## BANK LEUMI LE-ISRAEL B.M. AND INVESTEE COMPANIES

**Condensed Financial Statements as at 30 June 2011** (unaudited)

Bank Leumi le-Israel B.M. Head Office: Leumi House, 34 Yehuda Halevi Street, Tel Aviv 65546, Israel Tel: (972) 3-5148111, Fax: (972) 3-5149732

This is a translation from the Hebrew and has been prepared for convenience only. In the case of any discrepancy, the Hebrew will prevail.

30 August 2011

## Bank Leumi le-Israel B.M. and Investee Companies Condensed Financial Statements as at 30 June 2011 (unaudited)

### Index

	Page
Directors' Report	
A. General Developments in the Group's Business	
Description of Leumi Group's Business Activities and their General Development	2
Control of the Bank	3
Capital Resources and Transactions in the Shares of the Bank	6
Distribution of Dividend	10
Principal Data of Leumi Group	11
B. Other Information	
Principal Developments in the Economy	12
General Environment and Effect of External Factors on Activities	18
Accounting Policy on Critical Subjects	26
Procedure for the Approval of the Financial Statements	28
C. Description of the Group's Business according to Segments and Areas of Activity	
Development of Income, Expenses and Tax Provision	31
Structure and Development of Assets and Liabilities	45
Operating Segments in the Group	67
Activities of Major Investee Companies	108
Non-Banking Activities of Companies included on Equity Basis	110
Exposure to Risk and Methods of Risk Management	111
Linkage Status and Liquidity Status	143
Basel Directives	145
Legal Proceedings	151
D. Additional Matters	
Leumi for the Community	152
Internal Auditor	152
Controls and Procedures Regarding Disclosure in the Financial Statements	153
Management Daview	
Rates of Income and Expenses	157
Exposure to Interest Rate Fluctuations	166
Credit to the Public – Risk by Economic Sector	169
Country Exposure	107
	150
6. Certification of the President and Chief Executive Officer	178
Certification of the Chief Accountant	179
. Condensed Financial Statements	
Joint Auditors' Review	180
Condensed Balance Sheet – Consolidated	181
Condensed Profit and Loss Statement – Consolidated	182
Condensed Statement of Changes in Shareholders' Equity - Consolidated	183
Condensed Statement of Cash Flows – Consolidated	188
Notes to the Condensed Financial Statements – Consolidated	191

## A. General Developments in the Group's Business

The Directors' Report has been prepared in accordance with the Public Reporting Directives of the Supervisor of Banks. The principles applied in preparing the interim reports are consistent with the principles used in preparing the Annual Report as at 31 December 2010. Except as stated in note 1b to the financial statements as at 30 June 2011, the interim reports should be read in conjunction with the Annual Report for 2010.

### **Description of Leumi Group's Business Activities and their General Development**

Total assets under the management of the Group (balance sheet items and off-balance sheet items<sup>\*</sup>) amounted to some NIS 883 billion at the end of June 2011, as compared with NIS 889 billion at the end of 2010, a decrease of some 0.7%, resulting primarily from a decline in the capital market, partly offset by an increase in activity.

Net profit attributable to shareholders in the banking corporation (hereinafter – the net profit) in the first half of 2011 amounted to NIS 1,118 million, compared with NIS 1,232 million in the corresponding period in 2010, a decrease of 9.3%, and in the second quarter of 2011, to NIS 563 million, compared with NIS 689 million in the corresponding period in 2010, a decrease of 18.3%. The decrease derives from the extraordinary profit of NIS 182 million in corresponding period last year which was primarily attributable to the sale of the Bank's holdings in Paz Oil Company Ltd.

Net operating profit attributable to shareholders in the banking corporation in the first half of 2011 amounted to NIS 1,115 million, compared with NIS 1,046 million in the corresponding period in 2010, an increase of 6.6%, and in the second quarter of 2011, to NIS 561 million, compared with NIS 507 million in the corresponding period in 2010, an increase of 10.7%.

The increase in net operating profit is primarily attributable to an increase in net interest income and to a decrease in respect of credit losses On the other hand, the increase in operating and other expenses (which is primarily attributable to provisions to cover losses in severance pay and provident funds), a decrease in operating and other income and a decrease in the contribution of the companies included on equity basis partially offset the abovementioned effects.

Net profit per share attributable to shareholders in the banking corporation during the first half of 2011 was NIS 0.76, compared with NIS 0.84 in the corresponding period in 2010, and NIS 0.38 in the second quarter of 2010, compared with NIS 0.47 in the corresponding period in 2010 and NIS 1.58 for the whole of 2010.

<sup>\*</sup> Total balance sheet items as well as customers' securities portfolios, and the value of securities of mutual funds, provident funds, pension funds and supplementary training funds held in custody, in relation to which operational management and custody services are provided.

	31.3.2011	31.12.2010	31.12.2009	31.12.2008	31.12.2007	31.12.2006
	In %					
Total assets	29.3	29.3	29.6	29.3	30.0	30.1
Credit to the public, net	28.8	28.9	28.3	29.1	29.7	29.8
Deposits of the public	29.4	29.5	29.9	29.8	30.2	30.5
Operating profit before tax	28.4	30.4	35.0	1.5(1)	37.9	27.5 <sup>(2)</sup>
Net operating profit	28.2	29.8	35.8	_ (3)	38.4	25.6 <sup>(2)</sup>

Based on data of the banking system as at 31 March 2011, as published by the Bank of Israel, Leumi Group's share of the total banking system was as follows:

<sup>(1)</sup> After neutralizing the losses of Bank Hapoalim.

<sup>(2)</sup> The decrease in the Group's share derives mainly from the volume of extraordinary salary expenses, approximately half of which arose from the privatization.
 <sup>(3)</sup> There was an after-tax operating loss.

### **Control of the Bank**

On 31 October 1993, the State of Israel became a shareholder of the Bank, under the Bank Shares Arrangement and the Bank Shares (Arrangement Shares) (Temporary Provision) Law, 1993 (the "Bank Shares Law"). As provided in the Bank Shares Law, the transfer of the shares in the Bank to the State and the exercise of the rights by virtue of the shares under this Law do not require a permit under the Banking (Licensing) Law, 1981.

On 30 June 2011 and on August 24 2011, the State of Israel held 6.028% of the issued share capital and 6.46% of the voting rights in the Bank as a result of the sale of 5% of the issued capital and voting rights in the Bank, on 19 January 2011 (see "Sale of shares in the Bank by the State" below) and the sale of some 0.43% of the issued capital and voting rights in the Bank by the State to the Group employees on May 17, 2011 (see "Sale of Shares to Employees" below).

#### Bank Shares (Arrangement Shares) (Temporary Provision) Law, 1993 (hereinafter "the **Bank Shares Law")**

The Bank Shares Law authorized the Shares Committee of the Bank to use for and on behalf of the State the voting rights by virtue of the State's holdings in the Bank.

The Bank's current Shares Committee was appointed by virtue of the Bank Shares (Arrangement Shares) (Temporary Provision) Law (Appointment of Committees and Terms of Office) Directives, 2009, which were published on 12 March 2009. The committee's appointment is valid through 31 October 2011, but will end earlier if and when one of the following events takes place: (1) no other party holds a control permit pursuant to section 34(b) of the Banking (Licensing) Law, 1981 and the State's holding of shares in the Bank has fallen below a percentage which does not exceed 5%, or (2) there is another party who holds a control permit pursuant to section 34(b) of the Banking (Licensing) Law, 1981 and the percentage of the shares in the Bank held by the State has fallen below a percentage which does not exceed 10%.

On 24 May 2011, the Annual General meeting of the Bank was held, with agenda including, inter alia, the election of four directors to the Board of Directors of Bank. Prior to 24 May 2011, all of the directors serving on the Board of Directors of the Bank had been appointed in accordance with the Bank Shares Law, with all the incumbent directors having been proposed at general meetings of the Bank by the Bank's Shares Committee, and the committee voting for them by virtue of the State's shares in the Bank. At the meeting, two directors, who had been proposed for election at the General Meeting by Shlomo Eliahu Holdings Ltd., and two directors who had been proposed for election at the General Meeting by the Bank's Shares

Committee, were elected. The Supervisor of Banks confirmed that it has no objection to the appointment directors of all the candidates elected at the meeting – see "Annual General Meeting and Election of Directors" below.

From this, it may be learned that, as long as over 50% of the directors of the Bank are appointed in accordance with the Bank Shares Law, the State of Israel holds over 50% of one of the means of control of the Bank and in accordance with the presumption regarding the definition of control in the Securities Law, it holds control of the Bank, subject to the restrictions determined in the Bank Shares Law. It should be noted that there is also another interpretation. To the best of the Bank's knowledge, none of the holders of the means of control received a control permit. It should be further noted that Shlomo Eliahu Holdings holds 9.59% of the issued and paid-up of the Bank and the State of Israel through M.I. Properties holds 6.03% of the issued and paid-up share capital of the Bank (see details below).

#### Sale of Shares in the Bank by the State

On 9 June 2010, the Minister of Finance requested the Knesset Finance Committee to approve the sale of up to 10.46% of the State's holdings in the Bank to financial entities for marketing to investors in Israel and abroad, as part of one or more competitive procedures ("block trade"). On 3 November 2010, the Finance Committee decided to approve the said request in principle, although any sale would be subject to the approval of the closed subcommittee of the Finance Committee.

On 19 January 2011, the Bank was notified by the Ministry of Finance that the sale in a competitive procedure (off the stock exchange) of 73,677,561 ordinary shares of NIS 1.00 par value each (constituting 5% of the Bank's issued share capital) owned by the State to UBS Limited, for consideration of NIS 17.611 per share (aggregate proceeds of NIS 1,297.5 million). Following the sale, 95,179,941 ordinary shares of NIS 1.00 par value each of the Bank, constituting 6.46% of the Bank's issued share capital, remain in the hands of the State.

On 17 May 2011, the Bank was informed by the Finance Ministry that the off-stock exchange sale of 6,339,730 ordinary shares of NIS 1.00 par value each of the Bank (constituting 0.43% of the issued share capital of the Bank), owned by the State to the employees of the Bank Group, in consideration of NIS 13.3002797 per share (a total of NIS 84.3 million), In addition, on 30 May 2011, the Bank was informed by the Ministry of Finance that on 29 May 2011, the off-stock exchange sale to the Chairman of the Board of Directors of the Bank of 9,442 ordinary shares of NIS 1.00 par value each of the Bank (constituting 0.0006% of the Bank's issued capital), was completed, in consideration of NIS 13.37813 per share (aggregate total of NIS 126.3 thousand), following the approval of the Annual General Meeting held on 24 May 2011. The sale of the shares to employees, as aforesaid, is subject to the provisions of the outline prospectus published by the Bank on 6 April 2011.

Following the sale, 88,830,769 ordinary shares of NIS 1.00 par value each of the Bank, constituting 6.028% of the issued capital of the Bank, was still held by the State.

It should be noted that, pursuant to the provisions of the outline prospectus, during the blocked period of the shares and as long as the State's shareholding percentage in the Bank exceeds 5%, an irrevocable power of attorney is given to vote by virtue of the shares sold as aforesaid, and to make use of the right to appoint directors by virtue of the shares. For further details, see "Sale of shares to employees", below.

It should be noted that on 5 January 2011, a proposed Banking Law (Legislative Amendments), 2011 was published, proposing, *inter alia*, to expand and amend the Banking Law (Licensing) and the Banking Ordinance, such that it will regulate the proposal of directors, appointments and their term of office in a banking corporation without core control.

The proposal was approved on first reading in the Knesset and passed for discussion in the Knesset Finance Committee.

If and when the State reduces its holdings in the Bank to 5% or less and the Proposed Banking Law (Legislation Amendments), 2011, is passed, then the directors will be appointed in the Bank according to the format outlined in the abovementioned proposed law, as described on pages 46-48 to the 2010 Annual Report.

On 5 April 2011, Dash Apex Holdings Ltd. ("Dash Apex") notified the Bank that Dash Apex was an interested party in the Bank, due to holdings in the nostro account, holdings of mutual funds that it manages, and holdings of provident funds and pension funds that it manages. On 26 May 2011, Dash Apex informed the Bank that on 25 May 2011, Dash Apex ceased to be an interested party in the Bank.

#### Sale of Shares to Employees

In accordance with the agreements concerning the privatization of the Bank, and in accordance with agreements reached between the Accountant-General in the Finance Ministry and the employees of the Bank, on 6 April 2011, an outline prospectus for the offer by the State of Israel of the Bank's shares to employees of the Bank, Arab-Israel Bank Ltd., Leumi Mortgage Bank Ltd., and the Restaurant Association of Employees of Bank Leumi Le-Israel (registered association) ("the participants", "the outline prospectus") was published.

On 17 May 2011, the purchase by the participants was completed, in accordance with and subject to arrangements and conditions detailed in the outline prospectus, 6,339,730 shares held by the State of Israel representing 0.43% of the Bank's issued and paid-up share capital of the Bank, as at the date of publication of the outline prospectus. On 24 May 2011, the General Meeting of the Bank approved the offer of 9,442 shares to the Chairman of the Board of Directors of the Bank, and the grant of a loan by the Bank to purchase the shares. On 30 May 2011, the Bank was informed by the Ministry of Finance that on 29 May 2011, the sale of the shares to the Chairman of the Board of Directors was completed.

The price per share for purposes of the offer to participants according to the outline prospectus was NIS 13.20825 per share as at 19 January 2011, and this share price was linked to the consumer price index using the "last known index" method, with the base index being the index for the month of December 2010, that was published on 14 January 2011. The share price was NIS 13.3002797. (The price of the shares purchased by the Chairman of the Board of Directors was NIS 13.37813).

The allocation of shares to the participants and determining the number of shares offered each participant was made relative to the salary serving as a basis for social provisions for those participants for the month of January 2011, in accordance with the terms of the outline prospectus. The Chairman of the Board (as stated above) and the President and CEO of the Bank are included in the participants.

The shares will be blocked for a period of four years from the determining date (as defined in the outline prospectus), and will be deposited with a trustee.

In addition, the Audit Committee and the Board of Directors approved the granting of loans to the participants for the purchase of the shares offered in the outline prospectus.

The value of the benefit to the employees and to the Chairman of the Board of Directors in respect of the aforesaid purchase, which was assessed by an external valuer, includes a number of components and amounts to some NIS 16 million (including payroll tax and national insurance). This amount was recorded in the second quarter of the year as a salary expense. A benefit of NIS 14 million was recorded in a net capital reserve.

To finance the purchase of the shares, the Bank extended loans to the employees who elected to receive them, amounting to some NIS 43 million, with repayment in a single payment at the end of the blocked period of the shares, of which loans amounting to NIS 12 million are linked to the consumer price index, bearing interest at 1.55%, and loans amounting to NIS 31 million are unlinked based on the prime rate less 0.75%. The loans are not under non-recourse conditions. The amount of the loans was deducted from the Bank's capital.

#### **Annual General Meeting and the Election of Directors**

In accordance with the Bank's articles, at the Bank's Annual General Meeting, four directors retire, as follows: Miriam (Miri) Katz, Adv., Mr. Rami Avraham Guzman, Yaakov Mishal, Adv., and Mr. Zvi Koren.

On 24 May 2011, the Annual General Meeting of the Bank was held and the incumbent director, Miriam (Miri) Katz, Adv., was re-elected and Mr. David Avner and Mr. Amos Sapir were elected to serve as new directors of the Bank.

Ms. Zipora Samet was elected to serve as external director in the Bank, pursuant to the Companies Law, 1999, for a period of three years.

Ms. Samet and Mr. Sapir were proposed for election at the Annual General Meeting by Shlomo Eliahu Holdings Ltd. Mr. Avner and Ms. Katz were proposed for election at the Annual General Meeting by the Bank's Shares Committee.

The Supervisor of Banks has confirmed that he has no objection to the appointment as director of all of the candidates elected at the meeting. As a result, the term of office of Ms. Samet and Mr. Avner commenced on 25 July 2011, while the term of office of Mr. Sapir will commence on 31 October 2011, at the end of the cooling-off period which he is obliged to fulfill as an external director according to Proper Conduct of Banking Business Regulation 301.

### **Capital Resources, Capital Adequacy and Transactions in the Shares** of the Bank

**Shareholders' equity** of the Group attributable to the shareholders of the banking corporation as at 30 June 2011 amounted to NIS 22,844 million, compared with NIS 23,293 million as at the end of 2010, a decrease of 1.9%. Comparative figures of shareholders' equity have been restated as a result of the directive of the Supervisor of Banks to make a provision in respect of "future expectation of retirements with a benefit in excess of contractual conditions", see below on page 27, and on Note 1B(4). The decrease derives from the effect of the change in respect of the initial transition to a method of calculating the allowance for credit loss pursuant to the directives of the Supervisor of Banks which are based in International Accounting Standard FAS 114, from the impairment of the available-for-sale security portfolio and the distribution of the dividend recommended by the Board of Directors on 29 March 2011 and approved by the General Meeting on 24 May 2011. These changes were partially offset by the profit for the first half of the year.

The securities portfolio (nostro) is mainly comprised of bonds issued by governments, banks and foreign financial institutions, which generally represent the use of funds raised and available capital. Most of the securities portfolio is classified as available-for-sale securities, and is included in the balance sheet on the basis of fair value. The income is recorded in the profit and loss statement on an accrual basis, with the difference between the value on an accrual basis with regard to bonds, and on a cost basis with regard to shares, and the fair value being recorded directly as a separate item in shareholders' equity, after a deduction for the effect of related taxes. In the first half of the year, there was an impairment of NIS 394 million, net, in shareholders' equity was recorded in respect of this item, compared with an increase in value of NIS 79 million, net, in the corresponding period in 2010. (All of the amounts are net, after the related tax effect.)

The total net accrued balance of adjustments in respect of securities held in the available-forsale portfolio at fair value as of 30 June 2011 amounted to a positive sum of NIS 74 million (after the effect of tax).

According to the rules for computing capital adequacy – Basel II, the balance in respect of the adjustment of securities to fair value is taken into account in the computation of capital for the purposes of the minimum capital ratio.

**Shareholders' equity relative to total assets** reached 6.9% on 30 June 2011, compared with 7.1% on 31 December 2010.

**Total capital relative to risk components** according to Basel II reached 13.96% as of 30 June 2011, compared with 14.96% on 31 December 2010. This ratio is higher than the minimum ratio of 9% set by the Supervisor of Banks. Tier 1 capital reached 8.2% as of 30 June 2011. This ratio reflects the actual core capital according the definition of the Bank of Israel, compared with 8.43% at the end of 2010. This ratio is also higher than required as explained below.

For a detailed explanation, see pages 28-31 in the 2010 Annual Report.

#### Capital Adequacy Target

The Group's policy, as approved by the Board of Directors, is to maintain a level of capital adequacy that is higher than the threshold defined from time to time by the Bank of Israel and higher, in general, in relation to the banking system in Israel and at a rate similar to the long-term average in OECD countries.

The Group's policy, which reflects its appetite for risk, in accordance with the above, includes a target for the capital adequacy ratio of 14.0%-14.5% and an aggregate capital ratio of 8.0%-8.5%.

In addition, targets that the Group is prepared to fulfill in the event of a stress scenario have been defined:

- 1. First Tier capital adequacy ratio should not be less than 6.0% at all stages of materialization of the scenario.
- 2. Overall capital adequacy ratio should not be less than 9.0% at all stages of materialization of the scenario. In addition, it is sought that the capital base will be higher than the required risk capital (First Pillar + Second Pillar) at all stages of materialization of the scenario.

In a circular dated 30 June 2010, the Supervisor of Banks announced that the banks are required to adopt a capital policy for the interim period including a target for a core capital ratio (First Pillar capital excluding hybrid capital instruments). The target rate will be not less 7.5%. As of the date of the Report, this ratio stands in the Group at 8.2%, which is higher than the target prescribed by the Supervisor.

The abovementioned capital adequacy ratio policy relates to future transactions of the Bank, and comes within the definition of "forward-looking information". For the meaning of this term, see the section, "Description of the Banking Corporation's Business and Forward-Looking Information" in the Directors' Report on page 19 below.

	30 June	30 June	31 December
	2011	2010	2010
	NIS millions		
Tier 1 capital:			
Shareholders' equity	7,059	7,059	7,059
Premium	1,129	1,129	1,129
Reserves	14,693	*14,512	*15,063
Capital reserves from share-based transactions and other			
capital reserves	51	10	35
Adjustments from translation of financial statements of			
companies included on equity basis	(132)	(460)	(460)
Loans to employees for the purchase of Bank's shares	(30)	(2)	(1)
Non-controlling interests	333	292	318
Amounts deducted from Tier 1 capital, including			
goodwill, investments and other intangible assets	(275)	(230)	(246)
Total Tier 1 capital	22,828	22,310	22,897
Tier 2 capital:			
45% of the amount of net profits, before the effect of			
relevant tax in respect of adjustments to fair value of			
available-for-sale securities	81	280	314
General provision for credit losses	428	428	428
Innovative and non-innovative hybrid capital			
instruments	5,997	5,837	5,911
Subordinated notes	9,601	10,164	11,217
Amounts deducted from Tier 2 capital	(76)	(65)	(154)
Total Tier 2 capital after deductions	16,031	16,644	17,716
Total capital base for purposes of capital adequacy	38,859	38,954	40,613

# Structure of capital components for the purpose of computing the capital ratio (Table 2 - Basel II)

\* Restated in accordance with a directive of the Supervisor of Banks. See note 1 below.

	30 June 2011		30 June 2010		31 December 2010	
Risk assets and capital requirements in respect of credit risk deriving from exposures to:	Risk assets	Capital require- ments (3)	Risk assets	Capital require- ments (3)	Risk assets	Capital require- ments (3)
	NIS milli	on				
Sovereign debts	777	70	1,146	103	798	72
Debts of public sector						
entities	1,786	161	2,093	188	1,874	169
Debts of banking						
corporations	6,486	584	12,540	1,129	6,384	575
Debts of corporations	149,802	13,482	138,034	12,423	143,939	12,955
Debts collateralized by commercial real estate	18,455	1,661	18,201	1,638	18,800	1,692
Retail exposures to individuals	20,936	1,884	21,449	1,930	21,707	1,954
Loans to small businesses	<u> </u>	864	10,106	910	9,499	855
Housing loans	28,463	2,562	22,994	2,069	25,830	2,325
Securitization	333	<u> </u>	588	53	25,850	2,323
Other assets (5)	12,322	1,109	10,205	918	10,802	972
Total in respect of credit	12,322	1,109	10,203	910	10,002	912
risk (1) (5)	248,961	22,407	237,356	21,361	239,900	21,593
Risk assets and capital requirements in respect of					10 ( 70	
market risk (1)	8,793	791	7,708	694	10,653	959
Risk assets and capital requirements in respect of						
operational risk (1) (2)	20,696	1,863	20,914	1,882	20,904	1,881
Total risk assets and capital						
requirements (4) (5)	278,450	25,061	265,978	23,937	271,457	24,433
Total capital base for capital						
adequacy (5)	38,859		38,954		40,613	
Total capital ratio (5)	13.96%		14.65%		14.96%	
Tier 1 capital ratio (5)	8.20%		8.39%		8.43%	

#### Capital adequacy - (Table 3 - Basel II):

(1) According to the standardized approach, First Pillar only.

(2) According to the basic indicator approach.

(3) According to the 9% minimum requirement.

(4) Additional capital buffers were calculated in respect of the Second Pillar.

(5) Figures for 30 June 2010 and 31 December 2010 have been restated in accordance with the directives of the Supervisor of Banks, See below on page 28.

	30 June 2011	31 December 2010
	%	
Leumi – on consolidated basis	13.96	* 14.96
Leumi Mortgage Bank	13.11	* 13.92
Arab Israel Bank	14.52	* 14.61
Leumi Card	14.30	14.40
Bank Leumi U.S.A. (1)	13.53	13.52
Bank Leumi Switzerland	29.24	32.10

Below is the capital adequacy ratio on consolidated basis and for principal subsidiaries according to Basel II:

\* Restated in accordance with the directives of the Supervisor of Banks See below on page 28.

(1) Not obliged to report in accordance with principles of Basel II. The figures are according to U.S. regulations.

#### **Issue of Subordinated Capital Notes and Subordinated Notes**

In August 2011, the effectiveness of a shelf prospectus published by the Bank in August 2009 expired.

In May 2011, a shelf prospectus was published by Leumi Finance Ltd, which issues debentures and subordinated notes for the Bank.

### **Distribution of Dividend**

#### Dividend for 2010

Following the Bank's adoption of a capital policy for the interim period, and in view of the Bank's high capital adequacy ratios, which exceed that required by the Supervisor of Banks, and in view of its profitability in the first half of 2010, the Board of Directors, at its meeting of 30 August 2010, having received an accounting and legal opinion that all the conditions were in existence for a permitted distribution under the Companies Law and the directives of the Supervisor of Banks, recommended the approval of the distribution of a dividend in cash totaling NIS 500 million, which represented 39.8% of the net income for the first half of 2010. The dividend of some NIS 0.34 per share was paid to shareholders on 30 November 2010 after approval of the Special General Meeting of the Bank held on 4 November 2010.

At its meeting of 29 November 2010, the Board of Directors, having received an accounting and legal opinion that all of the conditions for a permitted distribution pursuant to the Companies Law and the Directives of the Supervisor of Banks had been fulfilled, recommended the approval of the distribution of an additional dividend in cash totaling NIS 500 million, (and in total, NIS 1.0 billion, including the NIS 500 million above). The total dividend amounts to NIS 1.0 billion, representing 53.8% of the profit for the first nine months of 2010. The additional dividend in the amount of some NIS 0.34 per share was paid to the shareholders on 27 January 2011, following the approval of the Special General Meeting of the Bank, held on 28 December 2010.

At its meeting of 29 March 2011, the Board of Directors, having received an accounting and legal opinion that all of the conditions for a permitted distribution pursuant to the Companies Law and the Directives of the Supervisor of Banks had been fulfilled, recommended the approval of the distribution of an additional dividend in cash totaling NIS 400 million, in addition to the cash dividend of NIS 1.0 billion which was distributed by the Bank in two equal tranches of NIS 500 million each as stated above. The additional dividend represented 17% of the Bank's net profit for 2010, with the total dividend being distributed in respect of 2010, NIS 1.4 billion, representing 59% of the Bank's net profit for 2010. The dividend of some NIS 0.27 per share was paid to shareholders on 28 June 2011, following the approval of the Annual General Meeting of the Bank held on 24 May 2011.

#### Bank Leumi le-Israel B.M. and its Investee Companies **Principal Data of Leumi Group**

	Jan Jun.	Jan Jun.	Year
	2011	2010	2010
Income, expenses and profits (in NIS millions):			
Net interest income before provision in respect of credit losses	3,890	3,446	7,433
Provision in respect of credit losses	(29)	326	584
Total operating and other income	1,989	2,038	4,111
Total operating and other expenses *	4,163	3,851	7,951
Of which: costs of privatization (issue of shares and options to employees)	16	(22)	(22)
Operating profit before taxes *	1,745	1,307	3,009
Net operating profit attributable to shareholders of the banking corporation *	1,115	1,046	2,151
Profit from extraordinary items after tax before attributing to holders of non-controlling			
interests	3	186	183
Net profit for the period attributable to shareholders of the banking corporation *	1,118	1,232	2,334
Net operating profit per share attributable to shareholders of the banking corpration (in NIS) *	0.76	0.71	1.46
Net profit per share attributable to shareholders of the banking corporation (in NIS) *	0.76	0.84	1.58
Dividends paid (for 2010)	400	-	1,000
Assets and liabilities at end of period (NIS millions):			
Total assets (total balance sheet) *	333,056	328,426	328,322
Credit to the public, net	228,348	212,453	223,981
Securities	40,146	51,211	55,791
Deposits of the public	252,704	251,677	249,584
Debentures, notes, and subordinated notes	27,034	26,846	26,939
Shareholders' equity attributable to shareholders of the banking corporation	22,844	23,136	23,293
Major financial ratios in annual terms (in %):			
Credit to the public, net, to total balance sheet	68.6	64.7	68.2
Securities to total balance sheet	12.1	15.6	17.0
Deposits of the public to total balance sheet	75.9	76.6	76.0
Deposits of the public to credit to the public	110.7	118.5	111.4
Total shareholders' equity to risk assets according to Basel II (a) *	13.96	14.65	14.96
Tier I capital to risk assets according to Basel II *	8.20	8.39	8.43
Shareholders' equity (excluding minority interest) to total balance sheet *	6.9	7.0	7.1
Net profit to average shareholders' equity (excluding minority interest) (c) *	10.1	11.5	10.3
Net operating profit to average shareholders' equity (excluding minority interest) (c) *	10.1	9.7	9.5
Rate of provision for tax on the operating profit	36.2	34.3	41.2
Expenses in respect of credit losses out of credit to the public (c)	(0.03)	0.31	0.26
Expenses in respect of credit losses out of total risk of credit to the public (c)	(0.02)	0.19	0.17
Net interest income before provision for credit losses to total balance sheet (c)	2.35	2.11	2.26
	3.56	3.37	3.52
Total income to total assets (b) (c)		1.36	1.30
Total income to total assets (b) (c) Total income to total assets managed by the Group (b) (c) (d)	1.34		
Total income to total assets (b) (c) Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c)	1.34 2.52	2.36	2.42
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c)	2.52	2.36	
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c) Total expenses to total assets managed by the Group (c) (d)	2.52 0.95	2.36 0.95	0.89
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c) Total expenses to total assets managed by the Group (c) (d) Net profit to average total assets (c) (e)	2.52 0.95 0.68	2.36 0.95 0.77	0.89 0.73
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c) Total expenses to total assets managed by the Group (c) (d) Net profit to average total assets (c) (e) Net operating profit to average total assets (c) (e)	2.52 0.95 0.68 0.68	2.36 0.95 0.77 0.65	0.89 0.73 0.67
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c) Total expenses to total assets managed by the Group (c) (d) Net profit to average total assets (c) (e) Net operating profit to average total assets (c) (e) Financial margin including income and expenses from derivative financial instruments	2.52 0.95 0.68 0.68 1.28	2.36 0.95 0.77 0.65 1.01	0.89 0.73 0.67 1.22
Total income to total assets managed by the Group (b) (c) (d) Total operating and other expenses to total assets (c) Total expenses to total assets managed by the Group (c) (d) Net profit to average total assets (c) (e) Net operating profit to average total assets (c) (e)	2.52 0.95 0.68 0.68	2.36 0.95 0.77 0.65	2.42 0.89 0.73 0.67 1.22 68.9 51.7

\* Figures for June 2010 and December 2010 have been restated in accordance with the directives of the Supervisor of Banks. See note 1 below.

(a) Shareholders' equity – after adding the interests of external shareholders and after deducting investments in the equity of companies included on equity basis and various adjustments.

(b) Total income - net interest income before expenses in respect of credit losses plus operating and other income.

(c) On an annual basis.
(d) Includes off-balance sheet activities.
(e) Average assets represent the total of income-bearing balance sheet assets and other assets.

### **B.** Other Information

## **Principal Developments in the Economy**<sup>(\*)</sup>

#### General

In the first half of 2011, the Israeli economy grew at an annual rate of some 5.3% in real terms compared with the first half of 2010. In contrast, the rate of growth slowed in the second quarter compared with the first quarter to some 3.3% in annual terms, due a slowdown in domestic application of funds and in Israeli exports. During the period, the exchange rate of the shekel against the dollar appreciated, though it fell in value against the euro, due, *inter alia*, to the weakness of the dollar worldwide and the robust condition of the Israeli economy compared to other advanced economies.

The Israeli Consumer Price Index increased during the months of January – June by some 2.2%, with the annual rate of increase at June 2011 amounting to 4.2%, which exceeds the price stability target of 1-3%. In July 2011, the index fell by 0.3%. Against the backdrop of an environment of inflation higher than the price stability target and the need to continue the process of "normalization" of interest rates, i.e., taking into account the consistently flourishing state of the economy, throughout the first half the year, the Bank of Israel has continued the process of gradually raising interest rates. Thus, the interest rate, which reached 2% in December 2010, was increased during the period, and in June 2011, stood at 3.25%. In addition, the Bank of Israel took (macro-stabilizing) regulatory measures with the aim of influencing the mortgage market, instead of directly raising interest rates, thus trying to bring about moderation in the rise in housing prices.

The share and convertible securities index fell during the first six months of the year by some 10.9%, with most of the fall occurring in the second quarter of the year. This was mainly due to an increase in uncertainty on the geo-political front and a worsening of the crises in Europe and in the United States. From the beginning of the third quarter to 21 August, share prices around the world and in Israel suffered sharp falls, particularly in August. The Dow-Jones index during this period fell by some 12.9%. The Nikkei index fell by some 11.2%, while the Tel Aviv-100 fell by some 13.1%. All this came against the background of the downgrading of the United States' credit rating, fears regarding a debt crisis, both in the United States and in leading European countries, with Israel also experiencing local effects, including the repercussions of the wave of social unrest and the security situation. The Government bond market experienced slight gains in prices, and the corporate debenture index increased by some 1.1%, despite suffering decreases of 0.8% in the second quarter.

In July and August 2011, there was a wave of protests throughout Israel, in which various claims were made by the demonstrators for relieving the middle classes. On 7 August 2011, the Prime Minister announced that he was appointing a professional committee, headed by Professor Manuel Trachtenberg, comprising professional personnel from within and outside of the government. The committee would establish a dialog with the various groups and segments from the public. The committee would listen to complaints and proposals and formulate recommendations, which would be presented to the socioeconomic cabinet, headed by the Finance Minister. After the cabinet had heard those proposals, final recommendations would be made to the Prime Minister who intends to present them to the government for discussion.

#### The Global Economy

At the negative of 2011, a wave of socio-political disquiet arose in a number of countries in the Arab world, characterized largely by violence, starting in Tunisia and followed by Egypt,

<sup>\*</sup> Data sources: publications of the Central Bureau of Statistics, the Bank of Israel, the Ministry of Finance and the Tel Aviv Stock Exchange.

Libya, Syria and other countries. As a consequence, geopolitical uncertainty with regard to the Middle East increased. Throughout the world, there were negative reactions on financial markets, on the stock exchanges of the leading economies, in the exchange rates of emerging markets, in the prices of commodities (notably oil), etc.

In March 2011, there was a massive earthquake in Japan and as a result, tsunami waves engulfed part of the coast of Japan, The destruction suffered by some parts of Japan was severe, both for man and for infrastructure, the latter including nuclear reactors, causing substantial environmental damage, even far the area of the reactors. Preliminary estimates of the impairment to the Japanese economy indicate an adverse effect on growth in 2011, with a recovery in 2012, mainly led by investments in construction and infrastructure. The International Monetary Fund's forecast for growth in Japan 0.7% and 2.9% for 2011 and 2012, respectively.

On 24 August 2011, Moody's credit rating company announced that it was lowering the credit rating of Japan from Aa2 to Aa3, against the background of an increase in the budget deficit and an expansion of the government debt, with a number of factors hampering Japan from slowing the increase in the debt/product.

In June 2011, the International Monetary Fund revised its forecast for world growth for 2011, in comparison with the previous forecast published in April 2011. According to the Fund's revised forecasts, growth in the United States and the Eurozone in 2011 is expected to be between 2.0%-2.5% respectively, a fall of 0.3 percentage points and an increase of 0.4 percentage points, respectively, compared to the previous forecasts. This followed growth rates of 2.9% and 1.8%, respectively, in 2010. However, the larger than expected weakness in economic activity in the United States and the increase in volatility in financial markets, due to fears from the seriousness of the budgetary challenges facing countries in Eurozone and in the United States for 2011 and 2012.

At the beginning of August 2011, Standard & Poor's announced a downgrading of the credit rating of the United States from AAA to AA+. As a result of this downgrade and wild fluctuations in financial markets worldwide, on 8 August 2011, the Finance Ministry and the Bank of Israel announced that the possibility of a downgrade of in the credit rating of the United States had been taken into account for some time in macroeconomic policy and, to certain extent, it had even been priced in the markets of recent date.

#### **Business Product and Economic Sectors**

The business sector product expanded in the first half of the year by a real rate of 5.8%, compared to the corresponding period last year. This is a continuation of the rapid growth rate of some 6.7% during the second half of 2010. This reflects a continuation of the fast growth rate of the corporate sector, resulting in an expansion in employment and fall in unemployment, which, in May, according to trend data, reached some 5.7% by virtue of non-military employment. On the other hand, in the second quarter of the year, there was a slowdown in activity in the business sector, compared with the first quarter, with the growth rate amounting to some 1.9%, in annual terms, mainly as a result a moderation in activity in the export sector.

The Bank of Israel's survey of companies for the second quarter of 2011 indicated continuing with further expansion in activity also anticipated in the third quarter of the year. The reports of the construction companies demonstrate that the execution of building work has increased slightly, by virtue of an increase in the scope of building construction.

In this context, if activity in the building sector, it is worth noting that at the beginning of August 2011, data on the sales of new apartments as part of private construction in the economy were published, which may indicate a reduction in excess demand (due to a decline in sales and an increase in supply).

#### The State Budget and its Financing

During the first half of 2011, the Government had a budget deficit, excluding the net provision of credit, amounting to some NIS 4.3 billion, compared to a deficit of some NIS 10.3 billion in the corresponding period last year and compared to planned deficit for the whole of 2011 deficit of some NIS 25.2 billion (about 3.0% of GDP). During this period, there was a cumulative tax surplus amounting to some NIS 0.3 billion, compared to the target for the period. Most of the surplus accumulated during the first quarter of the year against a backdrop of rapid growth in the economy. The increase in tax revenues, compared to the corresponding period last year encompassed both revenues from both direct and indirect taxes. Government expenditure grew in the first quarter by some 5.5%, compared with the corresponding period last year, and the expenditure as a percentage of the original budget was 44.6%. An announcement from the Finance Ministry demonstrates that this percentage is in line with past experience of budget performance in the first half of the year.

#### **Foreign Trade and Capital Movements**

Israel's aggregate trade deficit in the period, January – June 2011, amounted to some US\$ 7.2 billion, compared to some US\$ 2.3 billion in the corresponding period last year. This increase derives from an increase in the volume of imports, higher than the increase in exports, *inter alia*, against a backdrop of a rise in energy prices. It is worth noting that when comparing the data for the second quarter of the year with those of the first, the trend in exports is one of contraction, while imports continue to increase, leading to a widening of the trade deficit.

Foreign currency capital inflows to Israel in the first half of 2011 were characterized by a surplus of capital inflows over outflows. In contrast to 2010, the weight of direct investments compared to the weight of short-term financial investments (bonds and shares) increased. both by foreign investors in Israel and Israelis overseas. Thus, the financial investment of foreign investors in Israel (direct through banks and financial institutions) amounted to some US\$ 4.3 billion and Israeli investors abroad, some US\$ 2.3 billion.

A large part of the financial investments by foreign investors was in Government bonds, particularly in T-Bills (*Makam*). Bank of Israel data on the holdings of the foreign investors in T-Bills indicate that their weight continued to increase in the first half of the year, from some 28.4% at the end of December 2010 to some 34.6% at the end of June 2011. The significance of this is that the value of their holdings in T-Bills increased by some NIS 42.6 billion. This is an increase of some NIS 20 billion compared to June 2010. In this context, the Bank of Israel noted in its Report on Inflation published in August 2011, that "the high proportion of foreign investors in the T-Bill market increase their influence over the returns in the market, and accordingly, pushes the level of interest rates in the market downward".

On 19 January 2011, the Bank of Israel announced that it intended to apply the new reporting regulations relating to shekel/foreign currency swap transactions and foreign currency future transactions to Israeli and foreign residents. On 20 January, the central bank announced that from 27 January 2011, banking corporations in Israel would be subject to a 10% liquidity obligation on transactions in foreign currency derivatives of foreign residents, which would increase the cost of these transactions for customers. This was in light of the fact that, in recent months, there had been a substantial increase in the volume of transactions in foreign currency derivatives executed by foreign residents. A significant part of the increase derived from the short-term activity of the foreign residents. This measure was intended to strengthen the Bank of Israel's ability to achieve the monetary policy targets, foreign currency policies and financial stability. For details of the reporting regulations, see page 22.

On 27 January 2011, the Minister of Finance announced that he intended to take steps to cancel the tax exemption granted to foreign investors on profits arising from investment in T-Bills and short-term government debentures. Were it not for this exemption, those profits would be liable to tax at 15% or company tax, depending on the type of customer. The legislative processes relating to capital gains on the sale of securities have not yet been completed. Nevertheless, on 7 July 2011, the cancelation of the exemption for foreign

investors in respect of interest/discounting fees, capital gains from future transactions, and income from a taxable trust fund, arising from investment in these securities, came into force.

#### **Exchange Rates and Foreign Currency Reserves**

In the first six months of 2011, there was an appreciation of some 3.8% in the rate of the shekel against the dollar, though the shekel depreciated by some 4.3% against the euro. The strengthening of the shekel against the dollar was attributable to the healthy state of the Israeli economy, in comparison to other advanced economies, as well as to the weakness of the American currency worldwide. During July and August (up to the 19th), the shekel had depreciated against the dollar by 5.0%.

Foreign currency balances in the Bank of Israel at the end of June 2011 amounted to some US\$ 77.4 billion. This compared with US\$ 70.9 billion at the end of December 2010. During this period, the Bank of Israel purchased some US\$ 4.4 billion in the foreign currency market, in an attempt to prevent a further strengthening of the shekel.

#### **Inflation and Monetary Policy**

During the first half of the year, the Israeli consumer price index increased by some 2.2%, while in the twelve months ended June 2011, it increased by some 4.2%. This rate is higher than the upper limit of the Government's price stability target of between 1% and 3%. The largest contribution to the increase in the index in January – June was in the housing sector, which increased by some 3.5%. In July, the index fell by 0.3%.

In the first half of the year, the Bank of Israel continued the process of gradually increasing interest rates. Thus, the interest rate, which, in December 2010, stood at 2.0%, and in March 2011, at 2.5%, increased in the second quarter to June, to 3.25%, a level at which it stayed throughout July and August. According to the Bank of Israel, this gradual process is defined as a process of "normalizing" interest rates levels. The "environment" of inflation which persists in excess of above the price stability target, with the rate of increase in housing prices remaining high, and the economy's rapid growth rate have all supported this process.

The increase in the prices of apartments, measured by the Central Statistical Bureau (though not constituting a part of the consumer price index) has led the Bank of Israel to take regulatory (macro-stability) measures as an alternative to the direct increase of interest rates. These measures are intended to act to moderate demand for housing loans and to restraint on price rises. For details regarding the new directives and the measures adopted by the Bank of Israel, see page 75.

#### **Capital Market**

The shares and convertible securities index fell by some 10.9% in the first half of the year, following an increase of some 12.6% in the whole of 2010. Most of the fall (8.6%) occurred in the second quarter of the year. The TA-100 index fell by some 9.0% during the first six months of 2011. The main reason for the fall in prices was, apparently, the fear of a worsening of the economic crisis in Europe, uncertainty in the American market and the effect of the geo-political situation in the region. In particular, this involved the destabilization of the regimes in certain Arab states, resulting in increased uncertainty and reducing investors' enthusiasm for investing in high-risk assets such as shares. Average daily trading volumes of shares and convertible securities fell in the first quarter by some 4.3%, compared to the average for 2010, and amounted to some NIS 1,953 million. This fall was the outcome of a significant reduction in trading volumes in the second quarter of the year which fell by some 22.3%, compared with the first quarter.

The Government bond market in January - June 2011 was characterized by slight price rises, in both index-linked and unlinked bonds. These increases occurred in the second quarter of the year, following price falls in the first quarter. The price of index-linked Government bonds increased by some 0.3% (notably, 0-2 year bonds rose by some 1.7%, against a background of the inflationary environment bordering on the upper limit of the price stability

target), while unlinked bonds rose by some 0.4% (the fixed interest (*Shahar*) bond indices rose by some 0.4% and the variable interest (*Gilon*) bond index increased by some 1.6%).

In the index-linked non-government debenture market (corporate bonds), there were price increases of some 1.1% in the first half of the year. During the second quarter, prices fell by 0.8%, possibly against the backdrop of the possible implications of the geopolitical situation and an increase in uncertainty in the world economy for the background conditions of the activities of the Israeli business sector.

#### Financial Assets held by the Public

In the first six months of 2011, the value of the portfolio of financial assets held by the public decreased nominally by some 1.3% to some NIS 2,501 billion. This fall in the value of the portfolio derives mainly from a decrease in a fall in the value of share component (the effect of a fall in market prices). On the other hand, the linked component increased, largely due to an increase in Government liabilities to veteran pension funds. The weight of shares (in Israel and abroad) in the financial assets portfolio of the Israeli public reached some 24.2% in June 2011, having been on a downward trend since the beginning of the year.

Total financial assets of the public managed by **the Bank** (deposits of the public, debentures and capital notes, securities portfolios, including securities in the custody of mutual funds, provident and pension funds, and supplementary training funds for which operational management and custody services, as well as pension counseling, are provided) amounted to some NIS 829 billion at the end of June 2011, compared to some NIS 837 billion at the end of December 2010, a decrease of 0.9%.

#### Bank Credit

Bank credit in the economy granted to the private sector (before allowances for credit losses and including housing loans) from the end of January 2011 to the end of June 2011 increased by some 2.1%. This was a consequence of an increase of 6.0% in credit extended to the household sector (both credit granted for housing and consumer credit increased), compared to a decline of 0.8% in the credit allocated to the business sector.

It is worth noting that in July 2011, the data on bank credit in the system published by the Bank of Israel for 2011 was retroactively revised as a result of new regulations issued by the Supervisor of Banks relating to allowances for credit losses. Data on the debt of the business sector to banks, before allowances for credit losses, fell significantly as a result of accounting writing offs of impaired debts in accordance with the new regulation. In addition, in credit to the public (excluding housing), the figures for 2011 were revised downwards, albeit by lower rates. Consequently, the reporting of the rates of change since the beginning of the year (end-December 2010) is biased, and the change in bank credit in the market, before allowances for credit losses, in this report is from the end of January 2011.

The significant expansion in housing credit in the market (the rate of change in June 2010 – June 2011 was some 16.1%), which was accompanied by a significant increase in housing prices in Israel, led the Bank of Israel, as aforesaid, to take a number of macro-stabilizing measures, intended to act to restrain demand housing credit and hence, suppress price rises, For details of these measures, see page 75.

Credit to the public in **the Bank** amounted to some NIS 144.6 billion at the end of June 2011, compared to NIS 143.4 billion at the end of December 2010, an increase of 0.8%. Housing credit in Leumi Mortgages increased in the first half of 2011 by 6.2%.

#### Foreign and local rating agencies' credit ratings

On 18 April 2011, Moody's announced that it was reducing Leumi's long-term credit rating in foreign currency and local currency from A1 to A2, with the rating outlook changed from "negative" to "stable", the background being a re-assessment of the Bank's financial solidity. The reduction in the Bank's rating was part of the reduction in rating of the five major Israeli banks.

	Rating agency	Short- term rating	Long- term rating	Long-term ratings outlook	Last update
State of Israel's rating in	Moody's	P-1	A1	stable	May 2011
foreign currency	S&P	A-1	А	stable	April 2011
	Fitch	F1	А	stable	May 2011
Leumi's rating in foreign	Moody's	P-1	A2	stable	May 2011
currency	S&P	A-2	BBB+	stable	May 2011
	Fitch	F2	A-	stable	July 2011
Leumi's rating in local currency	Moody's	P-1	A2	stable	May 2011
Leumi's rating in local	Ma'alot	_*	AA+	stable	May 2011
currency for debentures and standard deposits	Midroog	P-1	Aaa	stable	March 2011
Leumi's rating in local	Ma'alot	_*	AA	stable	May 2011
currency for subordinated capital notes	Midroog	_*	Aal	stable	March 2011
Leumi's rating in local	Ma'alot	_*	(A+,A)**	stable	May 2011
currency for subordinated capital notes (Upper Tier II)	Midroog	_*	Aa2	stable	March 2011

\* Not relevant

\*\* A: Upper Tier II capital with compulsory conversion of principal into shares of the fund (rating updated in May 2011).

A+: "New" Upper Tier II capital, not convertible into shares (rating updated in May 2011).

#### **Developments in Leumi Share Price**

From the beginning of the year until 30 June 2011, the price of Leumi shares fell from 1,752 points to 1,600 points, a decrease of 8.67%. During this period, the Bank's market value fell from NIS 26.8 billion to NIS 23.6 billion.

The return on the share in the first half of the year fell by 8.67%, compared with the Bank Index which fell by 9.73%, of this a decline of 6.77% in the second quarter, compared with a decline of 7.67% in the Bank Index.

From the end of June 2011 to 24 August 2011, the share price fell by 16.6% to a price of 1,335 points, and the market value reached NIS 19.7 billion.

	For the three months ended 30 June		For the six months ended 30 June		For the year
	2011	2010	2011	2010	2010
	(in percent	ages)			
Rate of increase of the "known"					
CPI	1.27	1.34	2.16	0.38	2.3
Rate of increase (decrease) in the					
rate of the US dollar	(1.90)	4.36	(3.78)	2.65	(6.0)
Rate of increase (decrease) in the					
rate of the euro	(0.10)	(4.67)	4.35	(12.57)	(12.9)
Rate of increase (decrease) in the					
rate of the pound sterling	(2.35)	3.81	0.51	(4.72)	(10.1)
Rate of increase (decrease) in the					
rate of the Swiss franc	7.62	2.82	8.08	(2.23)	3.3

### The following table sets out details of changes in the CPI and in exchange rates:

### The following table sets out the principal representative exchange rates:

	30 June		31 December	
	2011	2010	2010	2009
	In NIS			
U.S. dollar	3.415	3.875	3.549	3.775
Euro	4.944	4.758	4.738	5.442
Pound sterling	5.465	5.823	5.493	6.111
Swiss franc	4.094	3.585	3.788	3.667

## The following table sets out the quarterly changes in the consumer price index and exchange rates.

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	quarter	quarter	quarter	quarter	quarter	quarter
	(in percer	itages)				
Rate of increase (decrease) in Israeli						
Consumer Price Index ("known" index)	1.27	0.9	0.65	1.23	1.34	(1.0)
Rate of increase (decrease) of the U.S. dollar						
exchange rate	(1.90)	(1.9)	(3.17)	(5.42)	4.36	(1.6)
Rate of increase (decrease) of the euro						
exchange rate	(0.10)	4.5	(5.00)	4.83	(4.67)	(8.3)
Rate of increase (decrease) of the pound						
sterling exchange rate	(2.35)	1.9	(5.31)	(0.38)	3.81	(8.2)
Rate of increase (decrease) of the Swiss franc						
exchange rate	7.62	0.4	0.97	4.64	2.82	(4.9)

### **General Environment and the Effect of External Factors on Activities**

#### Description of the Banking Corporation's Business and Forward-Looking Information in the Directors' Report

The Directors' Report includes, in addition to data relating to the past, information that relates to the future, which is defined in the Securities Law, 1968 as "forward-looking information." Forward-looking information relates to a future event or matter, the realization of which is not certain and is not within the exclusive control of the Bank.

**Forward-looking information** is generally drafted using words or phrases such as "the Bank believes", "the Bank foresees", "the Bank expects", "the Bank intends", "the Bank plans", "the Bank estimates", "the Bank's policy", "the Bank's plans", "the Bank's forecast", "strategy", "aims", "likely to affect" and additional phrases testifying to the fact that the matter in question is a forecast of the future and not past facts.

Forward-looking information included in the Directors' Report is based, *inter alia*, on forecasts of the future regarding various matters related to economic developments in Israel and abroad, and especially to the foreign exchange and capital markets, legislation, directives of regulatory bodies, the behavior of competitors, technological developments and personnel issues.

As a result of the inability to foresee with certainty that these forecasts will be realized, and the fact that, in reality, events may turn out differently from those forecast, readers of the Report should relate to information defined as "forward-looking" with caution, since reliance on such information involves risks and uncertainty and the future financial and business results of Leumi Group are likely to be materially different.

The Bank does not undertake to publish updates of the forward-looking information included in this Report.

This does not detract from the Bank's reporting obligations pursuant to any relevant law.

#### Legislation affecting the banking system

#### Legislation and regulation in the field of pension counseling

#### Increase in Enforcement in the Capital Market Law (Legislative Amendments), 2010

On 3 August 2011, the Government bill to increase enforcement in the capital market passed its second and third reading, including provisions regarding a proposal to amend the Supervision of Financial Services Law (Counseling, Marketing and Pension Clearing System) ("**the Pension Counseling Law**") which deals mainly with the expansion of supervision and investigation authorities of the Supervisor of the Capital Market, Insurance and Savings in the Finance Ministry ("the Supervisor") and the expansion of monetary sanctions that the Supervisor is entitled to impose in respect of a breach of the Pension Counseling Law in cases of a continuing breach and a repeated breach.

#### **Pension Clearinghouse**

On 12 July 2011, the Supervisor of the Capital Market, Insurance and Savings in the Finance Ministry ("the Supervisor") announced his decision to issue a tender to grant a license to operate a central pension clearing system ("the system"), to gradually activate the various services stipulated in the law, including providing information to savers and clearing money. This is according to the authority of the Supervisor by virtue of section 31b(d) of the

Supervision of Pension Services (Counseling, Marketing and Pension Clearing System), 2005 ("the Counseling Law").

Pursuant to this announcement, the Supervisor clarified that he intends to compel the institutional bodies to join up to the system and that he intends to compel license holders as defined in the Counseling Law to join up to the system gradually, as far as this will be necessary for the purpose of ensuring the property activity of the pension savings market in Israel.

#### **Program to Increase Competition in the Pension Savings Market**

On 27 March 2011, the Supervisor of the Capital Market, Insurance and Savings in the Ministry of Finance published a draft memorandum and a draft of regulations and circulars, as part of the program to increase competition in the pension savings market published in November 2010 and which is set out in more detail on page 43-54 in the financial statements for 2010.

## Memorandum of Supervision of Financial Services Law (Counseling, Marketing and Pension Clearing System) (Amended), 2011

It is proposed to change the arrangement stipulated in the law, whereby a pension counselor which is a banking corporation is not permitted to engage with an employer, or with an employers' organization for the purpose of providing pension counseling services to an employee of that employer or to an employee of one who is a member of the employers' organization, by granting authority to the Supervisor of the Capital Market, Insurance and Savings to determine provisions for the purpose of the engagement of a pension counselor with an employer and employers' organization. It is further proposed to strengthen the protection of employees regarding pension counseling, and prevent a situation in which the employer forces the identity of the pension counselor on his employee, and enables a customer to choose the license holder who recommends him pension saving and prohibits the conditioning of service with service by the license holder. In addition, it is proposed to apply to the license-holder the debts to which the insurer is subject regarding the submission of reports and notices to the Supervisor of the Capital Market, Insurance and Savings.

## **Draft Supervision Regulations on Financial Services (Provident Funds) (Management Fees), 2011**

This involves the application of a consistent model for ceiling for management fees in pension savings products from the class of provident funds and managers insurance, which will be gradually updated and the determination of the maximum rates of management fees in the pension savings products from the class of pension funds.

## Draft Supervision Regulations on Financial Services (Provident Funds) (Distribution Commission), 2011

This involves the application of a consistent distribution commission model in all the pension savings products (except training funds) that will apply to both regular deposits and the accrual. It is proposed to determine that an insurer will also pay a distribution commission in respect of pension products which are under its management and in respect of which pension counseling has been provided to a customer.

#### Draft circular regarding management fees in pension savings instruments

This is intended to increase transparency regarding the rate of management fees collected in the context id pension savings and the determination of a prohibition on raising management fees that have been agreed with the client for at least two years.

#### Engagement of Institutional Body with License Holder Circular

On 13 July 2011, the Supervisor of the Capital Market, Insurance and Savings Division in the Ministry of Finance published the Engagement of Institutional Body with License Holder Circular, whose purpose is to regulate the treatment of deposits paid to an institutional body through a license holder.

The purpose of the circular is to reconcile the working procedures provided for dealing with insurance fees paid to an insurer through an insurance agent for any commitment between a license holder and an institutional body. Accordingly, the specification of the circular of general principles with regard to the receipt and transfer of deposits of various types, from policyholders, members and license holders to institutional bodies, including regulations for managing a trust account by a license holder.

In relation to a pension counselor which is a banking corporation ("the banking corporation"), the circular includes a special arrangement enabling the banking corporation to transfer deposits of pension insurance to a separate bank account before it is transferred to the institutional body ("suspense account") under the conditions stipulated in the circular.

Pursuant to the instructions of the circular, the banking corporation is prohibited from making any use of the deposits transfer to it, except to transfer it to the institutional body and for the policy holder for whom they were transferred to the license holder, and the banking corporation is prohibited from collecting deposits from policy holders in the payment arrangements other than those agreed with the institutional body.

The circular applies to commitments that will be in force from 1 January 2012.

#### Draft circular regarding Power of Attorney to License Holder

On 13 July 2011, the Supervisor of the Capital Market, Insurance and Savings Division in the Ministry of Finance published a draft circular regarding the power of attorney to a license holder ("the draft circular") for the purpose of establishing a consistent structure for the power of attorney form, through which a customer will represent the license holder to obtain information from institutional bodies or to forward requests, in the context of pension counseling, or pension marketing.

The draft circular provides regulations limiting the validity of the power of attorney, or the version of the power of attorney and the need to verify powers of attorney in certain cases.

#### Draft Supervision Regulations on Financial Services (Insurance) (Brokerage Fees) 2011

On 28 June 2011, a draft of the Supervision Regulations on Financial Services (Insurance) (Brokerage Fees), 2011, pursuant to which, *inter alia*, it was proposed to regulate the method of paying brokerage fees for a number of license holders simultaneously, and to determine that as long as brokerage fees are not paid for a certain insurance product (including, a pension product) to more than one license holder at the same time, except in the cases set out in the draft circular.

#### Improvement of Efficiency of the Enforcement Procedures in the Securities Authority Law (Legislation Amendments), 2010

For details regarding the abovementioned law, see pages 45-46 of the financial statements for 2010.

The Bank is prepared for the implementation of the Improvement of Efficiency of the Enforcement Procedures in the Securities Authority Law (Legislation Amendments), 2010, and is preparing an internal security enforcement plan. The area is the responsibility of the

compliance and enforcement arrangement which operates with the support of professional working teams. The Bank has begun listing the legal requirements in the area of compliance with securities laws and other laws that were decided to include in the plan, as well as the related risks and sanctions, and has identified the units and subsidiaries relevant to the internal enforcement plan. The risks will be checked against existing controls, which come from the Bank's current working procedures, in order to locate exposures and gaps. The enforcement program will include procedures for dealing with exposures and gaps that are located.

## Order of the Bank of Israel (Data on the Transactions in Foreign Currency Derivatives and Short-Term Debt Instruments), 2011

On 14 April 2011, the Bank of Israel published a draft order, whereby, effective 1 July 2011, imposing the obligation of reporting, *inter alia*, the transactions set forth below:

- In respect of shekel-foreign currency swap transactions and future transactions in foreign currency in amounts of US\$ 10 million and more which residents of Israel and foreign residents have executed in one day, the reporting obligation will fall on the details of the said transactions and on the holdings of the residents of Israel and the foreign residents in these assets and in shekel-dollar transactions.
- In respect of transactions in T-Bills and in short-term Government bonds of NIS 10 million and more which foreign residents have executed in one day the reporting obligation will fall on the details of the said transactions and on the holdings of the foreign residents in these assets.

The reporting obligation, as stated above, applies both to the aforesaid transaction-makers and the financial intermediaries that have executed a transactions, as aforesaid, whether for themselves or for their customer.

#### Antitrust Law (Amendment No. 12), 2011 regarding "Concentration Group"

On 18 July 2011, the plenum of the Knesset passed the second and third reading of the Government bill to amend the Antitrust Law regarding concentration groups. The main points of the amendment are as follows:

Declaration of a concentration group – Pursuant to the amendment to the law, the Antitrust Commissioner is authorized to determine that a limited group of persons managing a business (including companies) which holds a concentration of more than half of the total supply of assets or of the total provision of services or their purchase constitute a concentration group, when among the members of the group or in the industry in which they operate, there are conditions for a lack of competition or there exists among them a lack of competition (together with additional conditions that need to be fulfilled for the declaration of a group as a concentration group).

Pursuant to this condition, as opposed to the current legal situation, the Commissioner is entitled to declare a concentration group, even in cases where competition is not actually impaired, rather there are only "conditions for a lack of competition".

The amendment to the law will provide that indications of a lack of competition can be considered, *inter alia*, a barrier to entry together with switching barriers and cross-holdings.

Authority to deal with a concentration group – after declaring a concentration group, the Commissioner will be empowered to order a wide range of measures intended to prevent significant impairment or a fear of impairment to the public / competition or a significant increase in competition or the creation of conditions for a significant increase in competition.

In contrast to the legal position prior to the amendment, whereby the Commissioner has the power to order only measures intended to prevent impairment to competition, the amendment to the law also grants the Commissioner authority to order measures that are intended to increase competition significantly or to create conditions for a significant increase in competition between members of the group or in the industry in which they operate, including to order the removal or reduction of barriers to entry or transition in the industry, to order the cessation of a certain activity of a member of the group and to prohibit the transfer or publication of information among the members of the group.

The amendment to the law stipulates special provisions for the banking and insurance sectors. In relation to the banking sector, it has been determined that:

The Commissioner is to consult the Governor of the Bank of Israel and Supervisor of Banks before declaring a concentration group in the banking sector, and to inform them of his intention to give an order to a concentration group that has been declared, which is intended to prevent an impairment to the public or competition in business.

The Governor of the Bank of Israel and the Supervisor of Banks have the right of veto to prevent the giving of an order (to a concentration group that has been declared) as aforesaid, if either of them are of the opinion that the giving of the order will jeopardize the stability of the banking corporation or the banking system. The veto right is established until 1 January 2014, and thereafter, it can be extended for a period of two years each time at the request of the Minister of Finance, with the approval of the Knesset Finance Committee. The publication of the veto right to the public should be at the same time as the decision of the Governor or the Supervisor on this matter. The explanations for their decision should be published six months thereafter, unless it has been agreed between the Commissioner and the Governor or the Supervisor to defer publication (only when there is agreement between them that timely publication could destabilize the banking system or a relevant banking corporation). Similar orders were also established in relation to the insurance sector.

#### Banking Law (Licensing) (Amendment no. 18), 2011

On 3 August 2011, Amendment no. 18 of the Banking Law (Licensing) regarding the clearing of debit card transactions was passed, the main points of which are as follows:

A clearing agent who has cleared 20% or more of the number of debit card transactions cleared in Israel, or of the total proceeds paid to suppliers in Israel in a previous year will be considered a "large-scale operator" and the Supervisor of Banks will be entitled to instruct such a clearing agent to clear debit card transactions issued by another issuer.

An issuer that issues 10% or more of the number of debit card transactions in Israel or an issuer which, through debit cards that it issued, carried out in a previous year at least 10% of the amount of transactions in Israel through debit cards issued in Israel, will be considered a "large-scale issuer" which will not refuse, without good reason, to enter into a commitment with a clearing agent for cross-clearance of debit card transactions that it issued. This section will apply nine months after the date of the law coming into effect.

The law also regulates other areas, for example, the debiting of entities that deal with clearance and the obtaining of a license from the Governor of the Bank of Israel and the agreement of the Supervisor of Banks to supervise the area of credit cards.

In addition, it is provided that, with regard to the possibility of a business receiving discounting services, a clearing agent cannot prevent a business from entering into a commitment with a discounting company.

#### Proposed Law to Organize the Investment Counseling, Investment Marketing and Portfolio Management Sector, (Amendment – Provision of Investment Counseling), 2011

The proposed Counseling Law (Amendment – Investment Consultancy) was presented to the Knesset on 30 March 2011 as a private bill.

According to the proposed legislation, training funds will be excluded from the definition of financial assets;

The scope of the application of the Consultancy Law over the activity it regulates, via the addition of the term "asset connected financial asset" to the activity of the "investment market"

A distinction will be made between investment consultancy / marketing pursuant to which advice may be given to a certain customer depending on his personal and data, and general investment consultancy / marketing pursuant to which consistent and non-specific advice, to a large number of people (sometimes, an unknown number) that is not adapted to a customer' personal needs and data.

Obligations regarding general investment counseling / marketing will be stipulated, including the disclosure of any conflict of interests of the provider / marketer of the counseling and of any material matters for investment counseling / marketing, etc.

According to the proposed law, obligations applying to the license holder in the provision of investment counseling / marketing will apply to him even if the outcome of the service is a recommendation to the customer in connection to the assets that are not securities or financial assets. In addition, it is proposed to add-violations for which a penal sanction can be imposed and violations for which the Authority is authorized to impose on the violator a monetary sanction (both on an individual and on a corporation), for the purpose of the provision of general investment counseling / marketing.

#### Securities Order (Amendment to First Addendum to the Law), 2011

On 30 June 2011, Securities Order (Amended)–First Addendum to the Law, 2011 was published, pursuant to which the first addendum to the Securities Law and the definition of the "accredited investor" was expanded.

The order came into force on 1 August 2011. Pursuant to the amendment, the following was added to the first amendment to the Securities Law as accredited investors –

An individual investor who is an "eligible investor" as defined in the Counseling Law, who is purchasing for himself.

A corporation whose shareholders' equity is NIS 50 million (Before the order, the requirement was for a shareholders' equity of NIS 250 million.).

The order also provides that written confirmation must be obtained before every date of acquisition in which the conditions set forth in the first addendum to the Securities Law are fulfilled and that it is aware of the significance of its coming within the definition of an investor included in the addendum and concurs therewith.

## Proposed Banking Law (Service to the Customer) (Amended – Prohibition on the Collection of a Charge for Managing an Account for Investment in Securities), 2011

On 1 August 2011, a Private Bill was laid on the table of the Knesset, proposing the provision of a regulation whereby the Governor would not include in the commission charge-list any commission that would allow a banking corporation to collect from its customers a commission for managing an account for investment in securities

#### Foreign Account Tax Compliance Act of 2009 - FATCA

In March 2010, the Internal Revenue Code in the United States (the U.S. Income Tax Law) was amended such that brings into effect certain sections of the Foreign Account Tax Compliance Act of 2009.

The law implements a reporting regime which aims to compel foreign financial institutions (FFI), including non-U.S. banks, to transfer information regarding accounts held by U.S. customers, and thus considerably expands the disclosure and reporting requirements imposed on FFI in relation to U.S. accounts. For this purpose, the FFI must enter into an agreement with the Internal Revenue Service ("IRS").

At the same time, the law creates a new withholding obligation, if the FFI does not enter into an agreement with the IRS, or with regard to account holders who refuse to supply the information and documents required by law.

The law requires appropriate checks to be made in order to locate U.S. accounts.

The law is in the secondary legislative processes and a number of interpretative circulars have been issued by the IRS. As of the date of publishing these reports, the law will come into force from 2013 or 2014, according to subject.

In order to be prepared for the implementation of the law, the Bank has set up a steering committee which is studying and monitoring developments in the legislation, reviewing and controlling the procedures necessary for implementing the legislative requirements, and examining how banks around the world are preparing for the law.

#### **Restrictions on an Obligation of a Borrower and Group of Borrowers**

In May 2011, the Supervisor of Banks published an amendment to Proper Conduct of Banking Business Directive 313 "Restrictions on an Obligation of a Borrower and Group of Borrowers". Pursuant to the above aforesaid amendments, the following restrictions were included:

- An obligation of a borrower, except a bank, must not exceed 15% of the capital of a banking corporation (as in the past).
- An obligation of a group of borrowers must not exceed 25% of the capital of a banking corporation (as in the past).
- An obligation of a banking group of borrowers must not exceed the higher of 25% of the capital of the banking corporation or NIS 250 million.
- The total obligations of all of the borrowers, a group of borrowers, and a banking group of borrowers whose net obligation to the banking corporation exceeds 10% of the capital of the banking corporation, must not exceed 120% of the capital of the banking corporation. (Currently, the restriction on the group of borrowers only that must not exceed 150% of the capital of the banking corporation). The directive will become effective from 31 December 2011.

## Accounting Policy on Critical Subjects

The financial statements have been prepared in accordance with generally accepted accounting principles and the directives of the Supervisor of Banks and his guidelines relating to the preparation of the annual and quarterly financial statements of a banking corporation, as detailed in note 1 to the annual financial statements as at 31 December 2010 and except for that stated in note 1b to the quarterly report.

The preparation of the consolidated financial statements in accordance with generally accepted accounting principles and the directives of the Supervisor of Banks requires Management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the amounts of income and expenses.

The actual results relating to these estimates may differ from the estimates and/or the assumptions.

The estimates and assumptions are generally based on economic forecasts, assumptions regarding the various markets and past experience, following due consideration, which management believes to be reasonable at the time of signature of the financial statements.

The principal critical accounting subjects referred to in the Annual Report as at 31 December 2010 were as follows: allowances for credit losses, derivative financial instruments, securities, obligations regarding employee rights, obligations in respect of legal claims, buildings and equipment and taxes on income.

Below is a specification of changes in the accounting policy on critical subjects during the reporting period:

## Directives for the Measurement and Disclosure of Impaired Debts, Credit Risk and Allowance for Credit Losses

With effect from 1 January 2011, the directive regarding the measurement and disclosure of impaired debts, credit risk and allowance for credit losses came into force. The directive brings the reporting principles applicable to banking corporations in Israel on this topic into line with those applicable to banks in the United States and it is based, *inter alia*, on accounting principles generally accepted in the United States and directives of the United States Securities Authority relating to banks.

#### The five main subjects arranged in the directive are as follows:

- **a.** A change in the definition of a problem debt. Three main types of problem debts are specified in the directive, creating a ranking of the severity of the problematic nature of the debt.
  - **1.** Impaired debt a debt where the Bank expects that it will be unable to collect all of the amounts that are due to it according to the debt agreement.
  - 2. Substandard debt a debt which is not adequately protected by collateral or the repayment ability of the debtor and there is a distinct possibility that the Bank will absorb a loss in respect thereof if the deficiencies are not remedied.
  - **3.** Special mention debt a debt which has a potential weakness in respect of which the special attention of the management is required.
- **b.** A change in the allowance for credit losses the distinction is made between an allowance on an individual basis and an allowance on a group basis, and rules are prescribed for the calculation of these allowances.

- **1.** Individual allowance an allowance required to cover anticipated credit losses in respect of debts that have been examined on an individual basis and identified as being impaired.
- 2. Group allowance in respect of all credit that is not classified as being impaired.
- **c.** Accounting writing-off of debts
  - **1.** It is provided that any debt that is not collectible should be written off.
  - 2. Any debt more than 150 days in arrears where the allowance is made on the basis of the group allowance.
  - **3.** An individual allowance after two years.
- **d.** Interest income It is provided, as a rule, that no uncollected interest income will be recorded for debts classified as impaired.
- e. Disclosure The directive expands the disclosure provided in the statements to the public with regard to the quality of the credit and the allowance for credit losses, and also expands the disclosure regarding the methods and assumptions used for measuring the credit loss allowance.

In addition, the directive determines a group allowance for credit losses in respect of the rest of the unimpaired credit risks. The aforesaid allowance cancels the additional and general provision in respect of problem debts and in respect of other features, for example, the nonreceipt of financial statements, segmental deviation and other deviations from proper banking procedure, if any. In any case, in 2011, the additional provision should continue to be calculated for the sake of comparison with the group allowance, with the higher of the two being recorded in the books.

The effect of the change in the initial transition to the method of calculating the aforesaid provisions as of 31 December 2010 was included in retained profits in retained earnings in capital. The impact amounted to NIS 1,319 million, gross, and NIS 721 million, net after taxes.

## Directives and interpretations regarding the strengthening of internal control on financial reporting of employee rights

On 27 March 2011, the directives of the Supervisor of Banks regarding the strengthening of internal control over financial reporting of employee rights were published. The directives provide a number of interpretations relating to the assessment of a liability in respect of employee rights and directives regarding internal control over the financial reporting process regarding employee rights, with a demand to recruit a qualified actuary, the identification and classification of liabilities in respect of employee rights, the existence of internal control for reliance on the actuary's assessment and validation and certain disclosure requirements.

On 23 May 2011, the Banking Supervision Department published an interpretation whereby the implementation of the abovementioned directives is deferred to 1 April 2011.

The directive provides, *inter alia*, that a banking corporation that anticipates paying its employees benefits in excess of the contractual conditions when they leave, should take into account the number of employees who are expected to leave and the benefits the Bank expects to pay in excess of contractual conditions, in case of an early retirement of employees. As a result of the aforesaid directive, the expected number of employees who will take an early retirement was changed in the actuarial models on which the liabilities for pension payments and jubilee grants which the Bank's calculations are based upon, and the benefits in excess if the contractual conditions were taken into account.

The Bank implemented the aforesaid directive for the first time in the financial statements in the second quarter of 2011. As of 30 June 2011, each reporting period was restated and the opening balances were amended accordingly. The cumulative effect of the application of the directive on the retained earnings as of 30 June 2011 amounted NIS 549 million, gross, and NIS 390 million, net. Of these sums, a total of NIS 16 million was in the statement of profit and loss for the first half of the year. The change in the aforesaid provisions was presented as a restatement of retained earnings as of 31 December 2008, and from that date, the effects on the statement of profit and loss of each period were recorded, by the restatement of salary expenses, provision for taxes and net profit. For more details, see below in Note 1.b.4 to the financial statements.

#### **Procedure for the Approval of the Financial Statements**

The Bank's Board of Directors is the entity ultimately responsible for supervision within the Bank and for the approval of the Bank's financial statements. All of the members of the Board of Directors possess accounting and financial expertise.

The Board of Directors has established a Financial Statements Review Committee, composed of members of the Board, the function of which is to discuss the financial statements and recommend their approval to the Board of Directors.

Before the financial statements are submitted to the Financial Statements Review Committee for discussion, the Bank's financial statements are discussed by the Disclosure Committee. The Disclosure Committee is a management committee comprised of all the members of the Bank's Management, and a member of the committee acts as Group Secretary. The Chief Internal Auditor and additional senior managers of the Bank participate in the discussions of the Committee. The Disclosure Committee checks, *inter alia*, that the information in the financial statements is accurate, complete and presented fairly. (The Disclosure Committee was set up as part of the implementation of the Bank Supervision Department directive, which is based on Section 302 of the SOX Law. See "Controls and Procedures with regard to Disclosure in the Financial Statements" on page 153 of the Report.)

Prior to the discussion of the financial statements by the full Board of Directors, discussions are held by the Financial Statements Review Committee, with the participation of the President and Chief Executive Officer, the Chief Accounting Officer, the Chief Internal Auditor and others.

The background material sent to the members of the Financial Statements Review Committee for discussion includes the minutes of discussions in the Disclosure Committee and its decisions, the draft Board of Directors' Report, the draft of the Financial Statements, information regarding the Bank's exposure to legal claims and a description of the new legal claims and background material for discussion on the appropriateness of the classification of problematic customers. The members of the committee also receive details of new disclosure requirements (if any) applicable to the Bank.

As part of the deliberations, the committee discusses the appropriateness of the provisions and the classification of the Bank's problem debts, after the Chief Executive Officer has presented to the committee the extent of the provisions and the classification for problem debts and the changes and the trends in this area, and after the senior managers have presented the extent of the provisions and classifications for which they are responsible and have detailed the main factors of change in these areas. The subject of the legal claims and of the Bank's exposure in this regard is presented by the Bank's Chief Legal Advisor. The Chief Accountant presents to the Committee the main and material matters in the Directors' Report and Financial

Statements, the changes in critical accounting policies, if any, and the main matters discussed by the Disclosure Committee, and the Committee also discusses these matters.

The Financial Statements Review Committee submits its recommendations regarding the financial statements to the Board of Directors. The committee's recommendations relate, *inter alia*, (in accordance with the provisions of the Companies Regulations (Directives and Conditions Regarding the Process for Approving the Financial Statements), 2010) ("**the Companies Regulations**") to assessments and estimates made in connection with the statements; internal controls related to financial reporting, completeness and fairness of disclosure in the statements; the accounting policy adopted and the accounting treatment applied on the Bank's material interests; valuations, including assumptions and estimates on which they are based, which support the data in the financial statements.

Following the discussions of the Committee, there is discussion on the final draft of the Financial Statements in the full Board of Directors, attended by the President and Chief Executive Officer, the Chief Accounting Officer, the Chief Internal Auditor, and when the discussion concerns the approval of the annual Financial Statements, the other members of the Bank's Management in addition. As background material for the discussion, the Directors receive the draft Financial Statements together with extensive accompanying background material, including in-depth comprehensive analyses of the Bank's activities in its various areas of business.

In the context of this discussion, the Bank's President and Chief Executive Officer reviews the results of Leumi Group's operations and the Chief Accountant presents and analyzes the results of the Group's operations in Israel and abroad, including a description of risk exposure and compliance with the limits established with regard to such risks. Thereafter, the full Board of Directors discusses and accordingly approves the financial statements.

All the discussions of the Board of Directors, the Financial Statements Review Committee and the Committee for Disclosure regarding the financial statements are attended by representatives of the Bank's joint auditors, who are available to the participants to answer questions and provide clarifications. The financial statements are approved by the Board of Directors following their presentation to the joint auditors to the Financial Statements Review Committee and the Audit Committee of the Board of Directors of any material weaknesses that may have arisen during the audit processes that they carried out, and after the Board is presented with the representations of the President and Chief Executive Officer and of the Chief Accountant regarding evaluation of the Bank's disclosure controls and procedures for the financial statements.

The composition of the Financial Statement Review Committee is as stipulated by the Companies Law Regulations. The committee includes five directors, including, pursuant to the Companies Law, one external director serving in the Bank, who chairs the committee. A further two committee members are external directors as stipulated by the Banking Supervision Department, and all committee members have financial and accounting expertise.

#### **Disclosure Policy**

Pursuant to Bank of Israel directives, the reporting requirements in Pillar 3 of the Basel II directives oblige the Bank to determine a formal disclosure policy. The policy is to refer to the banking corporation's approach to determining what disclosure is made, including the internal controls on the process.

Leumi has determined its disclosure policy, which has been approved by the Board of Directors.

The disclosure policy is based on the Directives for Reporting to the Public of the Supervisor of Banks and the provisional directives of the Israel Securities Authority, which have been adopted by the Supervisor of Banks.

In accordance with the said disclosure policy, Leumi aims to provide all material information necessary to understand its statements, which will be reported clearly and in detail.

Information given in the Directors' Report is prepared in accordance with directives for Reporting to the Public, particularly with regard to "Temporary Order concerning the Description of the Banking Corporation's Business and Forward-Looking Information in the Directors' Report". In accordance with the directive, the directors' report is to include information in the Bank's business, the operating segments in which it operates, the general environment in which it operates and its effect on the Bank, the control structure of the Bank and its organizational structure, legal proceedings, material agreements, and detailed information on other matters.

With regard to information which can be quantified monetarily, quantitative data is given, and with regard to other information, qualitative data is given.

The general principle according to which information is given in the report is the principle of materiality. The Bank's business and its activities are examined according to their scope and nature, and at the end of the examination, disclosure is made regarding matters of material monetary size in relation to the annual profit of the Bank, its assets or its capital. In addition, disclosure is made of matters of public interest or of special sensitivity, such as matters connected with the structure of the Bank, its management, legislation affecting the bank and so on.

For the purposes of complying with this policy, every material subject is brought for discussion to the Disclosure Committee, (see above chapter of the Procedure for Approval of the Financial Statements), which decides, in all dubious cases, whether to make the necessary disclosure. Minutes of the Disclosure Committee are sent for perusal by the members of the Financial Statements Review Committee of the Board of Directors.

See also page 153 "Controls and Procedures regarding Disclosure in the Financial Statements".

## C. Description of the Group's Business according to Segments and Areas of Activity

#### **Development of Income, Expenses and Tax Provision\***

The net profit attributable to the shareholders of the banking corporation of Leumi Group for the first half of 2011 was NIS 1,118 million, compared with NIS 1,232 million in the corresponding period in 2010, a decrease of 9.3%.

The operating profit attributable to shareholders of the banking corporation of Leumi Group in the first half of 2011 amounted to NIS 1,115 million, compared with NIS 1,046 million in the corresponding period last year, an increase of 6.6%.

The decrease in the net profit attributable to the shareholders of the Group for the first half of 2011, as compared with the corresponding period in 2010, is explained primarily by the following factors:

- **1.** An increase in operating and other expenses (including salary) amounting to NIS 312 million, before the effect of taxes.
- **2.** A decrease in the net profit from extraordinary items amounting to NIS 183 million. In the second quarter of 2010, the Bank recorded a gain on the sale of its holdings in Paz Oil Ltd.
- **3.** A decrease in the Group's share in the profits of companies included on an equity basis amounting to NIS 172 million, net.
- **4.** A decrease in operating and other income amounting to NIS 49 million, before the effect of taxes.
- 5. An increase of 1.9 percentage points in the effective tax rate.

On the other hand, the following factors offset most the above-mentioned decrease:

- 1. An increase in net interest income before expenses in respect of credit losses amounting to NIS 444 million, before the effect of taxes.
- **2.** A decrease in expenses in respect of credit losses amounting to NIS 355 million, before the effect of taxes.

The net profit attributable to the shareholders of the Group in the second quarter of the year amounted to NIS 563 million, compared to a net profit of NIS 689 million in the corresponding quarter of 2010, a decrease of NIS 126 million, a decrease of 18.3%.

The net operating profit attributable to the shareholders of the banking corporation of Leumi Group in the second quarter of the year amounted to NIS 561 million, compared to a net profit of NIS 507 million in the corresponding quarter of 2010, an increase of 10.7%.

The main factors for the decrease in profitability were as follows<sup>\*\*</sup>:

- 1. A decrease in net income from extraordinary items amounting to NIS 180 million, net. In the second quarter of 2010, the Bank recorded a gain on the sale of its holdings in Paz Oil Ltd.
- **2**. An increase in operating and other expenses (including salary) amounting to NIS 134 million, before the effect of taxes.

- **3**. A decrease in the Group's share in the income of companies included on equity basis amounting to NIS 45 million, net.
- **4.** A decrease in operating and other income amounting to NIS 73 million, before the effect of taxes.

On the other hand, the following factors partially offset the above-mentioned effects:

- **1**. An increase in net financing income before expenses in respect of credit losses amounting to NIS 312 million, before the effect of taxes.
- **2.** A decrease in expenses in respect of credit losses amounting to NIS 123 million, before the effect of taxes.
- \* The comparative figures of the operating and other expenses, provision for tax, profit from ordinary operations and net profit were restated as a result of a directive of the Bank of Israel, dated 27 March 2011, for making additional provisions in respect of future departures of employees under conditions more favorable than the contractual terms, see above on pages 27-28.
- \*\* Before non-controlling interests.

**Net interest income before expenses in respect of credit loss** of Leumi Group for the first half of 2011 amounted to NIS 3,890 million, compared to NIS 3,446 million in the corresponding period in 2010, an increase of NIS 444 million, which constitutes an increase of 12.9%.

In the second quarter of the year, net interest income before provision for credit losses amounted to NIS 1,951 million, compared to NIS 1,639 million in the corresponding period in 2010, an increase of 19.0%.

#### The changes in the Group's net interest income before expenses in respect of credit loss for the first half of 2011 compared to the corresponding period in 2010 stem mainly from:

	For the six more		
	30 June	30 June	
	2011	2010	
	NIS millions		% change
Current activities	3,725	3,131	19.0
Collection of interest in cash (1)	19	304	(93.7)
Effect in respect of non-income bearing debts	(170)	(89)	(91.0)
Exchange rate differentials in respect of			
financing shares recorded in capital reserve	29	(9)	+
Profits from sale of available-for-sale			
debentures, net	142	96	47.9
Realized and unrealized profits (losses) from			
adjustments to the fair value of debentures for			
trading, net	(23)	181	-
Financing income in connection with hedging			
of overseas investments (2)	20	7	+
Adjustments to fair value of derivative			
instruments	31	(180)	+
Effect of the known CPI	117	5	+
Total	3,890	3,446	12.9

(1) From the first quarter of 2011, collections were first recorded in the expenses in respect of credit losses, whereas in the past, they were included in net interest income.

<sup>(2)</sup> Revenues/expenses in respect of hedging the asymmetry in the tax liabilities in respect of the exchange rate differentials relating to overseas investments, as compared with the exchange rate differentials relating to financing sources. The compensation is recorded in the tax item. See also the effect in the item on taxes.

As indicated in the above table, net interest income from current activities increased by 19.0%. The increase is attributable to an increase in activity and an improvement in interest margins in all the segments.

	First half of		
Sector	2011	2010	% change
	NIS millions		
Households	1,260	1,046	20.5
Small businesses	462	440	5.0
Corporate banking	879	1,059	(17.0)
Commercial banking	735	741	(0.8)
Private banking	207	203	2.0
Financial management – capital markets	339	(44)	+
Other	8	(1)	+
Total	3,890	3,446	12.9

## The following table sets out the development of net interest income according to the principal operating segments:

Total **Interest Margin** (excluding transactions in financial derivatives) in the first half of 2011 was 2.66%, compared with 1.99% in the corresponding period in 2010. The interest margin including transactions in derivatives was 1.28% in the first quarter of 2011, compared with 1.01% during the corresponding period in 2010, and 1.22% for the whole of 2010.

The interest margin in the unlinked shekel sector, including derivatives, during the period was 1.73%, compared with 1.84% last year. The decrease arises as a result of an increase in the proportion of derivative activities, in which the interest margin is lower than the interest margin in the balance sheet activity, out of the total assets of the sector. The interest margin in the foreign currency sector increased from 0.53% to 0.68% and total income increased by some NIS 215 million. The interest margin for the period in the index sector was 0.63%, compared to a negative 0.52% in the corresponding period in 2010 and income increased by NIS 473 million, mainly due to a change in the fair value of the derivatives.

#### The interest margin during the first half of 2011 was mainly affected by the following:

- a. Pursuant to the directives of the Supervisor of Banks, effective from 2011, the interest margin on credit to the public is calculated on average balances before expenses/for credit losses, compared with previous years when the average balance was net credit.
- b. The change in the Bank of Israel's interest rate has improved the interest margin without derivatives, primarily in the unlinked shekel sector
- c. The widening in the aggregate interest margin was affected inter alia by timing differences in the measurement of profitability from activity in derivative financial instruments and from exchange rate differentials in respect of the hedging of investments abroad and investments in shares.
- e. Competitive factors within the system also contributed to the offset of some of the widening of the interest margin resulting from the aforementioned factors.

The ratio of net interest income before provision for expenses in respect of credit losses to the average balance of income-yielding financial balance sheet assets was 2.52% (in annual terms), compared with 2.28% in the corresponding period last year.

**Commissions from financing transactions** during the first half of 2011 amounted to NIS 197 million, compared with NIS 193 million during the corresponding period in 2010, an increase of 2.1%. These commissions mainly include the income from off-balance sheet activity, such as guarantees for granting credit, guarantees for apartment purchasers and other guarantees, as well as commissions from foreign trade activity.

**Other financing income and expenses** include, for the most part, profits/losses from the sale of debentures and the adjustment of debentures for trading to fair value, and income from early credit repayment commissions. Net income from these operations during the first half of 2011 amounted to NIS 205 million, compared with NIS 680 million in the corresponding period in 2010, a decrease of 69.9%

	For the six more		
	30 June	30 June	
	2011	2010	
	NIS millions		% change
Net profit from sales of available-for-			
sale debentures	158	101	56.4
Loss on sale and decline in value of			
available-for-sale debentures	(16)	(5)	-
Profit (loss) from sale and adjustments			
to fair value of debentures for trading	(23)	181	-
Collection of interest in cash (1)	10	295	-
Early credit repayment commissions	81	77	5.2
Other	(5)	31	-
Total	205	680	(69.9)

#### The following are the main changes in other financing income and expenses:

(1) From the first quarter of 2011, collections were first recorded as a decrease in the expenses in respect of credit losses item, whereas in the past, they were included in net interest income.

**Expenses in respect of credit losses in** the Leumi Group for the first half of 2011 resulted in a reduction on expense of NIS 29 million, compared with an increase in expense of NIS 326 million in the corresponding period in 2010, a positive change of NIS 355 million.

In the second quarter of 2011, the expense in respect of credit loss amounted to NIS 73 million, compared to NIS 196 million in the corresponding period in 2010, a decrease of NIS 123 million or 62.8%.

The decrease of expenses in respect of credit losses also results from a change in the directive regarding impaired debts, which includes recording the collection first as a collection of the principal, which reduces the expenses in respect of credit losses.

In regard to the changes in the new directives regarding expenses in respect of credit losses and impaired debts, see page 23 above.

The effect of the change in the initial transition to the method of calculating the aforesaid provisions as of 31 December 2010 will be included in retained profits in capital. The impact amounted to NIS 1,319 million, gross, and NIS 721 million, net after tax.

The overall rate of the expense for credit losses for the first half of 2011 was (0.03%) of total credit to the public (in annual terms), compared with a rate of 0.31% in the corresponding period in 2010, and compared with 0.26% for the whole of 2010. The overall rate of the expense for credit losses in relation to overall credit risk (balance sheet and off-balance sheet) was (0.02%), 0.20% and 0.23%, respectively.

As stated above, with effect from 1 January 2011, the directives of the Supervisor of Banks regarding the measurement and disclosure of impaired debts, credit risk and allowance for credit losses apply. The aforesaid directives adopt the generally accepted regulations of the authorities in the United States. Pursuant to the abovementioned regulation, the general and additional provision will be canceled and in its stead, there will be a group allowance in respect of credit risk. The group allowance as at 30 June 2011 amounts to NIS 2,370 million, compared with NIS 2,396 million as at 1 January 2011. The total addition to the allowance amounts to NIS 1,600 million, compared to the additional and general provision of NIS 770 million as at 31 December 2010. The addition to the group allowance as at 1 January 2011 was recorded in the statement of profit and loss.

The following table sets out the breakdown of the expense in respect of credit losses according to principal operating segments:

	First half of 2011		First half of 2	010
	NIS millions	% *	NIS millions	%*
Households	(5)	-	57	0.2
Private banking	(26)	(0.7)	3	0.1
Small businesses	4	-	50	0.6
Corporate banking	(41)	(0.1)	118	0.3
Commercial banking	40	0.2	95	0.4
Financial management and				
Other	(1)	(0.2)	3	0.6
Total	(29)	(0.03)	326	0.31

\* Percentage of total credit at the end of the period on an annual basis.

The following table sets out the breakdown of the individual expense in respect of credit losses by main sector of the economy\*:

	First half of 2011	First half of 2010 NIS millions	
	NIS millions		
Industry	(128)	3	
Construction and real estate	128	198	
Trade	(6)	130	
Hotels, accommodation and			
food services	(52)	(8)	
Transportation and storage	24	(19)	
Communications and computer			
services	(2)	(9)	
Financial services	39	39	
Other business services	12	1	
Private individuals - housing			
loans	(10)	(17)	
Private individuals – other	(19)	85	
Other	(15)	(8)	
Total	(29)	403	

\* For the first half of 2010, there was a specific allowance for credit losses.

	For the three months ended <b>30 June 2011</b> NIS millions	For the six months ended <b>30 June 2011</b>
Individual allowance during the		
period	155	275
Reduction in individual		
allowance	(131)	(312)
Net increase (net decrease)		
carried to the profit and loss		
statement	24	(37)
Increase in respect of group		
allowance carried to profit and		
loss statement	49	8
Total increase (decrease) in		
expense in respect of credit		
losses	73	(29)
	For the three months ended	For the six months ended
	<u>30 June 2010</u>	30 June 2010
	NIS millions	
Individual allowance during the		
period	585	951
Reduction in individual		
Reduction in individual allowance	585 (336)	951 (536)
Reduction in individual allowance Collection of debts previously	(336)	
Reduction in individual allowance Collection of debts previously written off	(336) (5)	
Reduction in individual allowance Collection of debts previously	(336) (5)	(536)
Reduction in individual allowance Collection of debts previously written off Net addition, carried to the profit and loss statement	(336) (5)	(536)
Reduction in individual allowance Collection of debts previously written off Net addition, carried to the profit and loss statement Reduction carried to the profit	(336) (5)	(536) (12)
Reduction in individual allowance Collection of debts previously written off Net addition, carried to the profit and loss statement	(336) (5)	(536) (12)
Reduction in individual allowance Collection of debts previously written off Net addition, carried to the profit and loss statement Reduction carried to the profit	(336) (5)	(536) (12)

#### The following is a summary of the expenses in respect of credit losses \*:

\* In 2010, allowances for credit losses according to the previous method.

The following is the breakdown of the main expenses in respect of credit losses in the Group (the Bank and consolidated companies) charged to the profit and loss account:

	For the first half	of For the first half of	
	2011	2010*	
	NIS millions		% change
The Bank	(59)	256	+
Arab Israel Bank	2	12	(83.3)
Leumi Mortgage Bank	(14)	(23)	39.1
Leumi Card	9	14	(35.7)
Bank Leumi – U.S.A.	(1)	31	+
Bank Leumi – U.K.	8	11	(36.4)
Bank Leumi – Romania	25	19	26.3
Leumi Leasing and Investments	1	6	+
Total expense (income)	(29)	326	+

\* In 2010, provisions for doubtful debts according to the previous method.

# Non-performing assets (\*), impaired debts accruing interest income, problem commercial credit risk and unimpaired debts in arrears of 90 days or more:

(\*) Impaired debts that do not accrue interest income

All of the balances shown in this appendix are presented pursuant to the new directives for the measurement and disclosure of impaired debts, credit risk and allowance for credit losses.

	30 June 2011	31 December 2010
	Reported amo	ounts
On a consolidated basis	NIS millions	
1. Non-performing assets:		
Impaired credit to the public not accruing interest income*		
Reviewed on an individual basis	7,101	8,876
Reviewed on a group basis	6	6
Impaired bonds not accruing interest income	-	-
Impaired debts not accruing interest income	17	19
Total impaired bonds not accumulating interest income	7,124	8,901
Assets received in respect of credit repaid	81	81
Total non-performing assets	7,205	8,982
2. Impaired debts in the restructuring of problem debts accruing interest income	128	65
<b>3. Problem commercial credit risk</b> (1):		
Problem balance sheet credit risk in respect of the public	10,750	12,734
Problem off-balance sheet credit risk in respect of the		
public (2)	1,028	1,800
Total problem commercial credit risk in respect of the		
public	11,778	14,534
Balance sheet credit risk in respect of others	314	443
Off-balance sheet credit risk in respect of others	-	-
Total problem commercial credit risk in respect of others	314	443
Total problem commercial credit risk	12,092	14,977
4. Unimpaired debts in arrears of 90 days or more	1,544	1,109
Of which: Housing loans for which provision has been		
made according to the extent of arrears	702	788
Housing loans for which provision has not been		
made according to the extent of arrears (3)	249	258
Unimpaired bonds in arrears of 90 days or more	-	-
Others	593	63

Note: Balance sheet and off-balance sheet credit risk is presented before the effect of the allowance for credit losses and before the effect of deductible collateral for the purpose of a borrower and a group of borrowers. \* It should be noted that the new method of accrual does not include CPI/foreign currency linkage differentials on the principal.

- (1) Balance sheet credit (credit, bonds, other debts recognized in the balance sheet and assets in respect of derivative instruments) and off-balance sheet credit risk that is impaired, substandard or under special mention, except for balance sheet and off-balance sheet credit risk in respect of private individuals.
- (2) As calculated for the purpose of restrictions on the indebtedness of a borrower or group of borrowers, except in respect of guarantees given by a borrower to secure the indebtedness of a third party, before the effect of deductible collateral.
- (3) Housing loans, the minimum allowance in respect of which is calculated according to the extent of the arrears which are in arrears of between 3 months and 6 months, and other housing loans that are not impaired, which are in arrears of 90 days or more and the minimum allowance of which is not calculated according to the extent of arrears.

Below are a number of indices for reviewing credit risk according to the new directives:

	30 June 2011	31 December 2010
	%	
Balance of credit to the public not accruing interest income		
as a percentage of the balance of credit to the public	3.1	3.9
Balance of credit to the public which is not impaired in		
arrears of 90 days or more as a percentage of the balance of		
credit to the public	0.7	0.5
Balance of the allowance for credit losses in respect of		
credit to the public as a percentage of the balance of credit		
to the public	1.9	2.4
Balance of the allowance for credit losses in respect of		
credit to the public as a percentage of the balance of		
impaired credit to the public not accruing interest income	60.8	60.5
Problem commercial credit risk in respect of the public as a		
percentage of total credit risk in respect of the public	3.3	4.5

**Net interest income after expenses in respect of credit losses** of the Leumi Group in the first half of 2011 amounted to NIS 3,919 million, compared with NIS 3,120 million in the corresponding period last year, an increase of 25.6%.

Profit from net interest income after credit losses expenses of the Leumi Group for the second quarter of the year amounted to NIS 1,878 million, compared with NIS 1,443 million for the corresponding period in 2010, an increase of 30.1%.

**Total operating and other income** of the Leumi Group in the first half of 2011 amounted to NIS 1,989 million, compared with NIS 2,038 million in the corresponding period last year, a decrease of 2.4%.

Total operating and other income of the Leumi Group for the second quarter of 2011 amounted to NIS 966 million, compared with NIS 1,039 million in the corresponding period in 2010, a decrease of 7.0%.

#### The following are the main changes in operating and other income:

	For the six months ended							
	30 June	30 June						
	2011	2010	Change					
	NIS millions		NIS millions	%				
Operating commissions <sup>(1)</sup>	1,881	1,821	60	3.3				
Profits from investments in								
shares <sup>(2)</sup>	68	174	(106)	(60.9)				
Other income <sup>(3)</sup>	40	43	(3)	(7.0)				
Total operating and other								
income	1,989	2,038	(49)	(2.4)				

The following are the main additional details regarding each of the abovementioned items:

- 1. Operating commissions (an increase of NIS 60 million)
  - a. An increase in income from credit handling and preparation of contracts amounting to NIS 51 million (32.3%).
  - b. An increase in income from credit cards amounting to NIS 27 million (6.9%).

- c. An increase in financial product distribution commissions amounting to NIS 10 million (8.9%).
- A decrease in income from securities transactions amounting to NIS 13 million (3.0%).
- e. A decrease in income from management fees amounting to NIS 7 million (1.7%).
- 2. Profits from investments in shares (a decrease of NIS 106 million).
  - a. Net profits from the sale of available-for-sale securities amounting to NIS 8 million, compared with profits amounting to NIS 32 million in the corresponding period in 2010.
  - b. Profits from the realization and adjustment to fair value of securities for trading amounting to NIS 4 million, similar to the corresponding period in 2010.
  - c. Dividends from available-for-sale shares and shares for trading amounting to NIS 56 million, compared with NIS 137 million in the corresponding period in 2010.
- **3.** Other income (a decrease of NIS 3 million)

The proportion of operating and other income to total income (i.e. net interest income before allowances for credit losses and operating and other income) was 33.8%, compared with 37.2% in the corresponding period in 2010 and 35.6% for the whole of 2010.

Operating and other income covers 47.8% of operating and other expenses, compared with cover of 52.9% in the corresponding period in 2010, and compared with 51.7% for the whole of 2010.

**Total operating and other expenses** of the Leumi Group in the first half of 2011 amounted to NIS 4,163 million, compared with NIS 3,851 million in the corresponding period in 2010, an increase of 8.1%.

In the second quarter of the year, operating and other expenses amounted to NIS 2,078 million, compared with NIS 1,944 million in the corresponding period in 2010, an increase of 6.9%.

Salary expenses increased in the first half of 2011 by NIS 213 million, rising by 8.8%, compared to the corresponding period last year.

The increase in salary expenses is primarily attributable to the fact that in the first half of 2011, there were losses in the severance pay fund and provident fund, which are also used as a fund to cover the employees' pension liability, compared with the profits in the corresponding period last year. After canceling the effect of special salary expenses (as set forth on page 43), salaries increased by 2.1%.

Operating and other expenses (maintenance of buildings and equipment, depreciation and others) increased in the first half of 2011 by NIS 99 million, an increase of 6.9%, compared with the corresponding period in 2010, mainly as a result of an increase in depreciation, building maintenance and marketing expenses, an increase in professional counseling expenses increased, mainly as a result of the commencement of implementation of project "making progress together" in the Banking Division, a project for improving the operational model of the retail activity in Leumi.

Operating expenses constitute 70.8% of total income, compared with 70.2% in the corresponding period in 2010, and compared with 68.9% for the whole of 2010. After canceling the special salary expenses as set forth above, the percentage was 64.2%, compared with 66.2% and 66.0%, respectively.

Total operating and other expenses (in annual terms) constitute 2.52% of total balance sheet, compared with 2.36% in the corresponding period in 2010, and 2.42% for the whole of 2010.

**Operating profit before taxes** of the Leumi Group for the first half of 2011 amounted to NIS 1,745 million, compared with NIS 1,307 million in the corresponding period in 2010, an increase of 33.5%.

Operating profit before taxes in the second quarter of the year amounted to NIS 766 million, compared to NIS 538 million in the corresponding period in 2010, an increase of 42.4%.

**Provision for taxes on operating profit** of the Leumi Group in the first half of 2011 amounted to NIS 632 million, compared with NIS 448 million in the corresponding period in 2010. The rate of the provision in the said period was some 36.2% of the pre-tax profit, compared with 34.3% in the corresponding period in 2010, a decrease of some 1.9 percentage points.

The rate of the provision in the second quarter of the year was 33.8%, compared to 25.3% in the corresponding period in 2010, a fall of some 8.5 percentage points.

**Operating profit after taxes** for the first half of 2011 amounted to NIS 1,113 million, compared with NIS 859 million in the corresponding period in 2010, an increase of 29.6%.

Operating profit after taxes for the second quarter of the year amounted to NIS 507 million, compared with NIS 402 million in the corresponding period in 2010, an increase of 26.1%.

**The Group's share in operating profit after taxes of companies included on equity basis** amounted to a contribution of NIS 30 million in the first half of 2011, compared with NIS 202 million in the corresponding period in 2010. For details, see page 99 below

**Net operating profit before attribution to holders of non-controlling interests** in the first half of 2011 amounted to a profit of NIS 1,143 million, compared with a profit of NIS 1,061 million in the corresponding period in 2010, an increase of 7.7%. In the second quarter of the year, net operating profit amounted to NIS 579 million, compared with NIS 519 million in the corresponding period last year, an increase of 11.6%.

**Net operating profit attributable to holders of non-controlling interests** in the first half of 2011 amounted to NIS 28 million, compared to a profit of NIS 15 million in the corresponding period in 2010.

**Net operating profit attributable to the shareholders in the banking corporation** of the Group for the first half of 2011 amounted to NIS 1,115 million, compared with a profit of NIS 1,046 million in the corresponding period in 2010, an increase of 6.6%. In the second quarter of the year, the net operating profit attributable to shareholders in the banking corporation amounted to NIS 561 million, compared to NIS 507 million in the corresponding period last year, an increase of 10.7%.

**Profit from extraordinary items after taxes** before attribution to holders of noncontrolling interests in the first half of 2011 amounted to NIS 3 million, compared with a profit of NIS 186 million in the corresponding period in 2010, which was primarily attributable to the sale of the Bank's holdings in Paz Oil Company Ltd.

**Net profit before attribution to holders of noncontrolling interests** for the first half of 2011 amounted to NIS 1,146 million, compared with a profit of NIS 1,247 million in the corresponding period in 2010, a decrease of 8.1%.

**Net profit attributable to holders of noncontrolling interests** for the first half of 2011 amounted to NIS 28 million, compared with a profit of NIS 15 million in the corresponding period in 2010.

**Net profit attributable to shareholders in the banking corporation** for the first half of the year amounted to NIS 1,118 million, compared with a profit of NIS 1,232 million in the corresponding period in 2010, a decrease of 9.3%.

In the second quarter of the year, the net operating profit attributable to shareholders in the banking corporation amounted to NIS 563 million, compared to NIS 689 million in the corresponding period last year, a decrease of 18.3%.

# Return on Shareholders' Equity – Average for the Period (to Shareholders of the Banking Corporation) in Annual Terms:

	First half		
	2011	2010	
	%		
Net profit *	10.1	11.5	
Net operating profit *	10.1	9.7	

	2011		2010			
	2nd quarter	1st quarter	4th quarter	3rd quarter	2nd quarter	1st quarter
	%					
Net profit *	10.3	10.1	8.8	10.9	12.9	10.4
Net operating profit *	10.3	10.1	8.8	10.9	9.4	10.3

\* Attributable to shareholders in the banking corporation.

Net basic operating profit per share attributable to shareholders of the banking corporation reached NIS 0.76 in the first half of 2011, compared with NIS 0.71 in the corresponding period in 2010.

Net basic profit per share attributable to shareholders of the banking corporation reached NIS 0.76 during the first half of 2011, compared with NIS 0.84 in the corresponding period in 2010.

### Development of Profit during the last six quarters

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS milli	ions				
Net interest income	1,951	1,939	2,141	1,846	1,639	1,807
Income (expenses) in respect of credit						
losses **	(73)	102	(212)	(46)	(196)	(130)
Operating and other income	966	1,023	1,090	983	1,039	999
Operating and other expenses *	(2,078)	(2,085)	(2,295)	(1,805)	(1,944)	(1,907)
Operating profit before taxes *	766	979	724	978	538	769
Provision for taxes *	(259)	(373)	(376)	(415)	(136)	(312)
Operating profit after taxes *	507	606	348	563	402	457
Group's share in operating profits (losses)						
after taxes of companies included on						
equity basis after the effect of taxes	72	(42)	161	57	117	85
Net operating profit attributable to non-						
controlling interests	(18)	(10)	(10)	(14)	(12)	(3)
Net operating profit attributable to						
shareholders in the banking corporation *	561	554	499	606	507	539

A. The following table is a condensed statement of operating profit and loss after taxes for the last six quarters:

\* 2010 and first quarter of 2011. Restated – see note 1.b.4 below

\*\* 2010, provisions for doubtful debts according to the previous method.

# **B.** The following table shows the development of the principal items in net interest income, before expense in respect of credit losses:

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS milli	ons				
Current activity	1,889	1,836	1,799	1,633	1,493	1,638
Collection of interest in respect credit						
losses	(23)	42	205	109	160	144
Effect of non-interest bearing debts	(104)	(66)	(77)	(75)	(33)	(56)
Exchange rate differentials in respect of						
financing shares recorded in capital						
reserve	12	17	10	19	(14)	5
Profits (losses) from the sale of available-						
for-sale debentures, net	65	77	88	78	31	65
Realized and unrealized profits from						
adjustments to fair value of debentures for						
trading	29	(52)	(63)	29	111	70
Financing income (cost) in connection						
with hedging of overseas investments	17	3	72	51	(33)	40
Adjustments to fair value of derivative						
instruments	(2)	33	83	(22)	(96)	(84)
Effect of the known CPI	68	49	24	24	20	(15)
Total	1,951	1,939	2,141	1,846	1,639	1,807

From 2011, most of the collections are charged to expenses in respect of credit losses.

# C. The following table shows the quarterly development of the expenses in respect of credit losses:

	2011		2010*			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS mill	ions				
Individual allowance	24	(61)	248	63	244	159
Group allowance (2010 additional						
provision)	49	(41)	(36)	(17)	(48)	(29)
Total	73	(102)	212	46	196	130
Percentage of provision out of total credit						
to the public (on an annual basis)	0.13	(0.18%)	0.38%	0.09%	0.37%	0.25%

\* In 2010, provisions for doubtful debts according to the previous method.

### D. The following table shows the quarterly development of operating and other income:

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS mill	ions				
Operating commissions	906	975	977	912	917	904
Profits from investments in shares	38	30	28	14	100	74
Other income	22	18	85	57	22	21
Total operating and other income	966	1,023	1,090	983	1,039	999

### E. The following table shows the quarterly development of salary expenses:

	0011		2010			
	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS mill	ions				
Salary expenses, excluding special salary						
expenses	1,100	1,136	1,084	1,075	1,087	1,103
Special salary expenses *	172	214	129	(21)	112	107
Of which:						
Supplement to provisions for severance						
pay and pension	165	183	33	(16)	126	(26)
Cancelation of benefit in respect of sale						
of shares to employees	16	-	-	-	(22)	-
Actuarial changes in respect of jubilee						
bonus and pension *	(9)	31	96	(5)	8	133
Total salary expenses *	1,272	1,350	1,213	1,054	1,199	1,210

\* Restated – see note 1 below.

The following table shows the quarterly development of operating and other expenses and maintenance of buildings and equipment: F.

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS mill	ions				
Depreciation	191	167	165	160	157	156
Maintenance of buildings and						
equipment	241	241	254	241	234	224
Other expenses	374	327	** 663	350	354	317
Total operating and other expenses*	806	735	1,082	751	745	697

\* Excluding salary. \*\* Including special and non-recurring expenses / provisions amounting to NIS 200 million.

### Structure and Development of Assets and Liabilities<sup>(1)</sup>

**Total assets** of Leumi Group as at 30 June 2011 amounted to NIS 333.1 billion, compared with NIS 328.3 billion at the end of 2010, an increase of 1.4%, an identical increase compared with 30 June 2010.

The value of the assets in the balance sheet denominated in and / or linked to foreign currency was some NIS 85.0 billion, some 25.5% of total assets. During the first half of 2011, the shekel appreciated against the U.S. dollar by 3.8% and depreciated against the euro by 4.4%. The changes in the rates of exchange in the first half of the year led to a decrease of 0.4% in total assets.

Total assets under the Group's management – the total of the balance sheet as well as customers' securities portfolios, and provident funds and supplementary training funds and balances in pension counseling in respect of which operating management and custody services are provided - amount to some NIS 883 billion, compared with NIS 889 billion at the end of 2010 (some US\$ 259 billion and US\$ 251 billion, respectively), as detailed below.

#### The following table sets out the development of the main balance sheet items:

			Rate of chan	ge	
			Since	Since	
	30 June	31 December	December	June	
	2011	2010	2010	2010	
	NIS millions		%		
Total assets	333,056	* 328,322	1.4	1.4	
Cash and deposits with banks	45,566	30,052	51.6	(3.4)	
Securities	40,146	55,791	(28.0)	(21.6)	
Credit to the public	228,348	223,981	1.9	7.5	
Buildings and equipment	3,627	3,638	(0.3)	1.8	
Deposits of the public	252,704	249,584	1.3	0.4	
Deposits from banks	5,362	2,691	99.3	63.1	
Debentures, capital notes and					
subordinated capital notes	27,034	26,939	0.4	0.7	

\* Restated – see page 27 above.

**Deposits of the public** amounted to NIS 252.7 billion as at 30 June 2011, compared with NIS 249.6 billion as at 31 December 2010, an increase of 1.3%, and compared with 30 June 2010, an increase of 0.4%.

The appreciation of the shekel in relation to the dollar and a devaluation in relation to most foreign currencies in the first half of 2011 contributed in total to a 0.7% fall in total deposits of the public.

<sup>(1)</sup> The changes in percentages were calculated according to the balances in NIS millions.

Segment	30 June 2011	31 December 2010	Change
	NIS millions		%
Households	120,984	118,266	2.3
Small businesses	16,877	16,579	1.8
Corporate banking	26,340	26,281	0.2
Commercial banking	40,749	36,421	11.9
Private banking	34,072	36,241	(6.0)
Financial management, cap	oital		
markets and other	13,682	15,796	(13.4)
Total	252,704	249,584	1.3

The following table sets out the development of deposits of the public by principal operating segments:

**Debentures, capital notes and subordinated capital notes** totaled NIS 27.0 billion on 30 June 2011, compared with NIS 26.9 billion on 31 December 2010, an increase of 0.4%, and compared with 30 June 2010, an increase of 0.7%.

#### **Off-balance sheet activity**

The following table sets out the development of balances of the customers' (off-balance sheet) financial assets<sup>(1)</sup> managed by Leumi Group:

	30 June 2011	31 December 2010	Change	
	NIS millions		NIS millions	%
Securities portfolios	483,228	495,324	(12,096)	(2.4)
Of which: managed by				
mutual funds <sup>(2) (3)</sup>	56,713	57,129	(416)	(0.7)
Provident and pension				
funds <sup>(2) (3)</sup>	44,743	44,014	729	1.7
Supplementary training				
funds <sup>(2) (3)</sup>	21,788	21,064	724	3.4
Total	549,759	560,402	(10,643)	(1.9)

(1) Including a change in the market value of securities and in the value of securities of mutual and provident funds held in custody, for which operating management and custody services are provided.

(2) The Group in Israel does not manage any mutual funds, provident funds or supplementary training funds.

(3) Assets of customers in respect of which the Group provides operating management services, including the fund balances of customers who are counseled by Leumi.

**Credit to the public** totaled NIS 228.3 billion on 30 June 2011 compared with NIS 224.0 billion on 31 December 2010, an increase of 1.9%, and compared with 30 June 2010, an increase of 7.5%. After canceling the effect of an increase in the allowance for credit losses (individual and group) according to the new directives, credit to the public increased by 2.5% and 8.1%, respectively.

The appreciation of the shekel in relation to the dollar and a devaluation in relation to most foreign currencies in the first half of 2011 contributed in total to a 0.4% increase in total credit to the public.

In addition to credit to the public, the Group invests in corporate debentures which, on 30 June 2011, amounted to NIS 11.3 billion, compared with NIS 11.7 billion on 31 December 2010, a decrease of 3.4%.

	30 June 2011		31 December	2010	
	Overall credit		Overall		
	risk to the	Percentage	credit risk to	Percentage	
Economy Sectors	public	of total	the public	of total	Change
	NIS millions	%	NIS millions	%	%
Agriculture	2,175	0.6	2,162	0.6	0.6
Industry	48,622	13.5	46,919	13.7	3.6
Construction and real estate <sup>(2)</sup>	79,795	22.2	73,559	21.4	8.5
Electricity and water	2,199	0.6	2,109	0.6	4.3
Trade	30,008	8.3	25,923	7.6	15.8
Hotels, accommodation and					
food	5,112	1.4	4,957	1.4	3.1
Transportation and storage	5,770	1.6	5,536	1.6	4.2
Communications and computer					
services	9,039	2.5	7,177	2.1	25.9
Financial services <sup>(3)</sup>	45,187	12.6	48,650	14.2	(7.1)
Other business services	10,937	3.0	9,219	2.7	18.6
Public and community services	8,153	2.3	8,624	2.5	(5.5)
Private individuals - housing					·
loans	57,789	16.0	54,772	16.0	5.5
Private persons – other	55,430	15.4	53,481	15.6	3.6
Total	360,216	100.0	343,088	100.0	5.0

The following table sets out the development of the overall credit  $risk^{(1)}$  to the public by principal sectors of the economy:

(1) Including off-balance sheet credit risk, investments of the public in debentures and other assets in respect of derivatives. Data as at 30 June 2011 are before a provision for credit losses and data for 31 December 2010 are after a provision for credit losses.

(2) Including housing loans extended to purchasing groups that are in the process of construction amounting to NIS 806 million and off-balance sheet credit risk amounting to NIS 1,874 million, compared to NIS 853 million and NIS 1,625 million, respectively, at 31 December 2010.

The following table shows the quarterly development of credit to the public by main activity
sector:

	2011		2010			
	2nd	1st	4th	3rd	2nd	1st
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter
	NIS					
	millions					
Households*	79,720	77,826	76,341	73,136	71,156	68,248
Small businesses	19,371	19,153	19,018	17,614	17,544	17,590
Commercial banking	46,376	46,116	47,226	46,302	45,259	44,210
Corporate banking	74,001	73,404	73,163	72,390	70,845	70,415
Private banking	7,587	7,666	7,738	6,859	6,666	6,150
Financial management, capital						
markets and others	1,293	906	495	917	983	1,000
Total	228,348	225,071	223,981	217,218	212,453	207,613

\* Credit to households also includes housing loans (mortgages).

### Pledge in favor of the Bank of Israel

On 21 May 2008, the Bank signed a debenture, whereby it granted a first degree floating charge in favor of the Bank of Israel, on its rights to receive amounts and monetary shekel payments that are due and that will become due to the Bank from time to time, from customers which are corporations (established according to the laws of the State of Israel), which are not in arrears with their repayments to the Bank of credits received from it, and where the average duration of the credit does not exceed three years, and which was granted or which will be granted to these customers by the Bank. The charge is in an amount equal to the level of the amounts secured by the debenture, from time to time, up to an amount of NIS 1.1 billion.

This charge is to secure monies that will be required for the Bank's activities for the purpose of its activities with the CLS clearing house.

#### Additional data on total credit is set forth below.

The following table sets out the breakdown of total credit to the public\* and off-balance sheet credit risk according to the size of the credit to a single borrower:

		30 June 2011		
Cardit estilia	in NIC there are to	Percentage of total number of	Percentage of total balance	Percentage of total off-balance
	g in NIS thousands	borrowers	sheet credit	sheet credit
From	То	%		
0	80	83.2	6.1	16.5
80	600	14.2	18.2	10.0
600	1,200	1.6	9.3	2.7
1,200	2,000	0.4	4.6	1.9
2,000	8,000	0.4	9.1	5.1
8,000	20,000	0.1	7.5	5.3
20,000	40,000	0.05	6.9	5.6
40,000	200,000	0.04	16.6	18.6
200,000	800,000	0.01	15.2	18.5
Above 800,0	00	0.00	6.5	15.8
Total		100.00	100.00	100.00

		31 December 2010		
		Percentage of total	Percentage of	Percentage of
		number of	total balance	total off-balance
Credit ceiling	g in NIS thousands	borrowers	sheet credit	sheet credit
From	То	%		
0	80	84.4	6.2	16.5
80	600	13.3	18.8	10.8
600	1,200	1.4	8.8	3.5
1,200	2,000	0.4	4.1	1.8
2,000	8,000	0.3	8.9	5.3
8,000	20,000	0.1	7.7	5.7
20,000	40,000	0.05	7.1	6.3
40,000	200,000	0.04	16.3	19.5
200,000	800,000	** 0.01	14.1	18.3
Above 800,00	00	*** 0.00	8.0	12.3
Total		100.0	100.0	100.0

\* After deducting the specific allowances for credit losses.

\*\* On 30 June 2011 - 153 borrowers and on 31 December 2010 - 139 borrowers

\*\*\* On 30 June 2011 - 24 borrowers and on 31 December 2010 - 23 borrowers.

The following are details of the balances of credit to the public and of the off-balance sheet credit risk (a) which exceed NIS 800 million per single borrower, based on a more detailed breakdown of credit areas and based on a breakdown of economic sectors:

		30 June 2	011				
		Nun	nber of	Ba	lance	Off-l	balance
		bor	rowers	shee	t credit	shee	t credit
			Of which:		Of which:		Of which:
Credit ceili	ng		related		related		related
(in NIS mil	lions)	Total	parties	Total	parties	Total	parties
From	То			In NIS n	nillions		
800	1,200	15	1	6,074	505	8,532	427
1,200	1,600	3	-	3,946	-	192	-
1,600	2,000	2	-	546	-	2,886	-
2,000	2,400	-	-	-	-	-	-
2,400	2,800	3	-	2,883	-	5,078	-
2,800	3,085	1	-	2,004	-	1,081	-
Total		24	1	15,453	505	17,769	427

#### 1. Credit risk according to size of credit to the borrower:

All the related parties are corporations in which the Bank holds up to 20% and they are not controlling shareholders of the Bank. The credits specified in the above table do not include any debts for which specific allowances were made for credit losses.

		31 Decer	nber 2010				
		Number	of	Balance	sheet	Off-bala	nce
		borrower	`S	credit		sheet cre	dit
			Of this,		Of this,		Of this,
			related		related		related
Credit ceili	ng in NIS millions	Total	parties	Total	parties	Total	parties
From	То				In NIS m	illions	
800	1,200	14	-	8,017	-	5,445	-
1,200	1,600	4	1	4,032	890	1,461	516
1,600	2,000	3	-	969	-	4,669	-
2,000	2,400	-	-	-	-	-	-
2,400	2,800	1	-	2,607	-	59	-
2,800	3,200	-	-	-	-	-	-
3,200	3,630	1	-	2,612	-	1,018	_
Total		23	1	18,237	890	12,652	516

### 2. Credit risk according to industry sectors:

	30 June 2011					
	Number of	Balance sheet	Off-balance			
	borrowers	credit	sheet credit			
	Total	Total	Total			
		In NIS millions				
Industry	9	4,479	7,393			
Construction and real estate	6	3,310	2,744			
Public and community						
services	1	870	19			
Communications and						
computer services	2	2,082	1,767			
Financial services	5	4,208	4,585			
Electricity and water	1	504	1,261			
Total	24	15,453	17,769			

	31 December 2010		
	Total number of	Balance sheet	Off-balance
	borrowers	credit	sheet credit
	Total	Total	Total
		In NIS millions	
Industry	8	6,295	6,000
Construction and real estate	5	3,208	1,636
Public and community			
services	1	892	9
Communications and			
computer services	2	1,896	268
Financial services	6	5,496	4,268
Electricity and water	1	450	471
Total	23	18,237	12,652

The indebtedness of the six largest groups of borrowers represented 8.5% of total credit risk as of 30 June 2011 and 78.7% of the capital calculated for the limitation on the six largest groups of borrowers.

#### **Problem debts**

The risk of problem credit in accordance with the new regulations after individual
provisions applicable from 1 January 2011:

	30 June 2	30 June 2011			31 December 2010 – proforma		
		Off-			Off-		
	Balance	balance		Balance	balance		
	sheet	sheet	Total	sheet	sheet	Total	
	In NIS m	illions					
Impaired debts	5,020	248	5,268	6,016	661	6,677	
Substandard debts	810	61	871	969	50	1,019	
Special mention debts	3,803	588	4,391	3,804	899	4,703	
Total	9,633	897	10,530	10,789	1,610	12,399	

### Problem credit risk:

	30 June 2011	31 December 2010
	Problem credit risk	Problem credit risk
	In NIS millions	
Commercial problem credit risk	12,092	14,977
Retail problem credit risk	1,446	1,569
Total	13,538	16,546
Allowance for credit losses	3,008	4,147
Problem credit after allowance for credit		
losses	10,530	12,399

The following table sets out the problem credit <sup>(1)(6)(7)</sup> according to the classifications determined in the directives of the Supervisor of Banks until 31 December 2010:

	31 December 2010	30 June 2010
	NIS millions	
Problem debts <sup>(1)</sup>		
Non-performing	1,364	1,582
Restructured <sup>(2)</sup>	906	850
To be restructured <sup>(3)</sup>	482	546
In temporary arrears	297	536
For special mention <sup>*</sup>	9,921	11,423
Total balance sheet credit to problem		
borrowers <sup>(1)</sup>	12,970	14,937
Off-balance sheet credit risk to problem	1	
borrowers <sup>(1)(5)</sup>	2,634	3,066
Debentures of problem borrowers (publ	lic) 465	541
Total overall credit risk of banks (deber	ntures	
+ deposits in banks)	6	-
Other assets in respect of derivatives of		
problem borrowers	48	96
Total overall credit risk in respect of pro-	oblem	
borrowers <sup>(1)</sup>	16,123	18,640
Assets received in respect of repaid cred	dit 81	86
*of which: debts for which there is a		
specific provision <sup>(4)</sup>	5,946	6,153
*of which: credit for housing for whic	h	
there is a provision according		
the extent of the arrears	383	388

(1) Not including problem loans that are covered by collateral eligible for deduction for the purpose of restrictions on the indebtedness of a borrower and a group of borrowers (Proper Conduct of Banking Business Directive No. 313).

(2) Credit that was restructured during the course of the current year and also credit that was restructured in previous years with a waiver of income.

(3) Credit to borrowers in respect of whom a decision to restructure has been made by the banking corporation's management, but the restructuring has not yet been implemented.

(4) Apart from credit for housing in respect of which there is a provision in accordance with the extent of the arrears.

(5) As calculated for the purposes of limits on the indebtedness of a single borrower and a group of borrowers, except in respect of guarantees given by a borrower to secure an obligation of a third party.

(6) Credit to problem borrowers as detailed in the disclosure format.

(7) Problem debts include credit classifications from the implementation of Proper Conduct of Banking Business Directive No. 325 "Management of Current Account Credit Lines". Pursuant to the above directive, and to clarifications of the Supervisor of Banks, the Bank is required to classify any excess over approved credit lines (where excesses are above NIS 1,000), if the Bank charges the customer excess interest. In this situation, the excess is to be classified as a non-accrual loan, and credit within the limit and the remainder of the customer's obligations must be classified as a special mention loan. The effect of the said directive has been to increase non-accrual loans by NIS 49 million, and special mention loans by NIS 1.163 million at the end of 2010.

Total problem debts under the old method as at 31 December 2010 amounted to NIS 16.1 billion, while according to the new regulation, problem debts amounted to NIS 13.1 billion. The decrease of NIS 3.0 billion derives mainly from a change in consideration of Proper Conduct of Banking Management Directive No. 325, as noted above, from a resultant cancelation of the classification of special mention debts, and from an improvement in the total problem debts.

**Credit to Governments** amounted to NIS 352 million on 30 June 2011, compared with NIS 379 million on 31 December 2010, a decrease of 7.1%, and compared with 30 June 2010, a decrease of 11.1%.

#### Securities

The Group's investments in securities amounted to NIS 40.1 billion on 30 June 2011, compared with NIS 55.8 billion, a decrease of 28.0%, compared with 31 December 2010, and a decrease of 21.6%, compared to 30 June 2010. The decrease in securities derives from the realization of debentures and the deposit of the proceeds, mostly in the Bank of Israel and partly in foreign banks.

Securities are classified into three categories: securities for trading, available-for-sale securities and bonds held to maturity.

Securities for trading are presented in the balance sheet at fair value and the difference between fair value and adjusted cost is charged to the statement of profit and loss. Available-for-sale securities are presented at fair value, where the difference between fair value and adjusted cost is presented as a separate item in shareholders' equity in other overall profit, called "adjustments for presentation of available-for-sale securities at fair value" ("shareholders' equity"), less the related tax, but whenever the decrease in value is of a non-temporary nature the difference is charged to the statement of profit and loss. Debentures held to maturity are presented at adjusted cost (par value plus accumulated interest and linkage differentials, less/plus a discount or premium).

For details of the accounting policy and treatment of the valuation of the securities portfolio and distinguishing between impairment of a temporary nature or other than temporary, see chapter, "Accounting Policy on Critical Subjects" on page 26, and note 1 to the annual financial statements for 2010.

	30 June 2011				
		Unrealized	Unrealized		
		gains from	losses from		Balance
	Adjusted	adjustments to	adjustments to		sheet
	cost	fair value	fair value	Fair value	value
	NIS millions				
Debentures					
Available-for-sale	28,889	258	(406)	28,741	28,741
For trading	7,913	*45	* (65)	7,893	7,893
	36,802	303	(471)	36,634	36,634
Shares and funds					
Available-for-sale	2,617	461	(144)	2,934	2,934
For trading	939	*2	* (363)	578	578
	3,556	463	(507)	3,512	3,512
Total securities	40,358	766	(978)	40,146	40,146

The following table sets out the classification of the securities item in the consolidated balance sheet as at in accordance with the rules set forth above:

\* Carried to profit and loss

	31 December	31 December 2010							
	Adjusted cost	Unrealized gains from adjustments to fair value	Unrealized losses from adjustments to fair value	Fair value	Balance sheet value				
	NIS millions								
Debentures									
Available-for-sale	44,271	418	(432)	44,257	44,257				
For trading	8,367	*90	* (59)	8,398	8,398				
	52,638	508	(491)	52,655	52,655				
Shares and funds									
Available-for-sale	2,211	653	(5)	2,859	2,859				
For trading	636	-	* (359)	277	277				
	2,847	653	(364)	3,136	3,136				
Total securities	55,485	1,161	(855)	55,791	55,791				

\* Carried to profit and loss

As at 30 June 2011, some 78.9% of the Group's *nostro* portfolio was classified as availablefor-sale securities and some 21.1% was classified as the trading portfolio. This classification allows for flexibility in the management of the securities portfolio. Some 8.7% of the value of the securities represents investments in shares of companies that are not presented on equity basis, but according to cost, or to the market value of the shares traded on the stock exchange.

#### The following table sets out details of the Group's activity in debentures:

	30 June 2011	31 December 2010
	NIS millions	
Debentures redeemed and/or sold		
(held to redemption and available-for-sale)	23,803	30,709
Purchases of debentures held to		
redemption and available-for-sale	7,511	30,082
Net profit from investments in debentures:		
Financing income on accrual basis	639	(951)
Net profit from sale of available-for-sale debentures	142	262
Profit (loss) realized and/or unrealized from adjustments		
to fair value of debentures for trading	(23)	147

The following table sets out details of the composition of investments in debentures according to type of issuer and linkage sectors:

	30 June 2011	L		31 December	31 December 2010		
	Government of Israel NIS millions	Foreign governments	Other companies	Government of Israel	Foreign governments	Other companies	
Unlinked Israeli currency	8,428		628	22,961		523	
CPI-linked Israeli currency	6,462	-	965	6,399	-	937	
Foreign currency including foreign currency-linked	1,890	2,007	16,254	1,810	2,851	17,174	
Total debentures	16,780	2,007	* 17,847	31,170	2,851	18,634	

\* Of which NIS 2,417 million subordinated debentures.

In the first half of 2011, there was a decrease of some NIS 0.8 billion, or about 4.2%, in Group investments in corporate debentures, including banks, mainly in foreign currency debentures abroad. Some 51% of the debenture portfolio is invested in debentures of leading member governments in the OECD organization and in the Israeli government.

# The following table sets out the value of securities by method of calculation in NIS millions:

	30 June 2011	31 December 2010
Securities traded on an active market*	32,175	47,874
Securities according to prices determined		
according to external models**	6,305	6,339
Securities according to quotation from		
counterparty or to cost	1,666	1,578
Total	40,146	55,791

\* Including fair value calculated in accordance with models based on available market data.

\*\* Including securities amounting to NIS 544 million which were revalued by the Bank on the basis of the discounting rates independently determined in the Bank by Mirvach Hogen (31 December 2010 by Sha'arey Ribit).

For further details, see note 2 to the financial statements.

	30 June 2011	
	Issued in Israel	Issued abroad
Sector of economy	NIS million	
Agriculture	-	-
Industry	84	662
Construction and real estate	40	109
Electricity and water	228	251
Trade	379	134
Transportation and storage	47	66
Communications and computer services	82	317
Financial services	614	8,039
Other business services	10	29
Public and community services	24	174
Total	1,508	9,781

Below is a table of details of investments in corporate debentures (not banks) only issued in Israel and abroad, by sector of the economy (available-for-sale and trading portfolio):

#### The available-for-sale portfolio

The following table shows the composition of the available-for-sale portfolio:

	30 June 2011		31 Decem	31 December 2010		
	NIS millio	ons				
	Abroad	In Israel	Abroad	In Israel	Abroad	In Israel
Debentures	18,023	10,718	19,616	24,641	(1,593)	(13,923)
Shares and funds	1,020	1,914	563	2,296	457	(382)
Total	19,043	12,632	20,179	26,937	(1,136)	(14,305)

- **a.** In the first half of 2011, impairment of NIS 515 million (before tax) was recorded to shareholders' equity in respect of the available-for-sale portfolio, due to a decline in value of Government of Israel bonds as a result of an increase in returns, and impairment in respect of shares, compared with an increase in value of NIS 160 million (before taxes) in the corresponding period last year.
- **b.** In addition, NIS 142 million was recorded to profit and loss, in respect of profits from the sale of debentures after setting off provisions defined as impairment of securities of a non-temporary nature, compared with profits of NIS 96 million in the corresponding period last year.
- c. The following table shows a summary of the above results in respect of the available-for-sale portfolio (including financing income):

	For the period ended				
	30 June 2011	30 June 2010	31 December 2010		
	NIS millions				
Profits (losses) in respect of securities which were recorded to profit and loss	710	(206)	(546)		
Of which: Exchange rate	/10	(200)	(540)		
differentials	65	(871)	(1,866)		
Adjustments to capital reserve of available-for sale securities	515	160	235		

	30 June 2011	31 December 2010	Movement 1st quarter	Movement 2nd quarter
	NIS millions			
Shares	317	648	(141)	(190)
Israel government				
debentures	(79)	115	(226)	32
Foreign government				
debentures	(4)	3	(18)	11
Other debentures *	(65)	(132)	63	4
Other credit instruments	13	63	(2)	(48)
Total	182	697	(324)	(191)
Related tax	(108)	(229)	108	13
Net total	74	468	(216)	(178)

d. The following table shows net balances in capital (net adjustments in respect of available-for-sale securities before tax):

\* Of which the balance of the accumulated impairment in respect of subordinated notes issued by foreign banks is some NIS (104) million.

The accumulated net balance of adjustments to fair value of securities held in the availablefor-sale portfolio, as at 30 June 2011, amounted to a positive amount of NIS 74 million (after the effect of tax). These amounts represent net profits which had not been realized at the dates of the Financial Statements.

The value of the available-for-sale portfolio decreased from the end of June 2011 until 22 August 2011, due to an impairment of NIS 320 million, of that NIS 206 million due to shares. The total negative net effect is NIS 245 million.

		Duration of c			mencement of th	he decline*
		Up to	6-9	9-12	More than	Total
		6 months	months	months	12 months	amount
Rate of decline		NIS millions				
Up to 10%	Shares	1	-	-	-	1
-1	Asset-backed debentures	6	4	1	20	31
	Other debentures	52	141	13	105	311
	Total	59	145	14	125	343
10%- 20%	Shares	14				14
	Asset-backed debentures	1	-			1
	Other debentures	-	-	-	47	47
	Total	15	-	-	47	62
20%-30%	Shares	129	-	-	-	129
	Asset-backed debentures	-	-	-	6	6
	Other debentures	5	-	-	-	5
	Total	134	-	-	6	140
30%-35%	Shares	-	-	-	-	-
	Asset-backed debentures	-	-	-	3	3
	Other debentures	-	-	-	-	-
	Total	-	-	-	3	3
35%-40%	Shares	-	-	-	-	-
	Asset-backed debentures	-	-	-	1	1
	Other debentures	-	-	-	-	-
	Total	-	-	-	1	1
Above 40%	Shares	-	-	-	-	-
	Asset-backed debentures	-	-	-	1	1
	Other debentures	-	-	-	-	-
	Total	-	-	-	1	1
Total amount	Shares	144	-	-	-	144
	Asset-backed debentures	7	4	1	31	43
	Other debentures	57	141	13	152	363
Overall total		208	145	14	183	550

# e. The following is the impairment in value of available-for-sale securities charged to capital as at 30 June 2011:

For the treatment of revaluing the securities and the distinction between temporary decreases in value and those of a non-temporary nature, see page 59 in the 2010 Financial Statements.

\* The duration of the impairment since the beginning of the decline means the duration since the beginning of any impairment in the security.

### **Trading Portfolio**

	30 June 20	30 June 2011		31 December 2010		
	NIS million	ns				
	Abroad	In Israel	Abroad	In Israel	Abroad	In Israel
Debentures	2,011	5,882	2,119	6,279	(108)	(397)
Shares and funds	265	313	99	178	166	135
Total	2,276	6,195	2,218	6,457	58	(262)

#### The following table shows the composition of the trading portfolio:

In respect of debentures for trading, realized and unrealized profits amounting to NIS 23 million were recorded in the profit and loss statement, compared with profits of NIS 181 million in the corresponding period in 2010, and in respect of shares and funds, realized and unrealized profits were recorded amounting to NIS 4 million, compared to profits of NIS 5 million in the corresponding period in 2010.

In September 2008, following the collapse of the Lehman Brothers Investment Bank Group ("the Investment Bank"), a total of some NIS 100 million in respect of the sale of a security issued by a member company of the Investment Bank Group ("the Security") was not repaid to the Bank. On 17 August 2011, a verdict of the Bankruptcy Court in the United States, with the consent of the parties, was handed down to dismiss the legal proceedings being conducted against the Bank in the United States by the trustee of Lehman Brothers Inc. ("LBI"), as a response to the legal proceedings being taken by the Bank in Israel to exhaust its legal rights for the recovery of the monies due to the Bank.

The agreement of the trustee of LBI to dismiss the legal proceedings against the Bank and against another Israeli bank arose from the fact that the Bank agreed to remove the attachment order it imposed on monies in Israel. The Bank's agreement to remove the order results from a number of arrangements the Bank reached with companies in the Investment Bank Group, including: legal proceedings in Israel between the Bank and Lehman Brothers International (Europe) ("LBIE") had finished; and proceedings in Israel against Lehman Brothers Holdings ("LBHI") and Lehman Brothers Securities N.V. will be closed.

The removal of the legal proceedings in Israel stemmed from the fact that the Bank reached an arrangement with the trustee over the assets of LBIE, whereby he would be permitted to exercise all of the attachment orders imposed on the rights of LBIE in Israel and to continue holding the security. The Bank exercised the aforesaid attachment orders and sold the security, for an aggregate total of NIS 210 million.

With respect to the said arrangements, the Bank will record a gain of NIS 130 million in the third quarter of 2011 (before tax).

#### **Investments in Securities Issued Abroad**

The Group's securities portfolio includes some NIS 21.3 billion (some US\$ 6.3 billion) of securities issued abroad, all of which (but for some 2%) are investment grade securities, of which some 93% are rated 'A-' and above, and of which some 30% are rated 'AAA'. The portfolio includes subordinated debentures issued by foreign banks having a fair value of NIS 2,417 million, some 11.3% of the total investment in securities issued abroad. Of the said portfolio, some NIS 19.0 billion (some US\$ 5.6 billion) is classified in the available-for-sale portfolio, some NIS 2.3 billion (some US\$ 0.7 billion) is classified in the securities for trading portfolio.

	30 June 2011		31 December 2010			
	Available-for-	Trading	Available-for-	Trading		
	sale portfolio	portfolio	sale portfolio	portfolio		
Balance sheet value	NIS millions					
Government debentures	3,662	141	3,831	750		
Debentures of banks and						
financial institutions	8,968	617	10,589	348		
Asset-backed debentures	4,132	264	4,341	213		
Other debentures	1,261	989	855	808		
Shares and funds	1,020	265	563	99		
Total	19,043	2,276	20,179	2,218		

#### The following table shows the composition of investments in securities issued abroad:

Management of the Bank estimates that the impairment in value of the available-for-sale portfolio is temporary in nature. The Bank intends, and is able, to continue to hold the investments until the expected return of the full cost of the assets or until maturity. Therefore, this impairment is charged to capital. The net increase in value credited to capital in respect of securities issued abroad, from the date of purchase until 30 June 2011 amounts to some NIS 3 million (some NIS 2 million after taxes).

	AAA to				BBB+	BB+ to		
	AA-	A+	А	A-	to BBB-	B-	Unrated	Total
	NIS milli							
United Kingdom	760	115	24	222	382	87	-	1,590
Austria (1)	-	20	-	-	-	-	-	20
Italy (1)	462	-	-	-	-	-	-	462
Ireland (1) (5)	-	-	-	-	-	16	-	16
Belgium (1)	-	-	310	-	-	-	-	310
Germany (1)	48	152	-	115	-	-	-	315
The Netherlands (1)	408	293	61	156	16	-	-	934
Luxembourg (1)	-	33	-	-	-	-	-	33
Spain (1) (5)	262	-	-	38	48	-	29	377
Finland (1)	27	-	-	-	-	-	-	27
France (1)	753	15	-	-	-	-	-	768
Switzerland	58	-	-	-	-	-	45	103
Australia	533	-	-	-	-	-	-	533
Sweden	58	-	68	-	11	-	16	153
New Zealand	230	-	-	-	-	-	-	230
Norway	28	33	-	-	-	-	-	61
Canada	17	-	-	-	-	-	-	17
Other (2)	1	222	129	-	-	-	64	416
United States – by								
bank								
Citigroup Inc. NY	-	67	-	547	-	-	-	614
JP Morgan Chase	129	130	-	-	-	-	-	259
Bank of America	34	-	507	-	-	-	-	541
Goldman, Sachs								
and Co.	-	301	-	-	-	-	65	366
Morgan Stanley	-	14	252	-	-	-	28	294
Wells Fargo Bank								
N.A.	-	278	-	-	42	-	-	320
Merrill Lynch	-	-	268	-	-	-	57	325
United States –								
other (3)	86	117	-	152	20	-	126	501
Total (4)	3,894	1,790	1,619	1,230	519	103	430	9,585

The following table shows the fair value as at 30 June 2011 of debentures of banks and financial institutions abroad (excluding asset-backed securities):

(1) Countries in the Eurozone bloc.

(2) This amount includes investments in 4 countries

(3) This amount includes investments in 12 banks in the United States.

(4) Including subordinated debentures, the fair value of which as at 30 June 2011 was NIS 2,417 million (including the available-for-sale and trading portfolios) and as at 31 December 2010, NIS 2,000 million.

(5) For further details in connection with credit exposure, see page 137.

#### Investments in foreign asset-backed securities

The Group's securities portfolio as of 30 June 2011 includes some NIS 4.4 billion (some US\$ 1.3 billion) of asset-backed securities (both mortgage-backed and non-mortgage-backed), all of which (save for 2%) are rated 'A-' and above, of which some 87% are rated 'AAA'. Of the said portfolio, some NIS 4.1 billion (some US\$ 1.2 billion) is classified in the available-for-sale portfolio, and the balance in the securities held for trading portfolio.

	Adjusted value	Unrealized profits	Unrealized losses	Balance sheet value (fair value)
	NIS millions			
MBS - mortgage-backed				
securities	3,362	66	(15)	3,413
ABS-asset-backed				
securities (other than				
mortgage-backed)	732	15	(28)	719
Of which: CLO	667	14	(27)	654
SCDO	2	1	-	3
Other	63	-	(1)	62
Total	4,094	81	(43)	4,132

# The following table shows a summary of investments in asset-backed securities in the available-for-sale portfolio as at 30 June 2011:

For the definition of asset-backed securities see note 3 to the 2010 Financial Statements.

#### **Securitization Exposures**

	30 June 2011	31 December 2010
	Accrued amount o	of exposure
	NIS millions	
Mortgage-backed Securities (MBS):		
Pass-through securities:		
Securities guaranteed by US Government		
GNMA	1,600	1,734
Securities issued by FNMA and FHLMC	189	257
Other securities	6	7
Other mortgage-backed securities:		
Securities issued by FHLMC, FNMA, or		
GNMA, or guaranteed by these entities	1,217	1,451
Other mortgage-backed securities	456	48
Total mortgage-backed securities (MBS)	3,468	3,497
Asset-backed securities (ABS):		
Debtors in respect of credit cards	64	38
Lines of credit for any purpose secured by		
dwelling	5	5
Credit for purchase of vehicle	161	152
Other credit to private persons	5	6
Credit not to private persons	5	5
CLO debentures	654	760
SCDO debentures	3	57
Others	31	34
Total Asset-backed (ABS)	928	1,057
Total Asset-backed Securities	4,396	4,554

#### Investment in asset-backed securities by type of exposure (Table 9(f) – Basel II)

Investment in asset-backed securities by risk weighting \* (Table 9(g) – Basel II)

	30 June 2011	31 December 2010	30 June 2011	31 December 2010
	Accrued amou	int of exposure	Capital require securitization	
	NIS millions	lions NIS mil		_
20%	886	502	16	9
50%	143	110	6	5
100%	84	111	8	10
350%	-	-	-	-
Deducted from equity	54	214		-
Total	1,167	937	30	24

\* Not including GNMA, FNMA, FHLMC securities, which are presented as liability of the U.S. government.

The Group's portfolio of available-for-sale investments in foreign asset-backed securities as of 30 June 2011 includes investments in mortgage-backed securities in the total amount of some NIS 3.4 billion. 86.9% of the mortgage-backed securities in the available-for-sale portfolio are guaranteed or directly issued by United States federal agencies (FNMA, FHLMC, GNMA) FNMA and FHLMC have come under governmental protection under the U.S.

administration's rescue plan and the GNMA debentures have government guarantees. The rest of the bonds are rated 'AAA'.

As at 30 June 2011, the accumulated net increase in value charged to capital resulting from the mortgage-backed securities portfolio was some NIS 51 million.

The total of the mortgage-backed securities that are not (U.S.) government guaranteed and are not backed by American federal entities in both the available-for-sale and trading portfolios, amounts to some NIS 462 million.

The forecast term to maturity for all the mortgage-backed securities portfolio is, on average, some 3.5 years.

In addition to the mortgage-backed securities, the Group's available-for-sale portfolio also includes other securities that are backed by assets other than mortgages (car financing credit and other types of credit), amounting to some NIS 719 million, of which CLO-type debentures account for some NIS 654 million. The projected term to maturity of the portfolio of securities backed by assets other than mortgages is some 3.5 years on average.

#### 2. Investments in other (non asset-backed) securities issued abroad

The Group's securities portfolio as of 30 June 2011 includes some NIS 16.9 billion (some US\$ 5.0 billion) of non-asset-backed securities, which include mainly securities issued by banks and financial institutions, including subordinated debentures, the balance being mainly securities issued by the Government of Israel. Of these securities, NIS 14.9 billion (US\$ 4.4 billion) are classified in the available-for-sale portfolio, and some NIS 2.0 billion in the securities for trading portfolio. Of these securities, 86% are rated 'A-' and above, of which, some 11% are rated 'AAA".

For further details regarding exposure to overseas banks and financial institutions, see page 137.

The Bank estimates that the decline in the prices of these securities is mostly of a temporary nature, and most of the decline in value was therefore charged to capital. This is on the basis of criteria set out in the note 1 to the 2010 Annual Report, Significant Accounting Policies, taking into account other parameters, such as, the involvement and back-up, including direct investment in capital, of governments and ensuring the solidity of these and other banks in their countries, and assessment of the market for the risk of failure of banks, as reflected in the process of credit derivatives (CDS) and the change in value after the balance sheet date, high credit rating (Group A and above) and analyses of resistance in extreme scenarios.

As of 30 June 2011, the accumulated decrease in value charged to capital in respect of nonasset-backed securities issued abroad in the available-for-sale portfolio amounted to NIS 35 million (NIS 23 million after tax), after a reduction of NIS 64 million in the first quarter of 2011.

The debentures that are not asset-backed securities and were issued abroad are mainly debentures issued by banks.

			Capital reserve at the end of the
	Fair value		first half
	30 June	31 December	
	2011	2010	
	NIS millions		
Total subordinated bank debentures			
issued abroad	2,127	1,796	(206)

The Bank intends, and is able, to continue to hold these debentures until maturity or at least until the return of their value.

In addition, the available-for-sale portfolio includes portfolio of securities that are non-asset backed securities also in the trading portfolio. The trading portfolio includes mainly securities of banks and financial institutions, and securities portfolios managed by external investment managers and securities funds. All the securities in the trading portfolio are investment grade securities, and about 80% are rated 'A' and higher. The value of the trading portfolio which is non-asset backed as at 30 June 2011 amounted to some NIS 2.0 billion (US\$ 0.6 billion). The difference between the fair value and the amortized cost, if any, is charged to the profit and loss statement.

#### Investments in debentures issued in Israel

Investments in debentures issued in Israel at 30 June 2011 amounted to NIS 16.6 billion, of which NIS 15.0 billion was in debentures issued by the Government of Israel, with the balance, NIS 1.6 billion, in corporate debentures. Some 67.9% of the investments in corporate debentures amounting, as of 30 June 2011, to NIS 1.1 billion are attributed to the available-for-sale portfolio, with the balance being in the trading portfolio.

Out of the total amount of NIS 1.1 billion in the corporate debenture portfolio in the available-for-sale portfolio, the positive capital reserve amounts to NIS 27 million, and the negative capital reserve amounts to NIS 25 million.

#### 3. Investments in shares and funds

Total investments in shares and funds amounted to some NIS 3,512 million as at 30 June 2011, of which some NIS 2,240 million was in quoted shares and some NIS 1,272 million in unquoted shares. Out of the total investment, NIS 2,934 million is classified as available-for-sale and NIS 578 million is classified in the trading portfolio.

# The following table sets out the principal investments in shares and funds recorded in the securities item<sup>(1)</sup> (Table 13(B) Basel II):

	consolid in the pa	iving the	Value of ti investmen consolidat sheet* <b>30</b> <b>June</b> <b>2011</b>		Capital retirem 30 June 2011	adequacy ents 31 December 2010	Listed/ Not listed
	%		NIS milli	ons	-		
Migdal Insurance and Financial Holdings Ltd.	9.79	9.80	610	744	56	67	Listed
Africa Israel Properties Ltd.	2.2	2.2	21	35	2	3	Listed
Super-Pharm (Israel) Ltd.	-	18.0	-	182	-	16	Not listed
Otzar Hityashvuth Hayehudim B.M.	8.62	8.62	71	85	6	8	Listed
Partner Communication Ltd.	4.99	4.96	398	553	36	50	Listed
Electra Consumer Products (1970) Ltd.	8.98	9.0	82	105	7	9	Listed
TSI Roads Limited Partnership	19.40	19.52	128	127	12	11	Not listed
Tower Semiconductor capital notes	-	-	49	49	4	4	Not listed
Visa International	-	-	54	35	5	3	Listed
CLS Bank	-	-	21	21	2	2	Not listed
Funds	-	-	1,761	861	158	77	849 not listed
Apax	-	-	63	60	6	5	Not listed
Other	-	-	254	279	22	27	185 not listed
Total	-	-	<b>3,512</b> <sup>(2)</sup>	3,136	316	282	

\* The value of investment in the consolidated balance sheet is equal to the balance of the fair value of the investment.

\*\* Transferred to companies included on equity basis

(1) For details of non-banking investments presented on equity basis, see page 99.

(2) From 30 June 2011 to 22 August 2011, the fair value of investments in quoted shares declined by NIS 206 million.

#### Tnuva

On 2 March 2011, the Bank signed an agreement with M.B.S.T. Ltd. ("Mivtach"), for the purchase 13.5% (fully diluted) of the issued and paid up capital of AP. MS. TN. Ltd. ("the company") for consideration of about NIS 388.5 million. The company holds (indirectly) some 76.7331% of the total rights in the Tnuva Group.

On 20 June 2011, the purchase agreement expired, in the light of the failure to meet the conditions precedent to complete the agreement.

#### **TSI Roads Limited Partnership**

On 31 December 2010, Leumi Partners Ltd. completed a transaction to invest (as a limited partner) in a limited partnership, TSI Roads Limited Partnership ("the Partnership"), which acquired 50% in Derech Eretz Highways (1997) Ltd. ("Derech Eretz") (the franchisee of the toll road project known as Trans-Israel Highway (Route 6)). Leumi Partners' abovementioned investment amounted to some NIS 127 million, and Leumi Partners also committed to invest additional funds if and when the bank guarantees provided to the State in connection with the franchise agreement for Route 6 ("the Commitment for the Guarantees"). At the beginning of August 2011, Israeli Infrastructures Fund II (IEF 2011), a limited partnership consisting of all the partners of the Partnership (except for Israeli Infrastructure Fund) purchased NIS 50 million worth of rights, and Leumi Partners thus holds 17.82% of the rights in the partnership after this purchase, and Leumi Partners' Commitment for the Guarantees amounts to some NIS 62 million.

In addition, on 10 August 2011, Leumi Partners signed an agreement for an additional investment in the partnership amounting to some NIS 187 million ("the Additional Investment"). The Additional Investment is intended to enable the partnership to invest in Derech Eretz for the purpose of exercising the right of refusal by Derech Eretz vis-à-vis the State to purchase profit participation certificates, subordinate debt participation certificates and mezzanine debt participation certificates that the State is entitled to be allocated by virtue of an options agreement with Derech Eretz. On 14 August 2011, Derech Eretz informed the State that it would be exercising the right of first refusal, and on 29 August 2011 the State notified Derech Eretz that the notice of exercise of right of first refusal does not comply with the terms of the notice of proposal, the options agreement with the State, and with the provisions of the law, and thus the State deems Derech Eretz as not having given notice of exercise of first refusal to the purchase of the profit participation certificates. Derech Eretz gave notice that it rejects the claims of the State and is reviewing the possibilities available to it.

Subject to the Additional Investment and the exercise of the right of first refusal, Leumi Partners will hold, in connection with the participation certificates, some 13.41% of the Partnership, and Leumi Partners' share in the rights to profits from the Partnership (in respect of all its holdings in the Partnership, including in connection with the participation certificates) will be some 14.9%.

	Balance sheet amo	ount
	30 June 2011	31 December 2010
Quoted shares	2,240	1,847
Funds according to quote by counterparty	883	714
Unquoted shares	389	575
Total	3,512	3,136

# The following table shows investments (positions) in shares and funds in the securities item (available-for-sale portfolio and trading portfolio) (NIS millions):

#### Other assets and debit balances in respect of derivative instruments

As of 30 June 2011, other assets amounted to NIS 3.7 billion, compared with NIS 2.6 billion at the end of 2010, an increase of 42.7%. The increase resulted mainly from an increase in net deferred tax receivable amounting to NIS 0.7 billion.

The balance of the fair value of derivative instruments carried out with and for customers, decreased from NIS 8.7 billion on 31 December 2010 to NIS 7.8 billion at 30 June 2011.

### **Operating Segments in the Group**

The Group operates in various operating segments through the Bank and its subsidiaries, in all fields of banking and financial services. Furthermore, the Group invests in non-banking corporations that operate in various fields, including insurance, real estate, shipping, energy, industry and others.

The operating segments are defined in accordance with the characteristics determined by the Bank of Israel. A detailed description of the operating segments and the manner of their measurement is provided in the Annual Report for 2010.

	Credit to t	he Public		Deposits c	of the Public		Total Assets		
	30 June	31 December		30 June	31 December		30 June	31 December	
	2011	2010	Change	2011	2010	Change	2011	2010	Change
	NIS millions		%	NIS millic	ons	%	NIS millions		%
Households <sup>(1)</sup>	79,720	76,341	4.4	120,984	118,266	2.3	80,368	76,928	4.5
Small									
businesses	19,371	19,018	1.9	16,877	16,579	1.8	19,403	19,039	1.9
Corporate banking <sup>(2)</sup>	74,001	73,163	1.1	26,340	26,281	0.2	76,361	75,108	1.7
Commercial banking	46,376	47,226	(1.8)	40,749	36,421	11.9	48,712	49,316	(1.2)
Private banking	7,587	7,738	(2.0)	34,072	36,241	(6.0)	10,125	10,618	(4.6)
Financial management - capital markets and		495	161.2	12 (92	15 706	(12.4)	00.007	07.212	
other	1,293	495	161.2	13,682	15,796	(13.4)	98,087	97,313	0.8
Total	228,348	223,981	1.9	252,704	249,584	1.3	333,056	328,322	1.4

# Following are principal data according to operating segments of the principal balance sheet items as at 30 June 2011:

(1) Credit to households also includes housing loans (mortgages). After canceling the effect of this credit, credit (banking and financial) to households increased by 1.7%. Housing loans amounted to NIS 53.9 million at the end of June 2011, having increased by 5.8%. The rate of increase in credit (banking and financial) for 2010 was 5.4%.

(2) There was an increase of some NIS 1 billion in credit in the corporate banking segment for activities in Israel, and an increase of 1.1% overall.

#### Securities Portfolios. Guarantees and **Documentary Credit** including Mutual Funds 30 June 31 December 30 June 31 December 2011 2010 Change 2011 2010 Change NIS % NIS % Segment millions millions Households 519 94,705 96,212 458 (11.8)(1.6)Small businesses 1,330 1,307 1.8 6,926 9,404 (26.4) Corporate banking 24,114 8.3 84,952 94,234 (9.8) 26,127 Commercial banking 6,758 6,789 (0.5)44,173 45,615 (3.2) Private banking 75,201 408 482 (15.4)69,348 (7.8)Financial management -757 7.8 174,658 4.8 816 183,124 capital markets and other

33,968

5.7

483,228

495,324

(2.4)

# Following are principal data according to operating segments of off-balance sheet items and data on customer balances in the capital market:

### The following table sets out the net operating profit according to operating segments:

35,897

	For the three months ended				For the six i	months ended	
	30 June 2011	30 June 2010		Change	30 June 2011	30 June 2010	Change
Segment	NIS millions		%	NIS millions		%	
Households	85		63	34.9	195	95	105.3
Small businesses	88		54	63.0	184	126	46.0
Corporate banking	185		289	(36.0)	522	519	0.6
Commercial banking	87		96	(9.4)	234	208	12.5
Private banking	45		22	104.5	105	52	101.9
Financial management – capital markets and other	73		165	(55.8)	(122)	232	-
Total	563		689	(18.3)	1,118	1,232	(9.3)

Explanations for the changes in profitability are provided below.

Total

### Return on equity according to operating segments

In accordance with directives of the Bank of Israel, it was decided to calculate the return on equity to be allocated to each of the operating segments.

The equity for the purpose of calculating the capital to risk assets ratio (Tier 1 and Tier 2 capital) was allocated to the segments according to the relative share of each segment in the total of all the weighted risk assets of the Group, and according to the allocation of Pillar 2 equity for each segment according to its characteristics and its components.

The profit of operating segments was adjusted for the risk capital in each segment. The return on risk-adjusted capital was calculated as the ratio of the adjusted profit to equity allocated to the segment, which represents a part of the allocated risk capital (Tier 1 and Tier 2).

	Return on capital in % of net operating profit						
	30 June	30 June	31 December				
Segment	2011	2010	2010				
Households	9.5	5.1	4.4				
Small businesses	28.0	20.6	18.7				
Corporate banking	13.7	12.9	14.3				
Commercial banking	12.5	11.8	8.1				
Private banking	27.4	16.2	12.7				
Financial management –	(3.9)	1.4	1.1				
capital markets and other							
Other	(22.7)	6.9	13.1				
Total	10.1	9.7	9.5				

The following table sets out the net profit return, adjusted for risk, on equity according to operating segments calculated as described above:

Below is the return on risk-adjusted capital (RORAC) and the economic value added (EVA) for the Bank taking into account the cost of capital according to the multi-year return determined in the work plan, by operating segment:

The figures for EVA and RORAC have been calculated according to the allocation of all of the capital of the Bank between the segments (as per the actual capital adequacy pursuant to Basel II.

	As at 30 June	2011	As at 31 December 2010			
	Allocating all	the capital	Allocating all the capital			
	RORAC	EVA	RORAC	EVA		
Segment	%	NIS millions	%	NIS millions		
Households	9.5	(11)	4.4	(225)		
Small businesses	28.0	116	18.7	119		
Corporate banking	13.7	139	14.3	362		
Commercial banking	12.5	45	8.1	(70)		
Private banking	27.4	65	12.7	18		
Financial management –						
capital markets	(3.9)	(287)	5.7	(165)		
Other	(21.2)	(57)	14.0	28		
Total for net profit	10.1	10	10.3	67		

	2011		2010					
	2nd	1st	4th	3rd	2nd	1st		
Segment	quarter	quarter	quarter	quarter	quarter	quarter		
	NIS millions							
Households	85	110	18	64	63	32		
Small businesses	88	96	60	70	54	72		
Corporate banking	185	337	336	343	289	230		
Commercial banking	87	147	43	52	96	112		
Private banking	45	60	13	22	22	30		
Financial management –								
capital markets	71	(196)	29	55	(17)	63		
Total	561	554	499	606	507	539		

The following table shows the quarterly development of the net operating profit by operating segment:

# 1. Households

The following tables set out a summary of the profit and loss of the Households segment:

	Banking and	Credit	Capital	-	Overseas ac Banking and					
	finance	cards	market	Mortgages	finance	Mortgages	Total			
	For the thre	For the three months ending 30 June 2011								
	NIS millions									
Net interest income:										
From external sources	(290)	59	2	646	(2)	) 3	418			
Intersegmental	765	(13)	(1)	(523)	4	-	232			
Operating and other income:										
From external sources	140	121	126	29	2	-	418			
Intersegmental	(1)	53	-	. 4	-		56			
Total income	614	220	127	156	4	3	1,124			
Expenses in respect of credit losses	20	6		· (3)		• 1	24			
Operating and other expenses:										
To external sources	652	149	76	72	4	2	955			
Intersegmental	3	(1)		. 4			6			
Operating profit (loss) before taxes	(61)	66	51	83	-		139			
Provision for taxes (benefit) on										
operating profit	(17)	18	17	28	-		46			
Operating profit (loss) after taxes	(44)	48	34	55	-		93			
Operating profit attributable to										
non-controlling interests	-	(8)	-		-		(8)			
Net profit (loss)	(44)	40	34	55			85			

	Banking					
	and	Credit	Capital		Activity	
	finance	cards	market	Mortgages	abroad	Total
	For the three	months en	ting 30 Jun	ie 2010		
	NIS millions					
Net interest income:						
From external sources	(206)	44	1	544	1	384
Intersegmental	616	(6)	(1)	(440)	4	173
Operating and other income:						
From external sources	155	113	133	30	2	433
Intersegmental	(1)	55	-	6	-	60
Total income	564	206	133	140	7	1,050
Expenses in respect of credit losses	41	5	-	. (13)	4	37
Operating and other expenses:						
To external sources	634	137	60	64	6	901
Intersegmental	-	(1)	-	. 7	-	6
Operating profit (loss) before taxes	(111)	65	73	82	(3)	106
Provision for taxes (benefit) on						
operating profit	(40)	20	27	29	-	36
Operating profit (loss) after taxes	(71)	45	46	53	(3)	70
Operating profit attributable to						
non-controlling interests	-	(7)	-		-	(7)
Net profit (loss)	(71)	38	46	53	(3)	63

# Households (cont.)

					Overseas a	activity	
	Banking				Banking	<u> </u>	
	and	Credit	Capital		and		
	finance	cards	market	Mortgages	finance	Mortgages	Total
	For the size	x months	ending 30	June 2011			
	NIS mill		0	-			
Net interest income:							
From external sources	(451)	111	3	1,168	(2)	5	834
Intersegmental	1,369	(22)	(2)	(927)	9	(1)	426
Operating and other income:		i					
From external sources	291	236	268	55	3	-	853
Intersegmental	-	102	-	9	-	-	111
Total income	1,209	427	269	305	10	4	2,224
Expenses in respect of credit							
losses	(2)	11	-	(16)	-	2	(5)
<b>Operating and other expenses:</b>							
To external sources	1,292	301	167	133	9	3	1,905
Intersegmental	4	(2)	-	10	_	-	12
Operating profit (loss) before	-	(-)		10			
taxes	(85)	117	102	178	1	(1)	312
Provision for taxes (benefit) on	(00)					(-)	
operating profit	(27)	33	35	62	-	-	103
Operating profit (loss) after taxes	. ,	84	67	116	1	(1)	209
Operating profit attributable to	(00)	01	07	110	-	(1)	_0,
non-controlling interests	_	(14)	_	-	_	-	(14)
Net profit (loss)	(58)	70	67	116	1	(1)	195
% Return on equity	(50)	70	07	110	1	(1)	9.5%
/ Keturn on equity							1.5 10
Average balance of assets	18,191	7,327	122	52,721	116	150	78,627
of which: investments in	10,171	1,541	144	52,721	110	1.00	10,041
companies included on equity							
basis	_	6	_	_	_	_	6
Average balance of liabilities	113,332	971	-	9,440	837	- 7	124,587
Average balance of risk assets	20,688	7,270	122	27,503	289	53	55,925
Average balance of mutual fund	20,000	7,270	122	27,505	207		33,923
and supplementary training							
fund assets			54,741				54 741
Average balance of securities	-	-	,	-	- 164	-	54,741 52,800
	-	-	52,636	-	104	-	52,800
Average balance of other	267			= 000			6 000
assets under management	267	- 7 174	122	5,822	- 112	- 151	6,089
Balance of credit to the public	18,219	7,174		53,942			79,720
public	115,107	31	-	5,031	807	8	120,984

# Households (cont.)

	Banking					
	and	Credit	Capital		Activity	
	finance	cards	market	Mortgages	abroad	Total
	For the six	months e	nding 30.	June 2010		
NI	S millions					
Net interest income:						
From external sources	(43)	87	2	657	1	704
Intersegmental	831	(10)	(1)	(485)	7	342
Operating and other income:						
From external sources	301	227	268	62	3	861
Intersegmental	(1)	109	-	10	-	118
Total income	1,088	413	269	244	11	2,025
Expenses in respect of credit						
losses	60	10	-	(19)	6	57
<b>Operating and other expenses:</b>						
To external sources	1,255	276	129	120	12	1,792
Intersegmental	2	(2)	-	12	-	12
Operating profit (loss) before						
taxes	(229)	129	140	131	(7)	164
Provision for taxes (benefit) on						
operating profit	(79)	37	50	47	-	55
Operating profit (loss) after taxes	(150)	92	90	84	(7)	109
Minority interests' share in						
profits of consolidated	-	(14)	-	-	-	(14)
Net profit (loss)	(150)	78	90	84	(7)	95
% Return on equity						5.1%
Average balance of assets	16,075	6,796	102	46,191	297	69,461
of which: investments in						
companies included on equity						
basis	-	8	-	-	-	8
Average balance of liabilities	111,223	957	-	10,304	953	123,437
Average balance of risk assets	20,039	6,773	100	24,107	366	51,385
Average balance of mutual fund						
and supplementary training						
fund assets	-	-	46,643	-	-	46,643
Average balance of securities	-	-	49,471	-	154	49,625
Average balance of other						
assets under management	140	-		6,638		6,778
Balance of credit to the public						
at 31 December 2010	17,717	7,247	123	51,002	252	76,341
Balance of deposits of the						
public at 31 December 2010	111,989	27	-	5,378	872	118,266
-	, -			,		, -

#### Main Changes in the Scope of Operations

Total credit to the public in the households segment increased by NIS 3.3 billion, or 4.4% compared with the end of 2010. Housing loans increased by 5.8%, and credit, after cancelling out the effect of housing loans, increased by 1.7%. Deposits of the public amounted to some NIS 121 billion, an increase of 2.3% compared with the end of 2010.

#### Main Changes in Net Profit

In the first half of 2011, net profit in the households segment amounted to NIS 195 million, compared with NIS 95 million in the corresponding period last year, an increase of NIS 100 million or 105.3%. The increase in profit derives from an increase in income of NIS 199 million or 9.8% due to a decrease in expenses in respect of credit losses amounting to NIS 62 million, which was partially offset by an increase in operating expenses of NIS 113 million or 6.3%.

The return on equity of the net profit was 9.5%.

#### Pension Counseling Services

The balances of the pension assets of customers receiving counseling in the Leumi Group up to the end of June 2011, including advanced training funds in respect of which counseling was provided in the framework of pension counseling and/or investment advice, amounted to some NIS 14.57 billion.

#### Data relating to the risk features of housing loans granted by Leumi Mortgage Bank

Pursuant to a letter of the Bank of Israel dated 15 May 2011, the Bank is required to include in the Report of the Board of Directors disclosure regarding developments in credit risks in the housing loan portfolio as defined in Proper Conduct of Banking Management Directive of the Bank of Israel No. 451 (hereinafter: "housing loans"), and the activity carried out in order to manage these risks.

The data relating to the risk features of the housing loans, pursuant to the aforementioned Bank of Israel letter, developments on credit risks and the way of managing them, including reference to measures adopted by Leumi Mortgage to deal with these risk features, are as follows:

# The following table presents data concerning new loans granted and loans refinanced for the purchase of a residential dwelling and for the pledge of a residential dwelling:

	First half of 2011	First half of 2010	Change
	NIS millions		%
From Bank funds	6,474	6,875	(5.8)
From Ministry of Finance funds:			
Loans	14	20	-
Standing loans	1	2	-
Total new loans	6,489	6,897	(5.9)
Refinanced loans	668	639	4.5
Total	7,157	7,536	(5.0)

	Balance of credit	
	portfolio	Annual rate of increase
	NIS millions	%
December 2008	39,344	
December 2009	42,734	8.6
December 2010	49,319 *	15.4
June 2011	52,399	6.2

# Development of balance of housing loan portfolio after deduction of allowance for credit losses

The balance of the housing credit portfolio as at 30 June 2011 is NIS 52,399 million, an increase of 6.2%, compared with the balance of the portfolio as at 31 December 2010. The increase in the level of housing credit in recent years is attributable to demand for housing units and an increase in the prices of housing units, with the majority constituting credit for the purchase of residential dwellings.

\* Data for 31 December 2010 are presented after implementation of the Supervisor of Banks' Directives - Measurement and Disclosure of Impaired Debts.

#### Development of credit portfolio according to linkage basis:

	Unlinked	Percentage of credit portfolio	Index- linked	Percentage of credit portfolio	Foreign currency	Percentage of credit portfolio	Total portfolio
	NIS		NIS		NIS		NIS
	millions	%	millions	%	millions	%	millions
December 2009	15,585	36.5	26,114	61.1	1,035	2.4	44,273
December 2010 *	21,552	43.7	26,619	54.0	1,148	2.3	49,319
June 2011	23,171	44.2	27,800	53.1	1,428	2.7	52,399

As indicated by the above table, the proportion of unlinked credit increased in 2009 by 36.5% to -44.2% at the end of the second quarter of 2011, as a result of an increase of some 48.7% from 2009 to the end of June 2011, on account of a reduction in the proportion of the index-linked credit.

#### **Development of credit portfolio at variable and fixed interest:**

	<b>F</b> 1		X7 1.1.			Total credit
	Fixed		Variable			portfolio
		Index-		Index-	Foreign	
	Unlinked	linked	Unlinked	linked	currency	
	NIS millior	ıs				
December 2010 *	766	11,309	20,786	15,310	1,148	49,319
June 2011	946	10,958	22,225	16,842	1,428	52,399

The low shekel interest environment in the economy in the said years, 2010-2011, led to an increase in the proportion of unlinked loans in particular, as well as in variable interest loans, mainly unlinked loans based on prime.

\* Data as at 31 December 2010 are presented after implementation of the Supervisor of Banks' Directives - Measurement and Disclosure of Impaired Debts.

\*\* The definitions mentioned in the disclosure above (for example, the repayment ratio, rate of finance, etc.), are in accordance with the Bank's reports to the Bank of Israel.

#### Development of the housing credit by type of interest:

The development of the new credit extended by variable and fixed interest is as follows (a variable interest loan is loan where the interest is not likely to change over the life of the loan):

	2011		2010				
	2nd quarter	1st quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	2009
		e of loans e	xtended				
Fixed - linked	<u>%</u> 5.9	6.1	7.1	6.9	5.6	7.1	6.5
Variable – index-		011	,,,,	017	0.00	,,,,	0.0
linked (5 years or							
more)	17.5	8.9	12.0	13.1	10.7	10.3	4.5
Fixed-un linked	2.1	2.8	3.0	5.0	2.7	6.0	1.2
Variable - index-							
linked (up to 5 years)	19.2	15.3	15.3	15.4	15.9	11.6	15.0
Variable – unlinked	48.8	61.6	60.1	56.7	61.9	61.2	70.5
Variable – foreign							
currency	6.5	5.3	2.5	2.9	3.2	3.8	2.3

The percentage of new credit extended by Leumi Mortgages in housing loans at variable interest in the first half of 2011 was 92%, compared to 88% in 2010, of which most was on the basis of prime (unlinked variable). The data relate to all types of variable interest and the different linkage segments, including loans in which the interest is variable each period of five years and more.

#### **Development of the balance of problem debts:**

The balance of problem debts in the housing loan portfolio more than 90 days in arrears is as follows:

			Percentage of problem
	Balance of debt	Problem debt	debt
	NIS millions		%
December 2008	40,024	1,587	4.0
December 2009	43,317	1,306	3.0
December 2010	49,911	1,046	2.1
June 2011	52,945	950	1.8

Data as at 31 December 2010 are presented after implementation of the Supervisor of Banks' Directives - Measurement and Disclosure of Impaired Debts.

The total allowance for credit losses as at 30 June 2011, which includes the group allowance for housing loans (hereinafter "the overall allowance"), as required by a letter from the Bank of Israel dated 1 May 2011 is NIS 546 million, representing 1.1% of the housing balance, compared to the total of the overall allowance, as set forth above as at 1 January 2011, amounting to NIS 592 million, or 1.19% of the housing credit balance. The decrease in the allowance for credit losses is attributable to the decrease in the balance of arrears in the credit portfolio of Leumi Mortgage Bank and results from the improvement in economic indicators.

#### Data relating to new housing credit:

During the first half of 2011, Leumi Mortgage extended new credit amounting to NIS 6,004 million from the Bank's own funds.

#### Development of rate of financing, in new credit, above 60%:

The table below presents the development of the new credit extended by Leumi Mortgage Bank at a rate of a financing higher than 60%, (the rate of financing is the ratio between the rate of credit approved for the borrower (even if all or part thereof has not yet been actually extended) and the value of the mortgaged asset, when extending the credit facility.

	2011		2010	2010				
	2nd	1st	4th	3rd	2nd	1st		
	quarter	quarter	quarter	quarter	quarter	quarter	Average	
	%							
From 60 to 69	20.9	21.7	21.5	21.6	28.7	30.1	32.3	
From 70 to 79	10.4	15.3	18.8	18.1	22.3	19.3	14.8	
Above 80	3.6	3.0	2.8	3.7	3.5	2.6	2.0	

As is apparent, in recent quarters, the Bank has gradually reduced the credit extended at a rate higher than 60%. The average rate of finance of the credit portfolio balance as at 30 June 2011 is 51.9%.

#### Development of new credit, where the repayment ratio is less than 2:

The rate of the new housing loan credit in the first half of 2011 in which the minimum repayment ratio was lower than 2 for income earners earning less than NIS 10,000, at the date of approving the credit out of the total new credit extended, stood at 2%, compared to 3% in the first quarter of 2011 and 2% in 2010. It should be noted that the aforementioned cases include also, but not exclusively, borrowers with a high credit rating (the repayment ratio is calculated as follows: the fixed monthly income of the borrower divided by total monthly repayments in respect of existing loans and the new loan).

#### Development of new credit, in which the maturity dates are longer than 25 years:

The rate of new housing loan credit in the first half of 2011, in which the repayment schedule according to the loan contracts is longer than 25 years, stood at 49% of total new credit extended, compared with an average of 37% in 2010. The lengthening of the duration of the loans derives partly from a change in the Bank's credit policy, which included a significant reduction in the extending of short-term bridging (bullet) loans.

As a general rule, Leumi Mortgage does not extend new loans whose terms allow the borrower to pay back less than the interest accruing on the loan, except in exceptional cases.

Leumi Mortgage does not extend loans secured by a second charge, except in exceptional cases.

As a general rule, Leumi Mortgage does not extend new loans where the information available to Leumi Mortgage on the borrower, or on the collateral, at the date of granting the loan, is not complete, updated, and verified.

#### **Development of Credit Risk**

In recent years, there has been a marked increase in housing prices, leading to a substantial increase in the extent of housing credit, against a backdrop of increasing demand for housing units, for both residential and investment purposes. Against the backdrop of this increase in

prices, the risk inherent in extending loans at high rates of financing has increased, stemming from the high burden of debt on the borrower, and higher exposure when the security becomes impaired.

In addition, the low interest rates that have prevailed in the economy in recent years, mainly unlinked prime interest, have led to a sharp increase in the proportion of unlinked variable interest loans out of total credit to the public in the mortgage market. As a consequence, in an environment of increasing interest rates, borrowers are exposed to a sharp rise in the level of mortgage payments.

The sharp increase in apartment prices, in housing credit, the increase in the extent of loans taken, and the increase in the proportion of variable interest credit – are trends that increase the risk inherent in Leumi Mortgage Bank's credit portfolio. The average mortgage extended by Leumi Mortgage Bank in 2009 was NIS 596 thousand, while the average mortgage in 2010 was NIS 665 thousand, and in the first half of 2011, was NIS 602 thousand.

It appears that, until now, the quality of Leumi Mortgage Bank's portfolio has been good, based on data on the extent of debt in arrears, the rate of allowances for credit losses, and the percentage of problem debt in Leumi Mortgage Bank's credit portfolio, as well as a very low rate of losses in the realization of assets.

#### Contending with developments in credit risk

The management of credit risk by Leumi Mortgage is anchored in a credit policy document and backed up by various working procedures, including underwriting procedures. The credit policy defines the Bank's goals, taking into account a macroeconomic forecast and capital adequacy ratios, including risk appetite. The policy encompasses the method of examining applications for credit and the principal factors taken into consideration when giving approval to a credit facility, credit authorities, and the requirements for allocating appropriate collateral to each type of request.

Leumi Mortgage examines and makes changes to credit policy in accordance with changes occurring in the business and regulatory environment.

Credit risks are managed on a day-to-day basis in accordance with the principles of credit policy. A process for upgrading the quality of risk management takes place on a routine basis, and a tightening of control on credit is carried out where the level of risk has increased. In view of the complexity of the issues and the variable environment, a number of measures were taken, as detailed below, in order to reduce exposure to the Leumi Mortgage's credit risks, including the definition of stricter administrative restrictions and the allocation of capital cushions in respect of the Second Pillar of the Basel II directives, in respect of high-risk features.

The main measures adopted by Leumi Mortgage Bank for managing credit risk are as follows:

#### a. Management structure and authorities:

The Credit Risk Manager of Leumi Mortgage is responsible for designing the Leumi Mortgage's credit policy and for coordinating and supervising this policy. Under the responsibility of the Credit Risk Manager, management and control of credit risks are performed, as well as policy and procedure updates, analytical work, development and validation of models and controlling the granting and management of credit.

The Credit Risk Management Unit carries out monitoring at the frequency provided in the policy document. In addition, once a year it reports to the Risk Management Committees of Management and the Board of Directors. Every new risk or new product is submitted for approval by all the risk managers, with tools to minimize the risks defined also in the credit policy document.

Leumi Mortgage has a Credit Review Unit whose main activity is to assess the quality of exceptional populations of customers and the quality of the overall credit portfolio. In addition, the Unit monitors unusual data in the Bank relating to the amount of debits returned and arrears in new loans, and draws the necessary conclusions.

Leumi Mortgage operates a system of authorities for determining customer credit facilities. This system provides an effective solution for the needs of customers according to the 3 levels of main decision-makers: personal authority, credit committees of both management and the Board of Directors of Leumi Mortgage, and the plenum of the Board of Directors. The appropriate authority for the approval of every credit portfolio is determined, *inter alia*, by the following criteria: the risk rating of the borrower according to an internal statistical model, the extent of the credit facility requested, and the percentage of financing requested.

#### b. Principles in the management of credit risks with the customer:

Credit applications are examined according to transaction type and characteristics, for example: the purchase of a dwelling by persons upgrading their housing, purchase by young couples, loans under an existing pledge of an asset, purchase of land, private construction, etc.

In every credit application, an examination is made, *inter alia*, of the repayment capacity of the potential borrower vis-à-vis the amount of the monthly repayment that has to be met.

In every credit application, the borrower's credit rating is checked on the basis of a statistical model indicating the risk profile of the borrower.

Leumi Mortgage extends credit against the pledge of real-estate collateral, with the pledge being received prior to the granting of the credit.

In addition, Leumi Mortgage examines, *inter alia*, the rate of financing in the request according to the principles of credit policy.

Leumi Mortgage has procedures which define how the pledge received is registered, as a function of the type of transaction and the method of recording the asset (*Tabu*, Israel Land Administration) and ensures that the customer has purchased appropriate insurance for purposes of reducing credit risk – life assurance and/or asset insurance.

#### c. Tools for controlling credit risk

Leumi Mortgage has a number of control teams that examine the required credit documentation and collateral, both before and after making the loan.

Leumi Mortgage has a chart of credit risks and controls, which describes the risks and the measures the Bank takes in order to reduce borrower and collateral risk, and minimize exposure.

As an integral part of the activity of the Credit Risk Management Unit, statistical models are constructed and reinforced for rating credit extended to the customer on making the request, and for examining of the credit portfolio held. The unit independently and methodically monitors and controls customer risk ratings.

Sensitivity tests, scenarios and stress scenarios are performed on the quantitative results of the risks that are measured. Stress scenarios are based on macroeconomic risk factors and internal factors, such as: percentage of financing, repayment ratio, changes in unemployment rate, impairment of asset value, geographical area, etc. The scenarios assist the Bank, *inter alia*, in setting credit targets in the annual work-plan, in quantifying the risk inherent in a new activity/product that is about to be launched, and formulating capital buffers within the framework of the Second Pillar.

Leumi Mortgage has management reports for the purpose of managing exposure and credit risk, including the quality of borrowers' credit ratings, and for performing sensitivity analysis and stress scenarios, and as part of operating credit processes, checks are made on the completeness, reliability and quality of the information.

Control at Group level – In the context of the Risk Management Division of Leumi, there are functions for credit risk management control and control of models and methodology for the measurement of credit risk. The Risk Management Division of Leumi operates, *inter alia*, to assist in assessing the adequacy of the models implemented in Leumi Mortgage for measuring risk and in developing methodology for the quantitative measurement of credit risks in Leumi Mortgage.

The following steps have been taken:

As a result of economic developments occurring in the economy in recent years, as presented above, Leumi Mortgage adopted a number of measures in order to contend with the increase in the abovementioned credit risks:

As part of the Bank's risk management, it was decided to tighten administrative restrictions for the following characteristics: high rates of financing, current monthly repayment capacity, credit ratings in accordance with the Bank's internal statistical model, loan products/paths, types of interest and the amounts of loans.

When approving the credit application, the repayment capacity is examined for borrowers taking an unlinked variable interest loan, according to a rate of interest higher than the current rate, in order to ensure that the borrower will meet loan repayments even if there is an increase in interest rates.

Leumi Mortgage has examined, as part of a stress scenario, the effect of impairment in collateral and an increase in interest rates, on losses of Leumi Mortgage.

As a part of the capital planning process and its goals, Leumi Mortgage retains additional "capital buffers" to contend with higher risk characteristics, such as: a capital buffer in respect of loans at high rates of financing, a capital buffer in respect of the gap between the current rate of allowances for credit losses and the average rate over the economic cycle, and a capital buffer in respect of the possibility of a fall in real estate prices.

It should be noted that as of 5 May 2011, Leumi Mortgage is acting in accordance with a letter from the Supervisor of Banks dated 3 May 2011, according to which Leumi Mortgage will be able to approve housing loans, providing that the variable interest component does not exceed 33.3% (a variable interest loan is loan in which the interest varies over a period of up to 5 years).

In addition and in the light of the requirements of the Supervisor of Banks, a group allowance for credit losses was made as at 30 June 2011 in excess of provisions according to the extent of arrears as required in the Proper Conduct of Banking Management of the Bank of Israel, No. 314.

\* The definitions mentioned in the aforementioned disclosure, (e.g., repayment ratio, rate of financing, etc.) are according to reports made by Leumi Mortgage Bank to the Bank of Israel.

# 2. Small Businesses

The following tables set out a summary of the profit and loss in the Small Businesses segment:

						Overseas activ	vity
	Banking	Credit	Capital	N		Banking	T ( )
	and finance	cards	market	M ort gages	Real estate	and finance	Total
	For the three		ding 30 Jur	ne 2011			
	NIS million	IS					
Net interest income:							
From external sources	192	6	1	2	78	9	288
Intersegmental	(26)	(1)	-	• (1)	(29)	(1)	(58)
Operating and other income:							
From external sources	76	28	7		13	3	127
Intersegmental	-	(13)			-	-	(13)
Total income	242	20	8	3 1	62	11	344
Expenses in respect of credit losses	10	(1)	-		(8)	6	7
Operating and other expenses:							
To external sources	150	11	4	۰ - L	26	8	199
Intersegmental	1	-			-	-	1
Operating profit (loss) before taxes	81	10	4	1	44	(3)	137
Provision for taxes on operating profit	29	2	2	- 2	16	-	49
Operating profit (loss) after taxes	52	8	2	2 1	28	(3)	88
Operating profit attributable to							
non-controlling interests	1	(1)	-		-	-	-
Net profit (loss)	53	7	2	. 1	28	(3)	88

	Banking and finance	Credit cards	Capital market	M ort gages	Real estate	Banking and finance	Real estate	Total
	For the three	months endin						
	NIS million	s	•					
Net interest income:								
From external sources	188	4	1	2	62	11	-	268
Intersegmental	(26)	-	-	(2)	(18)	(2)	-	(48)
Operating and other income:								
From external sources	71	25	7	-	10	3	-	116
Intersegmental	-	(14)	-	-	-	-	-	(14)
Total income	233	15	8	-	54	12	-	322
Expenses in respect of credit losses	24	1	-	-	9	3	-	37
Operating and other expenses:								
To external sources	155	11	2	-	24	7	1	200
Intersegmental	1	-	-	-	-	-	-	1
Operating profit (loss) before taxes	53	3	6	-	21	2	(1)	84
Provision for taxes on operating profit	20	1	2	-	7	-	-	30
Net profit (loss)	33	2	4		14	2	(1)	54

### Small Businesses (cont.)

	Banking					Banking		
	and	Credit	Capital		Real	and	Real	
	finance	cards	market	M ort gages	estate	finance	estate	Total
	For the size	x months e	ending 30	June 2011				
	NIS mill	ions						
Net interest income:								
From external sources	386	11	1	3	152	18	1	572
Intersegmental	(53)	(2)	-	. (2)	(50)	(3)	-	(110)
<b>Operating and other income:</b>								
From external sources	156	54	14	- ۱	26	6	-	256
Intersegmental	-	(26)			-	-	-	(26)
Total income	489	37	15	5 1	128	21	1	692
Expenses in respect of credit								
losses	-	(1)	-		(5)	10	-	4
<b>Operating and other expense</b>	s:							
To external sources	306	22	7	-	50	15	1	401
Intersegmental	1	1			-	-	-	2
Operating profit (loss) before								
taxes	182	15	8	8 1	83	(4)	-	285
Provision for taxes on								
operating profit	64	4	3	<b>,</b> -	29	-	-	100
Operating profit (loss) after								
taxes	118	11	5	5 1	54	(4)	-	185
Operating profit attributable to								
non-controlling interests	-	(1)			-	-	-	(1)
Net profit (loss)	118	10	5	5 1	54	(4)	-	184
% Return on equity								28.0%
Average balance of assets	12,271	798	33	3 109	5,316	572	107	19,206
Average balance of liabilities	13,535	1,392			2,865	407	74	18,273
Average balance of risk assets	10,845	624	37	83	5,235	670	107	17,601
Average balance of mutual								
fund and supplementary								
training fund assets	-	-	2,266	<u> </u>		-		2,266
Average balance of securities	-	-	6,142	2 -	-	4	-	6,146
Average balance of other assets								
under management	249	-	-		-	-	-	249
Balance of credit to the public	12,293	802	25	5 106	5,476	558	111	19,371
Balance of deposits of the								
public	13,510	-	-		2,902	398	67	16,877

### Small Businesses (cont.)

	Banking					Banking		
	and	Credit	Capital		Real	and	Real	
	finance	cards	market	M ort gages	estate	finance	estate	Total
	For the six	months en	ding 30 Jur	e 2010				
	NIS mill	ions						
Net interest income:								
From external sources	344	9	1	3	118	22	1	498
Intersegmental	(23)	(1)	-	(2)	(25)	(7)	-	(58)
<b>Operating and other income:</b>								
From external sources	144	49	13	-	22	6	-	234
Intersegmental	-	(28)	-	-	-	-	-	(28)
Total income	465	29	14	1	115	21	1	646
Expenses in respect of credit								
losses	32	1	-	-	9	8	-	50
<b>Operating and other expense</b>	s:							
To external sources	308	21	4	-	49	15	1	398
Intersegmental	1	1	-	-	-	-	-	2
Operating profit (loss) before								
taxes	124	6	10	1	57	(2)	-	196
Provision for taxes (benefit) on								
operating profit	46	2	3	-	20	(1)	-	70
Net profit (loss)	78	4	7	1	37	(1)	-	126
% Return on equity								20.6%
Average balance of assets	11,067	769	29	138	4,846	662	101	17,612
Average balance of liabilities	12,349	1,399	-	-	2,158	453	80	16,439
Average balance of risk assets	10,227	584	33	106	4,816	812	101	16,679
Average balance of mutual								
fund and supplementary								
training fund assets	-	-	1,924	-	-	-	-	1,924
Average balance of securities	-	-	4,083	-	-	4	-	4,087
Average balance of other assets								
under management	301	-	-	-	-	-	-	301
Balance of credit to the public								
at 31 December 2010	12,171	778	42	114	5,238	572	103	19,018
Balance of deposits of the								
public at 31 December 2010	13,402	-	-	-	2,705	386	86	16,579

#### Small Businesses (cont.)

#### Main Changes in the Scope of Operations

Total credit to the public in the segment increased by NIS 353 million compared with the end of 2010, an increase of 1.9%, and total deposits of the public increased by NIS 298 million, an increase of 1.8%.

#### Main Changes in the Net Profit

In the first half of 2011, net profit in the small businesses segment totaled NIS 184 million, compared with NIS 126 million in the corresponding period last year, an increase of 46%. The increase in profit derives from an increase in income of NIS 46 million, or 7.1%, and from a decrease in expenses in respect of credit losses in the amount of NIS 46 million.

The return on equity of the net profit was 28.0%.

# 3. Corporate Banking

The following tables set out a summary of the profit and loss of the Corporate Banking segment:

			(		Overseas act	ivity	
	Banking and finance	Credit cards	Capital market	Real estate	Banking and finance	Real estate	Total
	For the three	months end	ting 30 June	e 2011			
	NIS millions						
Net interest income:							
From external sources	451	8	-	408	2	-	869
Intersegmental	(230)	(3)	-	(246)	-	2	(477)
Operating and other income:	:						
From external sources	29	50	5	27	1	1	113
Intersegmental	-	(30)	-	-	-	-	(30)
Total income	250	25	5	189	3	3	475
Expenses in respect of credit							
losses	(50)	(1)	-	85	-	-	34
Operating and other							
expenses:							
To external sources	103	17	2	35	2	1	160
Intersegmental	1	-	-	-	-	-	1
Operating profit before taxes	196	9	3	69	1	2	280
Provision for taxes on							
operating profit	68	2	1	23	-	-	94
Operating profit after taxes	128	7	2	46	1	2	186
Operating profit attributable to	)						
non-controlling interests	-	(1)	-	-	-	-	(1)
Net profit	128	6	2	46	1	2	185

	Banking and finance	Credit cards		apital ırket	Real estate	Banking and finance	Real estate	Total
	For the three	e months	ending 3	30 June 20	10			
	NIS millions		0					
Net interest income:								
From external sources	552		6	3	433	4	-	998
Intersegmental	(233)		(2)	(3)	(190)	(2)	2	(428)
Operating and other income:								
From external sources	39		44	7	18	-	1	109
Intersegmental	1	(	(31)	-	-	-	-	(30)
Total income	359		17	7	261	2	3	649
Expenses in respect of credit								
losses	(36)		1	-	79	1	-	45
Operating and other								
expenses:								
To external sources	112		16	2	27	2	2	161
Intersegmental	-		-	-	-	-	-	-
Operating profit (loss) before								
taxes	283		-	5	155	(1)	1	443
Provision for taxes on								
operating profit	98		-	2	54	-	-	154
Net profit (loss)	185		-	3	101	(1)	1	289

# Corporate Banking (cont.)

					Overseas	activity	r
	Donking				Banking		
	Banking and	Credit	Capital	Real	and	Real	
	finance	cards	market	estate	finance	estate	Total
	For the six					estate	Totu
	NIS millions		nung 50	Julie 201			
Net interest income:							
From external sources	768	14	5	743	6	(1)	1,535
Intersegmental	(237)	(5)	(5)	(413)	-	4	(656)
<b>Operating and other income:</b>							
From external sources	84	98	10	57	2	1	252
Intersegmental	-	(58)	-	-	-	-	(58)
Total income	615	49	10	387	8	4	1,073
Expenses in respect of credit							
losses	(41)	(1)	-	1	-	-	(41)
Operating and other							
expenses:							
To external sources	206	34	5	69	5	2	321
Intersegmental	1	-	-	-	-	-	1
Operating profit before taxes	449	16	5	317	3	2	792
Provision for taxes on operating							
profit	153	3	2	109	1	-	268
Operating profit after taxes	296	13	3	208	2	2	524
Operating profit attributable to							
non-controlling interests	-	(2)	-	-	-	-	(2)
Net profit	296	11	3	208	2	2	522
% Return on equity							13.7%
Average balance of assets	48,130	409	156	26,283	586	_	75,564
Average balance of liabilities	25,583	2,592	77	5,632	296	286	34,466
Average balance of risk assets	68,561	388	156	26,782	<u> </u>		96,800
Average balance of mutual fund		200	200				,000
and supplementary training							
fund assets	-	-	1,345	-	-	-	1,345
Average balance of securities	-	-	89,918	-	153	-	90,071
Average balance of other assets			,				-
under management	164	-	-	-	-	-	164
Balance of credit to the public	46,802	418	157	26,150	474	-	74,001
Balance of deposits of the public	21,067	-	-	4,706	284	283	26,340

# Corporate Banking (cont.)

	Banking and finance	Credit cards	Capital market	Real estate	Banking and finance	Real estate	Total
	For the six		ling 30 Ju	ne 2010			
	NIS million	S					
Net interest income:							
From external sources	750	12	2	643	8	-	1,415
Intersegmental	(132)	(3)	(2)	(219)	(3)	3	(356)
<b>Operating and other income:</b>							
From external sources	86	87	14	33	1	1	222
Intersegmental	1	(62)	-	-	-	-	(61)
Total income	705	34	14	457	6	4	1,220
Expenses in respect of credit							
losses	(60)	2	-	175	1	-	118
Operating and other							
expenses:							
To external sources	200	32	4	60	4	3	303
Intersegmental	-	-	-	-	-	-	-
Operating profit before taxes	565	-	10	222	1	1	799
Provision for taxes on operating							
profit	197	-	4	78	1	-	280
Net profit	368	-	6	144	-	1	519
% Return on equity							12.9%
				<u> </u>			
Average balance of assets	44,695	459	157	26,743	585	72	72,711
Average balance of liabilities	24,893	2,592	-	5,317		369	33,259
Average balance of risk assets	62,818	413	156	26,577	735	72	90,771
Average balance of mutual fund							
and supplementary training							
fund assets	-	-	863	-	-	-	863
Average balance of securities	-	-	83,563	-	162	-	83,725
Average balance of other assets							
under management	206	-	-	-	-	-	206
Balance of credit to the public at							
31 December 2010	45,508	398	155	26,422	680	-	73,163
Balance of deposits of the public at 31 December 2010	20,791	-	89	4,940	144	317	26,281

#### **Corporate Banking** (cont.)

#### Main Changes in the Scope of Operations

Total credit to the public in the segment increased by NIS 838 million compared with the end of 2010, an increase of 1.1% and total deposits of the public increased by NIS 59 million, or about 0.2%. Guarantees and documentary credits increased by NIS 2 billion, 8.3%.

#### Main Changes in Net Profit

In the first half of 2011, net profit in the corporate banking segment totaled NIS 522 million, compared with NIS 519 million during the corresponding period in 2010, an increase of 0.58%. The increase in profit derives mainly from a decrease of expenses in respect of credit losses of NIS 159 million offset almost wholly by a decrease in total income amounting to NIS 147 million, or 12%.

The return on equity of the net profit was 13.7%.

### 4. Commercial Banking

The following tables set out a summary of the profit and loss of the Commercial Banking segment:

							Ove	rseas activ	/ity	
	Banking and finance	Credit cards	Cap it al market	Mortgages	Real estate		Banking and finance	Capital market	Real estate	Total
	For the t	hree mo	onths end	ling 30 June	2011					
	NIS millio	ons								
Net interest income:										
From external sources	291	4	3	-	123	152	120	-	32	573
Intersegmental	(115)	(1)	(3)	-	(67)	(22)	(13)	-	(9)	(208
Operating and other income	:									
From external sources	59	15	10	-	8	15	11	2	2	10
Intersegmental	-	(10)	-	-	-	-	-	-	-	(10
Total income	235	8	10	-	64	145	118	2	25	462
Expenses in respect of credit										
losses	17	-	-	-	3	36	15	-	21	50
Operating and other expense	es:									
To external sources	132	7	8	-	17	97	84	1	12	26
Intersegmental	1	-	-	-	-	-	-	-	-	1
Operating profit (loss) before										
taxes	85	1	2	-	44	12	19	1	(8)	144
Provision for taxes (benefit)										
on operating profit	31	1	-	-	15	9	10	1	(2)	50
Operating profit (loss) after										
taxes	54	-	2	-	29	3	9	-	(6)	88
Operating profit attributable										
to										
non-controlling interests	-	(1)	-	-	-	-	-	-	-	(1
Net profit (loss)	54	(1)	2	-	29	3	9	-	(6)	87

							Over	rseas activ	vity	
	Banking and finance	Credit cards	Capital market	Mortgages	Real estate	Real estate	Banking and finance	Capital market	Real estate	Total
			ths endin	g 30 June 201	0					
	NIS millio	ons								
Net interest income:										
From external sources	182	3	5	19	92	155	119	-	36	456
Intersegmental	5	(1)	(5)	(16)	(36)	(26)	(14)	-	(12)	(79)
Operating and other										
income:										
From external sources	53	16	14	2	5	14	9	3	2	104
Intersegmental	-	(11)	-	-	-	-	-	-	-	(11)
Total income	240	7	14	5	61	143	114	3	26	470
Expenses in respect of credit	_									
losses	7	1	-	1	24	31	27	-	4	64
Operating and other expenses:										
To external sources	126	7	12	3	16	90	78	1	11	254
Intersegmental	(1)	-	-	1	-	-	-	-	-	-
Operating profit (loss) before										
taxes	108	(1)	2	-	21	22	9	2	11	152
Provision for taxes (benefit) on operating profit	38	_	1	_	7	10	6	1	3	56
Net profit	70	(1)	1		14	10	3		8	96

# Commercial Banking (cont.)

				-	0	verseas acti	vity	
	Banking and finance	Credit cards	Capital market	Real estate	Banking and finance	Capital market	Real estate	Total
	For the si	x month	s ending (	30 June 2	2011			
	NIS millio		0					
Net interest income:								
From external sources	371	6	(4)	245	242	-	66	926
Intersegmental	(15)	(2)	5	(130)	(31)	-	(18)	(191)
<b>Operating and other income:</b>								
From external sources	120	31	21	16	21	4	3	216
Intersegmental	-	(19)	-	-	-	-	-	(19)
Total income	476	16	22	131	232	4	51	932
Expenses in respect of credit								
losses	(27)	-	-	25	20	-	22	40
<b>Operating and other expenses:</b>								
To external sources	269	13	15	35	163	3	22	520
Intersegmental	1	-	-	-	-	-	-	1
Operating profit (loss) before								
taxes	233	3	7	71	49	1	7	371
Provision for taxes (benefit) on								
operating profit	82	1	2	24	22	1	4	136
Operating profit after taxes	151	2	5	47	27	-	3	235
Operating profit attributable to								
non-controlling interests	-	(1)	-	-	-	-	-	(1)
Net profit (loss)	151	1	5	47	27	-	3	234
% return on equity								12.5%
<b>x</b> v								
Average balance of assets	23,759	323	541	7 0.21	12,903		2 222	48,779
Average balance of liabilities			- 541	7,931	8,174		- ,	
Average balance of risk assets	29,423	885		2,470		-		41,319
Average balance of mutual fund	24,123	260	675	8,436	13,041	-	3,322	49,857
and supplementary training fund	_	_	4,121	_	_	137	-	4,258
Average balance of securities			38,742	-		1,886		40,628
Average balance of other assets			20,7 12			1,500		10,020
under management	655	-	-	-	-	-	-	655
Balance of credit to the public	21,779	327	274	8,018	13,008	-	2,970	46,376
Balance of deposits of the public	29,551	-	-	2,344	8,523	-	331	40,749

# Commercial Banking (cont.)

						Ove	erseas activity	ý	
	Banking and finance	Credit cards	Capital market	Mort gag es	Real estate	Banking and finance	Cap it al market	Real estate	Total
	For the six	months	ending 30	June 2010					
	NIS million	ns							
Net interest income:									
From external sources	374	5	6	16	157	233	-	70	861
Intersegmental	6	(1)	(6)	(12)	(50)	(31)	-	(26)	(120)
Operating and other income:									
From external sources	109	30	27	2	13	18	5	4	208
Intersegmental	-	(20)	-	-	-	-	-	-	(20)
Total income	489	14	27	6	120	220	5	48	929
Expenses in respect of credit									
losses	31	1	-	(2)	27	32	-	6	95
Operating and other expenses:									
To external sources	258	12	19	3	34	155	3	25	509
Intersegmental	-	-	-	1	-	-	-	-	1
Operating profit before taxes	200	1	8	4	59	33	2	17	324
Provision for taxes on operating					•			-	
profit	72	-	3		20	14	1	5	116
Net profit	128	1	5	3	39	19	1	12	208
% return on equity									11.8%
Average balance of assets	22,273	324	400	534	6,254	12,291	-	3,686	45,762
Average balance of liabilities	26,111	887	-	121	2,120	8,383	-	380	38,002
Average balance of risk assets	25,911	259	413	462	6,032	11,935	-	3,686	48,698
Average balance of mutual fund									
and supplementary training fund	-	-	3,149	-	-	-	163	-	3,312
Average balance of securities	-	-	36,203	-	-	-	2,416	-	38,619
Average balance of other assets									
under management	556	-	-	-	-	-	-	-	556
Balance of credit to the public at						10.01-			15 65 -
31 December 2010 Balance of deposits of the public	22,291	306	1,045	-	7,781	12,042	-	3,761	47,226
at 31 December 2010	25,837				2,183	7,989		412	36,421
a 51 December 2010	23,037	-	-	-	2,103	7,909	-	412	30,421

#### **Commercial Banking** (cont.)

#### Main Changes in the Scope of Operations

Total credit to the public in the segment decreased by NIS 850 million, a decrease of 1.8%, compared with the end of 2010, and total deposits of the public increased by NIS 4.3 billion, or 11.9%.

#### Main Changes in Net Profit

In the first half of 2011, net profit in the commercial banking segment totaled NIS 234 million, compared with NIS 208 million during the corresponding period in 2010, an increase of NIS 26 million or 12.5%. The increase in profit derives from a decrease in expenses in respect of credit losses amounting to NIS 55 million.

The return on equity of the net profit was 12.5%.

# 5. Private Banking

The following tables set out a summary of the profit and loss in the Private Banking segment:

						0	verseas acti	vity		
	Banking and finance	Credit cards	Capital market	Mortgages	Real estate	Banking and finance	Cap it al market	Mortgages	Real estate	Total
	For the thr	ee mont		30 June 2				00		
	NIS million		~	,						
Net interest income:										
From external sources	(43)	-	-	1	1	3	-	9	-	(29)
Intersegmental	80	-	-	_	2	49	-	(4)	1	128
Operating and other income:										
From external sources	7	-	39	-	2	32	30	1	-	111
Intersegmental	-	-	-		-	3	-	-	-	3
Total income	44	-	39	1	5	87	30	6	1	213
Expenses in respect of credit										
losses	(5)	-	-		1	(21)	-	1	-	(24)
Operating and other										
expenses:										
To external sources	46	1	13	-	2	73	30	4	1	170
Intersegmental	-	-	-	_	-	1	-	-	-	1
Operating profit (loss) before										
taxes	3	(1)	26	1	2	34	-	1	-	66
Provision for taxes on										
operating profit	3	-	8	-	-	9	-	-	-	20
Operating profit (loss) after										
taxes	-	(1)	18	1	2	25	-	1	-	46
Operating profit attributable to										
non-controlling interests		-	-	-	-	(1)	-	-	-	(1)
Net profit (loss)	-	(1)	18	1	2	24	-	1	-	45
							Oversea	s activity		

	Banking				Banking			
	and	Credit	Capital	Real	and	Capital		
	finance	cards	market	estate	finance	market	Mortgages	Total
	For the three	ee month	s ending (	30 June 201	0			
	NIS million	s						
Net interest income:								
From external sources	(43)	-	-	3	30	-	-	(10)
Intersegmental	74	-	-	(2)	42	-	1	115
<b>Operating and other income:</b>								
From external sources	9	-	37	-	30	32	-	108
Intersegmental	2	-	-	-	1	-	-	3
Total income	42	-	37	1	103	32	1	216
Expenses in respect of credit								
losses	1	-	-	-	1	-	1	3
<b>Operating and other expenses</b>	:							
To external sources	46	1	13	1	88	26	-	175
Intersegmental	-	-	-	-	-	1	-	1
Operating profit (loss) before								
taxes	(5)	(1)	24	-	14	5	-	37
Provision for taxes (benefit) on								
operating profit	(2)	-	8	-	6	1	-	13
Operating profit (loss) after								
taxes	(3)	(1)	16	-	8	4	-	24
Operating profit attributable to								
non-controlling interests			-	-	(2)	-		(2)
Net profit (loss)	(3)	(1)	16	-	6	4	-	22

# Private Banking (cont.)

					•	0	verseas acti	vity	-	
	Banking					Banking				
	and	Credit	Capital		Real	and	Capital			
	finance	cards	-	M ort gages	state	finance	market	Mortgages	Real estate	Total
		x months		0 June 201	1			00		
	NIS millio	ns	0							
Net interest income:										
From external sources	(88)	-	-	1	3	29	-	18	-	(37)
Intersegmental	161	-	-	-	3	86	-	(8)	2	244
Operating and other income:										
From external sources	14	-	82	-	4	61	67	2	-	230
Intersegmental	1	-		-		5			-	
Total income	88		82	1	10	181	67	12	2	443
Expenses in respect of credit	00		02		10	101		12	-	
losses	(7)	-	-	-	2	(22)	-	1	-	(26)
Operating and other expenses:										
To external sources	85	1	29	-	4	128	60	7	1	315
Intersegmental	1	-	-	-	-	1	-	-	-	2
Operating profit (loss) before										
taxes	9	(1)	53	1	4	74	7	4	1	152
Provision for taxes on operating										
profit	5	-	17	-	1	20	1	1	-	45
On anothing and fit (1-and) after the	4		26		3	54		3		105
Operating profit (loss) after taxes	4	(1)	36	1	3	54	6	3	1	107
Operating profit attributable to						( <b>2</b> )				()
non-controlling interests Net profit (loss)	- 4	-	-	•	- 3	(2)		-	-	(2
	4	(1)	36	1	3	52	6	3	1	105
% Return on equity										27.4%
Average balance of assets	1,428	58	9	42	434	7,690	-	762	23	10,446
Average balance of liabilities	20,164	-	-	-	906	15,066	-	12	188	36,336
Average balance of risk assets	1,151	44	8	33	471	7,157	-	267	23	9,154
Average balance of mutual fund						,				
and supplementary training fund	-	-	4,785	-	-	-	1,630	-	-	6,415
Average balance of securities	-	-	38,713	-	-	-	28,489	-	-	67,202
Average balance of other assets										
under management	217	-	-		-	-	-			217
Balance of credit to the public	1,362	57	10	37	356	4,596	-	-,	18	7,587
Balance of deposits of the public	18,893	-	-	-	1,021	13,943	-	15	200	34,072

# Private Banking (cont.)

					Ov	erseas activi	ty	
	Banking and finance	Credit cards	Cap it al market	Real state	Banking and finance	Capital market	M ort gages	Total
	For the six m	onths endin	g 30 June 2	010				
	NIS millions							
Net interest income:								
From external sources	(63)	-	-	4	50	-	-	(9)
Intersegmental	126	-	-	(1)	85	-	2	212
Operating and other income:								
From external sources	16	-	76	2	62	63	-	219
Intersegmental	2	-	-	-	3	-	-	5
Total income	81	-	76	5	200	63	2	427
Expenses in respect of credit losses	1	-	-	-	1	-	1	3
Operating and other expenses:								
To external sources	87	1	27	3	170	52	1	341
Intersegmental	-	-	-	-	1	1	-	2
Operating profit (loss) before taxes	(7)	(1)	49	2	28	10	-	81
Provision for taxes (benefit) on								
operating profit	(3)	-	16	1	10	2	-	26
Operating profit (loss) after taxes	(4)	(1)	33	1	18	8	-	55
Operating profit attributable to								
non-controlling interests	-	-	-	-	(3)	-	-	(3)
Net profit (loss)	(4)	(1)	33	1	15	8	-	52
% Return on equity								16.2%
Average balance of assets	1,173	53	1	442	9,249	-	26	10,944
Average balance of liabilities	22,569	-	-	743	17,134	-	226	40,672
Average balance of risk assets	1,562	40	1	449	7,104	-	26	9,182
Average balance of mutual fund and								
supplementary training fund assets	-	-	3,510	-	-	1,448	-	4,958
Average balance of securities	-	-	35,820	-	-	30,293	-	66,113
Average balance of other assets								
under management	276	-	-	-	-	-	-	276
Balance of credit to the public at 31								
December 2010	1,385	61	7	472	5,793	-	20	7,738
Balance of deposits of the public at								
31 December 2010	20,460	-	-	785	14,760	-	236	36,241

#### Private Banking (cont.)

#### Main Changes in the Scope of Operations

Total credit to the public in the segment decreased by NIS 151 million, or 2.0%, compared with the end of 2010, and total deposits of the public decreased by some NIS 2.2 billion or 6.0%, also as a result of appreciation of the shekel in relation to the dollar.

#### Main Changes in Net Profit

In the first half of 2011, net profit in the private banking segment amounted to NIS 105 million, compared with NIS 52 million in the corresponding period in 2010, an increase of NIS 53 million or 102%. The increase in profit derives mainly from an increase in income amounting to NIS 16 million or 3.7% resulting from a decrease of NIS 29 million in credit losses, mainly as a result of cancelling a provision for a debt of a foreign operation, and a decrease in operating expenses amounting to NIS 26 million, mainly in foreign operations. The main improvement in the activity of the segment was in Israel and in Leumi Romania.

The return on equity of the net profit was 27.4%.

#### 6. Financial Management – Capital Markets

	For the three me ending 30 June		For the six m ending 30 Jun	
	2011	2010	2011	2010
	(NIS millions)		(NIS millions	)
Net interest income:				
From external sources	(168)	(457)	59	(26)
Intersegmental	378	266	280	(18)
Operating and other income:				
From external sources	79	137	161	246
Intersegmental	9	1	16	2
Total income	298	(53)	516	204
Provisions for doubtful debts	(24)	12	(1)	5
Operating and other expenses:				
To external sources	326	307	699	465
Intersegmental	12	13	19	20
Operating loss before taxes	(16)	(385)	(201)	(286)
Provision for taxes	(39)	(197)	(96)	(108)
Operating profit (loss) after taxes	23	(188)	(105)	(178)
Group share in operating profits of companies				
included on equity basis after effect of tax	72	117	30	202
Net operating profit (loss) attributed to non-				
controlling interests	(7)	(3)	(8)	2
Net operating profit (loss)	88	(74)	(83)	26
Profit from extraordinary activities after taxes	-	182	-	182
Net profit (loss)	88	108	(83)	208

In the first half of 2011, the net loss in the financial management segment amounted to NIS 83 million, compared with a profit of NIS 208 million in the corresponding period last year. The decrease is explained mainly by the following factors:

- a. An increase in operating and other expenses amounting to NIS 233 million. Most of the increase derives from an increase in operating expenses, as a result of a fall in the profits of the severance pay and provident funds, compared to profits in the corresponding period last year. The net effect is a decrease of NIS 165 million.
- b. A decrease in the Group's share in profits of companies included on equity basis amounting to NIS 172 million.
- c. The improvement in contribution of the overseas units partially offset the above negative effects.

# **Companies Included on Equity Basis (Non-Banking) –** (reported in the Financial Management Sector)

This includes the results of the Group's investment in non-banking (real) investments.

Leumi Group's total investments in companies included on equity basis amounted to NIS 2,159 million on 30 June 2011, compared with NIS 1,924 million on 31 December 2010. The decrease is attributable mainly to the sale shares in Paz Company.

		Book value (NIS millions)			et value millions)	Capital adequacy requirements	
		31			31		31
Company	30 June	December	%	30 June	December	30 June	December
Company	2011	2010	change	2011	2010	2011	2010
The Israel Corporation							
Ltd.	1,575	1,635	(3.7)	5,116	5,953	142	147
Others *	584	289	+	-	-	53	26
Total	2,159	1,924	12.2	5,116	5,953	195	173

#### Total investments in shares of companies included on equity basis (Table 13B - Basel II):

\* Including investments in SuperPharm amounting to NIS 189 million.

The contribution to Group profit of companies included on equity basis in the first half of 2011 amounted to a loss of NIS 30 million, compared with a profit of NIS 202 million in the corresponding period last year.

# The following table shows the companies' contribution to the Group's net profit (in NIS millions):

	For the six months ended 30 June						
	2011	2010	% change				
The Israel Corporation Ltd.	17	162	-				
Paz Oil Company Ltd. *	-	29	-				
Others	13	11	18.2				
Total	30	202	(85.1)				

\* The investment was sold in June 2010.

#### Avgol Industries 1953 Ltd.

On 29 June 2011, Leumi Partners Ltd. (a wholly-owned company of the Bank) (hereinafter: "Leumi Partners") signed an agreement with Protochemicals Investments (2006) Ltd., Yehoshua Goldwasser, Music-Net Ltd., Ahai Boneh, Ahai Boneh Holdings Ltd.. Avraham Zilberfeld and Avzil Holdings Ltd. ("the sellers") for the acquisition from the sellers of a total of 34,253,163 ordinary shares of Avgol Industries 1953 Ltd. (hereinafter "the Company"), representing some 11.26% of the issued and paid-in capital of the Company (in full dilution) and options to purchase 25,317,555 ordinary shares of the Company (hereinafter: "the options"), representing as of this date some 8.32% of the issued and paid-in capital if the Company (in full dilution) in consideration of NIS 110 million (hereinafter: "the agreement"). The options are exercisable for a period of three years from the date of signing the agreement in consideration of an exercise price of NIS 3.25 per share, net of dividend. The agreement includes customary rights to protect the investment of Leumi Partners. The transaction pursuant to the agreement was completed on 29 June 2011.

#### Holdings in Non-banking Holding Corporations (Conglomerates)

The Bank's holdings in non-banking corporations are subject to restrictions determined in the Banking (Licensing) Law, 1981 (the "Banking Law"). The Banking Law determines, *inter alia*, in section 24A, that a banking corporation is entitled to hold more than 1% of the means of control in only one conglomerate (a corporation whose capital exceeds some NIS 2,000 million and

operates in more than three branches of the economy). The Bank has holdings in one conglomerate - the Israel Corporation Ltd.

7. Others - this segment includes activities not allocated to the other segments.

This segment includes the other activities of the Group, none of which amounts to a profit segment according to the directives of the Bank of Israel. This activity includes primarily: part of the operations of companies that are not allocated to the other segments. During the first half of 2011, the loss in the "Others" segment amounted to NIS 39 million, compared with a profit of NIS 24 million in the corresponding period last year.

#### The following table sets out details of the main changes, in NIS millions:

	For the six m 30 June	onths ended	
	2011	2010	Change in amount
Profit (loss) from extraordinary items	3	4	(1)
From operating activity at the Bank	9	11	(2)
Other companies in Israel	10	9	1
Overseas companies	9	3	6
Tax adjustments <sup>(1)</sup>	(70)	(3)	(67)
Total	(39)	24	(63)

(1) Tax differentials between tax calculations in the segments and the effective tax in the Consolidated Statements.

#### **Activities in Products**

**A. Capital market activities -** The Group's activities in the capital market include investment counseling activity, including counseling in relation to supplementary training funds, brokerage in the securities and financial instruments market, including activity carried out through the foreign currency and Israeli and foreign securities dealing rooms, brokerage and custody services, and banking and financial services for entities active in the capital market. A subsidiary company of Leumi Partners Ltd. engages in underwriting and distribution of public and private offerings.

# The following tables set out details of the capital market operations as presented in the various operating segments:

	House- holds For the thre	Small businesses e months end	Corporate banking ed 30 June 20	Commercial banking 011	Private banking	Financial management and others	Overseas activities	Total
	NIS millions							
Profit from net interest income Operating and	1	1	-	-	-	2	-	4
other income	126	7	5	10	39	28	34	249
Total income	127	8	5	10	39	30	34	253
Operating and other expenses	76	4	2	8	13	15	41	159
Operating profit (loss) before								
taxes	51	4	3	2	26	15	(7)	94
Net profit (loss)	34	2	2	2	26	11	(3)	66

	House- holds For the thre	Small businesses e months endec	Corporate banking 1 30 June 2010	Commercial banking	Private banking	Financial management and others	Overseas activities	Total
	NIS million	S						
Profit from net interest income		1	_	-	_	1	_	2
Operating and other income	133	7	7	14	37	35	36	269
Total income	133	8	7	14	37	36	36	202
Operating and other expenses	60	2	2	12	13	12	28	129
Operating profit before taxes	73	6	5	2	24	24	8	142
Net profit	46	4	3	1	16	16	6	92
	House- holds For the six	Small businesses months ended	Corporate banking <b>30 June 201</b>	Commercial banking	Private banking	management and others	Overseas activities	Total
	NIS million	S						
Profit from net interest income	1	1	-	1	-	2	-	5
Operating and other income	268	14	10	21	82	63	74	532
Total income	269	15	10	22	82	65	74	537
Operating and other expenses	167	7	5	15	29	29	75	322
Operating profit (loss) before				_		24		• • •
	102	0					(1)	
taxes Net profit	<u>102</u> 67	<u> </u>	5	7 5	<u>53</u> 36	<u>36</u> 26	(1)	<u>210</u> 144

	House- holds For the six m	Small businesses onths ended 3	Corporate banking 0 June 2010	Commercial banking	Private banking	Financial management and others	Overseas activities	Total
	NIS millions							
Profit from net interest income Operating and other income	1	1	-	- 27	- 76	1	- 71	3
Total income	269	13	14	27	76	61	71	532
Operating and other expenses	129	4	4	19	27	19	57	259
Operating profit before taxes	140	10	10	8	49	42	14	273
Net profit	90	7	6	5	33	28	11	180

In the first half of 2011, net operating profit after taxes from capital market operations amounted to NIS 144 million, compared with NIS 180 million in the corresponding period in 2010.

#### B. Credit Cards - Leumi Card

This activity includes mainly the issue of credit cards to private customers and voucher clearing services for businesses.

The principal credit card activities are carried out by the subsidiary, Leumi Card, which engages in the issue of credit cards, the provision of voucher clearing services and the development of payment solutions.

Leumi Card ended the first half of 2011 with a net profit of NIS 87 million, compared with NIS 72 million in the corresponding period in 2010.

During the first half of 2011, the volume of activity by Leumi Card cardholders increased by 8.8% compared with the activity in the corresponding period in 2010. The number of valid cards increased by some 3.6% in the first half of 2011, as compared with the corresponding period last year.

In connection with a decision of the Restrictive Practices Court, see note 6f in the financial statements.

	House- holds	Small businesses	Corporate banking	Commercial banking	Private banking	Total
	For the the	ree months ende	ed 30 June 201	11		
	NIS millio	ons				
Profit from net interest						
income	46	5	5	3	-	59
Operating and other						
income	174	15	20	5	-	214
Total income	220	20	25	8	-	273
Expenses in respect of						
credit losses	6	(1)	(1)	-	-	4
Operating and other						
expenses	148	11	17	7	1	184
Operating profit (loss)						
before taxes	66	10	9	1	(1)	85
Minority interests	(8)	(1)	(1)	(1)	-	(11)
Net profit (loss)	40	7	6	(1)	(1)	51

# The following tables set out details of credit card activity as presented in the various operating segments:

	House- holds	Small businesses	Corporate banking	Commercial banking	Private banking	Total
	For the th	ree months ende	ed 30 June 20	10		
	NIS millio	ons				
Profit from net interest						
income	38	4	4	2	-	48
Operating and other						
income	168	11	13	5	-	197
Total income	206	15	17	7	-	245
Expenses in respect of credit losses	5	1	1	1	-	8
Operating and other expenses	136	11	16	7	1	171
Operating profit (loss)						
before taxes	65	3	-	(1)	(1)	66
Minority interests	(7)		-	-	-	(7)
Net profit (loss)	38	2	-	(1)	(1)	38

	House- Small Corporate Commercial				Private		
	holds	businesses banking		banking	banking	Total	
	For the size	For the six months ended 30 June 2011					
	NIS millio	ons					
Profit from net interest							
income	89	9	9	4	-	111	
Operating and other							
income	338	28	40	12	-	418	
Total income	427	37	49	16	-	529	
Expenses in respect of							
credit losses	11	(1)	(1)	-	-	9	
Operating and other							
expenses	299	23	34	13	1	370	
Operating profit (loss)							
before taxes	117	15	16	3	(1)	150	
Share of minority							
shareholders	(14)	(1)	(2)	(1)	-	(18)	
Net profit (loss)	70	10	11	1	(1)	91	

	House- holds	Small businesses	Corporate banking	Commercial banking	Private banking	Total		
		or the six months ended 30 June 2010 IS millions						
Profit from net interest income	77	8	9	4	_	98		
Operating and other income	336	21	25	10	_	392		
Total income	413	29	34	14	-	490		
Expenses in respect of credit losses	10	1	2	1	-	14		
Operating and other expenses	274	22	32	12	1	341		
Operating profit (loss) before taxes	129	6	-	1	(1)	135		
Minority interests	(14)	-	-	-	-	(14)		
Net profit (loss)	78	4	-	1	(1)	82		

The operating profit from credit card activities in the first half of 2011 amounted to NIS 91 million as compared with NIS 82 million in the corresponding period in 2010, An increase of 11%, resulting primarily from an increase in revenues of NIS 39 million and a decrease in operating expenses of NIS 29 million.

### C. Real Estate

	Small	Corporate	Commercial	Private	Overseas	
	businesses	banking	banking	banking	activities	Total
			ided 30 June 20	11		
	NIS million	IS				
Profit from net interest	40				20	
income	49	161	56	3	38	307
Operating and other income	13	27	8	2	3	53
				2		
Total income	62	188	64	5	41	360
Expenses (profit) in		0 <b>.</b>			• 1	10.
respect of credit losses	(8)	85	3	1	21	102
Operating and other expenses	26	35	17	2	14	94
Operating profit before	20	35	1/	2	14	74
taxes	44	68	44	2	6	164
Net profit	28	45	29	2	3	107
iter prom	28	45	29	2	3	107
	Small	Corporate	Commercial	Private	Overseas	
	businesses	banking	banking	banking	activities	Total
			ed 30 June 2010			
	NIS million	IS				
Profit from net interest						
income	44	243	56	1	35	379
Operating and other	10	10	-			
income	10	18	5	-	4	37
Total income	54	261	61	1	39	416
Expenses in respect of						
credit losses	9	79	24	-	9	121
Operating and other	<b>.</b> .	a =				~-
expenses	24	27	16	1	14	82
Operating profit before	21	155	21		16	010
taxes	21	155	21	-	16	213
Net profit	14	101	14	-	11	140
	Small	Corporate	Commercial	Private	Overseas	
	businesses	banking	banking	banking	activities	Total
	For the six	months ende	ed 30 June 2011			

For the six months ended 30 June 2011								
	NIS million	IS						
Profit from net interest								
income	102	330	115	6	71	624		
Operating and other income	26	57	16	4	5	108		
Total income	128	387	131	10	76	732		
Expenses (profit) in	-	-	-			-		
respect of credit losses	(5)	1	25	2	22	45		
Operating and other								
expenses	50	69	35	4	26	184		
Operating profit before								
taxes	83	317	71	4	28	503		
Net profit	54	208	47	3	16	328		

	Small businesses	Corporate banking	Commercial banking	Private banking	Overseas activities	Total				
	For the six	For the six months ended 30 June 2010								
	NIS millior	NIS millions								
Profit from net interest										
income	93	424	107	3	67	694				
Operating and other										
income	22	33	13	2	7	77				
Total income	115	457	120	5	74	771				
Expenses in respect of										
credit losses	9	175	27	-	11	222				
Operating and other										
expenses	49	60	34	3	30	176				
Operating profit before										
taxes	57	222	59	2	33	373				
Net profit	37	144	39	1	22	243				

### **Profit Centers in the Group**

	For the first half of			For the fi		
	<b>2011</b> <sup>(1)</sup>	$2010^{(1)}$	Change	<b>2011</b> <sup>(2)</sup>	$2010^{(2)}$	Change
	NIS millio	ns	%	NIS millio	ns	%
The Bank	654	* 471	38.9	672	* 499	34.7
Consolidated companies in						
Israel <sup>(3)</sup>	374	* 354	5.6	374	* 354	5.6
Overseas consolidated						
companies <sup>(4)</sup>	66	56	17.9	48	28	71.4
Companies included on equity						
basis <sup>(3)</sup>	21	165	-	21	165	-
Net operating profit	1,115	1,046	6.6	1,115	1,046	6.6
Overseas subsidiaries' profit, in nominal terms (US\$ millions) <sup>(5)</sup>	25.1	20.6	21.8	25.1	20.6	21.8

The following table sets out details of the contribution of the Group's major profit centers to net operating profit:

\* Restated, see above on page 27.

(1) Translation adjustments in respect of overseas investments are offset against translation adjustments of the financing sources at the Bank after the effect of taxes.

(2) According to the financial statements (not including translation adjustments of the financing sources at the Bank).

(3) Companies included on equity basis belonging to Israeli companies are included in the data of the consolidated companies in Israel.

(4) After certain adjustments to Israeli accounting principles.

(5) As reported by the overseas subsidiaries, including overseas branches and minority interests.

# The following are the main changes in the contribution of the profit centers (after translation adjustments):

- The increase in net operating profit at the Bank arises mainly from an increase in net interest income and from a decrease in credit loss expenses, which was partially offset by an increase in operating expenses. Most of the explanations for the abovementioned changes are presented on pages 28-41 as part of the discussion on the Group's results and those arising mainly from the Bank's results.
- The increase in net operating profit of consolidated companies in Israel derives mainly from an increase in the profits of the Leumi Mortgage Bank, Israel Arab Bank, Leumi Card and Leumi Leasing and Investments which was partially offset by a decrease in the profits of Leumi Partners and Leumi Real Holdings.
- The increase in the profit of overseas subsidiaries derives from an increase in profits of the subsidiaries, as well as from low negative exchange rate differentials in respect of overseas investments, compared with high negative exchange rate differentials in the corresponding period in 2010.
- The decrease in income of companies included on an equity basis derives from a decrease in income from the Israel Corporation.

The operating profits of the overseas units in nominal terms, as published by them (including the Bank's overseas branches and minority interests) translated for convenience to U.S. dollars,

totaled some US\$ 25.1 million, an increase of US\$ 3.9 million compared with the corresponding period in 2010. The contribution of the overseas units in shekels, after certain adjustments to Israeli accounting principles, amounted to a profit of NIS 48 million, compared with a profit of NIS 28 million in the corresponding period in 2010. Excluding the effect of exchange rate differentials in respect of the net cost of financing sources, the profit of the overseas subsidiaries amounted to NIS 66 million, compared with a profit of NIS 56 million in the corresponding period in 2010, an increase of NIS 10 million. In the first half of 2011, there were negative exchange rate differentials in respect of foreign investments amounting to NIS 28 million, compared with negative differentials amounting to NIS 37 million in the corresponding period of 2010.

# **Activities of Major Investee Companies**

#### General

The Bank Leumi Group operates in Israel and abroad through overseas subsidiaries, comprising banks, a mortgage bank, finance companies and financial service companies. The Group also invests in non-banking corporations operating in the fields of insurance, infrastructure and real estate.

#### **Consolidated Subsidiaries in Israel**

The Bank's investments in consolidated subsidiaries in Israel amounted to NIS 7,022 million on 30 June 2011, compared with NIS 7,123 million on 31 December 2010. The contribution to operating profit in the first half of 2011 was some NIS 374 million, compared with some NIS 354 million in the corresponding period in 2010, an increase of 5.6%.

	Return on Group investment			Contribution to Group profit <sup>(1)</sup>	
	For the pe	eriod ended	30 June		
	2011	2010	2011	2010	Change
	%		NIS milli	ons	%
Leumi Mortgage Bank	8.8	6.9	113.0	84.2	34.2
Arab Israel Bank	30.7	21.6	47.9	33.0	45.2
Leumi Card	18.8	17.6	69.6	57.4	21.3
Leumi Partners <sup>(2)</sup>	36.0	68.7	90.4	132.2	(31.6)
Leumi Securities (formerly Psagot -					
Ofek)	4.2	7.7	1.0	2.9	(65.5)
Leumi Real Holdings	2.8	77.4	12.2	203.8	(94.0)
Leumi Leasing and Investments	4.4	2.1	19.9	9.3	114.0
Others	4.5	2.9	20.3	13.6	49.3
Total consolidated subsidiaries in					
Israel	10.9	17.4	374.3	536.4	(30.2)

The following table sets out the contribution of the major consolidated companies in Israel to
the net profit of the Group:

(1) The profit presented is according to the Group's share in the results.

(2) Including the profit and/or loss of companies included on an equity basis of Leumi Partners.

#### **Overseas Consolidated Subsidiaries**

The Bank's investments in overseas consolidated subsidiaries amounted to NIS 4,052 million on 30 June 2011, compared with NIS 3,986 million on 31 December 2010.

In the first half of 2011, the contribution of overseas consolidated subsidiaries to the net operating profit of the Group, after offsetting translation adjustments, amounted to a profit of NIS 66 million, compared with a profit of NIS 56 million in the corresponding period in 2010, as detailed below:

	For the first half of	
	2011	2010
	NIS millions	6
Operating profit of the subsidiaries in shekels (the Group's		
share)	76	65
Exchange rate differentials in respect of the investment	(28)	(37)
Total	48	28
Exchange rate differentials in respect of the net cost of		
financing sources, after taxes	18	28
Total contribution of the subsidiaries (after offsetting net		
financing sources)	66	56

The following table sets out the contribution of the principal overseas consolidated companies to the net profit of the Group:

	Return on the Group's investment		Contribution profit <sup>(*)</sup>	Contribution to the Group's profit <sup>(*)</sup>		
	For the pe	riod ended 30.	June			
	2011	2010	2011	2010		
	%		NIS millio	ns	% change	
Leumi USA (BLC)	-	4.4	(8.6)	52.2	-	
Leumi UK	14.5	6.0	42.7	17.9	+	
Leumi Switzerland	7.5	2.2	25.1	6.3	+	
Leumi Luxembourg	19.3	6.7	10.4	3.4	+	
Leumi Re	21.8	9.5	8.0	4.4	+	
Leumi Romania	-	-	(10.6)	(28.4)	+	
Others	-	-	(2.0)	(0.5)	-	
Total overseas consolida	ted		, <u>, , , , , , , , , , , , , , , , </u>			
subsidiaries	3.2	2.6	65.0	55.3	17.5	

(\*) Translation adjustments in respect of the overseas investments were offset against translation adjustments in respect of the Bank's financing sources after the effect of taxes, in the amount of NIS 18 million (NIS 28 million in the corresponding period in 2010). The following are some of the sums that were offset:

Leumi USA	- NIS (57.7) million in 2011, compared with NIS 41.5 million in 2010.
Leumi UK	- NIS (2.4) million in 2011, compared with NIS (18.3) million in 2010.
Leumi Switzerland	- NIS 31.8 million in 2011, compared with NIS (7.8) million in 2010.
Leumi Romania	- NIS 9.3 million in 2011, compared with NIS (35.5) million in 2010.

The increase in the contribution to profit derives mainly from the effect of the appreciation of the rate of the shekel, compared to the dollar and a devaluation compared to most currencies. The effect of the exchange rate differentials was to decrease pre-tax profit by NIS 28 million during the first half of 2011, compared with a larger decrease in pre-tax profit by NIS 37 million in the corresponding period in 2010. Net financing income after tax recorded at the Bank, which offset part of these exchange rate differentials, totaled some NIS 18 million during the first half of 2011, compared with income of NIS 28 million in the corresponding period in 2010.

	For the six months ended 30 June				
	2011	2010	Change		
	In millions		%		
Leumi USA (BLC) - US\$	6.4	8.8	(27.3)		
Of which: BL USA - US\$	9.7	9.5	2.5		
Leumi UK - £	8.0	4.8	66.7		
Leumi Switzerland - CHF	3.3	4.2	(21.4)		
Leumi Luxembourg - €	1.8	1.7	5.9		
Leumi Re - US\$	2.3	1.1	+		
Leumi Romania –Ron	(11.7)	(8.0)	-		
Total translated to the dollar	23.7	20.8	13.9		

The following table sets out details of the ne	t profit (loss) of the overseas subsidiaries as
reported by them:	

\* 1 Ron = NIS 1.1672.

The nominal profit of the overseas consolidated subsidiaries as reported by them totaled US\$ 23.7 million in the first half of 2011, compared with US\$ 20.8 million in the corresponding period in 2010, an increase of 13.9%.

For information regarding legal actions and other matters connected to consolidated companies, see note 6 to the Financial Statements.

# Non-Banking Activities of Companies Included on Equity Basis

Total investments of the Group in companies included on equity basis amounted to NIS 2,159 million on 30 June 2011, compared with NIS 1,924 million on 31 December 2010.

During the first half of 2011, the contribution to net profit was a profit of NIS 30 million, compared with a profit of NIS 202 million in the corresponding period in 2010. The decrease in profit stems from the fall in the profits of the Israel Corporation and from the sale of shares of Paz Oil Company Ltd. in June 2010.

# **Exposure to Risk and Methods of Risk Management**

This section is set out in more detail in the 2010 Financial Statements (pages 189-236), and so it should be read in conjunction with the above Annual Report.

#### 1. General

In recent months, particularly in July–August, there has been an increase in the risk environment in view of the debt crisis in certain countries in Europe, a downgrading of the rating of the United States, social unrest in Israel and the geopolitical situation in the region. All of these have contributed to an increase in volatility on financial markets around the world and in Israel, and assessments that world growth rates will moderate.

Leumi Group is ready to withstand scenarios of varying severity, from the aspect of liquidity and capital. In recent time, management has taken steps to reduce some of its exposure. In addition, estimates regarding the impact on the Bank and the Group that scenarios of varying degrees of seriousness could have been updated, with the aim of ensuring that these comply with the limitations on the risk appetite determined by the Board of Directors.

The management of the Bank regularly holds regular discussions on the exposures likely to arise from the state of the markets and closely monitors customers sensitive to the capital market, as well as the geopolitical situation. The Bank management's current assessment is that there is no credit exposure creating a material risk for the Bank.

#### Appointment of "Chief Risk Manager" and formulation of risk management function

Following the publication of the final and binding version of the circular of the Supervisor of Banks, the Bank has appointed a Chief Risk Manager, and at the end of 2010 forwarded to the Supervisor of Banks the structure of the risk management function that has been formulated and the activities and authorities under her responsibility. For details, see Chapter on "Exposure to Risk and Ways of Dealing with Them" in the 2010 Annual Report on page 189.

During the second quarter, responsibility for the Group risk management in credit, market and operating risks was transferred to the Chief Risk Manager. The Risk Management Committees began to operate in their new format with the Chief Risk Manager at its head.

#### **Risk appetite of the Bank**

Risk appetite reflects the level of exposure to risk that the Group is prepared to bear in order to achieve its business aims and the return to its shareholders. The risk appetite defined by the Leumi Board of Directors includes qualitative declarations guiding the Group's activities and strategy and quantitative definitions for some dimensions: the return on capital to which the Bank aspires in the long term, the capital ratios that the Bank will hold at ordinary business times and on the materialization of an extreme scenario, losses that the Bank is willing to absorb in scenarios of various levels of seriousness, and other financial ratios – including liquidity ratio, financial leverage, etc. Risk appetite is approved by the management and the Board of Directors once a year and it reflects the conservative approach of Leumi Group and its aim to be a group with stable, but high profits in the banking system over the long term.

In connection with changes in the macroeconomic environment in July-August 2011, see below on pages 12 to 19.

#### 2. Market and Liquidity Risks

#### Strategy for Management of Market and Liquidity Risks

The business results, the fair value of assets and liabilities, capital, cash flows and the value of the Bank are exposed to market risks arising from volatility in interest rates, exchange rates, the CPI, the prices of securities in Israel and abroad and other economic indices.

The policy for managing market risks is intended, on the one hand, to support the achievement of business goals by assessing the risks and damage that can result from exposure to risks and their limitation, in comparison with the forecast profit from them, and, on the other hand, to reduce the level of risk deriving from the Bank's ongoing activity, after taking into account the volume of activity, limitations and costs of hedging activity, changes occurring in the business environment in Israel and throughout the world, directives and requirements of the Bank of Israel, and developments occurring worldwide with regard to measurements and methods of managing risks and adapting them to the needs of the Group and the Bank.

The Bank's management of its exposure to market risks is on a dynamic basis.

The market risk management policy prescribes limits on financial exposure. These limits are intended to reduce the damage that may result from unexpected changes in the markets. The system of limits demarcates the impact of exposure on the economic present value, the accounting profit and the liquidity position to unexpected changes in the various risk factors, such as interest rates, the CPI, exchange rates, etc.

Market risks management at Group level is carried out at the overall level of both the banking portfolio and the trading portfolio. However, the Bank has specific limits for the trading portfolios and for each of the subsidiary companies.

Limits at Board of Directors level have been adjusted to the Bank's risk appetite in the light of targets for 2011. With the aim of managing in an efficient manner the capital and buffers against market risks required under Basel II. Limits set at the Group level include all the subsidiary companies in Israel and overseas. Overseas subsidiaries determine market risk management policy in coordination with the Bank in Israel, whereas the frameworks for exposure to market risks are fixed on a uniform basis set by the Bank and approved by the Bank's Market Risk Officer.

The Bank implements Proper Conduct of Banking Business Directive No. 339 of the Supervisor of Banks, on the matter of the Group's market risk management. The directive stipulates basic principles for the manner of managing and controlling risks, including the responsibility of the Management and the Board of Directors, the definition of the means of control and the tools for measuring risk and supervision of these risks.

Information on the exposure position is received from the subsidiary companies once a month or on request, and is taken into account in the overall management of the Group's exposures.

	30 June 2011	30 June 2010	31 December 2010
	NIS millions		
Capital requirement in respect of:			
Interest risks	561	533	742
Share price risk	50	24	20
Exchange rate risk	101	84	97
Options	79	53	100
Total capital requirement in respect			
of market risks	791	694	959

The following table sets forth the capital requirements in respect of Tier 1 market risks only \* (Table 10 - Basel II):

\* According to the standard approach in addition capital cushions in respect of the second pillar are calculated.

#### 3. Principal Market Risks:

#### **3.1 Basis Exposure**

In accordance with accounting principles, capital is defined as an unlinked shekel source, such that an investment of the capital in a sector other than the unlinked shekel sector is defined as a basis exposure. Exposure to the basic risks is measured as a percentage of the Group's exposed capital.

The exposed capital, at the Bank level, includes capital and certain reserves, less fixed assets and investments in investee companies, excluding the investments in subsidiaries abroad, which are financed from foreign currency sources and are therefore not deducted from capital. At the Group level, the exposed capital includes capital and certain reserves, less fixed assets and investments in companies included on the equity basis.

The exposure to basis risk is reflected in the loss that may occur due to changes in the CPI and exchange rates, as a result of the difference between the value of the assets and the value of the liabilities, including the effect of futures transactions, in each of the linkage sectors.

The Bank's policy is to maintain close control over risks deriving from basis exposure, remaining within the limits set by the Board of Directors, and to establish the extent of exposure in each linkage sector on a regular and current basis, in accordance with economic forecasts of developments in the capital and money markets, as well as changes in prices, inflation and anticipated relative prices in the various sectors.

Exposure limits approved by the Board of Directors are determined in accordance with considerations of expected return and risk and allocated between the trading rooms, ALM, and the subsidiary companies. The ALM and trading rooms' positions are managed on a routine daily basis, having additional limits at the level of the risk, instrument and type of activity.

For the purposes of day-to-day management and reporting, certain changes have been made to take into account the Bank's economic approach to basis risks, which differs from the accounting approach.

The Bank uses an economic approach in managing basis exposure. Accordingly, there is no strict adherence to the accounting classification as presented in the note on assets and liabilities according to linkage basis, although adjustments are made taking into account the economic

reality. In its ongoing management of the exposure, the Bank takes into consideration the inconsistency that is sometimes created, with the object of limiting the impact on the reported accounting profit.

The exposure position in the basis, calculated pursuant to generally accepted accounting principles, is presented in note 5 to the Financial Statements.

The subsidiaries abroad and in Israel generally maintain a balance between the assets and liabilities in the various currencies, and their available capital is invested in the local currency. These subsidiaries manage basis exposures at low volumes, based on policies drawn from resolutions of their local boards of directors, and in coordination with the Bank in Israel.

The following table sets forth the actual exposure at Group level, compared with the limits stipulated by the Board of Directors. The data is presented in terms of percentages of the exposed capital:

	Approved limits	Actual exposure (%)			
	maximum surplus	30 June	30 June	31December	
	(or deficit)	2011	2010	2010	
Unlinked	45% - (45%)	3.7	3.4	(8.6)	
CPI-linked	30% - (30%)	(3.8)	(3.4)	8.2	
Foreign currency*	15% - (15%)	0.1	-	0.4	

\* In addition, the Bank and the subsidiaries have limits on the maximum exposure in each currency.

During the first half of 2011, the CPI-linked surplus was about 6.9% of the exposed capital. This rate fluctuated during the period between 16.7% and (3.9)%. A relatively low volume of capital was channeled to the foreign currency and foreign-currency-linked sector, and therefore the effect of the change in exchange rates did not materially affect pre-tax profit.

Changes in the exchange rate affect the effective tax rate, since the exchange rate differences in respect of the overseas investments are not taken into account in the income basis for calculating the tax provision, unlike exchange rate differences in respect of financing sources, thereby leading to a lack of symmetry in respect of exchange rate differences. Subject to the rates of change in the exchange rates of the various currencies relative to the shekel, and taking into account the volume of the overseas investments, this may have a material effect on the tax provision. The tax exposure in respect of the overseas investments is hedged by the Bank.

At the beginning of 2011, forward transactions were executed against the expected net income in foreign currency to protect against changes in the exchange rates of the various currencies.

During the first half of 2011, the Group complied with all the basis exposure limits approved by the Board of Directors.

The following table shows the sensitivity to changes in the exchange rates of the major currencies as at 30 June 2011. The measurement relates to the effect of such changes on the capital of the Bank and includes activity in balance sheet and off-balance sheet instruments:

	US\$	€	£	CHF	Yen
	NIS millions				
Increase of 5% in exchange rate	(6)	12	14	11	12
Increase of 10% in exchange rate	(22)	21	25	14	(5)
Decrease of 5% in exchange rate	-	(26)	(9)	(13)	(19)
Decrease of 10% in exchange rate	(4)	(38)	(17)	(19)	(34)

#### **3.2 Interest Exposure**

The exposure to risk from changes in interest arises from the gap between interest payment dates and interest adjustment dates of assets and liabilities, whichever is earlier, in each of the sectors. In order to manage interest risk, the gaps between the assets and liabilities in future periods are examined, and the average durations of the assets, liabilities and capital in each sector are compared. In addition, a measurement is made in each sector of the exposure to changes in interest relating to the potential erosion of the economic value<sup>1</sup> and of the annual accounting profit as a result of a shift in the yield curves in each of the sectors.

As at 30 June 2011, the economic value exposure in the CPI-linked sector was to a fall in interest rates. The majority of the assets and liabilities in this sector have fixed medium and long-term interest rates. The exposure derives mainly from subordinated notes (used as Tier II capital at Group level) issued for long terms.

In the unlinked shekel sector, the economic value exposure was to a rise in interest rates. In this sector, most of the assets and liabilities are short term or at floating rates of interest. Medium and long-term exposures derive from the securities portfolio and from the off-balance sheet derivatives portfolio.

In the foreign currency sector, the exposure is lower, as most of the activity is at floating interest rates.

The exposure to an unexpected change of 1% in the interest rate for all periods is measured in each of the sectors individually and in all the sectors together.

- The potential erosion of the economic value the difference between the present value of the assets and liabilities. In calculating the present value, the shekel cash flows are deducted from government bond yields and foreign currency cash flows from the Libor.
- The potential erosion of the annual accounting profit from a change in the value of transactions assessed at market prices (derivative instruments and trading portfolios), resulting from change in interest rates, as well as balance sheet items (loans and deposits) repayable during the year and rolled over at new interest rates.

<sup>&</sup>lt;sup>1</sup> The economic value of the capital is defined as the difference between the current value of the assets and the liabilities. In calculating the present value, the shekel cash flows are deducted from government bond yields and foreign currency cash flows from the Libor.

Interest risk is measured and managed in practice on the basis of various behavioral assumptions as to repayment dates of assets and liabilities. The principal assumptions are as follows:

- In the index-linked sector, an estimate regarding early redemption and withdrawals at exit points in savings plans is taken into account. The estimate is derived from previous customer behavior.
- According to previously accumulated experience, there is a long-standing stable credit balance in non-interest bearing current accounts. Accordingly, for the purposes of measuring and managing interest exposure, the Bank's policy is to regard part of the non-interest bearing current account balances as a long-term liability. Periodically, the movement in non-interest bearing current account balances is examined in order to decide how it should be spread.
- Leumi Mortgage Bank The management of exposures takes into account assumptions regarding early repayments of loans. Assumptions regarding CPI-linked loans at fixed rates of interest rely on a statistical model for predicting early repayments. This statistical model is checked on a regular basis. At the same time, Leumi Mortgage Bank applied the development of an overall repayment model for all linkage sectors in the Bank. The development of the model is expected to finish at the end of 2011 and it will be integrated into Leumi Mortgage Bank's systems during 2012.

#### 3.2.1 Interest exposure and compliance with limitations

The following table presents the exposure to interest changes at the Group level, calculated according to accounting principles. In the first half of 2011, the Group was in compliance with all the risk exposure limits set by the Board of Directors. For further details regarding risk exposure, see Exhibit B in the Management Review.

	30 June 2011			31 December 2010		
	Unlink ed	CPI- linked	In or linked to foreign currency	Unlinked	CPI- linked	In or linked to foreign currency
Average duration (in						
years):						
Assets <sup>(1)</sup>	0.82	3.16	0.56	0.76	3.14	0.75
Liabilities <sup>(1)</sup>	0.77	3.22	0.54	0.68	3.56	0.68
Gap in duration (in						
years)	0.05	(0.06)	0.02	0.08	(0.42)	0.07
Difference in internal						
rate of return (%)	0.62	0.49	1.50	0.60	0.60	1.71

(1) Including forward transactions and options and based on fair value figures of financial instruments.

In calculating the average duration of liabilities in the CPI-linked sector, an estimate of early repayments and withdrawals at exit points of savings plans is taken into account, on the basis of a model which estimates the anticipated early repayments based on the behavior of savers. The average duration of liabilities, according to the original cash flow of the savings schemes is longer, reaching 3.23 years, with a gap in the internal rate of return (IRR) of 0.64%.

The data presented above take into account early repayments of CPI-linked mortgages according to a statistical model that estimates expected repayments on the basis of the borrowers' past behavior. The average duration of assets at the end of the reported period, according to the original cash flow, without taking into account early repayments, is longer, reaching 3.54 years, and an IRR gap of about 0.64%.

Current account balances are presented in Exhibit B to the Management Review, pursuant to directives of the Bank of Israel, as demand deposits for up to one month. However, for the purposes of interest exposure, a certain percentage of the current account balances in shekels and in foreign currency is spread over a repayment period of up to ten years, in accordance with a behavioral model whose basic assumptions are regularly updated. Taking into account the above assumptions, the average duration of liabilities is longer, reaching 0.83 years in unlinked shekels and 0.58 years in foreign currency, with an IRR gap of 2.11% and 2.06% respectively.

Interest risk is managed on the basis of various behavioral assumptions regarding the original payment dates of the assets and liabilities. With the aim of limiting interest risks, the Board of Directors of the Bank and the boards of directors of the Israel and overseas subsidiaries have approved limits on the maximum potential erosion of the economic value and the accounting profit as a result of a corresponding change of 1% in the interest curves.

# The following table presents a summary of the exposures to unforeseen changes in interest rates at the Group level (before tax, in NIS millions)\*:

	Potential erosion of economic worth		Potential erosion of annual profit**	
Effect of a corresponding change of 1% in the interest curve:	30 June 2011	31 December 2010	30 June 2011	31 December 2010
Actual	770	665	247	114
Limit	1,100	1,100	500	500

\* In a direction that adversely affects to the Bank.

\*\* The maximum erosion of the annual profit.

During the first half of 2011, the potential erosion in the economic value ranged from NIS 817 million to NIS 727 million, and that of the annual profit from NIS 247 million to NIS 97 million.

During the first half of 2011, the Group complied with all interest exposure limits prescribed by the Board of Directors.

In addition, monitoring and reporting is carried out regarding the potential interest exposure arising from the Bank's liabilities for pension and severance pay payments to active employees who have yet to retire.

The following table illustrates the impact of potential changes in interest rates on the fair value of the financial instruments of the Bank and its consolidated companies, excluding non-financial items:

	Israeli curi	rency	Foreign currency, including Israeli currency linked to foreign currency				
	Unlinked	CPI-linked	Dollar	Euro	Others		
Financial assets	170,367	61,493	51,517	16,961	13,054		
Amounts receivable in respect of derivative financial and off-							
balance sheet instruments	194,272	4,177	245,737	47,294	59,255		
Financial liabilities	143,018	51,181	72,124	19,334	9,674		
Amounts payable in respect of derivative financial and off-							
balance sheet instruments	203,543	12,292	228,658	44,798	63,281		
Net fair value of financial instruments	18,078	2,197	(3,528)	123	(646)		

# The net fair value of financial instruments, before the effect of changes in interest, as at 30 June 2011, in NIS millions:

The net fair value of financial instruments after the effect of changes in interest rates, as at 30 June 2011, in NIS millions: (Table 14 - Basel II):

	Israeli cur	rency	Foreign currency, including Israeli currency linked to foreign currency				
Change in interest rates	Unlinked CPI-linked Dollar Euro						
Immediate corresponding							
increase of 1%	17,692	2,567	(3,516)	129	(663)		
Immediate corresponding							
increase of 0.1%	18,039	2,234	(3,527)	124	(648)		
Immediate corresponding							
decrease of 1%	18,493	1,785	(3,518)	113	(628)		

#### 4. Value at Risk (VaR)

The Bank manages the exposure to market risks by various means, as mentioned above, as well as by means of a statistical model – the VaR model. According to Bank of Israel directives, the risk measured by the VaR relates to the potential loss from holding all the balance-sheet and off-balance-sheet positions exposed to market risks, including the positions in the trading portfolios.

The VaR measures the expected potential loss resulting from possible changes in market prices. In practice, it measures the expected decrease in the present value of the assets less the liabilities in the given mix in the portfolio's structure, at a given confidence level, over a given future period, according to a given statistical distribution. The VaR is calculated monthly at Group level, and more frequently at the Bank level and for the shekel trading portfolio.

The VaR and the limits in VaR terms are calculated according to the parametric model, with a 99% confidence level, and for a position-holding period of two weeks. The VaR model has a number of weaknesses. The model assumes that the statistical structure of the changes in prices (or interest rates) that is foreseen in the capital market gives an indication of the future behavior of these prices (or interest rates). The parametric VaR model we use also assumes a multivariate normal distribution of the changes in the risk factors. This measurement, by

definition, ignores losses that are may be incurred over and above the given significance level (the distribution tail). Examination of stress scenarios provides the lacking perspective.

In order to test the validity of the VaR model, the Bank performs daily back-testing, by comparing the actual change in the economic value of the Bank with the estimated change as derived from the VaR model. The tests performed thus far confirm the validity of the model. As stated above, the Bank's VaR is calculated every two weeks with a probability of 99%. After the two-week period, the back-testing process examines the theoretical change in the Bank's value, assuming that the positions do not change and that the only changes are those in the market prices.

During 2011, various adjustments have been made to the method of calculating and back testing in accordance with the Basel II standard.

	VaR at eco	nomic value		VaR in mark-to-market portfolios				
	30 June 2011	30 June 2010 *	31 December 2010	30 June 2011	30 June 2010 *	31 December 2010		
Actual	130	222	183	48	87	43		
The limit	500	600	600	400	400	400		

#### The following table presents the estimated VaR at Group level in NIS millions:

\* According to the previous calculation method.

During the first half of 2011, the VaR of the economic value ranged from NIS 183 million to NIS 130 million.

During the first half of 2011, the Group was in compliance with all the VaR limits set by the Board of Directors.

#### 5. Liquidity Risk

Liquidity is defined as the corporation's ability to finance increases in assets and to comply with its payment liabilities. The ability to withstand liquidity risk involves the uncertainty relating to the possibility of raising sources and/or realizing assets unexpectedly within a short period, without incurring a material loss.

In accordance with Bank of Israel directives, the Bank implements an overall liquidity risk management policy in Israeli currency and in foreign currency. The purpose of this policy is to support the achievement of business goals, while evaluating and limiting losses that may arise from exposure to liquidity risks. The principles of the Bank's liquidity management policies have been adopted by the subsidiaries abroad and companies in Israel.

Responsibility for managing liquidity risk in units overseas devolves on the units themselves, together with advice, coordination and professional support of the ALM Department in Israel. For every overseas unit of the Bank, the liquidity management policy is approved by the local board of directors. The risk management policy of overseas units is determined in accordance with Group policy and subject to directives of local regulations in every unit. In this framework, limits are set, and compliance with limits is examined in the framework of the market and liquidity risk management committees, both at the units and at the companies in Israel.

The Bank maintains day-to-day monitoring of the liquidity position and liquidity risk indices. Liquidity risk is measured and managed through an internal model, Liquidity at Risk (LAR), whose purpose is to evaluate and monitor the liquid means at the Bank's disposal, under various scenarios, which are examined and updated in line with various market developments. These scenarios include a normal business scenario and stress scenarios affecting the Bank and the entire banking system.

The liquidity position is examined in each of the scenarios by means of two quantitative indices: the liquidity gap and the liquidity ratio. The principles at the basis of the model propose that insofar as there are more liquid assets (such as cash, deposits at the Bank of Israel, a realizable bond portfolio and credit, the repayment of which is expected) than there are liabilities that are expected to be realized pursuant to the model, thus the Bank secures its ability to meet all its liquidity needs.

The rate of change in the balance of deposits and credit for all payment periods, under different scenarios, is established according to different parameters depending on the level of the scenario's severity. The behavioral functions are defined on the basis of the judgment of the business functions, exercised with the assistance of historical data; these take into consideration parameters such as the size and substance of the deposit according to which the expected cash flows are calculated.

It should be noted that the stress scenarios are more severe than anything that the Bank has experienced in the past and the assumptions of these scenarios are therefore necessarily based more on the judgment of the senior professional functions at the Bank than on any historical data.

Leumi has prepared a contingency plan as part of its preparations for an extreme scenario, which includes the strategy for managing a liquidity crisis, including the appointment of a management team to be responsible for dealing with the crisis and defining the procedures and steps required for contending therewith.

# In addition to the model described above, Leumi operates an additional measurement system for early warning of exceptional and unexpected developments in liquidity risk, as follows:

- As part of the ongoing management of liquidity in Israeli currency and foreign currency, forecasts are made of the daily liquidity situation, using the Bank's existing information systems. At the end of each business day, the gap between the forecast liquidity and the actual liquidity is measured. The spread of the gap is used for updating the model and for improving the quality of the forecasting of the liquidity situation.
- In the foreign currency sector, the rate of long-term assets being financed by short-term liabilities, the "long-short" ratio, is also monitored. This limit is adjusted from time to time according to the circumstances in the market.
- In the Israeli currency and foreign currency sectors, trends in the liquidity position are examined (daily, monthly, etc.) over a protracted period, in order to monitor the developments in deposits of the public, in credit to the public and liquidity in general, as well as measuring the interest gap risk.

#### 5.1. Liquidity Status and Compliance with Limits

As required by the Bank of Israel's Directive No. 342, the Board of Directors has approved the policy for managing liquidity risks and prescribed limits, as follows: the liquidity ratio must be higher than 1 and the liquidity gap must be higher than zero in each of the scenarios during the planned periods of one day, one week and one month.

The following table shows the liquidity gap and liquidity ratio in Israeli currency and foreign currency, in each of the four types of defined scenarios, for a repayment period of one month, as at 30 June 2011 (without movement between sectors\*):

	Israeli currency	for one month	Foreign currency for one month			
	Gap	Ratio	Gap	Ratio		
Scenario/period	NIS billions					
Regular	38.2	12.2	15.2	3.5		
Statistical	32.4	4.5	11.4	2.2		
Stress at Leumi	18.6	1.5	16.7	1.8		
Systemic stress	22.2	1.8	21.2	2.5		

\* Leumi assumes that in stress situations the foreign currency sector, if it has a liquidity surplus, can assist the Israel currency sector and *vice versa*.

The above measurement relates solely to the Bank, and includes a line for support to Leumi Romania amounting to US\$ 50 million, and to Leumi U.K. amounting to  $\pounds$  120 million and Leumi Mortgage Bank amounting to NIS 300 million.

During the first half of 2011, the Group was in compliance with all limits prescribed by the Board of Directors.

#### 5.2 Draft Bank of Israel amendment to Regulation 342 "Management of Liquidity Risks"

In May 2011, the Bank of Israel published a draft amendment to Regulation 342 regarding the management of liquidity risks. The draft represents a milestone in the adoption of the international regulatory directives regarding liquidity, which have been developed in light of the crisis in 2008 and 2009. The purpose in revising the regulation is to begin gradually to adopt the Basel III directives for managing liquidity risks, particularly, the definition of minimum ratios between liquid assets and liabilities which, it is estimated will materialize within a specified time interval. In particular, this involves the definition of a minimum liquidity ratio for a period of a month (a liquidity coverage ratio - LCR) and the definition of stable funding ratio for a period of a year (a net stable funding ratio - NSFR).

The Bank is examining the implications of this draft regulation and the type of preparations required for its implementation.

#### 6. Credit Risk

For details regarding the exposure to and management of credit risks, see pages 193-208 of the Annual Report for 2010.

Once a year, the Bank's credit policy statement is updated and approved by the Board of Directors. This document serves as a policy guideline for the Bank's operations in Israel, with the exception of certain areas where there is a Group policy. The Bank's credit policy represents a central pillar in the management of credit and is built on the risk appetite of Leumi Group in the field of credit.

The main principles of the credit policy statement are brought to the attention of the subsidiaries in Israel and abroad. The document serves as a guideline for the credit policy to be adopted by them. Each of the subsidiary companies defines an independent credit policy which is approved by its authorized bodies and brought to the attention of its management.

During the second quarter, the Group credit policy for commercial credit was approved for the first time, outlining commercial credit policy for Bank Leumi in Israel and the overseas units of the Bank in the US, UK, and Romania. The statement is a "master" statement and will serve as a framework for the Bank and its overseas units.

The Bank's credit policy is based on the spreading and supervised management of risks. This is effected through the diversification of the Bank's credit portfolio among the various sectors of the economy and among a large number of borrowers. In its capacity as a central player in the providing finance to the Israeli economy, the Bank implements a strategy of involvement in the principal activity sectors of the economy and provides credit to the various types of manufacturing and trading sectors, to the diverse public sector, to private borrowers and to households.

Managing the loan portfolio in the Bank requires, *inter alia*, having a quantitative assessment of the risk level of the borrowers. To achieve this aim, models are built in the Bank with automated systems to support the process of examining a borrower's risk level, the expectancy of a loss and the return required for these risks.

The Bank is in the process of setting up an advance system for managing the loan portfolio with the aim of upgrading its abilities to control the various risks, particularly various concentration risks, to maintain limits over the risk factors in the area of credit, to direct activities with the objective of improving the ratio of return on risk and to facilitate better pricing of credit risks.

In the context of the Bank's credit policy in Israel, principles and rules have been prescribed in accordance with which the Bank's credit portfolio is to be granted, managed and supervised, with the object of improving the quality of the portfolio and reducing the risk inherent in its management. These principles and rules relate both to the individual customer and groups of borrowers and to the sectors of the economy and to operating segments.

The Bank's Board of Directors approves the Bank's credit policy and voluntary limits, including the restrictions to the sectors of the economy.

As explained in the Annual Report for 2010, as part of the changes in the risk management structure at Leumi, and the setting up of the Risk Management Division, a Chief Credit Risk Officer was appointed, who reports to the Chief Risk Officer of the Group. The Risk

Management Division will lead risk management at the portfolio level and, as part of this, the evaluation of the risk profile of the overall credit portfolio and by sub-risk in a forward-looking manner, formulating risk policy, developing and upgrading models for managing and pricing credit risks, and evaluating the risk in the work plan of the business divisions. The business divisions will continue to lead risk management and control at the individual transaction and specific project level, by virtue of their proximity to the customer and in the field, and in partnership with the Risk Management Division in real time, mainly in the larger transactions and projects at Bank level.

#### Allowance for credit losses and classification of problem debts

Among the measures employed by the Bank to manage credit risks is a methodology to locate and identify problem debts that it implements in all lines of business. This methodology includes a structured quarterly work process, pursuant to which a thorough scan is made of the credit portfolio, utilizing several criteria that provide an early warning of the transition of a debt to a problem one. The scanning process ends in summarizing a dynamic list of particularly sensitive customers, which constitutes the basis for locating the Bank's problem debts.

In the Corporate Division, which handles the Bank's largest customers, as well as in the Commercial Banking Division, which handles middle market business companies, there are also quarterly credit control processes, in which an examination is made of borrowers whose risk rating is better than that which would normally require inclusion in the customer population defined as particularly sensitive, as noted above. Every quarter, a discussion is held in the committee for doubtful debts of the Bank, chaired by the President and CEO, with regard to the quarterly provisions required and the recommendations for the classification of debts as problem. Furthermore, discussions are also held in the committee of the Board of Directors for examining the financial statements, where allowances for credit losses and the classification of problem debts are examined.

The control process and discussions regarding allowances and the classification of problem debts held in the Financial Statements Review Committee of the Board of Directors, ends with the taking of final decisions on classification or the making of a provision, and with reporting thereon to the automated systems and accounting division.

As specified in the Annual Report for 2010, as of 1 January 2011, the Bank operates according to the directive regarding "Measurement and Disclosure of Impaired Debts, Credit Risk and Allowance for Credit Losses". The directive brings the reporting principles applicable to banking corporations in Israel on this topic into line with those applicable to banks in the US and is based, *inter alia*, on generally accepted accounting principles in the US and directives of the US Securities and Exchange Commission relating to banks.

#### Emphases on credit risk management

In light of the uncertainty in regard to the expected developments in the real estate sector, and in light of the extent of financing provided for this sector in the Bank's credit portfolio, a cautious approach and constant monitoring are applied in regard to the exposure to this sector.

The Bank operates a constant policy of identifying sensitive borrowers and sectors of the population, maintaining a close and regular supervision over the effects of the erosion and exposures on the relevant borrowers.

The Bank regularly conducts an examination and update of risk ratings to ensure they reflect the borrowers' present state, with particular emphasis on the customers that are exposed to certain sectors of the economy, both locally and overseas, as well as having connections to geographic areas that are particularly affected. In addition, the Bank continues to be active in locating and correcting shortcomings in credit documentation and collateral.

For the purpose of managing the Bank's credit portfolio as a whole, in the **risk management division, there exists a Credit Portfolio Management Unit** with the aim of creating transparency in the structure of the credit portfolio in accordance with its risk levels and factors, setting internal limits for the credit portfolio in different segments (such as limits on economic sectors), and examining the impact of new large transactions on the structure of the credit portfolio.

The unit is engaged in the producing of tools for evaluating the performance of the Bank's credit portfolio in terms of yield vs. risk, formulating recommendations for the preferable structure of the credit portfolio, and recommending the execution of transactions/measures with the aim of improving the portfolio's structure and risks. All this is in order to facilitate proactive management of the portfolio that will lead to improving the order of priorities with regard to the allocation of capital.

The following sets out certain data relating to credit exposures and risks:

#### 1. Exposure and Management of Credit Risks in Credit to the Public

	30 June	30 June 2010	31 Decembe	er 30 June	30 June 2010	31 December		
	2011		2010	2011		2010		
Type of credit								
exposure	Gross credi	t risk exposure		Average gr	oss credit risk	exposure		
	NIS million	l		NIS million	1			
Credit	276,458	258,344	252,759	268,079	249,537	252,255		
Debentures	30,071	39,550	45,448	37,703	42,352	42,935		
Others	14,317	12,400	12,868	13,531	12,803	12,966		
Guarantees and								
liabilities on account								
of customers	113,388	108,678	107,258	110,130	98,877	104,158		
Transactions in								
derivative financial								
instruments	13,888	13,168	13,852	13,948	10,408	12,194		
Total	448,122	432,140	432,185	443,391	413,977	424,508		

#### Credit risk exposure by principal types of credit exposure (Table 4(b) – Basel II):

### Credit risk in accordance with the standardized approach (Table 5 – Basel II)\*:

The tables below set forth details of gross credit exposure according to risk weighting, the exposure being distributed by the counterparty, before and after deduction of credit risk in respect of recognized collateral.

	30 June 20	11								
	0%	20%	35%	50%	75%	100%	150%	350%	Deduction from equity	Gross credit exposure (1)
	NIS millio									10
Sovereign debts	46,252	2,940	-	292	-	41	-	-	-	49,525
Debts of public-sector entities	-	3,066	-	3,228	-	-	7	-	-	6,301
Debts of banking corporations	_	21,924	-	3,681	-	503	5	-	-	26,113
Debts of corporations	-	611	-	4,086	-	190,822	4,337	-	-	199,856
Debts collateralized by commercial real estate	-	-	-	-	-	18,987	711	-	-	19,698
Retail exposures to individuals	-	-	-	-	52,508	156	125	-	-	52,789
Loans to small businesses	-	-	-	-	17,189	313	86	-	-	17,588
Housing mortgages	-	-	39,118	-	17,784	3,691	175	-	-	60,768
Securitization	-	886	-	143	-	84	-	-	54	1,167
Other assets	2,189	-	-	-	-	11,742	386	-	-	14,317
Total	48,441	29,427	39,118	11,430	87,481	226,339	5,832	-	54	448,122

### Amount of exposure before expenses in respect of credit losses and before deduction of credit risk\*\*

	30 June 2	011								
	0% NIS millio	20%	35%	50%	75%	100%	150%	350%	Deduction from equity	Gross credit exposure (1)
Sovereign debts	46,252	2,941	_	292	-	41	-	-	-	49,526
Debts of public-sector entities	-	3,065	-	3,227	-	-	7	_	-	6,299
Debts of banking corporations	_	21,925	_	3,681	_	502	5	_	_	26,113
Debts of corporations	-	611	-	4,086	-	188,264	4,236	-	-	197,197
Debts collateralized by commercial real estate	-	-	-	-	-	18,780	673	-		19,453
Retail exposures to individuals	-	-	-	-	52,120	95	122	-	-	52,337
Loans to small businesses	_	_	_		17,023	130	84		-	17,237
Housing mortgages	-	-	39,035	-	17,734	3,274	164	-	-	60,207
Securitization	-	886	-	143	-	84	-	-	54	1,167
Other assets	2,189	-	-	-	-	11,742	386	-	-	14,317
Total	48,441	29,428	39,035	11,429	86,877	222,912	5,677	-	54	443,853

Amount of exposure after expenses in respect of credit losses and before deduction of credit risk\*\*

	30 June 2	011								
-	0%	20%	35%	50%	75%	100%	150%	f	Deduction From equity	Gross credit exposure (1)
-	NIS millio	ns								
Sovereign debts	48,259	3,009	-	292	_	41	-	-	-	51,601
Debts of public-sector entities	-	1,058		3,225		_	7	_		4,290
Debts of banking corporations		22,066	_	3,853		452	5	_	_	26,376
Debts of corporations	-	611	-	4,076	-	177,626	4,130	-	-	186,443
Debts collateralized by commercial real estate						18,057	673	_	_	18,730
Retail exposures to individuals	-	-	-	-	49,703	94	119	_	-	49,916
Loans to small businesses	-	-	-	-	15,109	128	83	-	-	15,320
Housing mortgages	-	-	39,032	-	17,632	3,262	164	-	-	60,090
Securitization	-	886	-	143	-	84	-	-	54	1,167
Other assets	2,189	-	-	-	-	11,742	386	-	-	14,317
Total	50,448	27,630	39,032	11,589	82,444	211,486	5,567	-	54	428,250

Amount of exposure after expenses in respect of credit losses and after deduction of credit risk\*\*

(1) Before converting to credit of off-balance sheet components, as required in the Basel II Directives (e.g. weighting of unutilized facilities).

\* For details, see Tables 4(b) and 4(d) below.

\*\* The deduction of credit risk expresses the final classification of the risk weighting between the various rates.

	30 June 2	010								
	0% NIS millio	20%	35%	50%	75%	100%	150%	350%	Deduction from equity	Gross credit exposure (1)
Sovereign debts	49,862	3,088	-	107	-	614	-	-	-	53,671
Debts of public-sector entities	-	5,338	-	3,397	-	6	7	-	-	8,748
Debts of banking corporations	-	15,024	-	18,141	-	445	31	-	-	33,641
Debts of corporations	-	113	-	2,525	-	173,182	6,086	-	-	181,906
Debts collateralized by commercial real estate	_	_	_	_	_	17,762	1,422			19,184
Retail exposures to individuals	-	-	-	-	49,855	57	1,120	-	-	51,032
Loans to small businesses	_	_	-	_	15,824	225	816	_	-	16,865
Housing mortgages	-	-	36,766	-	15,537	1,039	214	-	-	53,556
Securitization	-	655	-	233	-	161	-	51	37	1,137
Other assets	2,222	-	-	-	-	9,834	344	-	-	12,400
Total	52,084	24,218	36,766	24,043	81,216	203,325	10,040	51	37	432,140

# Amount of exposure after expenses in respect of credit losses and before deduction of credit risk\*\*

# Amount of exposure after expenses in respect of expenses in respect of credit losses and after deduction of credit risk\*\*

	30 June 20	010								
									Deduction	Gross credit exposure
	0%	20%	35%	50%	75%	100%	150%	350%	from equity	r (1)
	NIS millio	ons								
Sovereign debts	53,029	3,088	-	107	-	614	-	-	-	56,838
Debts of public-sector entities	-	2,174	-	3,386	-	6	7	-	-	5,573
Debts of banking corporations	-	15,240	-	19,025	-	445	31	-	-	34,741
Debts of corporations	-	113	-	2,524	-	163,299	5,596	-	-	171,532
Debts collateralized by commercial real estate	-	-	-	-	-	16,733	1,413	-	-	18,146
Retail exposures to individuals	-	-	-	-	47,912	57	1,051	-	-	49,020
Loans to small businesses	-	-	-	-	14,385	222	724	-	-	15,331
Housing mortgages		-	36,763	-	15,464	1,025	213	-	-	53,465
Securitization	-	655	-	233	-	161	-	51	37	1,137
Other assets	2,222	-	-	-	-	9,834	344	-	-	12,400
Total	55,251	21,270	36,763	25,275	77,761	192,396	9,379	51	37	418,183

(1) Before conversion to credit of off-balance sheet components as required by the Basel II directives (e.g., the weighting of unutilized facilities).

\* See summary in Tables 4(b) and 4(d) below.

\*\* The adjustment of credit risk reflects the classification of the final weight of the risk between the various rates.

	31 Decembe	r 2010								
	0%	20%	35%	50%	75%	100%	150%	350%	Deduction from equity	Gross credit exposure (1)
	NIS millions									
Sovereign debts	47,976	2,805	-	231	-	184	-	-	-	51,196
Debts of public-sector entities	-	3,481	-	3,307	-	-	20	-	-	6,808
Debts of banking corporations	-	20,095	-	3,973	-	554	11	-	-	24,633
Debts of corporations	-	848	-	6,286	-	172,485	9,514	-	-	189,133
Debts collateralized by commercial real estate Retail exposures to	-	-	-	-	-	18,880	1,036	-	-	19,916
individuals	-	-	-	-	51,284	124	905	-	-	52,313
Loans to small businesses	-	-	-	-	15,466	115	664	-	-	16,245
Housing mortgages	-	-	38,257	-	17,749	1,920	210	-	-	58,136
Securitization	-	502	-	110	-	111	-	-	214	937
Other assets	2,098	-	-	-	-	10,402	368	-	-	12,868
Total	50,074	27,731	38,257	13,907	84,499	204,775	12,728	-	214	432,185

# Amount of exposure after expenses in respect of credit losses and before deduction of credit risk\*\*

# Amount of exposure after expenses in respect of credit losses and after deduction of credit risk\*\*

	31 December	2010								
	0%	20%	35%	50%	75%	100%	150%	350%	Deduction from equity	Gross credit exposure (1)
	NIS millions									
Sovereign debts	50,271	2,816	-	230	-	184	-	-	-	53,501
Debts of public-sector entities	-	1,215	-	3,299	-	-	20	-	-	4,534
Debts of banking corporations	-	20,284	-	4,087	-	554	11	-	-	24,936
Debts of corporations	-	848	-	6,286	-	161,954	9,058	-	-	178,146
Debts collateralized by commercial real estate	-	-	-	-	-	17,794	1,021	-	-	18,815
Retail exposures to individuals	-	-	-	-	48,617	124	832	-	-	49,573
Loans to small businesses	-	-	-	-	13,802	113	585	-	-	14,500
Housing mortgages	-	-	38,250	-	17,642	1,910	207	-	-	58,009
Securitization	-	502	-	110	-	111	-	-	214	937
Other assets	2,098	-	-	-	-	10,402	368	-	-	12,868
Total	52,369	25,665	38,250	14,012	80,061	193,146	12,102	-	214	415,819

Credit risk exposure by counterparty and by main types of credit exposure – (Table 4(d) – Basel II):

	30 June 20	11				
				Guarantees and other		
	Credit	Bonds	Others	obligations	derivatives	Total
	NIS million	IS				
Sovereign debts	32,933	14,601	-	1,906	85	49,525
Debts of public-sector entities	3,082	3,090	-	129	-	6,301
Debts of banking corporations	11,346	6,103	-	1,911	6,753	26,113
Debts of corporations	115,045	5,110	-	72,694	7,007	199,856
Debts collateralized by commercial real estate	18,509	-	-	1,189	-	19,698
Retail exposures to individuals	26,441	-	-	26,305	43	52,789
Loans to small businesses	13,660	-	-	3,928	-	17,588
Housing mortgages	55,442	-	-	5,326	-	60,768
Securitization	-	1,167	-	-	-	1,167
Other assets	-	-	14,317	-	-	14,317
Total credit risk	276,458	30,071	14,317	113,388	13,888	448,122

	30 June 201	0				
					Transactions in financial	
	Credit	Bonds	Others	obligations	derivatives	Total
	NIS millions	8				
Sovereign debts	31,248	20,939	-	1,484	-	53,671
Debts of public-sector entities	3,142	5,464	-	142	-	8,748
Debts of banking corporations	14,821	10,520	-	1,787	6,513	33,641
Debts of corporations	106,964	1,490	-	66,797	6,655	181,906
Debts collateralized by						
commercial real estate	17,394	-	-	1,790	-	19,184
Retail exposures to individuals	24,889	-	-	26,143	-	51,032
Loans to small businesses	13,023	-	-	3,842	-	16,865
Housing mortgages	46,863	-	-	6,693	-	53,556
Securitization	-	1,137	-	-	-	1,137
Other assets	-	-	12,400	-	-	12,400
Total credit risk	258,344	39,550	12,400	108,678	13,168	432,140

	31 Decemb	er 2010				
				Guarantees and other	Transactions in financial	
	Credit	Bonds	Others	obligations	derivatives	Total
	NIS million	18				
Sovereign debts	20,079	28,655	-	2,462	-	51,196
Debts of public-sector entities	3,175	3,507	-	126	-	6,808
Debts of banking corporations	8,719	6,725	-	1,687	7,502	24,633
Debts of corporations	111,842	5,624	-	65,364	6,303	189,133
Debts collateralized by						
commercial real estate	18,406	-	-	1,510	-	19,916
Retail exposures to individuals	26,631	-	-	25,635	47	52,313
Loans to small businesses	12,637	-	-	3,608	-	16,245
Housing mortgages	51,270	-	-	6,866	-	58,136
Securitization	-	937	-	-	-	937
Other assets	-	-	12,868	-	-	12,868
Total credit risk	252,759	45,448	12,868	107,258	13,852	432,185

# Distribution of portfolio by repayment period and by main types of credit exposure – (Table 4(e) – Basel II):

	30 June 2	011				
				Guarantees	Transactions	
				and other	in financial	
	Credit	Bonds	Others	obligations	derivatives	Total
	NIS million	IS				
Up to one year	148,648	6,550	2,563	69,038	5,762	232,561
From one to five years	58,536	12,602	649	29,858	1,836	103,481
More than five years	68,774	10,919	1,914	14,492	3,937	100,036
Non-monetary items	500	-	9,191	-	2,353	12,044
Total	276,458	30,071	14,317	113,388	13,888	448,122

	30 June 20	30 June 2010						
				Guarantees and other	Transactions in financial	5		
	Credit	Bonds	Others	obligations	derivatives	Total		
	NIS million	NIS millions						
Up to one year	138,527	7,979	1,640	70,664	6,562	225,372		
From one to five years	60,135	15,111	707	24,615	2,745	103,313		
More than five years	59,664	16,460	1,418	13,399	3,314	94,255		
Non-monetary items	18	-	8,635	-	547	9,200		
Total	258,344	39,550	12,400	108,678	13,168	432,140		

	31 Dece	31 December 2010						
				Guarantees	Transactions			
				and other	in financial			
	Credit	Bonds	Others	obligations	derivatives	Total		
	NIS mil	lions						
Up to one year	127,782	18,526	1,450	61,944	6,877	216,579		
From one to five years	61,141	14,763	618	30,091	2,040	108,653		
More than five years	63,816	12,159	1,355	15,223	3,714	96,267		
Non-monetary items	20	-	9,445	-	1,221	10,686		
Total	252,759	45,448	12,868	107,258	13,852	432,185		

# Reduction of credit risk (Table 7 – Basel II):

	30 June 2011					
	Gross credit				Total	
	exposure		Total		exposure	
	according to	according to Gross credit exposur			covered by	
	allowances	exposure after	•	Total	eligible	
	for credit	allowance for	guarantees	amounts	financial	Net credit
	losses	credit losses	deducted	added	collateral	exposure
	NIS millions					
Sovereign debts	49,525	49,526	-	2,076	(1)	51,601
Debts of public-sector entities	6,301	6,299	(2,008)		(1)	4,290
Debts of banking corporations	26,113	26,113	(50)	313	-	26,376
Debts of corporations	199,856	197,197	(287)	-	(10,467)	186,443
Debts collateralized by commercial real estate	19,698	19,453	(30)	-	(693)	18,730
Retail exposures to individuals	52,789	52,337	(2)	-	(2,419)	49,916
Loans to small businesses	17,588	17,237	(12)	-	(1,905)	15,320
Housing mortgages	60,768	60,207	-	_	(117)	60,090
Securitization	1,167	1,167	-	_	-	1,167
Other assets	14,317	14,317	_	-	-	14,317
Total	448,122	443,853	(2,389)	2,389	(15,603)	428,250

	30 June 2010				
	Gross credit exposure	Total exposure covered by guarantees and deducted	Total amounts added	Total exposure covered by eligible financial collateral	Net credit exposure
	NIS millions				
Sovereign debts	53,671	-	3,167	-	56,838
Debts of public-sector entities	8,748	(3,164)	-	(11)	5,573
Debts of banking corporations	33,641	-	1,100	-	34,741
Debts of corporations	181,906	(1,065)	-	(9,309)	171,532
Debts collateralized by					
commercial real estate	19,184	-	-	(1,038)	18,146
Retail exposures to individuals	51,032	(4)	-	(2,008)	49,020
Loans to small businesses	16,865	(33)	-	(1,501)	15,331
Housing mortgages	53,556	(1)	-	(90)	53,465
Securitization	1,137	-	-	-	1,137
Other assets	12,400	-	-	-	12,400
Total	432,140	(4,267)	4,267	(13,957)	418,183

	31 December 20	10			
		Total exposure			
		covered by		Total exposure	
	Gross credit	guarantees and	Total amounts	covered by eligible	Net credit
	exposure	deducted	added	financial collateral	exposure
	NIS millions				
Sovereign debts	51,196	-	2,305	-	53,501
Debts of public-sector entities	6,808	(2,266)	-	(8)	4,534
Debts of banking corporations	24,633	-	303	-	24,936
Debts of corporations	189,133	(313)	-	(10,674)	178,146
Debts collateralized by					
commercial real estate	19,916	(2)	-	(1,099)	18,815
Retail exposures to individuals	52,313	(3)	-	(2,737)	49,573
Loans to small businesses	16,245	(22)	-	(1,723)	14,500
Housing mortgages	58,136	(2)	-	(125)	58,009
Securitization	937	-	-	-	937
Other assets	12,868	-	-	-	12,868
Total	432,185	(2,608)	2,608	(16,366)	415,819

	30 June 20	11					
		Gross positive	~ ~ ~			Net cre	
	Par value	fair value	Set-off		Eligible	exposi	
	balances	of contracts	benefits	С	collateral	derivat	tives
	NIS million	IS					
Interest contracts	209,141	4,028		-		- 4	,028
Foreign currency contracts	209,584	7,254		-		- 7	,254
Contracts in respect of shares	26,639	2,353		-		- 2	2,353
Commodities and other							
contracts	1,903	253		-			253
Credit derivative transactions	1,482	-		-		-	-
Total	448,749	13,888		-		· 13	,888

# Below are credit risk balances to third parties (Table 8 – Basel II):

	30 June 20	10			
	Par value	Gross positive fair value	Set-off	Eligible	Net credit exposure of
	balances	of contracts	s benefits	collateral	derivatives
	NIS million	ns			
Interest contracts	166,560	4,601	-	-	4,601
Foreign currency contracts	193,801	7,163	-	-	7,163
Contracts in respect of shares	11,054	1,067	-	-	1,067
Commodities and other					
contracts	2,666	337	-	-	337
Credit derivative transactions	1,163	-	-	-	-
Total	375,244	13,168	-	-	13,168

	31 Decemb	ber 2010			
		Gross positive			Net credit
	Par value	fair value	Set-off	Eligible	exposure of
	balances	of contracts	benefits	collateral	derivatives
	NIS million	ns			
Interest contracts	172,027	4,039	-	-	4,039
Foreign currency contracts	227,274	7,534	-	-	7,534
Contracts in respect of shares	14,739	2,044	-	-	2,044
Commodities and other					
contracts	1,530	235	-	-	235
Credit derivative transactions	2,334	-	-	-	-
Total	417,904	13,852	-	-	13,852

2. The following table presents the credit exposure with respect to the fair value of derivatives, by counterparty to the contract (appears under Other Assets as at 30 June 2011):

	AAA to				BBB to	BB+		
	AA-	A+	А	A-	BBB-	to B-	Unrated	Total
Overseas Banks	NIS millio	ons						
Euro zone <sup>(1)</sup>	1,257	6	64	-	-	-	3	1,330
United Kingdom <sup>(2)</sup>	582	11	113	-	5	-	5	716
United States	684	51	4	-	-	-	69	808
Other	136	-	27	-	-	-	2	165
Total overseas banks	2,659	68	208	-	5	-	79	3,019
Israeli banks <sup>(3)</sup>	36	125	468	226	-	-	5	860
Corporate customers	s by branch	of the e	conomy					
Financial services <sup>(4)</sup>								2,314
Industry <sup>(5)</sup>								909
Construction and real								121
Transportation and sto	orage							23
Trade								118
Electricity and water								123
Business services								19
Private individuals								27
Communications and	computer							
services								18
Others								29
Total corporate custor	ners							3,701
Others*								184
Total exposure								7,764

\* Reverse transactions carried out by the customers and offset for the purpose of risk according to the branches of the economy.

- (1) This amount includes transactions in 5 countries.
- (2) This amount includes transactions with 10 banks.
- (3) This amount includes transactions with 12 banks, including the central bank.
- (4) This amount includes transactions with 340 customers, where the highest amount for a single customer is NIS 425 million.
- (5) This amount includes transactions with 274 customers, where the highest amount for a single customer is NIS 600 million.

#### 3. Credit exposure to overseas financial institutions

	As at 30 June 201	1		
			Current off-	
	Balance sheet		balance sheet	Current credit
	credit risk (2)	Securities <sup>(3)</sup>	credit risk (4)	exposure
	NIS millions			
External credit				
rating <sup>(5)</sup>				
AAA to AA-	9,646	3,904	539	14,089
A+ to A-	1,983	4,637	90	6,710
BBB+ to BBB-	70	520	2	592
BB+ to B-	15	87	93	195
Below B-	-	16	-	16
Unrated	1,137	421	163	1,721
Total current credit				
exposure to overseas				
financial institutions	12,851	9,585	887	23,323
Problem loan balances	8	305	-	313

The following table sets out the credit exposure to overseas financial institutions <sup>(1)</sup>:

	As at 31 December 2010						
	Balance sheet credit risk <sup>(2)</sup>	Securities <sup>(3)</sup>	Current off- balance sheet credit risk <sup>(4)</sup>	Current credit exposure			
	NIS millions						
External credit rating <sup>(5)</sup>							
AAA to AA-	8,504	4,717	591	13,812			
A+ to A–	2,191	5,738	120	8,049			
BBB+ to BBB-	16	316	1	333			
BB+ to B-	190	79	18	287			
Below B-	-	-	-	-			
Unrated	948	87	86	1,121			
Total current credit exposure to foreign							
financial institutions	11,849	10,937	816	23,602			
Problem loan balances	6	-	-	6			

(1) Overseas financial institutions include banks, insurance companies and institutional bodies.

(2) Deposits in banks, credit to the public, securities that were borrowed or purchased in the context of buy-back agreements and other assets in respect of derivatives (fair value of derivatives).

(3) Including subordinated bank debentures, whose fair value, as at 30 June 2011, was NIS 2,417 million, and as at 31 December 2010, was NIS 2,000 million.

(4) Mainly guarantees and undertakings for the provision of credit (excluding off-balance sheet derivatives.)

(5) As of 2010, the Bank uses ratings of the Moody's agency only to rate foreign financial institutions to which there is credit exposure.

#### Notes:

- a. Credit exposures are presented after deducting the specific Allowances for credit losses.
- b. Credit exposures do not include investments in asset-backed securities (see the details in the note on securities).
- c. Some of the banks have received government support of various types, including direct investments in the bank's capital, government guarantees of certain asset portfolios of the banks, guarantees enabling the banks to raise sources of financing, etc.
- d. For further information regarding the composition of the credit exposure in respect of derivatives vis-à-vis banks and broker/dealers (local and overseas), see note 7 to the Financial Statements.

Credit exposure to overseas financial institutions refers to commercial banks, bank holding companies, investment banks, insurance companies and institutional bodies.

Exposure to overseas banks is divided as follows: United States 39%, Europe (Germany, France, Switzerland, Spain and the Benelux countries) 29%, United Kingdom 20%, and other countries 12%.

Exposure includes deposits in foreign banks, some 93% of which are short-term deposits of up to one week, and debentures, usually for a period of up to five years. Against the backdrop of the crisis in the financial markets, and the weakening of banks' financial strength, the Bank is closely monitoring the condition of banks throughout the world. During 2009 and 2010, the list of banks with which the Bank and its overseas subsidiaries deposit foreign currency liquidity balances was reduced significantly, and thus the extent of the exposure to them was reduced.

The Board of Directors of the Bank has determined a maximum exposure for each bank according to its strength and its total capital with the aim of preventing over-centralization.

Additional details regarding investments in securities, mainly debentures of overseas banks, are presented on page 53.

Management of the exposure to and credit lines of overseas financial institutions takes into consideration, *inter alia*:

- Their size, as reflected, *inter alia*, in the size of their capital.
- Their strength, as reflected in capital adequacy ratios (especially Tier I capital).
- The market's valuation, as reflected in the market value of their shares and their risk, as estimated with the help of their credit derivatives (CDS).
- The internal rating as computed in a unit which is independent of the business entity.
- The ratings assigned to them by the international rating agencies.
- The financial strength of the country where the bank's center of activity is located.
- Additional considerations, such as the level of support, including direct investment in the banks' capital by governments, for the purpose of insuring the stability of these banks and of other banks in their countries.
- The policy for managing the exposure to overseas financial institutions includes, *inter alia*, limits on the amounts of exposure at bank and country level.

### 4. Exposure to foreign countries\*:

The exposure to foreign countries risk according to final risk is distributed among geographical regions and countries, the main exposure being to countries in Western Europe and in North America. The exposure to country risk is the exposure to customers who operate in these countries (Table 4(c) Basel II):

	<b>30 June 2011</b>		
		Off-balance	
	Balance sheet	sheet credit	Total credit
	credit risk	risk	risk
	NIS millions		
USA	23,227	10,233	33,460
UK	8,159	9,255	17,414
France	4,262	3,595	7,857
Switzerland	1,855	1,792	3,647
Germany	3,307	3,847	7,154
Belgium	1,663	564	2,227
Italy	775	19	794
Others	11,623	1,928	13,551
Total	54,871	31,233	86,104

	31 December 2	2010	
		Off-balance	
	Balance sheet credit risk	sheet credit risk	Total credit risk
	NIS millions		
USA	23,677	11,743	35,420
UK	8,589	7,782	16,371
France	3,766	3,226	6,992
Germany	4,219	4,835	9,054
Switzerland	2,007	2,314	4,321
Others	12,819	2,850	15,669
Total	55,077	32,750	87,827

\* In connection with exposure to foreign countries, see also Exhibit D.

				Percentage	Of which,
	Balance	Off-balance-		of exposure	problem
	sheet	sheet	Total	in relation	commercial
Rating	exposure	exposure	exposure	to total	credit risk
OECD countries with					
high income	51,192	30,338	81,530	94.7%	1,482
High-income countries	1,418	421	1,839	2.1%	-
Countries with mid-					
high income	2,065	422	2,487	2.9%	512
Countries with mid-					
low income	181	52	233	0.3%	1
Countries with low					
income	15	-	15	0.0%	
Total	54,871	31,233	86,104	100.0%	1,995

The following table presents the exposure to countries according to the credit rating of the countries as rated by the World Bank, in NIS millions as at 30 June 2011:

The amount of exposure to countries with liquidity problems as defined by the Bank of Israel (countries which receive financial aid from the IMF or whose obligations are rated with a credit rating of CCC or below) totals NIS 1,449 million and relates to 12 countries.

The countries are rated according to national income per capita as follows: High income - exceeding US\$ 12,276 per capita. Medium-high income - from US\$ 3,976 to US\$ 12,275 per capita. Medium-low income - from US\$ 1,006 to US\$ 3,975 per capita. Low income - up to US\$ 1,005 per capita.

Following are the names of the principal countries in each of the categories:

- a. OECD countries, including United States, Italy, Australia, Austria, Ireland, Belgium, Canada, the Czech Republic, Denmark, Finland, Israel, Hungary, France, United Kingdom, Japan, Spain, Switzerland, Luxembourg, Slovenia. the Netherlands, Sweden, Poland, Germany and Korea.
- b. Countries with high income:

Cyprus, Hong Kong, Monaco, Singapore, Cayman Islands and Croatia

c. Countries with mid-high income:

Argentina, Brazil, Bulgaria, Chile, Mexico, Panama, Romania, Russia, South Africa, Turkey, Venezuela, Uruguay, Columbia, Peru

d. Countries with mid-low income:

China, Ecuador, Egypt, India, Jordan, Paraguay, the Philippines, Thailand, the Ukraine

e. Countries with low income:

A large number of the African countries, Haiti, Nepal

#### Exposure to certain foreign countries:

	30 June 201	1				
	Credit to		Bank			
	the public	Bonds	deposits	Other	Total	
Country	NIS million					
Ireland	6	57	-	1	64	
Greece	10	-	-	1	11	
Spain	9	453	18	37	517	
Portugal	-	-	-	-	-	
Total	25	510	18	39	592	

The exposure in Ireland is principally to the Irish Government. Most of the exposure in Spain is to Santander Bank, the majority of whose revenues are from sources outside of Spain.

#### 7. Operating and Legal Risks

In the framework of the Risk Management Division, an Operational Risk Unit was established to be responsible for planning, upkeep and ongoing development of a framework for managing operating risk in the Group.

Operational Risk Management is achieved by three liners of defense:

- The business units managements and employees of business lines (risk owners) responsible for the identification and management of risks in their areas of operations. In each division, a function is set up to lead the operating risk management process, and is responsible for building and retaining a framework for action in its division.
- Operating risk management division an independent function for the management of operating risk in the risk management division
- Controls

The operating risk management is supervised and controlled by the Board of Directors and the management, including via the Risk Management Committee of the Board of Directors. The management is responsible for managing the risks and does so, inter alia, by a senior risk committee (comprised of all members of management) and a senior operating risk committee headed by the Chief Risk Manager. In addition, there is a permanent forum of operating risk managers from the divisions, for learning lessons from failure events and expanding knowledge on the topics of operating risks. There are also ad hoc forums for core issues related to specific risks and the formulation of the best ways of reducing them.

In subsidiaries in Israel and abroad, the operating risks are supervised and controlled by their boards of directors, management and risk management committees. In each of the subsidiaries, permanent forums are held for deriving lessons from occurrences of failure and core issues connected to risks particular to each of the companies.

See pages 222-227 of the 2010 Annual Report for details of operational and legal risks.

#### 8. Stress scenarios

From time to time, the global and domestic markets are subject to shocks. The VaR or other models do not provide information regarding losses that may occur under extreme market conditions. The major tool for handling these limitations, for proper risk management, is the executing stress tests. These include all risk factors to which the Bank is exposed and represent a part of the ICAAP process described on page 243 of the Annual Report.

Stress tests at Leumi are built by the Stress Tests Committee headed by the Chief Risk Manager. The Committee is responsible for the periodic definition of the stress tests, updating them and handling the meaning of the stress tests' results for risk management purposes. Generally speaking, the Committee meets at least once a quarter and, if necessary, more frequently. The set of stress scenarios includes reference to aspects of market risks, credit risks and operating risk, and includes scenarios that combine all the various types of risk. In the Committee's meetings, scenarios are examined and updated in accordance with developments and different assessments.

The Committee is comprised of representatives of various divisions specializing in the management of various risks and also representing the business side. If necessary, the Committee makes use of opinions of additional experts for purposes of assessing specific risks that are not within the direct expertise of members of the Committee.

In order to ensure the Bank's survival as a going concern, continuing to conduct its business, even in the event of serious but reasonable stress scenarios, the Bank verifies that the minimum capital adequacy ratio will not be less than the minimum required by the Supervisor of Banks (presently, 9%) at any moment in time during a stress scenario, and verifies its compliance also with other, more stringent, ratios defined as part of the Group risk appetite.

These requirements exist for all stress scenarios examined by the Group, particularly the most serious scenario, including a significant worsening in non-banking indices and a marked rise in allowances for credit losses, the collapse of a foreign bank to which the Group is materially exposed, the collapse of a group of borrowers (as defined in Proper Conduct of Banking Business Directive No. 311), with the "drying up" of the domestic and global bond market.

#### **Risk Factor Table**

There were no changes to the Table of Risk Factors compared with the table appearing on page 229 of the 2010 Annual Report.

# Linkage Status and Liquidity Status

#### Linkage Status

The following sets out the linkage balance sheet status, as shown in note 5 to the Financial Statements:

#### The following table sets out the linkage balance sheet status:

	As at 30 June 2011			As at 31 December 2010		
	Unlinked	CPI-linked	Foreign currency <sup>(2)</sup>	Unlinked	CPI-linked	Foreign currency <sup>(2)</sup>
	NIS million	s				
Total assets <sup>(1)</sup>	176,658	59,990	105,664	170,963	59,655	105,567
Total liabilities <sup>(1)</sup>	157,743	60,707	109,844	153,778	58,803	108,469
Total exposure in sector	18,915	(717)	$(4,180)^{(3)}$	17,185	852	$(2,902)^{(3)}$

(1) Including forward transactions and options.

(2) Including foreign-currency-linked.

(3) The foreign currency short position derives mainly from a hedging transaction in respect of the investments in overseas subsidiaries, and also in respect of the hedging of future foreign currency earnings.

For the purposes of day-to-day management and reporting, certain changes have been made bringing into account the Banks economic approach to base risk, in contrast to the accounting approach. Exposure in the base calculated using the economic approach is set forth in the chapter "Exposure to Risk and the Ways of Managing Them".

### Liquidity Position and Raising Funds by the Bank

The volume of the banking system's balances with the Bank of Israel (current account balances and monetary deposits) at the end of June 2011 stood at some NIS 124 billion, compared to NIS 100 billion at the end of December 2010.

In the first half of 2011, holdings by the public of Makam (T-bills) declined by some NIS 12 billion to a level of NIS 123 billion at the end of June 2011. In addition, net redemption of bonds in this period amounted to NIS 10.5 billion. Purchases of foreign currency of the Bank of Israel from the system in the first half of 2011, amounted to USD 4 billion.

The score of the balances of the banking system (current accounts and monetary deposits) in the Bank of Israel in the second quarter stood at NIS 119 billion, compared with an average of some NIS 101 billion in the first quarter of 2011.

In the second quarter of 2011, holdings by the public of Makam (T-bills) declined by some NIS 7 billion. In addition, net redemption of bonds in this period amounted to NIS 8.4 billion. Purchases of foreign currency of the Bank of Israel from the system in the second quarter of 2011 amounted to USD 2 billion.

The total balances of Leumi in the Bank of Israel (current accounts and monetary deposits) at the end of June 2011 stood at NIS 30 billion, compared with some NIS 17 billion at the end of December 2010.

The average total balances of Leumi in the Bank of Israel (current accounts and monetary deposits) in the second quarter of the year was some NIS 26 billion, compared with an average of some NIS 18 billion at the end of the first quarter of 2011.

In the first quarter of 2011, the structure of the Bank's assets and liabilities continues to indicate a high level of liquidity. This is the result of a deliberate policy of raising stable and diversified sources, while placing importance on the raising of deposits from a large number of customers, for varying periods, including long term.

Leumi monitors, on an ongoing basis, its liquidity status and the indices that are intended to warn of changes in the liquidity position, *inter alia*, by using an internal model developed at the Bank pursuant to a directive of the Bank of Israel. The various assumptions forming the basis of the model are examined and updated regularly according to developments in the major relevant parameters.

At the end of June 2011, the Bank held cash balances and deposits in banks amounting to some NIS 87 billion, an increase of NIS 18.6 billion, or 27.3%. Of this, some NIS 41 billion was deposited in Leumi Mortgage Bank.

The Bank also has a securities portfolio of some NIS 33 billion, which is invested mainly in Israeli government debentures, foreign government debentures, and debentures of foreign banks.

Around 37% of the assets are deposited in banks, net and/or invested in securities, a rate similar to 31 December 2010.

At the end of June 2011, the balance of total credit to the public was NIS 144.6 billion, an increase of NIS 1.1 billion, 0.8%. The increase was recorded mainly in the unlinked shekel sectors. Total credit to the public granted by Leumi Mortgage Bank increased by NIS 3.0 billion, of which NIS 1.3 billion was in credit based on prime. Total credit to the public in Leumi Mortgage Bank, based on prime, amounted to NIS 22.0 billion on 30 June 2011.

At the end of June 2011, the balance of deposits of the public, including subordinated notes and capital notes, was some NIS 242.6 billion, an increase of NIS 2.9 billion, 1.2%. In the shekel sectors, there was an increase of NIS 1.8 billion, 1.1%, and an increase of NIS 0.7 billion, an 1.0%, in the foreign currency sector.

During the period under review, the volume of customers' off-balance sheet monetary assets at the Bank fell by some NIS 5.2 billion. After canceling out the effect of the decrease in market value, a positive increment amounting to some NIS 12.4 billion was recorded in these customer assets.

# **Basel Directives**

The figures in Leumi's financial statements, the calculation of risk assets, and the capital adequacy ratio as of 30 June 2011 are calculated and reported according to instructions required in accordance with the standardized approach of Basel II. The capital adequacy ratio of 13.96% reported by Leumi as at 30 June 2011, according to assessments by the Group, covers the capital required in respect of the First Pillar and the Second Pillar, including stress scenarios used by the Group in its internal assessments.

# Leumi Group implements the requirements of the directives with emphasis on the following:

- 1. Enhanced corporate governance, internal control, audit and compliance.
- 2. Adopting and carrying out organizational and procedures required in the area of credit, market and operational risk management.
- 3. Establishing, assimilating and integrating the ICAAP (Internal Capital Adequacy Assessment Process) as a central tool for capital planning and work plan.
- 4. Segmentation of lines of business in accordance with business activity and the allocation of capital required for each of the lines of business.
- 5. Changing and upgrading policy and procedures in the organization together with business cooperation between lines of business and synchronizing the different activities.
- 6. Creating a clear link between the risk profile and quality of risk management in the Group, and the risk appetite, business strategy, and capital requirements.
- 7. Changed thinking and corporate culture in the transfer to the effective management of the loan portfolio, the pricing of risks, and the measurement of performance on a risk-adjusted basis by the Bank and for each line of business.
- 8. Upgrading the activity of product managers and activities for strengthening the management and monitoring of risks in these products.
- 9. Data collection and the establishment of databases required for the assessment of risk variables for every activity, and the combination of these databases into an integrated system while synchronizing the various systems and databases.
- 10. Purchase and upgrading of risk management and capital calculation systems, and linking them to existing systems. These systems upgrade and improve significantly the Bank's ability with regard to effective and risk-focused risk management.
- 11. Validation of models for assessing risks and pricing transactions.
- 12. Surveying and mapping of operational risks as part of a program to implement the standardized approach also for operational risks (allocating revenue according to 8 lines of business under Basel II).

- 13. Improving the strength of the Bank as a result of adopting, developing and formulating advanced methodologies for identifying and evaluating risks.
- 14. Improving profitability as a result of raising the quality of risk management and measurement of the profitability of lines of business also on the basis of models for adjusted return on risk RORAC (Return on Risk Adjusted Capital) and EVA (Economic Value Added).

#### ICAAP (Internal Capital Adequacy Assessment Process)

#### The process in the Group is divided into two main components:

1. Assessment of the Group's capital adequacy and an examination of the ability to bear losses in accordance with the risk appetite and the risk profile. When assessing capital adequacy, the Group takes into account the Group's strategic plans and its future capital needs as reflected in the three-year plan, in light of the economic forecasts.

In the framework of examining risk-bearing ability, the Group examines its survival capacity in different types of stress scenarios covering all material risks to which the Group is exposed, and at various levels of severity, such as a sectoral crisis, a mild or a severe recession. Stress scenarios are developed and presented in a designated steering committee for the subject. The results of the discussions are reported to the Board of Directors and Management in the framework of their risk committees.

2. An annual review of risk management in the Group, an examination of compliance by risk management with standards required by the Basel II directives, the identification of strengths and weaknesses and the construction of work programs for the improvement and update of risk management processes, also, *inter alia*, in light of economic reviews and update of economic forecasts. The assessment of risk management processes is closely linked to capital adequacy assessment, and the allocation of capital is carried out in accordance with the severity of the losses and the quality of their management.

The results of the process are formally collated in the ICAAP document submitted to the Supervisor of Banks at the end of May 2011. On the basis of this document, a dialogue will take place with the Supervisor of Banks with the aim of approving the capital adequacy determined by the Bank as a target in accordance with Basel II principles. This process will be examined by the Supervisor of Banks as part of the Supervisory Review Process (SRP).

# At the request of the Supervisor of Banks, the Bank submitted the ICAAP Report for 2010 in May 2011

# Below are a number of points for emphasis in the completion of Group preparations in 2011:

#### 1. First Pillar -

Completion of the handling of certain topics is required by the standardized approach, for example:

• Completion of automation,

- The use of all pledged securities eligible as collateral for reducing risk (after the recognition of government bonds as risk-reducing collateral)
- Continued enhancement of data, the use of data of domestic rating agencies for risk assessment etc.

#### Second Pillar -

- Increasing the use of stress scenarios in the business area.
- Continued synchronization of new information systems introduced in 2010
- 2. Increasing and broadening implementation of the principles of corporate governance.
- 3. Upgrading the methodology for allocating capital to the business units and the measurement of risk-adjusted performance of the lines of business.
- 4. Increasing the preferred method of treatment of risk management in overseas units from the aspects of advice, support and control, adapted to Group risk management policy.

#### **Basel III – Trends and Forward-looking Information**

In December 2010, the Bank for International Settlements (BIS) published the Basel III directives. These directives rely on the Basel II directives, without replacing them, and update several aspects as reflected in the lessons of the recent financial crisis.

The aim of the directives proposed by the BIS is to enhance the stability of the banking system in times of crisis, in view of the lessons of the 2008 crisis, while adding improvements in the area of risk management and emphasis on:

- Improvement in the quality of capital.
- Improving the liquidity ratios of the Bank and fixing uniform standards for measuring liquidity.
- Strengthening supervision determining better tools for adapting capital requirements for every bank in accordance with its risk profile.
- Lowering dependency of capital requirements on the financial situation.
- Increasing the transparency of methods for risk management.

#### Below are a number of points for emphasis in the Basel III directives:

1. A definition of the higher minimal capital ratio requirement for the core capital (including capital buffers\* for Tier 1 capital and total capital components\*. Banks shall be required to meet these ratios gradually until 2019.

As a percentage of risk			
assets	Core capital ratio	Tier 1 capital ratio	Total capital ratio
Minimal capital required			
ratio	4.5%	6.0%	8.0%
Capital preservation			
buffer	2.5%	2.5%	2.5%
Minimal capital ratio +			
capital preservation	7.0%	8.5%	10.5%
Anti – cyclical capital			
buffer	0%-2.5%		

<sup>\*</sup> The Banking Supervision Department in Israel has set a requirement of 7.5% for the core capital ratio in the banking system from 31 December 2010.

On 25 June 2011, the BIS published a recommendation to increase the core capital component in large banks with global systemic importance by a further 1-2.5%, up to rates that will vary in a range of 8-9.5%.

- 2. Focusing on strengthening the components of core capital, the component with the highest quality among the Bank's capital base components.
- 3. The capital instruments in Tier 1 capital and Tier 2 capital will be required to include a mechanism for absorbing losses in case of insolvency.
- 4. The distinction between Upper Tier 2 capital and Lower Tier 2 capital was abolished and Tier 3 was abolished.
- 5. A new capital conservation buffer was determined aimed at ensuring sufficient capital for absorbing losses at times of crisis.
  The capital conservation buffer was set at 2.5% of total weighted risk assets, and includes core capital components. The buffer is constructed as an additional layer to the required core capital ratio of 4.5%.
  While the Bank's adequacy is within the range of the capital conservation buffer, distributing surplus profits, repurchasing stock or paying bonuses should be limited rather than limiting the business activity of the Bank.
- 6. A new countercyclical capital buffer was determined, at the level of 0%-2.5%. The supervising authority of each country will determine when a "credit bubble" and a potential for material losses begin to form, and verify that the system has sufficient capital for absorbing these losses. This means that the local supervisory authorities will be able to moderate an increase in credit by controlling the level of the buffer required from the banking system.
- 7. A new limitation was set as an addition to the capital adequacy ratio, which will be called the leverage ratio one of the main components characterizing the last crisis was the

considerable leverage of balance sheet and off-balance sheet assets in the banking system. At the peak of the crisis, the banking sector had to materially reduce its leverage, in a way which intensified the negative effect on the prices of assets, eroded capital ratios and led to a squeeze of credit in the economy.

In light of that, a leverage ratio which is not derived from risk assets was determined. This ratio will supplement existing capital adequacy ratios.

- 8. Gradual transition arrangements were set for implementing the directive gradually from 2013-2019.
- 9. Liquidity ratios Two new liquidity ratios have been added, emphasizing the ability to manage medium and long term liquidity risks, as during the recent crisis there was a relatively long period time when it was not possible to raise capital, or sell certain assets in the markets:
  - 1. A 30-day short-term liquidity coverage ratio (LCR).
  - 2. A net stable funding ratio (NSFR) (recalculated).

Full details on the subject of liquidity appear in a separate BIS document from December 2010.

Leumi Group has begun studying the implications of the above recommendations, if and when they are adopted in Israel, on capital adequacy and liquidity ratios that would be required. The Group has also begun reviewing the gaps likely to be disclosed as a result of the implementation of the above recommendations.

In addition, further documents of the BIS were published in the recent period on corporate governance and remuneration issues.

#### Certain data required under the Third Pillar of Basel II has been expanded and/or added in the Directors' Report and Financial Statements for 2010 and for this report in accordance with the Directives of the Banking Supervision Department, as set out below:

		Director	rs Report	Financial S	Statements
Subject		To 30 June		To 30 June	
	Table	2011	For 2010	2011	For 2010
General	1	-	Page 13	-	-
Capital Structure (Qualitative and Quantitative)	2	Page 8	Pages 27-28	Note 4	Note 13
Capital Adequacy (Qualitative and Quantitative)	3	Page 9	Pages 28-29	-	-
Risk Exposures and Assessment – General Qualitative Discl		-	Pages 189-191	-	
Credit Risk Qualitative Disclosure	4	Pages 121-141	Pages 193-204	-	-
Credit Risk Exposures by Main Types of Credit	4(b)	Page 123	Page 191		
Exposures by Geographic Area to Foreign Countries	4(c)	Pages 137-138	Pages 234-235	Exhibit D	Exhibit F
Credit Risk Exposures by Counterparty and Main Types of Credit	4(d)	Pages 128-130	Page 197	-	
Credit Exposures by Repayment Period	4(e)	Page 130	Page 198		
Problematic Credit Risk Exposures and Allowances for credit losses by Economic Sector	4(f)	-	-	Exhibit C	Exhibit E
Total Impaired Loans and Provisions by Geographic Area	4(g)	-	-	Exhibit D	Exhibit F
Movement in Balances of Provision for Credit Losses	4(h)	-	-	Note 3d	Note 4c
Credit Exposures by Risk Weighting	5	Pages 121-125	Page 192	-	-
Reduction of Credit Risk (Qualitative and Quantitative)	7	Pages 121-123	Page 205	-	-
Credit Exposures in Derivatives by Third Party (Qualitative and Quantitative)	8	Page 133	Page 206	-	-
Securitization (Qualitative and Quantitative)	9(f), 9(g)	Page 62 Page 62	Pages 113-114	Note 2	Note 3
Market Risk (Qualitative and Quantitative)	10	Pages113-117	Pages 209-220	_	-
Operational Risk - Qualitative Disclosure	12	Page 141	Pages 222-235	_	-
Investments in Shares (Qualitative and Quantitative)	13(b)	Page 63	Page 117	-	-
Investment in Shares of Companies Included on Equity Basis	13(b)	Page 99	Page 162	-	-
Interest Risk	14	Pages 115-118	Pages 211-215	Exhibit B	Exhibit D

# Legal Proceedings

#### 1. Civil Proceedings

**1.1** The Bank is a party to legal proceedings, including petitions for leave to approve class actions, brought against it by customers and former customers of the Bank, and various third parties considering themselves prejudiced or harmed by the Bank's activity during the ordinary course of its business.

In the opinion of the Management of the Bank, based on legal opinions, appropriate provisions have been included in the Financial Statements to cover possible damages in respect of all the claims.

The grounds for claims against the Bank are different and varied, including assertions as to the non-execution of instructions or their late execution, petitions for approval of attachments imposed by third parties on assets of debtors that according to them, are held by the Bank, assertions that interest charged is in accordance with the interest rates agreed upon between the Bank and the customer, interest rates deviating from those permitted by law, errors in the dates of debiting and crediting accounts in respect of checks drawn on them, assertions in connection with the charging of commissions, assertions relating to securities, labor relations, drawing checks without cover, and failure to honor checks.

For details regarding claims and petitions for leave to approve class actions filed against the Bank, see note 6 to the Financial Statements.

Claims in an amount exceeding 1% of the capital of the Bank on 30 June 2011, of about NIS 232 million, are detailed in note 6 to the Financial Statements.

**1.2** As part of measures taken to recover debts during the ordinary course of its business, the Bank, *inter alia*, initiates various legal proceedings against debtors and guarantors, and proceedings to realize collateral. The Financial Statements contain allowances for credit losses that were made by the Bank on the basis of an assessment of all the risks involved in the credit to the various sectors of the economy and taking into account the extent of the information concerning the relevant debtor/guarantor with regard to his financial strength and the collateral given to the Bank to secure repayment of the debt.

#### 2. Other Proceedings

On 26 April 2009, a ruling of the Antitrust Commissioner was received at the Bank, pursuant to section 43(a) (1) of the Antitrust Law, 1988, according to which restrictive trade agreements, relating to the transfer of information regarding commissions, had existed between the Bank, Bank Hapoalim B.M., Israel Discount Bank Ltd., Mizrahi-Tefahot Bank Ltd. and the First International Bank of Israel Ltd., during the period from the beginning of the 1990's until the commencement of the Antitrust Authority's investigation of the matter, in November 2004. This is a civil ruling, which constitutes *prima facie* evidence of the matters therein determined in any legal proceedings. The Bank submitted an appeal against this ruling. On 22 February 2011, the Commissioner's response was submitted to the Bank. Following the parties' agreement, the appeal and additional appeals served by other banks were transferred to a bridging procedure after the Antitrust Court requested the parties to consider so doing. At this stage, the implications of the ruling cannot be assessed.

For further details regarding contingent liabilities, see note 6 to the Financial Statements.

# **D.** Additional Matters

### Leumi for the Community - Social Involvement

Leumi's involvement in the community continued in 2011 in the main areas on which the Group focuses: education, culture, children, youth and health.

#### End of 2011-12 academic year

With the end of the 2011-12 academic year, a number end-of-year events were held in projects in which the "Leumi Tomorrow" Association is involved.

- "Youth Leading Change" – The movement held its annual event on Mount Herzl, marking its end-of-year activities together with "Leumi Tomorrow" – with groups preparing for their induction into the IDF, preparation for matriculation and groups for Ethiopian youth for their maximum integration into society. 3,500 members of the movement – girls and boys from the target populations - came to the event at the end of a centers arduous stretcher-bearing night march and after an intensive week's volunteering in the community.

- "Maaseh" in two languages, Hebrew and Arabic, in the Ben Shemen Youth Village to mark the end of a year of volunteering by 600 youth from a range of populations in the country (Arabs, Jews, religious and secular, Ethiopian and Caucasian, youth from both affluent and underprivileged communities). Maaseh operates professional volunteering frameworks throughout the country for youth aged between 18 and 21.
- Marking the end of the academic year in Leumi Tomorrow centers for matriculation for Ethiopian immigrants in conjunction with Tel Aviv University, in the presence of the program's participants and family members. As part of the program, the Tel Aviv University students provide assistance to young Ethiopian immigrants and prepare them within study centers for the matriculation examinations, exposing them to university life.
- "Strive" Program As part of a collaboration with the Strive program, four graduates of the program are starting work in Leumi (through a manpower company). The purpose of the program is to train young people for economic independence and a feeling of high self-capability through development of a career, with a view to creating social mobility.

#### **Young Entrepreneurs**

Towards the end of June, a national competition of the Organization of Young Entrepreneurs in Israel, took place in Jerusalem, in the presence of Mayor of Jerusalem, Mr.Nir Barkat, in which a group of youth was chosen to represent Israel in the European competition due to be held in Norway in August.

The national competition marks the end of the current academic year for "Young Entrepreneurs", in the course of which around 4,000 young people took part from all layers of the population and from all sectors took part in the activities.

#### Leumi for the Arts - "In the Black Distance" Exhibition

Since May, the Leumi's Visitors and Arts Center in Mani House is presenting a unique exhibition, from the Ashdod Museum, "In the Black Distance" – a creation of Leah Nickel, an Israel Prize Laureate, and Chen Shayish, one of Israel's leading young artists.

The exhibition included works combining the two artists, with their central motif being the color black.

#### Summary of Leumi's Donations and Sponsorships during the Quarter

In the first half of 2011, Leumi Group donated and provided sponsorships for social welfare and community purposes amounting to some NIS 14.6 million, of which donations totaled some NIS 10.0 million.

# **Internal Auditor**

Details regarding the Group's Internal Audit, including the professional standards according to which it operates, the annual and multi-year work plans and the considerations used in establishing same, were included in the Annual Report for 2010.

The annual Internal Auditor's report for 2010 in respect of subsidiaries was submitted on 23 May 2011, and discussed in the Audit Committee on 26 May 2011.

# **Controls and Procedures**

#### **Controls and Procedures Regarding Disclosure in the Financial Statements**

The Management of the Bank, together with the President and Chief Executive Officer and the Chief Accounting Officer, has, as at the end of the period covered by this Report, evaluated the effectiveness of the disclosure controls and procedures of the Bank. On the basis of this evaluation, the President and Chief Executive Officer of the Bank and the Chief Accounting Officer, have concluded that, as at the end of the said period, the disclosure controls and procedures of the Bank are effective for the recording, processing, summarizing and reporting of the information that the Bank is required to disclose in its quarterly financial statements, in accordance with the public reporting directives of the Supervisor of Banks and at the time required in these directives.

Following the first implementation of the directives of the Supervisor of Banks, on the subject of measurement and disclosure of impaired debts, credit risk, and allowances for credit risks, on 1 January 2011, changes were made in the processes for classification of problematic debts, and calculation of the expenditures for credit losses and therefore a change has been applied in the Bank's internal control on financial reporting. The Bank has mapped the main controls connected to these processes, for the purposes of preparing the financial statements in the new format. Key compensating controls connected to the completeness of data and reasonableness of results have been applied during the preparation of the financial statements for this quarter, for the signing by the President and CEO of the Bank on the certification regarding internal controls on the financial reporting for the second quarter. The new automated systems, that have been developed in order to implement the problematic debt directive, along with new features for the existing systems, became operational for the first time in 2011, and wherever faults have been found, work is in progress to fix them as soon as possible.

Except for what was mentioned above, No material change occurred in the internal controls on financial reporting of the Bank during the quarter ending on 30 June 2011 that materially

affected or is reasonably anticipated to materially affect the Bank's internal control of financial reporting.

# Management's Responsibility for the Internal Control of Financial Reporting (SOX Act 404)

The Supervisor of Banks published a circular detailing provisions for the implementation of the requirements of Section 404 of the Sox Act. In Section 404, the SEC and the Public Company Accounting Oversight Board determined provisions as to management's responsibility for the internal control over financial reporting and as to the external auditors' opinion with regard to the audit of the internal control over financial reporting.

The Supervisor's directives in the said circular prescribe that:

- Banking corporations shall apply the requirements of section 404 and also the SEC's directives that were published thereunder.
- Proper internal control requires the existence of a control system in accordance with a defined and recognized framework, and the COSO (Committee of Sponsoring Organizations of the Treadway Commission) model meets with the requirements and can be used in order to assess the internal control.

The COSO model provides defined standards for the purpose of assessing the internal control system in the organization and the ways in which it can be improved, and defines internal control as a process which is influenced by the board of directors, the management and other persons within the company.

According to the COSO model, reference should be made to five components:

- 1. The Control Environment: This component involves the examination of the management's conduct with reference to various subjects such the existence of a code of ethics, management's aggressiveness in reports, etc.
- 2. Risk Assessment: This component involves the examination of the relevant risks regarding each process and sub-process that is checked, which have an impact on the financial statements.
- 3. Control Activities: This component involves the examination of the relevant controls regarding each of the risks that was identified at the risk assessment stage.
- 4. Information & Communication: This component involves checking that the information required for the Bank's activity is available, and that there is a mechanism that processes the information received and transfers it to the appropriate functions at the Bank.
- 5. Monitoring: this component involves the examination of the existence of a mechanism that checks the monitoring of the correction of deficiencies. Proper supervision may be expressed in a periodic examination of the internal control system, continuous implementation of opportunities for improvement, response by the management to the internal control recommendations made by external auditors as well as internal parties, rapid adaptation to new regulatory directives, etc.

The Bank has been working to implement the directive in Leumi Group on an ongoing basis, together with consultants who have been engaged for the purpose of carrying out the project.

#### **Organizational Structure and Appointments**

In accordance with the approval of the Board of Directors, the following promotions were made in recent months:

- 1. Following the retirement (due to his having reached retirement age), of Senior Deputy Chief Executive Officer Mr. Zeev Nahari, Ms. Rakefet Russak-Aminoach was appointed Senior Deputy Chief Executive Officer and Acting CEO in the absence of the President and CEO.
- 2. The following members of management were promoted to the rank of Deputy Chief Executive Officer: Mr. Zvi Itskovich – Head of International and Private Banking Division, Mr. Baruch Lederman – Head of Banking Division, Mr. Itzhak Malach – Head of Operations, Information Systems and Administration, Prof. Dani Tsiddon, Head of Capital Markets Division<del>.</del>

The following members of management were promoted to the rank of First Executive Vice President: Mr. Gideon Altman – Head of Commercial Banking Division, Mr. Kobi Haber – Head of Finance and Economics Division, Mr. Dani Cohen – Head of Human Resources Division, and Mr. Menachem Schwartz – Head of Accounting Division..

- 3. Adv. Nomi Sandhaus, Chief Legal Advisor, was appointed to serve as a member of the Bank's Management.
- 4. Leumi USA Mr. Eitan Raff was Chairman of Leumi USA until December 2010. On 30 June 2011, Mr. Steve Levin was elected as chairman of the board of directors.
- 5. Leumi Luxembourg Mr. Gil Karni was appointed General Manager of Leumi Luxembourg with effect from August 2011.

#### **Board of Directors**

During the first half of 2011 and up until the date of publication of this Report, the following changes took place in the composition of the Board of Directors:

At the Special General Meeting held on 28 December 2010, Prof. Gabriella Shalev was elected as an external director of the Board of Directors of the Bank under section 239 of the Companies Law, 1999. Prof. Shalev was elected for a three-year period commencing 1 February 2011, succeeding Prof. Israel Gilead who completed two terms of office of three years each, as an external director in the Bank. Confirmation by the Supervisor of Banks at the Bank of Israel that it had no objection to the term of office of Professor Shalev was received on 12 January 2011.

At the Annual General Meeting of the Bank held on 24 May 2011, Adv. Miriyam (Miri) Katz was reelected as a director in the Bank and Mr. David Avner and Mr. Amos Sapir were elected to serve as new directors in the Bank. In addition, Ms. Zipporah Samet was elected as a new external director in the Bank, pursuant to the Companies Law, 1999 for a period of three years.

The new directors were elected in place Mr. Avraham Guzman, Adv. Jacob Mashaal and Mr. Zvi Koren who retired by rotation.

The Supervisor of Banks confirmed he has no objections to the appointment as directors of all the candidates elected in the Meeting, as aforementioned. As a result, Ms. Zipporah Samet and Mr. David Avner commenced their terms of office on 25 July 2011, and Mr. Amos Sapir will commence his term of office on 31 October 2011, the end of the cooling off period he is subject to as an external director according to the Proper Conduct of Banking Business Directive 301.

The Board of Directors expressed its thanks to Messrs. Israel Gilead, Rami Avraham Guzman, Jacob Mashaal and Zvi Koren who made a significant contribution to promoting and furthering the Bank's business.

For information regarding the above Annual General Meeting of the Bank, and the election of candidates to serve as directors, see page 6 above.

At the meeting of the Board of Directors held on 30 August 2011, it was resolved to approve and publish the Group's condensed unaudited Consolidated Financial Statements as of 30 June 2011 and for the period ending on that date.

During the period of January to June 2011, the Board of Directors held 27 plenary meetings and 75 committee meetings.

The Bank's Board of Directors expresses its appreciation and gratitude to employees and managers of the Bank and of Group companies in Israel and overseas, for their dedicated work and their contribution to the promotion of the Group's business.

David Brodet Chairman of the Board of Directors Galia Maor President and Chief Executive Officer

30 August 2011

#### Exhibit A

			For	the three mon	ths ended 3	0 June		
	2011				2010			
			Rate of incom	ne (expenses)	_		Rate of incom	ne (expenses)
	Average balance (b)	income	Excluding the effect of derivatives	Including the effect of derivatives	-	Financing income (expenses)	Excluding the effect of derivatives	Including the effect of derivatives
	(NIS millio	ns)	%	%	(NIS millio	ons)	%	%
Israeli currency - unlinked								
Assets (c) (d)	167,743	1,942	4.71		158,755	1,402	3.58	
Effect of embedded and ALM derivatives (e)	65,412	23			48,511	207		
Total assets	233,155	1,965		3.41	207,266	1,609		3.14
Liabilities (d)	139,995	(789)	(2.27)	)	133,072	(436)	(1.32)	
Effect of embedded and ALM derivatives (e)	68,948				52,836			
Total liabilities	208,943			(1.54)	,			(1.38)
Interest margin	200)745	(,,,,)	2.44		7	(050)	2.26	
Israeli currency – linked to the CPI								
Assets (c) (d)	61,202	1,295	8.74		58,704	1,316	9.27	
Effect of embedded and ALM derivatives (e)	3,214			-	3,132	,		
Total assets	64,416			8.22				8.76
Liabilities (d)	47,089				48,172			
Effect of embedded and ALM derivatives (e)	11,334				10,667	,		
Total liabilities	,			(7.70)	/			(2, (2)
Interest margin	58,423	(1,077)	(0.28)	(7.58)		(1,376)	(0.21)	(9.69)
			(0.28)	0.04			(0.21)	(0.93)
Foreign currency –								
(including Israeli currency linked								
to foreign currency) Assets (c) (d) (i)								
	82,526	(294)	(1.42)	)	85,841	2,522	12.28	
Effect of derivatives: (e)								
Hedging derivatives	389	-			881	-		
Embedded derivatives and ALM	139,052	(1,812)			127,478	2,201		
Total assets	221,967	(2,106)		(3.74)	214,200	4,723		9.12
Liabilities (d)	98,352	1,240	4.95	i	101,055	(2,361)	(9.68)	
Effect of derivatives: (e)								
Hedging derivatives (i)	390	-			819	2		
Embedded derivatives and ALM (d)	129,164	1,168			116,879	(2,173)		
Total liabilities	227,906	2,408		4.16	218,753	(4,532)		(8.55)
Interest margin			3.53	0.42			2.60	0.57

See notes on page 160.

# Exhibit A (cont'd)

			For	the three mon	ths ended 30	) June		
	2011				2010			
			Rate of incor	ne (expenses)			Rate of incor	ne (expenses)
		Financing	Excluding	Including		Financing	Excluding	Including
	Average	income	the effect of	the effect of	Average	income	the effect of	the effect of
	balance (b)	(expenses)	derivatives	derivatives	balance (b)	(expenses)	derivatives	derivatives
	(NIS millio	ns)	%	%	(NIS million	ns)	%	%
Total monetary assets generating interest								
income (d) (f)	311,471	2,943	3.83		303,300	5,240	7.09	
Effect of derivatives: (e)								
Hedging derivatives	389	-			881	-		
Embedded derivatives and ALM	207,678	(1,799)			179,121	2,404		
Total assets	519,538	1,144		0.88	483,302	7,644		6.48
Total monetary liabilities generating interest expenses (d)	285,436	(577)	(0.81)		282,299	(3,900)	(5.64)	
Effect of derivatives: (e)								
Hedging derivatives Embedded derivatives and ALM (d)	390	-			819	2		
	209,446	1,109			180,382	(2,648)		
Total liabilities	495,272	532		0.43	463,500	(6,546)		(5.77)
Interest margin			3.02	1.31			1.45	0.71
In respect of options		66				74		
In respect of other derivatives (excluding options,								
hedging derivative instruments, ALM derivatives								
and embedded derivatives which have been separated)		(14)				(3)		
Financing commissions and other financing income (g)		211				474		
Other financing income (expenses)		12				(4)		
Net interest income before allowance in respect of credit los	ses	1,951				1,639		
Allowance for credit losses		(73)				(196)		
Net interest income after allowance in respect of credit losse	es	1,878				1,443		
Monetary assets generating interest income (d) (f)	311,471				303,300			
Assets derived from derivative instruments (h)	8,357				6,733			
Other monetary assets (d)	3,820				4,286			
Allowance in respect of credit losses (i)	(5,313)				(866)			
Total monetary assets	318,335				313,453			
Monetary liabilities generating interest expenses (d)	285,436				282,299			
Liabilities derived from derivative instruments (h)	10,218				8,021			
Other monetary liabilities (d)	8,402				8,817			
Total monetary liabilities	304,056				299,137			
Total monetary assets exceed monetary liabilities	14,279				14,316			
Non-monetary assets	9,492				9,012			
Non-monetary liabilities	927				532			
Total capital resources	22,844				22,796			

See notes on page 160.

#### Exhibit A (cont'd)

#### Notes:

- (a) The data in this exhibit is shown before and after the effect of derivative instruments (including the effect of off-balance sheet derivative instruments).
- (b) Based on monthly opening balances, and quarterly opening balances in foreign consolidated companies, except for the unlinked Israeli currency sector where the average balance is based on daily figures, and before deduction of the average balance sheet balance of allowances for credit losses. In 2010, after deduction of the balance sheet balance of allowances for credit losses.
- (c) The average balance of unrealized profits (losses) from adjustment to fair value of debentures held for trading and available for sale has been deducted from (added to ) the average balance of the assets as follows:

In the unlinked Israeli currency sector for the three and six month period an amount of NIS (178) million and NIS (178) million respectively (30 June 2010 – NIS 3 million and NIS 9 million respectively).

In the linked Israeli currency sector for the three and six month period an amount of NIS 73 million and NIS 178 million respectively (30 June 2010 – NIS 262 million and NIS 210 million respectively).

In the foreign currency sector (which includes Israeli currency linked to foreign currency) for the three and six month period an amount of NIS 23 million and NIS (26) million respectively (30 June 2010 - NIS (27) million and NIS (104) million respectively).

- (d) Excluding derivative instruments.
- (e) Includes hedging derivative instruments (excluding options), embedded derivatives which have been separated, and ALM derivatives, which constitute part of the Bank's asset and liability management system.
- (f) The average balance of unrealized profits (losses) on adjustment to fair value of debentures held for trading and available for sale has been deducted from (added to) the average balance of assets in the various sectors, for the three and six month period in an amount of NIS (82) million and NIS (26) million respectively (30 June 2010 NIS 238 million and NIS 115 million respectively).
- (g) This includes profits and losses on sales of investments in debentures and adjustments to fair value of debentures held for trading.
- (h) Includes the average balance for derivative instruments (does not include average of off-balance sheet derivative instruments).
- (i) Reclassified.

# Rates of Financing Income and Expenses (on a Consolidated Basis) (a) Nominal US\$ Exhibit A (cont'd)

			For	the three mon	ths ended 3	0 June					
	2011				2010						
			Rate of incor	ne (expenses)			Rate of incom	ne (expenses)			
	Average	income	Excluding the effect of derivatives	Including the effect of derivatives	-	Financing income (expenses)	Excluding the effect of derivatives	Including the effect of derivatives			
	(U.S.\$ mill		%	%	(U.S.\$ milli		%	%			
Foreign currency:	(0.5.\$ 1111	10113/	70	70	(0.5.5 mm	10113/	70	70			
Local operations (including Israeli currency linked to foreign currency)											
Assets (c) (d) (f)	14,272	81	2.29		14,052	75	2.15				
Effect of derivatives: (e)	,_, _				_ ,,						
Hedging derivatives	112	-			235	(1)	1				
Embedded derivatives and ALM	39,817				33,966	• •					
Total assets	54,201			0.56	,			0.34			
Liabilities (d)	20,166			0.50	,						
Effect of derivatives: (e)	20,100	(38)	(0.78)		19,195	(24)	(0.51)				
Hedging derivatives (f)											
Embedded derivatives and ALM	112				219						
Total liabilities	36,958			(2.2.2)	31,139			<i>(</i>			
Interest margin	57,236	(50)		(0.35)	· · · · ·	(34)		(0.28)			
, and the second s			1.53	0.21			1.64	0.06			
Foreign currency –											
Foreign operations											
(integrated operations)											
Assets (c) (d)	9,427	73	3.13		8,935	76	3.43				
Effect of embedded and ALM derivatives (e)	56	(1)			51	3					
Total assets	9,483	72		3.07	8,986	79		3.54			
Liabilities (d)	8,066	(16)	(0.80)		7,848	(18)	(0.90)				
Effect of embedded and ALM derivatives (e)	51	(25)			49						
Total liabilities	8,117	(41)		(2.04)	7,897	(18)	I	(0.91)			
Interest margin			2.33	1.03			2.53	2.63			
Total:											
generating financing income (c) (d)	23,699	154	2.62		22,987	151	2.65				
Effect of derivatives: (e)											
Hedging derivatives	112				235						
Embedded derivatives and ALM Total assets	39,873				34,017						
	63,684	148		0.93	57,239	119		0.83			
Monetary liabilities in foreign currency generating financing expense (d)	20.222	/ = 4 \$	(A		77 647	14.55	10 ( )				
Effect of derivatives: (e)	28,232	(54)	(0.77)		27,043	(42)	(0.62)				
Hedging derivatives	112	-			219	1					
Embedded derivatives and ALM	37,009	-			31,188						
Total liabilities	65,353			(0.56)	,			(0.36)			
Interest margin			1.85	0.37	,		2.03	0.47			

### Rates of Financing Income and Expenses (on a Consolidated Basis) (a)

#### Nominal US\$

Exhibit A (cont'd)

#### Notes:

- (a) The data in this exhibit is shown before and after the effect of derivative instruments (including the effect of off-balance sheet derivative instruments).
- (b) Based on monthly opening balances for the Bank and consolidated companies in Israel and on quarterly opening balances for foreign subsidiaries, and before deduction of the average balance sheet balance of allowances for credit losses (in 2010, after deduction of the average balance sheet balance of allowances).
- (c) The average balance of unrealized losses on adjustment to fair value of debentures held for trading and available for sale has been added to the average balance of the assets for domestic and foreign operations, in the amount of US\$ 10 million (30 June 2010 US\$ (7) million).
- (d) Excluding derivative instruments.
- (e) Hedging derivative instruments (excluding options), embedded derivatives which have been separated, and ALM derivatives, which constitute part of the Bank's asset and liability management system.
- (f) Reclassified.

# Exhibit A (cont'd)

			F	or the six mont	hs ended 30	June		
	2011				2010			
			Rate of inco	me (expenses)	_		Rate of inco	me (expenses)
		income (expenses)	derivatives	Including the effect of derivatives	balance (b)	Financing income (expenses)	Excluding the effect of derivatives	Including the effect of derivatives
	(NIS millio	ns)	%	%	(NIS millio	ns)	%	%
Israeli currency - unlinked								
Assets (c) (e)	165,733	3,647	4.45	i	156,796	2,661	3.42	
Effect of embedded and ALM derivatives (d)	68,859	84			45,039	240		
Total assets	234,592	3,731		3.21	201,835	2,901		2.90
Liabilities (e)	139,625	(1,349)	(1.94)	)	131,291	(734)	(1.12)	
Effect of embedded and ALM derivatives (d)	71,527	(203)	I		50,066	(223)		
Total liabilities	211,152	(1,552)		(1.48)	181,357	(957)	1	(1.06)
Interest margin		. ,	2.51		,		2.30	
Israeli currency – linked to the CPI								
Assets (c) (e)	60,699	2,366	7.95	5	59,238	1,360	4.64	
Effect of embedded and ALM derivatives (d)	3,025	,			3,108	(13)		
Total assets	63,724			7.75				4.37
Liabilities (e)	47,254				48,222	(1,150)		
Effect of embedded and ALM derivatives (d)	10,689			, 	10,794			
Total liabilities	57,943			(7.12)	,			(4.89)
Interest margin	51,745	(2,027)	(0.13)		/	(1,725)	(0.19)	
Foreign currency –			(0.20)	0.05			(0.17)	(0.52)
(including Israeli currency linked								
to foreign currency) Assets (c) (e) (i)								
Effect of derivatives: (e)	84,199	90	0.21		87,986	(460)	(1.04)	
Hedging derivatives								
Embedded derivatives and ALM	407				1,011	(2)		
Total assets	142,144				132,647			
Liabilities (e)	226,750			(1.07)	,			(0.76)
	99,112	1,346	2.70		104,063	1,357	2.59	
Effect of derivatives: (e)								
Hedging derivatives (i)	415	-			936	4		
Embedded derivatives and ALM	133,359	705			121,174	98		
Total liabilities	232,886	2,051		1.75	226,173	1,459		1.29
Interest margin			2.91	0.68			1.55	0.53

See notes on page 160.

# Exhibit A (cont'd)

			F	or the six mont	hs ended 30	June		
	2011				2010			
			Rate of incom	ne (expenses)			Rate of incom	ne (expenses)
		Financing	Excluding	Including	-	Financing	Excluding	Including
	Average	income	the effect of	the effect of	Average	income	the effect of	the effect of
		<b>.</b>	derivatives	derivatives	balance (b)		derivatives	derivatives
	(NIS million	is)	%	%	(NIS million	ns)	%	%
Total monetary assets generating interest								
income (e) (f)	310,631	6,103	3.97		304,020	3,561	2.36	
Effect of derivatives:								
Hedging derivatives	407	-			1,011	(2)		
Embedded derivatives and ALM (d)	214,028	(1,168)			180,794	(152)		
Total assets	525,066	4,935		1.89	485,825	3,407		1.41
Total monetary liabilities generating interest	205 001	(1.074)	(1. 21)		202 574	(5 2 7)	(0. 27)	
expenses (d) Effect of derivatives: (e)	285,991	(1,874)	(1.31)		283,576	(527)	(0.37)	
Hedging derivatives	415	-			936	4		
Embedded derivatives and ALM	215,575	346			182,034	(400)		
Total liabilities	501,981	(1,528)		(0.61)	,	(923)		(0.40)
Interest margin	501,781	(1,520)	2.66		,	(723)	1.99	1.01
In respect of options		74	2.00	2.20		68		2.02
In respect of other derivatives (excluding options,								
hedging derivative instruments, ALM derivatives								
and embedded derivatives which have been separa	ted) (e)	7				21		
Financing commissions and other financing income	e (g)	390				877		
Other financing income		12				(4)		
Net interest income before allowance in respect of	credit losses	3,890				3,446		
Allowance for credit losses		29				(326)		
Net interest income after allowance in respect of c	redit losses	3,919				3,120		
Monetary assets generating interest income (d) (f)	310,631				304,020			
Assets derived from derivative instruments (h)	8,196				6,633			
Other monetary assets (d)	4,296				3,773			
Allowance in respect of credit losses (i)	(5,410)				(881)			
Total monetary assets	317,713				313,545			
Monetary liabilities generating interest expenses (d	l) 285,991				283,576			
Liabilities derived from derivative instruments (h)	9,760				7,775			
Other monetary liabilities (d)	7,768				8,187			
Total monetary liabilities	303,519				299,538			
Total monetary assets exceed monetary liabilities	14,194				14,007			
Non-monetary assets	9,276				8,852			
Non-monetary liabilities	763				428			
Total capital resources	22,707				22,431			

See notes on page 160.

# Rates of Financing Income and Expenses (on a Consolidated Basis) (a) Nominal US\$

#### Exhibit A (cont'd)

			F	or the six mon	ths ended 30	) June							
	2011	1 2010											
			Rate of incom	me (expenses)			Rate of income (expenses)						
	Average	Financing income	Excluding the effect of	Including the effect of	Average	Financing income	U	Including the effect of					
	U		derivatives	derivatives	e	(expenses)	derivatives	derivatives					
	(U.S.\$ milli	ons)	%	%	(U.S.\$ milli	ions)	%	%					
Foreign currency:													
Local operations (including Israeli currency linked to foreign currency)													
Assets (c) (d) (f)	14,451	159	2.21		14,365	151	2.11						
Effect of derivatives: (e)													
Hedging derivatives	115	-			270		-						
Embedded derivatives and ALM	39,921				35,342		)						
Total assets	54,487	168		0.62				0.49					
Liabilities (d)	19,985				19,617								
Effect of derivatives: (e)		(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(0070)		27,027		, (0110)						
Hedging derivatives (f)	116	-			250		-						
Embedded derivatives and ALM	37,427	(27)			32,277		)						
Total liabilities	57,528			(0.34)	1			(0.28					
Interest margin	21)220	(77)	1.51		,	<b>,</b> , ,	1.63						
Foreign currency –													
Foreign operations													
(integrated operations)													
Assets (c) (d)	9,336	143	3.09	•	9,108	152	3.36						
Effect of embedded and ALM derivatives (e)				·	,			•					
Total assets	47	-			44			2.04					
Liabilities (d)	9,383			3.14	,			3.86					
Effect of embedded and ALM derivatives (e)	8,005				8,156		) (0.90)						
Total liabilities	51				45		-						
	8,056	(60)		(1.50)	8,201	(37	)	(0.91)					
Interest margin			2.29	1.64			2.46	2.95					
Total:													
Interest income (c) (d) Effect of derivatives: (e)	23,787	302	2.56		23,473	302	2.59						
Hedging derivatives	115	-			270		_						
Embedded derivatives and ALM	39,968				35,386								
Total assets	63,870			0.99	,			1.00					
	05,870	514		0.77	57,127	277		1.00					
Interest expense (d)	27,990	(102)	(0.73)	)	27,773	(84	) (0.60)	)					
Effect of derivatives: (e)													
Hedging derivatives	116	-			250		-						
Embedded derivatives and ALM	37,478	(55)			32,322	(27	)						
Total liabilities	65,584	(157)		(0.48)	60,345	(111	)	(0.37)					
Interest margin			1.83	0.51			1.99	0.63					

# Rates of Financing Income and Expenses (on a Consolidated Basis) (a)

#### Nominal US\$

Exhibit A (cont'd)

#### Notes:

- (a) The data in this exhibit is shown before and after the effect of derivative instruments (including the effect of off-balance sheet derivative instruments).
- (b) Based on monthly opening balances for the Bank and consolidated companies in Israel and on quarterly opening balances for foreign subsidiaries, and after deduction of the average balance sheet balance of the provisions for credit losses.
- (c) The average balance of unrealized losses on adjustment to fair value of debentures held for trading and available for sale has been added to the average balance of the assets for domestic and foreign operations, in the amount of US\$ 8 million (30 June 2010 US\$ 24 million).
- (d) Excluding derivative instruments.
- (e) Hedging derivative instruments (excluding options), embedded derivatives which have been separated, and ALM derivatives, which constitute part of the Bank's asset and liability management system.
- (f) Reclassified.

# Exposure to Interest Rate Fluctuations - on Consolidated Basis Reported amounts

#### Exhibit B:

	30 June 2011													31 December 2010			30 June 2010	
	On demand up to one month	One to three months	Three months to one year	One to three years	Three to five years		Over ten to twenty years	Over twenty years	Without fixed maturity	Total	Internal rate of return	Effective Duration (b)	Total fair value	Internal rate of return	Effective Duration (b)	Total fair value	Internal rate of return	Effective Duration (b)
	NIS millions										%	Years		%	Years		%	Years
Israeli currency - unlinked																		
Financial assets, amounts receivable in respect of	derivative ins	truments and	d off-balance s	heet finan	cial instru	ments												
Financial assets (a)	141,202	5,215	11,504	5,066	1,687	4,393	462	2	836	170,367	5.03	0.43	164,964	4.27	0.43	160,586	5 3.40	0.25
Derivative financial instruments (excluding options)	40,818	56,130	45,113	18,530	9,328	16,108	3 204	-	-	186,231	-	1.22	178,211		1.09	143,555	5 -	1.12
Options (in terms of basis asset) (d)	2,141	1,480	3,594	773	5	11	. 37	-	-	8,041	-	-	7,578	-	-	7,212	- 2	-
Off-balance sheet financial instruments	-	-	-	-	-	-		-	-	-	-	-	-		-	-		-
Total fair value	184,161	. 62,825	60,211	24,369	11,020	20,512	. 703	2	836	364,639	5.03	0.82	350,753	4.27	0.76	311,353	3.40	0.65
Financial liabilities, amounts payable in respect	of derivative in	nstruments a	nd off-balance	sheet fina	ancial inst	ruments												
Financial liabilities (a)	121,595	5,938	6,425	7,297	697	1,058	; -	-	8	143,018	4.41	0.27	140,887	3.67	0.28	135,080	2.56	0.29
Derivative financial instruments (excluding options)	51,229	59,803	39,267	19,763	9,935	14,390	270	-	-	194,657	-	1.17	182,032	-	1.04	148,617	, -	1.08
Options (in terms of basis asset) (d)	2,325	1,858	3,803	788	8	17	57	-	-	8,856	-	-	10,367		-	8,580	) -	-
Off-balance sheet financial instruments	-		30	-	-			-	-	30	-	0.50	89		0.50	67		0.50
Total fair value	175,149	67,599	49,525	27,848	10,640	15,465	327	-	8	346,561	4.41	0.77	333,375	3.67	0.68	292,344	2.56	0.69
Financial instruments, net																		
Exposure to interest rate fluctuations	9,012	. (4,774)	10,686	(3,479)	380	5,047	376	2										
Accumulated exposure in the sector	9,012	4,238	14,924	11,445	11,825	16,872	17,248	17,250										
Israeli currency - linked to the CPI	· ·		· · · · ·															
Financial assets, amounts receivable in respect of	derivative ins	truments and	d off-balance s	heet finan	cial instru	ments												
Financial assets (a)	3,188	4,635	15,323	16,819	10,908	8,834	1,565	143	78	61,493	3.28	3.08	62,174	2.83	3.20	60,460	3.00	2.96
Derivative financial instruments (excluding options)	497	,	,	679	,	,	,	-	-	4,177	-		2,704		1.89	3,036		1.93
Options (in terms of basis asset) (d)	-		-	-	_			-	-	-	-	-	, ,		-	,		-
Off-balance sheet financial instruments	-		-	-	-		· -	-	-	-	-	-			-			-
Total fair value	3,685	5,079	15,900	17,498	11,142	9,947	2,198	143	78	65,670	3.28	3.16	64,878	2.83	3.14	63,496	5 3.00	2.91
Financial liabilities, amounts payable in respect	of derivative in	nstruments a	nd off-balance	sheet fina	ancial inst	ruments							,			,		
Financial liabilities (a)	1,846	1,512	12,199	10,973	11,858	11,304	1,294	195	-	51,181	2.79	3.57	51,636	2.23	3.83	53,322	2 1.82	3.79
Derivative financial instruments (excluding options)	342	912	5,149	3,166	2,038	541	. 56	-	-	12,204	-	1.75	9,685		2.13	10,287		2.27
Options (in terms of basis asset) (d)	-		-	-	-	-		-	-	-	-	-	, 8		-	, 7	, -	-
Off-balance sheet financial instruments	-		88	-	-	-	· -	-	-	88	-	-	83	-	0.50	77		0.50
Total fair value	2,188	3 2,424	17,436	14,139	13,896	11,845	1,350	195	-	63,473	2.79	3.22	61,412	2.23	3.56	63,693	3 1.82	3.54
Financial instruments, net																		
Exposure to interest rate fluctuations	1,497	2,655	(1,536)	3,359	(2,754)	(1,898)	848	(52)										
Accumulated exposure in the sector	1,497	4,152	2,616	5,975	3,221	1,323	3 2,171	2,119										

# Exposure to Interest Rate Fluctuations - on Consolidated Basis Reported amounts

#### Exhibit B (cont'd):

Notes:

- (a) Excluding balance-sheet balances of derivative financial instruments, fair value of off-balance sheet financial instruments, and fair value of hybrid financial instruments. The figures in the "Without fixed maturity" column are the non-discounted balance-sheet balances, including overdue balances in the amount of NIS 1,013 million.
- (b) Weighted average as per fair value of effective duration.
- (c) Including non-monetary assets shown in "Without fixed maturity" column.
- (d) Duration less than 0.05 years.

General notes:

- (1) In this table, the data by periods shows the present value of future cash flows, discounted at the internal rate of return used for discounting them to the fair value included in respect of the financial instrument, in consistency with the assumptions used to calculate the fair value of the financial instrument. For further details regarding the assumptions used in the calculation of the fair value of the financial instruments, see Note 18D in the Annual Financial Report.
- (2) The internal rate of return is the interest rate for discounting the cash flows expected from a financial instrument to the fair value included in respect of it.
- (3) The effective duration of a group of financial instruments constitutes an approximation of the percentage change in the fair value of the group of financial instruments that would be caused as a result of a small change (an increase of 0.1%) in the internal rate of return of each of the financial instruments.
- (4) The effect of hedging transactions is included in total assets or total liabilities, as applicable.

# Exposure to Interest Rate Fluctuations - on Consolidated Basis Reported amounts

#### Exhibit B (cont'd):

	30 June 2011												31 Decemb	per 2010				
	On demand up to one month	One to three months	Three months to one year	One to	Three to		Over ten to twenty years t	Over	Without	Total	Internal rate of return	Effective Duration (b)	Total fair value	Internal rate of return	Effective Duration (b)	Total fair value	Internal rate of return	Effective Duration (b)
	NIS millions	monuis	to one year	urree years	Tive years	to ten years	twenty years t	wenty years	lixed maturity	Totai	%	Years	value	%	(b) Years	value	orietum	(0)
Foreign currency and foreign currency linked	N13 IIIIII0IIS										90	reals		90	I cais			
Financial assets, amounts receivable in respect of	derivative inst	ruments and	l off-balance sl	heet finan	cial instru	ments												
Financial assets (a)	43,829	15,812	8,444	6,140	5,029	2,040	112	9	117	81,532	3.11	0.72	84.043	3.14	0.70	90,087	3.38	0.64
Derivative financial instruments (excluding options)	61,636	42.070	,	34,212	3,112	,		132	148	209,819	-	0.88	198,480	) -	0.93	152,987		0.66
Options (in terms of basis asset) (d)	6,711	4,659		,	- /	.,		-	-	142,467	-	-	44,194		-	37,981		
Off-balance sheet financial instruments	-	-	-	-	-	-	-	-	-	-	-	-	-		-	· ·		
Total fair value	112,176	62,541	98,297	91,342	42,667	24,713	1,676	141	265	433,818	3.11	0.56	326,717	3.14	0.75	281,055	3.38	0.56
Financial liabilities, amounts payable in respect	of derivative in	struments a	nd off-balance	sheet fina	ncial inst	ruments												
Financial liabilities (a)	59,098	18,072	20,135	2,933	536	318	40	-	-	101,132	1.61	0.30	99,253	1.43	0.30	106,557	1.52	0.31
Derivative financial instruments (excluding options)	47,737	34,325	61,826	35,346	5,946	9,519	101	132	148	195,080	-	1.06	189,015	-	1.03	141,964	- 4	0.80
Options (in terms of basis asset) (d)	6,752	4,296	29,174	50,904	34,510	14,753	1,260	-	-	141,649	-	-	41,357	-	-	36,539	, -	
Off-balance sheet financial instruments	-	-	8	-	-	-	-	-	-	8	-	0.50	72	-	0.50	83	; -	0.50
Total fair value	113,587	56,693	111,143	89,183	40,992	24,590	1,401	132	148	437,869	1.61	0.54	329,697	1.43	0.68	285,143	1.52	0.51
Financial instruments, net																		
Exposure to interest rate fluctuations	(1,411)	5,848	(12,846)	2,159	1,675	123	275	9										
Accumulated exposure in the sector	(1,411)	4,437	(8,409)	(6,250)	(4,575)	(4,452)	(4,177)	(4,168)										
Total exposure to interest rate fluctuations																		
Financial assets, amounts receivable in respect of	f derivative inst	ruments and	l off-balance sl	heet finan	cial instru	ments												
Financial assets (a) (c)	188,219	25,662	35,271	28,025	17,624	15,267	2,139	154	5,401	317,762	3.69	1.03	314,357	3.23	1.06	313,879	3.14	0.89
Derivative financial instruments (excluding options)	102,951	98,644	106,200	53,421	12,674	25,107	950	132	975	401,054	-	1.07	380,616		1.02	300,125	; -	0.89
Options (in terms of basis asset) (d)	8,852	6,139	32,937	51,763	34,531	14,798	1,488	-	-	150,508	-	-	51,772	-	-	45,193	; -	
Accumulated exposure in the sector	-	-	-	-	-	-	-	-	-	-	-	-	-		-			
Total fair value	300,022	130,445	174,408	133,209	64,829	55,172	4,577	286	6,376	869,324	3.69	0.87	746,745	3.23	0.96	659,197	3.14	0.83
Financial liabilities, amounts payable in respect	of derivative in	struments a	nd off-balance	sheet fina	ncial inst	ruments												
Financial liabilities (a) (c)	182,539	25,522	38,759	21,203	13,091	12,680	1,334	195	875	296,198	2.90	0.85	291,824	2.36	0.92	295,003	1.89	0.93
Derivative financial instruments (excluding options)	99,308	95,040	106,242	58,275	17,919	24,450	427	132	947	402,740	-	1.14	381,924	-	1.06	301,387		0.99
Options (in terms of basis asset) (d)	9,077	6,154	32,977	51,692	34,518	14,770	1,317	-	-	150,505	-	-	51,732	-	-	45,126	; -	
Off-balance sheet financial instruments	-	-	126	-	-	-		- '	130	256	-	0.08	367	·*	0.50	341	-	0.50
Total fair value	290,924	126,716	178,104	131,170	65,528	51,900	3,078	327	1,952	849,699	2.90	0.84	725,847	2.36	0.93	641,857	1.89	0.89
Financial instruments, net																		
Exposure to interest rate fluctuations	9,098	3,729	(3,696)	2,039	(699)	3,272	1,499	(41)										
Accumulated exposure in the sector	9,098	12,827	9,131	11,170	10,471	13,743	15,242	15,201										

# Credit to the Public - Risk by Economic Sector - on a Consolidated Basis Reported amounts

Exhibit C

	30 June 2011							
		Risk of cı	edit to the	public		(	Credit losses	(4)
				Risk of credit t inclue	-	_		
	Balance sheet credit risk (*) (1) (NIS millions)	Off- balance sheet credit risk (*) (2)	Overall credit risk (*)	Problematic credit risk (*)	Impaired credit to the public (*)	Expenses in respect of credit losses	Net accounting write-offs	Balance of allowance for credit losses
Activities of borrowers in Israel:	(1415 millions)							
Agriculture	1,770	349	2,119	110	70	(13)	-	(53)
Industry	23,004	14,622	37,626	1,421	886	(119)	157	(566)
Construction and real estate (7)	39,710	28,347	68,057	4,559	2,549	98	308	(1,330)
Electricity and water	1,322	388	1,710	53	1	3	-	(8)
Commerce	18,052	4,180	22,232	1,138	555	(14)	38	(350)
Hotels and restaurants	3,590	331	3,921	1,091	884	(53)	(1)	(174)
Transport and storage	4,280	1,034	5,314	211	139	5	24	(83)
Communications and computer services	4,604	3,397	8,001	177	133	(2)	38	(81)
Financial services	16,487	13,278	29,765	669	472	40	229	(189)
Business and other services	4,765	1,767	6,532	96	53	10	(30)	(102)
Public and community services	6,053	1,017	7,070	183	42	(8)	1	(19)
Private individuals - loans for housing	54,458	1,973	56,431	974	22	(13)	30	(557)
Private individuals - other	26,890	26,584	53,474	345	72	-	17	(432)
Total for activities of borrowers in Israel	204,985	97,267	302,252	11,027	5,878	(66)	811	(3,944)
Activities of borrowers abroad	42,675	15,289	57,964	2,197	1,340	37	235	(755)
Total	247,660	112,556	360,216	13,224	7,218	(29)	1,046	(4,699)
Credit risk included within								
the various economic sectors:								
Settlement movements (5)	3,042	680	3,722	119	69	(27)	29	(42)
Local authorities (6)	3,100	119	3,219	21	1	-	-	(2)

(1) Including credit to the public in the amount of NIS 200,486 million in respect of activity in Israel and NIS 32,184 million in respect of activity abroad, investments in debentures of the public in the amount of NIS 1,508 million in respect of activity in Israel and NIS 9,781 million in respect of activity abroad, and other assets in respect of derivative instruments corresponding to transactions with the public in the amount of NIS 2,991 million in respect of activity in Israel and NIS 710 million in respect of activity abroad.

(2) Credit risk on off-balance sheet financial instruments as calculated for the purpose of per borrower credit limitations.

(3) Balance sheet and off-balance sheet credit risk in respect of the public, which is impaired, inferior, or under special supervision.

(4) Including in respect of off-balance sheet credit instruments (appearing in the balance sheet under "Other Liabilities").

(5) Kibbutzim and moshavim, regional and national organizations and corporations controlled by settlement movement.

(6) Including corporations under their control.

(7) Including housing loans made to purchasing groups in process of construction in the amount of NIS 806 million and off-balance sheet credit risk in the amount of NIS 1,874 million.

(\*) Balance sheet and off-balance sheet credit risk, problematic credit risk, and impaired credit to the public appear before the effect of the provision for credit losses, and before the effect of collateral eligible for deduction for purposes of the single borrower and group borrower limitation.

### Credit to the Public - Risk by Economic Sector - on a Consolidated Basis (cont'd) Reported amounts

Exhibit C (cont'd)

	30 June 2010				
				Expense in	
				the period for	
		Off-balance	Total	specific	Balance of
	Balance sheet	sheet credit	credit risk	provision for	problematic
	credit risk (1)	risk (2)	to public	doubtful debts	debts (3)
	(NIS millions)				
Activities of borrowers in Israel:					
Agriculture	1,774	345	2,119	-	128
Industry	21,578	14,005	35,583	(9)	1,863
Construction and real estate (6) (7)	37,178	22,329	59,507	56	6,491
Electricity and water	1,163	455	1,618	-	8
Commerce	14,853	3,596	18,449	66	1,335
Hotels and restaurants	3,487	289	3,776	(8)	1,552
Transport and storage	3,887	1,028	4,915	(22)	848
Communications and computer services	4,982	2,022	7,004	(9)	286
Financial services	14,519	12,237	26,756	30	596
Business and other services	4,191	1,819	6,010	1	420
Public and community services	5,935	960	6,895	-	235
Private individuals - loans for housing (7)	47,416	2,939	50,355	(18)	716
Private individuals - other	23,913	26,010	49,923	74	988
Total for activities of borrowers in Israel	184,876	88,034	272,910	161	15,466
Activities of borrowers abroad (8)	45,085	18,392	63,477	242	3,174
Total	229,961	106,426	336,387	403	18,640
Credit risk included within					
the various economic sectors:					
Settlement movements (4)	2,916	995	3,911	4	788
Local authorities (5)	3,112	121	3,233	-	62

(1) Including credit to the public in the amount of NIS 180,332 million in respect of activity in Israel and NIS 32,822 million in respect of activity abroad, investments in debentures of the public in the amount of NIS 1,014 million in respect of activity in Israel and NIS 11,714 million in respect of activity abroad, and other assets in respect of derivative instruments corresponding to transactions with the public in the amount of NIS 3,530 million in respect of activity in Israel and NIS 549 million in respect of activity abroad.

(2) Credit risk on off-balance sheet financial instruments as calculated for the purpose of per borrower credit limitations.

(3) Balances of problematic debt net of credit covered by collateral allowed as a deduction for purposes of individual and group borrower limits, including off-balance sheet risk components.

(4) Kibbutzim and moshavim, regional and national organizations and corporations controlled by settlement movement.

(5) Including corporations under their control.

(6) Including housing loans made to purchasing groups in process of construction in the amount of NIS 676 million and off-balance sheet credit risk in the amount of NIS 1,330 million.

(7) Reclassified.

(8) Reclassified – Debentures of banking holding companies abroad were reported as debentures of banks.

Note - Credit risk and balances of problematic debts are stated net of specific provisions for doubtful debts.

### Credit to the Public - Risk by Economic Sector - on a Consolidated Basis (cont'd) Reported amounts

Exhibit C (cont'd)

	31 December 2010				
				Expense in	
				the period for	
		Off-balance	Total	specific	Balance of
	Balance sheet	sheet credit	credit risk	provision for	problematic
	credit risk (1)	risk (2)	to public	doubtful debts	debts (3)
	(NIS millions)				
Activities of borrowers in Israel:					
Agriculture	1,729	324	2,053	(2)	177
Industry	21,440	13,243	34,683	(51)	1,691
Construction and real estate (6) (7)	38,144	24,649	62,793	212	5,454
Electricity and water	1,257	505	1,762	1	6
Commerce	15,571	3,761	19,332	85	1,228
Hotels and restaurants	3,441	309	3,750	(34)	1,456
Transport and storage	3,958	1,161	5,119	(61)	642
Communications and computer services	4,836	1,857	6,693	(54)	172
Financial services	16,842	12,049	28,891	(62)	632
Business and other services	4,747	1,702	6,449	12	453
Public and community services	6,065	1,110	7,175	11	235
Private individuals - loans for housing (7)	50,980	2,553	53,533	(51)	654
Private individuals - other	26,111	25,589	51,700	206	837
Total for activities of borrowers in Israel	195,121	88,812	283,933	212	13,637
Activities of borrowers abroad (8)	44,887	14,268	59,155	509	2,480
Total	240,008	103,080	343,088	721	16,117
Credit risk included within					
the various economic sectors:					
Settlement movements (4)	2,804	633	3,437	(95)	192
Local authorities (5)	3,154	119	3,273	-	73

(1) Including credit to the public in the amount of NIS 190,651 million in respect of activity in Israel and NIS 33,975 million in respect of activity abroad, investments in debentures of the public in the amount of NIS 1,367 million in respect of activity in Israel and NIS 10,290 million in respect of activity abroad, and other assets in respect of derivative instruments corresponding to transactions with the public in the amount of NIS 3,103 million in respect of activity in Israel and NIS 622 million in respect of activity abroad.

(2) Credit risk on off-balance sheet financial instruments as calculated for the purpose of per borrower credit limitations.

(3) Balances of problematic debts net of credit covered by collateral allowed as a deduction for purposes of individual and group borrower limits, including off-balance sheet risk components.

(4) Kibbutzim and moshavim, regional and national organizations and corporations controlled by the settlement movement.

(5) Including corporations under their control.

(6) Including housing loans made to purchasing groups in process of construction in the amount of NIS 853 million and off-balance sheet credit risk in the amount of NIS 1,625 million.

(7) Reclassified.

(8) Reclassified – Debentures of banking holding companies abroad were reported as debentures of banks.

Note - Credit risk and balances of problematic debts are stated net of specific provisions for doubtful debts.

#### **Country Exposure Reported Amounts**

#### Exhibit D:

Part A – Information on total country exposure and on exposure to countries whose total individual exposure exceeds 1% of total assets or exceeds 20% of equity for purposes of calculating capital ratios, whichever is the lower.

	30 June 2011							
	Balance Sheet Exposure (a)							
	Cross-Border Bal	Net Foreign-office Claims on Local Residen						
				Balance sheet exposure before deducting	Deduction for local	Balance sheet exposure after deducting local		
	To governments (c)	To banks	To others	local liabilities	liabilities	liabilities		
Country	(NIS millions)							
United States	35	2,976	11,047	16,030	6,861	9,169		
England	-	2,997	1,891	5,577	2,306	3,271		
France	985	2,590	687	-	-	-		
Switzerland	-	656	807	763	371	392		
Germany	-	1,897	1,410	-	-	-		
Belgium	249	1,259	155	-	-	-		
Italy	-	732	43	-	-	-		
Others	309	5,070	5,243	1,947	946	1,001		
Total country exposure	1,578	18,177	21,283	24,317	10,484	13,833		
Total exposure to LDC countries	121	69	1,167	1,850	946	904		
Total exposure to PIGS countries (d)	-	415	138	-	-	-		

	Total balance sheet exposure		Off - Balance Sheet Exposure (a) (b)					
						Balance Sheet sure (a)	ieet	
		Balance sheet commercial	Balance of	Total off- balance sheet	Of which: Problematic off- balance sheet commercial	. ,	Repay ment over	
	(NIS millions)	credit risk	problematic debts	exposure	credit risk	up to one year	one year	
Country								
United States	23,227	407	277	10,233	11	6,521	7,537	
England	8,159	779	233	9,255	4	2,407	2,481	
France	4,262	33	26	3,595	-	1,917	2,345	
Switzerland	1,855	140	140	1,792	-	1,054	409	
Germany	3,307	-	-	3,847	-	2,367	940	
Belgium	1,663	21	21	564	-	1,370	293	
Italy	775	20	5	19	-	293	482	
Others	11,623	579	387	1,928	1	6,055	4,567	
Total country exposure	54,871	1,979	1,089	31,233	16	21,984	19,054	
Total exposure to LDC countries	2,261	513	358	474	-	1,000	357	
Total exposure to PIGS countries (d)	553	10	10	39	-	71	482	

(a) Balance sheet and off-balance sheet credit risk, problematic commercial credit risk, and impaired debts appear before the effect of the provision for credit losses, and before the effect of collateral eligible for deduction for purposes of the single borrower and group borrower limitation. This does not include elements of offbalance credit risk.

(b) Credit risk in off-balance sheet financial instruments as calculated for purposes of single borrower limitations.

(c) Includes governments, official institutions and central banks.

(d) Exposure to PIGS countries includes the following countries: Portugal, Ireland, Greece and Spain.

#### **Country Exposure Reported Amounts**

#### Exhibit D (cont'd):

Part A – Information on total country exposure and on exposure to countries whose total individual exposure exceeds 1% of total assets or exceeds 20% of equity for purposes of calculating capital ratios, whichever is the lower.

	30 June 2010					
	Balance Sheet Expo	osure				
	Cross-Border Bal	Local Residents				
				Balance sheet exposure		Balance sheet exposure after
				before deducting	Deduction for local	deducting local
	To governments (a)	To banks	To others	local liabilities	liabilities	liabilities
Country	(NIS millions)					
United States	221	6,535 (c)	8,709	(c) 19,029	8,651	10,378
England	31	4,170 (c)	1,221	(c) 5,151	1,849	3,302
France	-	2,057	558	-	-	-
Switzerland	-	419	562	1,939	682	1,257
Germany	-	3,894	1,143	-	-	-
Others (c)	142	7,827	6,253	1,830	1,019	811
Total country exposure	394	24,902	18,446	27,949	12,201	15,748
Total exposure to LDC countries	127	302	1,219	1,777	1,018	759
Total exposure to PIGS countries (c)	-	630	50	-	-	-

	Balance Sheet Exp	oosure	Off - Balance She	et Exposure		
	Total balance sheet				Cross-Border	Balance Sheet
	exposure				Exp	osure
				Of which:		
				Problematic		
		Balance of	Total off-	off-balance	Rep ay ment	Repayment
		problematic	balance sheet	sheet credit	up to one	over
		debts (b)	exposure	risk	year	one year
	(NIS millions)					
Country						
United States	25,843	848	11,621		- 6,195	9,270
England	8,724	462	8,353	; 4	4 3,166	2,256
France	2,615	12	2,710	) .	- 1,470	1,145
Switzerland	2,238	118	(c) 1,779	) .	- 431	550
Germany	5,037	-	- 4,021		- 3,744	1,293
Others (c)	15,033	266	3,608	; .	- 9,009	5,213
Total country exposure	59,490	1,706	32,092		4 24,015	19,727
Total exposure to LDC countries	2,407	154	1,106		- 1,343	305
Total exposure to PIGS countries (c)	680	4	. 59	) .	- 257	423

(a) Includes governments, official institutions and central banks.

(b) Balances of problematic debts less debts covered by eligible collateral for purposes of per borrower or group borrowers' debt limitation. This does not include elements of off-balance credit risk.

(c) Restated.

### **Country Exposure Reported Amounts**

#### Exhibit D (cont'd):

Part A - Information on total country exposure and on exposure to countries whose total individual exposure exceeds 1% of total assets or exceeds 20% of equity for purposes of calculating capital ratios, whichever is the lower.

	31 December 2010							
	Balance Sheet Exposure							
	Cross-Border Balance Sheet Exposure Net Foreign-office Claims on L							
				Balance sheet exposure before	Deduction	Balance sheet exposure after deducting		
	To governments (a)	To banks	To others	deducting local liabilities	for local liabilities	local liabilities		
Country	(NIS millions)				indoninies	indonities		
United States	455	2,485	11,288	16,661	7,212	9,449		
England	18	3,462	1,439	5,502	1,832	3,670		
France	1,184	2,022	560	-	-	-		
Switzerland	-	350	886	1,266	495	771		
Germany	248	2,734	1,237	-	_	-		
Others	605	6,076	5,400	1,708	970	738		
Total country exposure	2,510	17,129	20,810	25,137	10,509	14,628		
Total exposure to LDC countries	103	154	1,186	1,658	969	689		
Total exposure to PIGS countries (c)	-	447	40	-	-	-		

	Balance Sheet Exposure		Off - Balance She	et Exposure		
	Total balance sheet e	exposure				Balance Sheet osure
		Balance of problematic debts (b)	Total off- balance sheet exposure	Of which: Problematic off-balance sheet credit risk	Rep ay ment up to one year	Repayment over one year
	(NIS millions)		<b>^</b>			
Country						
United States	23,677	782	11,743		- 6,191	8,037
England	8,589	395	7,782		- 2,441	2,478
France	3,766	14	3,226	, .	- 1,257	2,509
Switzerland	2,007	147	(c) 2,314		- 755	481
Germany	4,219	1	4,835		- 2,708	1,511
Others	12,819	237	2,850		- 6,511	5,570
Total country exposure	55,077	1,576	32,750		- 19,863	20,586
Total exposure to LDC countries	2,132	168	688		- 1,117	326
Total exposure to PIGS countries (c)	487	3	65		- 100	387

(a) Includes governments, official institutions and central banks.(b) Balances of problematic debts less debts covered by eligible collateral for purposes of per borrower or group borrowers' debt limitation. This does not include elements of off-balance credit risk.

(c) Restated.

#### **Country Exposure**

Exhibit D (cont'd):

#### Notes:

In accordance with the Directive of the Supervisor of Banks, country exposure is shown on an end-risk basis, as follows:

- The accounting balance of a debt is to be dealt with as the amount of exposure to the legal country of residence of the debtor who bears the end risk after the effect of guarantees, liquid collateral and credit derivatives.
- The accounting balance of an investment in shares is to be dealt with as the amount of exposure to the country of residence of the issuer of the security.
- Off-balance sheet credit risk is shown as an off-balance sheet exposure to the country of residence of the counterparty to the transaction as it was calculated for the purposes of per borrower debt limitation.

From the aspect of determining end-risk, collateral is to be considered as follows:

- Third party guarantees according to the country of residence of the guarantor.
- Securities The country of residence is that of the issuer of the security.
- The directive makes it clear that real estate and debtors' balances do not represent collateral for purposes of determining endrisk.
- For purposes of determining end-risk only specific collaterals were taken into account.

Part B – Total aggregate balance sheet exposures to foreign countries, of which the individual amount of exposure was between 0.75% and 1% of total consolidated assets or 15%-20% of shareholders' equity, whichever the lower, amounted to NIS 2,520 million attributed to Holland.

(At 30 June 2010, exposure amounted to NIS 4,832 million, attributed to Belgium and Holland, and at 31 December 2010 exposure amounted to NIS 4,165 million attributed to Holland and Belgium).

Part C – The exposure to the foreign countries with liquidity difficulties as defined by Bank of Israel (a country which receives financial assistance from IMF or its liabilities have a credit rating of CCC or lower) amounts to NIS 1,449 million and relates to 12 countries.

#### MANAGEMENT REVIEW

#### Certification

I, Galia Maor, certify that:

- 1. I have reviewed the Quarterly Report of Bank Leumi le-Israel B.M. (the "Bank") for the quarter ended on 30 June 2011 (the "Report").
- 2. Based on my knowledge, the Report does not contain any untrue statement of a material fact or omit to state a material fact that is necessary so that the statements included therein, in light of the circumstances under which such statements were included, are not misleading with reference to the period covered by the Report.
- 3. Based on my knowledge, the financial statements, and other financial information included in the Report, fairly present in all material respects the financial condition, results of operations and changes in shareholders' equity and cash flows of the Bank for the dates and periods covered by the Report.
- 4. I and the Bank's other certifying officers are responsible for establishing and maintaining controls and procedures with regard to the Bank's disclosure and internal control of financial reporting (as defined in the Public Reporting Directives concerning "The Directors' Report"), and also:
  - (a) We have established such controls and procedures, or caused such controls and procedures to be determined under our supervision, so as to ensure that material information relating to the Bank, including its consolidated corporations, is made known to us by others within the Bank and in those corporations, particularly during the period of preparation of the Report;
  - (b) We have established such internal control over financial reporting, or caused such internal control to be established under our supervision, so as to provide a reasonable level of confidence regarding the reliability of financial reporting and that the financial statements for external purposes are prepared in accordance with accepted accounting principles and the directives of the Supervisor of Banks and his instructions; and
  - (c) We have evaluated the effectiveness of the Bank's disclosure controls and procedures and presented in this Report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by the Report, based on our evaluation; and
  - (d) We have disclosed in the Report any change in the Bank's internal control over financial reporting that occurred during this quarter that has materially affected, or is reasonably likely to materially affect, the Bank's internal control over financial reporting; and
- 5. I and the Bank's other certifying officers have disclosed to the Joint Auditors, the Board of Directors, the Audit Committee and the Financial Statements Review Committee of the Board of Directors of the Bank, based on our most recent evaluation of internal control over financial reporting:
  - (a) All significant deficiencies and material weaknesses in the establishment or operation of internal control over financial reporting which are reasonably likely to adversely affect the Bank's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether material or immaterial, in which Management was involved or in which other employees were involved who have a significant role in the Bank's internal control over financial reporting.

The above does not derogate from my responsibility or the responsibility of any other person, pursuant to any law.

30 August 2011

Galia Maor President and Chief Executive Officer

#### Certification

I, Menachem Schwartz, certify that:

- 1. I have reviewed the Quarterly Report of Bank Leumi le-Israel B.M. (the "Bank") for the quarter ended on 30 June 2011 (the "Report").
- 2. Based on my knowledge, the Report does not contain any untrue statement of a material fact or omit to state a material fact that is necessary so that the statements included therein, in light of the circumstances under which such statements were included, are not misleading with reference to the period covered by the Report.
- 3. Based on my knowledge, the financial statements, and other financial information included in the Report, fairly present in all material respects the financial condition, results of operations and changes in shareholders' equity and cash flows of the Bank for the dates and periods covered by the Report.
- 4. I and the Bank's other certifying officers are responsible for establishing and maintaining controls and procedures with regard to the Bank's disclosure and internal control of financial reporting (as defined in the Public Reporting Directives concerning "The Directors' Report"), and also:
  - (a) We have established such controls and procedures, or caused such controls and procedures to be determined under our supervision, so as to ensure that material information relating to the Bank, including its consolidated corporations, is made known to us by others within the Bank and in those corporations, particularly during the period of preparation of the Report;
  - (b) We have established such internal control over financial reporting, or caused such internal control to be established under our supervision, so as to provide a reasonable level of confidence regarding the reliability of financial reporting and that the financial statements for external purposes are prepared in accordance with accepted accounting principles and the directives of the Supervisor of Banks and his instructions; and
  - (c) We have evaluated the effectiveness of the Bank's disclosure controls and procedures and presented in the Report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by the Report, based on our evaluation; and
  - (d) We have disclosed in the Report any change in the Bank's internal control over financial reporting that occurred during this quarter that has materially affected, or is reasonably likely to materially affect, the Bank's internal control over financial reporting; and
- 5. I and the Bank's other certifying officers have disclosed to the Joint Auditors, the Board of Directors, the Audit Committee and the Financial Statements Review Committee of the Board of Directors of the Bank, based on our most recent evaluation of internal control over financial reporting:
  - (a) All significant deficiencies and material weaknesses in the establishment or operation of internal control over financial reporting which are reasonably likely to adversely affect the Bank's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether material or immaterial, in which Management was involved or in which other employees were involved who have a significant role in the Bank's internal control over financial reporting.

The above does not derogate from my responsibility or the responsibility of any other person, pursuant to any law.

30 August 2011

Menachem Schwartz First Executive Vice President Chief Accounting Officer Head of Accounting Division

# Joint Auditors' Review Report to the Shareholders of Bank Leumi le-Israel B.M.

#### Introduction

We have reviewed the accompanying financial information of Bank Leumi le-Israel B.M. (hereinafter: "the Bank") and its subsidiaries, which comprises the condensed interim consolidated balance sheet as of 30 June, 2011 and the related interim condensed consolidated statements of profit and loss, changes in shareholders' equity and cash flows for the three and six month periods ending on that date. The Board of Directors and Management are responsible for the preparation and presentation of financial information for these interim periods in accordance with generally accepted accounting principles in Israel (Israeli GAAP) for financial reporting of interim periods and in accordance with directives and guidelines of the Supervisor of Banks. Our responsibility is to express a conclusion on financial information on these interim periods based on our review.

We did not review the condensed interim financial information of consolidated companies, whose assets included on consolidation constitute approximately 1.5% of total consolidated assets as of 30 June, 2011 and whose net interest income before expenses for credit losses included in the consolidated statements of profit and loss constitute some 5.6% and some 4.5% of the total consolidated net interest income before expenses for credit losses for the three and six month periods ending on that date respectively. The condensed interim financial information of those companies was reviewed by other auditors, whose review reports have been furnished to us, and our conclusion, insofar as it relates to the financial information in respect of those companies, is based on the review reports of the other auditors.

#### Scope of review

We conducted our review in accordance with Review Standard 1 of the Institute of Certified Public Accountants in Israel, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" and a review standard implementation of which in review of banking corporations was required in guidelines of the Supervisor of Banks. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards in Israel and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review and the review reports of other auditors, nothing has come to our attention that causes us to believe that the accompanying interim financial information was not prepared, in all material respects, in accordance with generally accepted accounting principles in Israel (Israeli GAAP) for financial reporting of interim periods and in accordance with directives and guidelines of the Supervisor of Banks.

Without qualifying our above conclusion, we draw attention to:

- 1. that stated in Note 6.C clauses 2 and 4 of the condensed interim financial statements concerning claims against the Bank and against consolidated subsidiaries, including petitions for their approval as class actions.
- 2. that stated in Note 6.D concerning claims relating to a company included on equity basis and dependence on receipt of services from infrastructure companies and suppliers of natural gas.
- 3. that stated in Note 6.E concerning the ruling of the Antitrust Commissioner.

The Bank is unable to estimate the effect of the said matters on the Bank, if any, on its financial condition and on its operating results, and whether or not they will be of a material nature.

Kost Forer Gabbay & Kasierer Certified Public Accountants (Isr.) Somekh Chaikin Certified Public Accountants (Isr.)

30 August 2011

#### Condensed Consolidated Balance Sheet as at 30 June 2011 Reported amounts

		30 June 2011	30 June 2010	31 December 2010
		(Unaudited)	(Unaudited)	(Audited)
	Note	(NIS millions)		
Assets				
Cash and deposits with banks		45,566	47,180	30,052
Securities	2	40,146	51,211	55,791
Securities borrowed or purchased under agreement to resell		1,330	725	1,190
Credit to the public (a)	3	232,670	222,806	234,255
Allowance for credit losses (a)	3	(4,322)	(10,353)	(10,274)
Net credit to the public		228,348	212,453	223,981
Credit to governments		352	396	379
Investments in companies included on the equity basis		2,159	1,720	1,924
Buildings and equipment		3,627	3,564	3,638
Goodwill (a)		45	117	45
Assets in respect of derivative instruments (a)	7	7,764	8,303	8,716
Other assets (a) (b)		3,719	2,757	2,606
Total assets		333,056	328,426	328,322
Liabilities and equity capital				
Deposits of the public		252,704	251,677	249,584
Deposits from banks		5,362	3,288	2,691
Deposits from governments		443	909	660
Securities loaned or sold under agreement to repurchase		791	740	1,006
Debentures, bonds and subordinated notes		27,034	26,846	26,939
Liabilities in respect of derivative instruments (a)	7	9,447	9,498	9,985
Other liabilities (a) (b)		14,098	12,040	13,846
Total liabilities		309,879	304,998	304,711
Non-controlling interests		333	292	318
Equity attributable to shareholders of the banking				
corporation (b)	4	22,844	23,136	23,293
Total equity		23,177	23,428	23,611
Total liabilities and equity		333,056	328,426	328,322

(a) Comparative figures have been reclassified in order to comply with the method of presentation in the current period. Comparative figures in respect of credit to the public and the allowance for credit losses have not been restated pursuant to implementation of the new directives, and are not comparable with current data.
 (b) Presented are Net al P.4 below.

(b) Restated - see Note 1.B.4 below.

The accompanying notes are an integral part of these Condensed Financial Statements.

**David Brodet** Chairman of the Board of Directors **Galia Maor** President and Chief Executive Officer Menachem Schwartz First Executive Vice President, Chief Accounting Officer Head of Accounting Division

#### Date of approval of the Financial Statements: 30 August 2011

#### Condensed Consolidated Statement of Profit and Loss For the Periods Ended 30 June 2011 Reported Amounts

		For the three m ending 30 J		For the six m ending 30		For the year ending 31 December
		2011	2010	2011	2010	2010
		(Unaudite	ed)	(Unaudit	ed)	(Audited)
	Note	(NIS millions)		(NIS millions)		
Net interest income before expenses in respect of credit losses	9	1,951	1,639	3,890	3,446	7,433
Expenses (income) in respect of credit losses	3	73	196	(29)	326	584
Net interest income after expenses in respect of credit loss	ses	1,878	1,443	3,919	3,120	6,849
Operating and other income						
Operating commissions		906	917	1,881	1,821	3,710
Profits from investments in shares, net	10	38	100	68	174	216
Other income		22	22	40	43	185
Total operating and other income		966	1,039	1,989	2,038	4,111
Operating and other expenses						
Salaries and related expenses (b)		1,272	1,199	2,622	2,409	4,676
Building and equipment maintenance and depreciation		432	391	840	771	1,591
Amortization of goodwill (a)		-	4	-	8	80
Other expenses (a)		374	350	701	663	1,604
Total operating and other expenses		2,078	1,944	4,163	3,851	7,951
Operating profits before taxes		766	538	1,745	1,307	3,009
Provision for taxes on operating profit (b)		259	136	632	448	1,239
Operating profit after taxes		507	402	1,113	859	1,770
Group equity in after-tax operating profits of						
companies included on equity basis		72	117	30	202	420
Net operating profit						
Before attribution to non-controlling interests		579	519	1,143	1,061	2,190
Attributable to non-controlling interests		(18)	(12)	(28)	(15)	(39)
Attributable to shareholders of the banking corporation		561	507	1,115	1,046	2,151
Net profit from extraordinary activities after taxes,		2	182	3	186	183
before attribution to non-controlling interests				-		
Net Profit for the period						
Before attribution to non-controlling interest		581	701	1,146	1,247	,
Attributable to non-controlling interests		(18)	(12)	(28)	(15)	
Attributable to shareholders of the banking corporation		563	689	1,118	1,232	2,334
				(NIS)		
Basic and diluted earnings per share						
Net operating profit attributable to shareholders of the		0.38	0.34	0.76	0.71	1.46
banking corporation (b) After-tax profit from extraordinary items attributable						
to shareholders of the banking corporation		-	0.13	-	0.13	0.12
Total		0.38	0.47	0.76	0.84	1.58

a) Comparative figures have been reclassified in order to comply with the method of presentation in the current period.

b) Restated – see Note 1.B.4 below.

#### Condensed Consolidated Statement of Changes in Shareholders' Equity For the Periods Ended 30 June 2011 Reported Amounts

	For the	three mor	ths ended 30 J	une 2011 (Ur	audited)								
					Accumulated otl	ner comprehe	nsive						
		Capital re	eserves		profit (loss)								
	Share capital NIS mill	Premium	Share-based payment transactions and others (a)	Total share capital and capital reserves	Adjustments in respect of	Translation adjustments (b)	1	Retained earnings	Dividend declared after balance sheet date	Loans to employees for purchase of the Bank's shares	Total	Non- controlling interests	Total equity
Balance at 31 March 2011 (d)	7,059		10	8,198	252	(132)	) 41	14,130		. (1)	22,488	314	22,802
Net profit for the period	-	,	-	,	-			,			563		581
Benefit in respect of share-based payment													
transactions	-	-	14	- 14	-	· -	· -	-	-	· -	14	-	14
Adjustments in respect of presentation of securities available for sale at fair value	-	-	-	. <u>-</u>	(125)	) -		-		. <u>-</u>	(125)	-	(125)
Profits in respect of securities available for													
sale that were realized and classified to profit													
and loss	-	-	-	-	(66)			-	-		(66)	-	(66)
Related tax effect	-	-	-	-	13	; -		-		· -	13	-	13
Loans to employees for purchase of shares in													
the Bank	-	-	-	-	-		• •	-		. (43)	(43)	-	(43)
Changes in non-controlling interests	-	-	-	-	-			-			-	1	1
Balance at the end of the period	7,059	1,129	24	8,212	74	(132)	) 41	14,693	-	• (44)	22,844	333	23,177

See footnotes on page 187.

	For the tl	hree mont	hs ended 30 Ju	ne 2010 (Una	udited)								
					Accumulated oth	ner comprehe	nsive						
		Capital r	eserves		profit (loss)								
	Share capital NIS milli		Share-based payment transactions and others (a)	Total share capital and capital reserves	Adjustments in respect of presentation of securities available for sale at fair value	Translation adjustments (b)	Reserves in respect of companies included on equity basis	Retained earnings	Dividend declared after balance sheet date	Loans to employees for purchase of the Bank's shares	Total	Non- controlling interests	Total equity
Balance at 31 March 2010 (d)	7,059	972	197	8,228	637	(504)	) -	14,323		- (371)	22,313	285	22,598
Net profit for the period	-	-	-		-			689			689	12	701
Dividend declared after balance sheet date	-	-	-		-			(500)	500	) -	-		-
Employee benefit - tax effect	-	-	(30)	) (30)	-			-			(30)		(30)
Release of blocked shares	-	157	(157)	) -	-			-			-	· -	-
Adjustments in respect of presentation of securities available for sale at fair value Profits in respect of securities available for sale that were realized and charged to profit				. <u>-</u>	(248)	) -	. <u>-</u>	_		<u> </u>	(248)	(3)	(251)
and loss	-	-	-		(65)	) -		-			(65)	-	(65)
Related tax effect	-	_	-				-	-			64		64
Translation adjustments for companies included on equity basis	-	-	-		-	- 44		-			44	.      -	44
Loans to employees for purchase of Bank's shares	-	-	-					-		- 369	369	-	369
Changes in non-controlling interests	-	_	-		-		· -	-				. (2)	(2)
Balance at the end of the period (d)	7,059	1,129	10	8,198	388	(460)		14,512	500	) (2)	23,136	292	23,428

See footnotes on page 187.

	For the	six month	s ended 30 Ju	ne 2011 (Unau	idited)								
					Accumulated oth	ner comprehe	nsive						
		Capital r	eserves		profit (loss)								
			Share-based	Total share	Adjustments in respect of presentation of		Reserves in respect of		Dividend declared	Loans to employees for purchase			
			payment	capital and	securities	Translation	companies		after	ofthe		Non-	
	Share		transactions	capital	available for	5	included on	Retained	balance	Bank's		controlling	Total
			and others (a)	reserves	sale at fair value	(b)	equity basis	earnings	sheet date	shares	Total	interests	equity
	NIS mill												
Balance at 31 December 2010 (Audited) (d)	7,059	1,129	1(	8,198	468	(460)	25	15,063	•	• (1)	23,293	318	23,611
Adjustment of opening balances in respect of													
change to impaired debts - IFRS (b) (c)	-	-	-				-	(1,090)	-		(709)		(723)
Net profit for the period	-						-	1,118	-		1,118		1,146
Dividend paid	-	-	-	-	-	-	-	(400)	-		(400)	-	(400)
Employee benefit in respect of share-based													
transactions	-	-	14	14	-	-	-	-	-	• •	14	-	14
Adjustments, net, in respect of companies						(					<i>(</i> )		( <b>-</b> )
included on equity basis	-	-	-		-	. (53)	16	2	•		(35)	-	(35)
Adjustments in respect of presentation of											<i>(</i> - <i>,</i> - )		<i></i>
securities available for sale at fair value	-	-			(365)	-	-	-			(365)	-	(365)
Profits in respect of securities available for													
sale that were realized and charged to profit					<i></i>								
and loss	-	-	-		(200)		-	-	-		(150)		(150)
Related tax effect	-	-			121	-	-	-			121	-	121
Loans to employees for purchase of shares in										<i>( i</i> = 1	·		·
the Bank	-	-	-		-	-	-	-	•	. (43)	(43)	-	(43)
Changes in non-controlling interests	-	-		· -	-	· -	-	-			-	1	1
Balance at the end of the period	7,059	1,129	24	8,212	74	(132)	41	14,693		• (44)	22,844	333	23,177

See footnotes on page 187.

	For the s	ix month	s ended 30 June	e 2010 (Unauc	lited)								
					Accumulated ot	her comprehe	nsive						-
		Capital r	eserves		income (expense	es)							
	Share capital		Share-based payment transactions and others (a)	Total share capital and capital reserves	Adjustments in respect of	Translation adjustments	Reserves in respect of companies included on equity basis	Retained earnings	Dividend declared after balance sheet date	Loans to employees for purchase of the Bank's shares	Total	Non- controlling interests	Total equity
	NIS mill	ions											
Balance at 31 December 2009 (Audited) (d)	7,059	972	197	8,228	309	(474	) –	13,846	-	(377)	21,532	2 282	21,814
Net profit for the period	-	-	-			-		1,232	-		1,232	2 15	1,247
Dividend declared after balance sheet date	-	-	· -					(500)	500				-
Employee benefit - tax effect	-	-	(30)	(30)	) -			-	-		(30	) -	(30)
Release of blocked shares	-	157	(157)	) -				-	-				-
Adjustments in respect of presentation of securities available for sale at fair value Losses in respect of securities available for	_	-			- 288	3 .		-	-	. <u>-</u>	288	3 (3)	285
sale that were realized and charged to profit and loss					(1.2.0)						(1.2.0		(1.2.0)
Related tax effect	-	-			· (128) · (81)	•		-		· -	(128	,	(128)
Adjustments in respect of companies					(01)	/					(01	, –	(01)
included on equity basis	-					- 14		(66)			(52	) –	(52)
Loans to employees for purchase of shares in											•		
the Bank	-	-	· -					-	-	375	375	5 -	375
Changes in non-controlling interests	-							-				- (2)	(2)
Balance at the end of the period (d)	7,059	1,129	10	8,198	388	(460	) -	14,512	500	(2)	23,136	5 292	23,428

See footnotes on page 187.

	For the y	vear ended	31 December 2	2010 (Audited	1)								
					Accumulated oth	ner comprehe	nsive						
		Capital re	eserves		profit (loss)								
		•	Share-based	Total share capital and	Adjustments in respect of presentation of securities	Translation	Reserves in respect of companies	-	Dividend declared after	Loans to employees for purchase of the		Non-	
	Share		transactions	capital	available for		included on	Retained	balance	Bank's		controlling	Total
		Premium	and others (a)	reserves	sale at fair value	5	equity basis		sheet date	shares	Total	interests	equity
	NIS mill	ions					. ·	0					
Balance as at 31 December 2009 (Audited) (d)	7,059	972	197	8,228	309	(474)	-	13,846	-	- (377)	21,53	2 282	21,814
Net profit for the year (d)	-	-	-	-	-		· -	2,334	-		2,33	4 39	2,373
Expiry of options	-	157	(157)	-	-		· -	-	-				
Employee benefit - tax effect	-	-	(30)	(30)	-			-	-		(30	) -	(30
Dividend paid	-	-	-	-	-		· -	(500)	-		(500	) -	(500
Proposed dividend	-	-	-	-	-		· -	(500)	-		(500	) -	(500
Adjustments, net, in respect of companies included on equity basis	-	-	-	-	-	· 14	25	(117)	-		(78	) -	(78
Adjustments in respect of presentation of securities available for sale at fair value	-	-	-	-	538	-		-	-		53	3 -	538
Profits in respect of securities available for sale that were realized and charged to profit													
and loss	-	-	-	-	(303)			-	-		(303	-	(303
Related tax effect	-	-	-	-	(76)	) -		-	-		(76	) -	(76
Loans to employees for purchase of shares in the Bank	-	-	-	_	-			-		- 376	37		376
Changes in non-controlling interests	-	-	_				_	-	-		570	- (3)	(3
Balance as at 31 December 2010 (d)	7,059		10					15,063		- (1)	23,29		23,611

(a) Including NIS 10 million of other capital reserves.

(b) Adjustments arising from translation of the financial statements of foreign subsidiaries, whose operating currency is different from the operating currency of the Bank. In 2011, translation adjustments were transferred to retained earnings pursuant to the change in reporting according to IAS 21, in the amount of NIS 381 million.

(c) Including NIS 721 million in respect of the change to implementation of the Impaired Debts Directive (NIS 1,319 million gross). See also Note 3(D) below.

(d) Restated. For further details, see Note 1.B.4 below.

# Consolidated Statements of Cash Flows For the Periods Ended 30 June 2011

Reported amounts

	For the three		For the six		For the year ending
	ending 30 2011	June 2010	ending 3 2011	2010	31 December 2010
	(Unaudi		Unaud		(Audited)
	(NIS millions)	ieu)	(Onauc	inted)	(Audited)
Cash flows generated by operating activities:	( (io initiolio)				
Net profit for the year (b) (c)	581	701	1,146	1,247	2,373
Adjustments required to cash flows generated by operating activities:					
Equity in undistributed losses (profits) of companies included on equity basis (a)	(23)	(76)	19	(159)	(348)
Benefit in respect of share-based payment transactions	13	-	13	-	-
Depreciation of buildings and equipment	191	157	358	313	638
Amortization	-	4	-	8	80
Expenses (income) in respect of credit losses	73	196	(29)	326	584
Provision for impairment in assets transferred to the Group's ownership	6	-	6	2	14
Net gain on sale of securities available for sale	(67)	(69)	(152)	(134)	(310)
Realized and unrealized loss (gain) from adjustment to fair value of securities					
held for trading	(31)	(114)	19	(186)	(148)
Gain on receipt of shares without payment	-	-	-	-	(2)
After-tax profit on realization of investments in subsidiaries and companies					
included on equity basis	-	(182)	-	(182)	(181)
Net losses (gains), after tax, on sale of buildings and equipment	(2)	1	1	(4)	(2)
Provision for impairment of debentures available for sale	-	4	-	5	6
Provision for impairment of shares available for sale	1	-	2	1	1
Decrease in provision in connection with fixed assets	-	-	(4)	-	-
Deferred taxes , net (c)	(69)	10	(14)	(113)	(68)
Increase in excess of provisions for severance pay and pensions over amounts					
funded (c)	188	124	393	235	234
Other, net	1	(1)	1	1	3
Net cash generated by operating activities	862	755	1,759	1,360	2,874

(a) Net of dividend received.

(b) Comparative figures have been reclassified in order to comply with the method of presentation in the current period.

(c) Restated – see Note 1.B.4 below.

#### Consolidated Statements of Cash Flows (cont'd) For the Periods Ended 30 June 2011 Reported amounts

	For the three		For the six		For the year ending
	ending 3		ending 3		31 December
	2011	2010	2011	2010	2010
	(Unaud (NIS millions)	ited)	(Unaud	ited)	(Audited)
Cash flows generated by activities in assets:	(INIS IIIIIIOIIS)				
Net decrease (increase) in deposits with banks for an initial period					
exceeding three months	(17)	651	549	891	1,330
Acquisition of debentures held to maturity	-	(24)	-	(77)	
Proceeds from redemption of debentures held to maturity	-	48	-	226	
Acquisition of securities available for sale	(3,541)	(7,133)	(8,159)	(9,838)	(30,511
Proceeds from sale of securities available for sale	9,374	3,403	19,835	8,129	,
Proceeds from redemption of securities available for sale	692	5,255	4,057	8,211	
Net decrease (increase) in securities held for trading	402	(245)	185	165	,
Net increase in credit to the public	(3,362)	(5,085)	(6,365)	(8,145)	,
Net decrease in credit to governments	5	11	27	11	
Acquisition of shares in companies included on equity basis	(107)	(3)	(109)	(6)	
Proceeds of realization of investment in companies included on equity basis	-	766	-	766	765
Acquisition of buildings and equipment	(152)	(168)	(367)	(329)	(719)
Net decrease (increase) in securities borrowed or purchased under agreements to					
resell	738	(87)	(140)	19	(446)
Proceeds from sale of buildings, net of related taxes	4	1	6	15	24
Proceeds from realization of assets transferred to Group ownership	3	-	3	-	- 8
Repayment of shareholders' loans to a company included on equity basis	1	-	1	-	- 2
Decrease (increase), net, in assets in respect of derivative instruments (a)	655	(2,285)	953	(1,825)	(2,238)
Decrease (increase), net, in other assets (a)	(575)	295	(616)	542	812
Net cash generated by (used for) activities in assets	4,120	(4,600)	9,860	(1,245)	(17,991)
Cash flows generated by activities in liabilities and capital					
Net increase (decrease) in:					
Deposits of the public	4,446	7,098	3,120	1,259	(834)
Deposits from banks	1,548	128	2,671	(497)	(1,094)
Deposits from governments	(278)	231	(217)	197	(52)
Issue of debentures, bonds and subordinated notes	-	-	-	2,300	4,075
Redemption of debentures, bonds and subordinated notes (a)	(236)	(280)	(379)	(772)	(2,834)
Dividend paid to minority shareholders of consolidated companies	-	(2)	-	(2)	(3)
Net increase (decrease) in other liabilities (a) (b)	243	(287)	974	(214)	1,252
Net increase (decrease) in securities loaned or sold under agreements to repurchase	e (742)	565	(215)	467	733
Increase (decrease), net, in liabilities in respect of derivative instruments (a)	(773)	2,190	(567)	1,910	2,440
Dividend paid to shareholders	(400)	-	(900)	-	- (500)
Repayment of loans to employees for purchase of the Bank's shares	-	369	-	375	376
Loans to employees for purchase of the Bank's shares	(43)	-	(43)	-	
Net cash generated by activities in liabilities and capital	3,765	10,012	4,444	5,023	3,559
Increase (decrease) in cash	8,747	6,167	16,063	5,138	(11,558)
Balance of cash at beginning of period	36,013	39,226	28,697	40,255	40,255
Balance of cash at end of period	44,760	45,393	44,760	45,393	28,697

(a) Comparative figures have been reclassified in order to comply with the method of presentation in the current period.

(b) Restated – See Note 1.B.4 below.

#### **Consolidated Statements of Cash Flows (cont'd)**

For the Periods Ended 30 June 2011

# **Reported amounts**

#### Appendix A - Transactions not involving cash flows:

#### In the period of three months ending 30 June 2011:

(1) During the period, securities were transferred from credit to the public to the available-for-sale portfolio, in the amount of NIS 29 million, due to the conclusion of loaning of securities.

#### In the period of three months ending 30 June 2010:

- (1) During the period, securities were transferred from credit to the public to the available-for-sale portfolio, in the amount of NIS 71 million, due to the conclusion of loaning of securities.
- (2) During the period, assets were transferred from credit to the public to other assets in the amount of NIS 2 million, in respect of loans that were repaid.
- (3) During the period, fixed assets were acquired against liabilities to suppliers in the amount NIS 12 million.

#### In the period of six months ending 30 June 2011:

- (1) During the period, securities were transferred from credit to the public to the available-for-sale portfolio, in the amount of NIS 768 million, due to the conclusion of loaning of securities.
- (2) During the period, assets were transferred from credit to the public to other assets in the amount of NIS 3 million, in respect of loans that were repaid.

#### In the period of six months ending 30 June 2010:

- (1) During the period, securities were transferred from credit to the public to the available-for-sale portfolio, in the amount of NIS 29 million, due to the conclusion of loaning of securities.
- (2) During the period, assets were transferred from credit to the public to other assets in the amount of NIS 2 million, in respect of loans that were repaid.
- (3) During the period, fixed assets were acquired against liabilities to suppliers in the amount NIS 6 million.

#### In 2010:

- (1) Proposed dividend in the amount of NIS 500 million (paid 27 January 2011).
- (2) During the year, securities were transferred from the available-for-sale portfolio to credit to the public, in the amount of NIS 651 million, due to loaning of securities.
- (3) During the year, assets were transferred from credit to the public to other assets in the amount of NIS 16 million, in respect of loans that were repaid.
- (4) During the year, fixed assets were acquired against liabilities to suppliers in the amount NIS 26 million.

# **Note 1 - Significant Accounting Policies**

A. The Condensed Consolidated Interim Financial Statements as at 30 June 2011 have been prepared in accordance with generally accepted accounting principles in Israel (Israeli GAAP) for financial reporting of interim periods and in accordance with the directives and instructions of the Supervisor of Banks regarding the preparation of quarterly financial statements of a banking corporation. The accounting principles used in preparing the interim reports are consistent with those used in preparing the audited Financial Statements as at 31 December 2010, apart from that stated in paragraph B below. These Statements should be read in conjunction with the Annual Financial Statements as at 31 December 2010 and for the year ended on that date, and their accompanying Notes.

# B. Initial Implementation of Accounting Standards, Updates to Accounting Standards, and Directives of the Banking Supervision Department

As of reporting periods commencing 1 January 2011, the Bank implements the accounting standards and directives set out below:

- Directives of the Banking Supervision Department on the subject of measurement and disclosure of impaired debts, credit risk and allowance for credit losses, and an amendment to directives on the treatment of problem debts.
- Certain International Financial Reporting Standards (IFRS) and the interpretations of the IFRIC Interpretations Committee relating to the implementation of these standards.
- Fair Value Measurements US Financial Accounting Standard FAS 157 (ASC 820-10), and Fair Value Alternative for Financial Assets and Financial Liabilities US Financial Accounting Standard FAS 159 (ASC 825-10).
- Directives of the Banking Supervision Department on strengthening the internal control over financial reporting of employee rights.

Following the initial implementation of certain accounting standards and directives of the Banking Supervision Department (see E. below), certain items in the framework of the financial statements and comparative figures have been reclassified in order to adapt them to headings of paragraphs and reporting requirements in the current period. In particular, the following have been reclassified:

Items included in the Condensed Consolidated Balance Sheet:

Goodwill in the sum of NIS 117 million and NIS 45 million, which were included under other items in the balance sheets as at 30 June 2010 and 31 December 2010 respectively, have been presented in the balance sheet as at 30 June 2011 as a separate item.

Assets in respect of derivative instruments in the sum of NIS 8,303 million and NIS 8,716 million, which were included under other assets in the balance sheets as at 30 June 2010 and 31 December 2010 respectively, have been presented in the balance sheet as at 30 June 2011 as a separate item.

Liabilities in respect of derivative instruments in the sum of NIS 9,498 million and NIS 9,985 million, which were included under other liabilities in the balance sheets as at 30 June 2010 and 31 December 2010 respectively, have been presented in the balance sheet as at 30 June 2011 as a separate item.

Data for credit to the public, net, as at 30 June 2010 and 31 December 2010 have been reclassified in order to adapt them for reporting as a gross item as of 1 January 2011.

Items included in the Condensed Statement of Profit and Loss:

Expenses in respect of impairment of goodwill in the sum of NIS 4 million and NIS 8 million, have been reclassified from other expenses and presented as a separate item for the periods of three and six months ending 30 June 2010 respectively. In addition, an amount of NIS 80 million has been classified as stated in the year ending 31 December 2010.

Below are the main changes made in accounting policy for these condensed quarterly financial statements with reference to the annual report:

# 1. Directives of the Banking Supervision Department on Measurement and Disclosure of Impaired Debts, Credit Risk and Allowance for Credit Losses, and Amendment to Directives on the Treatment of Problem Debts.

Pursuant to the new directive of the Supervisor of Banks on the subject of "Measurement and Disclosure of Impaired Debts, Credit Risk and Allowance for Credit Losses", the Bank implements, as of 1 January 2011, the relevant US accounting standards (ASC 310) and Staff Positions of US banking supervisory authorities and the US Securities and Exchange Commission, as adopted in the Public Reporting Directives.

#### Credit to the public and other debt balances:

The directive has been implemented with regard to all debt balances, including credit to the public, deposits in banks, bonds, securities borrowed or purchased under resale agreements, credit to the government, etc.

Credit to the public and other debt balances to which the rules of the directive apply for measurement and recognition for the provision for impairment are reported in the books of the Bank according to the recorded debt balance.

The recorded debt balance is defined as the balance of the debt, after deducting accounting writeoffs, but before deduction of the allowance for credit losses in respect of that debt.

#### Allowance for credit losses:

The Bank is required to maintain an allowance for credit losses at a level appropriate to cover expected credit losses relating to their loan portfolio, including in respect of off-balance sheet credit risk. Allowances for credit losses include:

- Individual allowance for credit losses The allowance is based on the measurement of the impairment of the debt, based on the present value of future expected cash flows, discounted at the effective rate of interest of the debt; or, when a debt is dependent on collateral or when an asset is expected to be seized, according to the fair value of the collateral pledged to secure such credit (less costs of sale). The need for an individual allowance is assessed for each debt whose contractual balance (without deducting: accounting write-offs not involving a legal waiver, interest not recognized, allowances for credit losses, and collateral) is NIS 1.0 million or more, and any other debt identified for individual assessment by the Bank. In some of the consolidated subsidiary companies, the assessment is made for lower amounts. The individual allowance is calculated for each debt classified as impaired (see below).
- Group allowance for credit losses this is implemented for allowances for impairment for large groups of relatively small and homogeneous debts, and in respect of debts that have been assessed individually and found not to be impaired. Measurement of credit losses, on balance sheet credit and on off-balance sheet credit instruments, is performed based on an estimate of rates of past credit losses of each homogeneous group of debts with similar risk characteristics. The allowance assessed on a group basis for off-balance sheet credit instruments is based in the rates of allowance determined for balance sheet credit, taking into account the percentage of off-balance sheet credit risk expected to be realized. The credit

realization percentage is calculated by the Bank based on credit conversion coefficients as set out in Proper Conduct of Banking Business Directive No. 203 – Measurement and Adequacy of Capital – Credit Risk – Standardized Approach, with certain adjustments in cases where the Bank has prior experience indicating percentages for the realization of credit.

• A temporary directive has been implemented for the years 2011-2012 (hereinafter: "the transitional period"), which contains a simpler model for calculating credit loss allowances on a group basis. According to the temporary directive, the rate of allowances for credit losses on a group basis will be determined for the transitional period based on the range of historical rates for provisions for doubtful debts during the years 2008-2010, segmented by sector of the economy, as well as on the actual rate of net accounting write-offs as of 1 January 2011. In addition to calculating the range of historical rates in the various sectors of the economy as mentioned above, the Bank, for purposes of determining the appropriate rate of the provision, takes into account other data, including trends in the volume of credit in each sector and the conditions of the sector, macroeconomic data, a general assessment of the quality of credit to sectors of the economy, changes in volume and the trend of balances in arrears and impaired balances, and the effect of the changes on credit concentrations.

#### **Classification of debts:**

The Bank classifies all of its problem debts and off balance-sheet credit items, as follows:

- Impaired debt this is credit in respect of which the banking corporation anticipates that it cannot collect the entire amount due, according to the contractual terms of the loan agreement, and for which the allowance for credit losses is measured by way of an individual allowance. The above classification is to be applied also for credit in arrears of more than 90 days, restructured debts, and on current account balances in an over-limit situation, which are defined as problem debts in arrears. Debts after restructuring, including those which prior to the restructuring were assessed on a group basis, are to be classified as an impaired debt and assessed on an individual basis for purposes of making an allowance for credit losses or an accounting write-off. In view of the fact that the debt in respect of which a problem debt restructuring was carried out will not be repaid in accordance with its original contractual terms, the debt continues to be classified as an impaired debt even after the debtor returns to a repayment schedule under the new terms.
- Substandard credit risk this is defined as credit which is insufficiently protected by the present established value and the debtor's repayment ability, or by the pledged collateral, and regarding which there is a distinct possibility that the banking corporation will suffer some loss if the deficiencies are not remedied.

#### **Recognition of income:**

In respect of impaired debts, except for certain impaired debts after restructuring, interest income is not to be recorded (not including index-linkage and foreign currency linkage differentials added to the principal). In addition, income which was recognized on periods prior to the impairment date but not yet collected should be cancelled. Regarding debts assessed and provided for on a group basis, which are in arrears of 90 days or more, the Bank continues to accruing interest income.

#### Accounting write-off:

• The Bank writes off in the accounts any debt considered uncollectible, or a debt which the Bank has made efforts to collect over an extended period.

- The Bank writes off in the accounts immediately against the allowance for credit losses of any part of a debt which exceeds the value of the collateral, which is identified as uncollectible.
- The Bank does not postpone the accounting write-off for a debt in respect of which individual allowances for credit losses have been made. Generally, the write-off should be after two years.
- The Bank writes off problem debts in respect of which the allowance is measured based on a group allowance for credit losses when the period of arrears exceeds 150 days.

The directive was implemented on a prospective basis as of 1 January 2011.

At the time of initial implementation, the Bank was required, inter alia:

- To write off in the accounts any debt that at that date meets the conditions for being written off in the accounts.
- To classify as special mention, substandard, or impaired, any debt that meets the conditions for such classification.
- To cancel all interest income which has accumulated at the date of implementation of the directive but not yet collected, in respect of any debt which at that date meets the relevant conditions.
- Differences generated at the date of initial implementation of the new instructions, between the balance of allowances for credit losses under existing instructions, and their balance calculated under the new instructions, were charged to retained earnings in shareholders' equity.
- With the aim of adapting the definitions and terms included in Proper Conduct of Banking Business Directive No. 315, on the subject of "Supplementary provision for doubtful debts", to the terms included in the new directives, effective 1 January 2011 the term "problem debts" will be changed to "Credit risk under negative classification and credit risk under special mention", and will include three types of debts as mentioned above: "impaired debts", "substandard debts" and "special mention debts".

The supplementary provision serves only as an indicator regarding the group allowance so that if the amount of the total group allowance is less than the supplementary and general provision, provision is to be made for the higher of the two calculations.

The rates of supplementary provision applying to the various types of problem debts will be as follows:

- Credit risk "under special mention" 1%
- "Substandard" credit risk 2%
- "Impaired" credit risk 4%

The effect of initial implementation in the sum of about NIS 1,319 million before tax and some NIS 721 million after tax have been recorded as a reduction in retained earnings as at 1 January 2011.

### 2. Adoption of International Financial Reporting Standards (IFRS)

As of 1 January 2011, the Bank implements the international financial reporting standards, in matters that are not in the core banking business, as included in the Public Reporting Directives of the Supervisor of Banks, as detailed below:

<b>Reporting Standard</b>	Subject
IAS 8	Accounting Policies, Changes in Accounting Estimates and Errors
IAS 21	The Effects of Changes in Foreign Exchange Rates
IAS 33	Earnings per Share
IFRS 2	Share-based Payment
IAS 29	Financial Reporting in Hyperinflationary Economies
IAS 34	Interim Financial Reporting
IFRS 3 (2008)	Business Combinations
IAS 27 (2008)	Consolidated and Separate Financial Statements
IAS 28	Investments in Associates (Equity Basis)
IAS 36	Impairment of Assets
IAS 17	Leases
IAS 16	Fixed Assets
IAS 40	Investment Property
IFRS 5	Non-current Assets Held for Sale and Discontinued Operations
IAS 10	Events after the Reporting Period
IAS 20	Accounting for Government Grants and Disclosure of Government
	Assistance
IAS 31	Interests in Joint Ventures
IAS 38	Intangible Assets

The international financial reporting standards listed above were adopted in accordance with the following principles (unless determined otherwise by the Supervisor of Banks):

- In cases where material matters are not specifically addressed by the standards or interpretations, or there are a number of alternatives for the treatment of a material matter, banking corporations shall act according to specific implementation instructions established by the Supervisor;
- In cases where a material issue arises which is not resolved in the International Financial Reporting Standards or in the implementation instructions of the Supervisor, banking corporations shall treat the issue according to accounting principles generally accepted by U.S. banks specifically applicable to these matters;
- Where an International Standard contains a reference to another International Standard adopted in the Public Reporting Directives, the banking corporation shall act in accordance with the provisions of the International Standard;
- Where an International Standard contains a reference to another International Standard not adopted in the Public Reporting Directives, the banking corporation shall act in accordance with the Reporting Directives and with generally accepted accounting principles in Israel;
- Where an International Standard contains a reference to the definition of a term defined in the Public Reporting Directives, the reference to the definition in the Directives shall replace the original reference.

The Bank implements the above International Financial Reporting Standards and related interpretations as of 1 January 2011. The initial implementation of the International Financial Reporting Standard adopted in this circular was performed in accordance with transitional

directives established in the International Financial Reporting Standard, including the retroactive adjustment of comparative figures if required by the specific Standard.

(1) The implications on the financial statements of adopting International Financial Reporting Standards on subjects that are not a core part of the business are not material.

# Business Combinations (IFRS 3) (2008), Consolidated and Separate Financial Statements (IAS 27), and *Investments in Associates (Equity Basis)* (IAS 28)

Pursuant to the instructions of the Supervisor of Banks, the Group adopted the relief provided in IFRS 1 – Initial Implementation of International Financial Reporting Standards. Accordingly, the Group does not implement IFRS 3 (2008) retroactively with regard to business combinations, acquisitions of companies included on equity basis, acquisitions of companies under joint control, and acquisitions of minority interests occurring prior to 1 January 2011. Thus, for acquisitions occurring prior to 1 January 2011, goodwill recognized and surplus costs generated represent the amounts recognized in accordance with the Public Reporting Directives of the Supervisor of Banks.

As of 1 January 2011, the Group recognizes goodwill at the acquisition date at the fair value of the proceeds paid, including amounts recognized in respect of any rights not conferring control over an acquiree, as well as the fair value at the acquisition date of equity rights in the acquire that were held prior to then by the acquirer, after deducting the net amount attributable on acquisition to identifiable assets that were acquired and liabilities that were assumed, including a contingent liability assumed in a business combination if there already exists a liability deriving from past events and whose fair value can be measured in a reliable manner.

Costs of a transaction which is taking place as a result of a business combination transaction are charged immediately to profit and loss.

In the event the Group carries out an acquisition at an advantageous price (an acquisition generating negative goodwill), it recognizes the profit generated as a result in the profit and loss statement at the acquisition date, after carrying out an additional examination of the amounts attributed to the assets and liabilities of the entity acquired.

There was no material effect as a consequence of the initial implementation of the above Standards.

#### IAS 21 – The Effects of Changes in Foreign Exchange Rates

#### **Transactions in foreign currency**

Transactions in foreign currency are translated into the relevant functional currencies of the Bank and its offices, at the exchange rate in effect on the dates of the transactions. Monetary assets and liabilities denominated in foreign currency at the reporting date are translated into the functional currency at the exchange rate in effect on that date. Exchange-rate differences in respect of monetary items is the difference between the adjusted cost in the functional currency at the beginning of the year, after adjustment for effective interest and payments during the year, and the adjusted cost in foreign currency translated at the exchange rate at the end of the year.

Non-monetary assets and liabilities denominated in foreign currencies and measured at fair value are translated into the functional currency at the exchange rate in effect on the date on which the fair value is determined. Exchange-rate differences arising from the translation into the functional currency are recognized in profit and loss, with the exception of differences arising from the translation into the functional currency of non-monetary equity financial instruments classified as available for sale, financial liabilities hedging investments in foreign operations, loans to foreign operations constituting part of the net investment in the foreign operation, or hedges of cash flows, which are recognized in other comprehensive income. Non-monetary items denominated in foreign currency and measured at historical cost are translated according to the exchange rate prevailing on the date of the transaction.

### Foreign operations

Assets and liabilities of foreign operations, including goodwill and adjustments to fair value created in acquisition, were translated into NIS, at the exchange rates in effect at the reporting date. Income and expenses of foreign operations were translated into NIS at the exchange rates in effect on the dates of the transactions.

Exchange rate differences in respect of the translation are recognized in other comprehensive income as of 1 January 2011, the date of adoption of IAS 21 – "The Effects of Changes in Foreign Exchange Rates", and reported under equity in a foreign operations translation adjustments fund (hereinafter: "translation adjustments").

When a foreign operation is a subsidiary not wholly owned by the Group, the relative share of the exchange rate differences in respect of the foreign operation is allocated to non-controlling interests.

On the disposal of a foreign operation, leading to loss of control, significant influence, or joint control, the cumulative amount in the translation adjustments fund deriving from the foreign operation is reclassified to profit and loss as part of the profit or loss on disposal.

When there is a decrease in the percentage held by the Group in a subsidiary company which includes a foreign operation, while retaining control of the subsidiary company, the relative share of the cumulative amount of exchange rate differences recognized in other comprehensive income is reattributed to non-controlling interests.

When the Group disposes of part of the investment that is a company included on equity basis or an entity under joint control which includes a foreign operation, while retaining significant influence or joint control, the relative share of the cumulative amount of exchange rate differences is reclassified to profit and loss.

When the repayment of loans received or granted to a foreign operation is not planned or expected in the foreseeable future, profits and losses from exchange rate differences deriving from these monetary items are included as part of the net investment in the foreign operation, recognized in other comprehensive profit, and reported under equity as part of the translation adjustments fund.

Pursuant to the instructions of the Supervisor of Banks, prior to the adoption date of IFRS, an overseas unit of a banking corporation was classified as a foreign operation whose functional currency is the same as the functional currency of the banking corporation. In accordance with IFRS, in order to determine the functional currency, the banking corporation has to consider, *inter alia*, the following factors:

- The currency that mainly influences sale prices for goods and services (this will often be the currency in which sales prices for goods and services are denominated and settled), and the currency of the country whose competitive forces and regulations mainly determine the sale prices of its goods and services.
- The currency that mainly influences labor, material and other costs of providing goods or services (this will often be the currency in which such costs are denominated and settled).

- Additional factors that may provide evidence of an entity's functional currency, such as the currency in which funds from financing activities are generated, and the currency in which receipts from operating activities are usually retained.
- Relationship of the overseas unit with the banking corporation whether the foreign operation has a significant degree of autonomy; whether transactions of the overseas unit with the banking corporation are a high or low proportion of the foreign operation's activities; whether cash flows of the foreign operation directly affect the cash flows of the banking corporation and are readily available for remittance to it; and whether cash flows from the foreign operation are sufficient to service existing and normally expected debt obligations of the entity, without funds being made available by the banking corporation.

Based on an examination of these criteria, it was decided that the functional currency of certain overseas banking entities is not the same as the Israel shekel. That said, changing the classification of an overseas banking entity as an entity whose functional currency is different from the Israel shekel requires receipt of a pre-ruling from the Manager of the Financial Reporting Unit at the Banking Supervision Department. Until such pre-ruling is received, the Bank continues to treat the overseas banking units as foreign operations whose functional currency is the same as the Israel shekel.

Pursuant to the instructions of the Supervisor of Banks regarding the manner of initial implementation, the Standard has been implemented as of the financial statements for periods commencing 1 January 2011. In light of this, a debit capital reserve of translation differences in the sum of NIS 381 million, which were accumulated until 1994 in respect of overseas banking entities, classified previously as autonomous entities, has been classified on the date of transition to retained earnings.

#### IAS 17 – Leases

Leases, including leases of land from the Israel Land Authority or other third parties, where the Group materially bears all the risks and returns from the property, are classified as finance leases. At the commencement of the initial lease term, leased assets are recognized at an amount equal to the lower of fair value and the present value of future minimum lease payments. Future payments for exercising an option to extend the period of the lease with the Israel Land Authority are not recognized as part of the asset and related liability to the extent their amount is derived from the fair value of the land at future renewal dates of the lease agreement. After initial recognition, the asset is dealt with in accordance with accepted accounting policy regarding this asset.

The other leases are classified as operating leases, and the leased assets are not recognized in the Group balance sheet.

The asset is amortized over the period of the lease, and the liabilities are recognized as adjusted cost in accordance with the effective interest method. The effect of implementation is expressed in amortization of properties over the period of the lease in the sum of about NIS 23 million.

# IAS 38 – Intangible Assets

#### Software costs

Software purchased by the Bank is measured at cost less accrued depreciation and impairment losses.

Costs related to software development or adjustment for the Bank's own use will be capitalized if and only if: the development costs can be reliably measured; the software is technically and commercially applicable; future economic benefits are expected; and the Bank has the intention and sufficient resources to complete the development and use the software. Costs recognized as intangible assets will include direct materials' costs and direct workers' wages. These costs are measured at cost less accrued depreciation and impairment losses. Overhead costs which cannot be directly attributed to software development and research costs will be recognized as expenses when they are created.

### Amortization

Amortization will be included in the profit and loss according to the straight line method over an estimate of the useful life of intangible assets, including software assets, as from the date when the assets are available for use.

Intangible assets created in the Bank (such as software under development) are not systematically amortized as long as they are not available for use. Therefore, these intangible assets are reviewed to check for impairment at least once a year, until they become available for use.

#### Subsequent expenditure

Subsequent expenditure will be recognized as an intangible asset only if it increases the future economic benefit embodied in the asset for which it was borne. Other costs, including costs related to goodwill or brands developed by the Bank, will be charged to profit and loss when they are created.

Goodwill recognized in the framework of a business combination in subsequent periods, is measured according to cost after deducting impairment losses generated, and is not amortized systematically. The measurement of the impairment is examined at least once a year.

There was no material effect from initial implementation.

### 3. Fair Value Measurements - US Financial Accounting Standard FAS 157 (ASC 820-10) hereinafter "FAS 157" and the Fair Value Alternative - US Financial Accounting Standard FAS 159 (ASC 825-10) hereinafter: "FAS 159"

FAS 157 defines fair value and establishes a consistent working framework for the measurement of fair value by defining fair value assessment techniques with regard to assets and liabilities, and by establishing a fair value hierarchy and detailed instructions for implementation.

Fair value is defined as the amount that would be received from the sale of an asset or that would be paid to transfer a liability in a transaction between a willing seller and a willing buyer at the measurement date. The Standard stipulates, *inter alia*, the need for fair value valuation, to make optimum use as far as possible of observable inputs, and to minimize the use of unobservable inputs. Observable inputs provide information available to the market received from independent sources, whereas unobservable inputs reflect assumptions by the banking corporation. FAS 157 stipulates a hierarchy of measurement techniques based on the question if the inputs used for purposes of determining fair value are observable or unobservable. These types of input create a fair value hierarchy detailed as follows:

Level 1 inputs: quoted prices (not adjusted) in active markets for identical assets or liabilities.

Level 2 inputs: prices quoted for similar assets or liabilities in active markets; prices quoted for identical assets or liabilities in inactive markets; prices derived from evaluation methods in which all the significant inputs are observable in the market, or are supported by observable market data.

Level 3 inputs: unobservable inputs for the asset or the liability deriving from evaluation model for which one or more of the significant inputs are not observable.

This hierarchy requires the use of observable market data. When this is possible, the Bank considers relevant observable data in its evaluation, the scope and frequency of the transactions, the size of the bid-ask margin, and the size of adjustment required when comparing similar transactions are all factors taken into account when determining market liquidity and the relevance of observable prices in those markets.

The implementation of the rules set forth in FAS 157 requires the cessation of the use of the blockage factor in calculating fair value, and replaced those directives prohibiting the recognition of day-one gains and requiring that the fair value of derivative instruments not traded on an active market be determined according to the transaction price.

FAS 157 requires the banking corporation to reflect credit risk and other risks of the bank in the measurement of the fair value of debt, including derivative instruments, issued by it and measured at fair value.

Methods of assessment implemented by it for measuring fair value are to be taken into consideration the relevant circumstances for the various transactions, including prices of recent transactions in the market, indicative prices of assessment services, and the results of back-testing of similar types of transactions.

Pursuant to transitional directives for 2011, specific instructions were given concerning data used in calculated the fair value of derivative instruments. In addition, it was decided that for quarterly and annual financial statements in 2011, a banking corporation is not required to use complex models that include various scenarios of potential exposure in order to contend with the credit risk component included in the fair value of derivative instruments. In accordance with the above transitional directives, and pursuant to the instructions of the Supervisor of Banks, the Bank carries out the aforesaid adjustment calculation on a Group basis, while making use of a credit quality model according to groups of similar counterparties, e.g. based on internal ratings.

FAS 157 expands disclosure requirements with regard to the measurement of fair value. In the framework of improving disclosure regarding fair vale measurement, additional disclosures are to be included such as the disclosure of significant amounts transferred from fair value measurement according to level 2 to measurement according to level 3 and *vice versa*, as well as including explanations for these transfers. In addition, disclosure is required regarding gross amounts of the changes in fair value measurement according to level 3 that derive from acquisition, sale, issue, and repayment. The new disclosures are required on a quarterly basis. The above mentioned disclosure requirements have been incorporated in these financial statements. However, there is no obligation to implement the above disclosure requirements in financial statements for periods reported before the initial implementation of the Standard. In view of this, these financial statements do not include comparative figures for the new disclosures.

FAS 159 allows a banking corporation to elect, on defined dates, to measure financial instruments and certain other items (the eligible items) at fair value, which under the Public Reporting Directives are not required to be measured at fair value. Unrealized profits and losses in respect of changes in the fair value of the items for which the fair value alternative is selected shall be reported in the statement of profit and loss for each consecutive reporting period. In addition, prepaid costs and fees related to the items for which the fair value alternative is selected shall be recognized in profit and loss on the date of creation, rather than deferred. The election to apply the fair value alternative, as noted above, shall be made instrument by instrument, and cannot be cancelled. In addition, FAS 159 establishes presentation and disclosure requirements aimed at facilitating comparisons between banking corporations that choose different bases for measurement of similar types of assets and liabilities.

Notwithstanding the above, it is clarified by the Banking Supervision Department that a banking corporation shall not elect the fair value alternative unless it has developed in advance know-how, systems, procedures, and controls at a high level, which will enable it to measure the item to a high degree of reliability. Thus, a banking corporation shall not elect the fair value alternative with regard to any asset requiring classification as level 2 or level 3 of the fair value hierarchy, or with regard to any liability, unless it receives advance approval to do so from the Banking Supervision Department.

There was no material effect from initial implementation.

# 4. Instructions and Clarifications on the Strengthening of Internal Control over Financial Reporting relating to Employee Rights

On 27 March 2011, instructions were published by the Banking Supervision Department on the strengthening of internal control over financial reporting relating to employee rights. The instructions provide a number of clarifications concerning assessing the liability in respect of employee rights, and instructions in the matter of internal control over the financial reporting process on the subject of employee rights, with a requirement for the engagement of an authorized actuary, the identification and classification of liabilities in respect of employee rights, the maintaining of internal controls for purposes of reliance on the actuary's valuation and its validation, as well as certain disclosure requirements. On 23 May 2011, the Banking Supervision Department published a clarification according to which initial implementation is postponed until 1 April 2011.

The instructions provide, *inter alia*, that a banking corporation expecting to pay its employees, on their leaving, benefits in excess of contractual terms, shall take into account the percentage of employees expected to leave and the benefits expected, for the calculation of pension and jubilee grant obligations. As a result of the above instruction, the percentage of employees expected to leave early was changed in the actuarial models on which pension and jubilee grant obligations are based, and befits in excess of contractual terms were taken into account.

The Bank made the initial implementation of the above instruction in the financial statements for the second quarter of 2011. The cumulative effect of implementing the instruction on the balance of retained earnings at 30 June 2011 amounted to NIS 549 million gross, and NIS 390 million net, of which the amount NIS 16 million is included in the profit and loss account for the first half of the year. The change in the above provisions was reported as a restatement of the balance of retained earnings as at 31 December 2008, and as of that date the effect on profit and loss was reported in each period, restating salary expenses, the provision for taxes, and the net profit.

Item	For the three	months ended	30 June 2010	For the six	months ended 3	0 June 2010
	Balance	Change	Balance	Balance	Change	Balance
	before		after	before		after
	restatement		restatement	restatement		restatement
Salary expenses	1,239	(40)	1,119	2,375	34	2,409
Tax expenses	125	11	136	458	(10)	448
Net profit	660	29	689	1,256	(24)	1,232
Basic profit per						
share	0.44	0.03	0.47	0.86	(0.02)	0.84
Other assets	2,612	145	2,757	2,612	145	2,757
Other liabilities	11,541	499	12,040	11,541	499	12,040
Shareholders'						
equity	23,490	(354)	23,136	23,490	(354)	23,136
Capital						
adequacy ratio						
to risk assets	14.78%	(0.13)%	14.65%	14.78%	(0.13%)	14.65%
Item				For the year	ending 31 Decer	nber 2010
item				Balance	Change	Balance
				before	Chunge	after
				restatement		restatement
Salary expenses				4,615	61	4,676
Tax expenses				1,256	(17)	1,239
Net profit				2,378	(44)	2,334
Basic profit per						
share				1.61	(0.03)	1.58
Other assets				2,454	152	2,606
Other liabilities				13,320	526	13,846
Shareholders'						
equity				23,667	(374)	23,293
Capital						
adequacy ratio						
to risk assets				15.10%	(0.14%)	14.96%

Below are details of the amounts that changed as a result of implementing the above directive (NIS millions):

# C. New Accounting Standards and New Directives of the Supervisor of Banks in the Period before their Implementation

1. In December 2006, the Israel Accounting Standards Board published Accounting Standard No. 23 - The Accounting Treatment of Transactions between an Entity and its Controlling Shareholder. The standard replaces the provisions of the Securities Regulations (Presentation of Transactions between a Company and its Controlling Shareholder in the Financial Statements), 1996, as adopted in the Public Reporting Directives of the Supervisor of Banks. The standard provides that assets and liabilities included in a transaction between the entity and its controlling shareholder shall be measured on the transaction date at fair value and that the difference between the fair value and the consideration recorded in the transaction shall be included in shareholders' equity. A debit difference effectively constitutes a dividend and accordingly reduces retained earnings. A credit difference effectively constitutes an investment by the shareholder and shall therefore be presented as a separate item under shareholders' equity called "capital reserve from transaction between an entity and its controlling shareholder".

The standard discusses three issues relating to transactions between an entity and its controlling shareholder, as follows: (1) the transfer of an asset to the entity by the controlling shareholder, or alternatively, the transfer of an asset from the entity to the controlling shareholder; (2) the assumption by the controlling shareholder of all or part of a liability of the entity to a third party, indemnification of the entity by the controlling shareholder of all or part of the entity's debt to it; and (3) loans that were granted to the controlling shareholder or loans that were received from the controlling shareholder. The standard also determines the disclosure that is to be made in the financial statements regarding transactions between the entity and its controlling shareholder during the period.

In May 2008, a letter was circulated by the Supervisor of Banks stating that a reexamination was taking place of the rules to be applied to banking corporations and credit card companies regarding the treatment of transactions between an entity and its controlling shareholder. According to the letter, the Banking Supervision Department intends to determine that the following rules will apply to transactions between a banking corporation and credit card companies and their controlling owner, and on transactions between a banking corporation and a company under its control:

- International financial reporting standards;
- In the absence of any specific reference in international financial reporting standards, the accepted accounting rules in the United States applying to U.S. banking corporations will be implemented, provided that they do not contradict international financial reporting standards;
- In the absence of any specific reference being made in the United States generally acceptable accounting principles, the relevant parts in Standard 23 are to be implemented, provided that they do not contradict international financial reporting standards as well as United States generally acceptable accounting principles, as mentioned above.

As at the date of publication of this Report, the Supervisor of Banks has not yet published a final directive regarding the adoption of specific rules on this subject and on the manner of their initial implementation.

2. In July 2006, the Israel Accounting Standards Board published Accounting Standard No. 29 - Adoption of International Financial Reporting Standards (IFRS). The standard prescribes that entities that are subject to the Securities Law, 1968, and that are required to report according to the regulations of that law, shall prepare their financial statements in accordance with IFRS for periods commencing 1 January 2008. The aforementioned does not yet apply to banking corporations, the financial statements of which are prepared in accordance with the directives and guidelines of the Supervisor of Banks.

In June 2009, the Banking Supervision Department published a circular on the subject of "Reporting of Banking Corporations and Credit Card Companies in Israel in accordance with International Financial Reporting Standards (IFRS)", which determines the expected manner of adoption of IFRS by banking corporations. Pursuant to the circular, the target date for reporting of banking corporations and credit card companies according to IFRS standards is:

 Subjects that are not a core part of the banking business – beginning 1 January 2011. However, IFRS standards on the subjects set out below have not yet come into force and will be adopted pursuant to instructions by the Banking Supervision Department when published regarding the timing and manner of their initial implementation:

- IAS 7 Statement of Cash Flows
- IAS 12 Income Taxes
- IAS 19 Employee Benefits
- IAS 23 Borrowing Costs
- IAS 24 Related Party Disclosures
- Subjects that are a core part of the banking business beginning 1 January 2013, while the Banking Supervision Department intends to make a final decision in this regard during 2011. The final decision will be made while taking into account the timetable laid down in the United States, and progress made in the convergence process between the international and U.S. standard boards.

The circular clarifies that following completion of the process of adaptation of the directives to IFRS, the Banking Supervision Department will continue to have the authority to lay down binding clarifications regarding the manner of implementation of the requirements of the international standards, and to determine additional directives where such is required in light of the requirements of regulatory authorities in developed countries worldwide, or on subjects not dealt with in the international standards. In addition, the Banking Supervision Department retains its authority to determine disclosure and reporting requirements.

3. In April 2011, the FASB published Accounting Standards Update ASU 2011-02 – "A Creditor's Determination of Whether a Restructuring is a Troubled Debt Restructuring". According to the U.S. Standard on the subject (ASC 310), a troubled debt restructuring is a debt that went through a formal debt restructuring, in the course of which – for economic or legal reasons relating to the financial difficulties of the debtor –the Bank granted a concession to the borrower.

The update provides additional instructions clarifying when a debt restructuring is to be considered a troubled debt restructuring in which a concession was granted by the creditor. In particular, clarifications were added relating to the method of implementing the test of a concession in the effective interest rate. In addition, instructions were included for determining if the concession granted in a debt restructuring where the contractual interest rate according to the new terms is higher than the original contractual interest rate, but still lower than market interest rates regarding loans of similar risk characteristics, and taking into consideration the range of conditions determined in the restructuring. Furthermore, it was explained that in those situations where the debtor does not have the possibility of raising a debt of similar risk characteristics under market conditions, the Bank will be required to examine the range of the other terms of the restructuring to determine if a concession had been granted.

For purposes of determining if the borrower is in difficulties, the Bank is required, *inter alia*, to make an assessment if the borrower is expected to go into default in the foreseeable future. In the event that the said default is probable, the Bank is to draw the conclusion that the borrower is in financial difficulties.

In addition, according to the current standard, an insignificant delay in payments does not constitute a concession. The ASU provides a list of indicators which may show that the delay is insignificant, such as the amount of the restructured payments is insignificant relative to the unpaid principal or relative to collateral value, and the delay is insignificant relative to the frequency of payments (monthly, quarter, etc.), the debt's original contractual maturity and expected duration. According to the ASU, a creditor has to take into account the cumulative effect of past restructurings when determining if the delay is insignificant.

In addition, the ASU provides a list of disclosure requirements regarding troubled debt restructuring activities.

The rules set out in the ASU will come into effect for reporting periods commencing after 15 June 2011 (i.e. as of 1 July 2011). Early adoption is permitted. Changes in the method of measurement of the allowance for credit losses will be implemented prospectively (i.e. measurement of debt balances defined as impaired debts following the initial implementation of the ASU).

Pursuant to the instructions of the Banking Supervision Department, this update is to be implemented by banking corporations as of the date of its applicability as detailed above, except for disclosure requirements not applicable at this stage.

The Bank is examining the implications of the initial implementation of the Accounting Standards Update.

4. In April 2011, the FASB published Accounting Standards Update ASU 2011-03 – "Reconsideration of Effective Control for Repurchase Agreements", which constitutes an update to rules set out in FAS 166 (ASC 860).

According to the update, the method of assessing the existence of effective control by the transferor in repurchase agreements is required to be changed. Assessing the existence of effective control will focus on the contractual rights and contractual liabilities of the transferor, and so the following will not be taken into account: (1) the criterion requiring the transferor to have the ability to repurchase securities transferred, even in the event of default by the transferee, and (2) instructions relating to the collateral maintenance related to the above criterion. Other criteria for assessing the existence of effective control were not amended by the ASU. These criteria indicate that the transferor retains effective control of the assets transferred (and so the transfer of assets will be treated as a secured debt) if all of the following conditions are met:

- The assets to be repurchased or redeemed are the same or substantially the same as those transferred;

- The agreement is to repurchase or redeem them before maturity, at a fixed or determinable price; and

- The agreement is entered into contemporaneously with the transfer.

The update is effective for periods beginning after 15 December 2011 (i.e. as of 1 January 2012) and applied prospectively for new transactions and modifications of existing transactions taking place as of the beginning of the first quarterly or annual period after the effective date. Early adoption is not permitted.

The Bank is examining the implications of the initial implementation of the Accounting Standards Update.

# Note 2 - Securities Reported Amounts

	30 June 2011	(Unaudited)			
	Amount in Balance Sheet	Amortized cost	Unrealized profits from adjustments to fair value	Unrealized losses from adjustments to fair value	Fair Value (a)
	(NIS millions)				
1. Debentures held to maturity:					
Debentures and bonds -					
Government of Israel	-	-	-	-	-
Foreign Governments	-	-	-	-	-
Other companies	-	-	-	-	-
Total debentures held to maturity	-	-	-	-	-

	30 June 2011	(Unaudited)			
	Amount in Balance	Amortized cost (in	Accumulated oth comprehensive in		Fair
	Sheet	Shares - cost)	Profits	Losses	Value (a)
	(NIS millions)				
2. Securities available for sale:					
Debentures and bonds -					
Government of Israel	11,378	11,457	74	(153)	11,378
Foreign Governments	1,903	1,907	4	(8)	1,903
Other companies	15,460	15,525	180	(245)	15,460
	28,741	28,889	258	(406)	28,741
Shares and mutual funds:					
Other companies (b)	2,934	2,617	461	(144)	2,934
Total securities available for sale	31,675	31,506	719 <sub>(C)</sub>	(550) <sub>(C</sub> )	31,675

	30 June 2011	(Unaudited)			
			Unrealized	Unrealized	
	Amount in	Amortized	profits from	losses from	
	Balance	cost (in	adjustments	adjustments	Fair
	Sheet	Shares - cost)	to fair value	to fair value	Value (a)
	(NIS millions)				
3. Securities held for trading:					
Debentures and bonds -					
Government of Israel	5,402	5,417	24	(39)	5,402
Foreign Governments	104	104	-	-	104
Other companies	2,387	2,392	21	(26)	2,387
	7,893	7,913	45	(65)	7,893
Shares and mutual funds:					
Other companies (b)	578	939	2	(363)	578
Total securities available for sale	8,471	8,852	47 ( d)	(428) (d)	8,471

See notes on page 209.

# Note 2 - Securities (Cont'd) Reported Amounts

	30 June 2010	Unaudited)			
	Amount in Balance Sheet	Amortized cost	Unrealized profits from adjustments to fair value	Unrealized losses from adjustments to fair value	Fair Value (a)
	(NIS millions)				( 414 0 (4)
1. Debentures held to maturity:					
Debentures and bonds -					
Government of Israel	148	148	6	_	154
Foreign Governments	510	510	18	-	528
Other companies	45	45	-	-	45
Total debentures held to maturity	703	703	24	-	727

	30 June 2010	30 June 2010 (Unaudited)						
	Amount in Balance	Amortized cost (in		umulated other prehensive income				
	Sheet	Shares - cost)	Profits	Losses	Value (a)			
	(NIS millions	3)						
2. Securities available for sale:								
Debentures and bonds-								
Government of Israel	19,673	19,355	319	(1)	19,673			
Foreign Governments	345	340	6	(1)	345			
Other companies	18,106	18,217	379	(490)	18,106			
	38,124	37,912	704	(492)	38,124			
Shares and mutual funds								
Other companies (b)	2,481	2,063	480	(62)	2,481			
Total securities available for sale	40,605	39,975	1,184	(C) (554) (	c) 40,605			

	30 June 2010	(Unaudited)			
	Amount in Balance Sheet	Amortized cost (in Shares - cost)	Unrealized profits from adjustments to fair value	Unrealized losses from adjustments to fair value	Fair Value (a)
	(NIS millions	5)			
3. Securities held for trading:					
Debentures and bonds -					
Government of Israel	7,259	7,124	135	-	7,259
Foreign Governments	459	459	-	-	459
Other companies	1,951	1,959	31	(39)	1,951
	9,669	9,542	166	(39)	9,669
Shares and mutual funds:					
Other companies (b)	234	586	-	(352)	234
Total securities held for trading	9,903	10,128	166 ( d)	(391) (d	9,903
Total securities	51,211	50,806	1,374	(945)	51,235

See notes on page 209.

# Note 2 - Securities (Cont'd) Reported Amounts

	31 December	2010 (Audited)			
			Unrealized	Unrealized	
	Amount in		profits from	losses from	
	Balance	Amortized	adjustments	adjustments	Fair
	Sheet	cost	to fair value	to fair value	Value (a)
	(NIS millions	)			
1. Debentures held to maturity:					
Debentures and bonds-					
Government of Israel	-	-	-	-	-
Foreign Governments	-	-	-	-	-
Other companies	-	-	-	-	-
Total debentures held to maturity	-	-	-	-	-

	31 December	2010 (Audited)			
	Amount	Amortized	Accumulated		
	in balance	cost (in	other comprehe	nsive income	Fair
	Sheet	Shares - cost)	Profits	Losses	value (a)
	(NIS millions	5)			
2. Securities available for sale:					
Debentures and bonds -					
Government of Israel	25,382	25,267	154	(39)	25,382
Foreign Governments	2,101	2,098	6	(3)	2,101
Other companies	16,774	16,906	258	(390)	16,774
	44,257	44,271	418	(432)	44,257
Shares and mutual funds					
Other companies (b)	2,859	2,211	653	(5)	2,859
Total securities available for sale	47,116	46,482	1,071 (c	) (437) (0	2) 47,116

	31 December	2010 (Audited)			
			Unrealized	Unrealized	
	Amount in	Amortized	profits from	losses from	
	Balance	cost (in	adjustments	adjustments	Fair
	Sheet	Shares - cost)	to fair value	to fair value	Value (a)
	(NIS millions	5)			
3. Securities held for trading:					
Debentures and bonds-					
Government of Israel	5,788	5,733	72	(17)	5,788
Foreign Governments	750	757	-	(7)	750
Other companies	1,860	1,877	18	(35)	1,860
	8,398	8,367	90	(59)	8,398
Shares and mutual funds:					
Other companies (b)	277	636	-	(359)	277
Total securities held for trading	8,675	9,003	90 (d)	) (418) (d)	8,675
Total securities	55,791	55,485	1,161	(855)	55,791

See notes on page 209.

#### FINANCIAL STATEMENTS

# Note 2 - Securities (Cont'd)

#### Notes:

- (a) Fair value amounts are generally based on Stock Exchange prices, which do not necessarily reflect the price which will be obtained upon a large-volume sale of securities.
- (b) Including NIS 1,272 million with respect to shares which have no readily available fair value, which are shown at cost (31 December 2010 NIS 1,289 million and 30 June 2010 NIS 1,225 million).
- (c) Regarding securities available for sale, total other profits (losses) is included in shareholders' equity in the item "adjustments in respect of presentation of securities available for sale according to fair value", except securities intended for hedging for purposes of determining fair value.
- (d) Charged to the profit and loss statement, but not yet realized.

Securities lent in the amount of NIS 442 million (31 December 2010 – NIS 1,211 million and at 30 June 2010 – NIS 531 million) are shown under credit to the public.

As a result of the events in the global and Israeli capital markets, there was an impairment in investments in securities (bonds and stocks). The decrease in the value of the available-for-sale portfolio from the end of June 2011 to the 22 August 2011 amounted to NIS 320 million (of that decrease in the value of stocks amounting to NIS 206 million).

	30 June 2011	(Unaudited)			
	Amount		Accumulated of	ther	
	in balance	Amortized	comprehensive	income (loss) *	Fair
	sheet	Cost	profits	losses	value
	(NIS millions	5)			
1. Debentures available for sale:					
Pass-through securities:					
Securities guaranteed by GNMA	1,600	1,555	47	(2)	1,600
Securities issued by FNMA and FHLMC	180	172	8	-	180
Total	1,780	1,727	55	(2)	1,780
Other Mortgage-backed securities					
(including CMO and STRIPPED MBS)					
Securities issued by FNMA, FHLMC, or GNMA, or					
guaranteed by these entities	1,185	1,178	10	(3)	1,185
Other Mortgage-backed securities	448	457	1	(10)	448
Total	1,633	1,635	11	(13)	1,633
Asset-backed securities (ABS):					
Debtors in respect of credit cards	37	37	-	-	37
Lines of credit for any purpose secured by dwelling	2	3	-	(1)	2
Other credit to private persons	5	5	-	-	5
CLO	654	667	14	(27)	654
CDO	15	15	-	-	15
SCDO	3	2	1	-	3
Others	3	3	-	-	3
Total	719	732	15	(28)	719
Total Asset-backed debentures available for sale	4,132	4,094	81	(43)	4,132

\* Amounts charged to capital reserve as part of adjustments to fair value of available-for-sale securities.

	30 June 2011	(Unaudited)			
			Unrealized	Unrealized	
	Amount		profits from	losses from	
	In balance	Amortized	adjustments	adjustments	Fair
	sheet	Cost	to fair value*	to fair value*	value
	(NIS million	5)			
2. Debentures held for trading:					
Pass-through securities:					
Securities issued by FNMA and FHLMC	9	9	-	-	9
Other securities	6	6	-	-	6
Total	15	15	-	-	15
Other Mortgage-backed securities					
(including CMO and STRIPPED MBS)					
Securities issued by FNMA, FHLMC, or GNMA, or					
guaranteed by these entities	32	32	-	-	32
Other Mortgage-backed securities	8	11	-	(3)	8
Total	40	43	-	(3)	40
Asset-backed securities (ABS):					
Credit card receivables	27	27	-	-	27
Lines of credit for any purpose secured by dwelling	3	3	-	-	3
Credit for purchase of vehicle	161	160	1	-	161
Credit not to private persons	5	5	-	-	5
CDO	1	6	-	(5)	1
Others	12	13	-	(1)	12
Total	209	214	1	(6)	209

\* These profits (losses) are charged to the profit and loss account.

	30 June 2010	(Unaudited)			
	Amount		Accumulated of	her	
	in balance	Amortized	comprehensive	income (loss) *	Fair
	sheet	Cost	profits	losses	value
	(NIS millions	5)			
1. Debentures available for sale:					
Pass-through securities:					
Securities guaranteed by GNMA	2,257	2,181	76	-	2,257
Securities issued by FNMA and FHLMC	418	399	19	-	418
Total	2,675	2,580	95	-	2,675
Other Mortgage-backed securities					
(including CMO and STRIPPED MBS)					
Securities issued by FNMA, FHLMC, or GNMA, or					
guaranteed by these entities	2,224	2,189	38	(3)	2,224
Other Mortgage-backed securities	182	210	1	(29)	182
Total	2,406	2,399	39	(32)	2,406
Asset-backed securities (ABS):					
Lines of credit for any purpose secured by dwelling	2	4	-	(2)	2
Credit for purchase of vehicle	8	8	-	-	8
Other credit to private persons	7	7	-	-	7
CLO	845	729	151	(35)	845
CDO	25	25	-	-	25
SCDO	66	55	11	-	66
Others	4	4	-	-	4
Total	957	832	162	(37)	957

\* Amounts charged to capital reserve as part of adjustments to fair value of available-for-sale securities.

	30 June 2010	(Unaudited)			
			Unrealized	Unrealized	
	Amount		profits from	losses from	
	In balance	Amortized	adjustments	adjustments	Fair
	sheet	Cost	to fair value*	to fair value*	value
	(NIS millions	;)			
2. Debentures held for trading:					
Pass-through securities:					
Securities issued by FNMA and FHLMC	1	1	-	-	1
Total	1	1	-	-	1
Other Mortgage-backed securities					
(including CMO and STRIPPED MBS)					
Securities issued by FNMA, FHLMC, or GNMA, or					
guaranteed by these entities	36	35	1	-	36
Other Mortgage-backed securities	44	53	-	(9)	44
Total	80	88	1	(9)	80
Asset-backed securities (ABS):					
Lines of credit for any purpose secured by dwelling	4	6	-	(2)	4
Credit for purchase of vehicle	-	-	-	-	-
Credit not to private persons	3	3	_	-	3
CDO	3	7	-	(4)	3
Others	3	4	-	(1)	3
Total	13	20	-	(7)	13

\* These profits (losses) are charged to profit and loss.

	31 December 2010 (Audited)					
	Amount Accumulated other					
	in balance	Amortized Cost	comprehensive income (loss) *		Fair	
	sheet		profits	losses	value	
	(NIS millions	5)				
1. Debentures available for sale:						
Pass-through securities:						
Securities guaranteed by GNMA	1,734	1,707	38	(11)	1,734	
Securities issued by FNMA and FHLMC	247	237	10	-	247	
Total	1,981	1,944	48	(11)	1,981	
Other Mortgage-backed securities						
(including CMO and STRIPPED MBS)						
Securities issued by FNMA, FHLMC, or GNMA, or						
guaranteed by these entities	1,424	1,421	14	(11)	1,424	
Other Mortgage-backed securities	37	49	-	(12)	37	
Total	1,461	1,470	14	(23)	1,461	
Asset-backed securities (ABS):						
Debtors in respect of credit cards	38	38	_	_	38	
Lines of credit for any purpose secured by dwelling	2	3	_	(1)	2	
Credit for purchase of vehicle	4	4	_	-	-	
Other credit to private persons	6	6	-	-	6	
CLO debentures	760	686	102	(28)	760	
CDO debentures	28	28	-	-	28	
SCDO debentures	57	45	12	-	57	
others	4	5	-	(1)	4	
Total	899	815	114	(30)	899	
Total Asset-backed debentures available for sale	4,341	4,229	176	(64)	4,341	
i otal Asset-vachen ucventul es avallable ivi sale	4,241	+,447	178	(04)	+,54.	

\* Amounts charged to capital reserve as part of adjustments to fair value of available-for-sale securities.

	31 December 2010 (Audited)						
			Unrealized	Unrealized			
	Amount		profits from	losses from			
	In balance	Amortized	adjustments	adjustments	Fair		
	sheet	Cost	to fair value*	to fair value*	value		
	(NIS millions)						
2. Debentures held for trading:							
Pass-through securities:							
Securities issued by FNMA and FHLMC	10	10	-	-	10		
Other securities	7	7	-	-	:		
Total	17	17	-	-	17		
Other Mortgage-backed securities (including CMO and STRIPPED MBS) Securities issued by FNMA, FHLMC, or GNMA, or guaranteed by these entities	27	26	1	-	2		
Other Mortgage-backed securities	11	13	-	(2)	1		
Total	38	39	1	(2)	38		
Asset-backed securities (ABS):							
Lines of credit for any purpose secured by dwelling	3	3	-	-			
Credit for purchase of vehicles	148	149	-	(1)	14		
Credit not to private persons	5	5	-	-			
CDO debentures	-	-	_	-			
Others	2	3	-	(1)			
Total	158	160	-	(2)	15		
Total Asset-backed debentures held for trading	213	216	1	(4)	21		

\* These profits (losses) are charged to profit and loss.

# Note 2 - Securities (Cont'd) Of which: Asset-backed securities Reported amounts

	30 June 2011 (	Unaudited)					
	Less than 1	2 months	More than 12 months			Total	
		Unrealized		Unrealized		Unrealized	
		losses from		losses from		losses from	
	Fair	adjustment	Fair	adjustments	Fair	adjustments	
	Value	to fair	Value	to fair value	Value	to fair value	
	(NIS millions)						
Additional details of asset-backed securities							
available for sale which include unrealized							
losses from adjustments to fair value							
Pass-through (MBS)	219	(2)	, -	· -	21	9 (2)	
Other Mortgage-Backed Securities							
(including REMIC, CMO and STRIPPED MBS)	467	(3)	169	(10)	63	6 (13)	
Asset-backed securities (ABS)	215	; (7)	360	) (21)	57	5 (28)	
Total	901	. (12)	529	(31)	) 1,43	0 (43)	

	30 June 2010 (	Unaudited)					
	Less than 1	2 months	More than 12 months			Total	
		Unrealized		Unrealized		Unrealized	
		losses from		losses from		losses from	
	Fair	adjustment	Fair	adjustments	Fair	adjustments	
	Value	to fair	Value	to fair value	Value	to fair value	
	(NIS millions)						
Additional details of asset-backed securities							
available for sale which include unrealized							
losses from adjustments to fair value							
Pass-through (MBS)	69	, _	- 530	(32)	) 59	9 (32	
Other Mortgage-Backed Securities							
(including REMIC, CMO and STRIPPED MBS)	)						
Asset-backed securities (ABS)	2	-	· 445	(37)	) 44	7 (37	
Total	71		. 975	(69)	) 1,04	6 (69	

# Note 2 - Securities (Cont'd) Of which: Asset-backed securities Reported amounts

	31 December 2	010 (Audited	)				
	Less than 12	2 months	More than 12 months			Total	
		Unrealized		Unrealized		Unrealized	
		losses from		losses from		losses from	
	Fair	adjustment	Fair	adjustments	Fair	adjustments	
	Value	to fair	Value	to fair value	Value	to fair value	
	(NIS millions)						
Additional details of asset-backed securities							
available for sale which include unrealized							
losses from adjustments to fair value							
Pass-through (MBS)	227	(11)	) -		- 227	7 (11	
Other Mortgage-Backed Securities							
(including REMIC, CMO and STRIPPED MBS)	345	(11)	200	(12)	545	5 (23)	
Asset-backed securities (ABS)	41	-	- 419	(30)	460	) (30)	
Total	613	(22)	619	(42)	1,232	2 (64	

- Losses less than NIS 1 million.

As of 1 January 2011, the Bank implements the new Directive of the Supervisor of Banks on the subject of "Measurement and Disclosure of Impaired Debts, Credit Risk and Provision for Credit Losses." In these condensed consolidated interim financial statements, disclosure has been made in the new format in accordance with the new reporting requirements. In view of the fact that the new Directive was implemented prospectively, without restating comparative amounts, figures for the current period are also shown below for comparative purposes with the relevant balances as at 31 December, 2010 (proforma amounts), as if the Directive had been implemented initially for that year. See section D below.

### A. Balance of credit to the public

	30 June 2011 (Ui	naudited)	
	Balance of debt in the	Allowance for credit	Net balance
	books	losses	of debt
	NIS millions		
Credit to the public examined on an individual basis*	119,512	3,197	116,315
Credit to the public examined on a group basis**	113,158	1,125	112,033
Total credit to the public	232,670	4,322	228,348
Of which: Customers' liabilities for acceptances	839	4	835

	31 December 20	10 (Pro-forma)	(Audited) (a)
	Balance of	Allowance	
	debt in the	for credit	Net balance
	books	losses	ofdebt
	NIS millions		
Credit to the public examined on an individual basis*	107,180	4,126	103,054
Credit to the public examined on a group basis**	121,073	1,252	119,821
Total credit to the public	228,253	5,378	222,875
Of which: Customers' liabilities for acceptances	462	3	459

(a) Restated – see note on page 223.

\* Including credit examined on an individual basis and found to be unimpaired. The allowance for credit losses in respect of this credit was calculated on a group basis.

\*\* Credit for which a credit loss allowance was assessed on a group basis by extent of arrears according to the Appendix to Proper Conduct of Banking Business Directive No. 314, and other credit not examined individually for which the allowance for credit losses relating to it was calculated on a group basis.

# B. Credit to the public examined on an individual basis

	30 June 2011 (U	naudited)	
	Balance of	Allowance	
	debt in the	for credit	Net balance
	books	losses	ofdebt
	NIS millions		
<b>1.</b> Credit to the public examined on an individual basis includes:			
Impaired credit to the public*	7,212	2,219	4,993
Unimpaired credit to the public, in arrears of 90 days or more**	12	-	12
Unimpaired credit to the public, in arrears of 30 to 89 days **	199	3	196
Other unimpaired credit to the public **	112,089	975	111,114
Total unimpaired credit to the public	112,300	978	111,322
Total credit to the public examined on an individual basis	119,512	3,197	116,315

	31 December 201	10 (Pro-forma)	(Audited) (a)
	Balance of	Allowance	
	debt in the		Net balance
	books	losses	ofdebt
	NIS millions		
Credit to the public examined on an individual basis includes:			
Impaired credit to the public*	8,937	3,233	5,704
Unimpaired credit to the public, in arrears of 90 days or more**	-	-	-
Unimpaired credit to the public, in arrears of 30 to 89 days **	1,225	17	1,208
Other unimpaired credit to the public **	97,018	876	96,142
Total unimpaired credit to the public	98,243	893	97,350
Total credit to the public examined on an individual basis	107,180	4,126	103,054

(a) Restated

\* Impaired debt not accruing interest income, excluding certain credit under restructuring.

\*\* Credit examined on an individual basis and found to be unimpaired. A credit loss allowance in respect of this credit was calculated on a group basis.

### **B.** Credit to the public examined on an individual basis (cont'd) Additional information on impaired credit to the public examined on an individual basis

	30 June	31 December
	2011	2010
	NIS millions	
2. Impaired credit to the public in respect of which there is a		
allowance for credit losses on an individual basis	5,431	5,894
Impaired credit to the public in respect of which there is no		
allowance for credit losses on an individual basis	1,781	3,043
Total impaired credit	7,212	8,937
3. Impaired credit to the public measured according to present		
value of cash flows	6,420	8,189
Impaired credit to the public measured according to collateral value	792	748
Total impaired credit to the public	7,212	8,937

	30 June 2011 (U	J <b>naudited)</b>	
	Balance of	Allowance	
	debt in the	for credit	Net balance
	books	losses	ofdebt
	NIS millions		
4. Problematic credit under restructuring in which changes were			
made to the terms of credit:			
Not accruing interest income	740	) 11	1 62
Accruing interest income	111		1 11
Total (included in impaired credit to the public)	851	. 11	2 73

	31 December 20	10 (Pro-forma	(Audited)	(a)
	Balance of	Allowance		
	debt in the	for credit	Net balan	ce
	books	losses	ofdebt	
	NIS millions			
Problematic credit under restructuring in which changes were				
made to the terms of credit:				
Not accruing interest income	290		7	283
Accruing interest income	43		1	42
Total (included in impaired credit to the public)	333		8	325

	30 June 2011 (Unaudited)
	NIS millions
5.	
Average balance of debt in the books for the reporting period of	
impaired credit to the public	8,074
Amount of interest income recorded for the reporting period in	
respect of this credit during the period it was classified as impaired *	40
Amount of interest income that would have been recorded for the	
reporting period if this credit had accrued interest in accordance	
with its original terms	1,013
* Of which: Interest income that would have been recorded under	
the cash-basis accounting method	39

- C. Credit to the public examined on a group basis including:
- 1. Housing loans for which a minimum allowance for credit losses was made by extent of arrears:

	30 June 2011	t (Unaudi	ited)						
			Extent of	arrears					
	Arrears of						_		
	30 to 90 days	5	Arrears o	f more thar	n 90 days				
	One to three months	From 3 to 6 months	From 6 to 15 months	From 15 to 33 months	Above 33 months	Total above 3 months	Balances in respect of refinanced past-due loans		
	NIS millions								
Amount of arrears	9	7	12	11	198	228	15	252	
Of which: Balance of provision for									
interest (1)	-	-	-	1	92	93	1	94	
Balance of debt in the books	730	196	128	47	227	598	353	1,681	
(2)	-	-	17	23	212	252	147	399	
Net balance of debt	730	196	111	24	15	346	206	1,282	

	31 December	2010 (Pro	o-forma)					
			Extent of	arrears				
	Arrears of							
	30 to 90 days Arrears of more than 90 days			_				
	One to three months	From 3 to 6 months	From 6 to 15 months	From 15 to 33 months	Above 33 months	Total above 3 months	Balances in respect of refinanced past-due loans	Total
	NIS millions							
Amount of arrears	9	7	16	13	214	250	16	275
Of which: Balance of provision for interest (1)	-	_	1	1	98	100	1	101
Balance of debt in the books	742	212	147	63	245	667	379	1,788
Balance of provision for credit losses (2)	-	-	19	29	225	273	177	450
Net balance of debt	742	212	128	34	20	394	202	1,338

(1) In respect of interest on amounts in arrears.

(2) Excluding the balance of the allowance for interest

(a) Restated.

- C. Credit to the public examined on a group basis including:2. Other credit not examined individually for which an allowance for credit losses was calculated on a group basis:

	30 June 2011 (Unaudited)						
	Balance of debt in the	Provision for credit					
	books	losses	Net balance of debt				
	NIS millions						
Impaired credit to the public	6	1	5				
Unimpaired credit to the public, in							
arrears of 90 days or more	581	38	543				
Unimpaired credit to the public, in							
arrears of 30 to 89 days	364	7	357				
Other unimpaired credit to the public	110,526	680	109,846				
Total credit to the public not examined							
on an individual basis	111,477	726	110,751				

	31 December 2010 (Pro-forma) (Audited) (a)						
	Balance of debt in the	Provision for credit					
	books	losses	Net balance of debt				
	NIS millions						
Impaired credit to the public	6	2	4				
Unimpaired credit to the public, in							
arrears of 90 days or more	63	27	36				
Unimpaired credit to the public, in							
arrears of 30 to 89 days	894	13	881				
Other unimpaired credit to the public	118,322	760	117,562				
Total credit to the public not examined							
on an individual basis	119,285	802	118,483				

(a) Restated

# **D.** Allowance for credit losses in respect of debts and in respect of off-balance sheet credit instruments (Unaudited)

		p basis*		
	On an individual basis	By extent of arrears	Other	Total
	NIS millions	5		
Balance of allowance for credit losses as at 31.12.2010	9,321	450	770	10,541
Net accounting write-offs recognized at 1.1.2011 (a)	(5,835)	-	(5)	(5,840)
Other changes in the allowance for credit losses as at 1.1.2011				
(charged to shareholders' equity) (a) (b)	(107)	-	1,181	1,074
Balance of allowance for credit losses as at 1.1.2011	3,379	450	1,946	5,775
Expenses (income) in respect of credit losses	(37)	(21)	29	(29)
Accounting write-offs	(1,104)	(30)	(2)	(1,136)
Collection of debts written off in the accounts in previous years	90	-	-	90
Net accounting write-offs	(1,014)	(30)	(2)	(1,046)
Balance of allowance for credit losses as at 30 June 2011	2,328	399	1,973	4,700
Composition of balance of the provision as at 30 June 2011				
In respect of credit to the public	2,219	399	1,704	4,322
In respect of debts not being credit to the public	2	-	-	2
In respect of off balance-sheet credit instruments	107	-	269	376
Composition of balance of the provision as at 31 December 2010				
In respect of credit to the public	3,233	450	1,695	5,378
In respect of debts not being credit to the public	1	-	-	1
In respect of off balance-sheet credit instruments	145	-	251	396

(a) Net accounting write-offs and other changes in the allowance for credit losses as a result of initial implementation of the new Directives on the subject of "Measurement and Disclosure of Impaired Debts, Credit Risk and Provision for Credit Losses."

(b) The figures are restated compared with the "pro-forma" amounts published in the Annual Report as at 31 December, 2010 in the amount of NIS 239 million (before the effect of tax), mainly as a result of directives of the Banking Supervision Department on the subject of the group allowance in respect of housing loans and special mention in respect of individual debts.

# **D.** Allowance for credit losses in respect of debts and in respect of off-balance sheet credit instruments (cont'd)

	On a group basis*					
	On an individual basis	By extent of arrears	Other	Total		
	NIS millions	8				
Balance of allowance for credit losses as at 31 March 2011	2,980	418	1,917	5,315		
Expenses in respect of credit losses	24	(7)	56	73		
Accounting write-offs	(730)	(12)	-	(742)		
Collection of debts written off in the accounts in previous years	54	-	-	54		
Net accounting write-offs	(676)	(12)	-	(688)		
Balance of allowance for credit losses as at 30 June 2011	2,328	399	1,973	4,700		

### E. Additional details of housing loans and the method of calculating the allowance for credit losses

	30 June 2011 (	Unaudited)					
				Balance of	allowan	ce for credit lo	osses
		Impaired	housing				
	Housing		arrears of				
	loans	more than	90 days (*)	_		Other	
	Recorded	Amount	Recorded	By extent	On	On	
	balance of	in arrears	balance	of arrears	group	individual	
	debt (3)	(*)	ofdebt	(2)	basis	basis	Total
	(NIS millions)						
Housing loans that require calculating the allowance							
for credit losses according to extent of arrears (1)	55,451	249		399			558
Other housing loans	1,313			-	-		13
Total	56,764	260	1,016	399	153	19	571
	30 June 2010 (l	Insudited					
	50 Julie 2010 (C	Jilaudited)	Problemat	ic debts			
					Specific	e provision	
		Balance	Including	According	•	•	
		sheet debt	-	to depth of			
	Credit	balance	arrears	arrears	Other		Total
	(NIS millions)						
Housing loans that require calculating the allowance							
for credit losses according to extent of arrears	29,572	470	149	368	-		368
"Large" loans	11,766	103	131	121	-		121
Other loans	8,178	177	22	35	8		43
Balance of the allowance at the end of the period	49,516	750	302	524	8		532
	31 December 2	010 (Audite	(d)				
				Balance of	allowan	ce for credit lo	osses
		Impaired					
	Housing	loans or in	arrears of				
	loans		90 days (*)			Other	
	Recorded	Amount .		By extent	On	On	
	balance of	in arrears	balance	of arrears		individual	Tatal
	debt (3) (4)	(*)	ofdebt	(2)	basis	basis	Total
Housing loans that require calculating the allowance	(NIS millions)						
for credit losses according to extent of arrears (1) (**)	50,704	266	1,046	450	142	-	592
Other housing loans				-		-	
Total	50,704	266	1,046	450	142	-	592
	20,104	200	1,040	750	112		572

Of which: loans for any purpose against a pledge of a residential dwelling in the amount of NIS 7,337 million (31 December 2010 -(1) NIS 6,909 million).

(2) Including the balance of the provision in excess of the amount according to extent of arrears in the amount of NIS 106 million (31 December 2010 – NIS 114 million).

Of which: housing loans at floating rates of interest in the amount of NIS 41,362 million (31 December 2010 - NIS 38,703 million).

(3) (4) The balance does not include credit in respect of purchasing groups shown in the construction and real estate sector in the amount of NIS 767 million (31 December 2010 - NIS 793 million).

(\*) Including interest on amount in arrears.

(\*\*) Reclassified.

# Note 4 - Capital Adequacy in accordance with directives of the Supervisor of Banks

Calculated pursuant to the Proper Conduct of Banking Business Directives Nos. 201-211 on the subject of "Measurement and Adequacy of Capital"

**Reported amounts** 

-	30 June 2011		1 December 2010
-	(Unaudited)	(Unaudited)	(Audited)
	NIS millions		
A. Data			
Capital for purposes of calculating capital ratio			
Tier 1 capital, after deduction	22,828	22,310	22,897
Tier 2 capital, after deduction	16,031	16,644	17,716
Tier 3 capital	-	-	-
Total capital	38,859	38,954	40,613
Weighted balance of risk assets			
Credit risk	248,961	237,356	239,900
Market risk	8,793	7,708	10,653
Operational risk	20,696	20,914	20,904
Total weighted balance of risk assets	278,450	265,978	271,457
Ratio of capital to risk assets (%)			
Ratio of Tier 1 capital to risk assets	8.20%	8.39% (b)	8.43%
Ratio of total capital to risk assets	13.96%	14.65% (b)	14.96%
Ratio of total minimum capital required by the Supervisor of Banks	9.00%	9.00%	9.00%
B. Principal subsidiary companies Leumi Mortgage Bank			
Ratio of Tier 1 capital to risk assets	8.73%	9.88% (b)	9.27%
Ratio of total capital to risk assets	13.11%	14.84% (b)	
Ratio of total minimum capital required by the Supervisor of Banks	9.00%	9.00%	9.00%
Arab Israel Bank			
Ratio of Tier 1 capital to risk assets	10.09%	11.13% (b)	9.90% (
Ratio of total capital to risk assets	14.52%	16.18% (b)	14.61%
Ratio of total minimum capital required by the Supervisor of Banks	9.00%	9.00%	9.00%
Leumi Card Ltd.			
Ratio of Tier 1 capital to risk assets	14.30%	13.90%	14.40%
Ratio of total capital to risk assets	14.30%	13.90%	14.40%
Ratio of total minimum capital required by the Supervisor of Banks	9.00%	9.00%	9.00%
Bank Leumi USA (a)			
Ratio of Tier 1 capital to risk assets	10.67%	11.16%	10.72%
Ratio of total capital to risk assets	13.53%	14.33%	13.52%
Ratio of total minimum capital required by the local authorities	10.00%	10.00%	10.00%

(a) The US branch is not obliged to calculate the capital adequacy ratio according to Basel II, and so the ratios reported are according to Basel I.

(b) Restated due to retroactive implementation of the instructions of the Supervisor of Banks regarding the strengthening of internal control on financial reporting of employee rights - see Note 1(b) (4).

# Note 5 - Assets and Liabilities Classified by Linkage Basis as at 30 June 2011 (Unaudited) **Reported amounts**

	Israeli cu	irrency	Foreign	currency			
						Non-	
		Linked to the	In U.S.		In other	monetary	
	Unlinked	CPI	dollars	In Euro	currencies	items (b)	Total
	(NIS mill	ions)					
Assets							
Cash and deposits with banks	33,608	335	6,945	2,931	1,725	22	45,566
Securities	9,056	7,427	11,215	7,405	1,531	3,512	40,146
Securities borrowed or purchased							
under agreement to resell	1,330	-	-	-	-	-	1,330
Credit to the public (b)	127,138	51,819	32,197	6,944	9,771	479	228,348
Credit to governments	-	260	92	-	-	-	352
Investments in affiliated companies	5	-	-	-	-	2,154	2,159
Buildings and equipment	-	-	-	-	-	3,627	3,627
Assets in respect of derivative instruments	3,565	141	2,335	378	518	827	7,764
Other assets	1,956	8	931	26	66	777	3,764
Total assets	176,658	59,990	53,715	17,684	13,611	11,398	333,056
Liabilities			*	,	,	,	<u> </u>
Deposits of the public	129,339	26,080	68,673	19,223	8,858	531	252,704
Deposits from banks	2,201	236		277	,		5,362
Deposits from governments	39	224		10		-	443
Securities loaned or sold under	527	-		-		-	791
agreement to repurchase	4,785	21,421		-		-	27,034
Debentures, bonds and subordinated notes	3,566	1,200		607		799	9,447
Other liabilities	8,046	4,578	•	33		909	14,098
Total liabilities	148,503	53,739		20,150			309,879
Difference	28,155	6,251		(2,466)	,		23,177
	20,233	0,252	(21)+51)	(2,400)	5,527	,,20,	23,211
Effect of derivative instruments							
that are not hedging derivatives:							
Derivative instruments (excluding options)	(8,428)	(6,968)	17,424	2,290	(4,318)	-	-
Options in the money, net (in terms of	(( )						
underlying asset) Options out of the money, net (in terms of	(489)	-	62	177	250	-	-
underlying asset)	(323)	-	326	125	(128)	_	-
Total	18,915	(717)				9,159	23,177
Effect of derivative instruments	20,723	(121)	(5,057)	120	(007)	,,20,	23,211
that are not hedging derivatives:							
Options in the money, net (discounted par							
value)	(125)	-	(493)	260	358	-	-
Options out of the money, net (discounted							
par value)	(753)	-	1,679	(210)	(716)	-	-
(a) Including linked to foreign currency.							

(a) Including linked to foreign currency.(b) Including derivative instruments whose basis refers to a non-monetary item.

### Note 5 - Assets and Liabilities Classified According to Linkage Basis (cont'd) as at 30 June 2010 (Unaudited) Reported amounts

	Israeli currency Foreign currency (a)						
						Non-	
	Lin	ked to the	In U.S.		In other	monetary	
	Unlinked	CPI	dollars	In Euro	currencies	items (c)	Total
	(NIS millions)						
Assets							
Cash and deposits with banks	30,801	392	8,710	4,615	2,660	2	47,180
Securities	18,188	7,979	14,441	6,790	1,098	2,715	51,211
Securities borrowed or purchased							
under agreement to resell	725	-	-	-	-	-	725
Credit to the public, net (b)	111,548	49,546	35,852	5,722	9,769	16	212,453
Credit to governments	-	253	143	-	-	-	396
Investments in affiliated companies	8	-	-	-	-	1,712	1,720
Buildings and equipment	-	-	-	-	-	3,564	3,564
Assets in respect of derivative instruments	2,537	17	3,524	140	1,541	544	8,303
Other assets (d)	1,348	119	756	42	48	561	2,874
Total assets	165,155	58,306	63,426	17,309	15,116	9,114	328,426
Liabilities							
Deposits of the public	122,136	26,114	73,565	20,641	9,177	44	251,677
Deposits from banks	1,903	317	695			-	3,288
Deposits from governments	46	385	470			-	, 909
Securities loaned or sold under agreement to							
repurchase	624	-	116	-	-	-	740
Debentures, bonds and subordinated notes	4,223	21,470	1,153	-	-	-	26,846
Liabilities in respect of derivative instruments	5 2,568	1,126	3,305	333	1,647	519	9,498
Other liabilities (d)	7,383	3,604	410	35	95	513	12,040
Total liabilities	138,883	53,016	79,714	21,253	11,056	1,076	304,998
Difference	26,272	5,290	(16,288)	(3,944)	4,060	8,038	23,428
Effect of derivative instruments							
that are not hedging derivatives:							
Derivative instruments (excluding options)	(5,082)	(6,141)	12,333	4,203	(5,313)	-	-
Options in the money, net (in terms of							
underlying asset)	(373)	-	481	(680)	572	-	-
Options out of the money, net							
(in terms of underlying asset)	(1,033)	(8)	701	308	32	-	-
Total	19,784	(859)	(2,773)	(113)	(649)	8,038	23,428
Effect of derivative instruments							
that are not hedging derivatives:							
Options in the money, net							
(discounted par value)	(416)	-	580	(959)	795	-	-
Options out of the money, net	<i>(</i> <b>- - - - - - - - - -</b>						
(discounted par value)	(2,827)	(18)	1,759	402	684	-	-

(a) Including linked to foreign currency.

(b) The general and supplementary provisions for doubtful debts have been deducted proportionately from the different linkage bases.

(c) Including derivative instruments whose basis refers to a non-monetary item.

(d) Restated. See Note 1 above.

### Note 5 - Assets and Liabilities Classified According to Linkage Basis (cont'd) as at 31 December 2010 (Audited) Reported amounts

	Israeli currency Foreign currency (a)						
	-					Non-	
		ked to the	In U.S.		In other	monetary	
	Unlinked	CPI	dollars	In Euro	currencies	items (c)	Total
	(NIS millions)						
Assets							
Cash and deposits with banks	19,244	373	5,694	,	,	5	,
Securities	23,484	7,336	12,531	8,130	1,174	3,136	55,791
Securities borrowed or purchased under							
agreement to resell	1,190	-	-				1,190
Credit to the public, net (b)	121,095	51,632	35,809	5,629	9,801		223,981
Credit to governments	-	262	117	-	-	-	379
Investments in affiliated companies	6	-	-	-	-	1,918	1,924
Buildings and equipment	-	-	-	-	-	3,638	3,638
Assets in respect of derivative instruments	4,488	12	2,236	267	492	1,221	8,716
Other assets (d)	1,456	40	760	30		328	2,651
Total assets	170,963	59,655	57,147	16,910	13,386	10,261	328,322
Liabilities Deposits of the public	127,333	25,999	68,334	18,790	9,080	10	249,584
Deposits from banks					,		
Deposits from governments	980	302	833	155		-	2,691
Securities loaned or sold under agreement to	55	328	266	11	-	-	660
repurchase	762	-	244	_	-	-	1,006
Debentures, bonds and subordinated notes	4,832	21,159	948		_		,
Liabilities in respect of derivative instruments		,					
Other liabilities (d)		1,127	2,281	440		,	9,985
	8,717	4,014	406	23		545	13,846
Total liabilities	146,998	52,929	73,312	19,419	10,268	1,785	304,711
Difference	23,965	6,726	(16,165)	(2,509)	3,118	8,476	23,611
Effect of derivative instruments							
that are not hedging derivatives:							
Derivative instruments (excluding options)	(4,092)	(5,866)	13,252	2,176	(5,470)	-	-
Options in the money, net							
(in terms of underlying asset)	(1,605)	(8)	13	477	1,123	-	-
Options out of the money, net							
(in terms of underlying asset)	(1,083)	-	681	47	355	-	-
Total	17,185	852	(2,219)	191	(874)	8,476	23,611
Effect of derivative instruments	,		,			,	,
that are not hedging derivatives:							
Options in the money, net							
(discounted par value)	(2,540)	(16)	9	737	1,810	-	-
Options out of the money, net	(2,5+0)	(10)	7	131	1,010	-	
(discounted par value)	(2 8 2 0)		2 204	382	1/7		
(a) Including linked to foreign currency	(3,839)	-	3,294	582	163	-	-

(a) Including linked to foreign currency.

(b) The general and supplementary provisions for doubtful debts have been deducted proportionately from the different linkage bases.

(c) Including derivative instruments whose basis refers to a non-monetary item.

(d) Restated. See Note 1 above.

### Note 6 - Contingent Liabilities and Special Commitments Reported Amounts

	30 June 2011		30 June 2010	31 December 2010
		Balance of		Balance of
	Balances of allowance for		Balances of	allowance for
	contracts	credit losses	contracts	credit losses
	(Unat	idited)	(Unaudited)	(Audited)
	(NIS millions)			
A. Off-balance sheet financial instruments				
Balances of contracts or their stated amounts as at the end of the pe	riod			
Transactions in which the balance reflects a credit risk				
Documentary credits	2,398	7	2,358	2,101
Credit guarantees	6,551	52	5,958	6,192
Guarantees to apartment purchasers	12,393	22	10,263	11,348
Other guarantees and liabilities	14,813	179	14,807	14,32
Commitments regarding uncompleted credit card transactions				
unutilized credit card facilities	20,138	23	19,150	18,999
Other unutilized revolving credit facilities to the public and credit				
facilities on demand	13,709	28	14,408	13,586
Irrevocable commitments to provide credit which has been				
approved and not yet granted (a)	23,087	52	24,769	20,340
Commitments to issue guarantees	10,850	13	8,506	9,428
Unutilized facilities for activity in derivative instruments	3,996	-	3,264	4,110
Approval in principle to maintain the rate of interest in Leumi				
Mortgage Bank (b)	3,001	-	. 3,477	3,969

parties not utilized in the amount of NIS 209 million (30 June 2010 - NIS 388 million, 31 December 2010 - NIS 213 million).

The above obligation represents a relatively small part of the obligations of those securitizing entities.

#### B. Other contingent liabilities and special commitments:

(1) Long-term rental contracts	-

Rental of buildings, equipment and vehicles and maintenance fees regarding	commitments payable in the	following years:	
First year	178	161	194
Second year	162	147	156
Third year	125	125	123
Fourth year	107	98	98
Fifth year	70	68	67
After five years	252	199	199
Total	894	798	837
(2) Commitments to purchase securities	548	332	204
(3) Commitments to invest in buildings, equipment and in other assets	195	289	272
(4) Commitments to underwrite securities	-	6	-
(5) Future deposits			
Transactions with depositors for purposes of receipt of large deposits at various	future dates and as		
determined in advance as of the date of the investment fixed interest rates			

Details of future deposits and deposits dates as was determined by the terms of

the transactions:			
First year	17	17	17
Second year	17	17	17
Third year	17	17	17
Fourth year	12	17	17
Fifth year	9	12	12
After five years	-	9	3
Total future deposits	72	89	83

### Note 6 - Contingent Liabilities and Special Commitments (cont'd)

**C.** In the regular course of business, legal claims have been filed against the Bank and certain consolidated companies, including petitions for approval of class actions.

In the opinion of the Management of the Bank and the managements of the consolidated companies, and based on legal opinions regarding the chances of the claims succeeding, including the petitions for approval of class actions, appropriate provisions have been recorded in the Financial Statements, insofar as required, to cover damages resulting from the said claims.

In the opinion of the Management of the Bank and the managements of the consolidated companies, the total additional exposure arising from legal claims filed against the Bank and against the consolidated companies on various subjects, the amount of each of which exceeds NIS 2 million, and regarding which the chances of the claims succeeding are not remote, amounts to some NIS 147 million.

### 1. The following are details of claims in material amounts:

A. On 12 September 2006, a petition to approve a class action was filed in the Tel Aviv-Jaffa District Court against the Bank, Bank Hapoalim B.M. and Israel Discount Bank Ltd. The amount claimed in the class action for which approval has been requested is NIS 7 billion, while in the body of the claim, it is contended that the damage to the claimant group amounts to NIS 10 billion. No specific sum of the amount of the claim has been clearly attributed to any of the respondents. According to the petitioner, the respondent banks charged their customers with interest for unlinked shekel credit, a commission for credit allotment and fixed management fees with regard to debitory current accounts at identical rates and amounts, as a result of price coordination and a restrictive arrangement, which are prohibited under the Restrictive Trade Practices Law. The remedy requested by the petitioner is a refund of the alleged over-charging to the respondents' customers, who took unlinked shekel credit or a "retroactive reduction" of the said interest and commission rates that the respondent banks collected during the past decade. The Bank filed its response to the petition for the approval of the claim as a class action. On 21 January 2008, the Tel Aviv District Court granted the petition, and approved the pursuance of the claim as a class action. The Bank submitted a petition for leave to appeal the ruling to the Supreme Court. The Supreme Court's ruling of 29 May 2008 determined that the Attorney General must submit his position in writing regarding the petition. The Attorney General has notified the Supreme Court that he will take part in the proceeding regarding the petitions for leave to appeal submitted by the banks and will submit his position in writing. On 31 January 2010, the Tel Aviv District Court decided to delay proceedings in the claim until the granting of a decision on the application for leave of appeal submitted to the Supreme Court. On 27 May 2010, the Attorney General submitted his position, the essence of which is that the decision of the District Court cannot remain as is, since identical prices between banks themselves do not provide a basis for a reasonable possibility of the existence of a restrictive arrangement, and that in his opinion the matter should be returned to the District Court for the completion of clarification and the handing down of a new decision. The Supreme Court held that the hearing of the application for leave of appeal will take place before a panel of seven judges. On 14 April 2011, the Supreme Court handed down a decision according to which the parties are to submit their comments to the Court on the implications of the decision by the Anti-Trust Commissioner dated 26 April 2009, under the heading "Restrictive Arrangements between Bank Hapoalim, Bank Leumi, Bank Discount, Bank Mizrahi, and the First International Bank, concerning the Transfer of Information relating to Commissions", and that the petitioner is to give notice if she has further evidence on the question of whether interest rates were coordinated between the banks.

B. On 23 November 2006, a claim and a petition to approve the claim as a class action were filed in the Jerusalem District Court against the Bank and against Bank Hapoalim B.M. and Israel Discount Bank Ltd. The petitioners allege that in respect to credit to the households sector, the banks collect interest at a rate that is much higher than that collected from the commercial sector and from the corporate sector, in spite of the fact that the risk in extending credit to the households sector is significantly lower than the risk for those sectors, and that this excessive interest rate derives from the exploitation of the low level of bargaining power of the households sector and from the monopolistic power of the respondents. The petitioners allege that this is an infringement of the Restrictive Trade Practices Law, 1988, which prohibits a monopolist from abusing its position in the market, and that there is a real fear that the lack of competition among the respondents, regarding all matters concerning the households sector, is the result of a restrictive arrangement among the parties.

The petitioners also allege that the interest rate was determined while misleading the consumers regarding the normal price for credit service to the households sector, contrary to the provisions of the Consumer Protection Law, 1981 and the Banking (Service to Customer) Law, 1981.

The petitioners allege that the damage caused to them and the members of the group is the result of the multiple of (1) the gap between the interest rate actually collected and the fair interest rate that would have been established for loans to the households sector in a competitive market, and (2) the amounts of credit that each of the petitioners and members of the group took during the seven years preceding the filing of the claim.

The damage alleged by them is NIS 5.6 billion according to one method, and NIS 5.2 billion according to a second method. The estimated damage attributed to the Bank's customers is at least NIS 1.6 billion. The Bank filed its response to the petition for the approval of the claim as a class action. The District Court granted a petition filed by the Bank for a stay of these proceedings and ordered they be stayed until the Supreme Court renders a decision regarding the petition for leave to appeal filed by the Bank with respect to the decision to approve the claim described in paragraph A. above as a class action. The Supreme Court denied the petition for leave to appeal filed by the petitioners with respect to the District Court's above mentioned decision to stay the proceedings in the claim.

C. On 3 January 2008, 260 identical claims were filed in the Tel Aviv-Jaffa Magistrate's Court against the Bank and receivers who had been appointed by the court. The amounts of the claims vary between some NIS 787,000 and some NIS 1,350,000. Pursuant to the Court's ruling, the proceedings for all the above-mentioned claims were combined, and they will be heard as one claim. The total amount of the claims is some NIS 276 million. The plaintiffs are the purchasers of vacation apartments in the Nofit Hotel in Eilat. According to the plaintiffs, the Bank and the receivers were negligent in supervising the project and refrained from paying for guarding it, as a result of which, the plaintiffs suffered significant damages, including a decline in the value of their apartments. These claims are in addition to five other claims that have been filed against the Bank on the same grounds, and which are being heard

separately. The total amount of all the claims in connection with this project is some NIS 288.6 million. On 10 August 2009, the Tel Aviv-Jaffa District Court rejected one of the additional claims which had been submitted separately against the Bank by 3 purchasers and was identical to the above-mentioned 260 claims. The plaintiffs appealed the above ruling. The Court ordered a stay of proceedings in the claims pending judgment on the appeal submitted against the above judgment. On 17 June 2010, the appeal was dismissed, and following this the Bank filed a petition to dismiss the above 260 claims. On 20 June 2010, the Court handed down a decision according to which there are grounds for dismissal of the claims, and requested the parties' response. The plaintiffs notified the Court of their desire to continue proceedings. A decision has not yet been handed down.

D. On 1 April 2007, a petition to approve a class action was filed in the Tel Aviv-Jaffa District Court against the Bank, additional banks, and entities that had purchased the control of the mutual fund managers from the banks. The amount claimed against the Bank is estimated by the petitioners at some NIS 131 million.

The petitioners claim that they held and hold units in mutual funds that were managed by fund managers controlled by the Bank. According to the petitioners, beginning in 2004, the Bank charged the fund managers it controlled brokerage commissions with respect to the execution of securities and foreign currency transactions, at a rate higher than the rate it charged other entities, and in so doing acted unlawfully.

According to the petitioners, although the Bank sold its holdings in the fund managers to third parties during 2006, it continues to provide the same services to the mutual funds in exchange for even higher commissions than those charged prior to the sale of the control. The continued provision of the said services suggests that the Bank and the purchasers of the control of the fund managers had agreed that in exchange for a reduction in the price paid for the mutual fund managers, the Bank would continue to provide the trading services that it had provided prior to the sale, in exchange for the high commissions that had been charged up until the sale – a matter which they allege, removes all substance from the sale of the control of the fund managers.

The petitioners argue that they and the other holders of mutual fund units that were or are under the Bank's control, have suffered damages that reflect the reduction in the value of the mutual fund units due to the alleged over-charging. The Bank has filed its response to the petition for the approval of the claim as a class action.

E. On 26 June 2007, a petition to approve a class action against the Bank, for a claim in the amount of NIS 200 million, was filed in the Tel Aviv- Jaffa District Court. The plaintiff claims that the Bank charges its customers securities deposit management fee commissions which are higher than agreed. He claims that each time he carried out a low volume partial sale of a particular share for which the commission was less than the minimum, the Bank charged him with the minimum commission as well as the management fee commission collected at the end of the quarter, with the aggregate amount of the two commissions being higher than the agreed maximum management fees that the Bank was entitled to collect. The plaintiff claims that the Bank was required to deduct the minimum commission collected at the time of the partial sale from the total amount of the management fees. The plaintiff also argues that the Bank's documents and notices do not reflect the amounts of the management

fee commissions that are actually charged during a single quarter. The Bank has filed its response to the petition for the approval of the claim as a class action.

- F. On 25 September 2007, a petition to approve a class action was filed in the Tel Aviv-Jaffa District Court against the Bank, in the amount of some NIS 435 million, which includes 8 different causes of action. Following the Court's ruling pursuant to which the plaintiff was required to choose a single cause of action and have the others stricken from the petition, the plaintiffs informed the court that they had chosen the cause of action which was based on a claim that the Bank charges its customers securities management fees when a security is sold during the quarter, and does not deduct from this sum the minimum amount of management fees the Bank charges the same customer for that quarter. The amount attributed by the plaintiffs on these grounds amounts to some NIS 30 million. On 12 June 2011, a judgment was handed down by the Tel Aviv District Court dismissing the petition for approval as a class action.
- G. On 6 May 2008, a claim and a petition to approve it as a class action were filed in the Tel Aviv-Jaffa District Court. According to the plaintiff, the Bank charges its customers' accounts with the legal expenses incurred in handling said customers' debts, without obtaining the approval of any legal tribunal, and in violation of the directives of the Supervisor of Banks - "Proper Banking Management Directives -Charging Customers for Attorneys' Fees." Additionally, when the Bank charges its customers' accounts with legal expenses (both those approved by a legal tribunal and those that have not been so approved), the Bank collects interest on such expenses at the interest rate applicable to the account (which in many cases is excess interest on arrears) and not at the interest and linkage rates which the Bank is permitted to collect in accordance with the Adjudication of Interest and Linkage Law, 1961. The requested remedy is the reimbursement of all excess amounts charged by the Bank, without an indication of the amount, although it is alleged that "this is a vast amount" and that the lawsuit is filed in the name of all the Bank's customers whose accounts were charged with legal expenses during the seven years preceding the filing of the petition to approve the class action. The Bank has submitted its response to the petition for approval of the claim as a class action. On 18 October 2009, the District Court approved the claim as a class action. On 15 November 2009, the District Court gave an order postponing the execution of its decision for approval of the claim as a class action, until the decision of the Supreme Court in the appeal by the Bank. On 18 November 2009, the Bank filed an application to the Supreme Court for leave of appeal against the decision of the District Court to approve the class action. In a decision on 1 December 2009, the Supreme Court decided that the application for leave to appeal requires a response, and ordered the plaintiff to submit its response to the application for leave to appeal. The response of the plaintiff was filed on 14 January 2010. A decision has yet to be handed down on the actual application for leave to appeal. Proceedings in the District Court are suspended pending a decision on the application for leave to appeal. On 27 June 2011, the Bank's petition was dismissed in the Supreme Court to grant the right of appeal against the decision of the District Court approving the claim as a class action.
- H. On 28 September 2008, a petition to approve a class action was filed in the Tel Aviv-Jaffa District Court against the Bank, Bank Hapoalim, Israel Discount Bank and Bank Otzar Hachayal in the amount of some NIS 672 million. According to the allegations, the Bank secretly collects an illegal commission from customers engaged in continuous trading of options on the Tel Aviv 25 stock index (such options consisting of a right to buy or sell the basket of shares comprising the Tel Aviv 25

Index, at a given time and a given price); the banks take advantage of the fact that the amounts pass from the stock exchange to those holding the options through the banks, and an exercise commission of 0.5% is collected from the amounts received by customers who are the holders of expiring options which entitle their holders to a payment; the calculation of the amount due to the option holder is not simple because the expiration index is not an exact amount and is not published in any official publication, meaning that the customer does not know exactly what amount is due to him and cannot know that a commission has been deducted from the amount that he receives. The grounds for the action are based on the fact that the banks did not announce that they collect an exercise commission, they did not include this commission in their agreements with the customers, and they made a false representation to the customers according to which the only commission that they collect is sale and purchase commission. The banks do specify the commission that is collected in a separate notice that they send at later stages, after the transactions have taken place, but according to the plaintiffs, customers like them do not take note of them and are not capable of analyzing them. The defined group consists of customers who contracted with portfolio managers in connection with the trading of Tel Aviv 25 Index options. According to the plaintiffs they used a narrow definition of this group of customers in order to argue that it is easier to hide the charging of commissions from this group (relative to the group of customers who do not trade through portfolio managers). The relief requested is the damage which is common to all the customers of the banks in respect of the amount of the exercise commissions collected during the past seven years. The Bank has submitted its response to the petition for approval of the claim as a class action.

On 4 August 2008, a claim and a petition to approve it as a class action were filed in I. the Jerusalem District Court against the Bank, Israel Discount Bank, "Kahal" Supplementary Training Funds Management (1996) Ltd. ("Kahal") and the Supervisor of the Capital Market, Insurance and Savings (as a formal defendant). According to the petitioner, Kahal had transferred, in accordance with the Intensification of Competition and Reduction of Concentration and Conflicts of Interest in the Israeli Capital Market (Legislative Amendments) Law, 2005, and at the banks' instruction, the control of the assets of the provident funds controlled by Kahal to a "different management company" and that the banks allegedly had illegally assumed and appropriated to themselves the consideration amounts that they received from the other management company, for "the transfer of the control of the assets of the provident funds as well as their management and the trusteeship of them," since a management company and a management company's controlling shareholder may not receive any benefit whatsoever, directly or indirectly, in connection with the management of a provident fund, other than expenses and management fees. It is claimed that the consideration amounts received for the said transfer of control of the provident funds are proceeds produced by the assets of the provident funds, and their source is the members' rights stemming from such assets, and that this is a profit which therefore belongs to the members of the provident funds and not to any of the defendants. It is claimed that the consideration received by the banks amounts to some NIS 260 million, with the Bank's share in this amount being NIS 149.5 million. The petitioner bases the claim, inter alia, on violation of the Control of Financial Services (Provident Funds) Law, 2005, the Joint Investments Trusts Law, 1994, the Unjust Enrichment Law, the Contracts Law, the Banking (Licensing) Law, the Agency Law and the Trusts Law. The group in whose name the approval of the class action is sought is composed of: all members of all the provident funds whose assets were controlled and managed by each of the trust managers (apparently referring to Kahal) that were owned and/or controlled by the respondent bank, and transferred to their replacements. The petitioner added the Supervisor of the Capital Market, Insurance and Savings to the claim and to the petition for approval since, according to the petitioner, the Supervisor is charged with licensing, control and implementation of the provisions of the Provident Funds Law, and it is therefore appropriate that he present his position, both from the substantive and public viewpoints, since this would assist in clarifying and deciding the questions raised in the class action. On 30 June 2009, the court ruled that Kahal was wrongfully added as a respondent and dismissed the petition against it. The Bank has submitted its response to the petition for approval of the claim as a class action. On 11 March 2010, the Attorney-General informed the Court that he would not take part in the proceedings in this claim. On 27 March 2011, the Court handed down a verdict determining that the proceeds of sale of control and management of the provident funds and mutual funds belongs in its entirety to the management companies and the banks, and rejected the claim. The petitioner's petition to delay execution of the appeal with reference to costs granted in their favor – was dismissed. On 19 May 2011, the petitioner filed a petition for leave to appeal the decision of the District Court dismissing the petition for approval of the claim as a class action. On 21 June 2011, the petitioner filed a petition for the exchange of appellants, and at the same time a petition to dismiss the appeal subject to a waiver by the banks of costs granted in their favor.

On 4 August 2008, a claim and a petition to approve it as a class action were filed in J. the Jerusalem District Court against the Bank, Leumi Gemel Ltd. and the Supervisor of the Capital Market, Insurance and Savings (as a formal defendant). According to the petitioner, Leumi Gemel transferred, in accordance with the Intensification of Competition and Reduction of Concentration and Conflicts of Interest in the Israeli Capital Market (Legislative Amendments) Law, 2005, and at the Bank's instruction, the control of the assets of the provident funds controlled by Leumi Gemel to "different management companies." According to the petitioner, the Bank allegedly illegally assumed and appropriated to itself the consideration amounts that it received from the other management companies, for "the transfer of the control and management of the assets of the provident funds and the trusteeship thereof," since according to the petitioner, a management company, and a management company's controlling shareholder may not receive any benefit whatsoever, directly or indirectly, in connection with the management of a provident fund, other than expenses and management fees. It is claimed that the consideration amounts received for the said transfer of control of the provident funds are proceeds arising from the assets of the provident funds, and their source is the provident funds' members' rights stemming from such assets, and that this is therefore a profit which belongs to the members of the provident funds and not to any of the respondents. The amount being claimed amounts to some NIS 1.0016 billion, which, according to the petitioner, constitutes the consideration received by the Bank from the sale. The petitioner bases the claim, inter alia, on violation of the Control of Financial Services (Provident Funds) Law, 2005, the Joint Investments Trusts Law, 1994, the Unjust Enrichment Law, the Contracts Law, the Banking (Licensing) Law, the Agency Law and the Trusts Law. The group in whose name the approval of the class action is sought is composed of: all members of all the provident funds whose assets were controlled and managed by each of the trust managers (apparently referring to Leumi Gemel) that were owned and/or controlled by the respondent bank, and transferred to their replacements. The petitioner added the Supervisor of the Capital Market, Insurance and Savings to the claim and to the petition for approval since, according to the petitioner, the Supervisor is charged with licensing, control and implementation of the provisions of the Provident Funds Law, and it is therefore appropriate that he, both from the substantive and public viewpoints, present his position, since this would assist in clarifying and deciding the questions raised in the class action. The Bank has submitted its response to the petition for approval of the claim as a class action. On 11 March 2010, the Attorney-General informed the Court that he would not take part in the proceedings in this claim. On 27 March 2011, the Court handed down a verdict determining that the proceeds of sale of control and management of the provident funds and mutual funds belongs in its entirety to the management companies and the banks, and rejected the claim. The petitioner's petition to delay execution of the appeal with reference to costs granted in their favor – was dismissed. On 19 May 2011, the petitioner filed a petition for leave to appeal the decision of the District Court dismissing the petition for approval of the claim as a class action. On 21 June 2011, the petitioner filed a petition for the exchange of appellants, and at the same time a petition to dismiss the appeal subject to a waiver by the banks of costs granted in their favor.

K. On 4 August 2008, a claim and a petition to approve it as a class action were filed in the Jerusalem District Court against the Bank, Leumi Pia Trust Management Company Ltd., Psagot Managers of Mutual Funds - Leumi Ltd., Kesselman & Kesselman Trust Company (1971) Ltd., and the Israel Securities Authority (as a formal defendant). According to the petitioner, each manager transferred the control and management of the mutual funds it owned to "different management companies," in accordance with the Intensification of Competition and Reduction of Concentration and Conflicts of Interest in the Israeli Capital Market (Legislative Amendments) Law, 2005, and the Bank allegedly illegally obtained the consideration amounts that it received from the other management companies, for "the transfer of the control and management of the assets of the mutual funds." According to the petitioner, a management company, trustee and a management company's controlling shareholder may not receive any benefit whatsoever, in connection with the management of mutual funds, other than expenses and management fees, and it is therefore claimed that the consideration amounts received for the said transfer of control of the mutual funds are proceeds arising from the assets of the mutual funds, and their source is the rights stemming from such assets, and that this is a profit which belongs to the funds and to the owners of the units thereof, and not to any of the respondents. According to the petitioner, the consideration received by the Bank amounts to some NIS 1.885 billion, and this is the amount claimed by the petitioner for the members of the group. The petitioner bases the claim, inter alia, on violation of the Joint Investments Trusts Law, 1994, the Unjust Enrichment Law, the Contracts Law, the Banking (Licensing) Law, the Agency Law and the Trusts Law. The group in whose name the approval of the class action is sought is composed of: all owners of units in all the mutual funds whose assets were controlled and managed by each of the managers who were controlled by the Bank, and were transferred to their replacements. The petitioner added the Israel Securities Authority to the complaint and to the petition for approval since, according to the petitioner, the Authority is charged with licensing, control and implementation of the provisions of the Joint Investments Trusts Law and it is therefore appropriate that, in terms of the public interest, it present its position, and since this would assist in clarifying and deciding the questions raised in the class action. The Bank has submitted its response to the petition for approval of the claim as a class action. On 11 March 2010, the Attorney-General informed the Court that he would not take part in the proceedings in this claim. On 27 March 2011, the Court handed down a verdict determining that the proceeds of sale of control and management of the provident funds and mutual funds belongs in its entirety to the management companies and the banks, and rejected the claim. The petitioner's petition to delay execution of the appeal with reference to

costs granted in their favor – was dismissed. On 19 May 2011, the petitioner filed a petition for leave to appeal the decision of the District Court dismissing the petition for approval of the claim as a class action. On 21 June 2011, the petitioner filed a petition for the exchange of appellants, and at the same time a petition to dismiss the appeal subject to a waiver by the banks of costs granted in their favor.

- On 29 October 2009 a claim was filed in the Central District Court for declaratory L. judgments to the effect that the seven respondent banks (the Bank, Bank Hapoalim, Israel Discount Bank, the First International Bank of Israel, Mizrahi Tefahot Bank, Mercantile Discount Bank and Union Bank) are not entitled to charge the petitioners with "default" interest differentials, as defined in the claim, and that the amount of the default interest differentials must be reduced from an amount of NIS 841 million to an amount of NIS 37 million. Alternatively, they request a ruling that the banks are entitled to charge the petitioners with interest differentials in accordance with the Adjudication of Interest and Linkage Law, 1961 only, this being with regard to the petitioners' debt that had accrued from 12 May 2003 and onwards. The petitioners claim is, inter alia, that the "default interest" is nothing other than "agreed compensation" as defined in Section 15(A) of the Contracts Law (Remedies), 1970, which a court may reduce "if it finds that the compensation was established without any reasonable relation to the damage that had been foreseeable as being the reasonable result of a breach at the time the contract was made"; that the reduction of the default interest amounts is also required in accordance with the interpretation of the loan agreement and according to the intention of the parties; that the charging of the petitioners with default interest will constitute unjustified enforcement of the loan agreement; that the banks' insistence on charging the petitioners with default interest constitutes a lack of good faith, and that the banks' charging of default interest will constitute unjust enrichment on their part. The claim does not make a monetary attribution of a specific claimed share of each of the banks in the amount of the default interest differentials, but details are provided of each bank's participation in the financing, with the Bank's share being claimed to be 24%. On 11 February 2010 a monetary claim was submitted in the amount of NIS 829,529,867, instead of the claim for declarative orders which was deleted.
- M. On 26 November 2008, a claim and a petition to approve it as a class action were filed in the Tel Aviv District Court against the Bank, the First International Bank of Israel Ltd., Union Bank of Israel Ltd. and Mizrahi Tefahot Bank Ltd. The claim is based on damages claimed in the amount of about NIS 68,125,000 (according to the petitioner's calculations), caused to all the customers of the banks from whose profits from interest in respect of debentures and/or dividends in respect on shares - tax was deducted at source, dating from 1 January 2003 until the day the claim was filed. According to the claim, the banks over-deducted tax, by deducting tax at source in respect of commissions collected from the income received. According to the petitioner's calculation, the banks should have deducted the commissions from the income subject to deduction at source, and only then carried out the deduction at source. The petitioner bases his claim on Section 17 of the Income Tax Ordinance, which classifies commissions as an expense incurred in the production of income during the tax year, which is to be taken into account in the calculation of taxable income. According to the petitioner's claim, by acting as stated the banks violated their duty of care, fiduciary duty and duty to make proper disclosure towards the group, which apply to them under the Banking Law, the Consumer Protection Law and the Torts Ordinance, as well as the duty of good faith incumbent upon them. It was also claimed that the banks caused the group damage and monetary loss and that

their behavior is tantamount to negligence, violation of statutory duties and unjust enrichment.

- N. On 3 May 2010, a petition for approval of a class action was filed in the Central District Court claiming an amount of some NIS 209 million as of the date the claim was filed. The claim also includes additional non-monetary reliefs. The plaintiff is interested in representing all those holding debentures of Heftziba Hofim Ltd. ("Heftziba Hofim") prior to the suspension of their trading at the beginning of August 2007. The petitioner claims that during the years 2006-2007, prior to the end of each quarter, the Bank granted loans in amounts of tens of millions of shekels to a company wholly owned by Mr. Boaz Yonah. According to the petitioner's claim, these funds were immediately transferred to the account of Heftziba Hofim, so as to provide temporary cover for withdrawals of funds by Mr. Yonah from Heftziba Hofim, and, at the beginning of each successive quarter, the monies were withdrawn from the funds of Heftziba Hofim, transferred to Mr. Yonah's private accounts, and from there, returned to the Bank. The petitioner claims that the purpose of the above financial activities was to distort the financial statements of Heftziba Hofim, so as to make temporary false presentations to the public regarding the true condition of Heftziba Hofim. The petitioner claims that as a result of cooperation by the Bank and the false representations made to the public the investments of those holding debentures of Heftziba Hofim were eventually written off. According to his claim, warning signs of the crisis in the company were concealed from the debenture holders which could have induced them to immediately sell their holdings; and vital information was withheld from those joining during the creation of the alleged misrepresentations which could have prevented them investing in the debentures of Heftziba Hofim. The Bank's response has been filed to the petition for approval of the claim as a class action.
- 2. In addition, there are legal claims pending against the Bank, including petitions for approval of class actions, as detailed below. In the opinion of the Management of the Bank, based on legal opinions with regard to the chances of these legal proceedings, it is not possible at this stage to estimate the chances of the claims and therefore no provision has been recorded in respect thereof.
  - A. On 30 June 2008, a petition to approve a class action was filed in the Tel Aviv-Jaffa District Court against the Bank, Israel Discount Bank Ltd. and Bank Hapoalim B.M., ("Banks"). The claim relates to the commissions charged by the Banks for various banking services provided by them to their private customers ("operating" commissions, as distinguished from commissions for the allocation, granting and handling of credit, which are not part of the claim). It is claimed that the Banks had agreed among themselves regarding the increase or reduction of the rates of the commissions, and that it is suspected that agreements were also reached regarding the creation of new commissions. It is claimed that in so doing, the Banks maintained an illegal restrictive arrangement regarding the rates of the commissions they collect from their customers, that they abused their monopolistic power (the Banks constituting, it is argued, an oligopoly), and that they unjustly enriched themselves at the expense of their customers. The petition claims that, because of these said restrictive arrangements, the Banks' customers paid an unfair rate for the commissions, higher than would have been paid were it not for the existence of the cartel that prevented free competition. The calculation of the amount claimed is presented as being derived from the Banks' income from commissions paid by households and those resulting from private banking. It is claimed, as an estimation, that half of this income was collected following the coordination of rates as a result

of the restrictive practices, and had the rates not been coordinated between the Banks, the commissions would have been significantly lower, by at least 25%. Therefore, in accordance with the various assumptions indicated in the petition, the total aggregated amount of the damage is estimated in the amount of NIS 3.5 billion, while the petition's caption indicates that the amount of the claim is NIS 3 billion. No specific attribution has been made of the damage claimed to each of the Banks, but the petition mentions that the Bank's relative share of banking activity in Israel is estimated at some 30%. The Bank submitted its response to the petition for approval of the claim as a class action. On 1 June 2009, the petitioners filed a petition to attach as evidence, within the framework of the petition for approval as a class action, the Antitrust General Director's determination dated 26 April 2009, pursuant to which the Banks (Leumi, Hapoalim, Discount., Mizrahi Tefahot and First International) had maintained restrictive trade agreements regarding the transfer of information concerning commissions, as evidence in the framework of the application to approve the claim as a class action. The respondent Banks opposed this and, on 6 October 2009, the Court decided that the hearing on the petition to attach the Director's determination is superfluous in view of its decision to incorporate the hearing on the claim in a later claim (for details see Paragraph B below), to which the Director's determination would be attached anyway. On 29 November 2009, the Court decided to stay proceedings in the claim for two years (subject to the provisions set out in that decision) in view of the respondents' intention to submit a petition for leave to appeal the Director's determination in the Antitrust Court. In the opinion of the Bank's Management, which is based on the opinion of the Bank's legal advisors, it is not possible at this stage to estimate the chances of the petition.

- On 27 April 2009, a petition to approve a class action was filed in the Tel Aviv-Jaffa Β. District Court against the Bank, Bank Hapoalim, Israel Discount Bank, Mizrahi Tefahot Bank and the First International Bank. The petition is based on the Antitrust Commissioner's determination of 26 April 2009. The petitioners allege that in accordance with the determination, the banks made restrictive arrangements regarding the exchange of information concerning commissions, which harmed the competition between them and caused damage to the members of the group whose representation is sought in the petition, and that such was reflected in overpayments of commissions. The petitioners estimate the amount of the claim sought in the class action against all the respondents at NIS 1 billion, while noting that this is merely an estimate and reserving their right to amend the amount at a later time. The petition does not make any clear attribution of a specific claimed amount to each of the respondents and the matter of requesting provisions for linkage and interest is not sufficiently addressed. The petitioners claim that they have a cause of action because of the existence of the said restrictive arrangements between the banks, which could and have harmed competition. These arrangements, they argue, fall both within section 2(a) of the Restrictive Trade Practices Law and within section 2(b)(1) of the Restrictive Trade Practices Law. Proceedings in the petition for approval have been delayed for two years, as stated in the decision of 29 November 2009 described in paragraph A. above. In the opinion of the Bank's Management, which is based on the opinion of the Bank's legal advisors, it is not possible, at this stage, to estimate the chances of the petition.
- C. On 27 March 2011, a petition for approval of a class action was filed in the Tel-Aviv District Court against the Bank. The petitioners' claim is that the Bank gave unilateral credit facilities, and charged commissions for them, and also charged interest exceeding the rate of interest stipulated for the highest band for that credit limit, despite the explicit instructions of the Supervisor of Banks in Proper Conduct

of Banking Business Directive No. 325 prohibiting this. In addition, the petitioners claim that the action should be heard as a class action, and that the aggregate damage from the date the aforementioned Directive No. 325 came into force is estimated by them at some NIS 90 million. The main reliefs claimed in the framework of the class action are therefore: first, to hand down a declaratory judgment according to which the Bank is prohibited to charge excess interest charges or commissions, in any shape or form, in respect of the provision of unilateral credit to a customer who is a party to an agreement for an approved credit line; secondly, to order the Bank to refund to the petitioner and to the group those amounts paid by them to the Bank for commission in respect of excess interest charges and unilateral credit and/or temporary credit. In the view of Bank Management, based on the opinion of the Bank's legal advisors, that at this early stage it is not possible to evaluate the chances of the petition.

D. On 13 July 2011, a petition was filed in the Tel-Aviv District Court for approval of a class action against Automatic Bank Services Ltd. (hereinafter: "ABS") and against Bank Hapoalim B.M., Bank Leumi Le-Israel B.M., First International Bank of Israel B.M., and Israel Discount Bank B.M. (hereinafter: "the petition for approval"). ABS is a service company jointly owned by the banks mentioned above, whose activities include operating an independent network of automatic teller machines (ATM). At the heart of the petition for approval is the claim that when withdrawing cash from an ATM operated by ABS, the user is not provided with fair disclosure that in addition to the commission charged by ABS for the withdrawal, he will be charged by the bank where his account is held with an additional commission for execution of a "transaction by direct channel" (or a ledger fee). With regard to the respondent banks, the petitioners claim that they are responsible for all omissions by ABS by virtue of their being its shareholders and controlling owners. In addition, it is claimed in the petition that the banks are not authorized to charge its customers an additional commission, after they were already charged for the withdrawal by ABS. Thus it is claimed that the banks are charging their customers with a double commission.

In addition, the petitioners base their case on a contractual claim, and claim that when the user agreed to withdraw cash from ABS's ATM, a binding contract was formed between the user, ABS, and the respondent banks, according to which in consideration for the withdrawal transaction, the user would be charged only for the amount of commission appearing on the ATM screen. According to their claim, the fact that the respondent banks charge an additional commission amounts to breach of this contract. It is further claimed that charging commission by the banks where commission is charged by ABS contravenes the Banking Regulations (Service to the Customer) (Commissions), 2008, where the regulations permit the charging of one commission and not two.

The total amount of the class action filed, in the opinion of the petitioners, is NIS 153,300,000 (in respect of commissions charged over the last seven years), with the addition of linkage differentials and interest. There are no details of the distribution between the defendants. In the view of Bank management, based on the opinion of the legal advisors of the Bank, it is not possible at this early stage to assess the chances of the petition.

**3.** The following are details of claims and petitions for approval of class actions in material amounts that were filed against subsidiary companies of the Bank (hereinafter "subsidiary companies "). In the opinion of the Management of the Bank, and in reliance on the opinion of the management of each of the subsidiary companies, based on the opinion of the legal advisors to the subsidiary companies as to the chances of these proceedings, appropriate provisions have

been included in the Financial Statements, insofar as required, to cover damages resulting from such claims:

A. On 21 June 2000, a petition for approval of a class action was filed against Leumi Mortgage Bank Ltd. (hereinafter – "Leumi Mortgage Bank") in the Tel Aviv-Jaffa District Court based on the Banking (Service to Customer) Law, 1981, Regulation 29 of the Civil Procedure Regulations, 1984, and the Supervision of Insurance Practices Law, 1981. The amount of the claim for which approval as a class action has been requested is estimated by the petitioners at some NIS 100 million.

The petitioners, who took out loans from Leumi Mortgage Bank, are making claims regarding the value of buildings for purposes of property insurance in the framework of loans taken from Leumi Mortgage Bank. According to the petitioners, Leumi Mortgage Bank or its representatives prepared excessive valuations of the buildings, resulting in overpayment of premiums by Leumi Mortgage Bank customers. The petitioners contend that this was also done in their case. In accordance with the decision of the District Court, the hearing of the claim has been stayed until the appeals regarding the matter mentioned in Note 4A. below are decided. The petition filed by the petitioners for the cancellation of the stay in proceedings was rejected by the court, which decided that the stay in proceedings in the claim still stands.

B. On 2 December 2006, a petition to approve a class action was filed in the Tel Aviv -Jaffa District Court against Leumi Mortgage Bank and against Migdal Insurance Company Ltd. ("Migdal") regarding the partial payment of life insurance compensation. The estimated amount of the class action, as claimed by the petitioner, is NIS 150 million.

The petitioner and her deceased spouse took a loan from Leumi Mortgage Bank. According to what is alleged in the request: borrowers who took out loans from Leumi Mortgage Bank were able to join a life insurance arrangement for borrowers, in which the insurer was Migdal; included among the borrowers who joined the said life insurance were borrowers who, when an insurance event occurred, received partial insurance compensation at a rate lower than the amount of the insurance and of the balance of the loan; contrary to the amount actually paid, Leumi Mortgage Bank and Migdal had promised to pay such insured-borrower parties "insurance compensation at the level of the loan balance due or at the level of the amount of insurance (the lower of them)" - so alleges the petitioner. On 18 January 2009, the Court issued a decision ordering the application of proceedings laid down in the law for approving a settlement agreement signed by the parties, including carrying out a number of actions for examining of the approval of the agreement and the appointment of an examiner. The parties reached a compromise arrangement in the suit, and on 7 September 2010, the Tel-Aviv District Court approved the arrangement with certain changes. On 28 October 2010, an appeal was filed by the representative of the plaintiff with the Supreme Court against the approval of the compromise arrangement, in which the Supreme Court was requested to approve the arrangement as is, without changes concerning professional fees for the representative of the plaintiff, and the special compensation for the plaintiff ordered by the District Court. In accordance with a decision of the court dated 9 January 2011, the executed part of the arrangement will be implemented in the first stage, which will not be affected by the results of the appeal, and in accordance with the results of the appeal, the remaining parts will be completed and carried out as necessary. The part from the compromise arrangement which could be affected by the appeal will, in the meantime, be deposited on trust with the petitioner's agent.

- C. On 5 April 2009, a petition for approval of a class action was filed with the Tel Aviv-Jaffa District Court against Standard & Poor's Ma'alot Ltd., World Currencies Ltd., the Bank Leumi le-Israel Trust Company, Eran Fuchs, Rony Biram, Yaakov Harpaz and Excellence Investments Ltd. The amount claimed against all the respondents in the class action stands at NIS 84 million. The complaint makes no clear attribution of a specific claimed amount against any of the respondents. According to the petitioner, Ma'alot failed in its rating of debentures issued by World Currencies Ltd., in that it reduced the rating of the debentures from AAA to D only after the insolvency of the Lehman Group, despite information regarding the Lehman Group's difficulties that had been previously publicized, and that Ma'alot created a false and misleading representation to the debenture-holders, to the effect that there was no change in the level of the debentures' risk and/or that the deterioration of the Lehman Group's condition was not relevant to the level of the debentures' risk. The petition alleged that World Currencies was required to report to the debenture-holders regarding the financial entity backers and the mechanism according to which the Notes' risks were divided amongst them. It further alleged that World Currencies should have reported to the debenture-holders regarding the implications of the Lehman Group's deterioration with respect to the chances that the debentures would be repaid, and regarding the fact that the Lehman Bank was in significant business difficulty. It was further claimed that World Currencies unlawfully refrained from publishing immediate reports regarding these matters, and that, as a result, the debenture-holders suffered massive damage. Excellence is a shareholder and a controlling shareholder of World Currencies. Regarding the Trust Company, which served as the trustee for the holders of the debentures issued by World Currencies, the petitioner alleges that it did not do all that it could in order to ensure the fulfillment of World Currencies' obligations to the debenture-holders as established in the prospectus, because it should have requested that World Currencies inform the debenture-holder public regarding the identity of the financial entities with which World Currencies had contracted regarding the purchase of the Notes and the mechanism according to which the risks were divided amongst them, and that it should have demanded that World Currencies provide information regarding consequences of the Lehman Group's condition for the rating of the debentures and/or regarding the ability of World Currencies to repay the debentures. The petitioner further alleges that once the Trust Company became aware of the difficulties that the Lehman Bank was encountering, it should have demanded of World Currencies that it replace the Notes with notes of other financial entities, in order to reduce the scope of the damage caused to the debenture-holders. The Court decided that this claim would be combined with a petition for approval of a previous claim as a class action filed in relation to the issue of those debentures. The company's response has been submitted to the request for approval of the claim as a class action.
- D. On 23 June 2009, a petition for approval of a class action was filed with the Tel Aviv-Jaffa District Court against Standard & Poors Ma'alot Ltd., Keshet Debentures Ltd. ("Keshet"), Bank Leumi le-Israel Trust Company ("the Trust Company"), Aaron Biram, Eran Fuchs, Moti Ma'aravi, Rami Ordan, Excellence Nessuah Underwriting (1993) Ltd. and Expert Financing Ltd. The amount claimed against all the respondents in the class action stands at some NIS 220 million. The complaint makes no clear attribution of a specific claimed amount against any of the respondents. According to the petitioner, Ma'alot failed in its rating of the debentures issued by Keshet, in that it reduced the rating of the debentures from AA+ to D only after the Lehman Group's insolvency despite information regarding the Lehman Group's

difficulties that had been publicized previously, and that Ma'alot created a false and misleading representation to the debenture-holders, to the effect that there was no change in the level of the debentures' risk and/or that the deterioration of the Lehman Group's condition was not relevant to the level of the debentures' risk. The petition alleged that Keshet was required to report to the debenture-holders regarding the implications of the Lehman Group's business deterioration with respect to the chances that the debentures would be repaid, and with regard to the fact that a company in the Lehmann Group ("Lehman Bank") was in significant business difficulty. It was further alleged that Keshet should have published an immediate report regarding the absolute dependence on the income from the Notes backing the debentures and regarding the significant danger concerning its ability to make payments with respect to the debentures. It was further claimed that Keshet was negligent to the point of being in breach of trust in failing to take measures to prevent a failure to pay the debenture holders, including in failing to do the following: take measures to replace the Notes that backed the debentures; request that Ma'alot update and/or adjust and/or change the debentures' rating. It was further alleged that Keshet failed in not insuring the deposits and in issuing debentures that were backed in full by the assets of only one bank. In addition, it was alleged that Keshet significantly reduced the extent of its assets through a significant change in the service agreement between it and Excellence Investments (which controls Excellence Nessuah). Excellence Nessuah Underwriting (1993) Ltd. and Expert Financing Ltd. are the owners, in equal parts, of Keshet. Regarding the Trust Company, which served as the trustee for the holders of the debentures issued by Keshet, the petitioner alleges that it did not do all that it could in order to ensure the fulfillment of Keshet's obligations to the debenture-holders as established in the prospectus, because it should have asked Keshet to inform the debenture-holder public regarding the implications of the Lehman Bank's deterioration for the debentures' rating and/or for Keshet's ability to repay the debentures at the time set for their repayment. The petitioner further alleges that once the Trust Company became aware of the difficulties that the Lehman Bank was encountering, it should have demanded that Keshet replace the Notes with notes of other financial entities, in order to reduce the scope of the damage caused to the debenture-holders. It is further alleged that the Trust Company should have requested that Keshet insure the deposits, for the purpose of insuring the funds that the public had effectively invested in the Lehman Bank. This petition was dismissed and its contents and the parties to it were combined in a petition for approval as another class action for the amount of NIS 286 million, which was submitted in connection with the above debentures (The Trust Company was not a party to the other petition in its original version, before combining both versions). The company's response was filed to the petition for approval of the claim as a class action.

- **4.** In addition, the claims and petitions for approval of class actions set out below are pending against subsidiary companies. In the opinion of Bank Management, in reliance on the opinion of the management of each of the subsidiary companies, which is based on the opinion of the legal advisors of the subsidiary companies with regard to the chances of these legal proceedings, it is not possible at this stage to estimate their chances, and therefore no provision has been recorded in their respect. The following are details of the legal proceedings:
  - A. On 17 July 1997, a petition for approval of a class action in an amount exceeding NIS 1 billion was filed with the Tel Aviv-Jaffa District Court against Leumi Mortgage Bank and against other mortgage banks in connection with the collection of borrowers' life insurance and property insurance commissions. Each of the petitioners took out a loan from one of the respondent mortgage banks. According to

the petitioners, in the context of taking out the loan, they were included in life insurance or property insurance policies taken out through the respondent banks and, according to their assertions, part of the insurance premiums illegally reached the respondent banks.

On 17 November 1997, the Court ruled that the claim could not be heard as a class action according to the Banking (Service to Customer) Law, 1981, and the Restrictive Trade Practices Law, 1988. Accordingly, the Court struck off the monetary claim.

Nevertheless, the Court decided that the claim could be heard in the framework of Regulation 29 of the Civil Procedure Regulations, 1984, but only with regard to the claim for declaratory relief relating to causes of action that had arisen before 10 May 1996. The Court ruled that the causes of action that could be heard in this framework related to the "restrictive arrangement and various insurance issues."

Appeals to the Supreme Court submitted against this decision by Leumi Mortgage Bank, all the other respondent mortgage banks and the petitioners, are pending. Pursuant to the decision of the Supreme Court, implementation of the District Court's decision was stayed. Accordingly, the claim will not be determined until the Supreme Court rules with regard to all the appeals.

On 1 September 2005, the Supreme Court handed down a judgment in which it was determined, in short, that although it was possible to utilize interpretive means to convert Regulation 29 into an instrument for submission of class actions, such utilization was not appropriate at that time, mainly because of the legislative procedures underway in the field of class actions; and on 12 March 2006, the Class Actions Law was published. On 25 September 2008, the court approved the withdrawal of one of the petitioners from the claim. The petition to add another petitioner to the claim, in place of the one who withdrew, is pending in court.

An arbitration agreement has recently been made between the parties, in accordance with which all the banks responding to the petition will pay a total amount of NIS 17 million as a donation to selected public charities, and a further total sum of NIS 3 million as remuneration and professional fees to the petitioners and their representatives, thus ending all legal proceedings in the claim. Leumi Mortgage's share of the payment amounts to 27.601%.

The arbitration agreement was submitted for approval of the Court. On 12 July 2011, a decision was handed down by the Court which included various rulings in reference to the petition for approval of the arbitration agreement and the manner of its implementation. The Court further stipulated that the comments of the parties are to be awaited on certain points discussed in the decision, regarding the nature of the public causes to which the donation is to be directed. Leumi Mortgage Bank made a provision in an amount covering its share in accordance with the said agreement.

In the opinion of the Management of the Bank, based on the opinion of management of Leumi Mortgage Bank, which is based on the opinion of its legal advisors, it is not possible at this stage to estimate the chances of the appeals, inasmuch as it will be necessary to discuss these appeals.

B. On 19 August 2007, a petition to approve a class action was filed in the Jerusalem District Court against Leumi Mortgage Bank, together with a statement of class action claim regarding the joining of an "additional borrower" to some of the loans

granted by Leumi Mortgage Bank. The amount of the class action is estimated, according to the petitioners, at over NIS 5 million.

The petitioners are claiming that Leumi Mortgage Bank demanded the joining of an "additional borrower" within the framework of a loan taken out. According to the petitioners, the additional borrower is not a borrower at all but a fiction and in fact he is a guarantor of the loan. The petitioners claim that, if the person joined as an "additional borrower" was actually joined as a guarantor of the loan, he would not have been required to take out life insurance for the purposes of the loan, as he was required to do in practice.

The petitioners are requesting the approval of a class action on behalf of all people who were classified as "additional borrowers" by Leumi Mortgage Bank, who have no rights to the pledged property and who, in connection with the loan, were required to take out life insurance and pay insurance premiums in respect thereof, either directly or through the principal borrowers, during the seven years prior to the filing of the petition.

The petitioners are requesting the reimbursement of insurance premiums that were paid as mentioned, and an order instructing Leumi Mortgage Bank to cancel the requirement to take out life insurance, and the pledging thereof with regard to the additional borrowers who are members of the group.

With the consent of the class action plaintiff, it was agreed that the date for Leumi Mortgage Bank's submission of its response to the petition would be deferred until another decision is rendered (in this Paragraph: "the other decision"), which deals with a similar issue. The other decision has not yet been handed down. With the consent of the class action plaintiff, it was agreed that the date for Leumi Mortgage Bank's submission of its response to the petition would be deferred until a decision was rendered in another case dealing with a similar issue. No judgment has yet been handed down (hereinafter: "Badawi case"). On 7 June 2010, judgment was given for the aforesaid Bedouin case, pursuant to which the appeal submitted by the Bank was accepted and the verdict of the Magistrates Court was canceled, including its determinations against the status of the additional borrower. The Bank was informed that the petitioners would decide whether or not to retract the request for approval, only after it would be clarified to them if an appeal to the judgment was submitted on the Bedouin case. No such appeal was submitted, but on 11 October 2010, judgment was handed down in the Tel Aviv District Court against Bank Mizrahi Tefahot Ltd. ("Kadmon case") in which the question of an "additional borrower was discussed. As a result of the verdict in the Kadmon case, whose circumstances and results vary from the Bedouin case, the petitioners await the continuance of proceedings in the request for approval. Leumi Mortgage has filed its response to the petition for approval of the claim as a class action. In the opinion of the management of the Bank, in reliance on the opinion of management of Leumi Mortgage Bank, based on the opinion of its legal advisors, it is not possible at this early stage to estimate the chances of the claim.

### D. The Israel Corporation Ltd.

1. Legal claims been made against certain investee companies of the Israel Corporation Ltd. contending that personal and property damage caused to the plaintiffs resulted from the pollution of the Kishon River, in which the plaintiffs contend the above mentioned investee companies had a part, and, against a consolidated company, legal proceedings are taking place, legislation has been enacted and orders have been issued concerning the activity of this company.

The managements of the above companies, based on the opinions of their legal advisers, cannot estimate the amount of the exposure from the said claims and demand, if any, and therefore no provision has been made in this regard in the financial statements of the Israel Corporation Ltd. and of its consolidated companies.

2. A consolidated subsidiary of the Israel Corporation is dependent on receiving services from infrastructure companies in order to carry on its activities.

For further details of these matters, see the financial statements of the Israel Corporation Ltd. as at 30 June 2011.

- E. On 26 April 2009, the Bank received the decision of the Antitrust Commissioner under section 43(a)(1) of the Antitrust Law, 1988, according to which there were restrictive trade agreements regarding the transfer of information on commissions between the Bank and Bank Hapoalim, Bank Discount, Bank Mizrahi, and the First International Bank, from the beginning of the 1990's up until the commencement of the investigation by the Authority, in November 2004. This is a civil decision constituting *prima facie* evidence in decisions about it in any legal proceedings. The Bank has filed an appeal against this decision. On 22 February 2011, the Commissioner's response to the appeal was filed. Following agreement between the parties, this appeal and additional appeals filed by other banks were transferred to arbitration proceedings after the Restrictive Practices Court requested the parties to do this. At this stage, it is not possible to assess the implications of the decision.
- **F.** Further to details given in Note 18(K)(2) in the 2010 Annual Report, the opinion of the Chief Economist of the Antitrust Authority was submitted to the Restrictive Practices Court on 23 May 2011. The rate of cross-commission as calculated in the opinion is less than that used currently in accordance with the arrangement submitted for approval by the Court. Following the submission of the opinion, hearings are expected to take place in the Court, during which the Chief Economist will be cross-examined on his opinion for purposes of checking the calculation made in the opinion, and the assumptions made by him in the said calculation. Following which the Court will be required to determine the proper rate of cross-commission, and then to decide whether to approve the arrangement submitted to the Court for approval or not as stated above. In the context of the said opinion, the Chief Economist noted that any reduction in the commission should be gradual, so as to enable the credit card companies to make preparations and adjustments to the new situation. The petitioners for approval despite some of the decisions and assumptions in the said opinion, and have filed a petition to submit contrary opinions to the Court. The decision of the Court on this petition has not yet been received.

On 20 July 2011, the petitioners for approval filed a petition with the Court for an extension of the period of the temporary permit granted to the arrangement, until 31 December 2011. The Commissioner gave her recommendation for an extension of the period of the temporary permit provided that the average rate of cross-commission will go down to 0.785% already on 1 November

2011 instead of on 1 July 2012, as originally determined in the arrangement. The average rate of cross-commission at the date of publication of these statements is 0.975%.

On 7 August 2011, the decision of the Court was handed down by which the period of the temporary permit given to the petitioner was extended until 31 December 2011 provided that the average rate of cross-commission shall not exceed 0.875% as of 1 November 2011.

The above arrangement is expected to materially affect both Leumi Card's income as an issuer and also its expenses as a clearer in coming years.

# Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates Reported Amounts (Unaudited)

# A. Scope of Activity

	30 June	2011 (Una	udited)				
	Ir	nterest cont	racts	_		Contracts in respect of goods and others	
				Foreign currency	Contracts in respect of		
	Shekel		Other	contracts	shares		
	(NIS mi	llions)					
(1) Amount of derivative instruments							
a) Hedged instruments (1) Forward contracts		_	_	_			
Swaps Total		-	3,056		-	· · · · · · · · · · · · · · · · · · ·	
Of which: Swap contracts in which the		-	3,056		-	-	
banking institution agreed to pay							
a fixed rate of interest		-	2,890	-			
b) ALM derivatives (1)(2)			2)070				
Futures contracts		-	16,654	14	326	888	
Forward contracts		9,924	7,860				
Traded options		,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	200),00		/ /2	
Options written		-	-	6,286	15,103		
Options purchased		-	-	6,102			
Other options				0)202			
Options written		15	24,328	31,528	5,628	204	
Options purchased		-	21,876				
Swaps		969	148,802	,			
Total		10,908	219,520	,	,		
Of which: Swap contracts in which the		_ , , , , , ,	/		,	_/_/	
banking institution agreed to							
pay a fixed rate of interest		-	76,404	-	-	, .	
c) Other derivatives (1)							
Swaps		-	-	-	· -		
Total		-	-	-	-	-	
Of which: Swap contracts in which the							
banking institution agreed to							
pay a fixed rate of interest		-	-	-	-		
d) Credit derivatives and Spot contracts							
Credit derivatives in which the							
banking institution is a guarantor		-	-	-	-	741	
Credit derivatives in which the							
banking institution is a beneficiary		-	-	-	·	741	
Spot foreign exchange contracts		-	-	17,201	-		
Total		-	-	17,201		1,482	
Overall total		10,908	222,576	247,211	47,370	3,777	

(1) Except credit derivatives and Spot contracts.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

# Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts (Unaudited)

# A. Scope of Activity (cont'd)

	30 June 2011 (Un	audited)			
	Interest cor	itracts	_		Contracts in
		0.1	Foreign currency	Contracts in respect of	respect of goods and
	Shekel – index	Other	contracts	shares	others
(2) Gross fair value of derivative inst	(NIS millions)				
a) Hedged derivatives (1)	ruments				
Gross positive fair value		- 16	, -		
Gross negative fair value		- 59			
b) ALM derivatives (1)(2)					
Gross positive fair value	3	6 2,604	4,195	84:	3 60
Gross negative fair value	15	5 2,947	5,457	812	3 67
c) Other derivatives (1)					
Gross positive fair value			-	• .	
Gross negative fair value		<b>-</b> -			
d) Credit derivatives					
Credit derivatives in which the					
banking institution is a guarantor					
Gross positive fair value		<b>-</b> -		•	- 10
Gross negative fair value			· -		
Credit derivatives in which the banking	ng				
institution is a beneficiary					
Gross positive fair value			-		
Gross negative fair value				• .	- 4

(1) Except credit derivatives.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

# Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts (Unaudited)

# A. Scope of Activity (cont'd)

	30 June 2010 (Una	udited)			
	Interest contracts			Contracts in	
			Foreign	Contracts	respect of
			currency	in respect of	goods and
	Shekel – index	Other	contracts	shares	others
	(NIS millions)				
(1) Amount of derivative instruments					
a) Hedged instruments (1)					
Forward contracts		· -	· 11	-	
Swaps	-	1,693	-	· -	· -
Total	-	1,693	11	-	
Of which: Swap contracts in which the					
banking institution agreed to pay					
a fixed rate of interest	-	1,401	-	· -	
b) ALM derivatives (1)(2)					
Futures contracts	-	10,795	-	. 327	900
Forward contracts	7,942	10,700	119,541	-	1,542
Traded options	,	,	,		,
Options written	-		4,353	8,890	28
Options purchased	-	1	,		
Other options			,,		
Options written	20	15,256	36,682	1,327	177
Options purchased	230			,	
Swaps	1,160			,	
Total	9,352				
Of which: Swap contracts in which the	· /	, ,	,		,
banking institution agreed to					
pay a fixed rate of interest	-	63,848	; -	· _	
c) Other derivatives (1)					
Swaps	-	· -		· -	
Total	-	-			-
d) Credit derivatives and Sreat contracts					
d) Credit derivatives and Spot contracts Credit derivatives in which the					
banking institution is a guarantor					
Credit derivatives in which the banking		· -	• •		1,163
institution is a beneficiary	_				
		-			-
Spot foreign exchange contracts	-		1.		
	-		/		/
Overall total	9,352	172,482	234,837	21,272	4,034

(1) Except credit derivatives and Spot contracts.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

# Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts (Unaudited)

# A. Scope of Activity (cont'd)

	30 June 2010 (Una	udited)			
	Interest cor	tracts	_		Contracts in
	Shekel – index	Other	Foreign currency contracts	Contracts in respect of shares	respect of goods and others
	(NIS millions)				
(2) Gross fair value of derivative instru	ments				
a) Hedged derivatives (1)					
Gross positive fair value		- 20	) -		
Gross negative fair value		- 44	+ -		
b) ALM derivatives (1)(2)					
Gross positive fair value	6	2 3,558	4,041	548	74
Gross negative fair value	34	3 4,171	4,338	551	67
c) Other derivatives (1)					
Gross positive fair value					· _
Gross negative fair value					· -
d) Credit derivatives					
Credit derivatives in which the					
banking institution is a guarantor					
Gross positive fair value					
Gross negative fair value				. <u>-</u>	. 29

(1) Except credit derivatives.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

### Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts (Audited)

# A. Scope of Activity (cont'd)

	31 December 2010	(Audited)			
	Interest con	tracts		Contracts in	
			Foreign currency	Contracts in respect of	respect of goods and
	Shekel – index	Other	contracts	shares	others
	(NIS millions)				
(1) Amount of derivative instruments					
a) Hedged instruments (1)					
Swaps		- 2,563	-		
Total		- 2,563	-	· -	-
Of which: Swap contracts in which the					
banking institution agreed to pay					
a fixed rate of interest		- 2,354		· -	· -
b) ALM derivatives (1)(2)		/			
Futures contracts		- 14,594		499	756
Forward contracts	7,160				276
Traded options	,,200	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	100,024		2,0
Options written			5,104	. 8,908	9
Options purchased			5,031	8,908	11
Other options			,	,	
Options written	15	5 17,584	34,802	4,914	19
Options purchased		- 16,610	33,896	4,920	23
Swaps	980	) 121,111	18,533	412	646
Total	8,155	5 178,909			1,740
Of which: Swap contracts in which the					
banking institution agreed to					
pay a fixed rate of interest		- 61,573	-	· -	
c) Other derivatives (1)					
Swaps			· -	. <u>-</u>	
Total			· -		-
d) Credit derivatives and Spot contracts					
Credit derivatives in which the					
banking institution is a beneficiary			· -		1,593
Credit derivatives in which the banking					
institution is a guarantor					741
Spot foreign exchange contracts			. 14,108	-	
Total			21,200		2,22
Overall total	8,155	5 181,472	266,998	28,561	4,074

(1) Except credit derivatives and Spot contracts.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

# Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts (Audited)

# A. Scope of Activity (cont'd)

	31 December 2010	(Audited)			
	Interest con	tracts			Contracts in
			Foreign	Contracts	respect of
			currency	in respect of	goods and
	Shekel – index	Other	contracts	shares	others
	(NIS millions)				
(2) Gross fair value of derivative inst	truments				
a) Hedged derivatives (1)					
Gross positive fair value		- 32	-	-	
Gross negative fair value		- 43			
b) ALM derivatives (1)(2)					
Gross positive fair value	42	2 2,895	4,439	1,223	80
Gross negative fair value	336	5 2,973	5,373	1,221	82
c) Other derivatives (1)					
Gross positive fair value		- 1	-		
Gross negative fair value			· -		
d) Credit derivatives					
Credit derivatives in which the					
banking institution is a guarantor					
Gross positive fair value					. 4
Gross negative fair value					. 13
Credit derivatives in which the bankin	g				
institution is a beneficiary					
Gross positive fair value			. <u>-</u>		· 1
Gross negative fair value					

(1) Except credit derivatives.

(2) Derivatives constituting part of the Bank's system of management of assets and liabilities, not intended for hedging.

#### Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts

	30 June 2011 (Un	audited)				
	Stock Exchanges	Banks	Dealers/ brokers	Governments and central banks	Others	Tota
	(NIS millions)	Dunno	01011010	0	Currents	1014
Balance sheet balances of	<b>,</b> ,					
assets derived from						
derivative instruments (1) (2)	159	3,850	359	29	3,367	7,76
Off-balance sheet credit risk						
in respect of derivative						
Instruments (3)	1,822	24,341	2,900	108	11,799	40,97
Total credit risk in respect	,	,	,		,	,
of derivative instruments	1,981	28,191	3,259	137	15,166	48,73
	30 June 2010 (Una	uditad				
	30 Julie 2010 (Olia	iuuiieu)		Governments		
	Stock		Dealers/	and central		
	Exchanges	Banks	brokers	banks	Others	Tota
	(NIS millions)					
Balance sheet balances of						
assets derived from						
derivative instruments (1) (2)	283	3,929	237	-	3,854	8,30
Off-balance sheet credit risk						
in respect of derivative						
Instruments (3)	1,126	22,320	1,728	-	10,222	35,39
Total credit risk in respect	,	/	,		,	,
of derivative instruments	1,409	26,249	1,965	-	14,076	43,69
	31 December 2010	(Audited)		Conominanta		
	Stock		Dealers/	Governments and central		
	Exchanges	Banks	brokers	banks	Others	Tota
	(NIS millions)	Danks	UIUKCIS	Ualiks	Others	1018
Balance sheet balances of	(140 mm016)					
assets derived from						
derivative instruments (1) (2)	280	4,864	373	-	3,200	8,71
Off-balance sheet credit risk		,			,	,
in respect of derivative						

#### B. Credit Risk in Respect of Derivative Instruments According to Counterparty of the Contract

(1) Net accounting arrangements are not carried out.

Instruments (3)

Total credit risk in respect of derivative instruments

(2) Of which, balance sheet balance from stand-alone derivative instruments - NIS 7,764 million (30 June 2010 – NIS 8,303 million, 31 December 2010 – NIS 8,717 million).

1,182

1,462

(3) Off-balance credit risk of derivative instruments (including derivative instruments with negative fair value) as calculated for purposes of single borrower debt limitations.

1,776

2,149

10,596

13,796

-

38,635

47,352

25,081

29,945

### Note 7 – Activity in Derivatives – Scope, Credit Risks and Repayment Dates (cont'd) Reported Amounts

# C. Repayment Dates – Nominal Amounts

	30 June 2011 (U	naudited)			
		three	From one		
	Up to three	months to	five	More than	
	Months	one year	years	five years	Total
	(NIS millions)				
Interest (Swap) contracts:					
Shekel – index	2,065	5,239	3,050	554	10,908
Other	24,569	37,842	75,173	84,992	222,576
Foreign currency contracts	143,725	81,766	8,761	12,959	247,211
Contracts in respect of shares	42,675	3,701	994	-	47,370
Contracts in respect of					
commodities and others	3,013	436	328	-	3,777
Total	216,047	128,984	88,306	98,505	531,842
Total June 2010 (Unaudited)	165,452	128,049	87,931	60,545	441,977
Total December 2010 (Audited)	214,509	126,973	72,371	75,407	489,260

#### Note 8 – Balances and Fair Value Assessments of Financial Instruments Reported amounts

	30 June 2011	(Unaudited	1)		31 December 2010 (Audited)			
	Value in Bal	ance Sheet			Value in Balance Sheet			
	(a)	(b)	Total	Fair value	(a)	(b)	Total	Fair value
	(NIS millio	ns)						
Financial assets								
Cash and deposits with banks	8,800	36,766	45,566	45,530	8,446	21,606	30,052	30,035
Securities	40,146	-	40,146	40,146	55,791	-	55,791	55,791
Securities borrowed or purchased								
under resale agreements	1,330	-	1,330	1,330	1,190	-	1,190	1,190
Net credit to the public	21,475	206,873	228,348	229,155	22,901	201,080	223,981	226,263
Credit to governments	-	352	352	375	16	363	379	409
Assets in respect of derivative								
instruments	7,764	-	7,764	7,764	8,716	-	8,716	8,716
Other financial assets	1,223	3	1,226	1,226	670	-	670	670
Total financial assets	80,738	243,994	324,732	325,526	97,730	223,049	320,779	323,074
Financial liabilities								
Deposits of the public	63,974	188,730	252,704	253,768	63,403	186,181	249,584	251,210
Deposits from banks	3,100	2,262	5,362	5,332	1,391	1,300	2,691	2,692
Deposits from governments	40	403	443	471	225	435	660	688
Securities lent or sold under								
repurchasee agreements	534	257	791	794	762	244	1,006	1,010
Bonds, notes and subordinated notes	-	27,034	27,034	28,551	-	26,939	26,939	29,117
Liabilities in respect of derivative								
instruments	9,447	-	9,447	9,447	9,985	-	9,985	9,985
Other financial liabilities	1,710	5,605	7,315	7,282	2,804	4,328	7,132	7,107
Total financial liabilitiies	78,805	224,291	303,096	305,645	78,570	219,427	297,997	301,809
Off-balance sheet financial instrun	ients							
Transactions whose balance								
represents credit risk	256	-	256	256	367	-	367	367

(a) Financial instruments where the amount in the balance sheet is a fair value assessment – the instruments are shown in the balance sheet according to fair value.

(b) Other financial instruments for which fair value was calculated for disclosure purposes in this Note.

# Note 8A – Items Measured for Fair Value on a Recurring Basis Reported amounts

	30 June 2011 (	Unaudited)			
		value measureme	nts using		
	Prices	Other	6		
	quoted in	significant	Significant	Effect of	
	an active	observable	unobservable	set-off	Book
	market	inputs	inputs	agreements	value
	(Level 1)	(Level 2)	(Level 3)	C	
	(NIS millions		· · · · ·		
Assets:		•,			
Securities available for sale:					
Israeli government bonds	9,619	1,759	-	-	11,378
Foreign government bonds	455	1,437	11	-	1,903
Other corporate bonds	2,230	8,879	219	-	11,328
Asset-backed bonds	331	3,111	690	-	4,132
Shares available for sale	1,730	-	-	-	1,730
Total securities available for	,				,
sale	14,365	15,186	920	-	30,471
Securities held for trading:	,	,			,
Bonds held for trading	5,990	1,903	-	-	7,893
Shares held for trading	508	-	-	-	508
Total securities held for trading	6,498	1,903	-	-	8,401
	0,478	1,705			0,401
Assets in respect of derivative financial instruments:					
Other interest contracts	261	2 250	37		2 452
		2,359		-	2,657
Foreign currency contracts	271	3,734	189	-	4,194
Share contracts	286	548	9	-	843
Commodity and other contracts	3	62	5	-	70
Total assets in respect of					
derivative financial		< <b>5</b> 00			
instruments:	821	6,703	240	-	7,764
Other Total assets	2,867	-	-	-	2,867
1 otal assets	24,551	23,792	1,160	-	49,503
Liabilities:					
Liabilities in respect of derivat	ive				
financial instruments:					
Other interest contracts	263	2,574	321	-	3,158
Foreign currency contracts	271	4,273	892	-	5,436
Share contracts	293	482	7	-	782
Commodity and other contracts	3	63	5	-	71
Total liabilities in respect of					
derivative financial instruments	830	7,392	1,225	-	9,447
Other	2,413	209	-	-	2,622
Total liabilities	3,243	7,601	1,225	-	12,069

### Note 8B – Changes in Items Measured for Fair Value on a Recurring Basis Included in Level 3 Reported amounts

	For period	of three mont	hs ending 30 Ju	ne 2011 (Unau	dited)	
	Changes in	items measure	d for fair value i	ncluded in Lev	vel 3	
		Total				Unrealized profits
	Fair	realized	Net			(losses) in
	value at	and	acquisitions,			respect of
	beginning	unrealized	issues and	Transfers	Fair value	instruments
	of the	profits	extinguish-	to or from	at 30 June	held at 30
	year	(losses)	ments	Level 3	2011	June 2011
	(NIS million	ns)				
Assets:						
Bonds available for sale:						
Of governments	-	-	-	-	-	
Of foreign governments	11	-	-	-	11	(1
Of other companies	220	1	(2)	-	219	
Asset-backed	826	6	(142)	-	690	(6
Total bonds available for sale	1,057	7	(144)	-	920	(7
Assets in respect of derivative financial						
instruments	229	(37)	46	2	240	5
Total assets	1,286	(30)	(98)	2	1,160	4

Liabilities:						
Liabilities in respect of derivative financial						
instruments	1,263	(74)	36	-	1,225	(18)
Total liabilities	1,263	(74)	36	-	1,225	(18)

### Note 8B – Changes in Items Measured for Fair Value on a Recurring Basis (cont'd) Included in Level 3 Reported amounts

	For period	For period of six months ending 30 June 2011 (Unaudited)							
	Changes in	items measure	d for fair value i	ncluded in Lev	vel 3				
	Fair value at beginning of the	Total realized and unrealized profits	Net acquisitions, issues and extinguish-	Transfers to or from	Fair value at 30 June	Unrealized profits (losses) in respect of instruments held at 30			
	year (NIS million	(losses)	ments	Level 3	2011	June 2011			
Assets:	(1115 1111101	115/							
Bonds available for sale: Israeli government	-			-					
Foreign governments	17		(6)	-	11	(1			
Other companies	204	18	(3)	-	219	1			
Asset-backed	856	36	(202)	-	690	2			
Total bonds available for sale	1,077	54	(211)	-	920	4			
Assets in respect of derivative financial instruments	135	39	64	2	240	12			
Total assets	1,212	93	(147)	2	1,160	17			

61

61

62

62

1,225

1,225

-

(96)

(96)

1,102

1,102

**instruments** Total liabilities

#### **Note 9 – Net Interest Income before Provision for Doubtful Debts** Reported amounts (Unaudited)

	For the three mon		For the six mont	hs
	ending 30 June		ending 30 June	
	2011	2010	2011	2010
A. Income on assets (a)	(NIS millions)	(1	NIS millions)	
	2 579	4 200	F 113	4 2 ( 2
Credit to the public	2,578	4,298	5,113	4,262
Credit to governments	5	13	8	12
Deposits with Bank of Israel and cash	163	198	220	166
Deposits with banks	27	106	93	(490)
Securities borrowed or purchased under agreement to resell	12	7	26	10
Debentures (d)	156	614	639	(405)
Total income on assets	2,941	5,236	6,099	3,555
B. Expenses on liabilities (a)				
Deposits of the public	31	(3,219)	(761)	160
Deposits from governments	(2)	(15)	(6)	(14)
Deposits from Bank of Israel	-	-	-	-
Deposits from banks	(42)	(22)	(59)	54
Securities loaned or sold under agreement to repurchase	1	(8)	(5)	(9)
Debentures, bonds and subordinated notes	(564)	(630)	(1,039)	(710)
Total expense on liabilities	(576)	(3,894)	(1,870)	(519)
C. From derivative instruments and hedging activities				
Ineffective portion of hedge relationships (b)	1	-	-	-
Net expenses from ALM derivative instruments (c)	(624)	(170)	(748)	(484)
Net income (expenses) from other derivative instruments	(14)	(3)	7	21
Total from derivative instruments and				
hedging activities	(637)	(173)	(741)	(463)
D. Other				
Financing commissions	97	103	197	193
Profits from sale of debentures available for sale, net (e)	65	31	142	96
Realized and unrealized profits (losses) in respect of fair				
value adjustments of trading debentures, net	29	111	(23)	181
Other financing income	20	229	74	407
Other financing income (expenses)	12	(4)	12	(4)
Total other income and expenses	223	470	402	873
Total net interest income before expenses in respect of credit		,, -		
losses	1,951	1,639	3,890	3,446
Of which: net, exchange difference	(2)	(13)	8	(11)
E. Detail of net effect of hedging derivative instruments on				
net interest income				
Financing income (expenses) on assets (f)	(2)	(4)	(4)	(6)
Financing income (expenses) on liabilities (f)	1	6	4	8

(a) Including effective portion of hedge relationships.

(b) Excluding effective portion of hedge relationships.

(c) Derivative instruments included in the Bank's asset and liability management system which are not designated for hedging relationships.

(d) Including interest and positive (negative) exchange rate differentials in respect of mortgage-backed bonds (MBS) in the amount of some NIS 1 million for the three months ending in June 2011 and NIS (5) million for the six months ending in June 2011 (30 June 2010 – NIS 156 million and NIS 161 million, respectively).

(e) Including provision for impairment that was not temporary in nature.

(f) Reclassified.

### Note 10 – Profits from Investments in Shares, Net (a) **Reported amounts (Unaudited)**

	For the three months	For t	he six months	
	ending 30 June	ending 30 June		
	2011	2010	2011	2010
	(NIS millions)	(NIS	millions)	
Gains on sale of shares available for sale	21	37	30	45
Losses on sale of shares available for sale (b)	(20)	(3)	(22)	(13)
Realized and unrealized profits from adjustments				
to fair value of held for trading shares, net	2	3	4	5
Dividend on shares available for sale				
and on held for trading shares	35	63	56	137
Total from investments on shares	38	100	68	174

(a)

Including mutual funds. Including provision for impairment that was not temporary in nature. (b)

	Statement of profit and loss for the three months ended 30 June 2011 (Unaudited)								
	Small								
		business	Corporate	Commercial	Private	Financial	Other		
	Household	banking	banking	banking	banking	management		Total	
	(NIS millions)								
Net interest income (loss) before									
expenses in respect of credit losses:									
From outside entities -	418	288	869	573	(29)	(168)	-	1,951	
Intercompany operations -	232	(58)	(477)	(208)	128	378	5	-	
Total	650	230	392	365	99	210	5	1,951	
Operating and other income:									
From outside entities -	418	127	113	107	111	79	11	966	
Intercompany operations -	56	(13)	(30)	(10)	3	9	(15)	-	
Total	474	114	83	97	114	88	(4)	966	
Total income	1,124	344	475	462	213	298	1	2,917	
Expenses (income) in respect of credit losses	24	7	34	56	(24)	(24)	-	73	
After-tax profit from extraordinary items	-	-	-	-	-	-	2	2	
Net profit (loss) attributable to shareholders of									
the banking corporation	85	88	185	87	45	88	(15)	563	

	Statement of profit and loss for the three months ended 30 June 2010 (Unaudited) (a)									
		Small								
	Household	business	Corporate	Commercial	Private	Financial		Total		
	banking	banking	banking	banking	banking	management (	Other	consolidated		
	(NIS millions)									
Net interest income (loss) before										
expenses in respect of credit losses:										
From outside entities -	384	268	998	456	(10)	(457)	-	1,639		
Intercompany operations -	173	(48)	(428)	(79)	115	266	1	-		
Total	557	220	570	377	105	(191)	1	1,639		
Operating and other income:										
From outside entities -	433	116	109	104	108	137	32	1,039		
Intercompany operations -	60	(14)	(30)	(11)	3	1	(9)	-		
Total	493	102	79	93	111	138	23	1,039		
Total income	1,050	322	649	470	216	(53)	24	2,678		
Expenses (income) in respect of credit losses	37	37	45	64	3	12	(2)	196		
After-tax profit from										
extraordinary items	-	-	-	-	-	182	-	182		
Net profit attributable to shareholders of the										
banking corporation	63	54	289	96	22	108	57	689		

(a) Reclassified.

	Statement of profit and loss for the six months ended 30 June 2011 (Unaudited)									
	Household banking		Corporate banking	Commercial banking	Private banking	Financial management O	Other	Total consolidated		
	(NIS millions)					-				
Net interest income (loss) before expenses in respect of credit losses:										
From outside entities -	834	572	1,535	926	(37)	59	1	3,890		
Intercompany operations -	426	(110)	(656)	(191)	244	280	7	-		
Total	1,260	462	879	735	207	339	8	3,890		
Operating and other income:										
From outside entities -	853	256	252	216	230	161	21	1,989		
Intercompany operations -	111	(26)	(58)	(19)	6	16	(30)	-		
Total	964	230	194	197	236	177	(9)	1,989		
Total income (expenses)	2,224	692	1,073	932	443	516	(1)	5,879		
Expenses (income) in respect of credit losses	(5)	4	(41)	40	(26)	(1)	-	(29)		
After-tax profit from extraordinary items Net profit (loss) attributable to shareholders of	-	-	-	-	-	-	3	3		
the banking corporation	195	184	522	234	105	(83)	(39)	1,118		

	Statement of profit and loss for the six months ended 30 June 2010 (Unaudited) (a)									
		Small								
	Household	business	Corporate	Commercial	Private	Financial		Total		
	banking	banking	banking	banking	banking	management	Other	consolidated		
	(NIS millions)									
Net interest income (loss) before										
expenses in respect of credit losses:										
From outside entities -	704	498	1,415	861	(9)	(26)		3 3,44		
Intercompany operations -	342	(58)	(356)	(120)	212	(18)	(	2)		
Total	1,046	440	1,059	741	203	(44)		1 3,44		
Operating and other income:										
From outside entities -	861	234	222	208	219	246	4	8 2,03		
Intercompany operations -	118	(28)	(61)	(20)	5	2	(1	6)		
Total	979	206	161	188	224	248	3	2 2,03		
Total income	2,025	646	1,220	929	427	204	3	3 5,48		
Expenses (income) in respect of credit losses	57	50	118	95	3	5	(	2) 32		
After-tax profit from										
extraordinary items	-	-	-	-	-	182		4 18		
Net profit attributable to shareholders of the										
banking corporation	95	126	519	208	52	208	2	4 1,23		

(a) Reclassified.

	Statement of profit and loss for the year ended 31 December 2010 (Audited)									
		Small								
	Household		-	Commercial	Private	Financial		Total		
	banking	banking	banking	banking	banking	management	Other	consolidated		
	(NIS millions)									
Net interest income (loss) before										
expenses in respect of credit losses:										
From outside entities -	1,448	1,064	1,689	1,721	(50)	1,550	1	1 7,433		
Intercompany operations -	769	(158)	379	(251)	457	(1,187)	(9	) -		
Total	2,217	906	2,068	1,470	407	363	2	2 7,433		
Operating and other income:										
From outside entities -	1,732	493	454	431	451	280	270	0 4,111		
Intercompany operations -	237	(56)	(122)	(38)	10	3	(34	) <u>-</u>		
Total	1,969	437	332	393	461	283	230	6 4,111		
Total income	4,186	1,343	2,400	1,863	868	646	238	8 11,544		
Expenses (income) in respect of credit losses	169	147	(71)	341	8	(6)	(4	) 584		
After-tax profit from										
extraordinary items	-	-	-		-	177		6 183		
Net profit attributable to shareholders of the										
banking corporation	177	256	1,198	303	87	219	94	4 2,334		

#### Note 12 – Events after the Balance Sheet Date

In September 2008, following the collapse of the Lehman Brothers Investment Bank Group ("the Investment Bank"), a total of some NIS 100 million in respect of the sale of a security issued by a member company of the Investment Bank Group ("the Security") was not repaid to the Bank. On 17 August 2011, a verdict of the Bankruptcy Court in the United States, with the consent of the parties, was handed down to dismiss the legal proceedings being conducted against the Bank in the United States by the trustee of Lehman Brothers Inc. ("LBI"), as a response to the legal proceedings being taken by the Bank in Israel to exhaust its legal rights for the recovery of the monies due to the Bank.

The agreement of the trustee of LBI to dismiss the legal proceedings against the Bank and against another Israeli bank arose from the fact that the Bank agreed to remove the attachment order it imposed on monies in Israel. The Bank's agreement to remove the order results from a number of arrangements the Bank reached with companies in the Investment Bank Group, including: legal proceedings in Israel between the Bank and Lehman Brothers International (Europe) ("LBIE") had finished; and proceedings in Israel against Lehman Brothers Holdings ("LBHI") and Lehman Brothers Securities N.V. will be closed.

The removal of the legal proceedings in Israel stemmed from the fact that the Bank reached an arrangement with the trustee over the assets of LBIE, whereby he would be permitted to exercise all of the attachment orders imposed on the rights of LBIE in Israel and to continue holding the security. The Bank exercised the aforesaid attachment orders and sold the security, for an aggregate total of NIS 210 million.

With respect to the said arrangements, the Bank will record a gain of NIS 130 million in the third quarter of 2011 (before tax).

#### Note 13 – Miscellaneous Matters

#### **Purchase of Bank Safdié**

On 10 February 2011, an agreement (hereinafter: "the purchase agreement") was signed between Bank Leumi Le-Israel Ltd. (hereinafter: "Leumi"), directly or through a company under its control, and Island Tower Foundation, Helena S. Safdié, Levy Edmundo Safdié, and G.RS. Participations S.A.R.L., the owners of the Bank Safdié SA in Switzerland (hereinafter: "the acquired bank"), according to which Leumi will purchase, directly or through a company under its control all of the share capital in the acquired bank, subject to conditions precedent specified in the agreement.

According to the purchase agreement, the basic consideration amount, before adjustments, will be based on the net asset value of the acquired bank, with the addition of a premium on the assets under management of the acquired bank on the date of the transaction's closing, and it will be adjusted in accordance with the execution of a due diligence examination. The consideration is estimated at some Swiss Francs 177 million, on the basis of the assets under management of the acquired bank as of the end of December 2010. The final consideration amount will also be adjusted in accordance with changes in the assets under management during the 24-month period following the date of the transaction's closing, according to formulas agreed upon by the parties, and the finalizing of the purchase agreement.

The transaction, according to the purchase agreement, is subject to the fulfillment of the conditions precedent specified in the purchase agreement, including the receipt of regulatory approvals from the Supervisor of Banks in Israel and from the Swiss banking supervision agency (FINMA), and the sale of the acquired bank's branch in Brazil to the owners (the sellers). The conditions precedent are expected to be met within nine months from the signing of the purchase agreement. The purchase agreement also includes understandings regarding the management of the acquired bank during the interim period between the signing and the transaction's completion, for the purpose of preserving the acquired bank's business.

Leumi intends to combine the acquired bank's private banking activity with that of Bank Leumi (Switzerland), and thus to significantly increase the scope of activity of Bank Leumi (Switzerland).

#### Tnuva

On 2 March 2011, the Bank signed an agreement with M.B.S.T. Ltd. ("Mivtach"), for the purchase 13.5% (fully diluted) of the issued and paid up capital of AP. MS. TN. Ltd. ("the company") for consideration of about NIS 388.5 million. The company holds (indirectly) some 76.7331% of the total rights in the Tnuva Group.

On 20 June 2011, the purchase agreement expired, in the light of the failure to meet the conditions precedent to complete the agreement.

#### TSI Roads Limited Partnership

On 31 December 2010, Leumi Partners Ltd. completed a transaction to invest (as a limited partner) in a limited partnership, TSI Roads Limited Partnership ("the partnership"), which acquired 50% in Derech Eretz Highways (1997) Ltd. ("Derech Eretz") (the franchisee of the toll road project known as Trans-Israel Highway (Route 6)). Leumi Partners' abovementioned investment amounted to some NIS 127 million, and Leumi Partners also committed to invest additional funds if and when the bank guarantees provided to the State in connection with the franchise agreement for Route 6 ("**the commitment for the guarantees**").

At the beginning of August 2011, Israeli Infrastructures Fund II (IEF 2011), a limited partnership, consisting of all the partners of the Partnership (except for Israeli Infrastructure Fund), purchased NIS 50

million worth of rights, and Leumi Partners thus holds 17.82% of the rights in the partnership after this purchase, and Leumi Partners' Commitment for the Guarantees amounts to some NIS 62 million.

In addition, on 10 August 2011, Leumi Partners signed an agreement for an additional investment in the partnership amounting to some NIS 187 million ("the Additional Investment"). The Additional Investment is intended to enable the partnership to invest in Derech Eretz for the purpose of exercising the right of refusal by Derech Eretz vis-à-vis the State to purchase profit participation certificates, subordinate debt participation certificates and mezzanine debt participation certificates that the State is entitled to be allocated by virtue of an options agreement with Derech Eretz. On 14 August 2011, Derech Eretz informed the State that it would be exercising the right of first refusal, and on 29 August 2011 the State notified Derech Eretz that the notice of exercise of right of first refusal does not comply with the terms of the notice of proposal, the options agreement with the State, and with the provisions of the law, and thus the State deems Derech Eretz as not having given notice of exercise of first refusal to the purchase of the profit participation certificates. Derech Eretz gave notice that it rejects the claims of the State and is reviewing the possibilities available to it.

Subject to the Additional Investment and the exercise of the right of first refusal, Leumi Partners will hold, in connection with the participation certificates, some 13.41% of the Partnership, and Leumi Partners' share in the rights to profits from the Partnership (in respect of all its holdings in the Partnership, including in connection with the participation certificates) will be some 14.9%.

#### **Issuance of shares to Employees**

On 17 May 2011, the Bank's employees purchased, in accordance with and subject to arrangements and conditions detailed in the outline prospectus published on 6 April 2010, 6,339,730 shares (of these the Chairman and CEO 13,009 shares) held by the State of Israel representing 0.43% of the Bank's issued and paid-up share capital of the Bank, as at the date of publication of the outline prospectus. On 24 May 2011, the General Meeting of the Bank approved the offer of 9,442 shares to the Chairman of the Board of Directors of the Bank, and the grant of a loan by the Bank to purchase the shares. On 30 May 2011, the Bank was informed by the Ministry of Finance that on 29 May 2011, the sale of the shares to the Chairman of the Board of Directors was completed.

The price per share for purposes of the offer to participants according to the outline prospectus was NIS 13.20825 per share as at 19 January 2011, and this share price was linked to the consumer price index using the "last known index" method, with the base index being the index for the month of December 2010, that was published on 14 January 2011.

The share price was NIS 13.3002797. (The price of the shares purchased by the Chairman of the Board of Directors was NIS 13.37813).

The allocation of shares to the participants and determining the number of shares offered each participant was made relative to the salary serving as a basis for social provisions for those participants for the month of January 2011, in accordance with the terms of the outline prospectus. The Chairman of the Board (as stated above) and the President and CEO of the Bank are included in the participants.

The shares will be blocked for a period of four years from the determining date (as defined in the outline prospectus), and will be deposited with a trustee.

In addition, the Audit Committee and the Board of Directors approved the granting of loans to the participants for the purchase of the shares offered in the outline prospectus.

The value of the benefit to the employees and to the Chairman of the Board of Directors in respect of the aforesaid purchase, which was assessed by an external valuer, includes a number of components and amounts to some NIS 16 million (including payroll tax and national insurance). This amount was recorded in the second quarter of the year as a salary expense. A benefit of NIS 14 million was recorded in a capital reserve.

To finance the purchase of the shares, the Bank extended loans to the employees amounting to some NIS 43 million, with repayment in one amount at the end of the blocked period of the shares, of which loans amounting to NIS 12 million are linked to the consumer price index, bearing interest at 1.55%, and loans amounting to NIS 31 million are unlinked based on the prime rate less 0.75%. The loans are not under non-recourse conditions. The amount of the loans was deducted from the Bank's capital, in accordance with the instructions of the Supervisor of Banks.

#### **Distribution of dividend**

At its meeting of 29 November 2010, the Board of Directors, having received an accounting and legal opinion that all of the conditions for a permitted distribution pursuant to the Companies Law and the Directives of the Supervisor of Banks had been fulfilled, recommended the approval of the distribution of an additional dividend in cash totaling NIS 500 million, (and in total, NIS 1.0 billion, including the NIS 500 million above). The total dividend amounts to NIS 1.0 billion, representing 53.8% of the profit for the first nine months of 2010. The additional dividend in the amount of some NIS 0.34 per share was paid to the shareholders on 27 January 2011, following the approval of the Special General Meeting of the Bank, held on 28 December 2010.

At its meeting of 29 March 2011, the Board of Directors, having received an accounting and legal opinion that all of the conditions for a permitted distribution pursuant to the Companies Law and the Directives of the Supervisor of Banks had been fulfilled, recommended the approval of the distribution of an additional dividend in cash totaling NIS 400 million, in addition to the cash dividend of NIS 1.0 billion which was distributed by the Bank in two equal tranches of NIS 500 million each as stated above. The additional dividend represented 17% of the Bank's net profit for 2010, with the total dividend being distributed in respect of 2010, NIS 1.4 billion, representing 59% of the Bank's net profit for 2010. The dividend of some NIS 0.27 per share was paid to shareholders on 28 June 2011, following the approval of the Annual General Meeting of the Bank held on 24 May 2011.