respect to all or a portion of such Ordinary Shares (“physical settlement”) unless it informs the forward counter parties otherwise at the relevant settlement dates specified in such agreements. As of the date hereof, settlement under such forward sales agreements has begun and is expected to continue to be executed in components, on a number of settlement dates over a period of approx. 1.82 years. Even though Israel Corp. has less than 50% of our Ordinary Shares, it still has a major impact on the Meeting and will de facto have the power to appoint directors and have a strong influence upon the composition of our Board of Directors.
- (3) Potash Corporation of Saskatchewan Inc. is a Canadian corporation whose shares are listed for trading on the Toronto Stock Exchange and the NYSE.

EXECUTIVE COMPENSATION

For information regarding compensation paid to our five highest compensated officers in 2016, please see “Item 6. Directors, Senior Management and Employees – B. Compensation” in our 2016 Annual Report on Form 20-F (the “**2016 20-F**”) and filed with the U.S. Securities and Exchange Commission (“**SEC**”) on March 16, 2017.

PROPOSALS

Item 1 – Election of Ms. Ruth Ralbag as External Director

Companies incorporated under the laws of Israel whose shares have been offered to the public, such as us, are required by the Israeli Companies Law, 5759-1999 (the “**Companies Law**”), to have at least two external directors. To qualify as an external director, an individual may not have, and may not have had at any time during the previous two years, any “affiliations” with the company or its “affiliates,” as such terms are defined in the Israeli Companies Law. In addition, no individual may serve as an external director if the individual’s position or other activities create or may create a conflict of interests with his or her role as an external director. For a period of two years from termination from office, a former external director may not serve as a director or employee of the company or provide professional services to the company for compensation. All of the external directors of a company must be members of its audit committee and compensation committee, and every other committee of a company’s board of directors that is authorized to execute powers of the board of directors must include at least one external director. External directors serve for up to three terms of three years each, and the board of directors may nominate them for additional terms under certain circumstances.

On February 26, 2018, Mr. Dior will complete two terms of three years each as external director (2011-2018), which were preceded by three terms as external director between the years 2003-2009. Mr. Dior served as external director in the Company for a total of twelve years. Dr. Haran's third term of three years (2009-2018) as external director will end on August 29, 2018.

At the Meeting, you will be asked to elect Ms. Ralbag as external director for a three-year term, commencing on the date of this meeting.

A brief biography of Ms. Ralbag is set forth below:

Ms. Ruth Ralbag serves as the CFO of the Shaare Zedek Medical Center in Jerusalem since 2011, and has previously served as Deputy Director of Medical Finance at the Tel Aviv Sourasky (Ichilov) Medical Center (2009-2011), as Head of the Hospital Administration and Deputy Director General of Planning, Budget and Pricing at the Ministry of Health (2004-2009), and as Head of the Commercial and Retail Banking Division at FIBI (2001-2003). Ms. Ralbag has also served, among others, as Acting Chairperson of the Board of FIBI Mortgages Ltd. for a period of four years, as Acting Chairperson of the Board of Atzmaut Mortgages Bank Ltd. for a period of four years, as member of the board of Sarel, as member of the board of ARAM Provident Fund, and serves, among others, She also serves as external director as Hachsharat HaYisuv Insurance Ltd., SoHo Realty Ltd. and Golf &Co. Group Ltd. Ms. Ralbag holds a BA in Economics and business administration and an MBA in public policy, both from the Hebrew University in Jerusalem.

The Board of Directors has determined that Ms. Ralbag complies with all the qualifications of an external director under the Israeli Companies Law, and that she complies with all the qualifications of an independent director under the NYSE rules. In addition, the Board of Directors has determined that Ms. Ralbag qualifies to serve as an “audit committee financial expert”, as defined under the SEC rules, and has “financial and accounting expertise”, as defined in regulations promulgated under the Israeli Companies Law Ms. Ralbag has confirmed that she complies with all qualifications of an external director under the Israeli Companies Law and has “financial and accounting expertise”, as defined in regulations promulgated under the Israeli Companies Law.

If elected, Ms. Ralbag will be entitled to receive the compensation set forth in Item 4 below, subject to shareholder approval. In the event the required shareholder approval is not received for Item 4, then, if elected, Ms. Ralbag will be entitled to receive the same amount of cash compensation that is currently paid to our directors. In addition, if elected, Ms. Ralbag will be entitled to the same insurance, indemnification and exculpation arrangements as currently in effect for the Company’s directors.

Required Approval

Pursuant to the Israeli Companies Law, the approval of these resolutions require the affirmative vote of a majority of the shares present, in person or by proxy, and voting on the matter, provided that either (i) a majority of the shares of non-controlling shareholders and shareholders who do not have a personal interest in the approval of the election of the external director (other than a personal interest that is not the result of the shareholder's relationship with a controlling shareholder) voted at the meeting vote in favor of the election of the external director. abstentions shall not be included in the total of the votes of the aforesaid shareholders; or (ii) the total number of shares among the shareholders described in clause (i) above voted against the election of the external director does not exceed two percent of the outstanding voting power in the Company.

The Israeli Companies Law requires that each shareholder voting on this proposal specifically indicate whether or not the shareholder has a "personal interest". Otherwise, the shareholder is not eligible to vote on this proposal. According to the Companies Law, a "personal interest" of a shareholder (i) includes the personal interest of the shareholder and any members of the shareholder's family, family members of the shareholder's spouse, or a spouse of any of the foregoing, or a personal interest of a company with respect to which the shareholder (or such family member) serves as a director or the CEO, owns at least 5% of the shares or holds 5% of the voting rights or has the right to appoint a director or the CEO, (ii) includes a personal interest of anyone voting by proxy or granting a proxy with respect to the proposal and (iii) excludes an interest arising solely from the ownership of our Ordinary Shares.

A Shareholder shall notify the Company prior to the Meeting, whether the shareholder constitutes a controlling shareholder in the Company or has a personal interest in the proposal or not, as a condition for that shareholder's right to vote and be counted. Shareholders who will not attend the Meeting in person should follow the instructions on the form of proxy card or form of written ballot or ISA's electronic voting system form, as applicable, to indicate whether or not they have a personal interest in this matter.

Proposed Resolution

It is proposed that at the Meeting the following resolution be adopted:

"RESOLVED to elect Ms. Ruth Ralbag to the Board of Directors for a three-year term as an external director, effective as of the date of this Meeting.

The Board of Directors recommends a vote FOR approval of the proposed resolution.

Item 2 – Re-election of Directors & Item 3 – Election of Directors

In recent years, we strengthened our Board of Directors with the addition of new highly qualified and talented directors, including directors with experience in global chemical companies and other qualifications, adding expertise as well as diversity to our Board of Directors. Mr. Merszei is independent under the rules applicable to U.S. companies listed on the NYSE. Corporate governance remains a high priority, and we continue to evaluate the size and composition of the Board of Directors to ensure that it maintains dynamic, exceptionally qualified leadership.

At the Meeting: (1) six of our directors, Messrs. Johanan Locker, Avisar Paz, Aviad Kaufman, Sagi Kabla, Ovadia Eli and Geoffrey Merszei are proposed to be re-elected, effective immediately following the Meeting, each to hold office until the close of the next Annual General Meeting of Shareholders, unless any office is earlier vacated. All the directors that are up for re-election at the Meeting were elected at our last Annual General Meeting of shareholders; and (2) new directors, Messrs. Reem Aminoach and Lior Reitblatt, are proposed for election to our Board of Directors, to hold office until the close of our next Annual General Meeting of shareholders, unless their office is earlier vacated. Pursuant to article 86 of our Articles of Association regarding the Board of Directors'

authority, from time to time, to appoint directors to the Board in order to fill vacancies or for any other reason, to serve until the next Annual General Meeting of the Company following the appointment, the Board of Directors has appointed Mr. Aminoach as director of the Company at its meeting of March 14, 2017 and Mr. Lior Reitblatt as director of the Company at its meeting of November 7, 2017. The Audit Committee determined at its meeting of November 7, 2017 that Mr. Lior Reitblatt complies with all the qualifications of an independent director under the Israeli Companies Law. Messrs. Aminoach and Reitblatt are independent under the rules applicable to U.S. companies listed on the NYSE.

Mr. Eckhaus will complete his service as a board member on the date of our Annual General Meeting after about 3 years of serving of the company's board.

Mr. Johanan Locker, our Chairman of the Board, was first appointed as director in the Extraordinary Shareholders Meeting held on August 29, 2016, and re-elected later on at the Annual General Meeting held on January 3, 2017.

The nominees, if re-elected or elected, as the case may be, at the Meeting, together with our two external directors (as such term is defined under the Israeli Companies Law), will constitute our entire Board of Directors. Each of the nominees has confirmed that he or she complies with all qualifications of a director under the Israeli Companies Law and thus is qualified to serve on our Board of Directors. The Board of Directors has determined that Mr. Reem Aminoach and Mr. Lior Reitblatt has "financial and accounting expertise", as defined in the regulations promulgated under the Israeli Companies Law. We believe that the election of Messrs. Aminoach and Reitblatt will enhance the professionalism and experience of our Board of Directors as well as the alignment between our Board and shareholders.

According to our Articles of Association, a majority of the members of our Board of Directors must be both citizens and residents of Israel. The approval of at least a majority of the voting rights represented at a shareholders' meeting and voting on the matter is generally required to remove any of our directors from office (other than external directors). If the office of a director becomes vacant and no other director is elected and/or appointed in his or her place, the remaining directors may act in any matter as long as there are no less than seven remaining directors. If there are less than seven directors serving on the Board, they shall convene a general meeting of the shareholders of the Company as soon as possible to elect directors, and until the convening of such meeting, the remaining directors may take essential actions only. We are not aware of any reason why any of the nominees, if re-elected or elected, as the case may be, would be unable to serve as a director.

If elected, each director who is not an employee of Israel Corp. (the directors who are employees of Israel Corp. will be referred to as "**IC Directors**") and is not an executive of the Company or the Executive Chairman of the Board (for purposes of this proxy, the directors who are neither IC Directors nor executives nor the Executive Chairman of the Board will be collectively referred to as "**Non-Executive Directors**"), will be entitled to receive compensation as detailed in Item 6. 'Directors, Senior Management and Employees' – B. 'Compensation' in our 2016 20-F. The IC Directors, Avisar Paz and Sagi Kabla, do not receive additional cash compensation for their services as Company directors. Instead, such fees are included in the annual management fees we pay to Israel Corp. pursuant to our agreement with them. For the avoidance of doubt, Mr. Aviad Kaufman is considered a Non-Executive Director. The 2015 AGM (as defined in Item 4 below), approved the assignment to Millennium of the cash compensation paid by the Company to Mr. Aviad Kaufman, from time to time (See "Principal Ordinary Shareholders" above for more information about Millennium) Our Executive Chairman of the Board, Mr. Johanan Locker, does not receive any additional compensation for his services other than the compensation approved to him by our shareholders on August 29, 2016 and on August 2, 2017.

If elected or re-elected, as the case may be, and subject to the shareholders' approval, each of our Non-Executive Directors and IC Directors will be entitled to receive equity based compensation as detailed in Section 4 below.

Furthermore, if elected or re-elected, as the case may be, each director will be entitled or will continue to be entitled to insurance, indemnification and exculpation arrangements.

A brief biography of each nominee is set forth below:

Johanan Locker. Mr. Johanan Locker serves as director since April 2016 and as Chairman of the Board since August 2016. Prior to joining our Board, Mr. Locker was the CEO of Clal Heavy Industries and Real Estate Ltd. (2014-2016). He served as chairman of the boards of several companies, including Beit Shemesh Engines, Hadera Paper, the Golf & Co. Group and Clal Sun. He was also a board member of Mashav Initiating and Development, Taavura Holdings and Jafora-Tabori. Mr. Locker served as strategic consultant of Clal Industries Ltd. (2013-2014) and as the Military Secretary to the Prime Minister of Israel (2010-2012). Mr. Locker holds the military rank Major General (reserve), held various command positions in the Israeli Air Force, among them IAF chief of staff, deputy IAF commander (2008-2010), head of Air Division (2005-2008), commander of the Hatzerim IAF Base (2001-2004) and head of the Planning Division (1997-2001). Mr. Locker held several positions in the operational headquarters of the Israeli Air Force (1994-1996) and served as a fighter squadron commander (1991-1994). He is also the Chairman of the Friends of Soroka Medical Center Association. Mr. Locker holds a BA in Economics and Business Administration (with honors) from the Bar Ilan University and an MA in Public Administration from the Kennedy School of Government at Harvard University.

Avisar Paz. Mr. Paz serves as director since April 2001. He is the CEO of Israel Corporation and was previously Israel Corporation's chief financial officer. Mr. Paz serves as director in various subsidiaries of Israel Corporation. He serves as director in Oil Refineries Ltd. Mr. Paz holds a BA in Economics and Accounting from Tel Aviv University.

Aviad Kaufman. Mr. Kaufman serves as director since March 2014. He is the chief financial officer of Quantum Pacific (UK) LLP, and chairman of the board of Israel Corporation Ltd. He is also a director of Kenon Holdings Ltd. and IC Power Ltd., each of which may be considered associated with the same ultimate beneficiary, Mr. Idan Ofer. Mr. Kaufman served as chief financial officer of Quantum Pacific Advisory Limited (2008-2012). He served as director of international taxation and held various senior corporate finance roles at Amdocs Ltd. (2002-2007). Previously, Mr. Kaufman held various consultancy positions with KPMG. Mr. Kaufman is a certified public accountant and holds a BA in Accounting and Economics from the Hebrew University of Jerusalem (with honors), and an MBA majoring in Finance from Tel Aviv University.

Ovadia Eli. Mr. Eli serves as director since August 2011. He served as chairman of the board of the Israel Airports Authority, Shmanim Basisim Haifa Ltd. and I.C.P.I. He was a member of the boards of directors of Salt Industries Israel Ltd., Shaarei Ribit Ltd., Zim Integrated Shipping Services Ltd. and OPC Rotem Ltd. Mr. Eli serves as chairman of Oil Refineries Ltd. Mr. Eli holds a BA in Educational Counseling and Bible Studies from the Haifa University and is a graduate of the Lifshitz Teachers Academy, Jerusalem.

Geoffery Merszei. Mr. Merszei serves as director since February 2015. He serves as chairman of the board of ZolenzaAG, Switzerland. From 1977 to 2001 and from 2005 to 2013, Mr. Merszei served in a number of positions at The Dow Chemical Company, including as its executive vice president (2005 to 2012) and chief financial officer (2005 to 2009), during which time he also served on Dow's board (2005 to 2009). Mr. Merszei was CEO and chairman of the board of Dow Europe, the Middle East and Africa (2009 to 2012). In 2001 Mr. Merszei left Dow to be executive vice president and chief financial officer of Alcan Inc. He returned to Dow in July 2005. Mr. Merszei has served as a lead director of the Dow Corning Corporation (2005 to 2010) and as a director of the Chemical Financial Corporation and Chemical Bank (2006 to 2010). Mr. Merszei previously served as an executive committee member of the European Chemical Industry Council (CEFIC) (2009 to 2012). Mr. Merszei holds a BA in Economics from Albion College, Michigan, U.S.A.

Sagi Kabla. Mr. Kabla serves as chief financial officer of Israel Corporation since December 2015. He serves as director in Bazan Group and previously served as senior director, business development, strategy and IR in Israel Corporation. Prior to joining Israel Corporation, Mr. Kabla held various positions at KPMG Corporate Finance. Mr. Kabla was qualified as a CPA in Israel and holds a BA in Accounting and Economics from Bar-Ilan University and an MBA (Finance) from the College of Management.

A brief biography of the nominees that are up for election under Item 3 hereto is set forth below:

Reem Aminoach. Mr. Aminoach is a certified public accountant, with a BA in accounting and economics (academic honors, Dean's honor list) and an MBA in business administration, both from Tel-Aviv University. Until recently, Mr. Aminoach served as the founding partner of Shtainmetz Aminoach & Co., Certified Public Accountants. Mr. Aminoach held the military rank of brigadier general (res.) and served as Head of Budgets at the Ministry of Defense and as financial advisor to the IDF Chief of Staff. Mr. Aminoach served a director at Ofer Bros. Ltd. and as director and chairman of the audit committee at Zim Ltd. (a member of the Israel Corporation Group). Mr. Aminoach was also a member of the Board of Governors of Hadassah Hospital.

Lior Reitblatt. Mr. Reitblatt has held various positions, including among others CEO of Super-Pharm (1994-2013), chairman of the board of Super-Pharm (2013-2015), chairman of the board of Life Style Ltd. (2010-2015) and member of the board of Office Depot Ltd. (1994-2008). Mr. Reitblatt holds a BA in accounting and economics from Tel Aviv University and an MBA from the University of California, Berkeley.

Required Approval

The affirmative vote of the holders of a majority of the voting power in the Company present at the Meeting, in person or by proxy, and voting on the matter, is required for the approval of the election of each of the directors set forth above.

Item 2 – Proposed Resolutions

It is proposed that at the Meeting the following resolutions be adopted:

RESOLVED, that Johanan Locker be re-elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Avisar Paz be re-elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Aviad Kaufman be re-elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Sagi Kabla be re-elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Ovadia Eli be re-elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Geoffery E. Merszei be re-elected to the Board of Directors of the Company, effective immediately.

The Board of Directors recommends a vote FOR approval of the proposed resolutions.

Item 3 – Proposed Resolutions

It is proposed that at the Meeting the following resolutions be adopted:

RESOLVED, that Reem Aminoach be elected to the Board of Directors of the Company, effective immediately.

RESOLVED, that Lior Reitblatt be elected as to the Board of Directors of the Company, effective immediately.

The Board of Directors recommends a vote FOR approval of the proposed resolutions.

Item 4 – Approval of equity compensation for 2018 to certain directors and assignment of the equity compensation (or of the economic benefit thereof) of certain directors to Israel Corporation Ltd..

On December 23, 2015, the Annual General Meeting of Shareholders (the "**2015 AGM**") approved a 'relative cash compensation' for Non-Executive Directors (including external directors), who shall serve from time to time, in accordance with Section 8A of the Companies Regulations (Rules Regarding Compensation and Expenses to External directors), 5760-2000 (the "**Compensation Regulations**"), which consists of a fixed annual fee in the amount of NIS 365,000 (currently equivalent to approximately \$104,585) and a per meeting attendance fee in an amount equal to the lowest fee payable to external directors of companies of ICL's size pursuant to the Compensation Regulations, as adjusted from time to time currently equals NIS 2,391 (equivalent to approximately \$685) per meeting for directors who do not meet the qualifications of an expert director and NIS 3,180 (equivalent to approximately \$911) per meeting for directors who meet the qualifications of expert director. As per the shareholders' approval in the extraordinary shareholders meeting that was held in February 26, 2015, we pay the same cash and equity based compensation to all of our Non-Executive Directors, whether or not they are external directors, all in accordance with the Compensation Regulations. Accordingly, any changes to the directors' compensation made from time to time, which require shareholder approval under Israeli law, including grants of additional equity based compensation, apply and will apply to all of our Non-Executive Directors, whether or not they are external directors. In addition, we grant equity to each of our IC Directors on the same terms and conditions as our Non-Executive Directors. For more information, please see our proxy statements dated January 26, 2015, November 23, 2015 and December 1, 2016. The Company also covers and/or reimburses its directors for expenses (including travel expenses) incurred in connection with meetings of the Board and its committees or performing other services for the Company in their capacity as directors, in accordance with the Company's Compensation Policy and the Compensation Regulations. At the Meeting, we will also ask our shareholders to approve an annual equity grant award for 2018, to each of our Non-Executive Directors and to each of our IC Directors who shall serve from time to time. The fixed and per meeting fees that were approved by the shareholders in the 2015 AGM will remain unchanged.

Under the Israeli Companies Law, the compensation of directors must comply with the company's compensation policy and requires the approval of the Compensation Committee, Board of Directors and shareholders, in that order. Subject to the approval of the shareholders, on November 27, 2017 and on December 5, 2017, respectively, our Human Resources and Compensation Committee (the "**Compensation Committee**") and our Board of Directors, approved the equity grant terms set forth below, which is in compliance with the terms and conditions of the Company's Compensation Policy for Office Holders, as approved by the shareholders in the Extraordinary General Meeting held on August 29, 2016.

Equity based compensation:

The proposed equity based compensation consists of an annual grant award for 2018¹, in the form of restricted Ordinary Shares to each Non-Executive Director and IC Director with a value per grant of approximately NIS 310,000 (currently equivalent to approximately \$88,825) (the “**Restricted Shares**”).

Based on the indicative closing price of the Ordinary Shares on the TASE on the trading day immediately preceding the date of the Board's approval of the grant, or NIS 14.29 (currently equivalent to approximately \$4.09) per share, each applicable director will be entitled to 21,693 Restricted Shares. The actual amount of shares per director, however, will be determined according to the closing price of the Ordinary Shares on the TASE on the trading day immediately preceding the date of the 2018 Annual General Meeting. The Restricted Shares will fully vest in three tranches over a period of three years, as follows: (i) 33.33% will vest on the first anniversary of the date of the Meeting; (ii) 33.33% will vest on the second anniversary of the date of the Meeting; and (iii) 33.33% will vest on the third anniversary of the date of the Meeting. If an eligible director is appointed by the Board of Directors prior to our next Annual General Meeting of Shareholders, he or she will receive a pro-rata amount of such equity based compensation on the same terms and conditions as the other serving directors, *mutatis mutandis* (while the amount of Restricted Shares that will be granted will be calculated based on the closing price of the Ordinary Shares on the TASE on the trading day immediately preceding the date of his or her appointment).

Vesting of the Restricted Shares would fully accelerate if the holder thereof ceases to serve as a director of the Company, unless he ceased to hold office due to those certain circumstances regarding early termination of office or imposition of enforcement measures, as set forth in section 231-232a and 233(2) of the Israeli Companies Law.

Assuming the re-election or election at the Meeting, as the case may be, of the IC Directors and Non-Executive Director nominees named in this Proxy Statement, an aggregate amount of 188,079 Restricted Shares will be issued to 9 directors pursuant to this resolution, constituting approximately 0.0001% of the issued and outstanding share capital of the Company and approximately 0.0001% of the voting rights (approximately 0.0001% of the issued and outstanding share capital of the Company and approximately 0.0001% of the voting rights, on a fully diluted basis).

The Restricted Shares are governed by our Equity Compensation Plan (2014), as amended in June 2016 (the “**Equity Plan**”), as partially described herein. In the event of a contradiction between the terms set forth in the Equity Plan and the terms set forth in this Proxy Statement, the terms set forth in this Proxy Statement shall prevail.

In accordance with the Equity Plan, the Board has determined that vesting of the Restricted Shares would fully accelerate if the holder thereof ceases to serve as a director of the Company, unless he ceased to hold office due to those certain circumstances regarding early termination of office or imposition of enforcement measures, as set forth in section 231-232a and 233(2) of the Israeli Companies Law.

The Restricted Shares granted to Israeli residents will be issued pursuant to the capital gains route under Section 102 of the Israeli Income Tax Ordinance [New Version], 1961, which, among other things, conditions the applicable tax benefits upon restricted shares being held by a trustee for two years after the date of grant. Section 102 may not be applicable to the Restricted Shares granted to non-Israeli residents. The Restricted Shares of these offerees will be deposited with the trustee

¹ The General Meeting of Shareholders on January 3, 2017, approved an equity grant for 2017, allocation of 18,303 restricted shares to each of our directors (excluding the Chairman of the Board, Mr. Johanan Locker), who serve from time to time, for no consideration, in accordance with the Company's Equity Plan (as defined below). Furthermore, as approved by the 2015 AGM and by the General Meeting of Shareholders held on January 3, 2017, directors employed by Israel Corp. and Mr. Aviad Kaufman will assign their restricted shares (or the economic benefit thereof) to Israel Corp.

without the lock-up provision referenced above.

Until vested, the Restricted Shares will not be transferable and will be held by the trustee (subject to assignment of the Restricted Shares (or of the economic benefit thereof) to Israel Corp., as specified below). Any dividends or other distribution paid in respect of unvested Restricted Shares will be held in trust by the trustee until such shares have vested. The voting rights in respect of unvested Restricted Shares will be exercised by the trustee.

In accordance with the Equity Plan, the Board of Directors has determined that the holder of the Restricted Shares will not pay the par value of the Restricted Shares upon their grant and that the Company will capitalize a portion of its profits into share capital in an amount equal to the par value, all in accordance with Section 304 of the Israeli Companies Law.

Reasons for the Proposal

We believe that by granting equity based compensation we provide direct economic alignment between our directors and shareholders. The proposed vesting schedule of the Restricted Shares is in line with our Compensation Policy for Officeholders, as approved by our shareholders on August 29, 2016, that provides for a gradual three-year vesting schedule. Furthermore, the applicable provisions of the Compensation Regulations require that all of our Non-Executive Directors receive the same compensation.

Given the three-year vesting schedule, which is longer than the vesting schedules of directors' equity grants in many other companies, we have decided not to impose a minimum share ownership requirement on our directors. We may consider imposing minimum share ownership requirements in future grants.

The Compensation Committee and Board of Directors noted in their approval that the proposed equity compensation, together with the cash compensation paid to our directors, is intended to compensate our Non-Executive Directors for their services and their contributions to our development and in order to help ensure the Company's continued ability to attract and retain Board members of the highest professional level and reputation, domestically and internationally. In particular, the Compensation Committee and Board of Directors noted that the purpose of the proposed grant of Restricted Shares is to motivate the directors to seek to enhance long-term shareholder value by aligning their interests with those of our shareholders. They further noted that the overall compensation of the directors, including the proposed equity grant are reasonable, taking into consideration, among other things, the amount of time and effort required by our directors and their additional responsibility in light of our dual listing on the TASE and NYSE. Finally, the proposed equity based compensation, along with the overall compensation package for our Non-Executive Directors, is meant to provide the same compensation to all of our Non-Executive Directors, whether or not they are external directors. In light of all of the above, the Compensation Committee and Board of Directors stated that the proposed compensation is in the best interest of the Company and our shareholders.

Assignment to Controlling Shareholders

We have been informed that all of our IC Directors and Mr. Aviad Kaufman (who serve as chairman of the board of directors of Israel Corp.), Avisar Paz and Sagi Kabla will assign their Restricted Shares (or the economic benefit derived therefrom) to Israel Corp.

We are asking our shareholders to approve such assignments.

Required Approval

Pursuant to the Israeli Companies Law and the Compensation Regulations, the approval of the equity compensation of our Non-Executive Directors (excluding Mr. Kaufman) requires the affirmative vote of a majority of the Ordinary Shares present, in present or by proxy, and voting on the matter, provided that either: (i) at least a majority of the shares of non-controlling shareholders and

shareholders who do not have a personal interest in the resolution (other than a personal interest that is not the result of the shareholder's relationship with a controlling shareholder) are voted in favor thereof (abstentions and brokers' non-vote are disregarded); or (ii) the total number of shares of non-controlling shareholders and of shareholders who do not have a personal interest in the resolution who voted against it does not exceed two percent of the outstanding voting power in the Company.

The Israeli Companies Law requires that each shareholder voting on this proposal specifically indicate whether or not the shareholder has such a personal interest. Otherwise, the shareholder is not eligible to vote on this proposal. According to the Israeli Companies Law, a "personal interest" of a shareholder (i) includes a personal interest of the shareholder and any members of the shareholder's family, family members of the shareholder's spouse, or a spouse of any of the foregoing, or a personal interest of a company in which the shareholder (or such family member) serves as a director or the CEO, owns at least 5% of the shares or holds 5% of the voting rights or has the right to appoint a director or the CEO; (ii) includes a personal interest of anyone voting by proxy or granting a proxy with respect to the proposal; and (iii) excludes an interest arising solely from the ownership of our Ordinary Shares.

A shareholder shall notify the Company prior to the Meeting, whether the shareholder constitutes a controlling shareholder in the Company or has a personal interest in the proposal or not, as a condition for that shareholder's right to vote and be counted. Shareholders who will not attend the Meeting in person should follow the instructions on the form of proxy card or form of written ballot or ISA's electronic voting system form, as applicable, to indicate whether or not they have a personal interest in this matter.

Our controlling shareholders may have a personal interest in the equity compensation of our IC Directors and Mr. Kaufman and the assignment of their compensation (or the economic benefit derived therefrom) to Israel Corp. Accordingly, pursuant to the Israeli Companies Law, the approval of the equity compensation of our IC Directors and Mr. Kaufman and the assignment of their compensation to Israel Corp., requires the affirmative vote of a majority of the shares present, in person or by proxy, and voting on the matter, provided that either (i) at least a majority of the shares of shareholders who do not have a personal interest in the resolution are voted in favor thereof (abstentions and brokers' non-vote are disregarded); or (ii) the total number of shares of shareholders who do not have a personal interest in the resolution who voted against it does not exceed two percent of the outstanding voting power in the Company.

The Israeli Companies Law requires that each shareholder voting on this proposal indicate whether or not the shareholder has such a personal interest. Otherwise, the shareholder is not eligible to vote on this proposal. See discussion of personal interest above.

A shareholder shall notify the Company prior to the Meeting, whether the shareholder has a personal interest in the proposal or not, as a condition for that shareholder's right to vote and be counted. Shareholders who will not attend the Meeting in person should follow the instructions on the form of proxy card or form of written ballot or ISA's electronic voting system form, as applicable, to indicate whether or not they have a personal interest in this matter

Proposed Resolutions

It is proposed that at the Meeting the following resolutions be adopted:

"RESOLVED, that the equity based compensation of the Company's Non-Executive Directors who shall serve from time to time, whether or not they are external directors, other than Mr. Aviad Kaufman, all as described in Item 4 of the Proxy Statement, be, and the same hereby are, approved.

RESOLVED, that the equity based compensation of the IC Directors who are employed by Israel Corporation Ltd. and the equity based compensation terms of Mr. Kaufman, all as described in Item 4 of the Proxy Statement, be, and the same hereby are, approved.

RESOLVED, that the assignment to Israel Corp. of the equity based compensation of the IC Directors, from time to time, who are employed by Israel Corp. and the assignment to Israel Corp. of the equity based compensation of Mr. Kaufman, who serve as chairman of the board of directors of Israel Corp. (or the assignment of the economic benefit thereof), all as described in Item 4 of the Proxy Statement, be, and the same hereby are, approved.”

The Board of Directors recommends a vote FOR approval of the proposed resolutions.

Item 5 – Approval of Renewal of the Management Services Agreement with Israel Corp.

On February 26, 2015, our shareholders approved the renewal of the Management Agreement for the supply of management services between us and Israel Corp., for an annual management fee of \$1,000,000 plus VAT (the “**Management Agreement**”) effective until December 31, 2017 and its amendment so it will include a provision regarding an increase of the management fee to \$3,500,000 plus VAT, in the event management services will include the services of an Executive Chairman of the Board appointed by IC. Since the term of the Management Agreement will expire on December 31, 2017, we propose to renew the agreement, effective retroactively as of January 1, 2018, for an additional term of three years, expiring on December 31, 2020. The Compensation Committee and the Board of Directors reviewed the management fees paid by companies in the "TASE 35" index and took into account the unique facts and circumstances of the Company. The other terms of the Management Agreement shall remain unchanged.

The Management Agreement was approved by the Audit and Accounting Committee and by the Board of Directors on December 4, 2017 and December 5, 2017, respectively. The following is a summary of the other principal terms of the Management Agreement:

- (1) Israel Corp. will grant the Company and its subsidiaries, throughout the term of the Management Agreement, management services in areas of their activities, which include service of certain Israel Corp. officeholders as directors in the Company, regular general advice, including professional, financial, strategic, advocacy and managerial advice (the “**Management Services**”). The parties to the Management Agreement may decide by mutual consent that the scope of the Management Services should be expanded to additional areas.
- (2) The Management Services will be granted to the Company and its subsidiaries by officers and/or officeholders of Israel Corp., and if necessary also by employees and/or consultants of Israel Corp., depending on the needs of the Company and the subsidiaries.
- (3) The annual management fee of \$1 million plus VAT will be paid in 12 monthly installments, with the payment for each calendar month to be made in the following calendar month against the issuance of a lawful tax invoice by Israel Corp. Each payment will be made in New Israeli Shekels at the representative exchange rate of the dollar known on the date of payment. In the event management services will include the services of an Executive Chairman of the Board appointed by IC, the annual management fee will increase to \$3,500,000 plus VAT.
- (4) During the term of the Agreement, the Company will not pay cash compensation to its directors who are employed by Israel Corp.
- (5) The Management Agreement is for a term of three (3) years, and will be in force as of January 1, 2018 and until December 31, 2020. At the end of the term of the Management Agreement, the parties to the Management Agreement may decide to extend it, subject to the approvals required under applicable law.

Required Approval

Since Israel Corp., our controlling shareholder, has a personal interest in this resolution, pursuant to the Israeli Companies Law, the approval of this resolution requires the affirmative vote of a majority of the shares present, in person or by proxy, and voting on the matter, provided that either (i) at least a majority of the shares of shareholders who do not have a personal interest in the

resolution are voted in favor thereof (abstentions and brokers' non-vote are disregarded); or (ii) the total number of shares of shareholders who do not have a personal interest in the resolution who voted against it does not exceed two percent of the outstanding voting power in the Company.

The Israeli Companies Law requires that each shareholder voting on this proposal indicate whether or not the shareholder has such a personal interest. Otherwise, the shareholder is not eligible to vote on this proposal. See the discussion of personal interest above.

A shareholder shall notify the Company prior to the Meeting, whether the shareholder has a personal interest in the proposal or not, as a condition for that shareholder's right to vote and be counted. Shareholders who will not attend the Meeting in person should follow the instructions on the form of proxy card or form of written ballot or ISA's electronic voting system form, as applicable, to indicate whether or not they have a personal interest in this matter

Proposed Resolution

It is proposed that at the Meeting the following resolution be adopted:

RESOLVED, to approve the renewal of the Management Agreement with Israel Corp. as described in the Proxy Statement."

The Board of Directors recommends a vote FOR approval of the proposed resolution.

Item 6 - Approval of the Agreement with Energean Israel Limited for the purchase of natural gas by the Company ("Energean" and the "Agreement", respectively)

Background

The Company's facilities in Israel use large amounts of energy, and accordingly, energy constitutes a significant component of the costs involved in the production of some of the Company's products.

In order to operate its facilities in Israel, the Company uses, among other sources, natural gas as a source of energy. The Company intends to utilize its present gas contracts and thereafter to enter into new gas contracts in order to run a new power plant which is currently under construction in Sodom. The new power plant is intended to supply electricity and steam requirements for the Company's production facilities in Sodom. The Company is striving to become a leader in reduction of emissions, in general, and "Green House Gas" emissions, in particular. The Company's efforts include the strategic conversion of its main production facilities to natural gas combustion, as increased use of natural gas in the Company's facilities is expected to significantly reduce emissions of pollutants in the area surrounding them, improve the quality of the output, reduce maintenance expenses and lead to significant monetary savings due to the transition from the use of more expensive fuels.

Tamar Group² is the Company's main supplier of natural gas in recent years, while gas supply from the Tamar gas field provides all of the Company's gas requirements in Israel.

As far as the Company is aware, the Tamar Group will be the sole supplier of natural gas to the Israeli economy, until the end of 2019 at the earliest.³ In 2015-2016, the Israeli government approved an outline for the increase of the quantity of natural gas produced at the Tamar gas field and the swift development of the Leviathan, Karish and Tanin gas fields, as well as other gas fields, subject to issuance of an exemption from restrictive trade arrangement under Section 52 of the

² As of the date of this Proxy Statement, Nobel Energy Mediterranean Limited, Isramco Negev 2, Delek Drilling Limited Partnership, Dor Gas Exploration Limited Partnership, Tamar Petroleum Ltd and Everest Infrastructures Limited Partnership ("**Tamar Group**").

³ To the best knowledge of the Company, Israel's Electric Company imports natural liquid gas and under certain conditions may sell small quantities of gas from this source.

Restrictive Trade Practices Law, 5748-1988 (in this Item 6: the “**Gas Outline**”). Approval of the exemption was issued on December 17, 2015. In December 2016, Energean acquired its holdings in the Karish and Tanin natural gas fields as part of the timetables provided by the Gas Outline. Development of the Karish and Tanin gas fields has yet to begin.

The Company was party to a long-term supply agreement, for purchasing gas from the Tamar Group, which expired on September 30, 2017. The Company is currently purchasing gas from Tamar pursuant to an arrangement which extends the current agreement until January 31, 2018, and the Company intends to sign a back-up agreement with Tamar at the appropriate time which will, subject to certain limitations, enable the option to continue purchasing gas from Tamar at the prices set by the Gas Outline, until the end of year 2025 (the “**Back-up Agreement**”). In anticipation of the expiration of the aforesaid long term supply agreement, the Company entered into negotiations with Tamar, the owners of the rights to the Leviathan gas field (“**Leviathan**”) and with Energean Israel Limited (“**Energean**”), the owners of the rights to the Karish and Tanin gas fields, for the purpose of entering into a new long term supply agreement for natural gas. As a result of these negotiations, the Company concluded that the terms that Energean was offering, when accompanied by the option of the Back-up Agreement, are the most beneficial terms and conditions.

The Term Sheet and engagement in natural gas purchase Agreements

On August 8, 2017 the Company announced its execution of a non-binding term sheet (the “**Term Sheet**”) with Energean, the owner of holdings in the Karish and Tanin natural gas fields, for the purchase of natural gas to be used in the operation of its power plants in Sodom and the Company’s other facilities in Israel. The negotiations with Energean were conducted by the Company concurrently and jointly with Oil Refineries Ltd. (“**Bazan**”) ⁴ and OPC Energy Ltd. ⁵ (“**OPC**”) (hereinafter, jointly: the “**Group Companies**”). The conducting of negotiations by the Group Companies was designed to benefit each of them, in order to improve the bargaining position of each vis-à-vis Energean, and in order to achieve improved terms for the purchase of natural gas for each of the Group Companies according to its particular needs and characteristic gas consumption, as well as to equally serve the independent interests of each of the Group Companies.

Each of the Group Companies entered into a separate agreement on December 6, 2017 for the purchase of natural gas by it (subject to the fulfilment of certain contingent conditions). The Company’s Agreement provides that a breach or termination of any of the agreements of the other Group Companies will not affect the Company’s Agreement and, to the Company’s knowledge, the agreements of each of the other Group Companies have similar provisions with respect to a breach of the Company’s Agreement or of the agreements of the other Group Companies. ⁶ To the Company’s best knowledge, each of the Group Companies are acting to bring their said engagement with Energean for approval by their respective authorized organs, including their shareholders.

The Independent Committee

The Company believes that the joint negotiations held by the Group Companies and the advantages they realize as a result of the joint purchasing power, creates separately for each of the Group Companies, on the one hand, and all the Group Companies together, on the other, a clear

⁴ A public company, one of its controlling parties is Israel Corp., which its controlling shareholders are related to Kenon Holdings Ltd.

⁵ OPC is a public company. As was reported to the Company, OPC sees Kenon Holdings Ltd. (“**Kenon**”) as its controlling shareholder for the purposes of the Israeli Securities Law. Kenon is a company whose shares are listed on the New York Stock Exchange (NYSE) and on the Tel Aviv Stock Exchange Ltd. To the best knowledge of OPC, 58% of Kenon’s share capital is held by Ansonia Holdings Singapore BV, a private company incorporated in the Netherlands, which is held in full indirectly by a foreign discretionary trust that Mr. Idan Ofer is the beneficiary of. and approximately 11.7% of Kenon’s share capital is held by XT Investments Ltd., a private company incorporated in Israel, wholly owned by XT Holdings Ltd. (mentioned above).

⁶ It would be noted that each of the Group Companies also engaged in a separate Term Sheet.

economic interest in entering into the transaction and constitutes as a result thereof a personal interest for each of the Group Companies in entering into the Agreement. This personal interest of the Group Companies creates a personal interest for Israel Corp., and its and OPC's indirect controlling shareholder (the "**Controlling Shareholders' Personal Interest**"). Due to the abovementioned personal interest and based on a legal opinion the Company received, on August 2, 2017, the Board of Directors (the "**Board**"), appointed a special ad-hoc committee (the "**Independent Committee**") comprised solely of independent 'external directors' who are unaffiliated with the controlling shareholders. The members of the Special Committee are Mr. Yaacov Dior, who also acts as the chairman of the committee, and Dr. Miki Haran. The Company also decided, at that time, that any definitive agreement with Energean would further be subject to shareholder approval, as would ordinarily be required under the Israeli Companies Law with respect to extraordinary transactions of public companies in which its controlling shareholder has a personal interest. The Board of Directors authorized the Independent Committee, among other things, to independently examine, direct and manage, on behalf of the Company, the negotiations with respect to a possible definitive agreement, including designating the persons who will conduct the actual negotiations on behalf of the Company (the "**Negotiating Team**"), subject to the direction and guidance of the Committee and who will report to the Committee.

Main principles of the Agreement

Quantity of gas purchased – The annual total quantity of gas which the Company is expected to purchase within the Agreement is 0.85BCM per year during the entire expected supply period (**the "Total Contractual Quantity"**). The Total Contractual Quantity is designed to satisfy the total gas consumption of the Company (existing and expected as of the date hereof) during the Agreement period.⁷

Agreement period – The Agreement shall remain in effect until the earlier of (i) the lapse of 15 years from the date of commencement of gas supply, after conclusion of the test-run period (the "**Commercial Operation Date**"); or (ii) the completion of supply of the entire Contractual Quantity by Energean to the Company. In case, upon the lapse of 14 years after the Commercial Operation Date, the Company has not taken a quantity equal to 90% of the Total Contractual Quantity, each party may extend the Agreement by an additional period concluding at the earlier of (i) completion of consumption of the Total Contractual Quantity; or (ii) the lapse of 18 years after the Commercial Operation Date. Notwithstanding the aforesaid, the Company may terminate the Agreement before the end of the contractual period upon the occurrence of certain circumstances specified in the Agreement.

Consideration – The price of natural gas will be determined according to an agreed formula which is based as a whole, on a linkage to the electricity generation component and includes a minimum price. The total financial amount of the Agreement may reach USD 1.9 billion (assuming consumption of the maximal quantity under the Agreement and in accordance with the gas price formula as in effect at the date hereof), and mainly depends on changes to the electricity production tariff and the scope and rate of gas consumption. The actual financial amount could vary materially from this estimate.

"Take or pay" mechanism – The Agreement includes a "take or pay" mechanism, wherein the Company has undertaken to pay for a minimal quantity of natural gas, even if not consumed (the "**TOP Quantity**"). Under certain circumstances, wherein the Company has paid for a natural gas quantity not actually consumed, or has purchased a gas quantity exceeding the TOP Quantity, the Company may, subject to certain restrictions and conditions provided for in the Agreement, accumulate such quantity for a limited period, and exercise it within the framework of the Agreement. The Agreement includes a mechanism enabling the assignment of such rights between the Group Companies in the

⁷ The Company's expected gas consumption is a forward looking statement, which there is no certainty regarding its realization. The actual volume of gas consumption may be different due to increase in future production or unexpected shut down of certain facilities.

event that they are not used until a date close to their expiry date. It should be noted that the Company has not entered into any agreement with any Group Companies regarding the exercise of such right to assign, if and to the extent it will exist, and the terms of any such agreement will be agreed prior to, if at all, the assignment of any such rights and shall be brought for approval in accordance with the prevailing law.

Undersupply – The Agreement includes provisions arranging the parties' conduct and settling of accounts between them in case of undersupply of gas as compared to the quantity of gas nominated by the Company. This mechanism includes certain compensation to the Company which will be granted as an agreed discount in relation to the gas quantity purchased in the following months. Furthermore, the Agreement provides that in case of a declaration of a State of Emergency in the Natural Gas Industry (as defined in the Natural Gas Industry Law, 5762-2002), Energean will act in accordance with the Natural Gas Industry Regulations (Management of the Natural Gas Industry in Times of Emergency), 5777-2017 (**the "Back-up Regulations"**) as pertains to the supply of natural gas from an alternative supplier.

Contingent terms – The Agreement is subject to the fulfilment of conditions precedent, as follows:

- (1) Receipt of approval of the Agreement by the Israel Antitrust Authority ("**IAA**"). In case such approval is not obtained within six months of signing the Agreement, each party may terminate the Agreement subject to giving advance notice.
- (2) Furthermore, with respect to the Company it was determined that the receipt of approval of the General Meeting convened pursuant to this Proxy within 180 days from the date of signing the Agreement, is a condition precedent. .
- (3) With respect to Energean, a condition precedent to the Agreement is financial closing of its project to develop the Karish and Tanin Gas Fields. Insofar as that condition precedent is not fulfilled by December 31, 2018, each of the parties may terminate the Agreement by prior notice agreed upon and provided that the condition precedent was not fulfilled during the advance notice period.

Milestones – The Agreement states that Energean expects the date of completion of development of the Karish field and the beginning of the gas flow, will occur between August 1, 2020 and November 30, 2020.⁸ The Agreement provides milestones for execution of the necessary actions for developing the field and until the final date for Commercial Operation as aforesaid, which, if not met, will allow termination of the Agreement. Under certain circumstances, certain compensation will be provided in the event of delay in the Commercial Operation Date.

Early termination of the Agreement – The Agreement includes circumstances in which each of the Company and/or Energean may terminate the Agreement before the end of the contractual period, including in cases of prolonged non-supply, damage to collaterals, etc.

Additional arrangements – The Agreement includes additional provisions and arrangements acceptable in natural gas purchase agreements, regarding maintenance, gas quality, limitation of liability, buyer and seller collaterals, liens and assignments, dispute resolution and operational mechanisms.

The approval process

⁸ It should be noted that the information regarding the expected dates stated above, including the expected date for the completion of the field, constitutes a forward-looking statement, as defined in the Israeli Securities Law, which is conditional and depends on a number of factors, including factors beyond the Company's control. In practice, delays may occur, and such information may not materialize or materialize in a manner materially different from the aforesaid, due to delays in manufacture, drilling of wells, installation of production facilities, reservoir risk.

The Independent Committee conducted a thorough review of the proposed transaction and of the Agreement in a long series of meetings. One of the Company's other independent directors pursuant to NYSE standards was invited to attend certain meetings of the Independent Committee, in order to receive additional insight from other independent directors and to keep him informed of the process and developments.

In performing its duties, the Independent Committee designated a Negotiating Team whose members are experienced and knowledgeable in natural gas transactions in Israel to conduct the negotiations on its behalf and engaged the services of external and independent economic advisors - BDO, a major accounting and consulting firm in Israel, to assist it in evaluating the terms of the proposed transaction as well as the risks involved. The Independent Committee together with the Audit and Accounting Committee (the "**Audit Committee**") further engaged their own independent legal advisor to advise them.

The Independent Committee, together with its independent economic advisors, reviewed the implications and application of the Israeli Gas Outline with respect to the proposed Agreement. The Committee received and discussed the opinion of its independent economic advisors, with respect to the economic benefit and risks of the Agreement, its terms and conditions and the available alternatives in the Israeli gas market.

The Committee also reviewed and discussed the differences between the Agreement and the corresponding agreements of Bazan and OPC as presented by the Negotiating Team, as well as the opinion of Perlman & Co. ("**Perlman**"), experts in economic consulting, including in the fields of natural gas, electricity and industry, who rendered an independent economic opinion at the request of all Group Companies, attached hereto as **Annex A**⁹. Perlman's opinion compared the terms of the Agreement and the terms of the corresponding agreements of Bazan and OPC with Energean, noting: (1) that each of the Company and the Group Companies undertook to purchase different quantities of natural gas in order to satisfy the total gas consumption requirements of each of them, respectively; (2) that certain differences exist in the formulation for the linkage of the gas contract price to the production component of electricity; (3) that the "Take or pay" quantities vary as a percentage of total contractual quantities; (4) that there are minor differences in payment terms; (5) that certain differences exist in the scheduled maintenance quantity; (6) that there are specific termination clauses in each agreement, and (7) that there are differences in arbitration provisions. Perlman concluded that in their opinion the differences between the agreements are not material and are reasonable under the circumstances, taking into account the inherent differences between each of the Company and the other Group Companies and that the agreements are on market terms.

In addition, per its request, the Independent Committee received a fairness opinion, from BDO, stating that according to their analysis, performed by a leading expert in the energy industry, the terms of the Agreement, when combined with the Back-up Agreement, are reasonable despite the risks, reflect reasonable market conditions, fairly compensate the Company for the increased risk associated with purchasing gas from Energean, a new and relatively small gas producer, and therefore represent an economically viable transaction. The economic expert opinion examined the terms of the proposed transaction compared to gas purchasing alternatives from the Tamar and Leviathan gas fields, in accordance with the Gas Outline and concluded that under the current Israeli gas market conditions, the Agreement constitutes the only alternative for a long-term gas agreement that enables a significant reduction in gas prices.

Following its meetings and deliberations, on December 3, 2017, the Independent Committee resolved that the transaction contemplated under the Agreement is, when accompanied by the option of the Back-up Agreement, the preferred available transaction for purchasing natural gas under the

⁹ The Agreement do not contain material changes in comparison to the draft agreement Perlman refer to in their opinion. The English version of Perlman's opinion is a convenience translation – the original Hebrew version of the text is the only binding version. Certain sections were blackened as their disclosure is restricted due to obligations to a third party.

current circumstances and that, it is in the best interests of the Company to enter into the Agreement. The Independent Committee recommended that the Audit Committee and the Board approve the Agreement and the transactions contemplated thereby. On December 4, 2017 and on December 5, 2017, the Audit Committee and the Board, respectively, determined: (1) that the transaction contemplated under the Agreement and the transactions contemplated thereby, when accompanied by the Back-up Agreement, are advisable, fair and it is in the best interests of the Company to enter into the Agreement and approved the Agreement and the transactions contemplated thereby; (2) that the transaction does not constitute a "Distribution" as defined in the Israeli Companies Law. The Audit Committee also determined, according to Section 275(A1)(b) to the Israeli Companies Law, that it is reasonable and proper under the circumstances to approve the engagement in the Agreement for the Agreement period (15 years), even though it exceeds three years, as a way to ensure a long term supply and price certainty for the Company's power plants and other facilities in Israel. The Audit Committee stated that long-term gas agreements are an accepted practice in the gas market, since gas suppliers are required to enter into complex financing transactions for the purpose of developing gas reservoirs and long-term agreements are one of the conditions required for this purpose. In view of the beneficial conditions of the Agreement, the long-term commitment benefits the Company and ensures the acquisition of gas at an attractive price during the Agreement period.

Reasons for the Proposal

The Independent Committee, the Audit Committee and the Board concluded that conducting the negotiations with Energean, an unrelated third party, jointly with the Group Companies, benefited the Company by improving its bargaining power vis-à-vis Energean, and accordingly, the Company achieved more beneficial terms for the purchase of natural gas, pursuant to its particular needs and characteristic gas consumption, than it could have obtained acting alone.

Price; Economic Benefit

The Independent Committee, the Audit Committee and the Board noted that:

The Company's facilities in Israel use large amounts of energy, and accordingly, energy constitutes a significant component of the costs involved in some of the Company's products. In order to operate its facilities in Israel the Company uses, among other sources, natural gas as a source of energy. Accordingly, in order to ensure supply and price certainty, a long-term contract for the supply of natural gas is in the Company's best interests.

The base price offered by Energean represents an attractive price for natural gas to be purchased by the Company in light of its purposes and uses when compared to the prices available from other sources in the Israeli gas market, and this is the lowest price currently available. The price represents a discount off the price the Company is paying under its current agreement with the Tamar Group and is lower than the price the Company was offered by the Tamar Group and Leviathan for a similar period and similar quantities of gas.

The quantities of gas the Company would be contracting to purchase pursuant to the Agreement were considered and it was concluded that given the relatively consistent and stable needs of the Company, including the expected consumption following completion of the new power plant at Sodom, these amounts and the undertakings with respect to quantities are reasonable and appropriate.

The Audit Committee was presented by management and the Negotiating Team with the Company's conduct for exploring other alternatives in lieu of the transaction contemplated by the Agreement, including other natural gas suppliers and other energy sources, and following review and discussion thereof, the Audit Committee concluded that such alternatives had been appropriately investigated and considered prior to entering into the Term Sheet.

Pursuant to the aforementioned fairness opinion of BDO presented to the Independent Committee, the Audit Committee and the Board, in comparison to the other alternatives currently available to the Company, the transaction yields significant economic benefit, that fairly compensates for the increased risks associated with the Karish-Tanin project to the Company.

The price adjustment mechanism included in the Agreement (which is linked to the production component of electricity as published by the Israeli Electricity Authority) is fair and reasonable in the circumstances and customary in the Israeli market. In particular, they noted the impact any change in the factors which would cause an increase in the price of gas would have on the price of electricity and the correlation between energy prices and the price of potash, one of the Company's main products.

Risks

The Independent Committee, the Audit Committee and the Board noted that:

Risks relating to the supplier - Energean is considered to be a relatively small company in terms of the worldwide energy market with little experience in deep water gas fields and with high financial dependency. Accordingly, the principal risk to the Company in entering into the proposed Agreement with Energean is that the project is ultimately unsuccessful or is canceled. Under this scenario, because the Company will not have entered into a long term supply agreement with an alternative supplier such as those supplying gas from Tamar or Leviathan, if gas prices rise in future years, the Company could potentially face a loss from 2026 onwards, in terms of net present value, when compared to entering into a long term agreement with the Tamar Group on the terms currently offered by the Tamar Group. However, this risk is mitigated to a certain extent as (a) a well-known company in its field of business has been engaged by Energean as the main contractor of the project on their behalf; and (b) Energean has reached an understanding with leading international banks to finance the development of the Karish-Tanin gas field. Consequently, the Independent Committee, the Audit Committee and the Board believe that the prospective savings far outweighs the maximal potential loss.

Changes in gas prices - Another risk is that gas prices could decrease in future years, leaving the Company with a long term commitment at above market prices. The Independent Committee, the Audit Committee and the Board considered the likelihood of a decrease in prices and the factors that could cause such decreases in accordance to the independent economic advisors opinion and concluded that this risk is mitigated by the certainty that a long term supply agreement provides.

Risks related to the Back-up Agreement - Pursuant to the Gas Outline and its interpretation by the relevant authorities, the Company has the ability to enter into the Back-up Agreement with Tamar with respect to the supply of gas until the end of 2025, although such agreement would be less advantageous to the Company as compared to a long term agreement with Tamar beyond 2025, which is currently not available to the Company. The Company's ability to enter into such an agreement for the supply of gas from Tamar as aforesaid until 2025, would be available to the Company until the sale of Delek's Drilling's interest in Tamar to a third party which must take place prior to 2022.

Based on the opinion of the independent economic advisors of the Committee, the Independent Committee, the Audit Committee and the Board concluded that the Agreement's terms, when accompanied by the Back-up Agreement, are reasonable despite the foregoing risks, provide a positive prospect of economic benefit and reflect market terms and that the transactions contemplated thereby are beneficial, from an economic perspective, to the Company.

The Independent Committee, the Audit Committee and the Board further considered: (1) The Company's ability to terminate the Agreement under certain circumstances, which are customary and reasonable given the transaction terms and concluded that these afforded the Company appropriate protection and remedies in the event that these risks materialize and take into consideration the unique circumstances of the Company;(2) the other terms of the Agreement as described above.

Based on the abovementioned, the Audit Committee and the Board of Directors concluded that the proposed transaction and the transactions contemplated thereby are advisable, fair, and in the best interests of the Company and do not constitute a "Distribution" as defined in the Israeli Companies Law.

Required Approval

Due to the Controlling Shareholders' Personal Interest as described above, pursuant to the Companies Law, the approval of the Agreement requires, in addition to the approval of the Audit Committee and the Board, the affirmative vote of a majority of the shares present, in person or by proxy, and voting on the matter, provided that either (i) at least a majority of the shares of shareholders who do not have a personal interest in the resolution are voted in favor thereof (abstentions and brokers' non-vote are disregarded); or (ii) the total number of shares of shareholders who do not have a personal interest in the resolution who voted against it does not exceed two percent of the outstanding voting power in the Company.

The Israeli Companies Law requires that each shareholder voting on this proposal indicate whether or not the shareholder has such a personal interest. Otherwise, the shareholder is not eligible to vote on this proposal. See the discussion of personal interest above.

A shareholder shall notify the Company prior to the Meeting, whether the shareholder has a personal interest in the proposal or not, as a condition for that shareholder's right to vote and be counted. Shareholders who will not attend the Meeting in person should follow the instructions on the form of proxy card or form of written ballot or ISA's electronic voting system form, as applicable, to indicate whether or not they have a personal interest in this matter.

Proposed Resolution

It is proposed that at the Meeting the following resolution be adopted:

"RESOLVED, to approve the Agreement with Energean Israel Limited for the purchase of natural gas by the Company and the transactions contemplated thereby"

The Board of Directors recommends a vote FOR approval of the proposed resolution.

Item 7 – Reappointment of Somekh Chaikin, a Member of KPMG International, as our Independent Auditor

At the Meeting, pursuant to the recommendation of our Audit and Accounting Committee, the shareholders will be asked to approve the reappointment of Somekh Chaikin, a member of KPMG International, independent certified public accountants in Israel, as our independent auditor until the end of our next Annual General Meeting of Shareholders.

In accordance with our Articles of Association, our Board of Directors has the authority to determine the fees paid to our independent auditor. As contemplated by the Sarbanes-Oxley Act of 2002, our Board of Directors has delegated this authority to our Audit and Accounting Committee.

For additional information about the fees of Somekh Chaikin for 2016, please see Item 16C. 'Principal Accountant Fees and Services' in our 2016 20-F.

Required Approval

The affirmative vote of the holders of a majority of the voting power in the Company present at the Meeting, in person or by proxy, and voting on the matter is required for the approval of the proposed resolution in this matter.

Proposed Resolution

It is proposed that at the Meeting the following resolution be adopted:

“RESOLVED, that Somekh Chaikin be reappointed as the independent auditors of the Company until the Company's 2018 Annual General Meeting.”

The Board of Directors recommends a vote FOR approval of the proposed resolution.

Item 8 – Review of the 2016 Financial Statements

Our audited financial statements for the year ended December 31, 2016 are included in the 2016 Form-20F. You may read and copy any material we file with the Securities and Exchange Commission (“**SEC**”), including this report, free of charge, at the SEC's Public Reference Room at 100 F Street, N.E., Washington, D.C. 20549. You may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. In addition, the SEC maintains a website that contains reports, proxy and information statements and other information that we file electronically with the SEC at <http://www.sec.gov>. These SEC reports are also available on our website at www.icl-group.com under “Investors—Reports—Financial Reports”. These reports are not a part of this Proxy Statement. At the Meeting, we will hold a discussion with respect to the financial statements.

SHAREHOLDER PROPOSALS

Any shareholder of the Company who intends to present a proposal at the Meeting must satisfy the requirements of the Israeli Companies Law. Under the Israeli Companies Law, shareholders who hold, severally or jointly, at least 1% of the Company's outstanding voting rights are entitled to request that the Board of Directors include a proposal in a shareholders meeting, provided that such proposal is appropriate for consideration by shareholders at such meeting. Such shareholders may present proposals for consideration at the Meeting by submitting their proposals in writing to our Corporate Secretary at the following address: Millennium Tower, 23 Aranha Street, P.O. Box 20245, Tel Aviv 61202 Israel, Attn.: Corporate Secretary. For a shareholder proposal to be considered for inclusion in the Meeting, our Corporate Secretary must receive the written proposal no later than December 21, 2017.

POSITION STATEMENTS

In accordance with the Israeli Companies Law and regulations promulgated thereunder, any shareholder of the Company may submit to the Company a position statement on its behalf, expressing its position on an item on the agenda of the Meeting to Millennium Tower, 23 Aranha Street, P.O. Box 20245, Tel Aviv 61202 Israel, Attn.: Corporate Secretary, no later than December 26, 2017. Any position statement received will be filed on a Current Report on Form 6-K with the SEC and the ISA.

UPDATES

If we determine that an update is required respecting an item on the agenda, we will publish such update by way of issuing a press release and submitting a Current Report on Form 6-K to the SEC and the ISA.

By Order of the Board of Directors,
Lisa Haimovitz
*Senior Vice President, Global General Counsel
and Corporate Secretary*

Dated: December 6, 2017

חוות דעת מומחה

בנושא

הסכמים לרכישת גז טבעי

בין אנרג'יאן ישראל לימיטד

לבין בז"ן, כי"ל ו-OPC

מנחם פרלמן

נובמבר 2017

א. כללי

1. התבקשנו על-ידי בתי זיקוק לנפט בע"מ¹ (להלן: "בז"ן"), כימיקלים לישראל בע"מ² (להלן: "כ"ל") ו-או.פי.סי אנרגיה בע"מ³ (להלן: "OPC") (בז"ן, כ"ל ו-OPC יחדיו: "חברות הקבוצה") לחוות דעתנו בשאלות הבאות בקשר עם העסקאות הפוטנציאליות לרכישת גז טבעי בין אנרגיאן ישראל לימיטד (להלן: "אנרגיאן") לבין חברות הקבוצה:
 - 1.1. האם התנאים הכלכליים של העסקאות הפוטנציאליות הינם תנאי שוק בעסקאות מסוג זה.
 - 1.2. האם התנאים הכלכליים של העסקאות הפוטנציאליות, אינם שונים באופן מהותי בין חברות הקבוצה.
 - 1.3. ככל שקיימים שינויים מהותיים, האם השינויים הם סבירים בנסיבות העניין.
 2. חוות דעתנו מתבססת על המסמכים הבאים, בהנחה שההסכמים הסופיים יהיו זהים למסמכים אלה בכל הקשור לתנאים הרלוונטיים:
 - 2.1. טיוטת הסכם לא סופית (גרסת מאסטר) בין אנרגיאן לבין בז"ן, כ"ל ו-OPC מיום 31.10.2017, הכוללת הפרדה בין חברות הקבוצה בסעיפים הרלוונטיים (להלן: "טיוטת ההסכם") והבהרות ותיקונים שקיבלנו מחברות הקבוצה לגביה⁴.
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- ¹ באמצעות סמנכ"ל סחר ותכנון משולב, ביום 09.11.2017.
- ² באמצעות סמנכ"ל לפיתוח עסקים - מגזר המינרליים החיוניים, ביום 09.11.2017.
- ³ באמצעות סמנכ"ל מסחרי, ביום 09.11.2017.
- ⁴ נמסר לנו, שמאחר ומדובר בטיטת הסכם שהיא לא סופית, בחלק מהסעיפים בטיטת קיים פער בין הנתון המפורט בטיטת לבין הנתון עליו הוסכם. ביחס לסעיפים אלו קיבלנו הבהרות מחברות הקבוצה, וחוות דעתנו מתייחסת אל הנתון עליו הוסכם, כפי שנמסר לנו מחברות הקבוצה:
1. כמויות - בטיטת ההסכם לא הופיעה כמות הגז של כ"ל, נמסר לנו שבהסכם הסופי ה-DCQ שכי"ל מבקשת לרכוש הוא **MMBTU 83,836**.
 2. כמו כן, כמות הגז שרשומה ל-OPC בגוף טיוטת ההסכם לא תאמה את הכמות שרשומה בהערות לטיטת ההסכם, נמסר לנו שבהסכם הסופי ה-DCQ ש-OPC מבקשת לרכוש הוא **MMBTU 58,045**.
 3. תקופת ההסכם – בטיטת ההסכם נכתב שאם עד ליום השנה ה-14 להסכם בז"ן לא תרכוש כמות גז השווה ל-90% מה-TCQ, היא תוכל להאריך את תקופת ההסכם אל מעבר לשנה ה-15 להסכם, עד המועד שבו תרכוש כמות גז מצטברת השווה ל-TCQ או עד ליום השנה ה-17 להסכם, המוקדם מבניהם. נמסר לנו שבהסכם הסופי בז"ן תוכל להאריך את תקופת ההסכם אל מעבר לשנה ה-15 להסכם, עד המועד שבו תרכוש כמות גז מצטברת השווה ל-TCQ או עד ליום השנה ה-18 להסכם, המוקדם מבניהם.
 4. תנאי תשלום – בטיטת ההסכם נכתב שמועד התשלום של בז"ן יהיה ביום העסקים הראשון של החודש העוקב לקבלת החשבונית או עד 20 יום מסוף החודש העוקב, המאוחר מבניהם. נמסר לנו שבהסכם הסופי מועד התשלום של בז"ן יהיה ב-1 לחודש העוקב מקבלת החשבונית.
 5. כמו כן, בטיטת ההסכם נכתב שמועד התשלום של כ"ל יהיה עד 20 יום מסוף החודש העוקב או לאחר קבלת החשבונית, המאוחר מבניהם. נמסר לנו שבהסכם הסופי מועד התשלום של כ"ל יהיה עד סוף החודש העוקב או 30 יום לאחר קבלת החשבונית, המאוחר מבניהם.
 6. הגבלת אחריות המוכר במקרה של Early Shortfall Obligation – בטיטת ההסכם לא הופיעה היקף הגבלת האחריות של אנרגיאן לבז"ן ולכ"ל במקרה של Early Shortfall Obligation, נמסר לנו שבהסכם הסופי היקף הגבלת האחריות ל-**Early Shortfall Obligation** נעשית לפי מתודולוגיה אחידה לכל אחת מחברות הקבוצה.

- 2.2. מסמכי מתווה הגז והחלטת הממשלה, לרבות הפטור מתחולת חוק ההגבלים העסקיים.
- 2.3. פרסום חלופות מחיר הגז הטבעי בהתאם לפרק ד' להחלטת ממשנה מס' 476 מיום 1 באוקטובר 2017.
- 2.4. לוחות תעריף ייצור החשמל של רשות החשמל מיום 1 בינואר 2017 ומיום 9 בספטמבר 2015.
3. כמו כן, קיבלנו הסברים ומצגים ממנהלים ומעובדים של בז"ן, כ"ל ו-OPC. עבודתנו אינה מהווה אימות לנכונותם של נתונים אלה.
4. אנו מסכימים, כי חוות דעתנו זו תיכלל ואו תאוזכר בדוחות אשר יפורסמו על ידי החברות. ברצוננו לציין, כי אין לנו עניין אישי במניות החברות או בפעילותן, ולא מתקיימת בינינו וביניכם ובעלי עניין בכס תלות או זיקה כהגדרתם בסעיף 240(ב) לחוק החברות, התשנ"ט - 1999. בנוסף נציין, כי במסגרת התקשרותנו לביצוע חוות הדעת הוגבלה אחריותנו הכספית הכוללת כלפיכם מכל מקור שהוא לסכום העולה על שלוש פעמים שכר הטירחה, למעט במקרה של זדון מצידנו, בכל הקשור באחריותנו בקשר לביצוע הערכה זו. בנוסף, ניתן לנו שיפוי, לפיו אם ניתבע לשלם סכום כלשהו לצד שלישי בהליך משפטי בגין עילה העלולה לנבוע, במישרין או בעקיפין מחוות דעת זו, תשפו אותנו בגין הוצאות סבירות אשר נוציא או נדרש לשלם עבור ייצוג, ייעוץ משפטי, ייעוץ מקצועי, התגוננות מפני הליכים משפטיים, מו"מ וכיו"ב, וכן תשפו אותנו בגין סכום בו נחויב בהליך משפטי, לשלם לצד ג'. לא תחול כל חובת שיפוי אם ייקבע כי פעלנו בקשר לחוות הדעת בזדון.
5. לדעתנו, התנאים הכלכליים של העסקאות הפוטנציאליות הם תנאי שוק בעסקאות מסוג זה. כך, המחירים נמוכים ממחירי השוק הנוכחיים, ההצמדה לתעריף ייצור החשמל היא סבירה ואף מתבקשת, [REDACTED], [REDACTED] ; כמו כן, התנאים הכלכליים של העסקאות הפוטנציאליות אינם שונים באופן מהותי בין חברות הקבוצה בכל הנוגע לפערי המחירים, הכמויות הנוספות, שיעורי ה-Take or Pay, תנאי התשלום, היקפי התחזוקה ומקום הבוררות; השינויים שקיימים בין חברות הקבוצה הם סבירים בנסיבות העניין, ובכלל זה גם האפשרות שיש לכ"ל ול-OPC בחזרה לסיים את ההסכם במקרה של פקיעת הזיכיון של מפעלי ים המלח ובמקרה שאנרגיאן לא תגיע להפעלה מסחרית עד ליום 31 בדצמבר 2020, בהתאמה.

6. להלן חוות דעתנו המלאה.

א.פ.א.

מנחם פרלמן⁵

פרלמן ושות' ייעוץ כלכלי בע"מ

תל אביב, 21 בנובמבר 2017.

⁵ להלן פרטי השכלתי וניסיוני:

בוגר אוניברסיטת תל אביב בכלכלה (1989); מוסמך אוניברסיטת תל אביב בכלכלה (1992).
רקע של כ-28 שנים בייעוץ כלכלי, לרבות ייעוץ כלכלי בתחומי הגז הטבעי, החשמל והתעשייה.

תוכן העניינים

עמוד

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8	ג.2. הצמדה לתעריף ייצור החשמל
9	ג.3. שיעור תניית Take or Pay
10	ד. האם התנאים הכלכליים של העסקאות הפוטנציאליות, אינם שונים באופן מהותי בין חברות הקבוצה
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15	ד.2. כמויות
16	ד.3. שיעור ה-TOP
16	ד.4. ימי תחזוקה
16	ד.5. מקום בוררות
17	ה. האם השינויים הם סבירים בנסיבות העניין
17	ה.1. הבדלים בנוסחת המחיר
17	ה.2. הבדלים בכמות הנוספת
18	ה.3. הבדלים בשיעורי ה-TOP
18	ה.4. מחיר אחיד לחברות הקבוצה

ב. רקע

7. חברות הקבוצה הן חברות ציבוריות. החברה לישראל בע"מ (להלן: "החברה לישראל") היא בעלת השליטה בכי"ל ובבז"ן. קנון הולדינגס בע"מ, בעלת השליטה ב-OPC, היא חברה הקשורה לבעלי השליטה בחברה לישראל.
8. במהלך החודשים יולי ואוגוסט 2017 הודיעה כל אחת מחברות הקבוצה על התקשרותה במזכר הבנות בלתי מחייב עם אנרגיאן, בעלת החזקות במאגרי הגז הטבעי בכריש ותנין (להלן: "מזכרי ההבנות"). בכפוף להשלמת המשא ומתן בין הצדדים ולקבלת האישורים הנדרשים לפי דין, צפויה כל אחת מחברות הקבוצה להתקשר בהסכם מחייב עם אנרגיאן לרכישת גז טבעי הדרוש לפעילותן (להלן: "העסקאות הפוטנציאליות").
9. בחוות דעת זו התבקשנו לבחון את השאלות הבאות: (א) האם התנאים הכלכליים של העסקאות הפוטנציאליות הינם תנאי שוק בעסקאות מסוג זה; (ב) האם התנאים הכלכליים של העסקאות הפוטנציאליות, אינם שונים באופן מהותי בין חברות הקבוצה; (ג) ככל שקיימים שינויים מהותיים, האם השינויים הם סבירים בנסיבות העניין.
10. התנאים הכלכליים העיקריים לבחינת הסכמים ארוכי טווח לרכישת גז טבעי בעסקאות מעין אלו הם המחיר, נוסחת ההצמדה ומרכיב ההצמדה, הכמות ושיעור ה-Take or Pay.

ג. האם התנאים הכלכליים של העסקאות הפוטנציאליות הינם

תנאי שוק בעסקאות מסוג זה

- 1.1. המחירים בעסקאות הפוטנציאליות נמוכים ממחירי השוק הנוכחיים
11. מחירי הגז הטבעי בעסקאות הפוטנציאליות של חברות הקבוצה נקבעים על פי נוסחה התלויה בתעריף ייצור החשמל. תעריף ייצור החשמל נקבע על ידי הרשות לשירותים ציבוריים חשמל (להלן: "רשות החשמל"). יצוין שהנוסחה כוללת מנגנון של "מחירי רצפה".
12. נכון למועד כתיבת חוות הדעת (נובמבר 2017) תעריף ייצור החשמל הוא 26.40 אג' לקוט"ש. תעריף זה נקבע על ידי רשות החשמל בחודש ינואר 2017.
13. על פי תעריף ייצור החשמל הנוכחי, מחיר הגז הטבעי בעסקאות הפוטנציאליות של כל חברות הקבוצה הוא 3.975 דולר ל-MMBTU. מחיר זה נמוך משמעותית ממחיר השוק הנוכחי של גז טבעי.

14. נכון למועד כתיבת חוות הדעת מחיר הגז הטבעי המוצע ליצרני חשמל במסגרת מתווה הגז עומד על 4.7 דולר ל-MMBTU⁶. דהיינו, מחיר הגז בעסקאות הפוטנציאלית של חברות הקבוצה נמוך בכ-15% מהמחיר המוצע ליצרני חשמל במסגרת מתווה הגז.
15. נכון למועד כתיבת חוות הדעת, כפי שנמסר לי מחברות הקבוצה, מחיר הגז הטבעי המוצע לצרכנים שאינם יצרני חשמל, ואשר צמוד למחיר חבית ברנט (Brent), עומד על 5.2 דולר ל-MMBTU. דהיינו, מחיר הגז בעסקאות הפוטנציאלית של חברות הקבוצה נמוך בכ-24% מהמחיר המוצע לצרכנים שאינם יצרני חשמל במסגרת מתווה הגז.
16. הלוח להלן מפרט את מחירי הגז הטבעי שמשלמות חברות הקבוצה במסגרת ההסכמים עם תמר, נכון למועד כתיבת חוות הדעת:

חברה	מחיר הגז הטבעי בהסכמים קיימים עם תמר
בז"ן	[REDACTED]
כייל	[REDACTED]
OPC	[REDACTED]

מקור: חברות הקבוצה

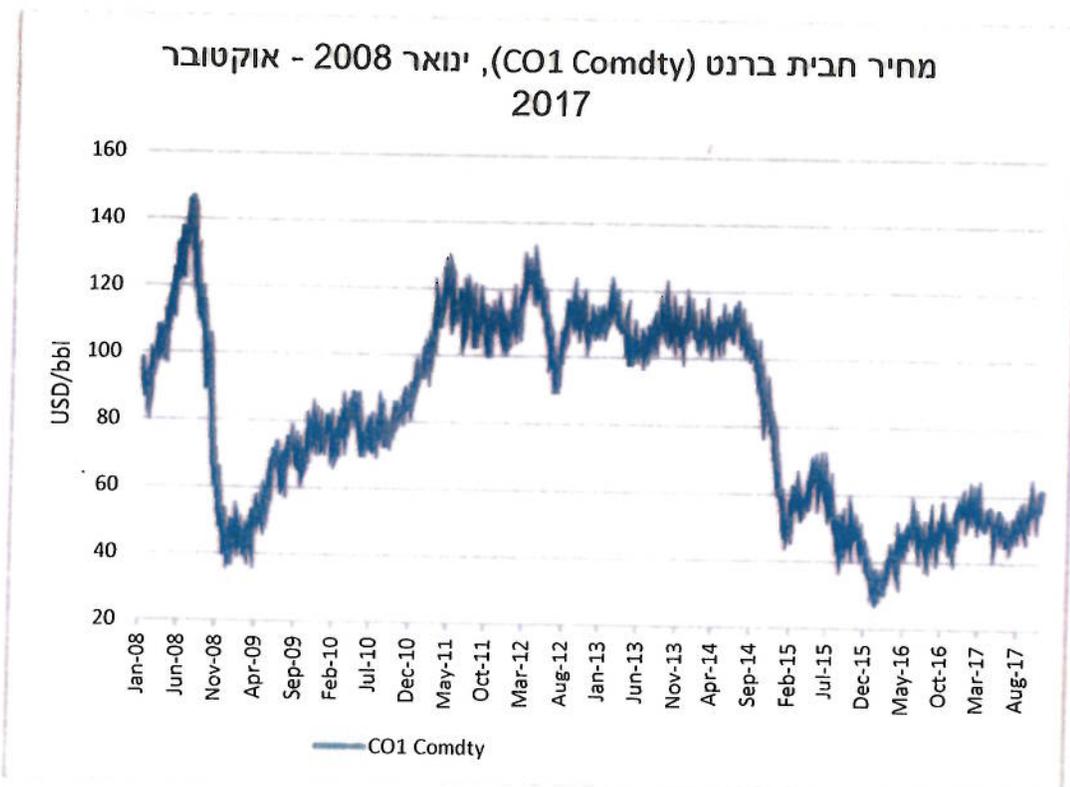
17. מהלוח לעיל עולה, כי מחיר הגז בעסקאות הפוטנציאליות של חברות הקבוצה נמוך משמעותית מהמחירים שמשלמות חברות הקבוצה בהסכמים הקיימים עם תמר.
18. נציין, שעל פי מידע שנמסר לנו מבז"ן, כייל ומ-OPC, כל אחת מחברות הקבוצה ניהלה בנפרד משא ומתן לרכישת גז טבעי מלז'יט, כאשר המחירים שהוצעו להן היו דומים מאוד למחירים של מתווה הגז. דהיינו, מחיר הגז בעסקאות הפוטנציאלית של חברות הקבוצה נמוך גם מהמחירים שהוצעו לכל אחת מחברות הקבוצה במסגרת משא ומתן לרכישת גז מלז'יט.
19. מהאמור לעיל עולה, כי המחירים המוצעים לחברות הקבוצה בעסקאות הפוטנציאליות, במסגרת טיוטת ההסכם, הם מחירים שנמוכים באופן משמעותי מהמחירים שמוצעים במסגרת מתווה הגז, מהמחירים שחברות הקבוצה משלמות במסגרת ההסכמים הקיימים עם תמר ומהמחירים שהוצעו לחברות הקבוצה, בנפרד, במסגרת משא ומתן עם לז'יט. איננו יכולים לחזות את המחירים שיקבעו בעתיד במשק הגז, אבל ביחס למחירי השוק הנוכחיים אין ספק שהמחירים בעסקאות הפוטנציאליות הם מחירים סבירים.

⁶ ר' : רשות הגז הטבעי, פרסום חלופות מחיר הגז הטבעי בהתאם לפרק ד' להחלטת ממשלה מס' 476 מיום 1 באוקטובר 2017.

ג.2. הצמדה לתעריף ייצור החשמל

20. מחירי הגז הטבעי שמשלמות בז"ן וכי"ל במסגרת ההסכמים הקיימים עם תמר צמודים לתעריף ייצור החשמל רק בחלקם. כך, מחיר הגז שמשלמות בז"ן במסגרת ההסכם עם תמר צמוד לתעריף ייצור החשמל למחיר חבית ברנט; ומחיר הגז שמשלמות כי"ל במסגרת ההסכם עם תמר צמוד ב- לתעריף ייצור החשמל למחיר חבית ברנט.

21. יצוין, כי בהתבסס על נתוני העבר, הצמדה למחיר חבית ברנט צפויה להיות תנודתית יותר מאשר לתעריף ייצור החשמל. התרשים להלן מציג את המחיר לחבית ברנט (CO1 Comdty) בתקופה של כעשר שנים מינואר 2008 ועד אוקטובר 2017:



מקור: בלומברג

22. הלוח להלן מציג ביחס לכל אחת מחברות הקבוצה את הערכותיהן בנוגע לשיעור הצריכה של הגז הטבעי שיופנה לייצור חשמל בתקופת העסקאות הפוטנציאליות:

OPC	כי"ל	בז"ן	
100%	80%	40%	שיעור הצריכה של הגז שיופנה לייצור חשמל בתקופת העסקאות הפוטנציאליות

מקור: חברות הקבוצה

23. כפי שעולה מהלוח לעיל, כל צריכת הגז הטבעי של OPC במסגרת העסקאות הפוטנציאליות מיועדת לייצור חשמל. לעומת זאת, בבז"ן ובכ"ל כ-40% וכ-80%, בהתאמה, מצריכת הגז הטבעי במסגרת העסקאות הפוטנציאליות מיועדת לפי הערכתן לייצור חשמל.
24. בקשר לכ"ל, יש לציין, כי למרות שחלק מהחשמל שייצור מגז טבעי מיועד לשימוש עצמי, הרי שמדובר בשימוש עצמי של חשמל שמחליף רכישת חשמל מצדדים שלישיים. לא רק זאת, אלא שהגז הטבעי שנצרך בכ"ל לשימוש עצמי הוא למטרות כגון ייבוש, חימום ובעירה, מחליף צריכת חשמל אלטרנטיבית לשימושים אלה. על כן, מנגנון ההצמדה לתעריף ייצור החשמל הוא המנגנון המתבקש גם ביחס למחיר בעסקה הפוטנציאלית של כ"ל.
25. בקשר לבז"ן, יש לציין באופן דומה, כי למרות שכל החשמל שייצור מגז טבעי מיועד לשימוש עצמי, הרי שמדובר בשימוש עצמי של חשמל שמחליף רכישת חשמל מצדדים שלישיים. בנוסף, הגז הטבעי שנצרך בבז"ן לשימוש עצמי הוא לצרכי תהליך שונים ולצרכי אנרגיה, אשר חלקו מחליף צריכת חשמל אלטרנטיבית לשימושים אלה. על כן, מנגנון ההצמדה לתעריף ייצור החשמל הוא המנגנון המתבקש גם ביחס למחיר בעסקה הפוטנציאלית של בז"ן.
26. בנוסף נציין, למעלה מהצורך, שגם אין בהכרח מתאם בין מרווח הזיקוק לבין מחירי הנפט, ואף להיפך הוא הנכון. כך, למשל, בתקופות של עליית מחירי נפט עשויים המרווחים לקטון גם כתוצאה מכך שמחירי מוצרי הדלק לא עולים באותה מהירות של עליית מחירי הנפט. בקשר לכך, יש גם להוסיף שלבז"ן אין היתר לצרוך דלקים נזוליים כחלופה לגז טבעי. זו סיבה נוספת לכך שאין הגיון כלכלי מנקודת ראות בז"ן להצמדת מחירי הגז הטבעי למחירי הנפט.
27. מהאמור לעיל עולה, כי ההצמדה של מחירי הגז הטבעי בעסקאות הפוטנציאליות של חברות הקבוצה לתעריף ייצור החשמל היא סבירה ואף מתבקשת.

3.ג. שיעור תניית Take or Pay

28. במסגרת העסקאות הפוטנציאליות התחייבו חברות הקבוצה לשלם עבור כמות שנתית מינימאלית של גז טבעי, אף בהיעדר צריכה בפועל (להלן: "Take or Pay" או "TOP").

29. בחנו את שיעורי ה-TOP אליהן התחייבו חברות הקבוצה במסגרת העסקאות הפוטנציאליות אל מול שיעורי ה-TOP בהסכמים הקיימים של חברות הקבוצה עם תמר, כמפורט בלוח להלן:

OPC	כי"ל	בז"ן	
78%	80%	80%	שיעור ה-TOP במסגרת העסקאות הפוטנציאליות
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

מקור: טיוטת ההסכם וחברות הקבוצה

30. מהלוח לעיל עולה, כי [REDACTED]
 [REDACTED]
 מדובר בתנאי שוק.

ד. האם התנאים הכלכליים של העסקאות הפוטנציאליות, אינם שונים באופן מהותי בין חברות הקבוצה

ד.1. השוואת מחירים

31. כאמור, מחירי הגז הטבעי בעסקאות הפוטנציאליות של חברות הקבוצה נקבעים בהצמדה לתעריף ייצור החשמל, אשר נקבע על ידי רשות החשמל, והם כוללים מנגנון של "מחירי רצפה".

⁷ ממוצע משוקלל של שיעורי ה-TOP בשלושת ההסכמים הקיימים של OPC עם תמר, בהתחשב בכמות ה-DCQ. יצוין, כי מ-OPC נמסר לנו, שבמסגרת שניים מההסכמים שלה עם תמר, ניתנה לה האפשרות להפחית את כמות הגז הנקובה בתניית TOP לכמות השווה למחצית מכמות הצריכה הממוצעת של אותו צרכן בפועל בשלוש השנים שקדמו למועד ההודעה (תוך מתן הודעה מראש של 12 חודשים כאשר חלון זמן ההודעה מוגדר מראש ולמשך שלוש שנים).

32. להלן נוסחת המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל:

If PT is greater than 43.47, then:

$$CP = 3 + \left(\left(P_0 + \frac{PT}{PT_0} \right) * 0.5 \right)$$

If PT is less than or equal to 43.47, then:

$$CP = P_0 * \frac{(PT)}{(PT_0)}$$

P_0 : US\$ 3.975 per MMBTU of Gas;

PT_0 : equal to 28.8;

PT : means the weighted average production component as published from time to time by the Electricity Authority (as of the Effective Date, the weighted average production component is published as "Weighted Production Tariff" in Table 1-6.3 titled "Weighted Production Component" in the Electricity Authority publications).]

כאשר מחיר הרצפה יהיה \$3.975 ל-MMBTU.

33. ולהלן נוסחת המחיר בעסקה הפוטנציאלית של OPC:

$$CP = P_0 * \frac{(PT)}{(PT_0)}$$

where:

P_0 : US\$ 3.975 per MMBTU of Gas;

PT_0 : equal to 28.0, when PT is greater than 26.4, and equal to 26.4 when PT is less than or equal to 26.4;

PT : means the weighted average production component as published from time to time by the Electricity Authority (as of the Effective Date, the weighted average production component is published as "Weighted Production Tariff" in Table 1-6.3 titled "Weighted Production Component" in the Electricity Authority publications).]

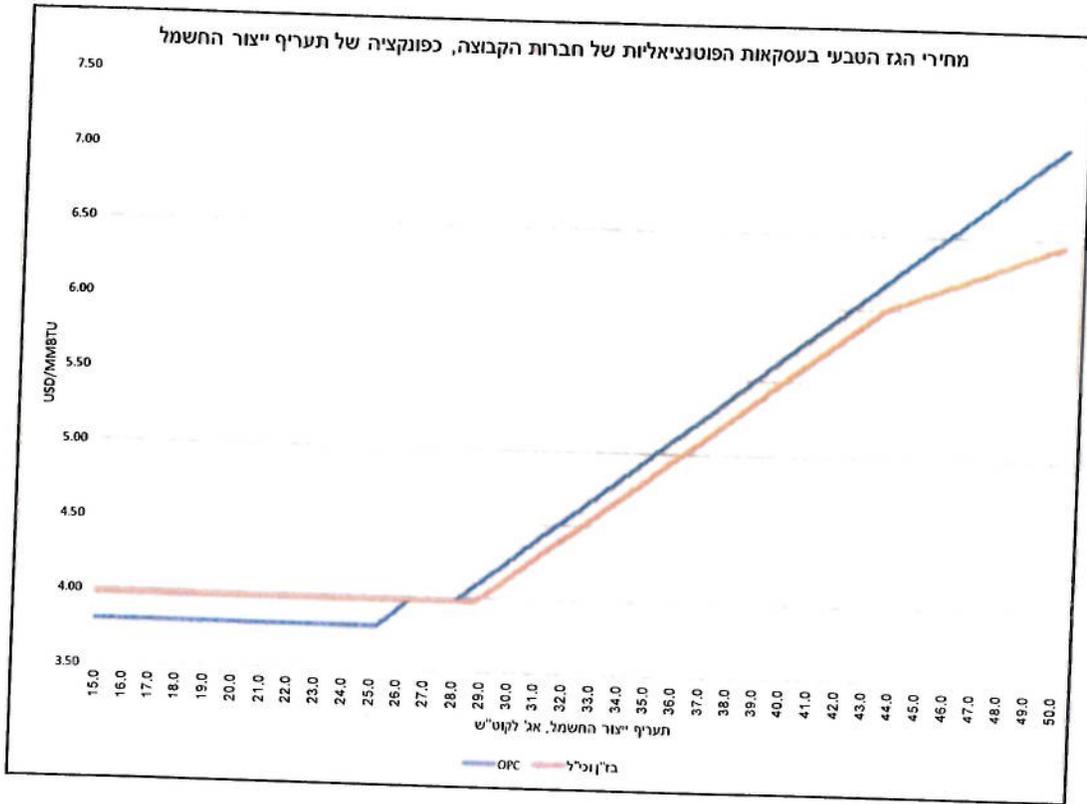
כאשר PT גדול או שווה ל-26.4 מחיר הרצפה יהיה \$3.975 ל-MMBTU; וכאשר PT קטן מ-

26.4 מחיר הרצפה יהיה \$3.80 ל-MMBTU.

34. בחנו את המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל אל מול המחיר בעסקה הפוטנציאלית של OPC.

35. התרשים שלהלן מתאר את המחירים בעסקאות הפוטנציאליות של חברות הקבוצה, כאשר תעריף ייצור החשמל נמצא בטווח שבין 15 אג' לקוטי"ש לבין 50 אג' לקוטי"ש. הקו הכתום

מתאר את המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל; והקו הכחול את המחיר בעסקה הפוטנציאלית של OPC.



36. מהתרשים לעיל עולה, כי פרט לתחום שבו תעריף החשמל הוא בין 26.4 לבין 28 אג"ל לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל אינם זהים למחיר בעסקה הפוטנציאלית של OPC, כך:

- 36.1 בתחום שבו תעריף ייצור החשמל נמוך מ-26.4 אג"ל לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל גבוהים מהמחיר בעסקה הפוטנציאלית של OPC, בפער של עד כ-0.18 דולר ל-MMBTU המהווה כ-4.6% ביחס למחיר בעסקה הפוטנציאלית של OPC.
- 36.2 בתחום שבו תעריף ייצור החשמל גבוה מ-26.4 אג"ל לקוט"ש אך נמוך מ-28 אג"ל לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל זהים למחיר בעסקה הפוטנציאלית של OPC.
- 36.3 בתחום שבו תעריף ייצור החשמל גבוה מ-28 אג"ל לקוט"ש אך נמוך מ-43.47 אג"ל לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל נמוכים מהמחיר בעסקה הפוטנציאלית של OPC, בפער של עד כ-0.17 דולר ל-MMBTU המהווה כ-2.8% ביחס למחיר בעסקה הפוטנציאלית של OPC.

36.4. בתחום שבו תעריף ייצור החשמל גבוה מ-43.47 אג' לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל נמוכים מהמחיר בעסקה הפוטנציאלית של OPC, כאשר הפער הולך וגדל. כך למשל, בתרחיש שבו תעריף ייצור החשמל יהיה 50 אג' לקוט"ש, המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל יהיו נמוכים בכ-0.65 דולר ל-MMBTU המהווה כ-9.1% ביחס למחיר בעסקה הפוטנציאלית של OPC.

37. הלוח להלן מציג את תעריף ייצור החשמל, החל מחודש ספטמבר 2015:

חודש	תעריף ייצור החשמל (אג' לקוט"ש)
החל מספטמבר 2015 ועד ינואר 2017	26.52
החל ינואר 2017 ועד למועד חוות הדעת	26.40

מקור: לוחות תעריף ייצור החשמל של רשות החשמל

38. מכאן, שעל פי תעריף ייצור החשמל הנוכחי המחירים בעסקאות הפוטנציאליות של בז"ן וכי"ל זהים למחיר בעסקה הפוטנציאלית של OPC.

39. בחנו את המחירים בעסקאות הפוטנציאליות של חברות הקבוצה בתרחישי רגישות של עלייה או ירידה של 10% בתעריף ייצור החשמל בהשוואה לתעריף הנוכחי. הלוח להלן מציג את המחירים בעסקאות הפוטנציאליות לפי תרחישי רגישות של ירידה או עלייה של 10% בתעריף ייצור החשמל:

תעריף ייצור החשמל	מחיר הגז בעסקאות הפוטנציאליות של בז"ן וכי"ל	מחיר הגז בעסקה הפוטנציאלית של OPC	פער באחוזים, ביחס למחיר בעסקה הפוטנציאלית של OPC
(אג' לקוט"ש) ⁸	(דולר ל-MMBTU)	(דולר ל-MMBTU)	(%)
26.4	3.975	3.975	-
29.0	4.003	4.117	2.8%
23.8	3.975	3.800	-4.6%
	3.989	3.958	-0.8%

⁸ המספרים מעוגלים לפי ספרה אחת לאחר הנקודה.

40. מהלוח לעיל עולה, כי בממוצע של תרחישי הרגישות של עלייה או ירידה של 10% בתעריף ייצור החשמל, מחיר הגז הממוצע בעסקאות הפוטנציאליות של בז"ן וכי"ל הוא כ-3.989 דולר ל-MMBTU ואילו מחיר הגז הממוצע בעסקה הפוטנציאלית של OPC הוא כ-3.958 דולר ל-MMBTU. מדובר בפער לא מהותי של כ-0.03 דולר ל-MMBTU המהווה כ-0.8% ביחס למחיר הגז הממוצע בעסקה הפוטנציאלית של OPC.

41. בנוסף, בחנו את המחירים בעסקאות הפוטנציאליות של חברות הקבוצה בתרחישי רגישות נוספים, של עלייה או ירידה של 20% בתעריף ייצור החשמל, בהשוואה לתעריף הנוכחי. הלוח להלן מציג את המחירים בעסקאות הפוטנציאליות לפי תרחישי הרגישות של ירידה או עלייה של 20% בתעריף ייצור החשמל:

תעריף ייצור החשמל	מחיר הגז בעסקאות הפוטנציאליות של בז"ן וכי"ל	מחיר הגז בעסקה הפוטנציאלית של OPC	פער באחוזים, ביחס למחיר בעסקה הפוטנציאלית של OPC
(אג' לקוטייש')	(דולר ל-MMBTU)	(דולר ל-MMBTU)	(%)
תעריף נוכחי	3.975	3.975	-
עלייה של 20% בתעריף הנוכחי	31.7	4.375	2.8%
ירידה של 20% בתעריף הנוכחי	21.1	3.975	- 4.6%
מחיר ממוצע של שני התרחישים	4.175	4.150	- 0.6%

42. מהלוח לעיל עולה, כי בממוצע של תרחישי הרגישות של עלייה או ירידה של 20% בתעריף ייצור החשמל, מחיר הגז הממוצע בעסקאות הפוטנציאליות של בז"ן וכי"ל הוא כ-4.175 דולר ל-MMBTU ואילו מחיר הגז הממוצע בעסקה הפוטנציאלית של OPC הוא כ-4.150 דולר ל-MMBTU. מדובר בפער לא מהותי של כ-0.025 דולר ל-MMBTU המהווה כ-0.6% ביחס למחיר הגז הממוצע בעסקה הפוטנציאלית של OPC.

⁹ המספרים מעוגלים לפי טפרה אחת לאחר הנקודה.

43. מהאמור לעיל עולה, כי פערי המחירים בעסקאות הפוטנציאליות של חברות הקבוצה אינם מהותיים.

2.4. כמויות

44. כמויות הגז הטבעי בעסקאות הפוטנציאליות שחברות הקבוצה התחייבו לרכוש משתנות בין חברה לחברה. בחנו את הכמויות בעסקאות הפוטנציאליות של בז"ן, כי"ל ו-OPC.

45. הלוח להלן מציג לכל אחת מחברות הקבוצה את כמות הגז שהיא מבקשת לרכוש במסגרת העסקאות הפוטנציאליות:

סה"כ חברות הקבוצה	OPC	כי"ל	בז"ן	
2.60	0.6	0.85	1.15	BCM
254,569	58,045	83,836	112,688	DCQ (MMBTU)
100%	23%	33%	44%	התפלגות הכמות

מקור: טיוטת ההסכם וחברות הקבוצה

46. מהלוח לעיל עולה, שבסה"כ חברות הקבוצה מבקשות לרכוש בעסקאות הפוטנציאליות גז טבעי בהיקף של 2.6 BCM, כאשר בז"ן מבקשת לרכוש כ-44% מסך הכמות; כי"ל - כ-33% מסך הכמות ו-OPC - כ-23% מסך הכמות.

47. יצוין, כי במסגרת העסקאות הפוטנציאליות כל אחת מחברות הקבוצה מבקשת לרכוש כמויות גז טבעי גדולות מהכמויות אותן הן מבקשות לרכוש בהסכמים הנוכחיים, אשר אמורים להסתיים או שמהן חברות הקבוצה מתכוונות להשתחרר (להלן: "הכמות הנוספת"). הלוח להלן מציג לכל אחת מחברות הקבוצה את הכמות הנוספת, וכן את שיעורה מתוך הכמות המבוקשת במסגרת העסקאות הפוטנציאליות:

OPC	כי"ל	בז"ן	
0.1	0.1	0.15	BCM
17%	12%	13%	שיעור הכמות הנוספת מתוך הכמות המבוקשת במסגרת העסקאות הפוטנציאליות

מקור: חברות הקבוצה

48. מהלוח לעיל עולה, כי על אף שכל אחת מהחברות הסכימה לכמות נוספת בגובה של כ-0.1 - 0.15 BCM, הרי שהכמות הנוספת מהווה שיעור גדול יותר ביחס להתחייבות במסגרת העסקה הפוטנציאלית של OPC, שמבקשת לרכוש כמות גז קטנה יותר. כפי שיפורט בהמשך,

הכמות הנוספת עבור OPC נדרשת על מנת להבטיח אספקה מלאה לתחנה של OPC בחדרה לאורך כל תקופת המימון.

3.4. שיעור ה-TOP

49. כפי שעולה מהנתונים בפרק 3.ג. לעיל, אין הבדלים משמעותיים בשיעורי ה-TOP במסגרת העסקאות הפוטנציאליות בין חברות הקבוצה,

4.4. תנאי תשלום

50. יש הבדלים קטנים בתנאי התשלום בין חברות הקבוצה. כפי שנמסר לנו מחברות הקבוצה, מועד התשלום של OPC יהיה בסוף החודש העוקב; מועד התשלום של בז"ן יהיה ב-1 לחודש שלאחר קבלת החשבונית; ומועד התשלום של כי"ל יהיה עד סוף החודש העוקב או 30 יום לאחר קבלת החשבונית, המאוחר מבניהם. בשים לב לכך שמדובר בפער של ימים בודדים, הרי שמדובר בהבדלים זניחים.

5.4. היקף התחזוקה

51. על פי טיוטת ההסכם, יש הבדלים קטנים בהיקף התחזוקה בין כי"ל לבין בז"ן ו-OPC. כך, על פי טיוטת ההסכם, היקף התחזוקה המתוכנן בכי"ל בכל אחת משנות ההסכם לא יעלה על 15 פעמים מה-DCQ; והיקף התחזוקה המתוכנן בבז"ן ו-OPC בכל אחת משנות ההסכם לא יעלה על 13 פעמים מה-DCQ. בשים לב לכך שמדובר בפערים קטנים, בהיקף של פעמיים ה-DCQ, הרי שמדובר בהבדלים שהם אינם מהותיים.

6.4. מקום בוררות

52. על פי טיוטת ההסכם, יש הבדלים בנהלי הבוררות בין בז"ן וכי"ל לבין OPC. כך, על פי טיוטת ההסכם, בוררות בין אנרגיאן לבז"ן או כי"ל בנוגע למחלוקות של מעל ל-10 מיליון דולר תתקיים בלונדון; בעוד בוררות בין אנרגיאן ל-OPC בנוגע למחלוקות של מעל ל-5 מיליון דולר תתקיים בלונדון. בשים לב להיקפי ההסכמים, הרי שמדובר בהבדלים שהם אינם מהותיים.

7.4. סיום ההסכם בשני תרחישים ייחודיים

53. על פי טיוטת ההסכם, לכי"ל יש אפשרות לסיים את ההסכם, אם יפקע הזיכיון של מפעלי ים המלח בהתאם לזיכיון ים המלח תשכ"א-1961.
54. בנוסף, על פי טיוטת ההסכם, ל-OPC יש אפשרות לסיים את חלק ההסכם המתייחס לתחנת חדרה, אם אנרגיאן לא תגיע להפעלה מסחרית עד למועד האחרון שבו תחנת חדרה תהא רשאית להודיע על הפחתת כמויות בהסכם עם תמר.

ה. האם השינויים הם סבירים בנסיבות העניין

ה.1. הבדלים בנוסחת המחיר

55. מהנתונים שהוצגו לעיל עולה, שפערי המחירים בעסקאות הפוטנציאליות של חברות הקבוצה אינם מהותיים.
56. כפי שנמסר לנו מ-OPC, ההבדל בנוסחת המחיר בין העסקאות הפוטנציאליות של בז"ן וכי"ל לבין העסקה הפוטנציאלית של OPC נובע מהצורך של OPC לגדר את הסיכון במקרה של ירידת תעריפי החשמל. להבדיל מבז"ן ומכי"ל, ההכנסות של OPC קשורות באופן ישיר לתעריפי החשמל בישראל, ועל כן, עלייה בתעריפי החשמל תשפיע עליה באופן חיובי. לעומת זאת, ירידה במחירי החשמל מהווה סיכון תפעולי, ולכן נבחר ל-OPC המנגנון שמגדר את הסיכון במקרה של ירידת תעריפי החשמל, וזאת על חשבון הכנסות גבוהות יותר במקרה של עלייה בתעריפי החשמל.
57. מדובר בשיקול כלכלי סביר, שבוודאי שניתן לקבלו בשים לב לכך שהפערים במחירים אינם מהותיים.

ה.2. הבדלים בכמות הנוספת

58. מהנתונים שהוצגו לעיל, עולה שעל אף שכל אחת מהחברות התחייבה לכמות נוספת בגובה של כ-0.1 – 0.15 BCM, הרי שיש הבדלים בשיעור הכמות הנוספת מתוך סך הכמות בין החברות.
59. הפערים בשיעור הכמות הנוספת בין בז"ן וכי"ל הם קטנים מאד. השיעור של OPC גבוה יותר, והוא נובע מכך שהכמות הנוספת, נחוצה על מנת להבטיח אספקה מלאה לתחנה של OPC בחדרה לאורך כל תקופת המימון, חלף הסכם הגז השני של חדרה מול תמר. להערכת

OPC, כמות זאת נדרשת לצורך אספקת הגז לכל תקופת המימון (כפי שנדרש בעבר על ידי מממני חדרה).

60. בשים לב לכך שמדובר בשיעור כמות נוספת של כ-4 - 5 נקודות אחוז מעבר לשיעור הכמות הנוספת של כ"ל ובז"ן, ולכך שההסכם אינו כולל כל מגבלה על מכירה משנית של גז טבעי, הרי שמדובר בשינוי שהוא סביר ואינו מהותי בנסיבות העניין.

ה.3. הבדלים בשיעורי ה- TOP

61. כפי שעולה מהנתונים לעיל, אין הבדלים משמעותיים בשיעורי ה- TOP במסגרת העסקאות הפוטנציאליות בין חברות הקבוצה, [REDACTED]

62. יש לשים לב שהשיעור הקבוע בהסכם עם OPC נמוך ב-2 נקודות אחוז מהשיעור בהסכמים עם בז"ן וכ"ל. אך מצד שני, כאמור לעיל, שיעור הכמות הנוספת בהסכם OPC גבוה יותר. עובדה זו כשלעצמה הופכת את השינוי הקטן בשיעור ה- TOP לסביר ובלתי מהותי בנסיבות העניין.

ה.4. תנאי תשלום

63. מהאמור לעיל עולה, כי יש הבדלים קטנים בתנאי התשלום בין חברות הקבוצה.

64. הפער בין מועד התשלום של OPC לבין מועד התשלום של בז"ן הוא של יום אחד. הפער בין מועדי התשלום של OPC ובז"ן לבין מועד התשלום של כ"ל תלוי במועד שבו כ"ל תקבל את החשבונית מאנגריאן. נמסר לנו מכ"ל, שנכון להיום מועד קבלת החשבוניות מתמר הוא ב-2 לחודש. לפיכך מועד התשלום של כ"ל יהיה ב-1 או ב-2 לחודש שלאחר קבלת החשבונית, ולכן מדובר בפער של ימים בודדים בלבד.

ה.5. היקף התחזוקה

65. מהאמור לעיל עולה, כי יש הבדלים קטנים ולא מהותיים בהיקף התחזוקה בין כ"ל לבין בז"ן ו- OPC.

66. כפי שנמסר לנו מחברות הקבוצה, היקף התחזוקה שנקבע בטיטות ההסכם עבור כל אחת מחברות הקבוצה משקף את הצרכים האינדיבידואליים שלה, וזאת בהתאם לציפיות שלה

באשר להיקף התחזוקה הנדרש. בשים לב לכך שמדובר בפער קטן בין כ"ל לבין בז"ן ו-OPC, בהיקף של פעמיים ה-DCQ, הרי שמדובר בהבדלים קטנים שהם אינם מהותיים.

ה.6. מקום בורות

67. מהאמור לעיל עולה, כי יש הבדלים בנהלי הבוררות בין בז"ן וכ"ל לבין OPC. כך, בורות בין אנרגיאן לבז"ן או כ"ל בנוגע למחלוקות של מעל ל-10 מיליון דולר תתקיים בלונדון; בעוד בורות בין אנרגיאן ל-OPC בנוגע למחלוקות של מעל ל-5 מיליון דולר תתקיים בלונדון.
68. יצוין, כי מצד אחד, העלות הנוספת של קיום הבוררות בלונדון מוערכת בכמה מיליוני דולרים; ומהצד השני, יש יתרון מבחינת המקצועיות של קיום הבוררות בלונדון. כאמור לעיל, ביחס להיקף ההסכם, ההבדלים בנהלי הבוררות אינם מהותיים.

ה.7. סיום ההסכם בשני תרחישים ייחודיים

69. כאמור, על פי טיוטת ההסכם, כ"ל יכולה לסיים את ההסכם, אם יפקע הזיכיון של מפעלי ים המלח בהתאם לזיכיון ים המלח תשכ"א-1961. יצוין, כי מדובר בתרחיש שהוא מעין כוח עליון, שאינו בשליטת החברה, והשלכותיו על היקף צריכת הגז הטבעי של כ"ל היא קרדינלית. בשים לב לכך, מדובר בסעיף שהוא סביר ואף בלתי נמנע בנסיבות העניין.
70. בנוסף, כאמור, על פי טיוטת ההסכם, OPC יכולה לסיים את חלק ההסכם המתייחס לתחנת חדרה, אם אנרגיאן לא תגיע להפעלה מסחרית עד למועד האחרון שבו תחנת חדרה תהא רשאית להודיע על הפחתת כמויות בהסכם עם תמר. כפי שנמסר לנו מ-OPC, המועד האחרון שבו תחנת חדרה תהא רשאית להודיע על הפחתת כמויות בהסכם עם תמר הוא ב-31 בדצמבר 2020.¹⁰
71. יצוין, שעל פי טיוטת ההסכם, הזכות של חברות הקבוצה לתת מתן הודעה לביטול ההסכם במקרה שבו ההפעלה המסחרית של המאגר תתעכב לאחר יום ה-30 בספטמבר 2021 (או לאחר יום ה-30 ביוני 2022, במקרה של כוח עליון)¹¹.

¹⁰ נמסר לנו מ-OPC, כי זאת החלטה מסחרית של חדרה אם להודיע על הפחתת כמויות במקרה בו אנרגיאן לא תגיע להפעלה מסחרית עד סוף 2020.

¹¹ יצוין, כי ביטול ההסכם יכנס לתוקף בתוך 60 יום ממתן ההודעה על ביטול ההסכם, אלא אם במהלך תקופה זו אנרגיאן תגיע להפעלה מסחרית של המאגר, ואז הודעת הביטול מבוטלת.

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.73 דהיינו, נכון לנקודת הזמן של החתימה על ההסכם, היכולת של OPC בחלק ההסכם המתייחס לתחנת חדרה להתמודד עם עיכוב בהפעלה מסחרית של המאגר היא מוגבלת בהשוואה ליכולת ההתמודדות של בז"ן, כ"ל-ו-OPC בחלק ההסכם המתייחס לתחנת רותם. בשים לב לכך, מדובר בסעיף שהוא סביר בנסיבות העניין.

ה.8. מחיר אחיד לחברות הקבוצה

.74 כאמור לעיל, ברמות תעריף הייצור הנוכחי מחיר הגז זהה לכל החברות, כאשר נוסחת ההצמדה מביאה לכך שאם תעריף הייצור יעלה המחירים של OPC יהיו גבוהים במקצת ואם ירד, המחירים ל-OPC יהיו נמוכים במקצת. דהיינו, למעשה מדובר בקביעת מחירים כמעט אחידים למרות שיש פערי כמויות בין חברות הקבוצה. בנסיבות שבהן המחיר המוזל הוא בגין כמות שהושגה באמצעות משא ומתן משותף וייחס כל הכמויות, סביר שהמחיר יהיה אחיד, שהרי הגעה לכמות שבגינה הושגה התועלת תלויה בהשתתפות שלוש החברות; וכל חברה בנפרד אינה מספיק גדולה כדי להשיג תנאים אלו או תנאים טובים יותר.

.75 יצוין כאמור, כי המחיר של בז"ן דומה למחירים של כ"ל-ו-OPC, ובדומה אליהם הוא צמוד כולו לתעריף ייצור החשמל. הצמדה לתעריף ייצור החשמל לא ניתנה לבז"ן באף לא אחת מההצעות המתחרות, ובעבור בז"ן זהו שיפור שחלקו הוא בגין כמות הרכישה הגדולה של בז"ן ביחס לשאר החברות.