



Q3 and 9M 2019 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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Leumi's Progress for First Nine Months of 2019

ROE 9M 2019 at 10.4%, up from 10.2% for 9M 2018

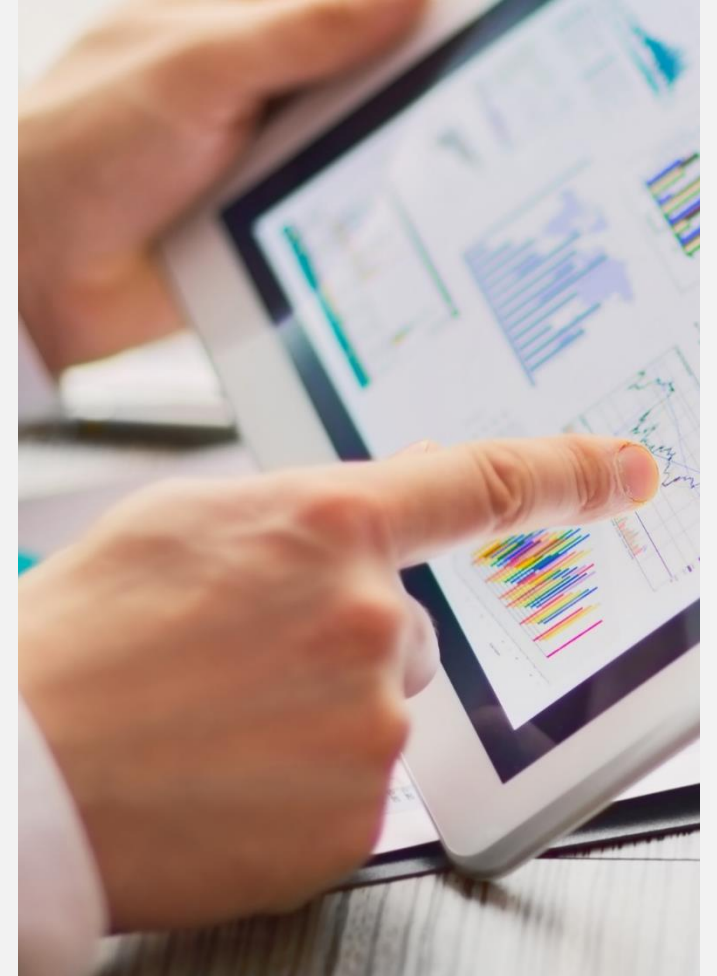
Income – a Significant Increase in Income

Cost Income Ratio has Improved.
400 Employees to Retire by Year-end 2019

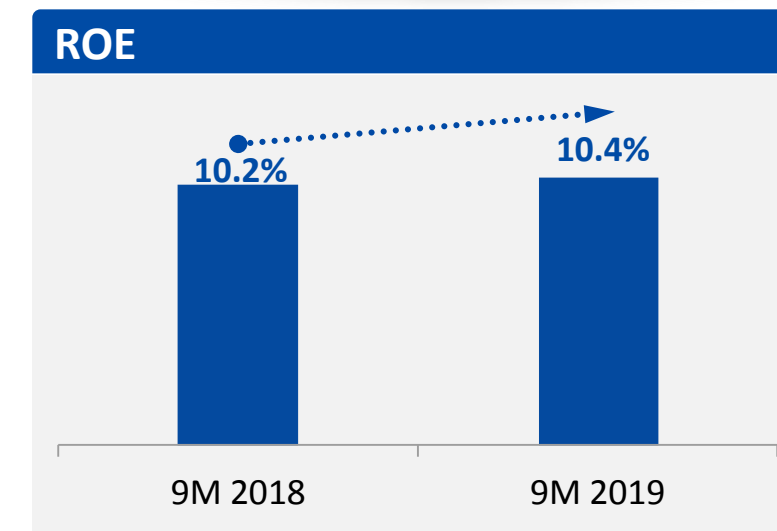
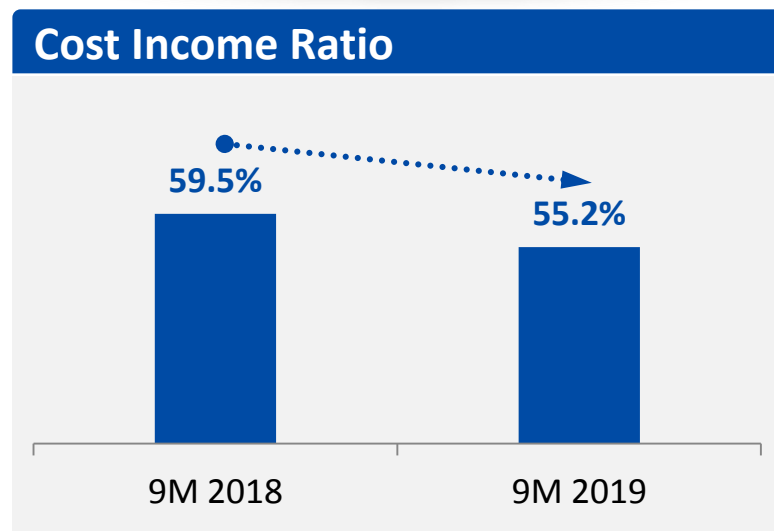
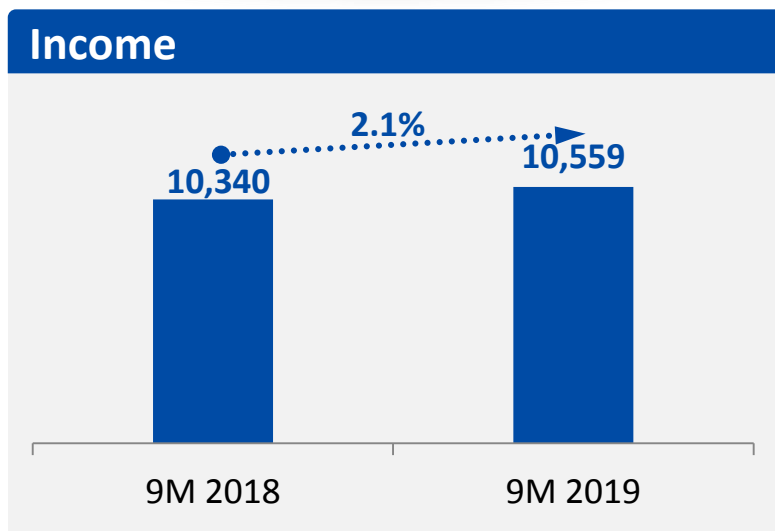
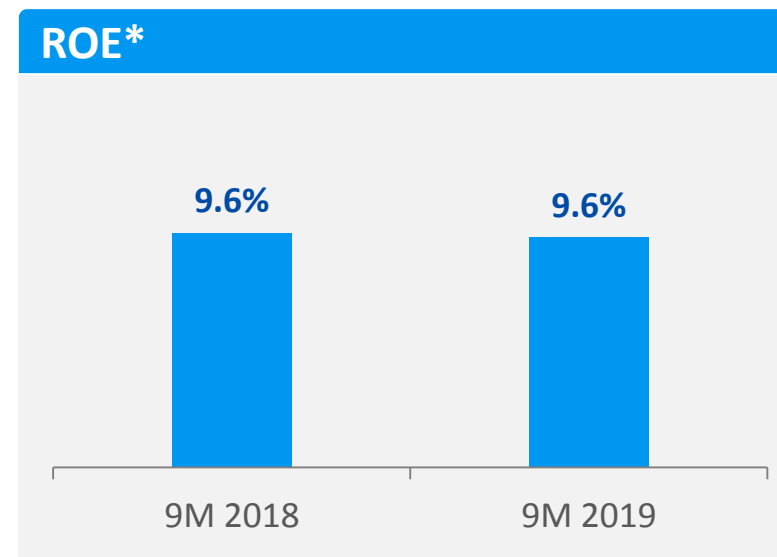
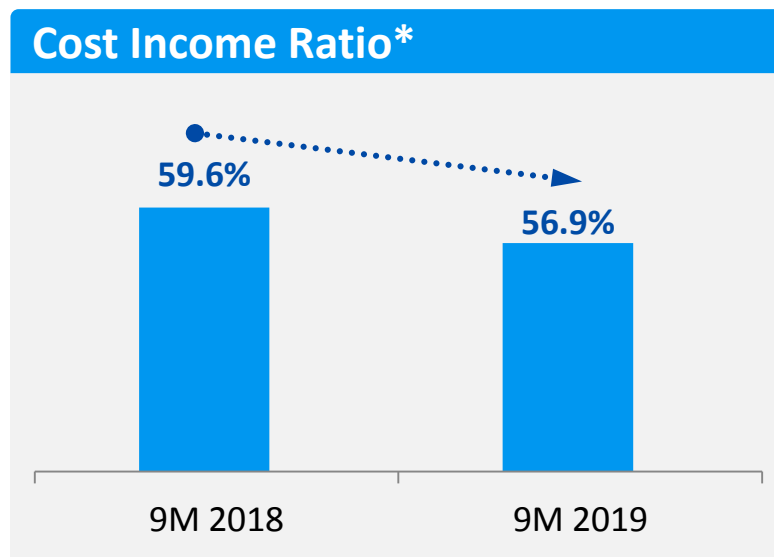
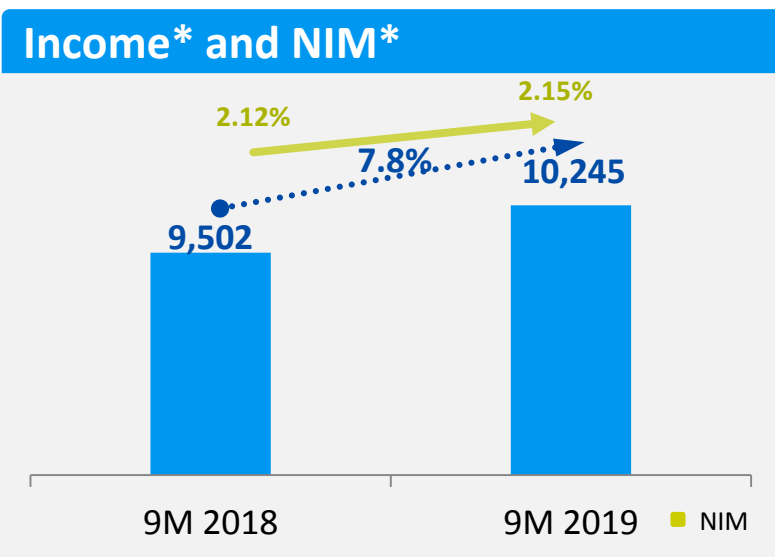
Credit - Continued Growth in Mortgages, Middle Market and Corporate

High Capital Buffers -
40% Dividend Payout and a Buy-back of NIS 700 Million Shares

Technology Transformation Remains a Key Element in Our Strategy



9M - A Snapshot of Leumi's Performance

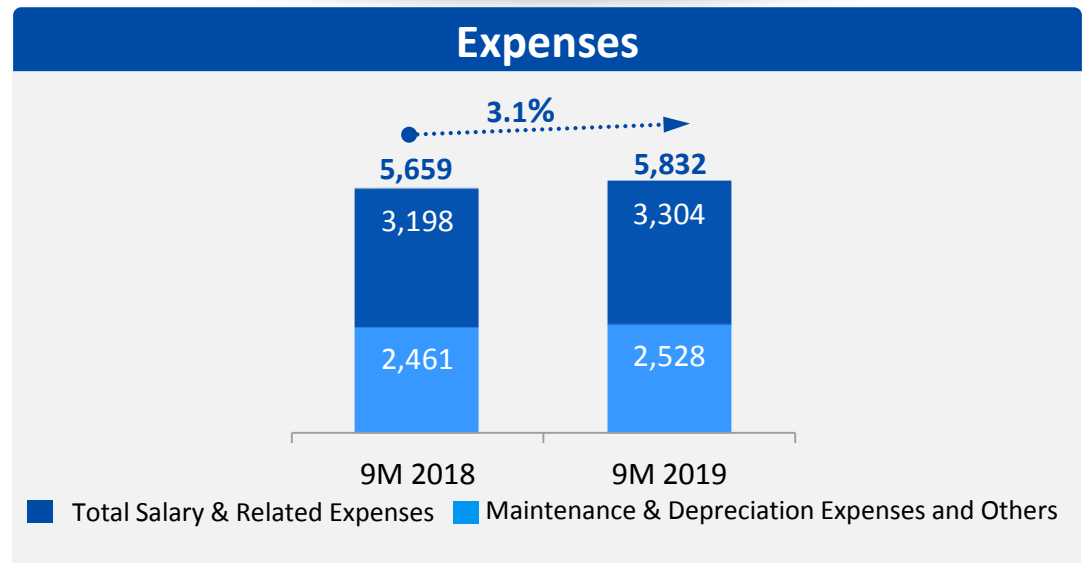
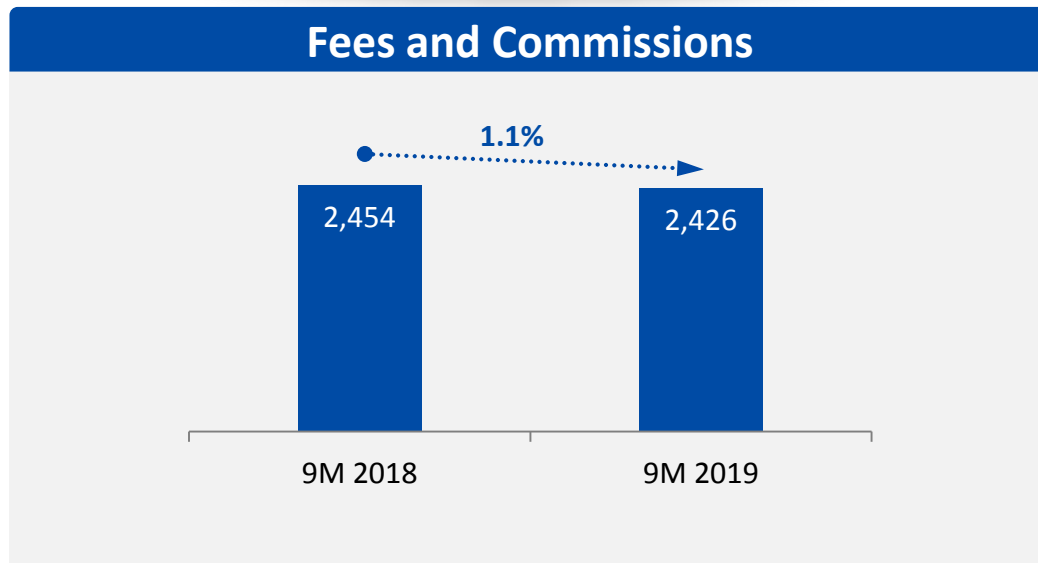
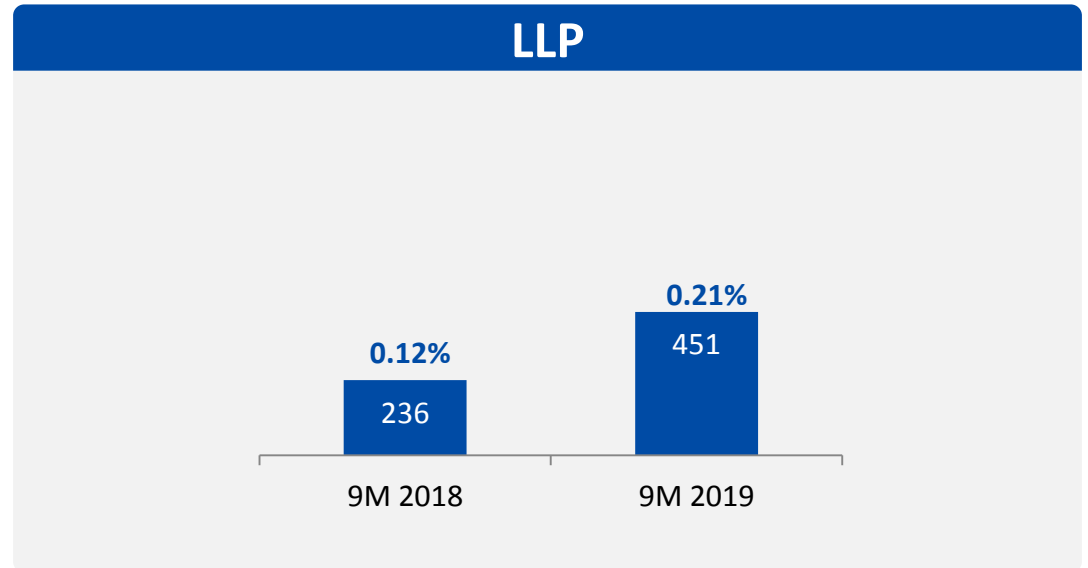
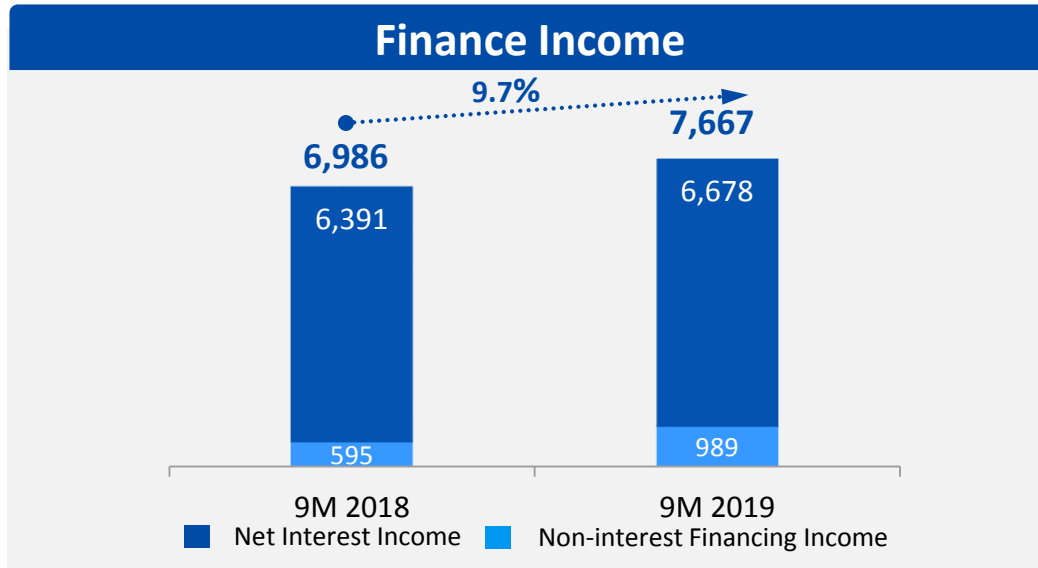


(NIS Millions)

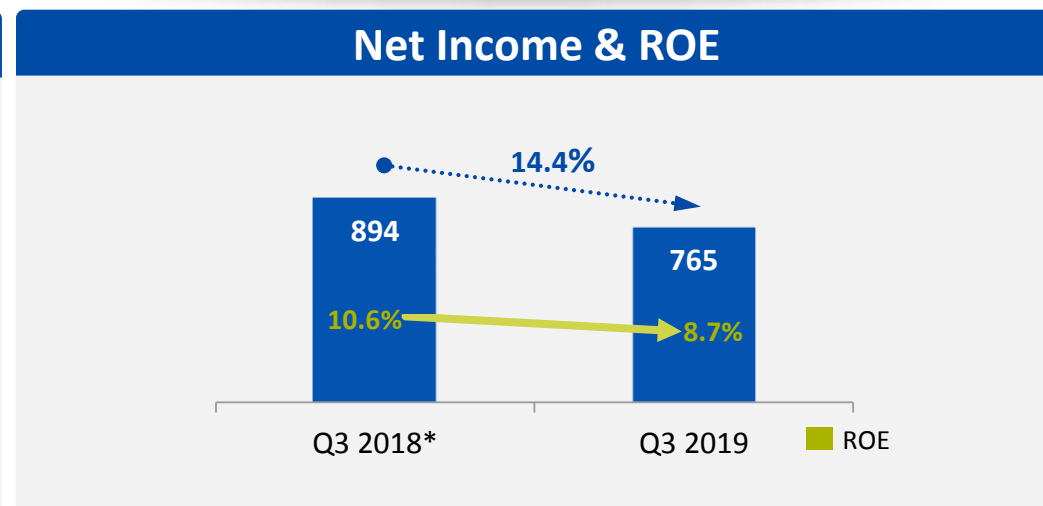
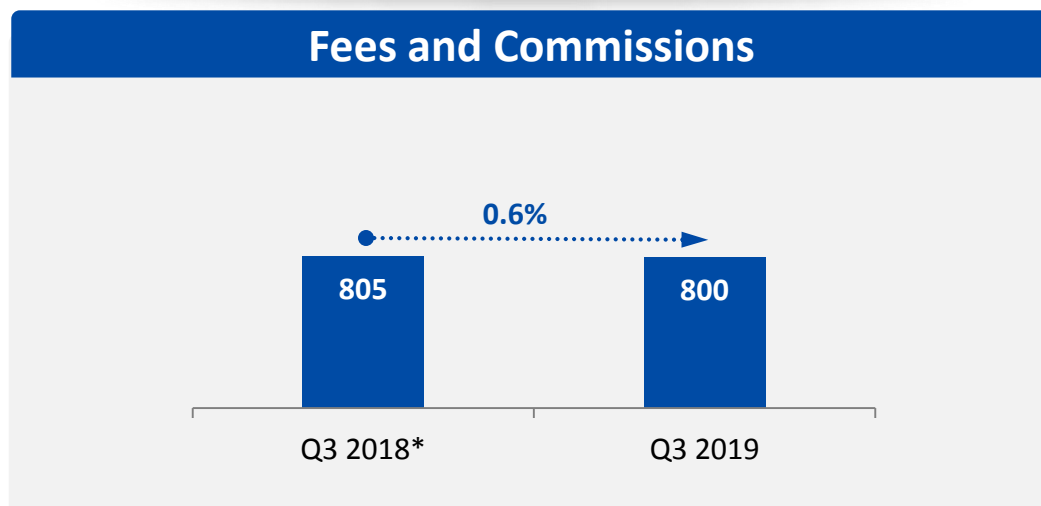
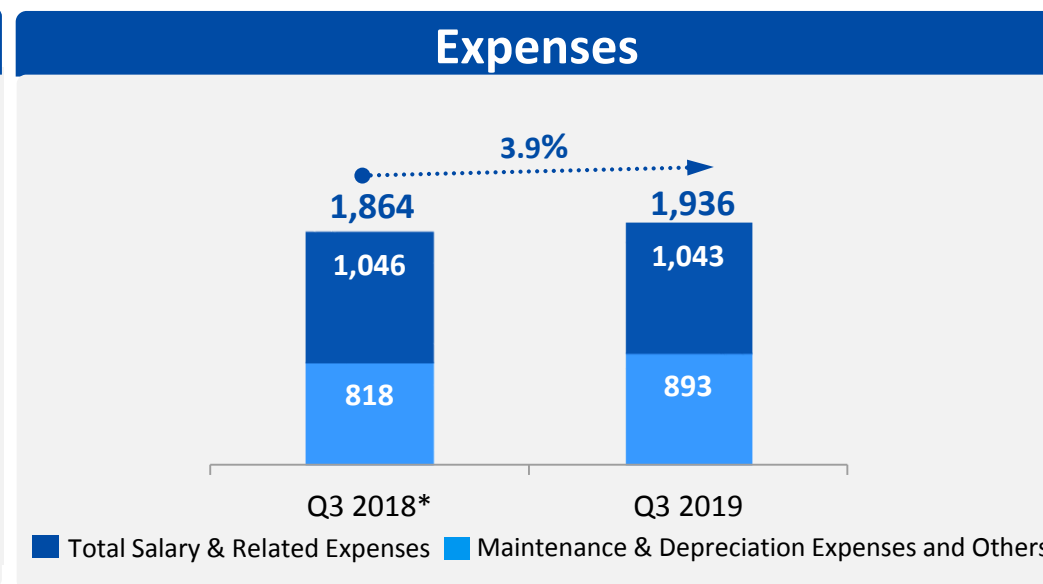
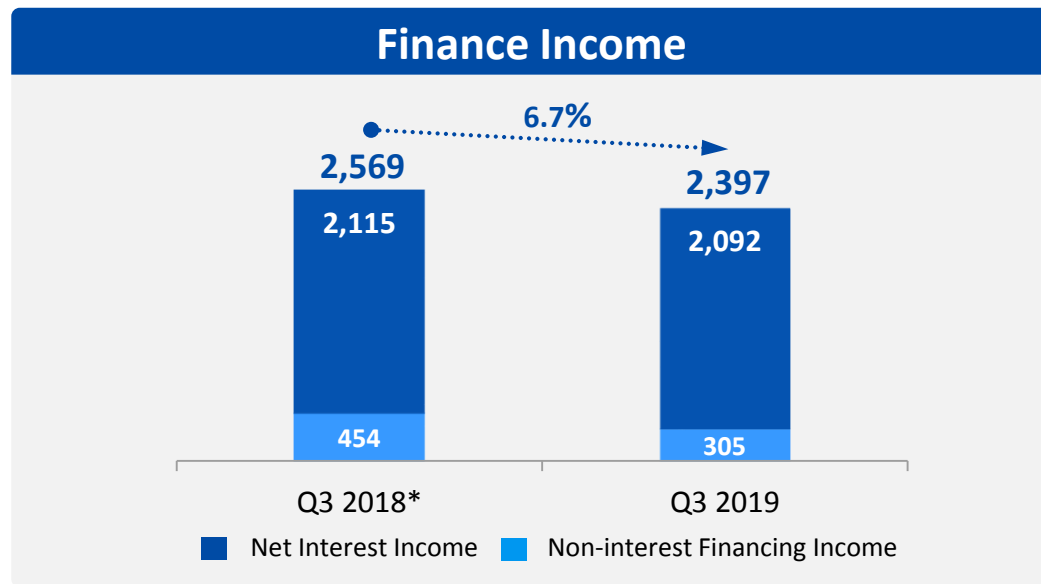
* Net of the effect of Leumi Card as per the pro-forma financial statements presentation



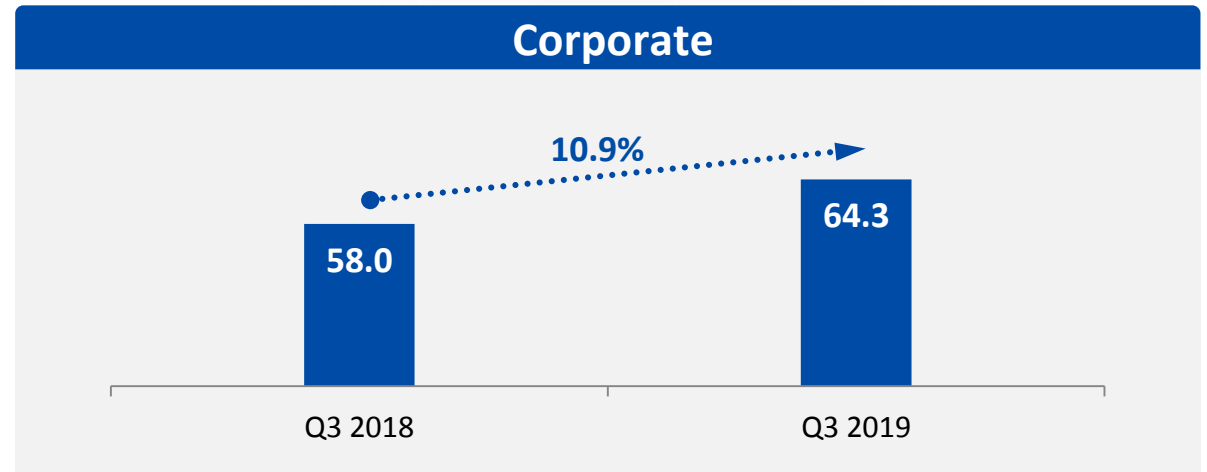
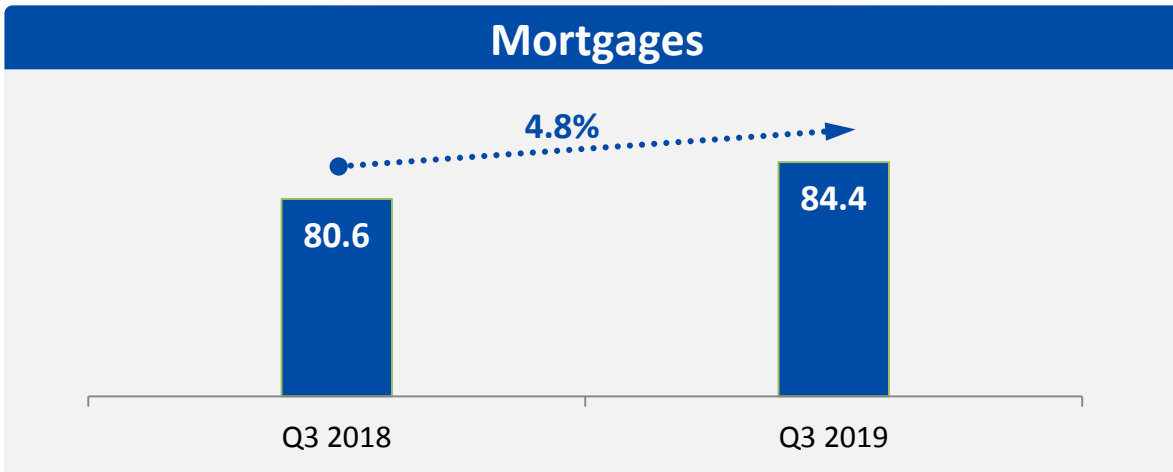
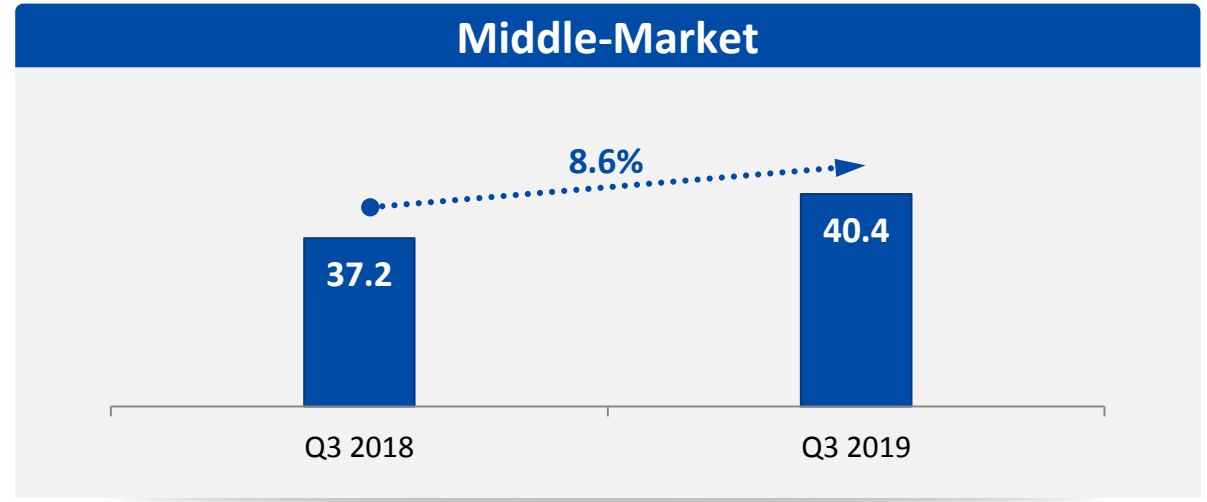
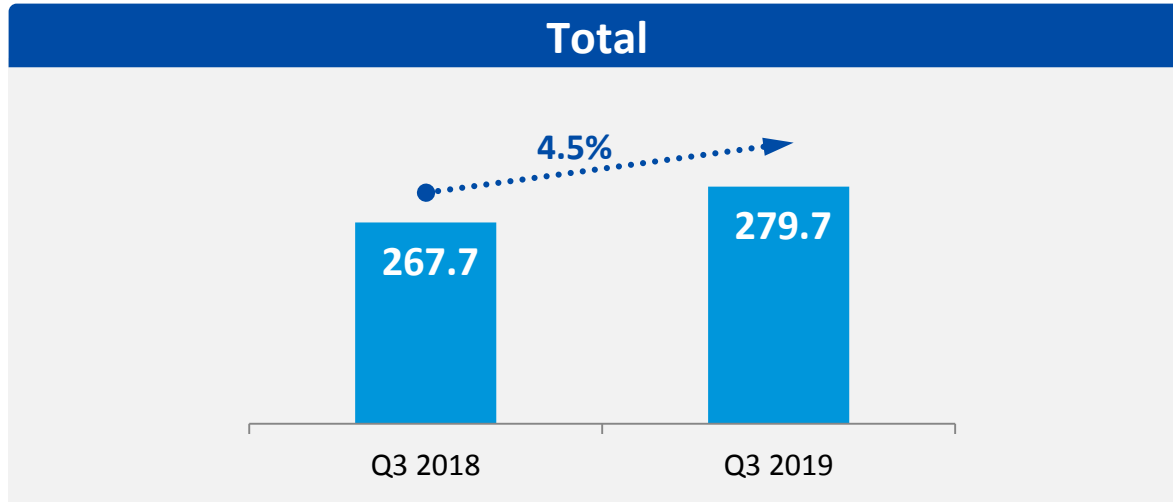
9M - Income and Expenses



Q3 - Income and Expenses



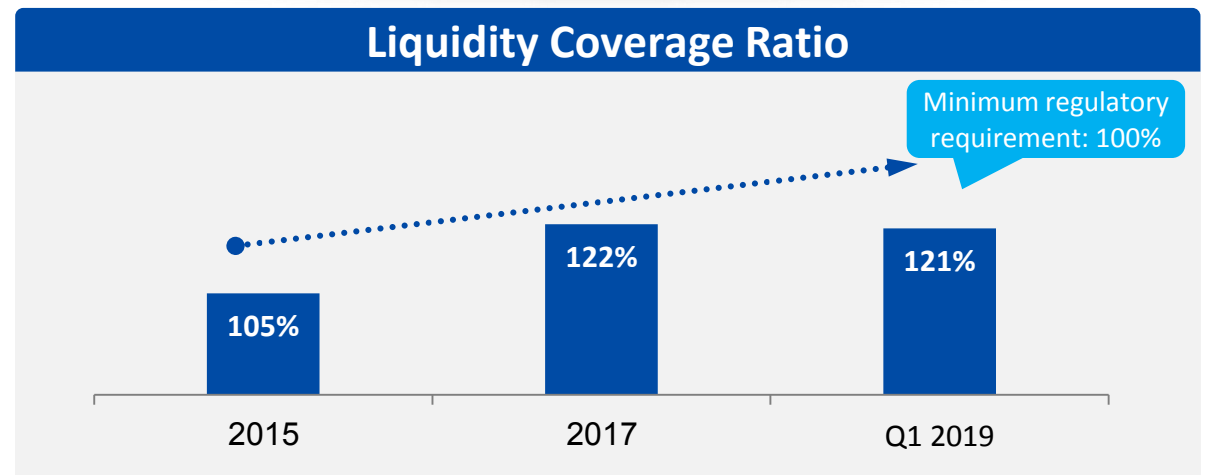
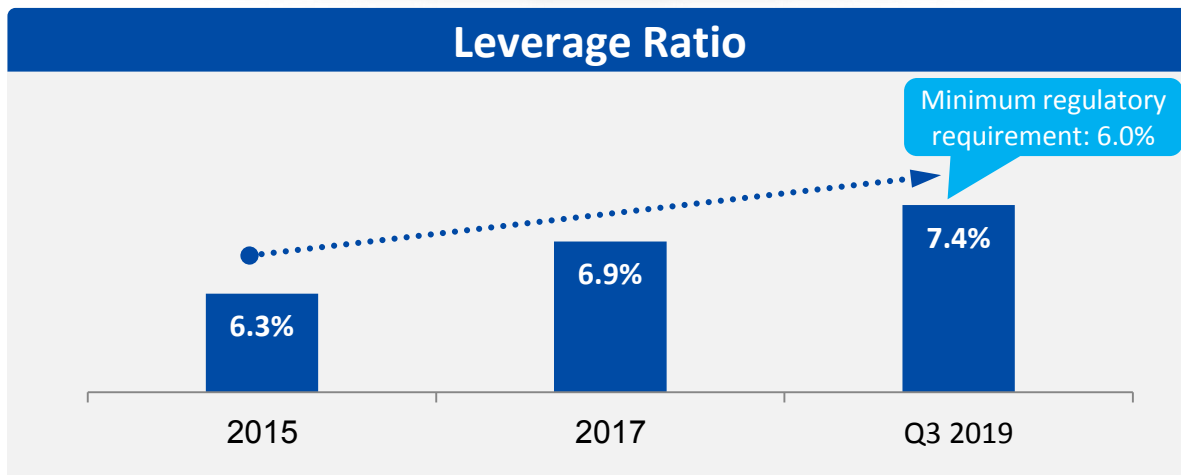
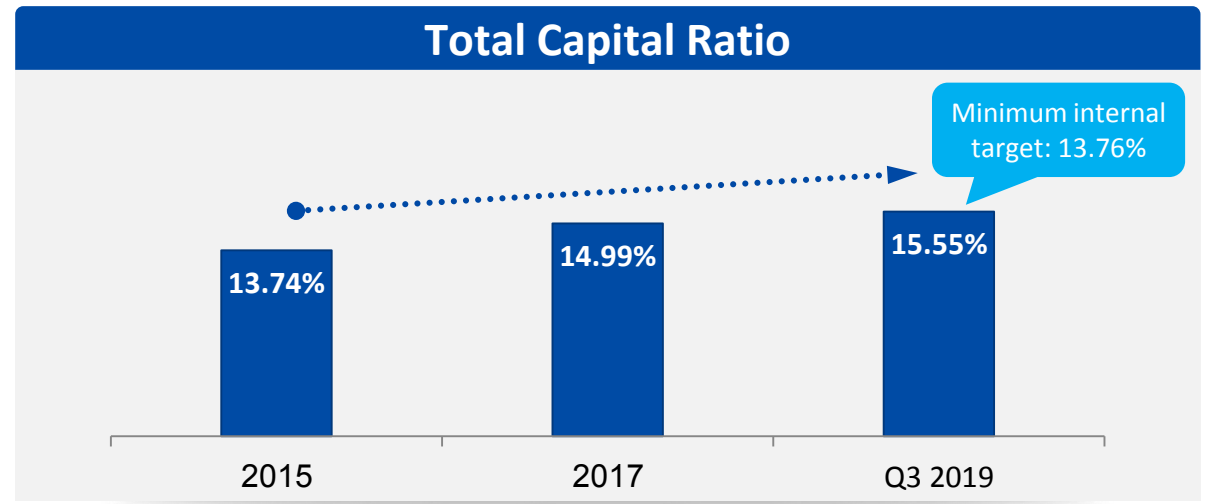
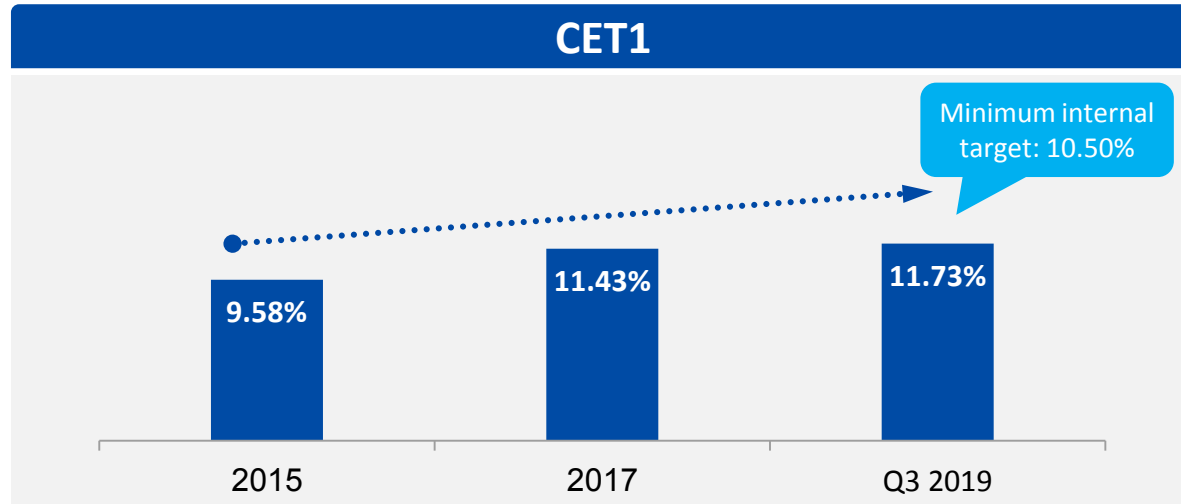
Loan Growth in Line with Strategy



(NIS Billions)
Corporate includes Corporate and Real-Estate



Robust Capital Ratios and Leverage



High Share Returns via Dividend and Buyback

Dividends

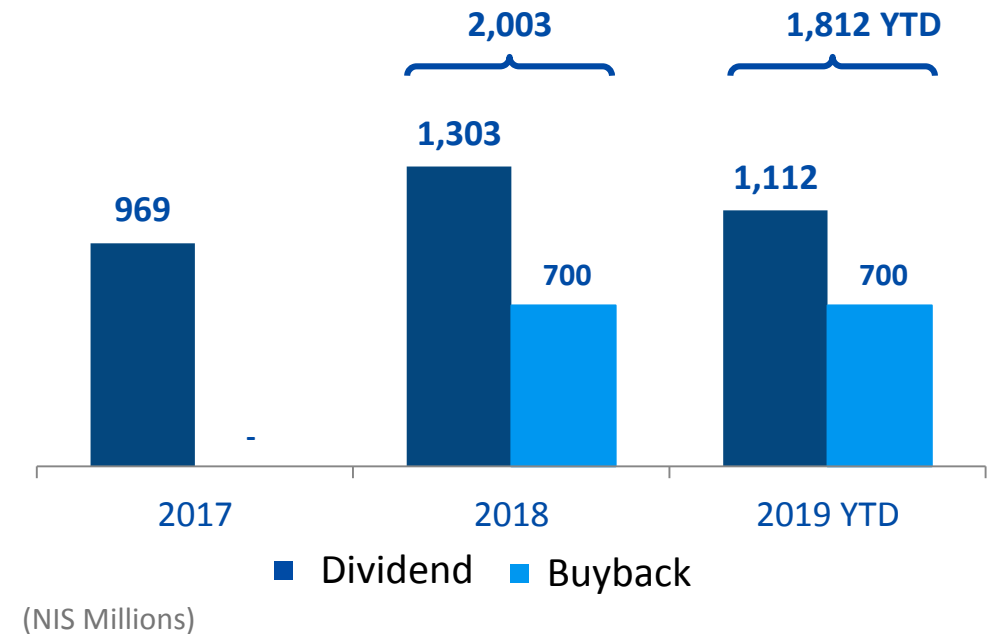
- 40% quarterly payout ratio
- 3.4% annualized dividend yield

Buyback Plan

NIS 700 million share buy-back by November 21

~60% effective profit distribution

Return to Shareholders



Wrapping Up

Profitability

- ROE reached 10.4% for 9M (9.6% excluding Leumi Card's Impact)
- Improvement in the Cost Income Ratio

Loans and Deposits

- Selective Credit Growth Aligned with Strategy
- Diversified, Increased Deposit Base with Low L/D Ratio

Robust Capital

- High Capital Adequacy Ratios
- Substantial Returns to Shareholders

Business Model

- Business Model Evolving to Match Digital Migration – Innovative Solutions **PEPPER.** DIGITAL MORTGAGE **VIDEA**





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Q&A



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THANK YOU



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APPENDIX

Macro Profile – a Positive for Leumi

	E2020*	E2019*	2018	2017	2016
GDP, rate of change, real terms	3.3%	3.0%	3.3%	3.5%	4.0%
Private Consumption	2.9%	3.6%	3.9%	3.4%	6.4%
Current account surplus, % of GDP	2.8%	2.9%	3.0%	2.9%	3.8%
Government budget deficit, % of GDP	(3.6%)	(3.9%)	(2.9%)	(1.9%)	(2.1%)
Government debt, % of GDP	62.3%	61.2%	60%	59%	61%
Unemployment, Annual Average	4.0%	4.0%	4.2%	4.2%	4.8%
CPI, year-end change	0.3-1.3%	0.6-1.1%	0.8%	0.4%	(0.2%)
NIS-USD, average exchange rate	3.40-3.60	3.55-3.65	3.59	3.60	3.84
NIS-GBP, average exchange rate	4.60-4.70	4.50-4.60	4.79	4.67	5.21
NIS-EUR, average exchange rate	3.70-3.90	3.95-4.15	4.24	4.07	4.25
Bank of Israel average interest rate	0.1-0.50%	0.2-0.25%	0.11%	0.1%	0.1%



Source: Central Bureau of Statistics, *Leumi forecast

