



לְאוּמִי
leumi

SEPTEMBER 30, 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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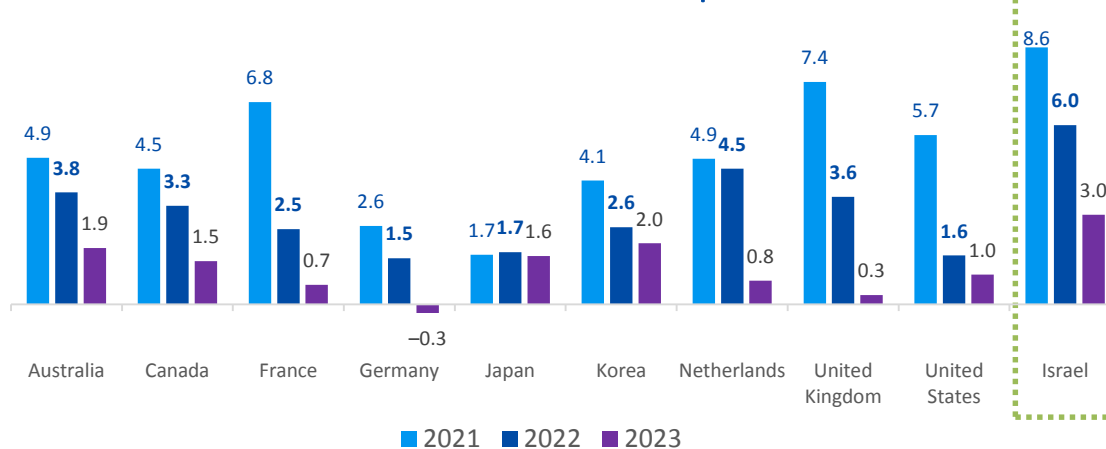
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Macroeconomic Factors and Indicators

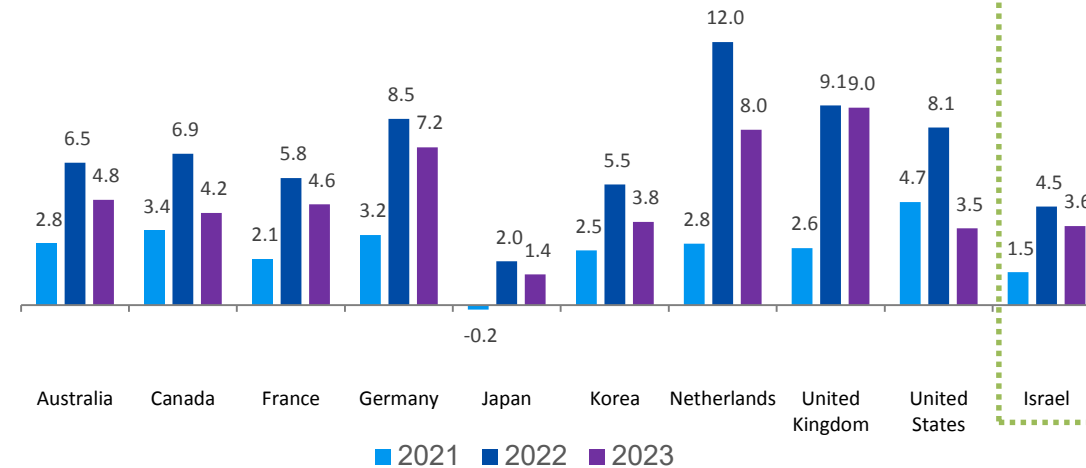
GDP Forecasts for 2022 – 2023 (IMF)

Positive Growth Gap

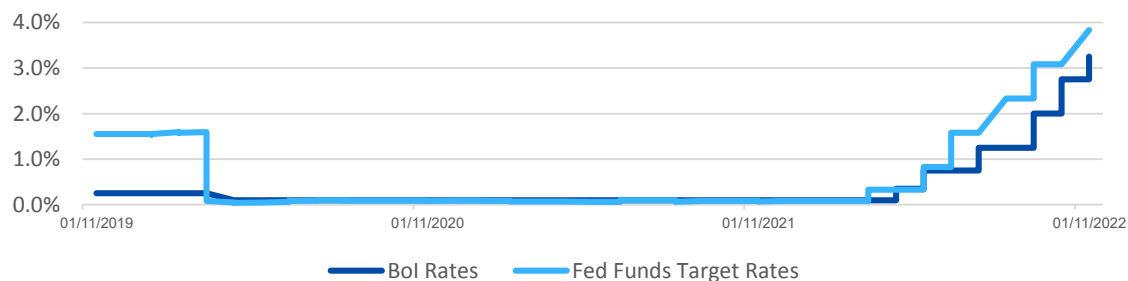


Inflation Forecasts for 2022 – 2023 (IMF)

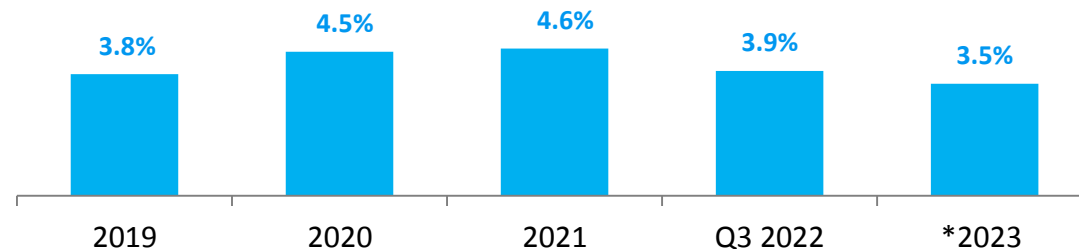
Low Relative Inflation



Bank of Israel and Fed Funds Rates, %



Unemployment, Age Group 15+



Sources: IMF as of October 2022, Refinitiv, CBS and Bank of Israel.

* Bank of Israel.



Core Business Continues to Improve - Key Financial Metrics

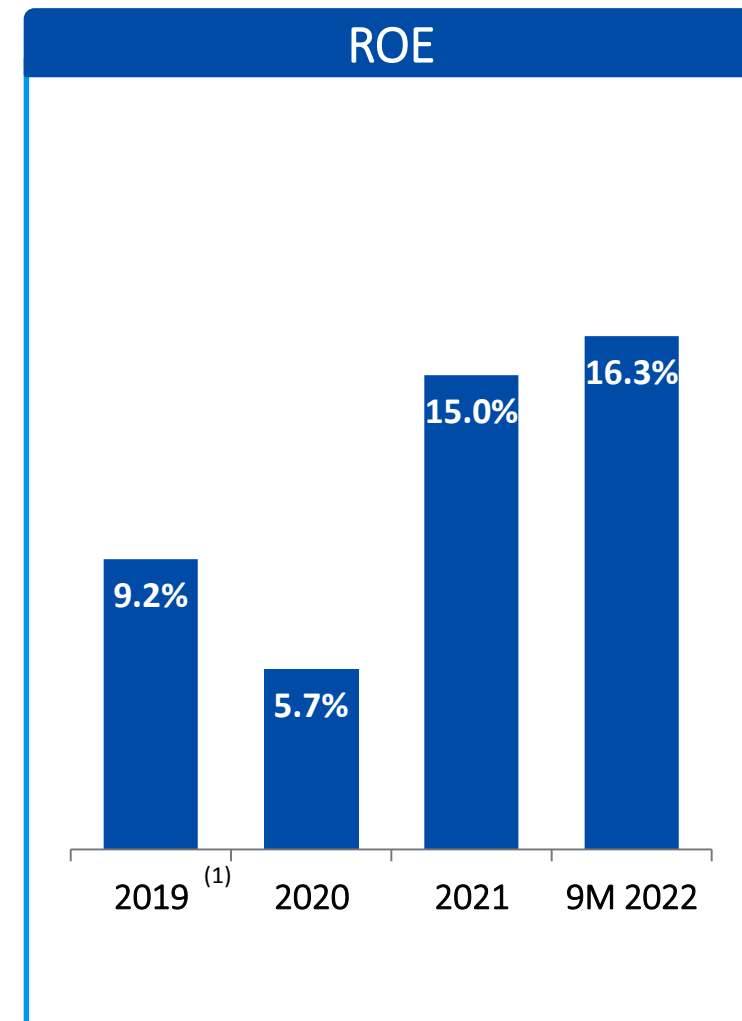
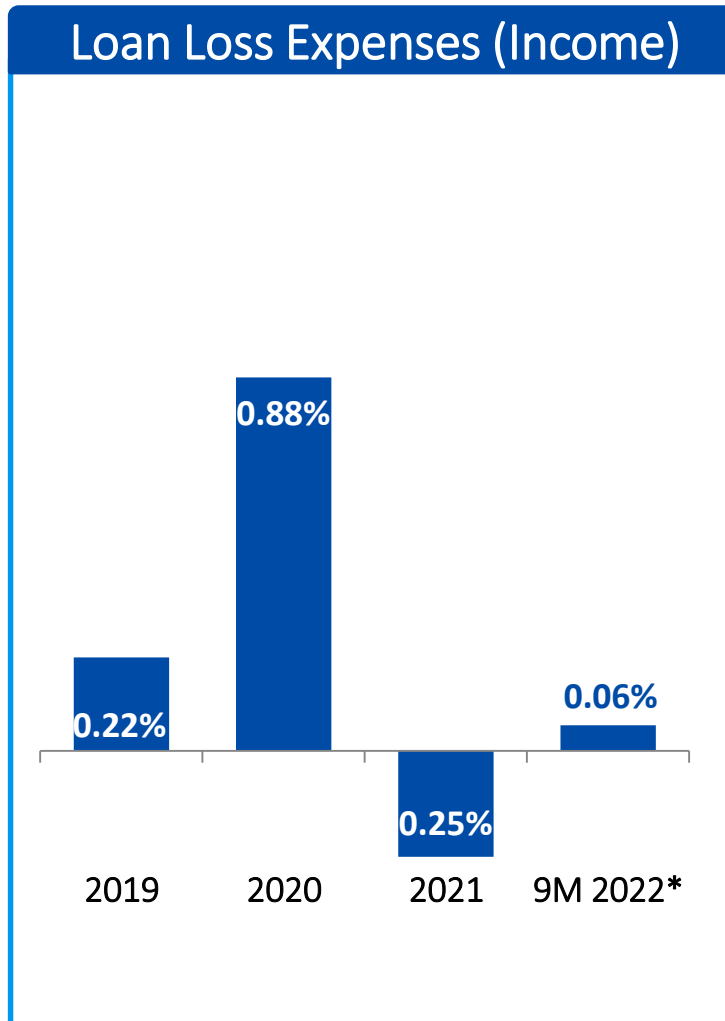
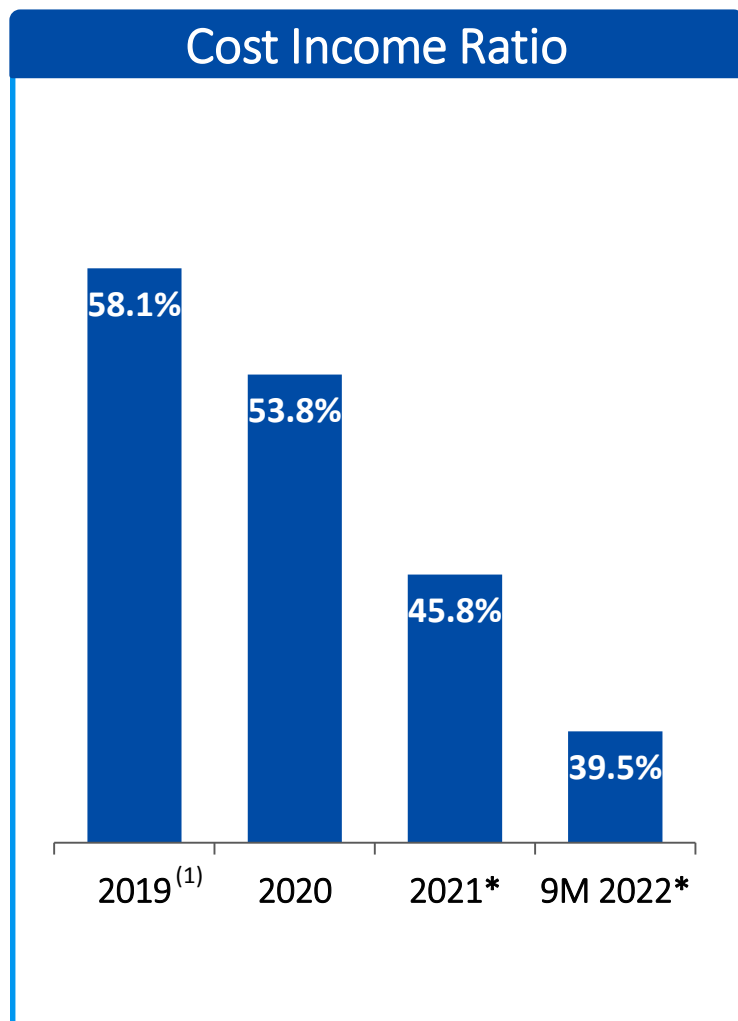
	9M 2022	Q3 2022	Annual 2021
Net Income (NIS millions)	5,383	1,782	6,028
ROE	16.3%	14.9%	15.0%
Credit Growth	17.9%	5.0%	16.1%
Credit Loss Expense (Income)	0.07%	0.11%	(0.25%)
Cost / Income	39.9%	39.1%	46.8%
PPNR YoY Growth	24.3%	33.0%	39.5%
CET-1	11.41%	11.41%	11.50
ROA	1.1%	1.1%	1.0%

9M 2022 Credit Growth excludes Leumi USA on a comparative basis.

* Pre-provision net revenue equals net interest income plus total non-interest income less total non-interest expense; presented on an annualized basis. 9M and Q3 excluded Leumi USA



Improving Returns via Delivery of Enhanced Operating Leverage

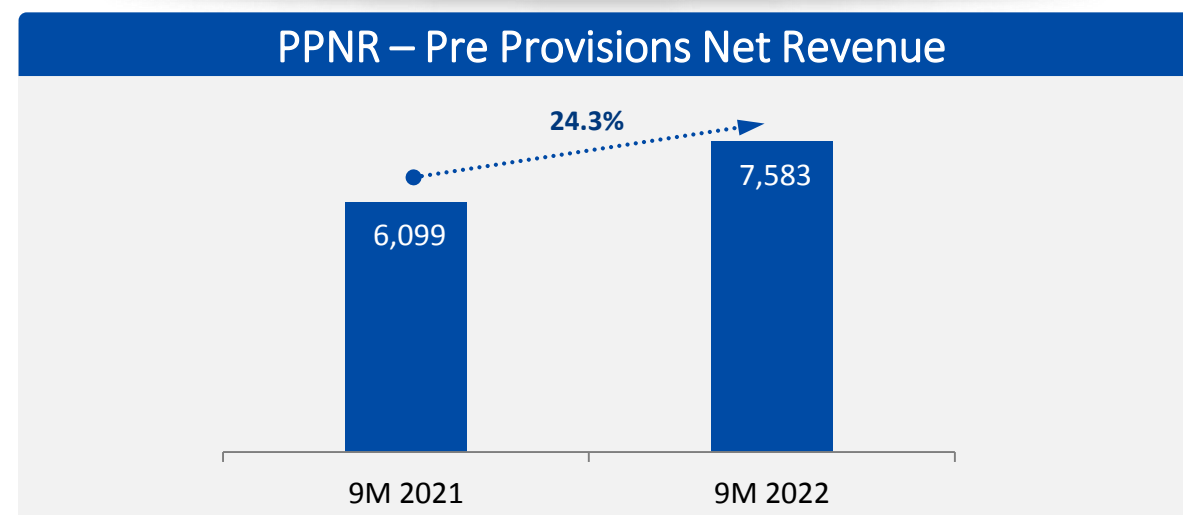
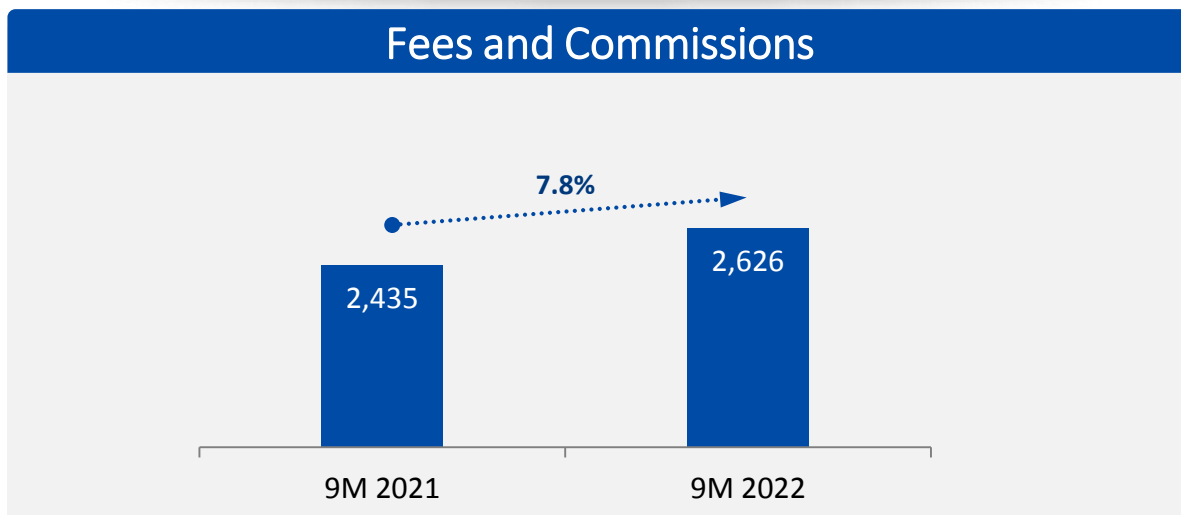
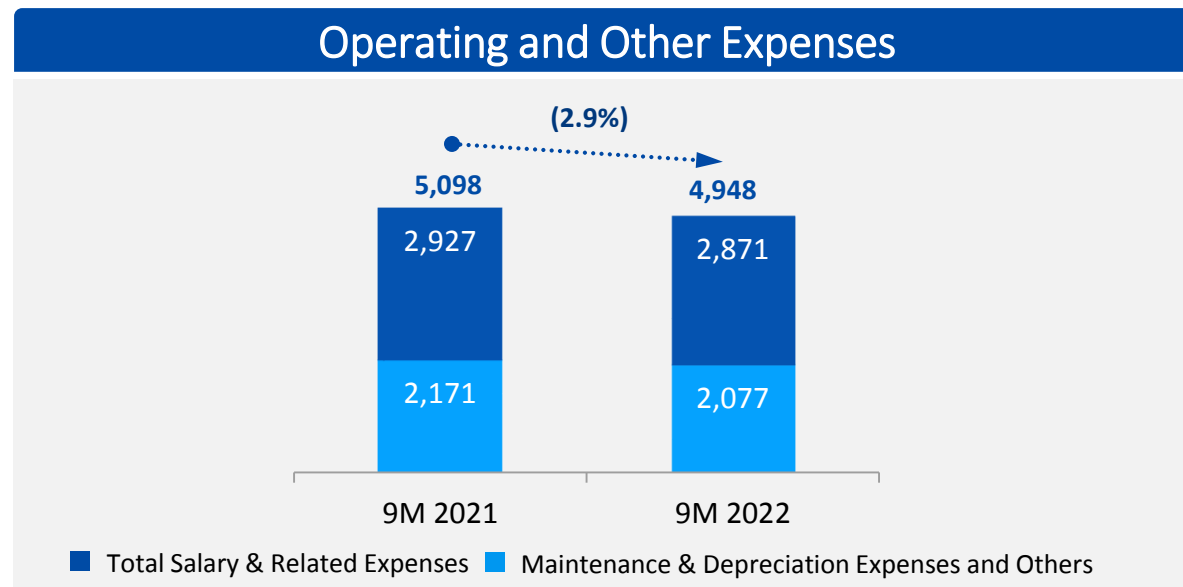
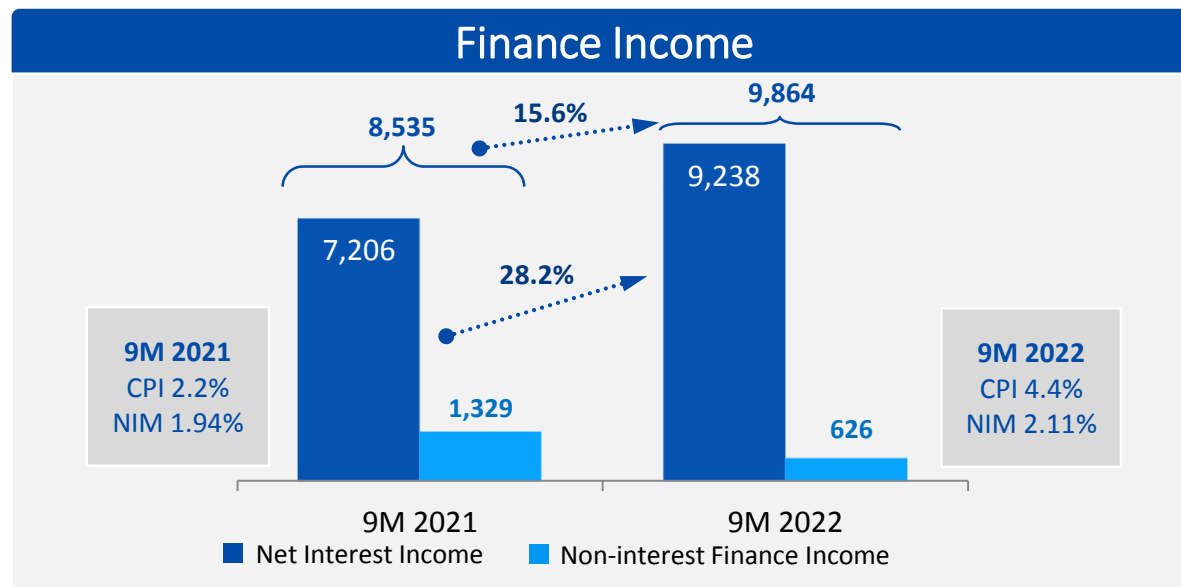


ROE and Cost Income Ratio are net of the effect of the sale of Leumi Card.

* Excluding Leumi USA.

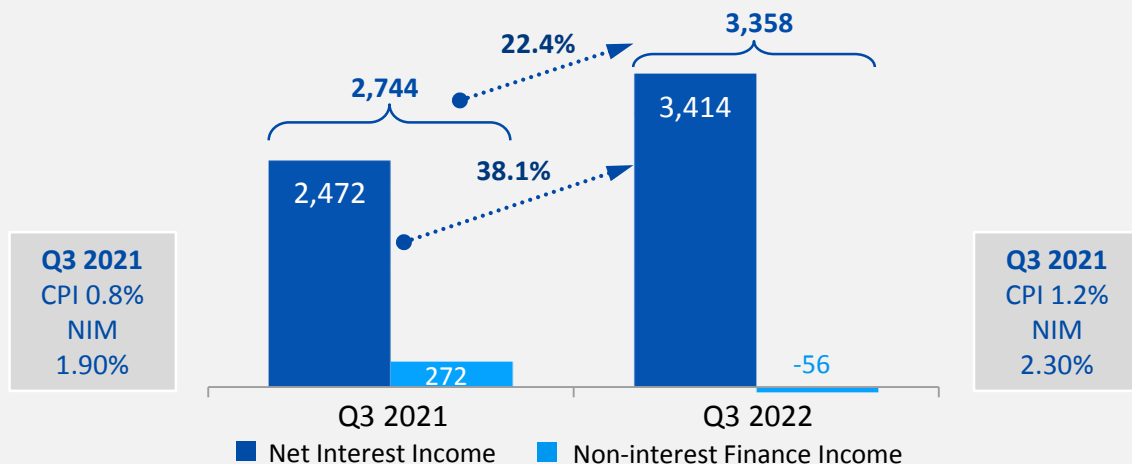


9M 2021 vs. 9M 2022 – Breakdown of Income and Expenses

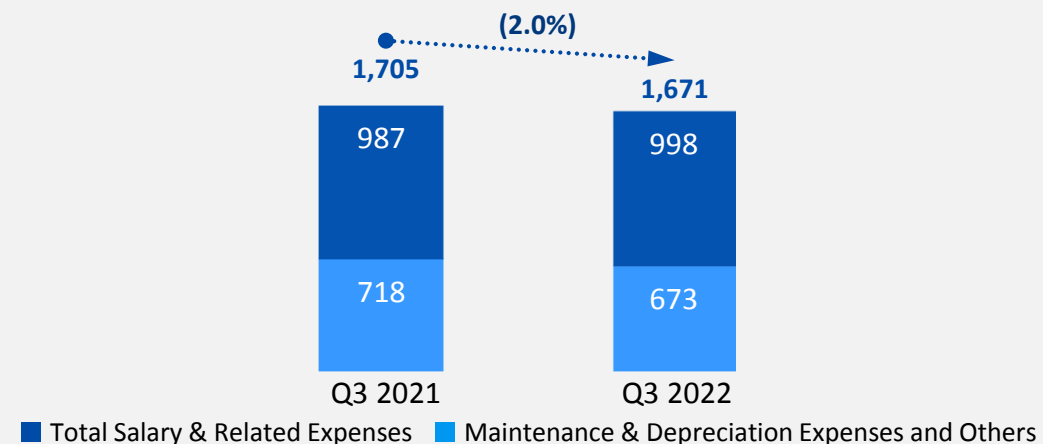


Q3 2021 vs. Q3 2022 – Breakdown of Income and Expenses

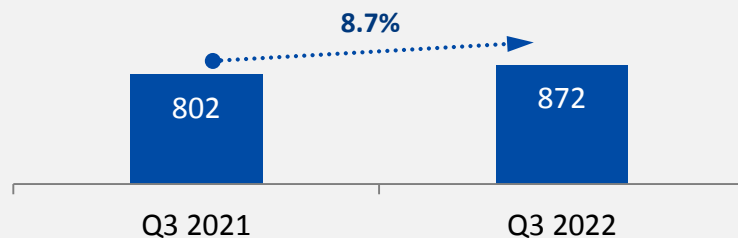
Finance Income



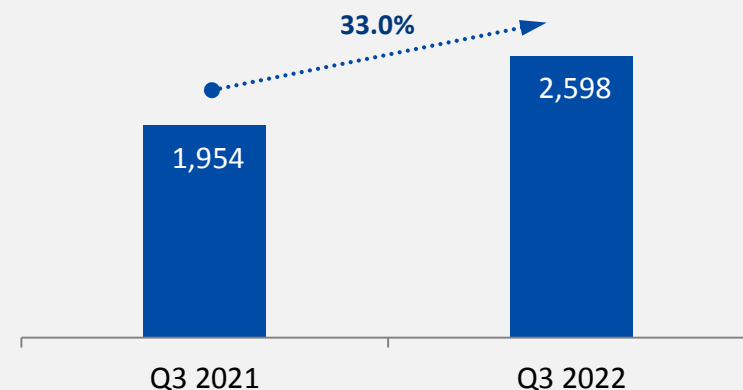
Operating and Other Expenses



Fees and Commissions



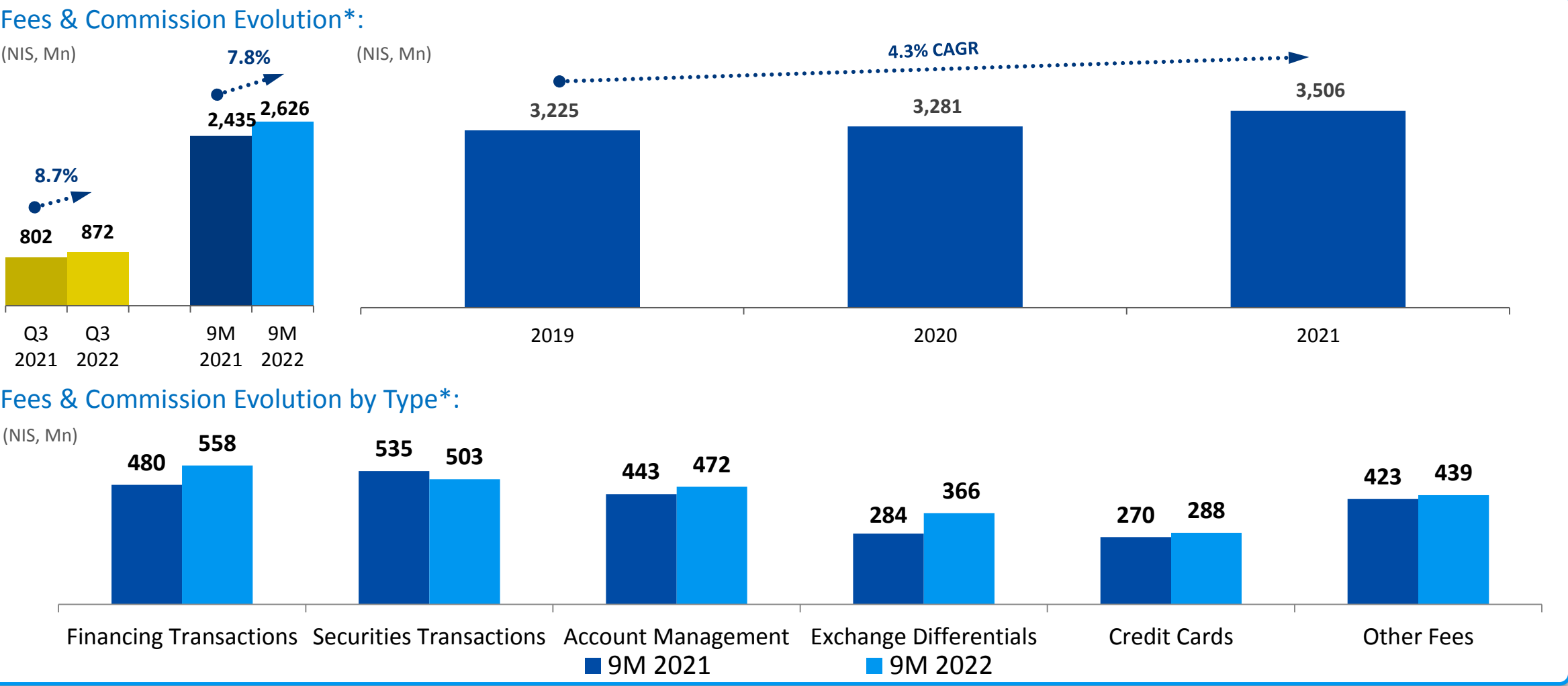
PPNR – Pre Provisions Net Revenue



(NIS Millions)
Q3 2021 is excluding Leumi USA.



Fees and Commissions Performance Year-over-Year

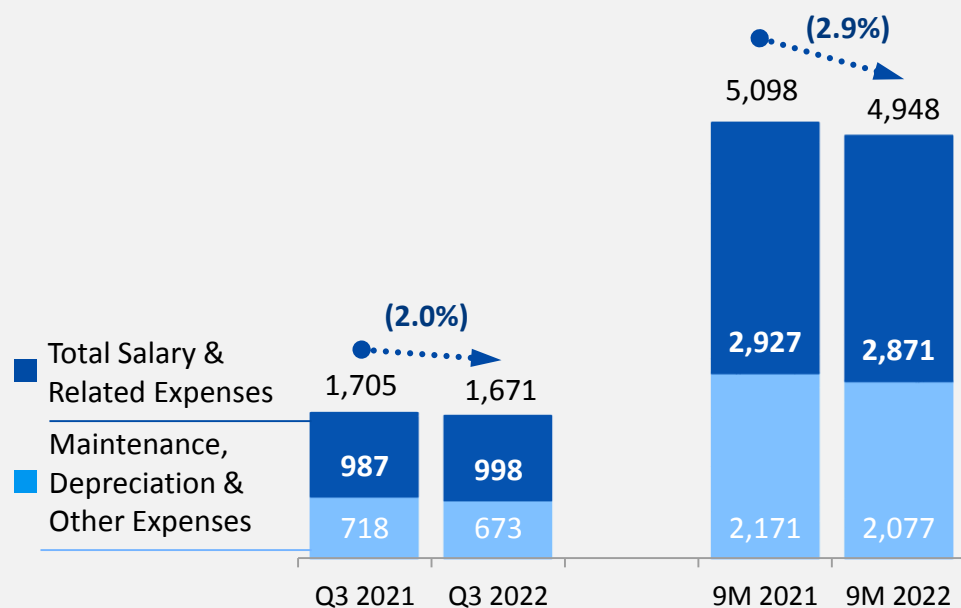


* Excluding Leumi USA.

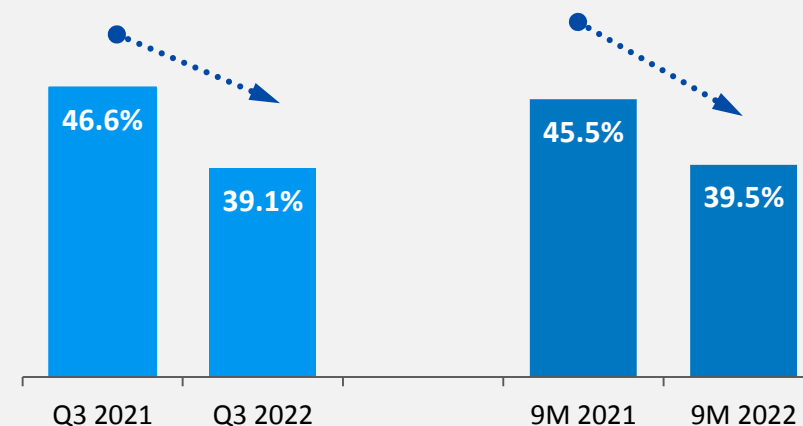


Consistent Improvement in Operating Efficiency

Disciplined Cost Structure*



Cost-income Ratio*

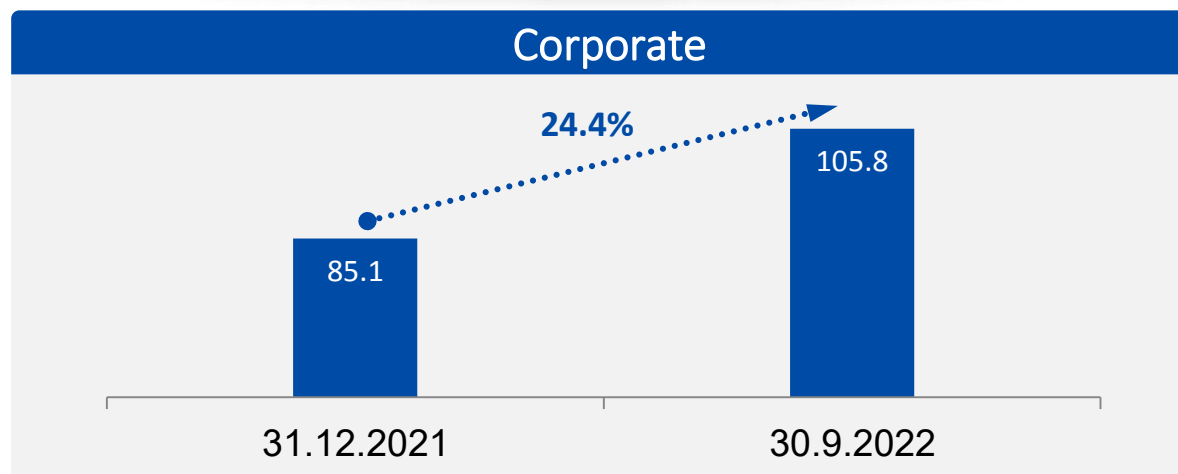
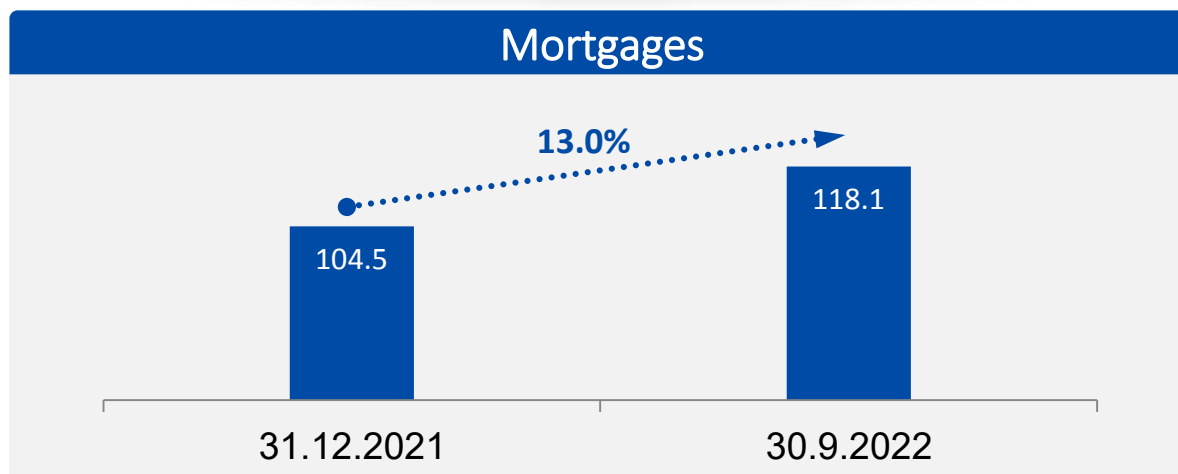
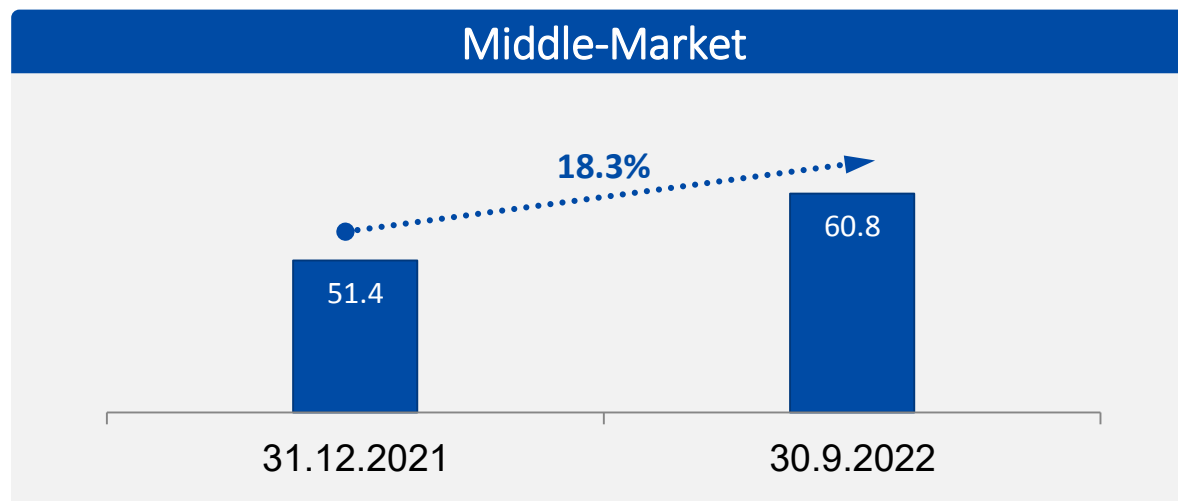
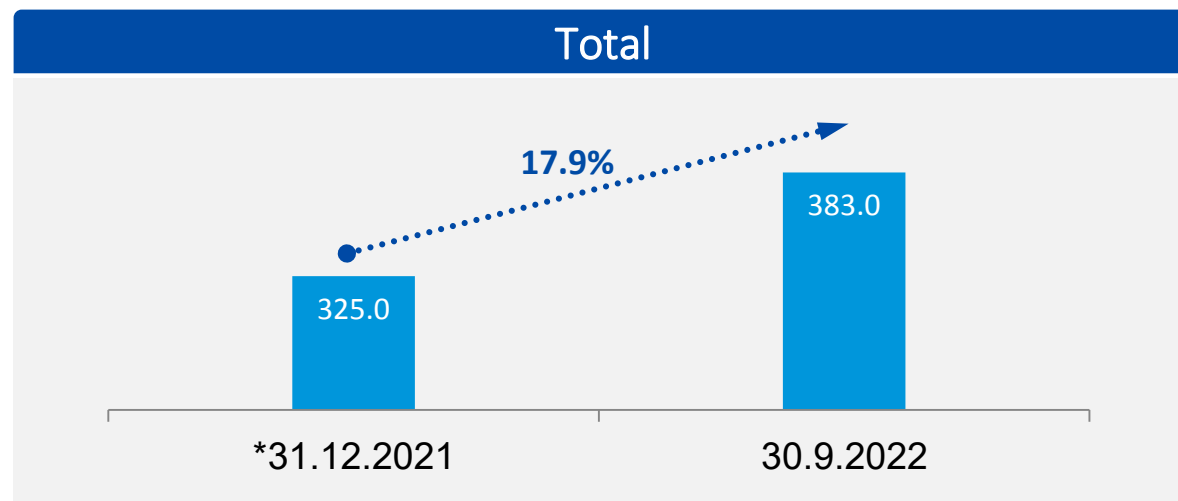


(NIS Millions)

* Excluding Leumi USA.



Loan Growth Continues in Line with Strategy



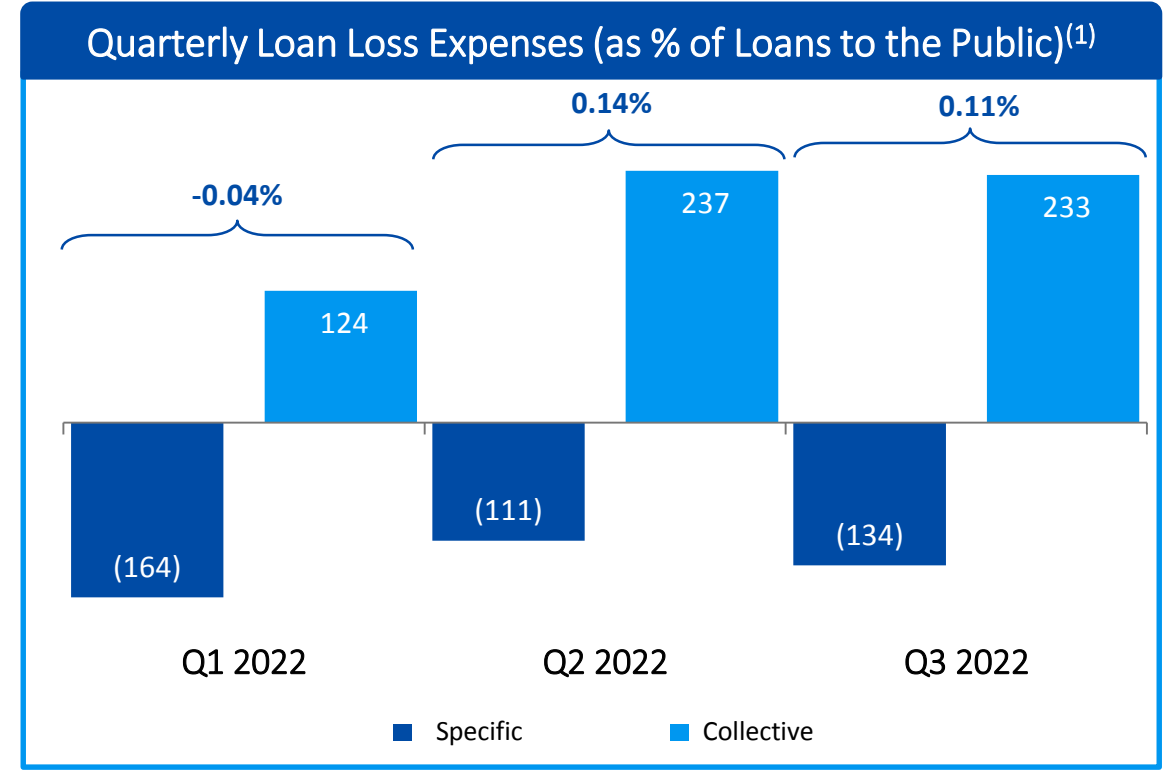
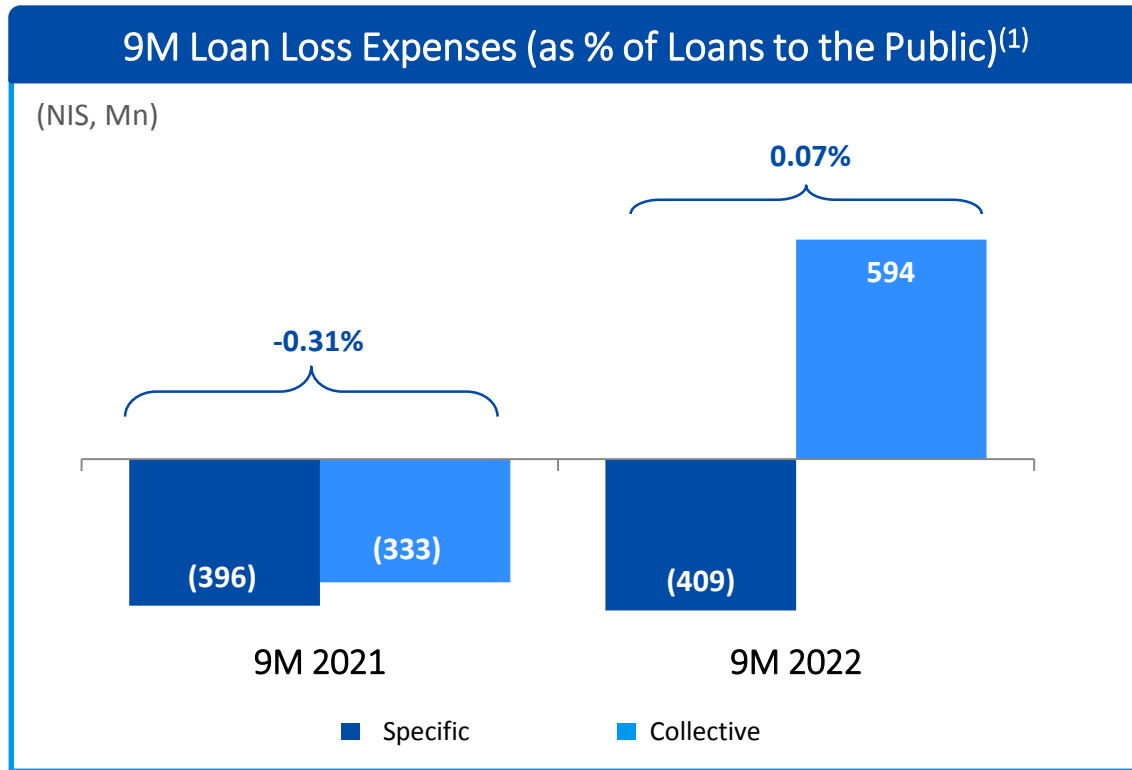
(NIS Billions)

Corporate includes Corporate and Real-Estate. The growth is mainly from Real-Estate.

* Excluding Leumi USA.



Increase in Collective Provisions; Specific Provisions Remain Low

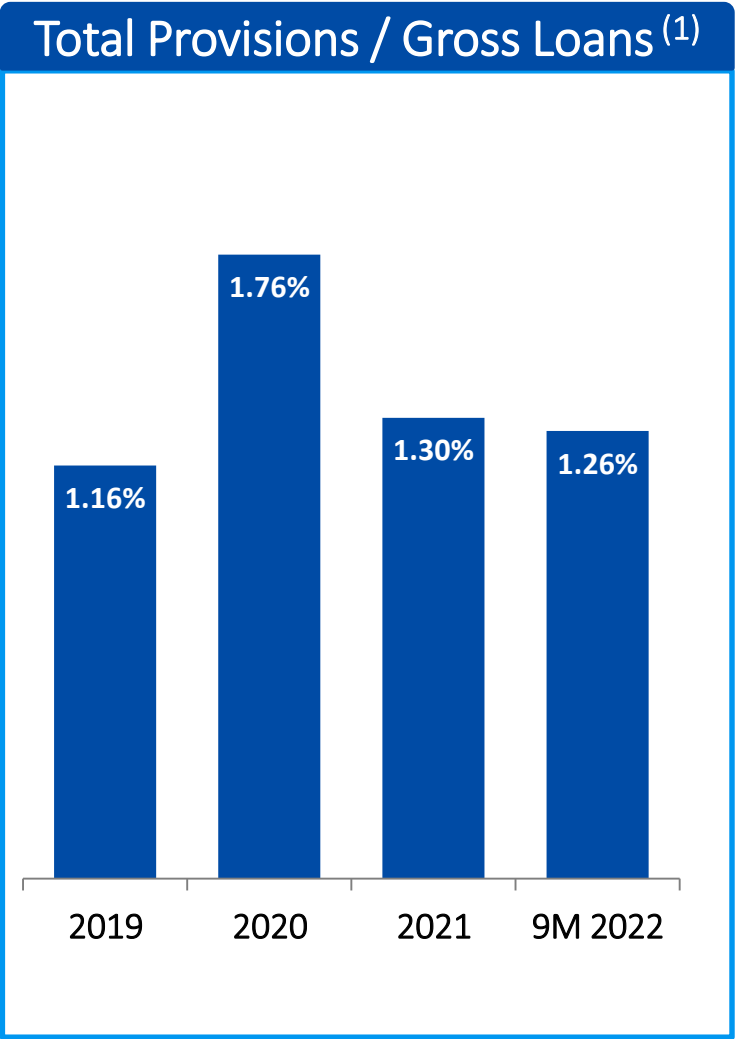
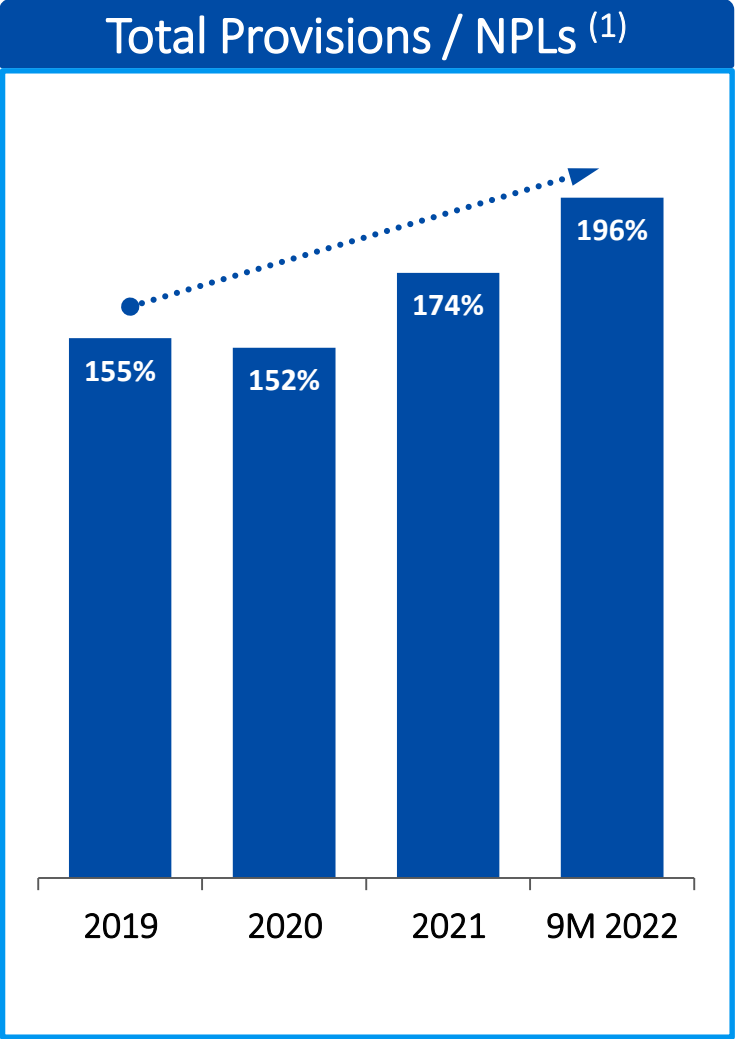
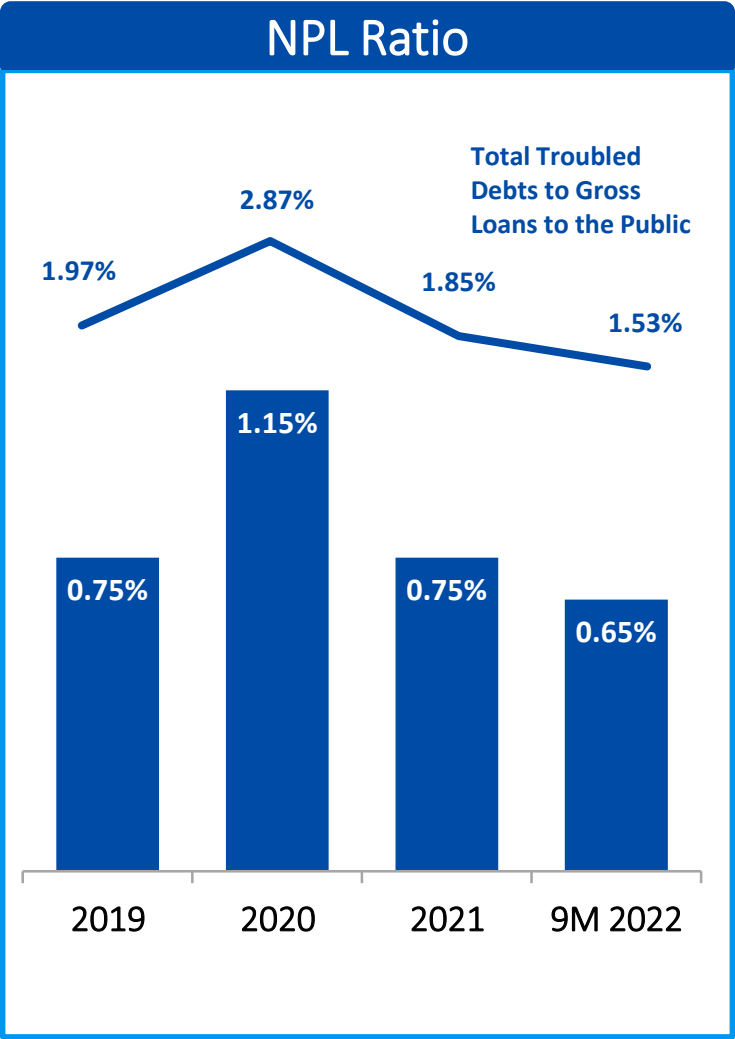


CECL- The Bank adopted the new directives starting January 1, 2022, with an effect of LLP increase for: (1) LLP increase for commercial credit - NIS 0.8 billion; and (2) LLP decrease for housing credit - NIS 0.2 billion.

Does not include provision for off-balance sheet items.



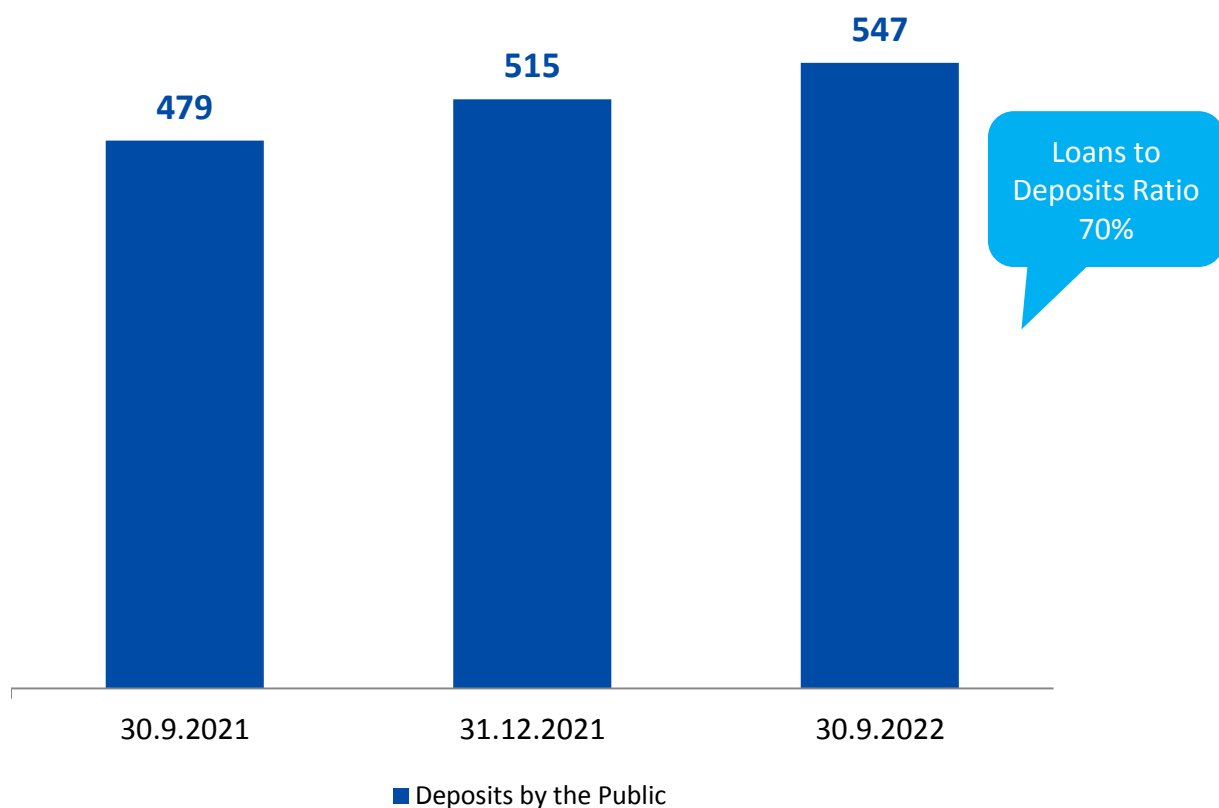
Robust Credit Quality Indicators



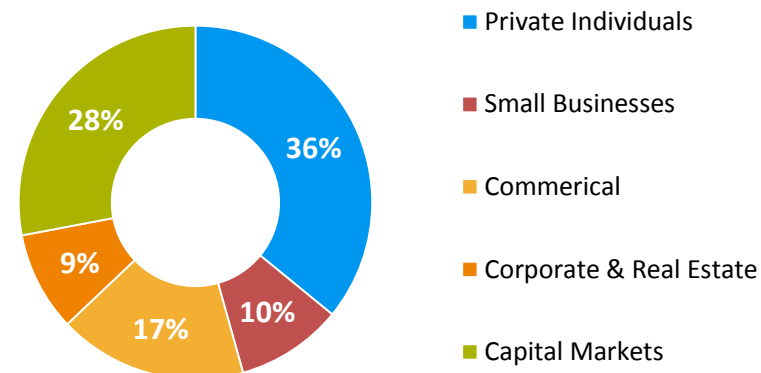
Total Provisions do not include provisions for off-balance sheet items.



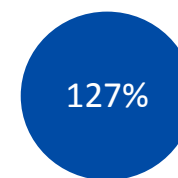
Solid and Diverse Deposit Base. Conservative, Well-funded Portfolio



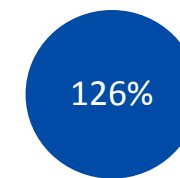
Deposits by the Public September 30, 2022



Maintaining Solid LCR and NSFR



LCR

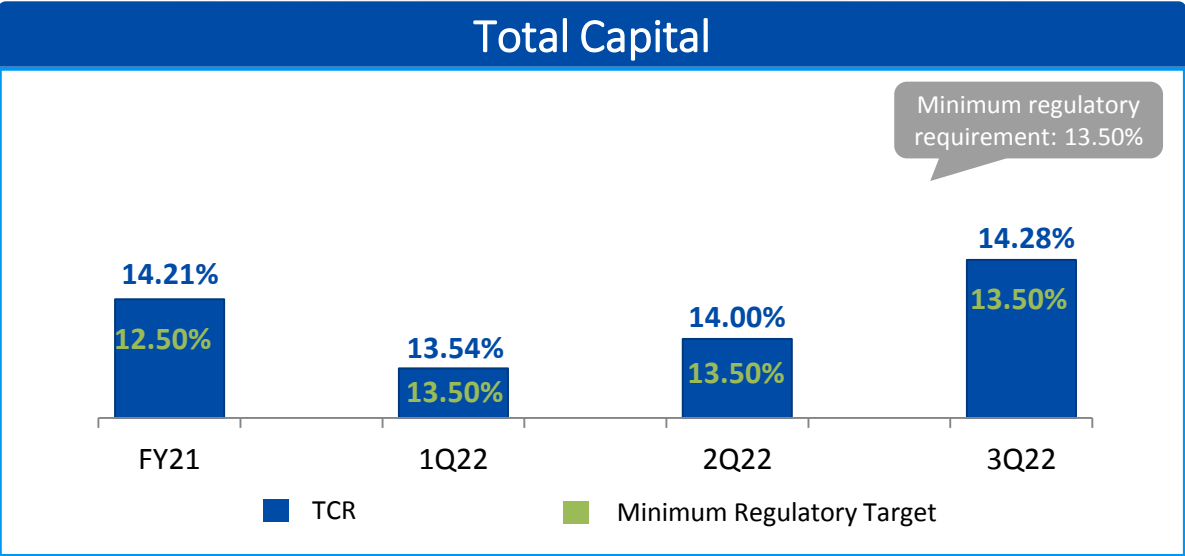
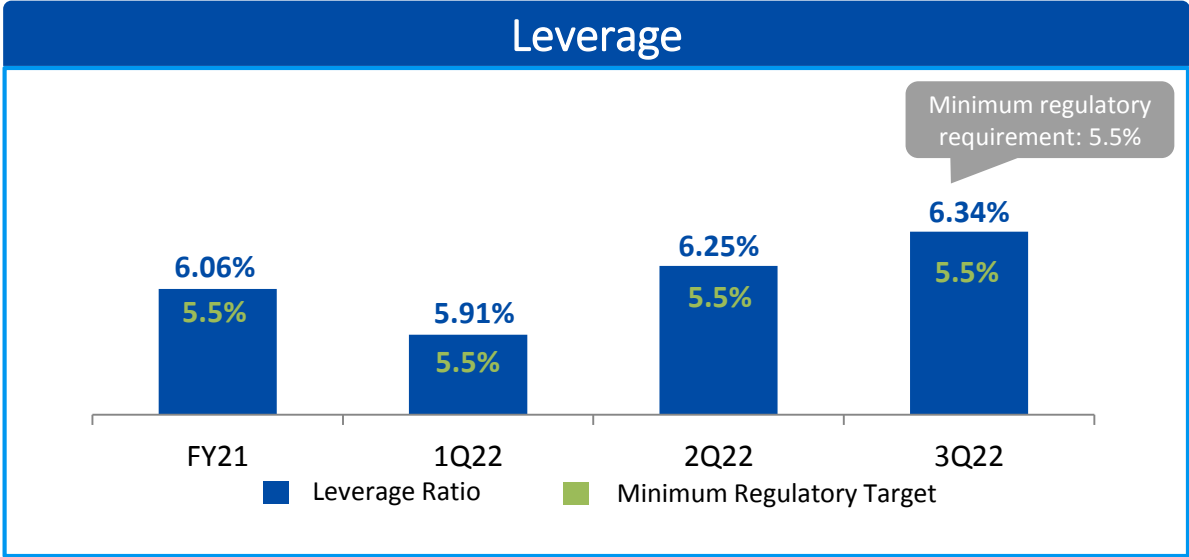
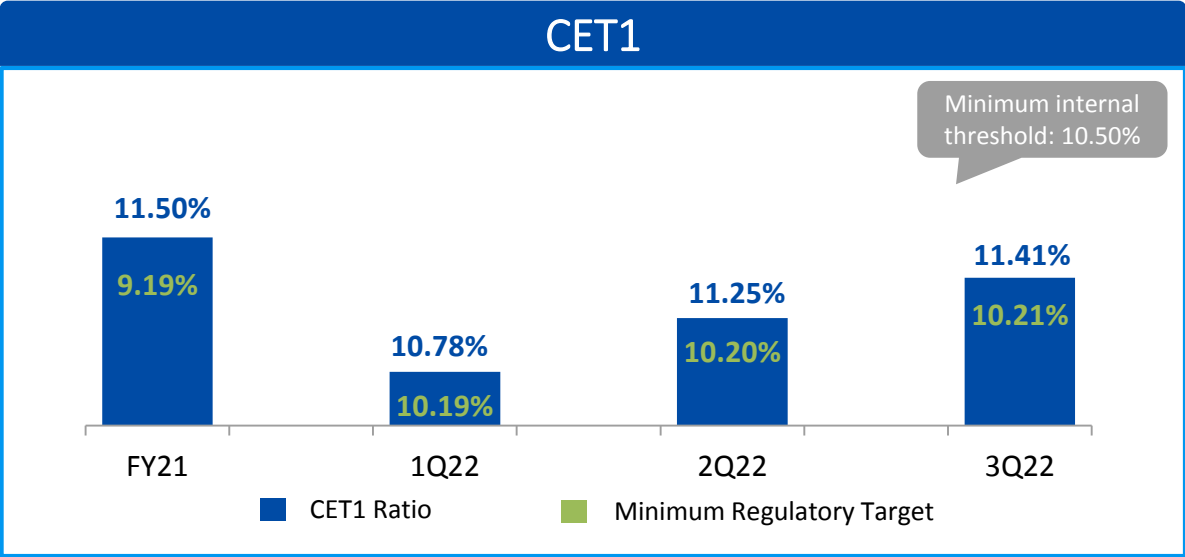


NSFR

(NIS Billions)
Excluding Leumi USA.



Solid Capital and Leverage Ratios



Main 3Q22 Takeaways

Consistent and strong performance.

Continued growth in credit.

Strong growth in PPNR – substantial increase in revenues and decline in costs.

Best-in-class cost income ratio.

Robust credit quality indicators – low NPLs, low problematic debts, and low loan loss expenses.

Strong capital ratio supports ongoing growth and capital return for shareholders.





Q&A