



לְאוּמִי
leumi

MARCH 31, 2022 FINANCIAL RESULTS PRESENTATION



The conference call does not replace the need to review the latest periodic/quarterly reports in which full information is contained, including forward looking information, as defined in the Israeli Securities Law, and set out in the aforementioned reports.

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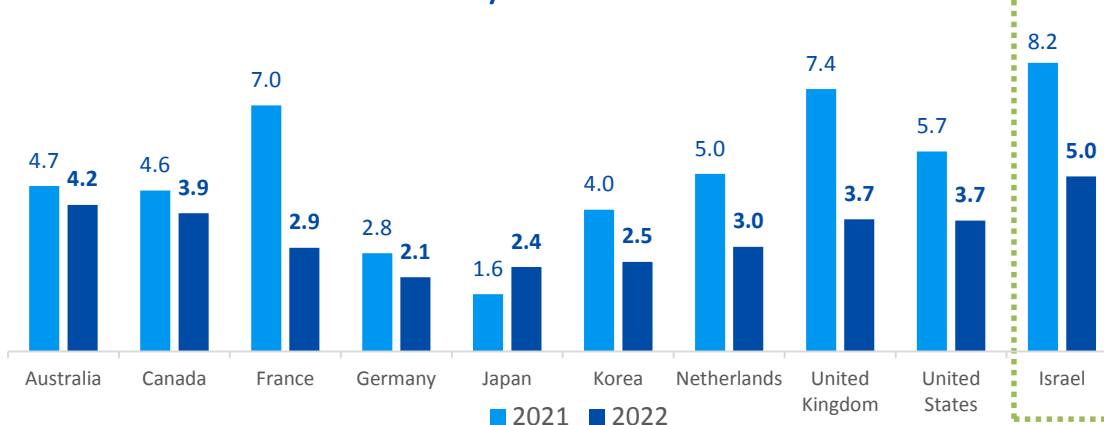
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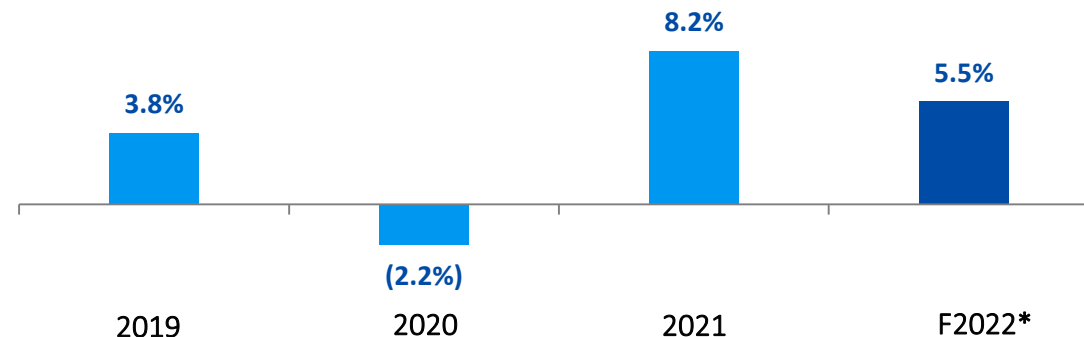
Macroeconomic Factors and Indicators

IMF - GDP Forecasts for 2022

Resilient Recovery from COVID-19 in Israel

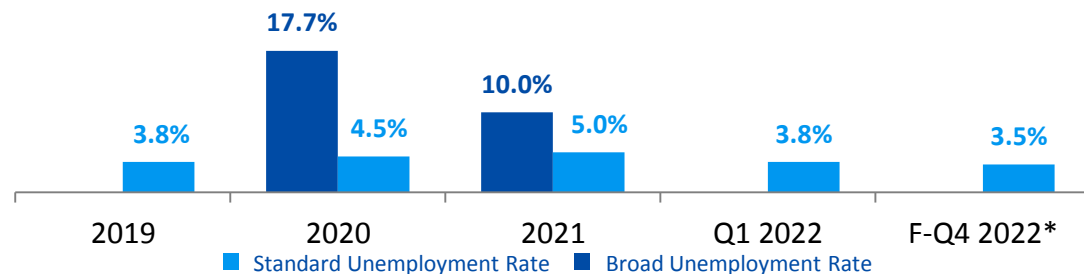


BOI - GDP, Rate of Change, Real Terms

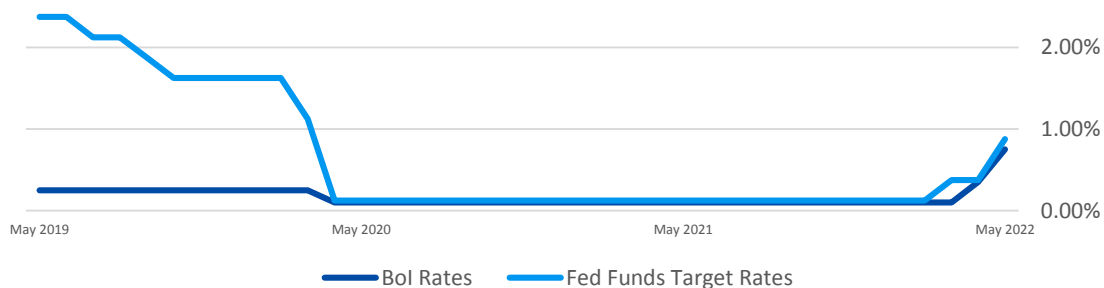


Unemployment**, Age Group 15+

BOI estimates



Bank of Israel and Fed Funds Rates, %



Estimates

CPI

2020
(0.6%)

2021
2.4%

E2022
4.0%-5.0%

Sources: Bank of Israel, CBS, OECD as of December 2021, Refinitiv.

*BOI Forecast as of April 11, 2022. CBS figures as of February 16, 2022. 2022 unemployment forecast refers to expected Q4 average for age group 25-64. CPI estimates derived from market expectations.

**Broad Unemployment rate includes employees temporarily absent from their places of work due to the coronavirus crisis and those dismissed since March and who do not currently participate in the workforce.



Core Business Continues to Improve - Key Financial Metrics

	Q1 2022	Q1 2021	Annual 2021
Net Income (NIS millions)	1,609	1,340	6,028
ROE	15.6%	14.2%	15.0%
Cost / Income Ratio	46.6%	49.4%	46.8%
Credit Loss (Income) Expense Ratio	(0.04%)	(0.28%)	(0.25%)
PPNR / Average Assets*	1.3%	1.4%	1.4%
ROA	1.0%	1.0%	1.0%
Credit Growth	7.6%	4.1%	16.1%

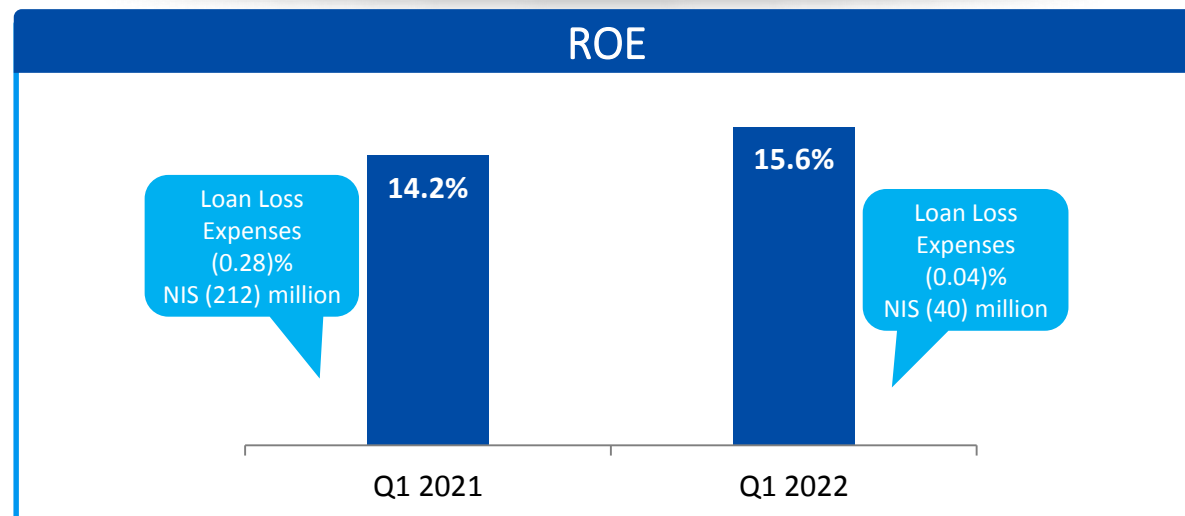
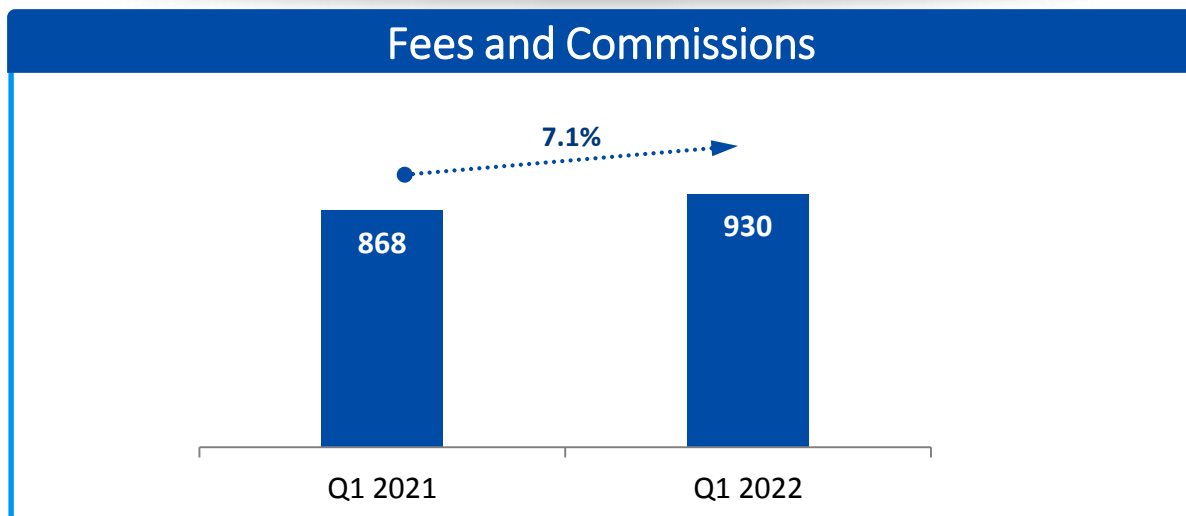
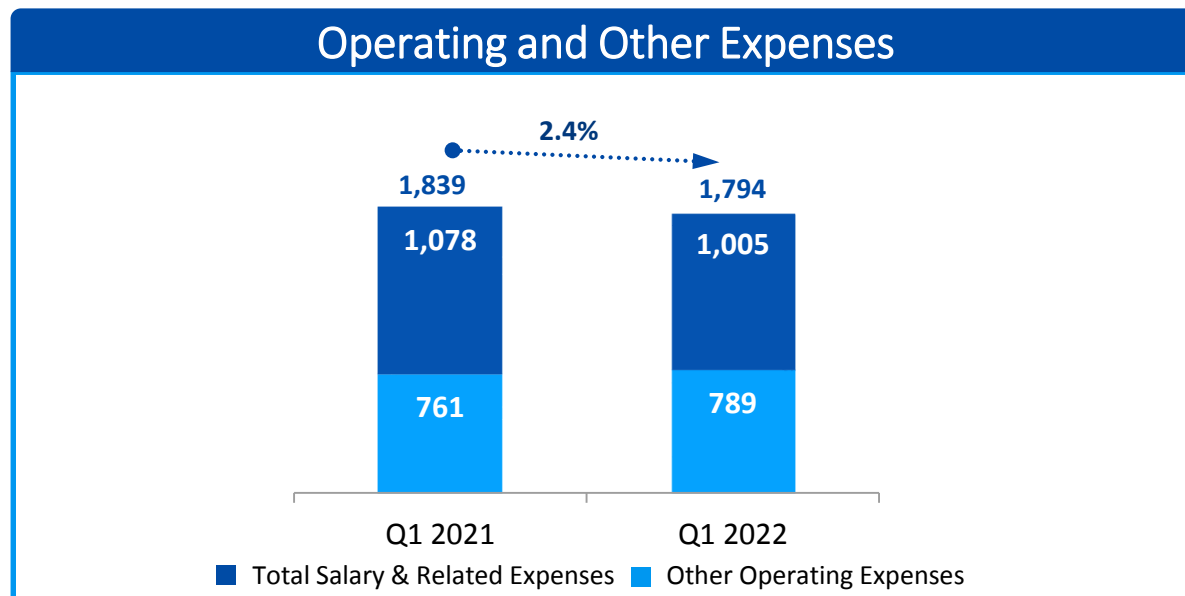
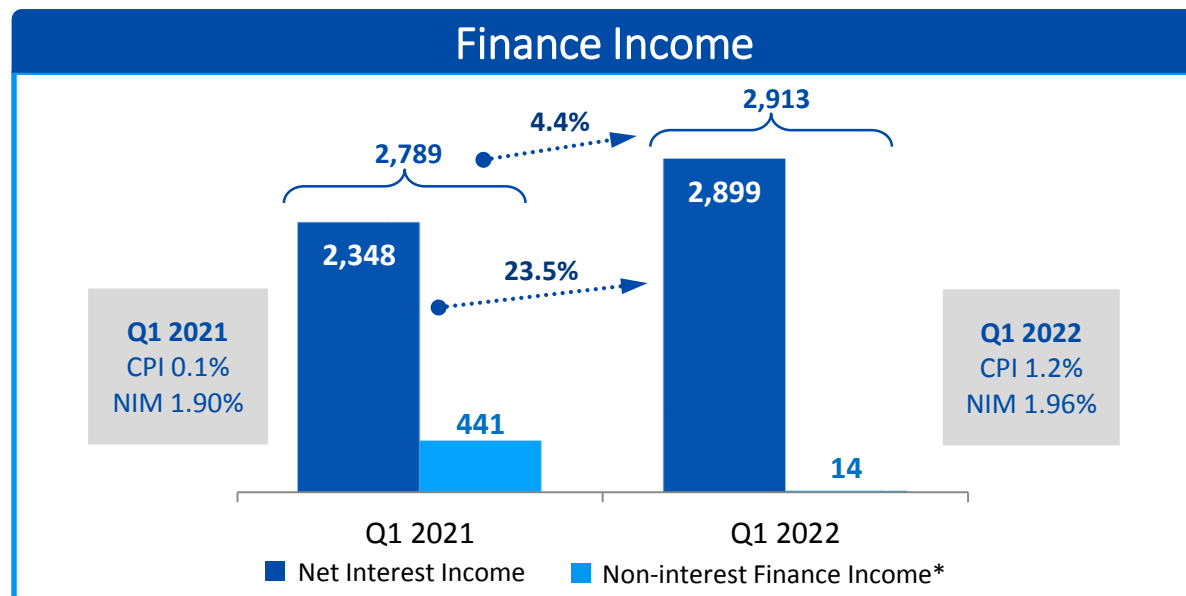
*Pre-provision net revenue equals net interest income plus total non-interest income less total non-interest expense; presented on an annualized basis

Q1-2021 ROE is restated according to new BOI regulations

Q1-2022 Credit Growth excludes Leumi USA on a comparative basis



Q1 2021 vs. Q1 2022 – Breakdown of Income and Expenses

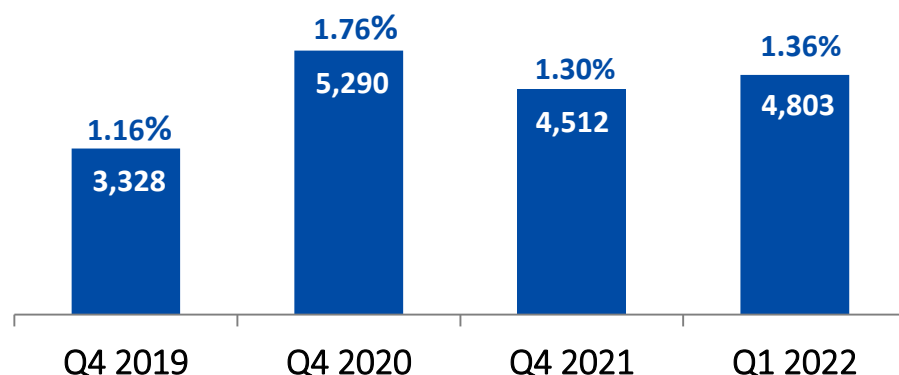


Q1-2021 ROE is restated according to new BOI regulations
(NIS Millions)

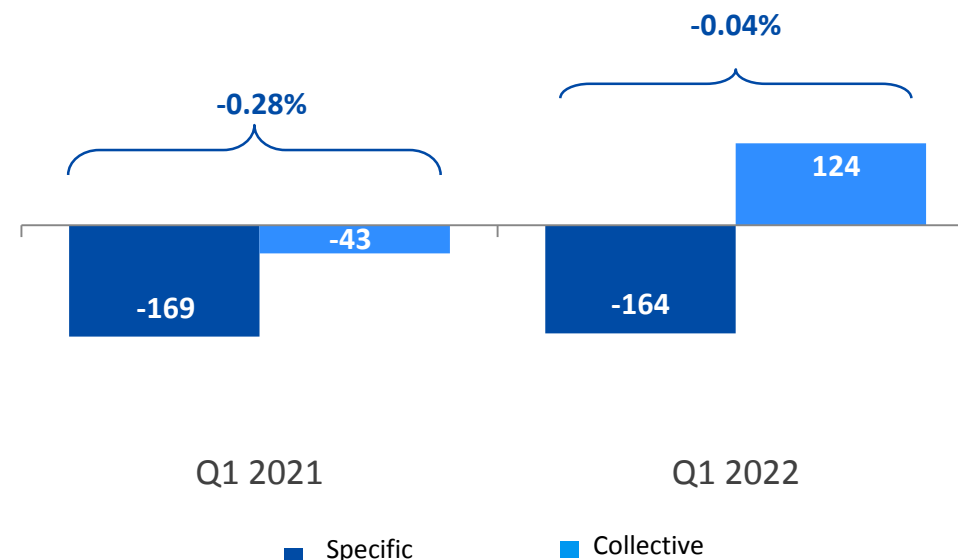


Monitoring our Loan Portfolio in Light of COVID-19

Loan Loss Provisions (NIS millions, as % of Loans to the Public)*



Loan Loss Expenses

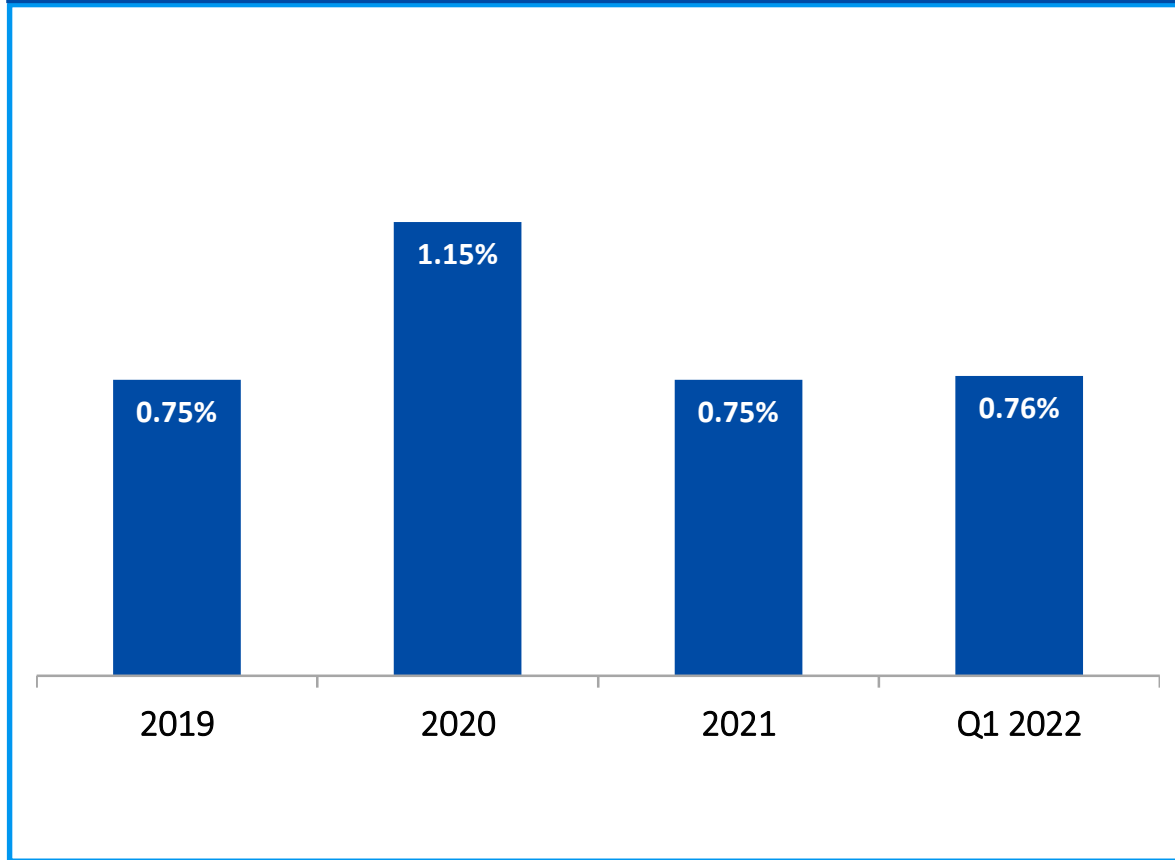


CECL- The Bank adopted the new directives starting January 1, 2022 with an effect of LLP increase for: (1) LLP increase for commercial credit - NIS 0.8 billion; and (2) LLP decrease for housing credit - NIS 0.2 billion.

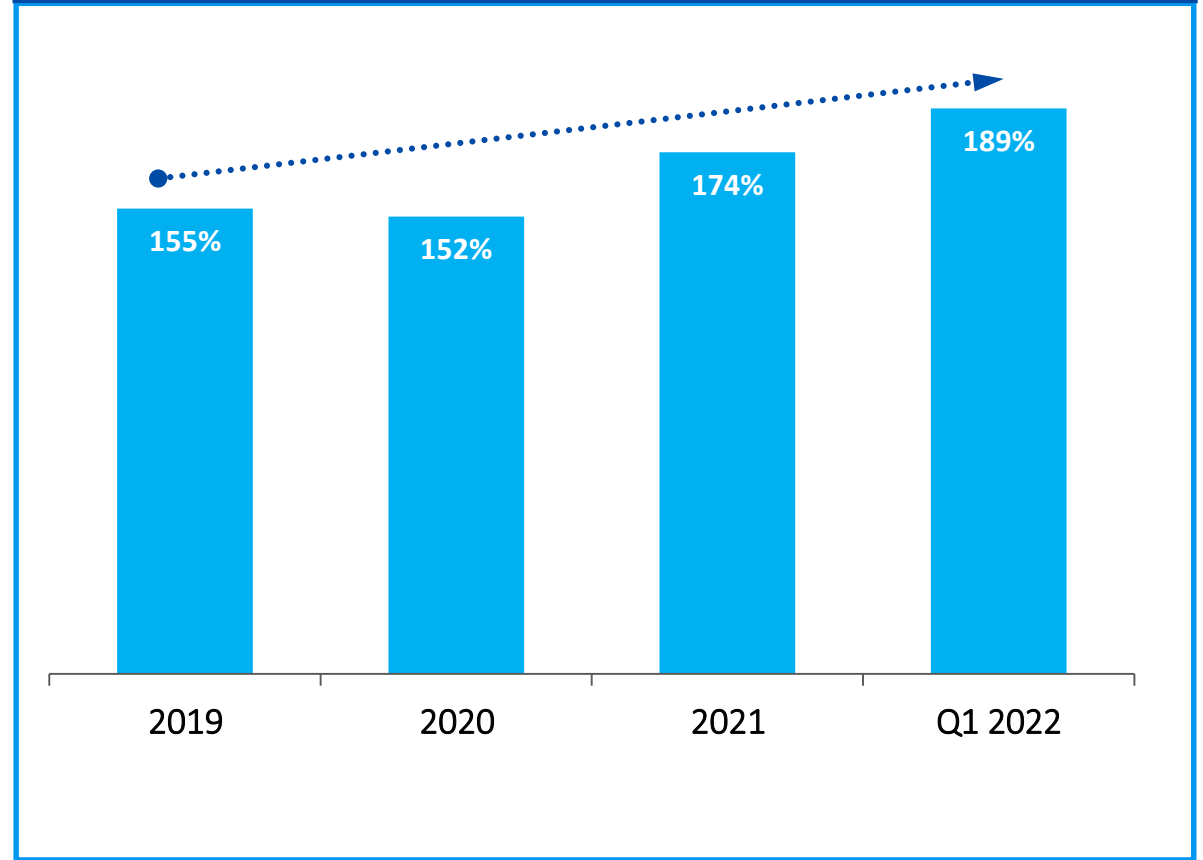


Robust and Conservative Credit Portfolio

NPL Ratio



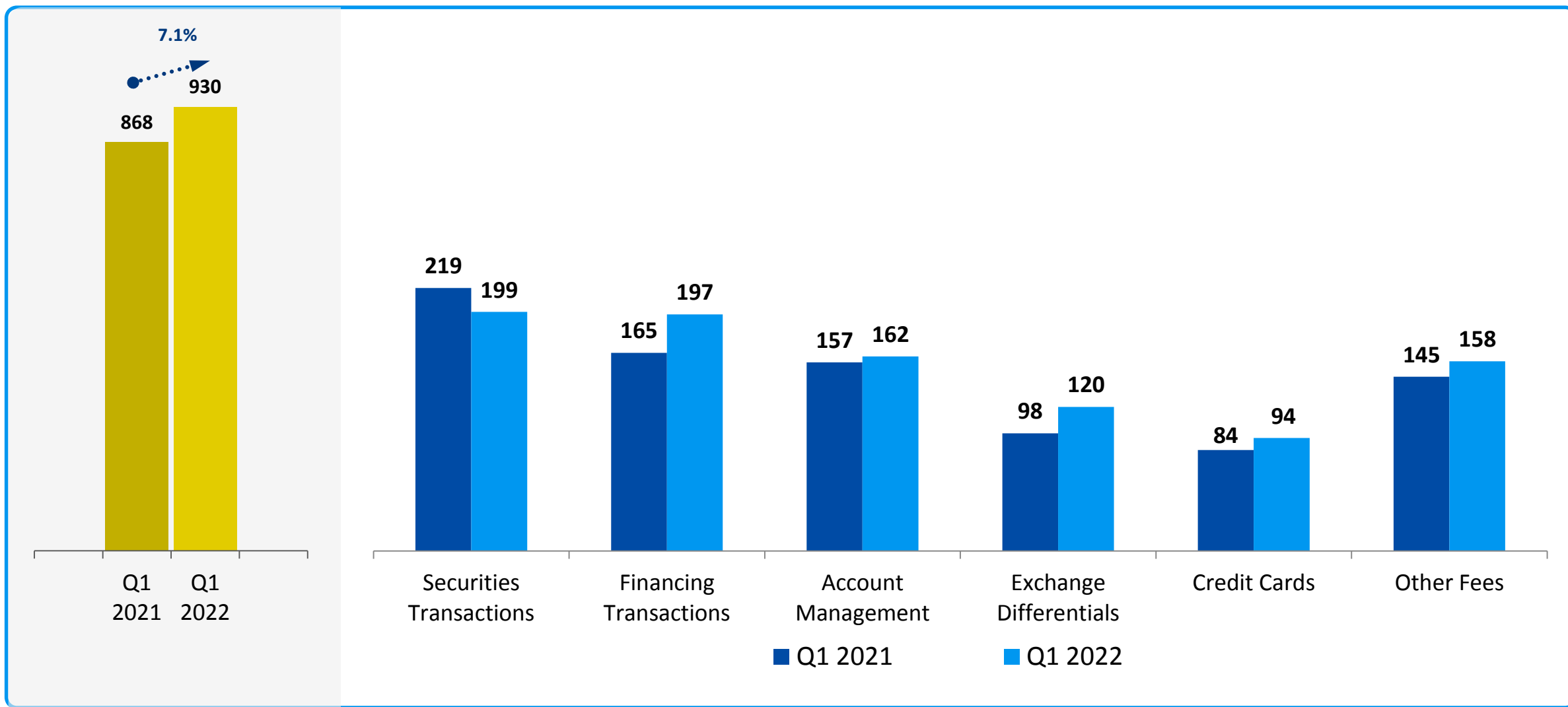
Total Provision to NPL*



*Loan loss Provision divided by Non Performing Loans



Fees and Commissions Performance Year-over-Year

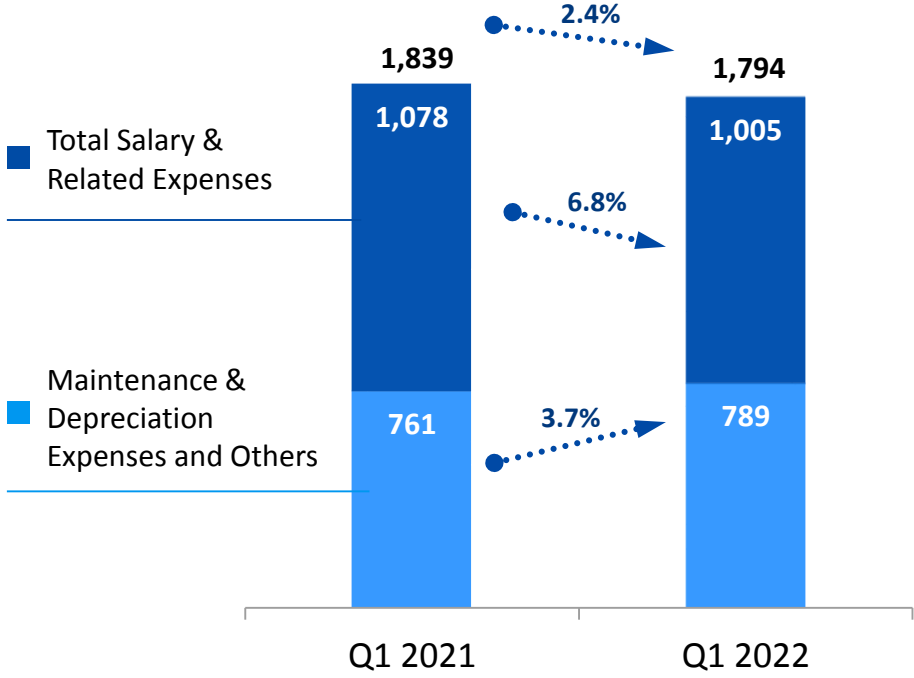


(NIS Millions)

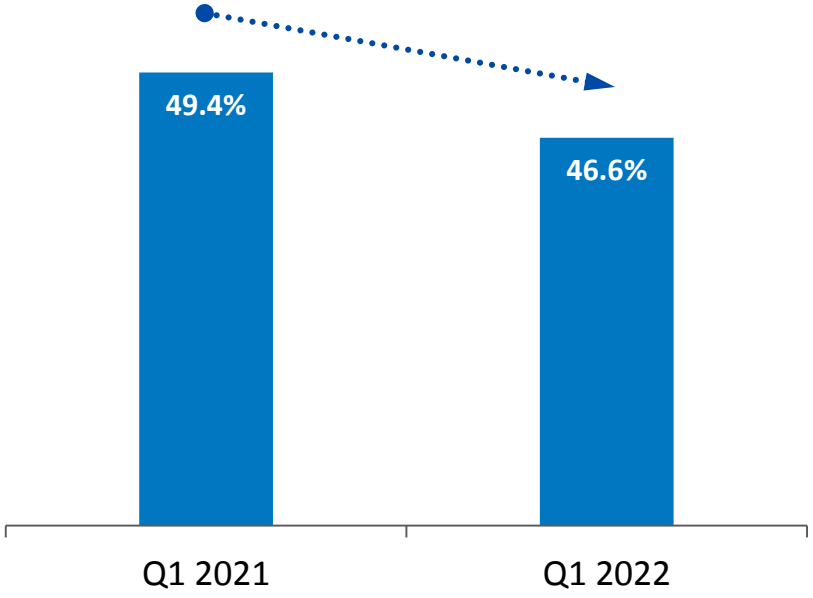


Consistent Improvement in Operating Efficiency

Disciplined Cost Structure



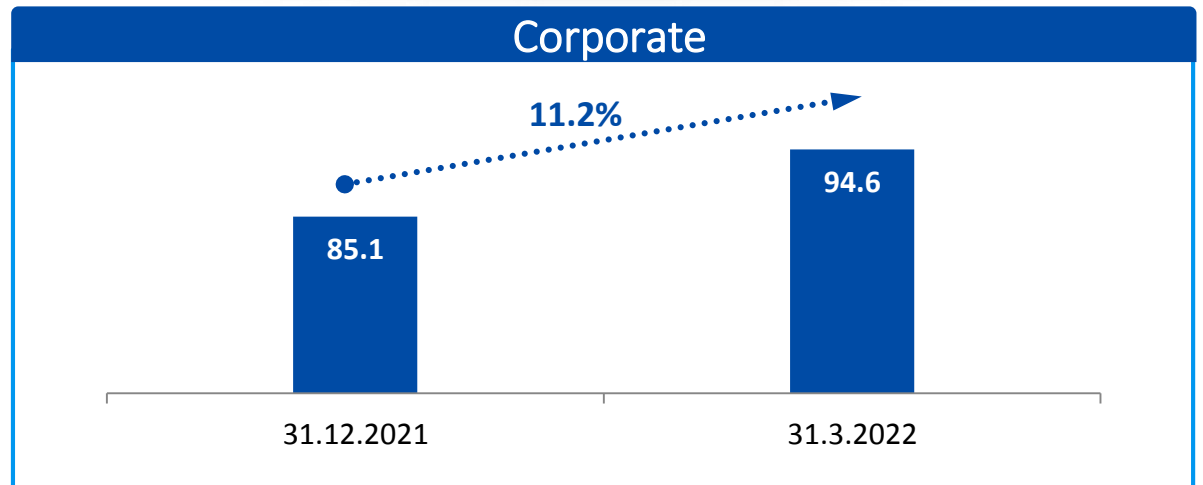
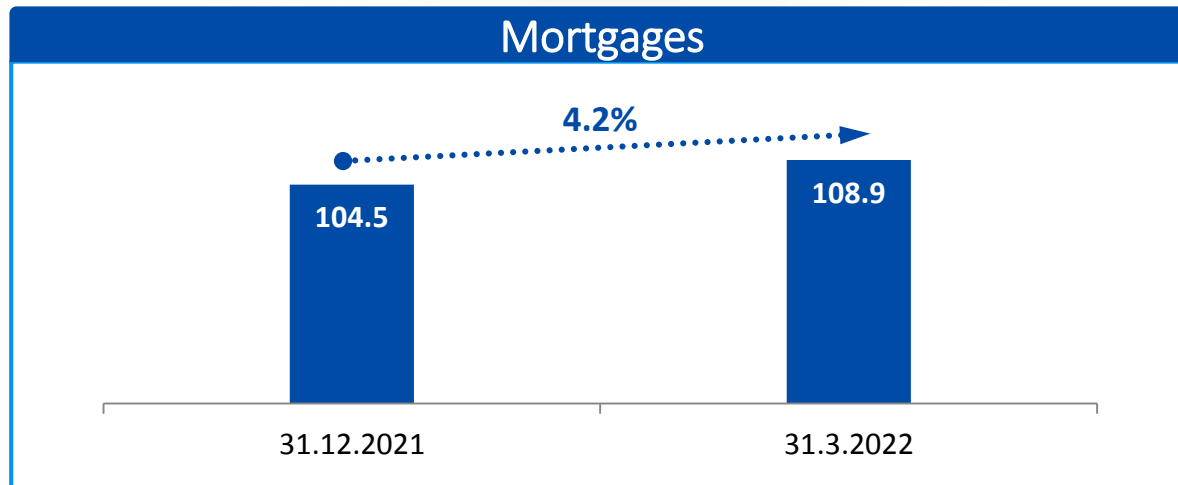
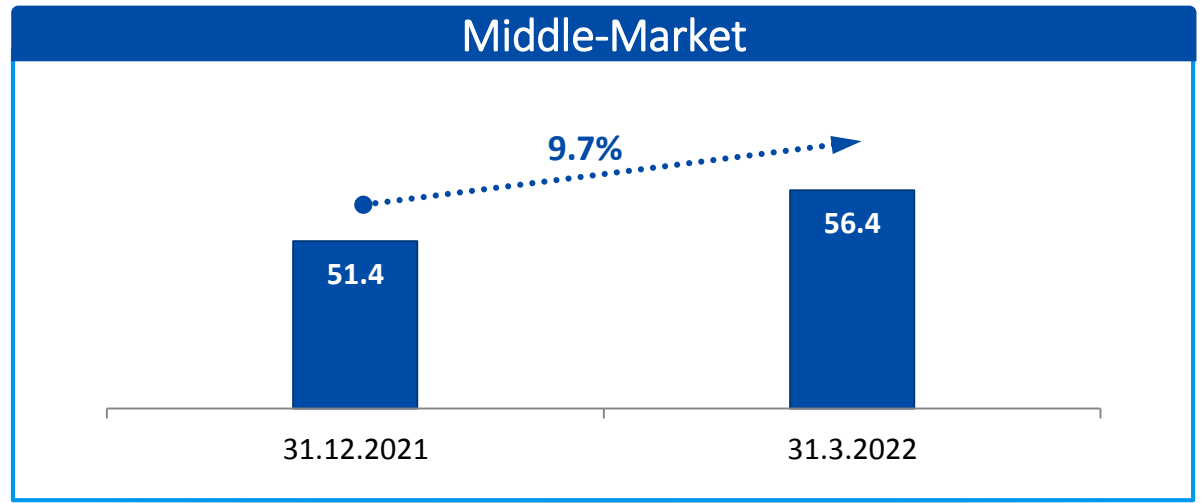
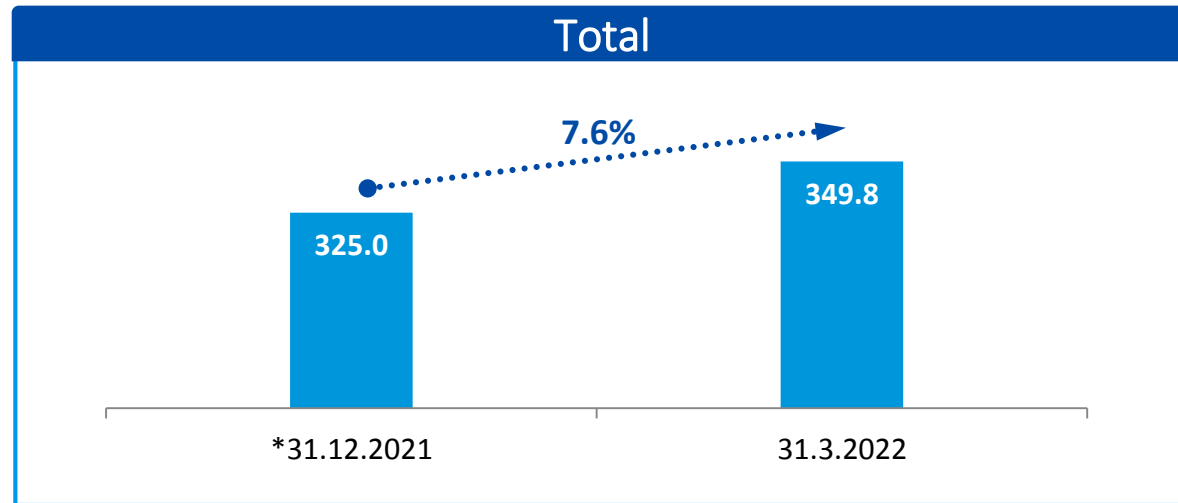
Improved Efficiency Ratio



(NIS Millions)



Loan Growth Continues in Line with Strategy



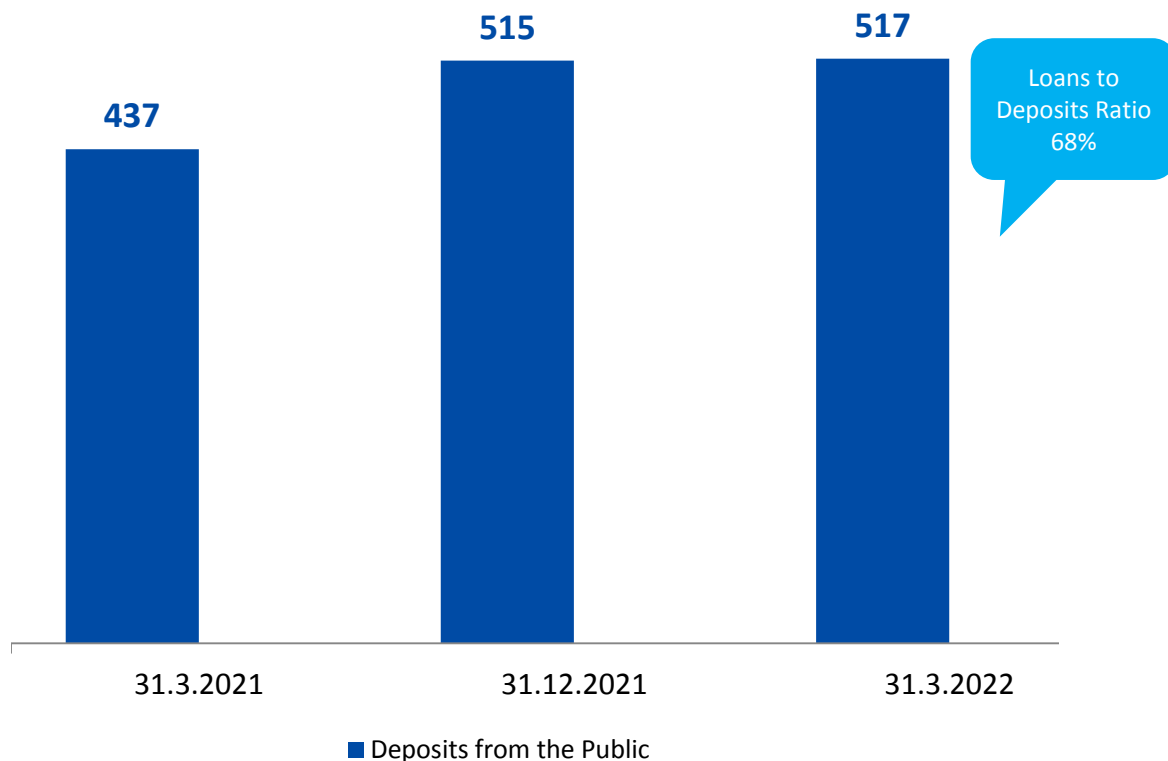
(NIS Billions)

Corporate includes Corporate and Real-Estate

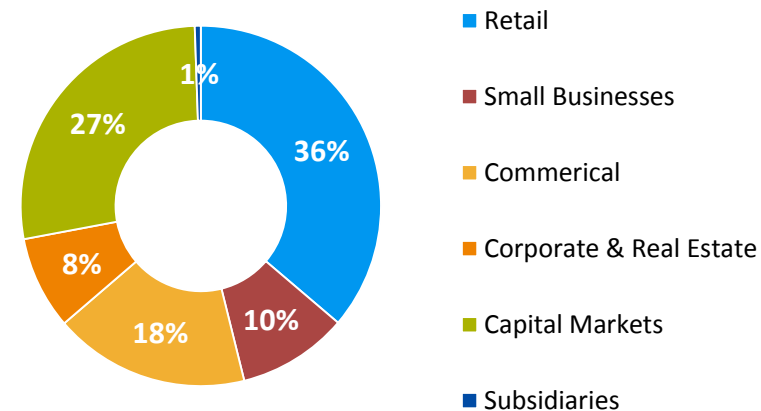
*Excluding Leumi USA



Solid and Diverse Deposit Base. Conservative, Well-funded Portfolio



Deposits from the Public March 31, 2022

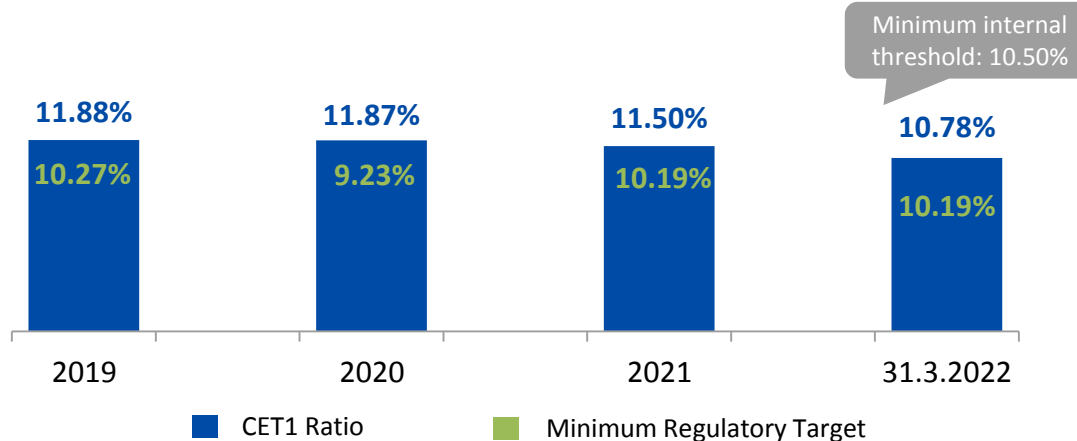


(NIS Billions)
Excluding Leumi USA

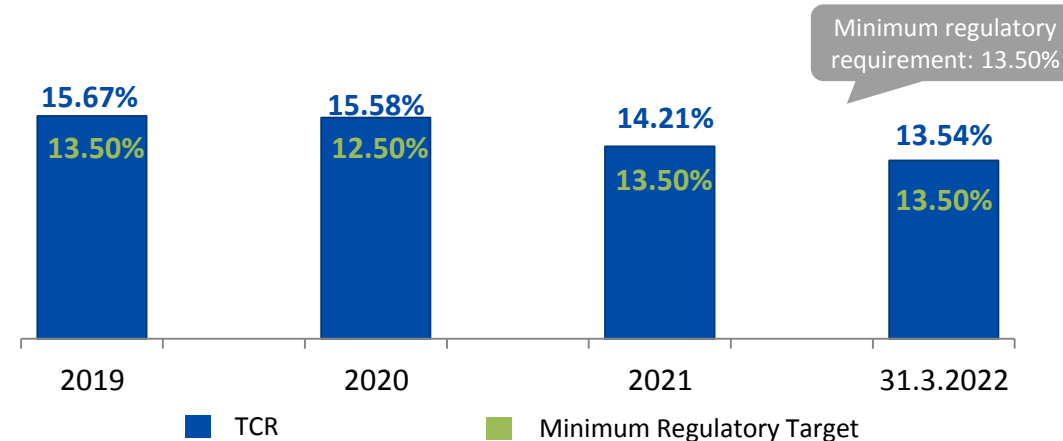


Solid Capital and Leverage Ratios

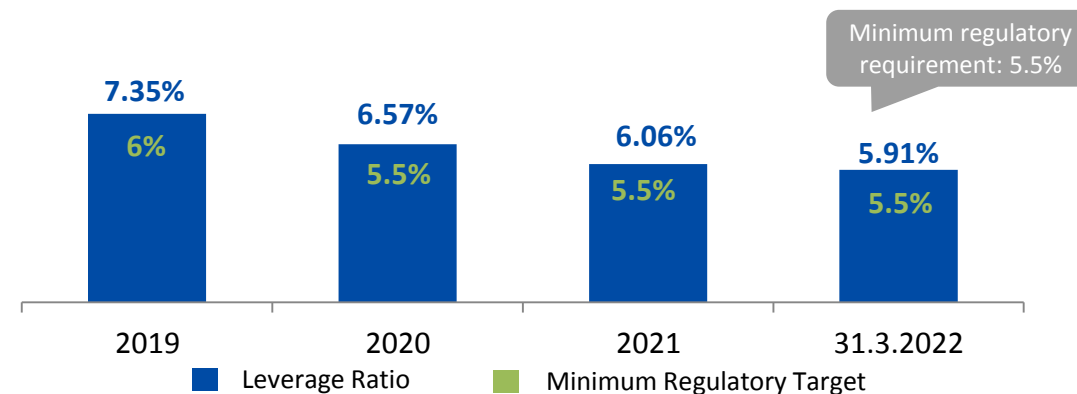
CET1



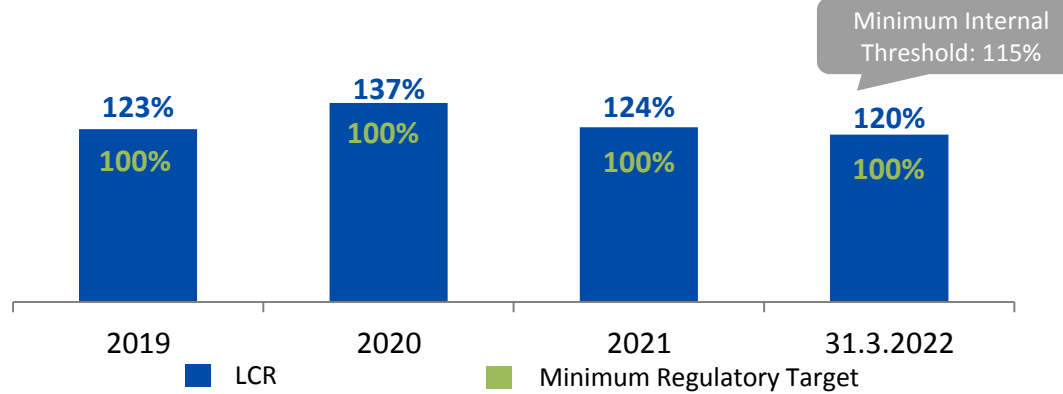
Total Capital Ratio



Leverage Ratio



Liquidity Coverage Ratio





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Q&A