

# Financial Statements

30 September 2008



**MIZRAHI TEFAHOT**

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# Recent economic developments may effect the growth path

Some major risk factors that may fundamentally influence the group's financial results

## Regulatory risks

The forecast

*Regulatory orders that will substantially change the competitive environment in Israel are not expected*

The risk

*Regulatory orders can effect the Group's business environment and ability to offer certain services*

## Domestic economy risks

The forecast

*Domestic average annual growth of 3.5%*

Risk realization

*Expected economic slowdown and decreased growth rate may negatively effect the Group's business activities*

## Geo political risks

The forecast

*Geo political situation is not expected to substantially change*

The risk

*Lack of security/political stability in Israel can cause an overall slowdown of the economy*

## Global economy risks

The forecast

*Global credit crunch will not have a significant effect on the Israeli economy*

Risk realization

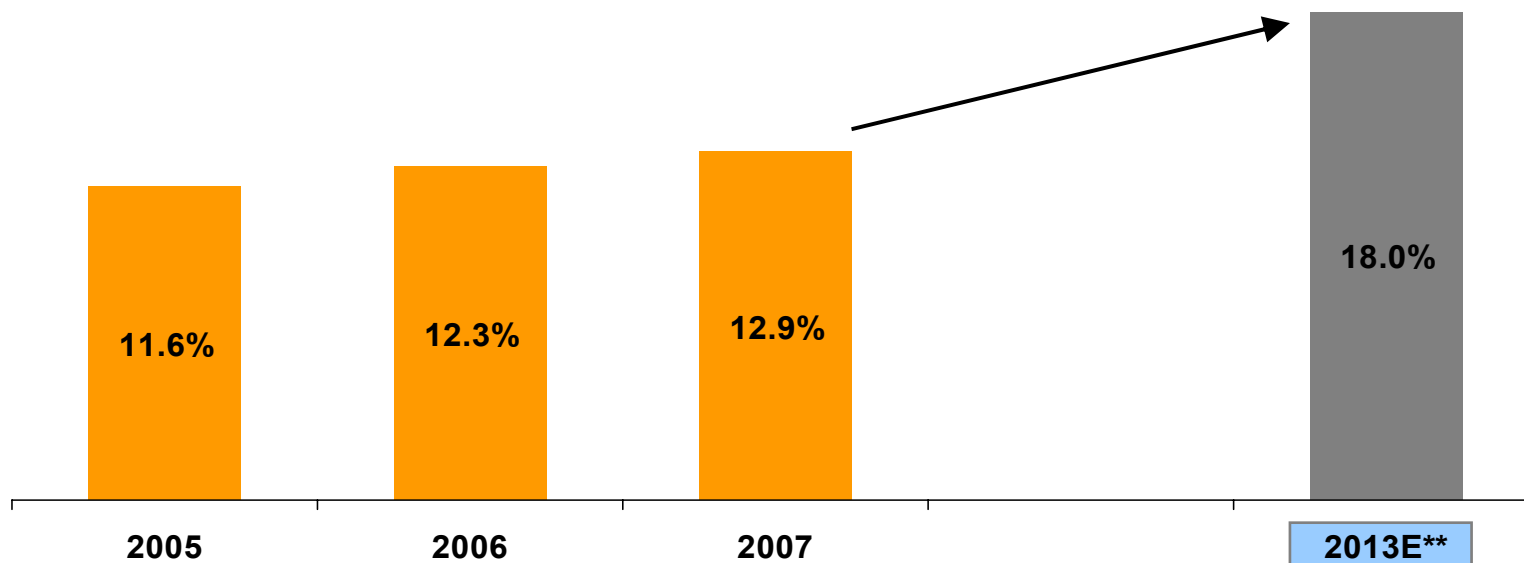
*A slowdown in the world markets can severely affect some of the Israeli businesses and their international activity*



*Some original risk factors have materialized, hence original plan should be modified accordingly*

# In light of recent economic developments the implementation of the Group's strategic plan was extended to 2013

Return on equity\* (excluding extra ordinary activity)

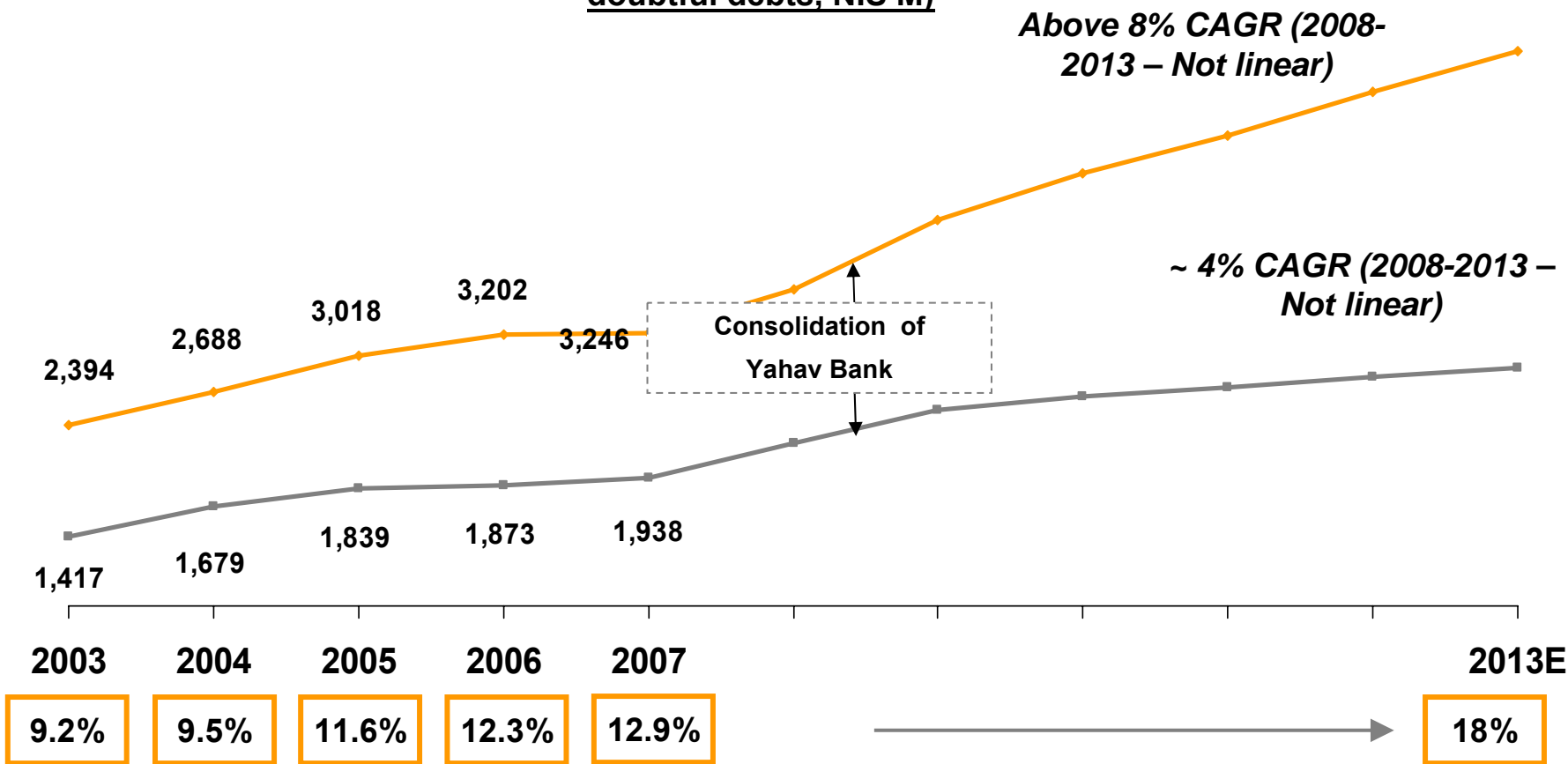


**The ROE target of 18% will be achieved by 2013  
(rather than 2012 at the original strategic plan)**

\* Starting 2007, Bank of Israel changed the ROE calculation method from equity at the beginning of the year to an average equity for the time period. Future goals include the influence of the implementation of Basel II regulations  
\*\* Not including the potential of acquisition/international activity.

# In summary, the group's target is to achieve a margin exceeding 4% between profits and expenses

Profits, expenses\* and return on equity (consolidated, before provisions for doubtful debts, NIS M)



**The group's aim is to reach 18% ROE by 2013**

Return on Average Equity

# Merging Bank Adanim for Mortgages into Mizrahi Tefahot Bank

## **The business rational**

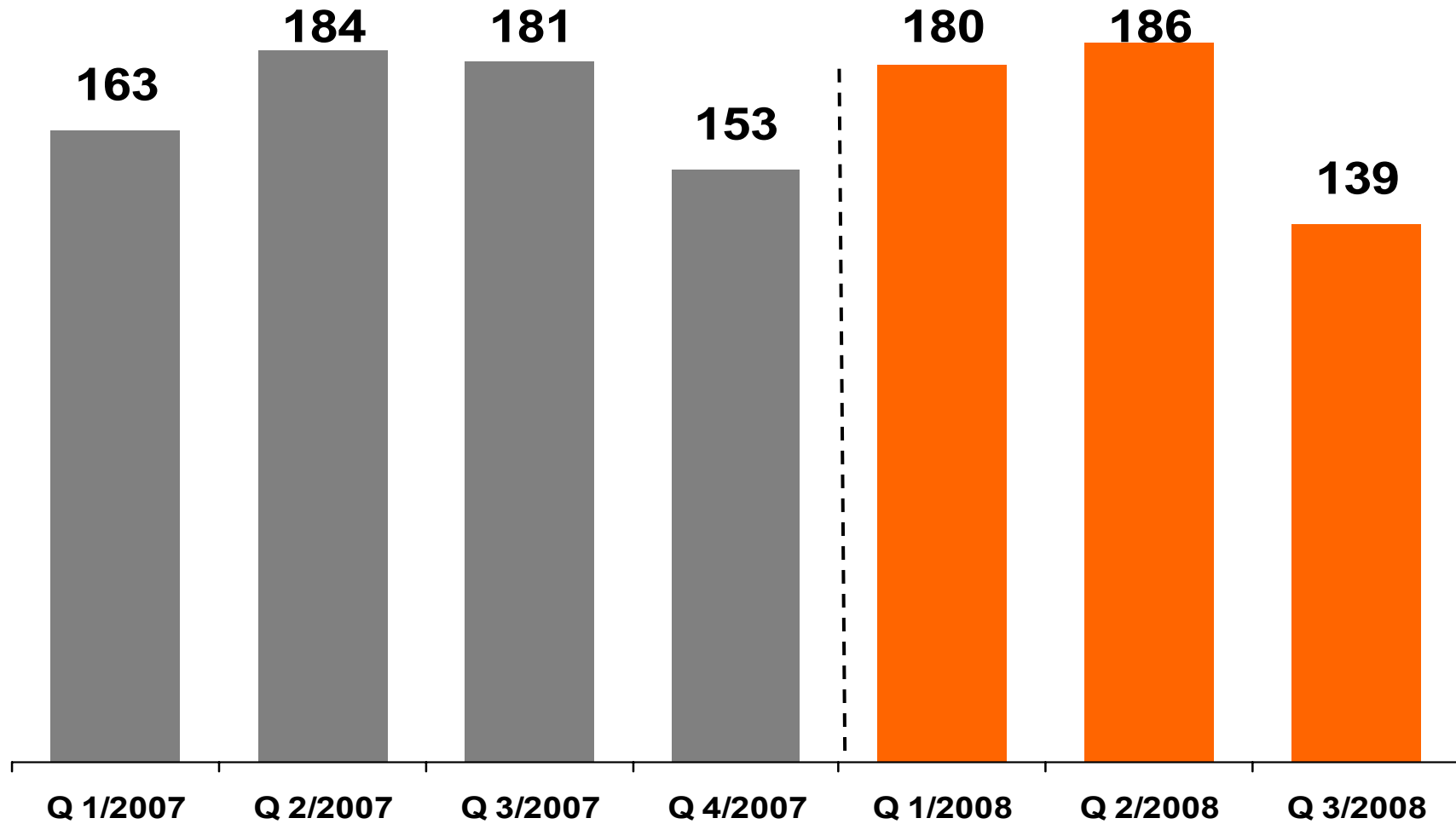
- Cost saving – salaries, maintenance & depreciation and other
- Greater efficiency of processes as part of the long term efficiency plan
- Managerial focus
- Potential target accounts conversion or cross selling

## **Bank Adanim – general information**

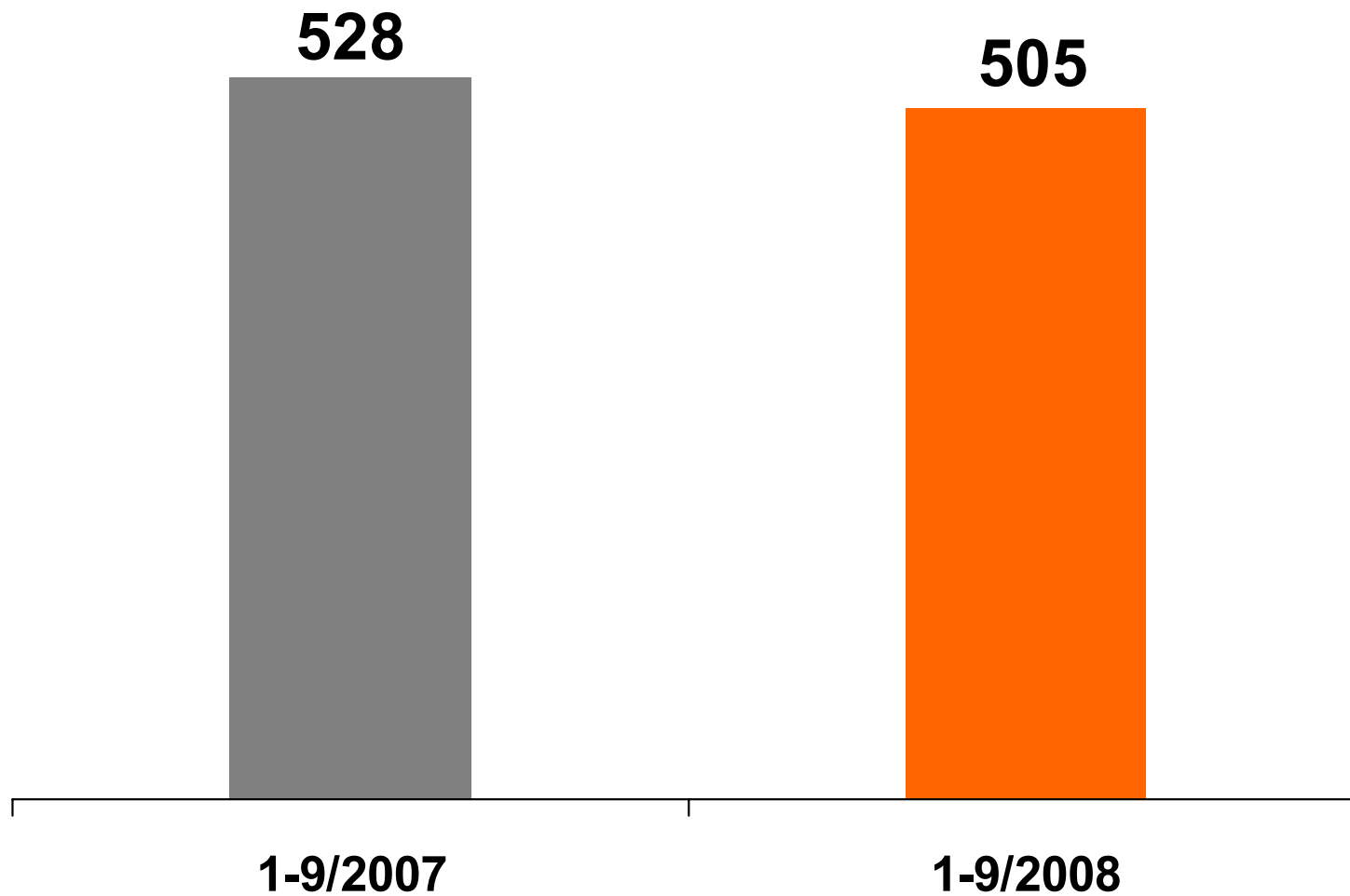
- Number of credit accounts – 17000
- Total number of accounts – 20000
- Number of branches – 10
- Number of employees – 135  
of which 73 HO employees

***The forecasted annual reduction of expenses due to the merger of Bank Adanim is NIS 24 mil (with the completion of the merger, during 2010)***

# Net Operating Profit (mil NIS)

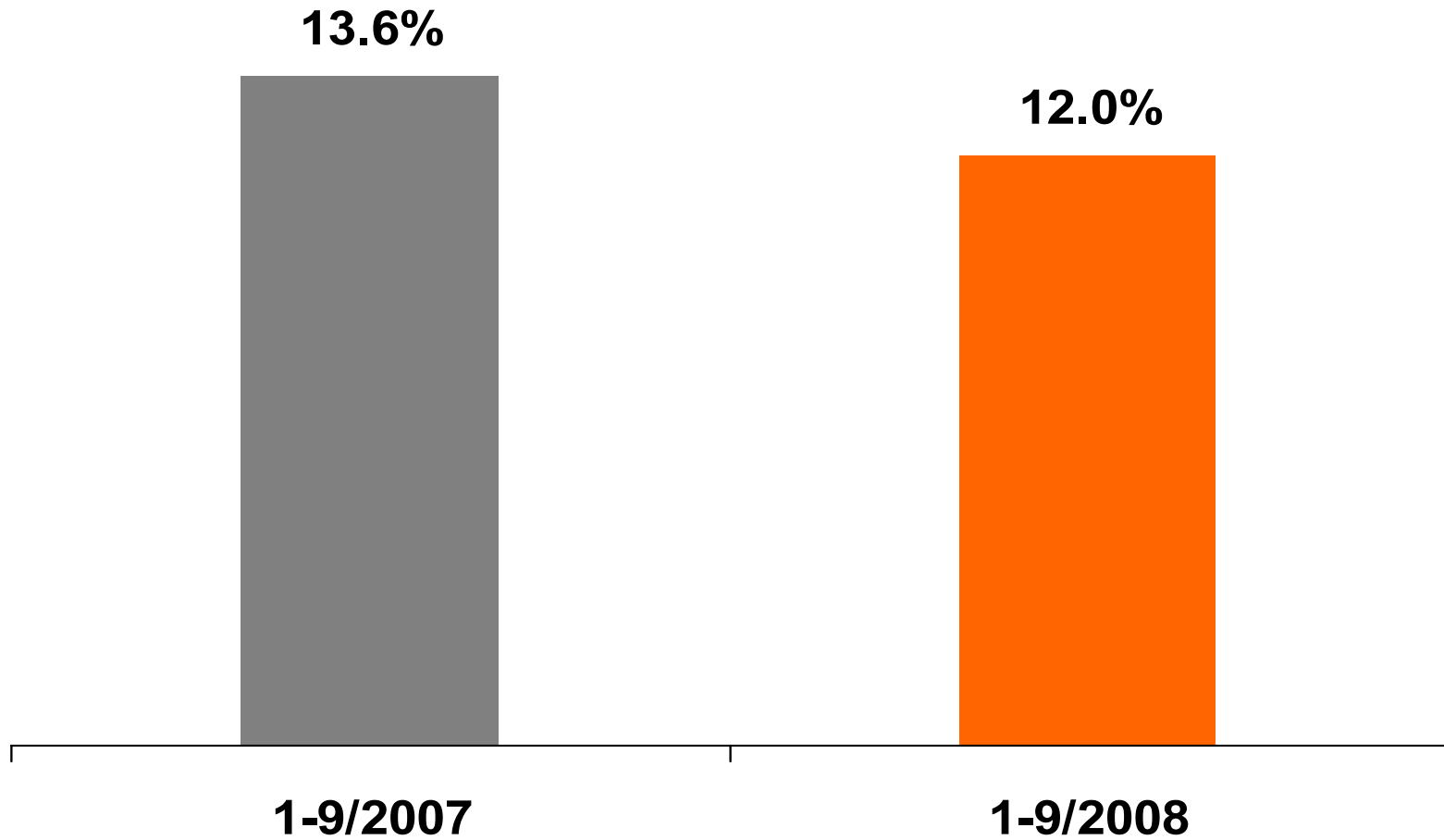


# Net Operating Profit (mil NIS)

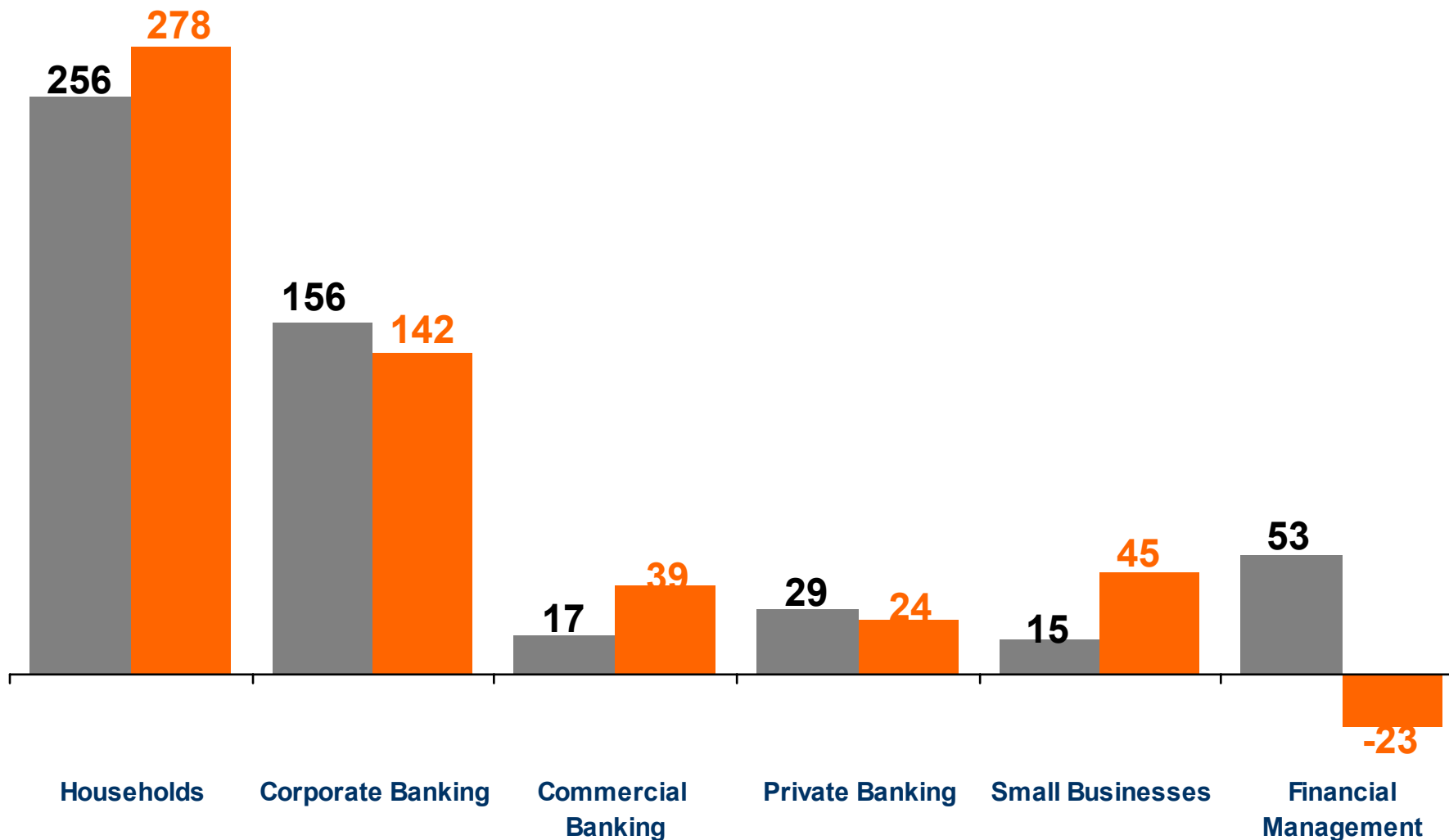




# Net Operating Profit – Return on Equity



# Net Operating Profit by Main Operating Segments (mil NIS)



10



**MIZRAHI TEFAHOT**

**1-9/2007**



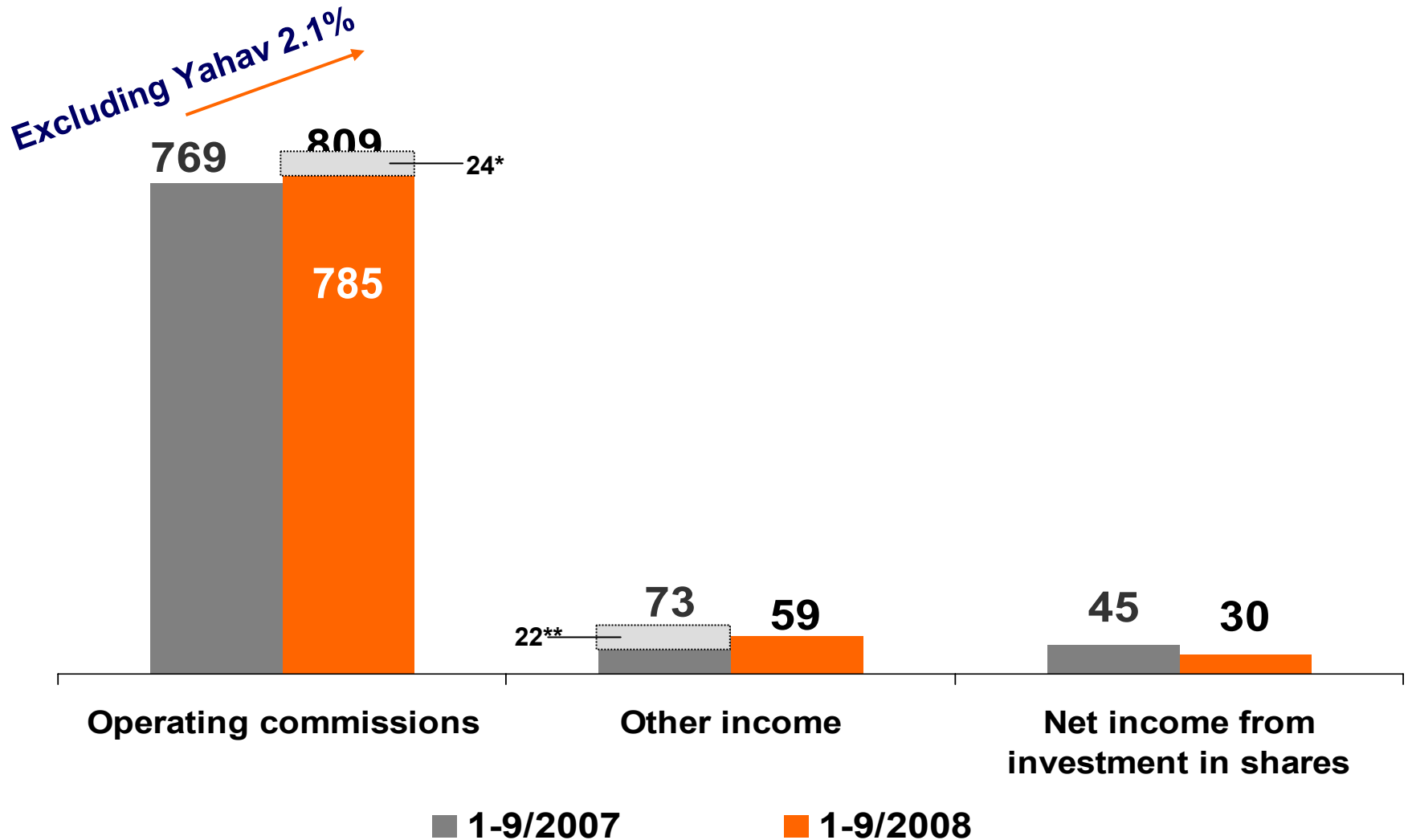
**1-9/2008**



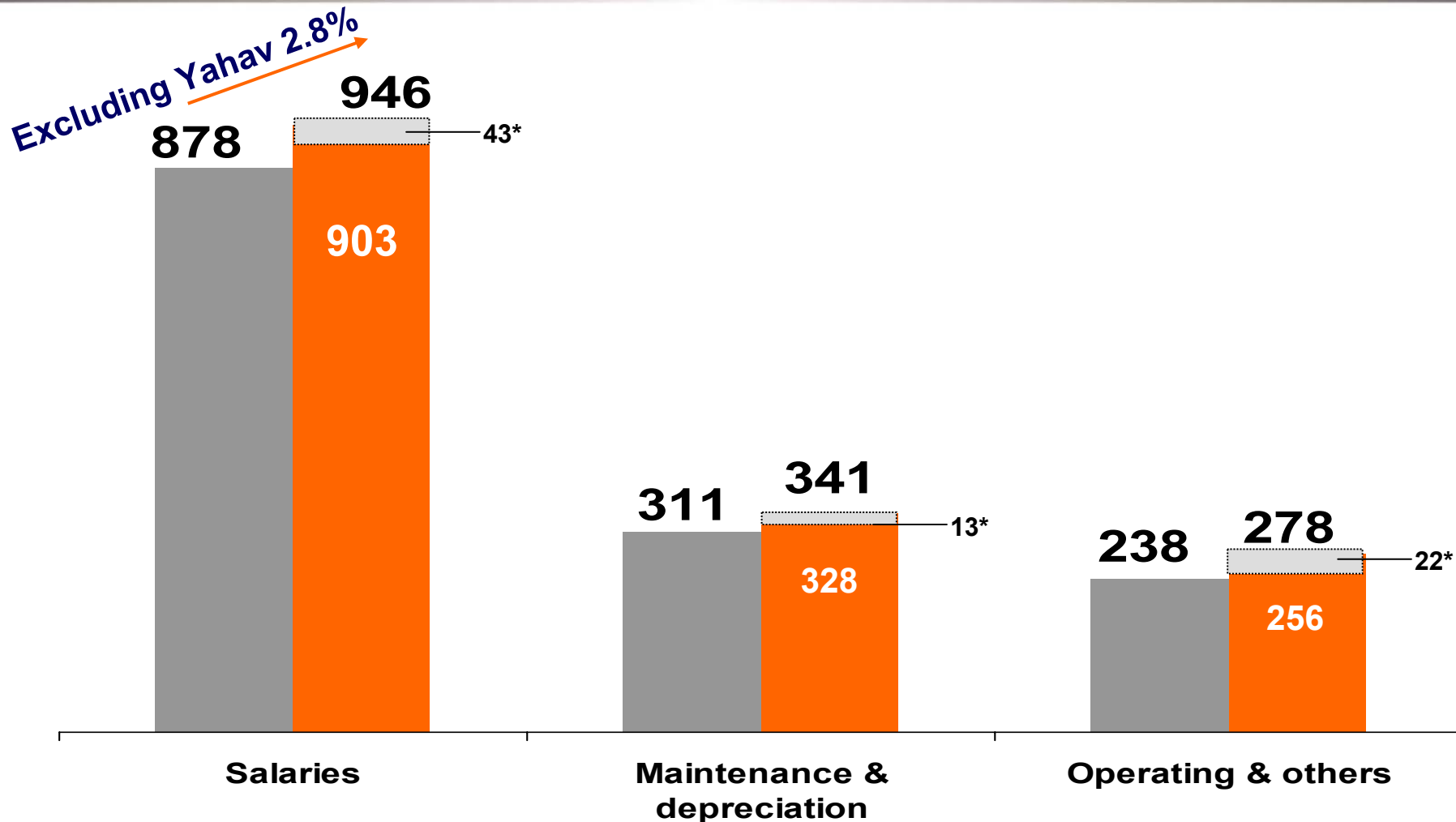
# Profit from Financing Operations before Provision for Doubtful Debts (mil NIS)

|   | 1-9/2008     | 1-9/2007     | %<br>1-9/2008 to 1-9/2007 |
|---|--------------|--------------|---------------------------|
| Profit from ordinary activities               | 1,630        | 1,499        | 8.7                       |
| Profit (Loss) on sales of debentures, net     | (86)         | 2            | -                         |
| Interest income on problem debts              | 105          | 123          | -                         |
| Fair value adjustments & Others               | (17)         | (105)        | -                         |
| Bank Yahav                                    | 69           | -            | -                         |
| <b>Total profit from financing operations</b> | <b>1,701</b> | <b>1,519</b> | <b>12.0</b>               |

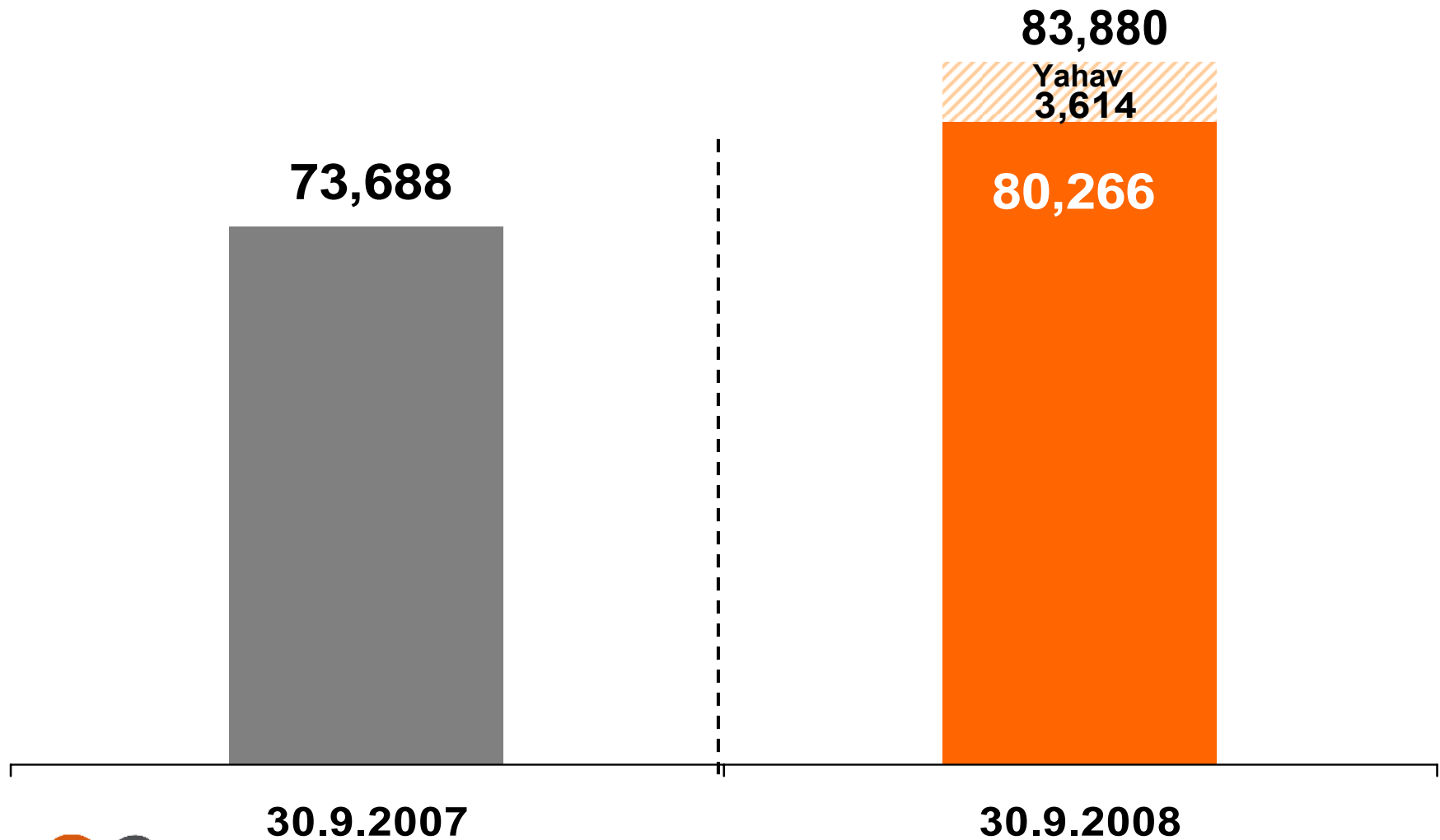
# Operating and Other Income – Analysis (mil NIS)



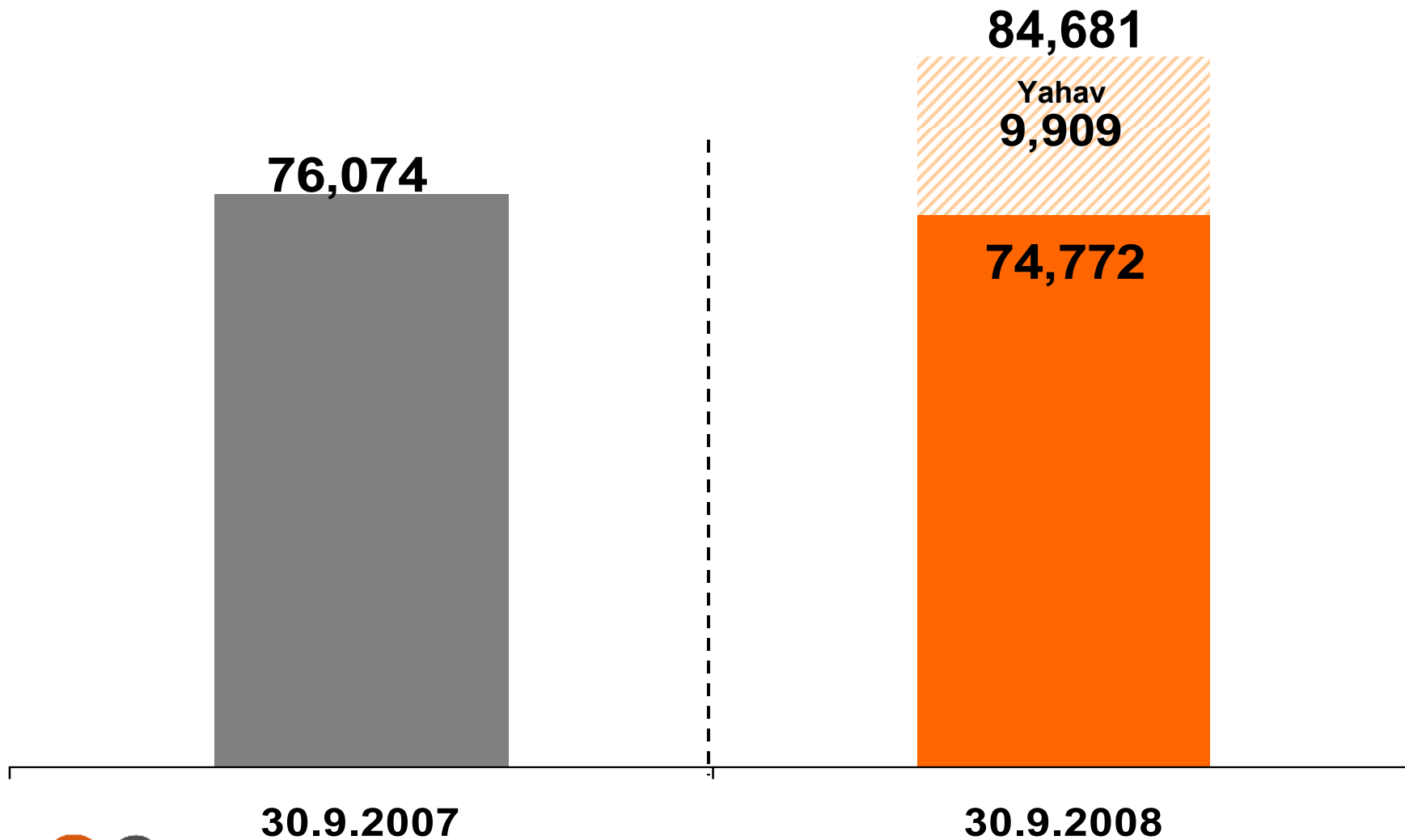
# Operating & Other Expenses – Analysis (mil NIS)



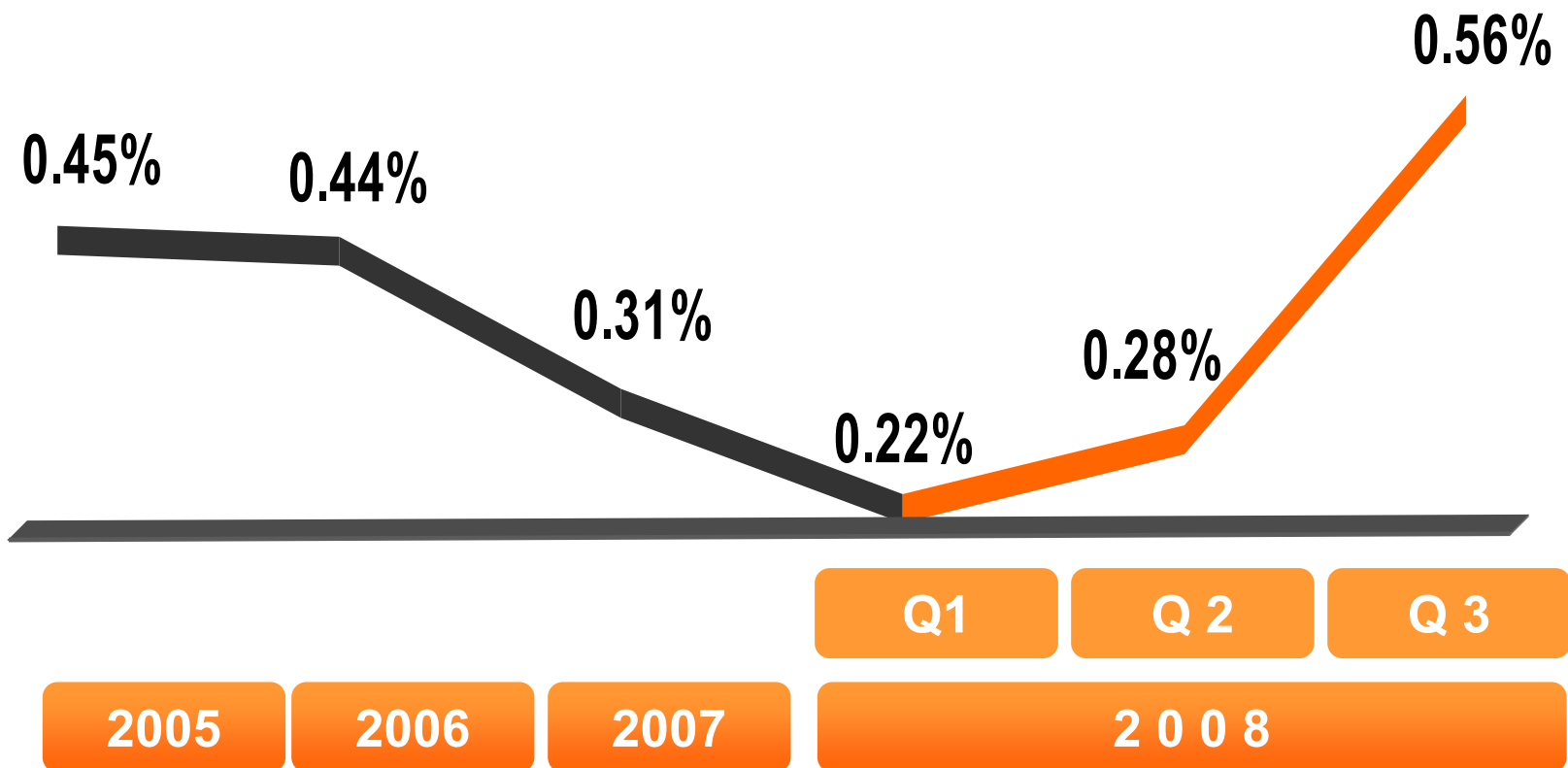
# Loans to the Public (mil NIS)



# Deposits from the Public (mil NIS)

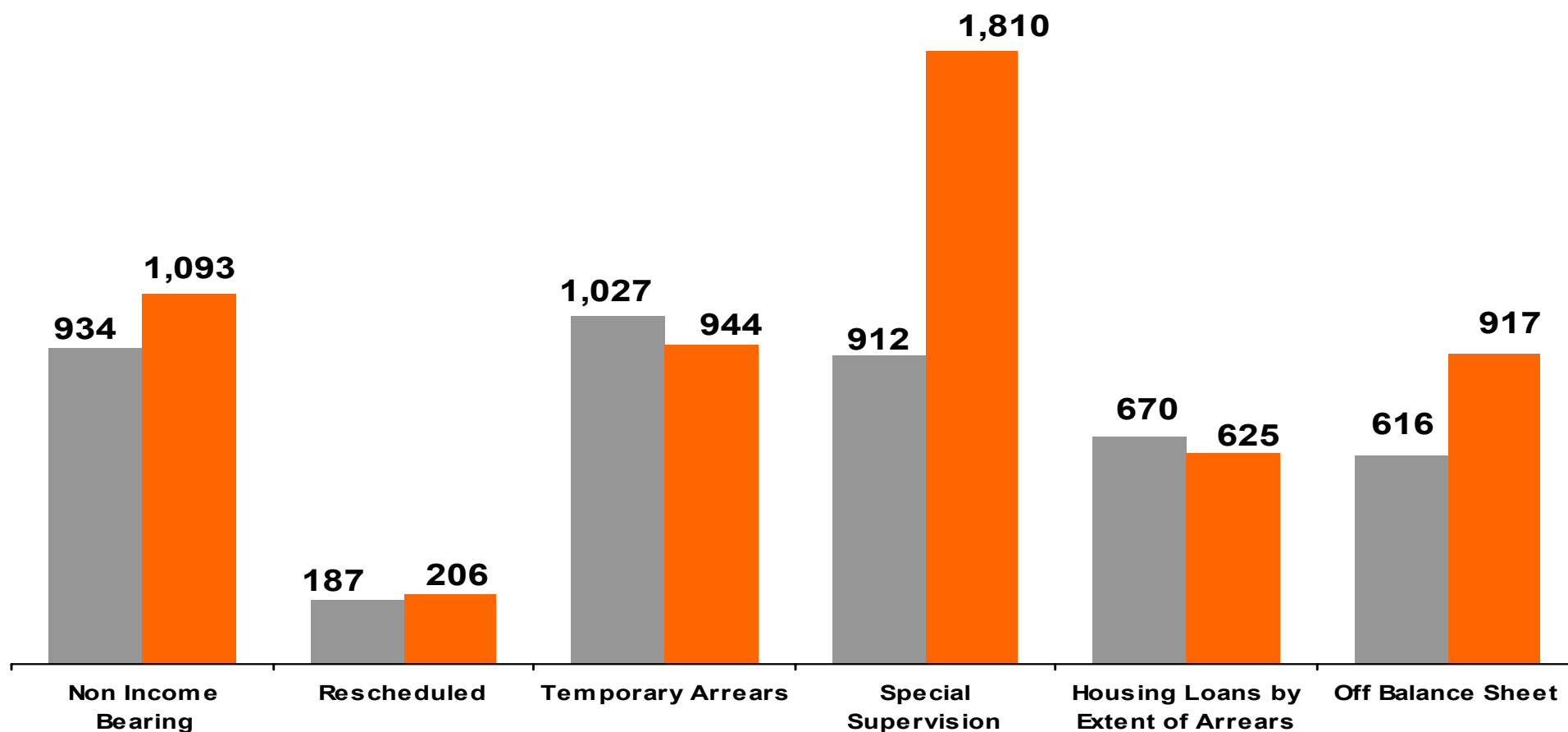


# Ratio of Provisions / Loans to the Public



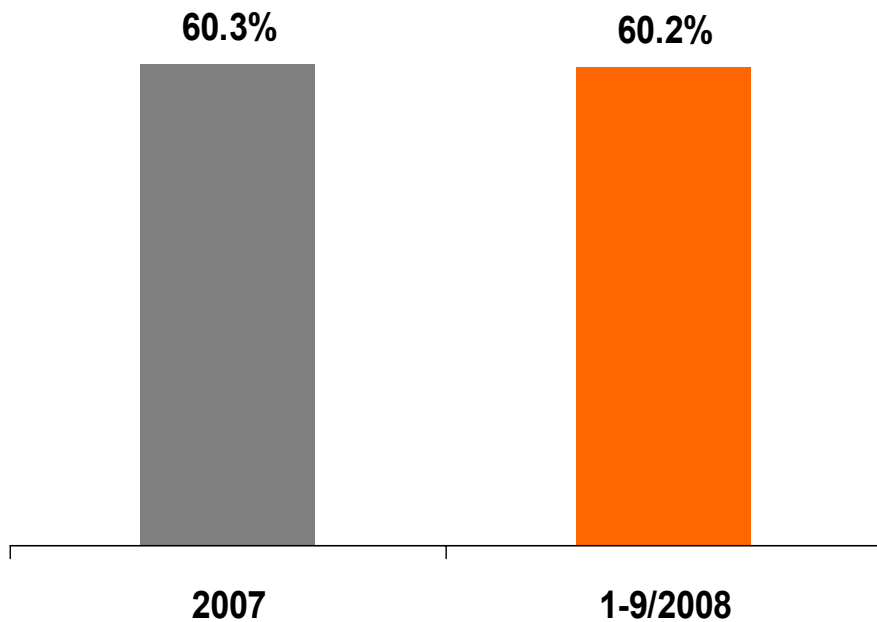


# Problem Debts – Analysis (mil NIS)

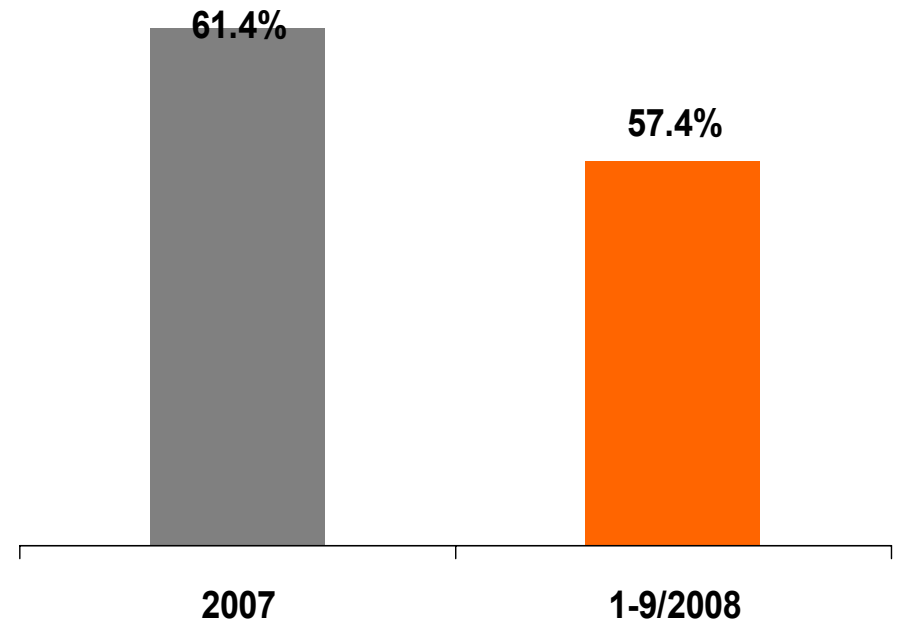


# Efficiency Ratios

## Cost / Income Ratio



## Coverage Ratio

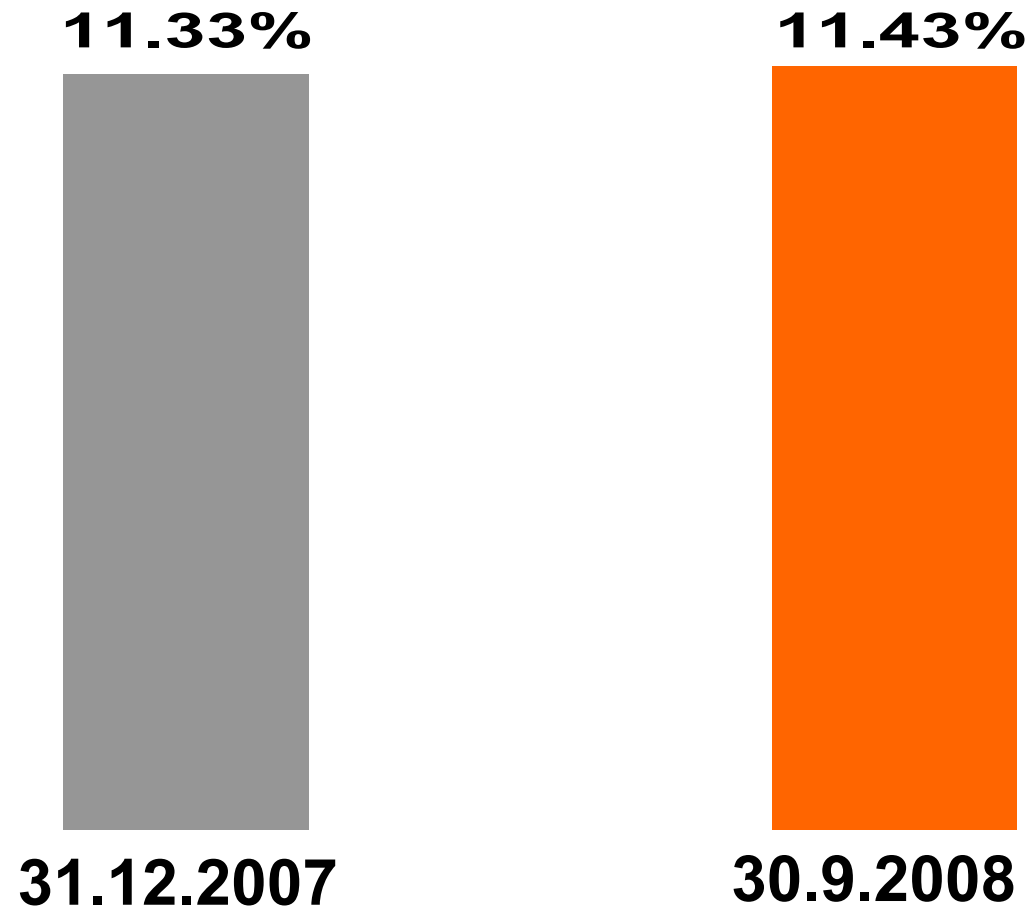


*Cost/Income ratio = non-interest expenses divided by total pre-provision income and operating income*

*Coverage ratio = operating income divided by non-interest expenses*



# Capital Adequacy



# Equity (Bil NIS)

