

The background image features a stack of various coins on the left side. Overlaid on this are several data visualization elements: a blue line graph with glowing nodes, a white line graph, and a bar chart with grey bars. The overall scene is set against a blurred cityscape at night with lights reflecting on water.

# Financial statements

March 31, 2020

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- Accordingly, the information contained in this document is only partial, is not exhaustive and does not include the full details regarding the bank and its operations or regarding the risk factors involved in its activity and certainly does not replace the information included in the periodic, quarterly or immediate reports published by the bank. In order to receive the full picture regarding the bank's 2020 quarterly reports, the aforesaid reports should be perused fully, as published to the public.
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- The bank's results in practice may be significantly different from those included in the forecasting information, as a result of a large number of factors, including, *inter alia*, changes in the domestic and global equity markets, macro-economic changes, geo-political changes, legislation and regulation changes, and other changes that are not under the bank's control, which may lead to the estimations not realizing and/ or to changes in the business plans.
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# Impact of the Corona virus crisis



Extensive  
operational  
preparation which  
enabled  
appropriate service  
to bank customers

- At all time branch network remain operational
- Ensuring social distancing and implementation of capsules operation
- Remote operation from home

Response to  
customers in  
light of social  
distancing  
limitations and  
the economic  
situation

- Expansion of all digital branches in order to address clients' needs  
An extensive approval of grace periods or bridge loans for customers
- Servicing clients through a mobile branch

Leveraging  
business  
opportunities

- Core deposits gathering
- Government-guaranteed loans for SMEs and midmarket
- Leveraging the bank's operational capabilities proven during the crisis period, to continue to recruit quality customers and improve operational efficiency

# Net profit

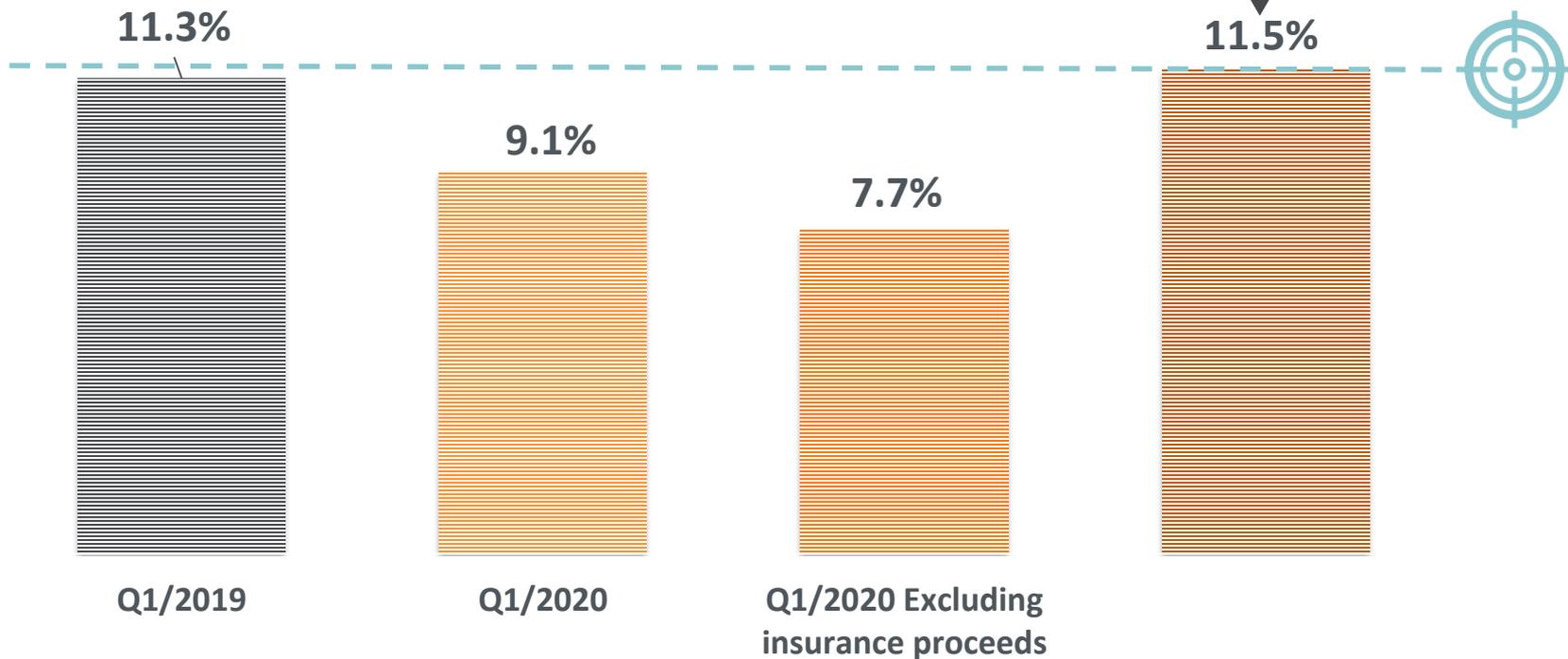
(NIS mil)



# Return on equity



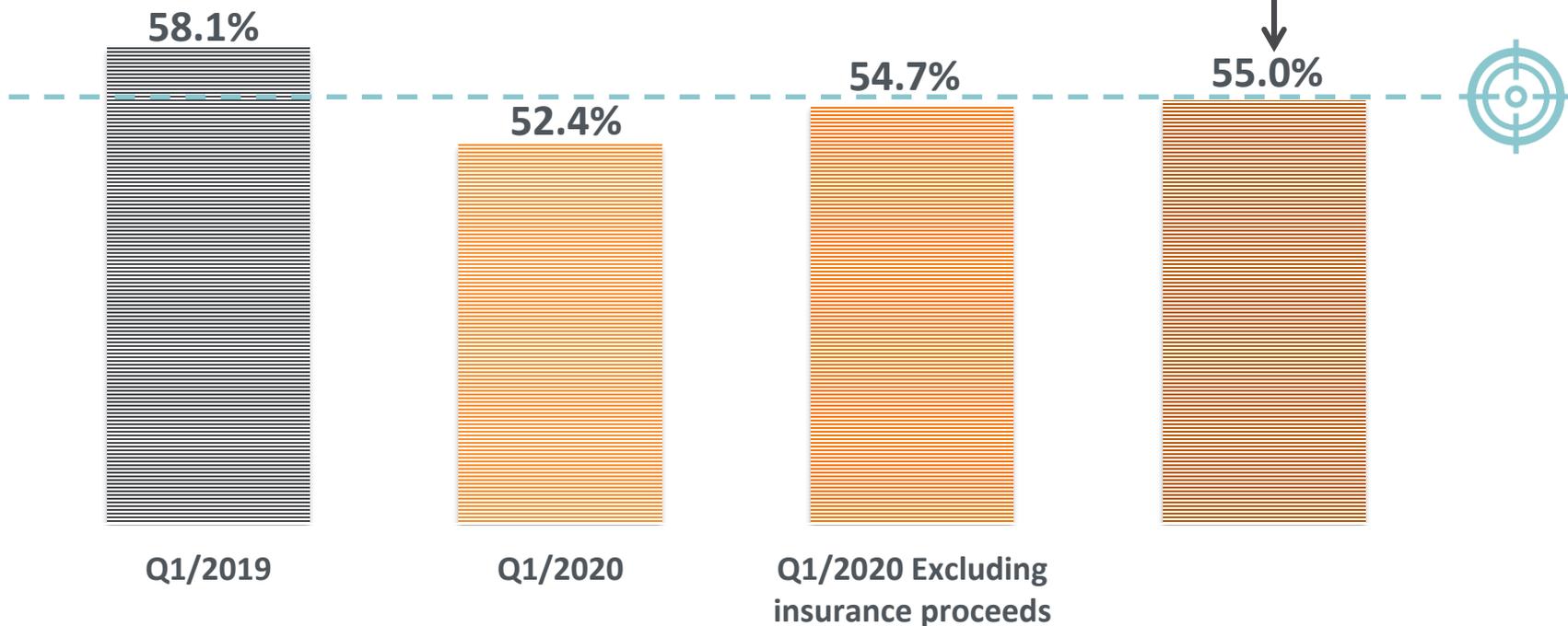
ROE 2021 target according to the strategic plan



# Efficiency ratio



Cost/income ratio 2021 target according to the strategic plan



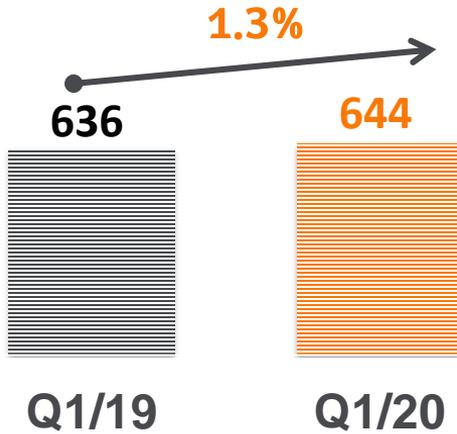
# Expenses

(NIS mil)

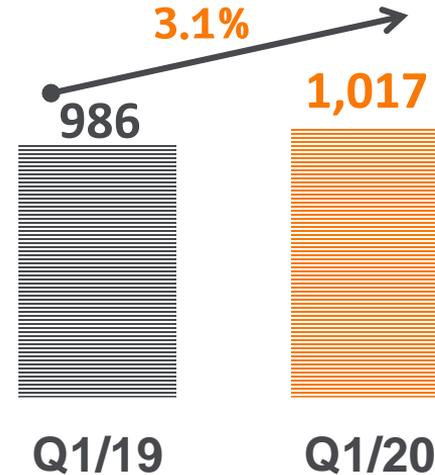


Annual growth target according to the strategic plan – 6%

### Salaries

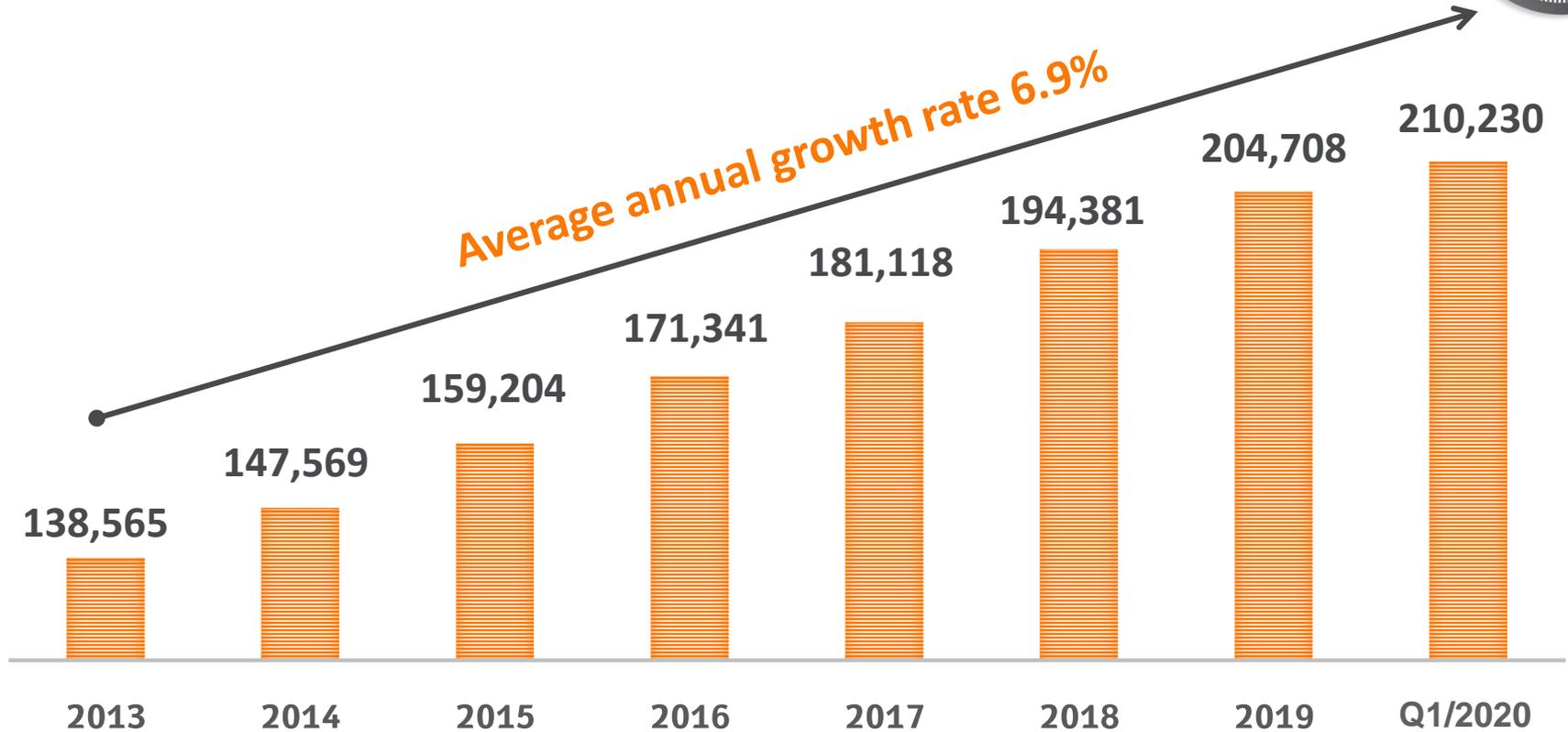


### Operating and other expenses



# Continuous loan growth

(NIS mil)



# Continuous loan growth in all segments

(NIS mil)



Business segment	31.03.2020	31.03.2019	% of change
Housing loans	137,227	127,368	7.7%
Households and Private banking	21,642	21,222	2.0%
Small and micro businesses	21,175	19,632	7.9%
Medium businesses	7,225	6,789	6.4%
Large businesses, Institutional investors and Overseas operations	22,961	21,260	8.0%
<b>Total</b>	<b>210,230</b>	<b>196,271</b>	<b>7.1%</b>

# Continuous loan growth focusing on business segments



(NIS mil)

Business segment	31.03.2020	31.03.2019	% of change
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51,361

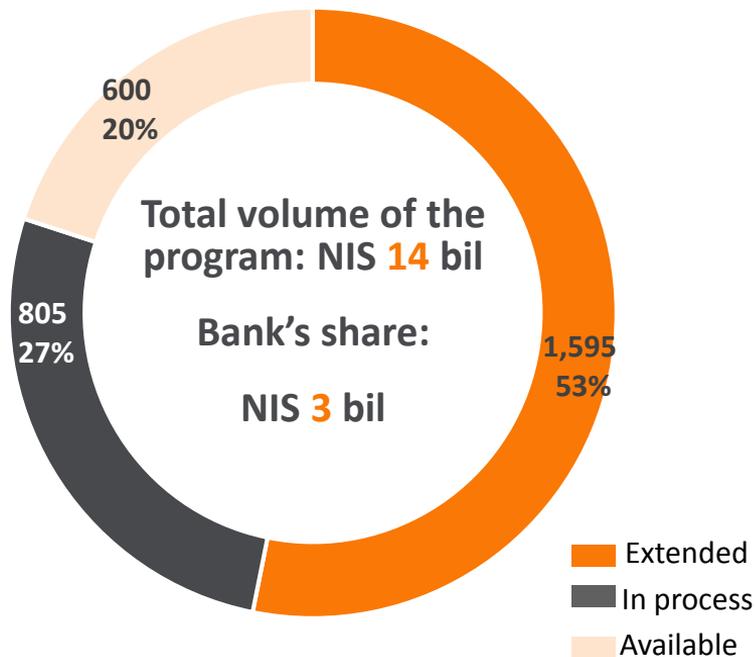
47,681

Annual growth of 7.7% in business segments

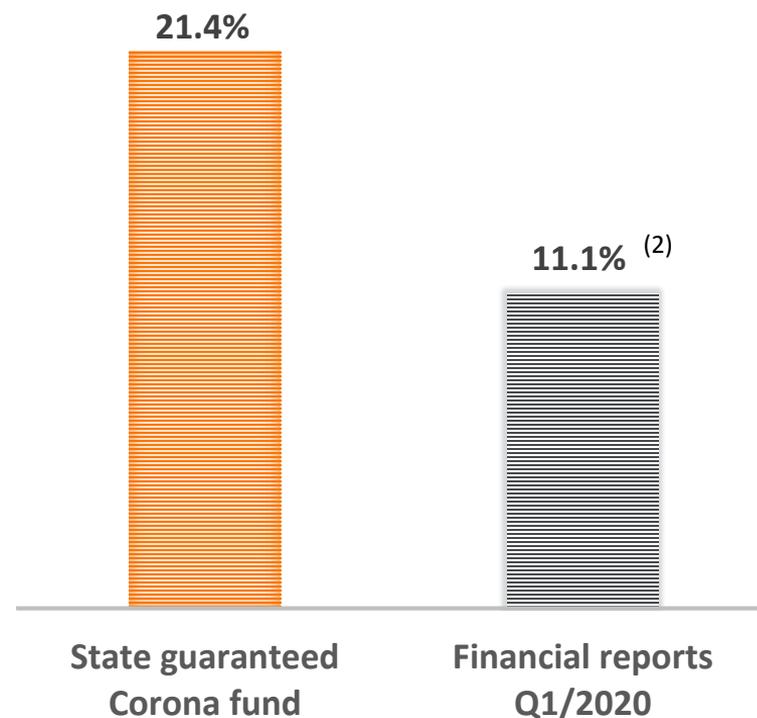
# Government guaranteed special Corona program – Bank's share higher than its market share



## Government guaranteed Corona program <sup>(1)</sup>



## Marker share of the Bank



# Adjusting provisions to market conditions

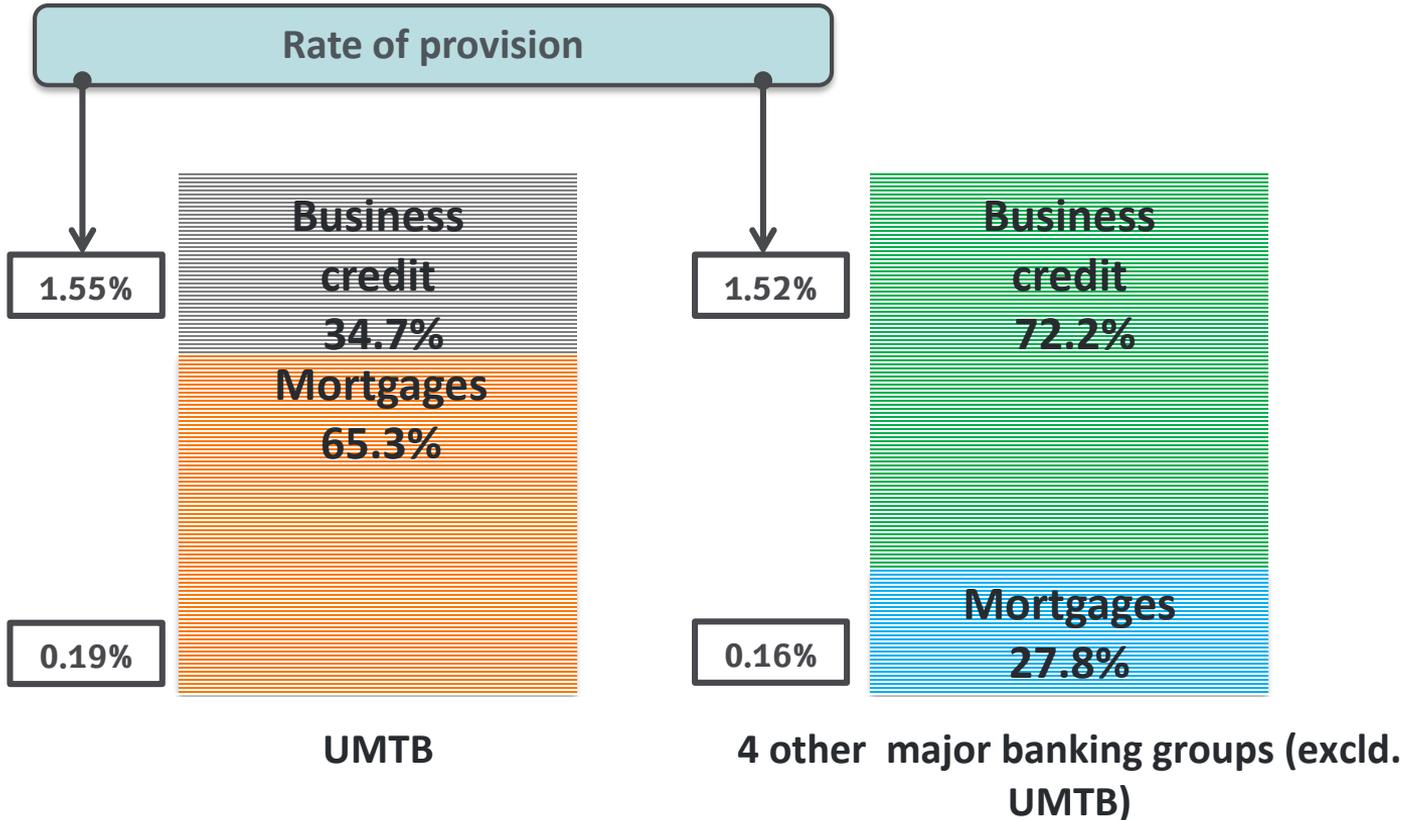
(NIS mil)



Applying methodology for possible future impact of the Corona virus on economic conditions

Segment	Q1/2020		Q1/2019		2019	
	Provision	Rate of provision	Provision	Rate of provision	Provision	Rate of provision
Housing loans	65	0.19%	8	0.03%	44	0.03%
Households and Private banking	39	0.72%	27	0.51%	101	0.46%
Small and micro businesses	72	1.37%	37	0.76%	166	0.80%
Medium businesses	72	4.05%	1	0.06%	42	0.59%
Large businesses, Institutional investors and Overseas operations	95	1.67%	5	0.09%	14	0.07%
Financial management	2	-	(2)	-	(3)	-
<b>Total</b>	<b>345</b>	<b>0.66%</b>	<b>76</b>	<b>0.15%</b>	<b>364</b>	<b>0.18%</b>

# Robust, resilient balance sheet, **tilted towards mortgages with lower risk level**



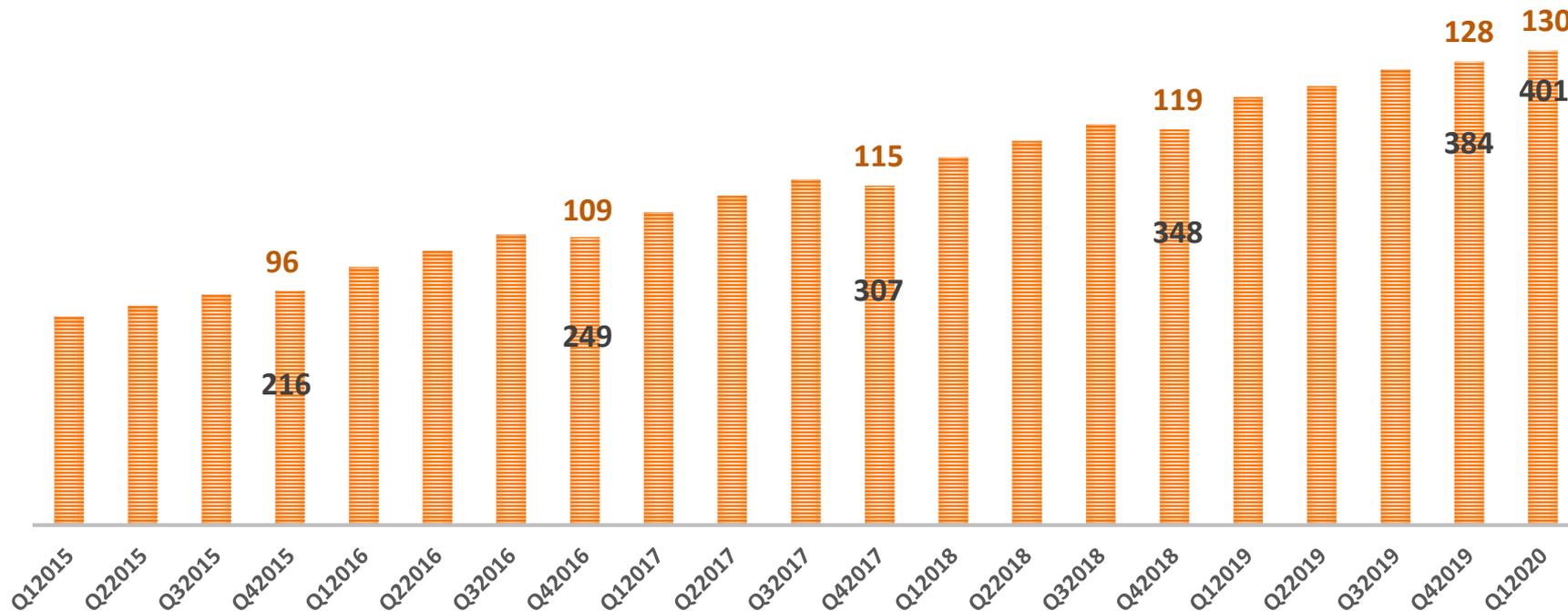
# Mortgages - maintaining leading position



## Continuous growth of balance and revenues

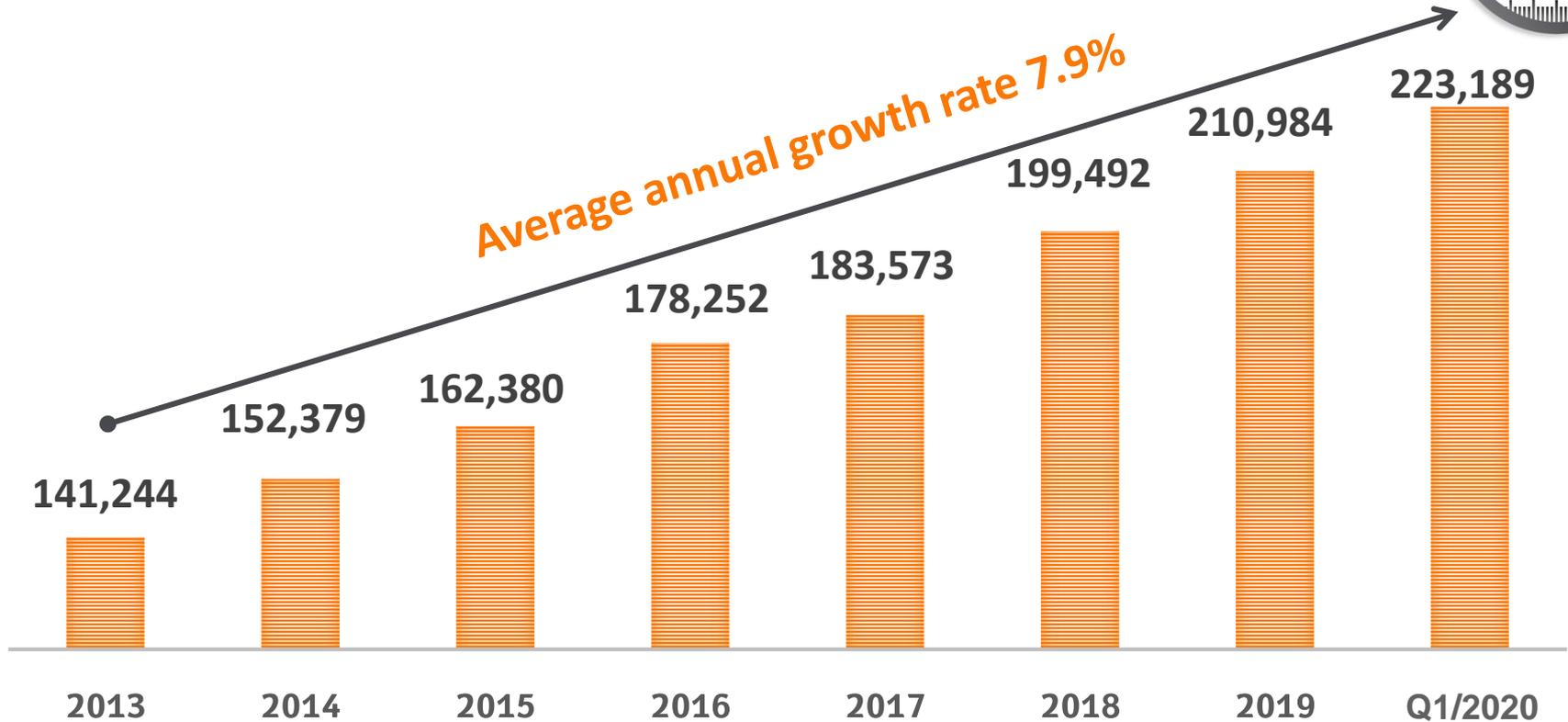
Total balance (average)(NIS bil)

Total interest revenue (NIS mil)



# Continuous deposit growth

(NIS mil)



# Growth of core\* deposit

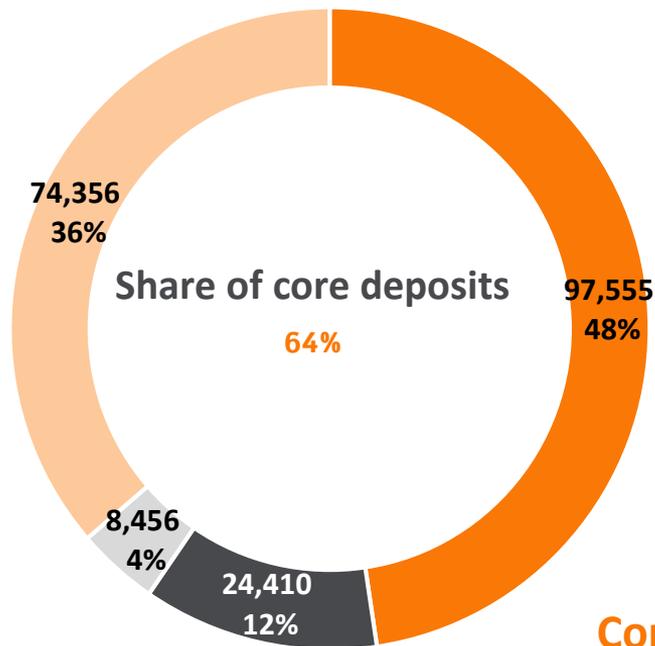
(NIS mil)



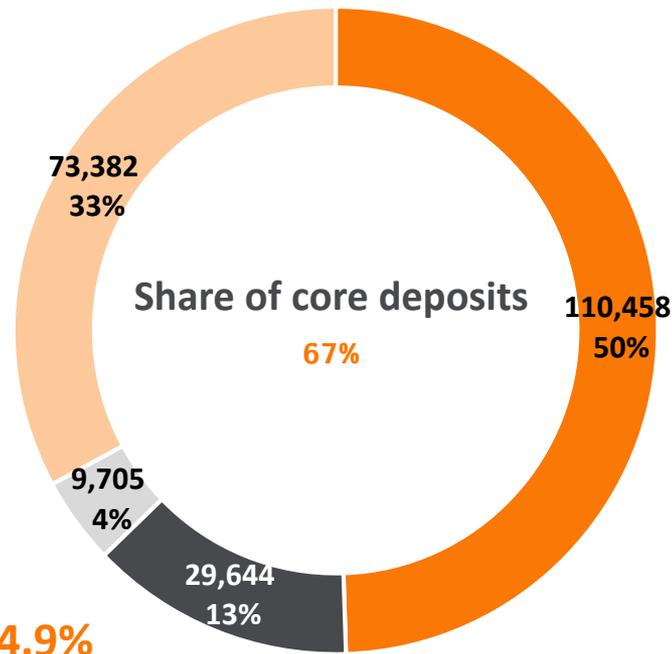
Deposits growth rate 9%



31.3.2019



31.3.2020



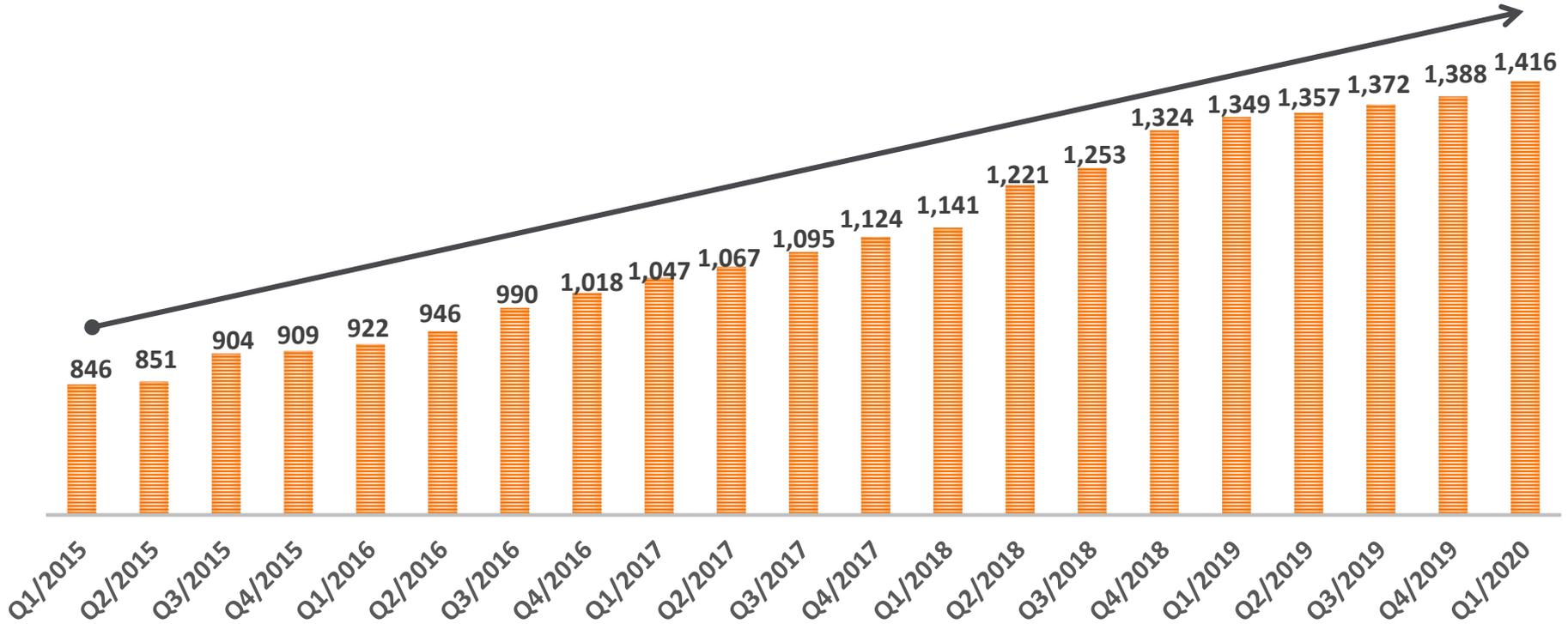
Segment	Rate of change
House holds and Private banking	13.2%
Small and micro businesses	21.4%
Medium businesses	14.8%
Large businesses, Institutional investors and Overseas operations	-1.3%

Core deposits growth rate 14.9%



# Financing revenues from current operations

**continue to grow** (NIS mil)



# Growth in financing revenues from current

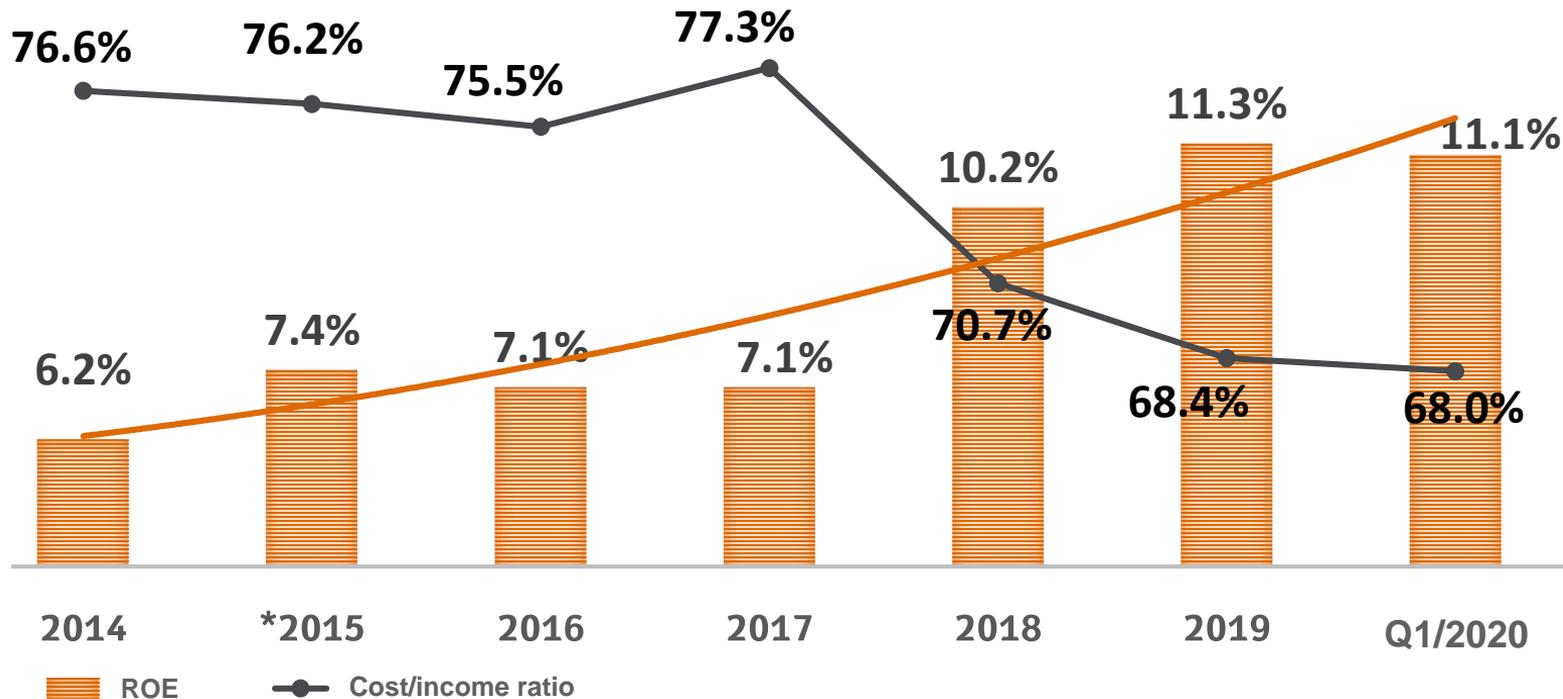
(NIS mil)



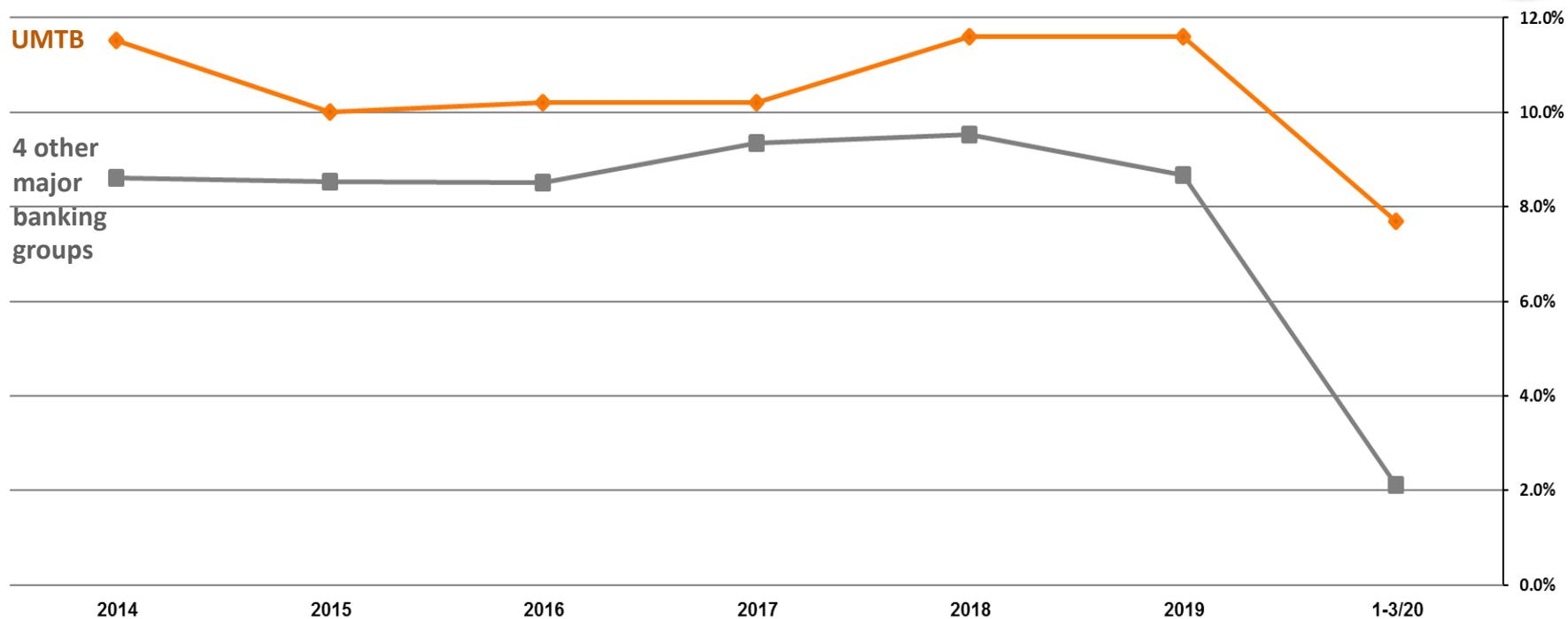
Led by substantial increase in mortgages, small and micro businesses and medium businesses

Segment	1Q/2020	1Q/2019	Rate of change
Housing loans	459	403	13.9%
Households and Private banking	359	357	0.6%
Small and micro businesses	298	280	6.4%
Medium businesses	76	68	11.8%
Large businesses, Institutional investors and Overseas operations	208	221	-5.9%
<b>Total</b>	<b>1,400</b>	<b>1,329</b>	<b>5.3%</b>

# Bank Yahav business results continue to improve

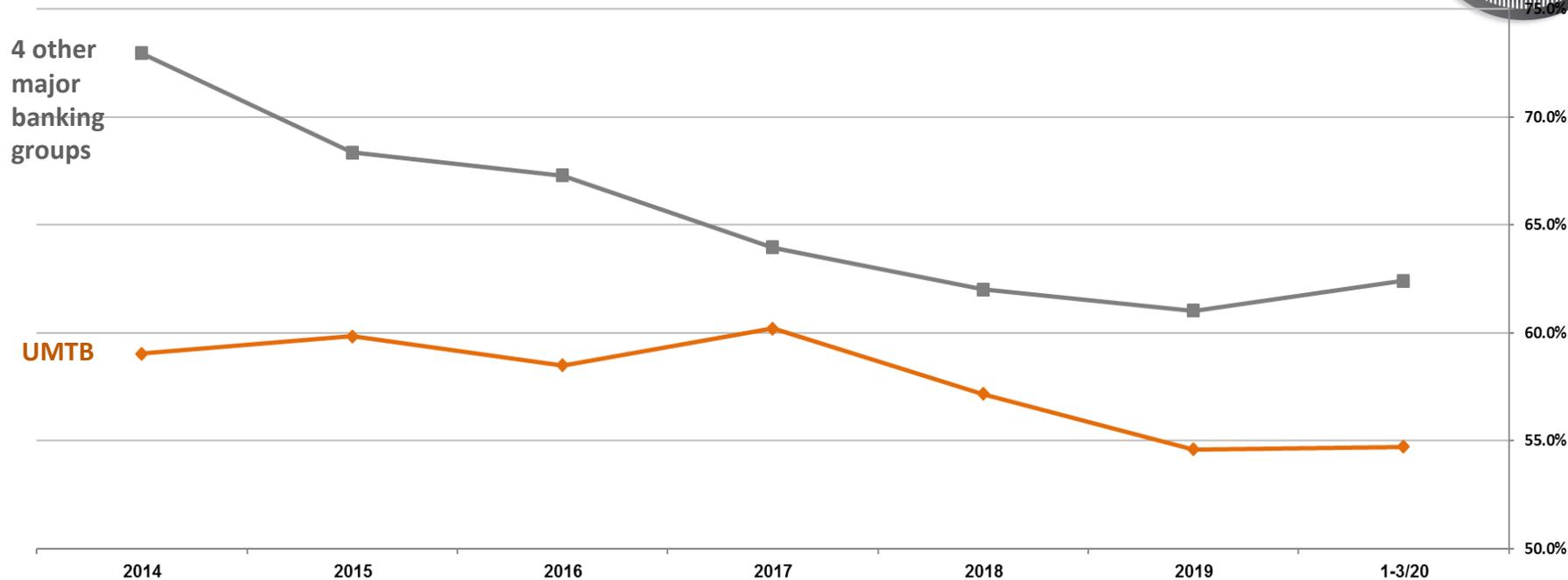


# Highest ROE in the system, consistently <sup>(1)</sup>



*(1) Excluding one offs and extra-ordinary items*

# Best cost/income ratio in the system, consistently <sup>(1)</sup>



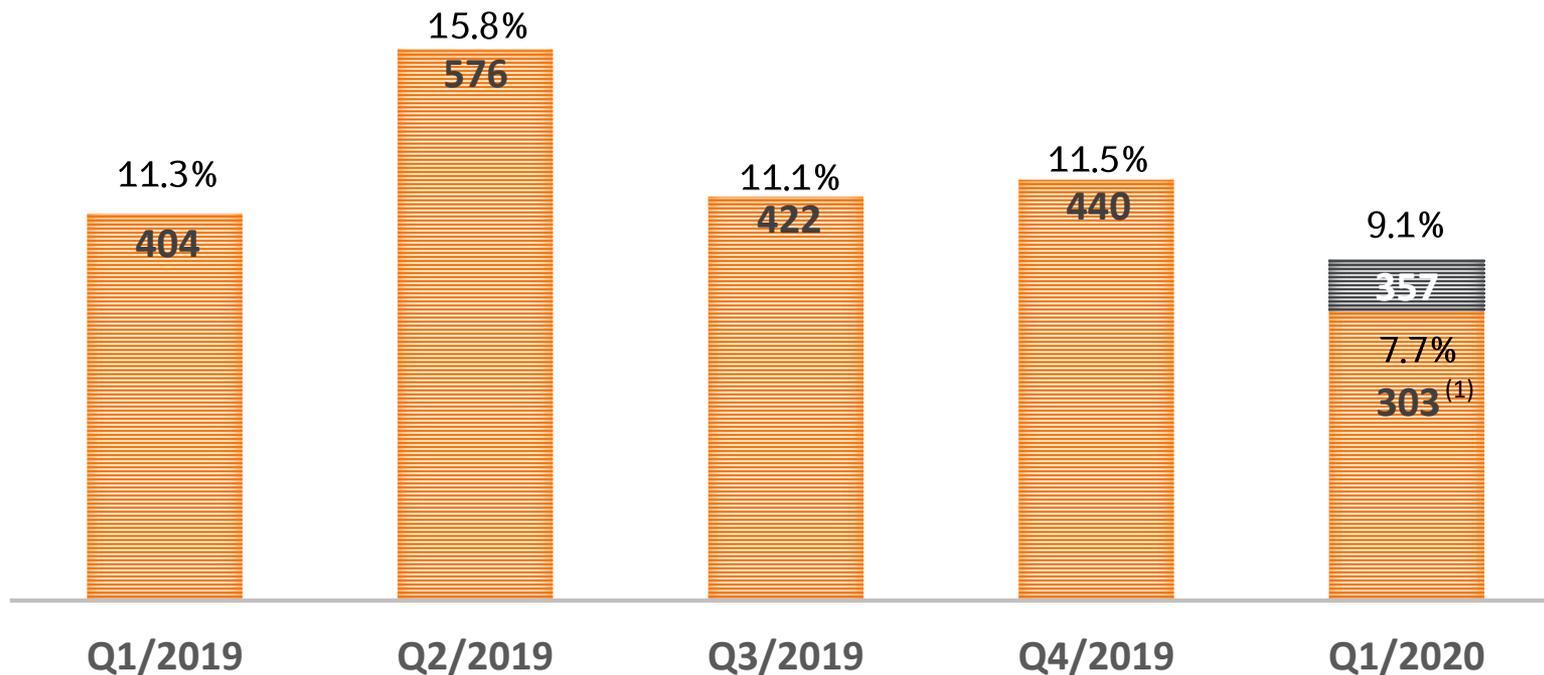
*(1) Excluding one offs and extra-ordinary items*



# *Financial Statements*

# Net profit and ROE

(NIS mil)



(1) Excluding revenues amounting NIS 82 million (net of taxes NIS 54 million) with respect to agreement with insurers to conclude derivative proceedings.

# Condensed P&L report

(NIS mil)



	Q1/2020	Q1/2019	% of change
<b>Interest revenue, net</b>	1,347	1,231	9.4
<b>Non interest revenues</b>	593	466	27.3
<b>Total</b>	<b>1,940</b>	<b>1,697</b>	<b>14.3</b>
<b>Expenses with respect to credit losses</b>	345	76	-
<b>Operating and other expenses</b>	1,017	986	3.1
<b>Net profit</b>	<b>357</b>	<b>404</b>	<b>(11.6)</b>

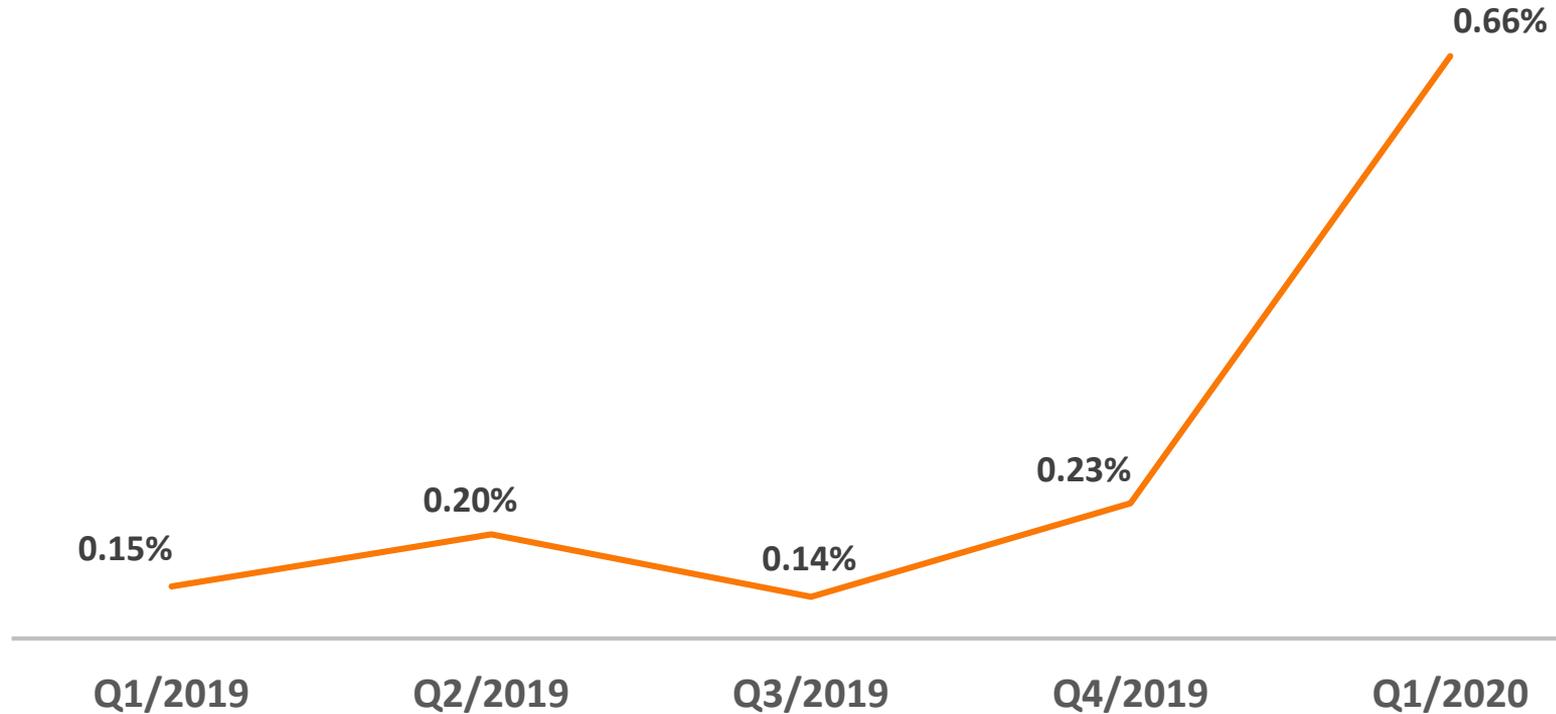
# Financing revenues

(NIS mil)

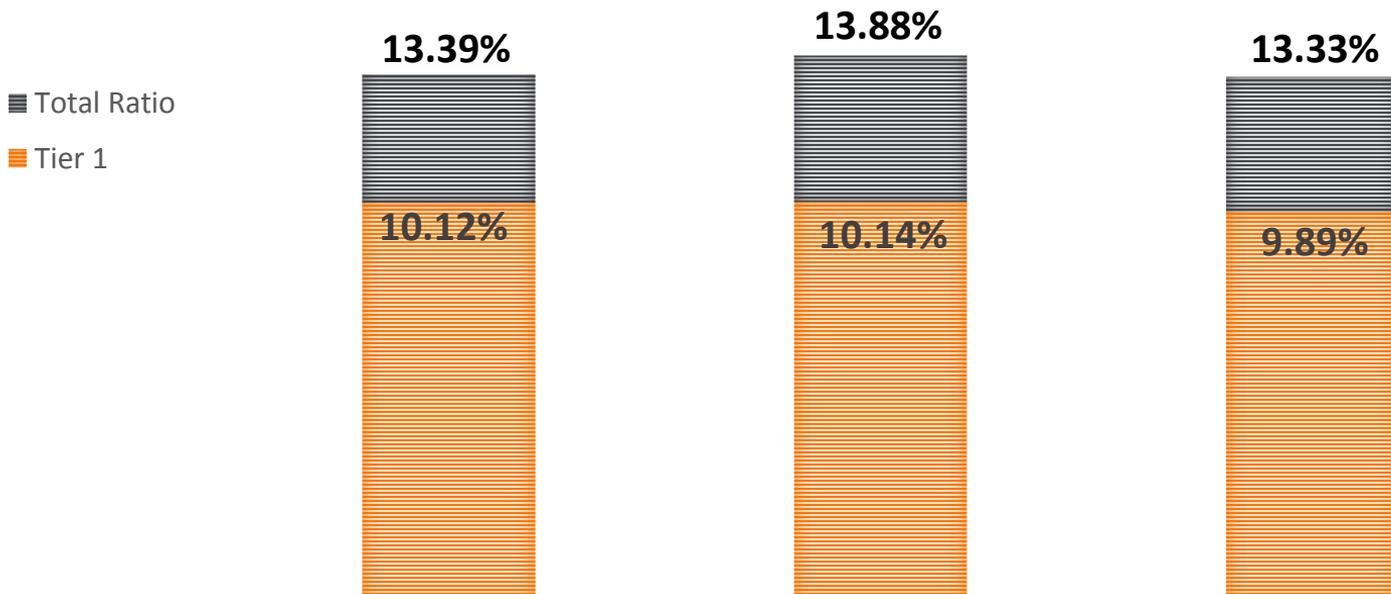


		Q1/2020	Q1/2019	Rate of change
<b>Interest revenues, net</b>		1,347	1,231	
<b>Non-interest financing revenues</b>		64	57	
<b>Total financing revenues</b>		<b>1,411</b>	<b>1,288</b>	<b>9.5</b>
<b>Less:</b>	<b>Linkage differentials with respect to CPI position</b>	(83)	(42)	
	<b>Revenues from collection of interest on troubled debt</b>	7	12	
	<b>Gain from debentures</b>	28	12	
	<b>Effect of accounting treatment of derivatives at fair value and others</b>	43	<b>(43)</b>	
<b>Total effects other than current operations</b>		<b>(5)</b>	<b>(61)</b>	
<b>Total financing revenues from current operations</b>		<b>1,416</b>	<b>1,349</b>	<b>5.0</b>

# Provisions / loans to the public



# Capital adequacy



■ Total Ratio  
■ Tier 1

31.3.2019

31.12.2019

31.3.2020

**Bol minimum requirement**

**Tier 1**  
**Total Ratio**

**9.83%**  
**13.33%**

**9.83%**  
**13.33%**

**8.82%**  
**12.32%**

# Total balance sheet items development

(NIS mil)



	31.3.2020	31.3.2019	% of change
<b>Total balance sheet</b>	284,731	260,011	9.5
<b>Loans to the public, net</b>	210,230	196,271	7.1
<b>Deposits from the public</b>	223,189	204,777	9.0
<b>Securities</b>	8,709	9,130	(4.6)
<b>Equity</b>	16,371	15,121	8.3

# Equity

(NIS mil)

