

ROE

Net income

Growth in
total income

Improvement in
efficiency ratio

Losses to
doubtful debt

+18%

Growth in credit
from start
of year

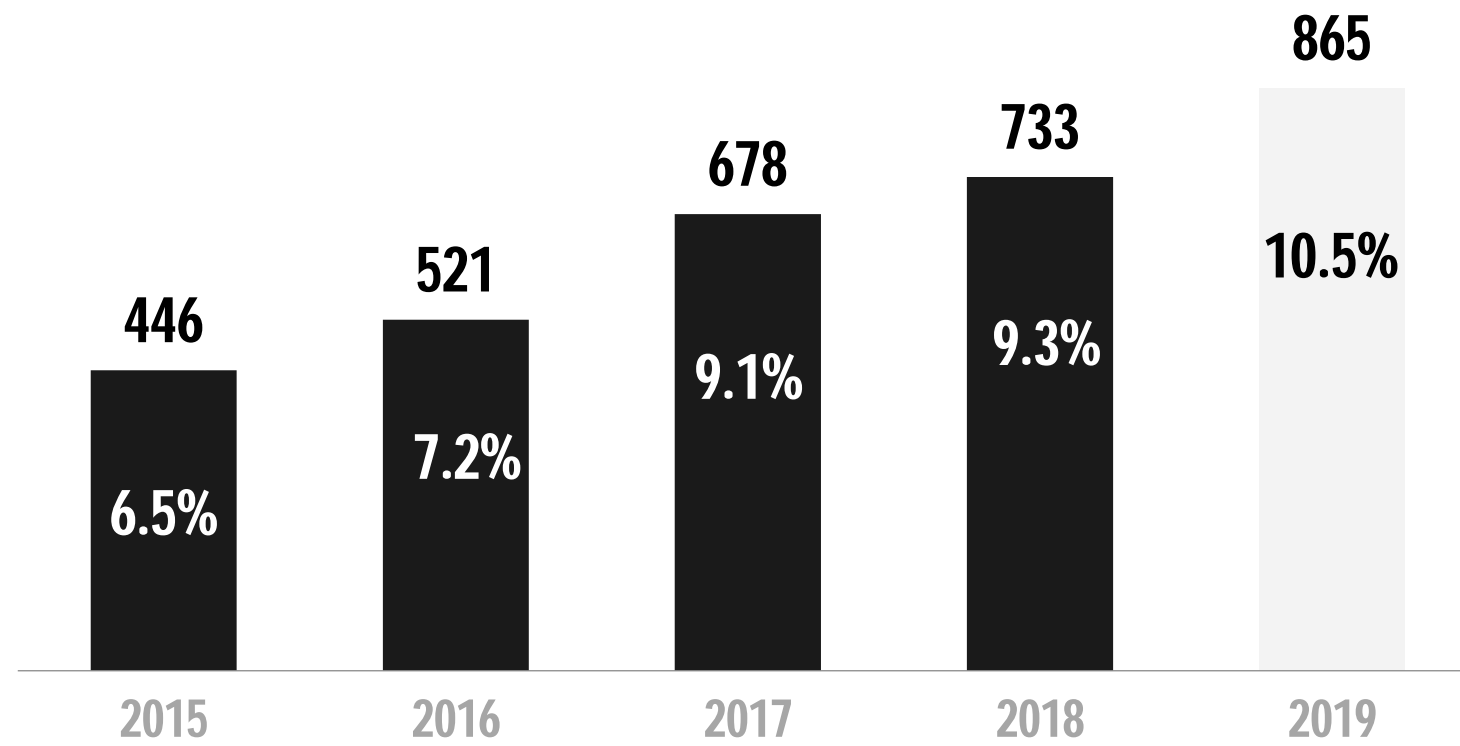
Tier 1 Equity
Ratio

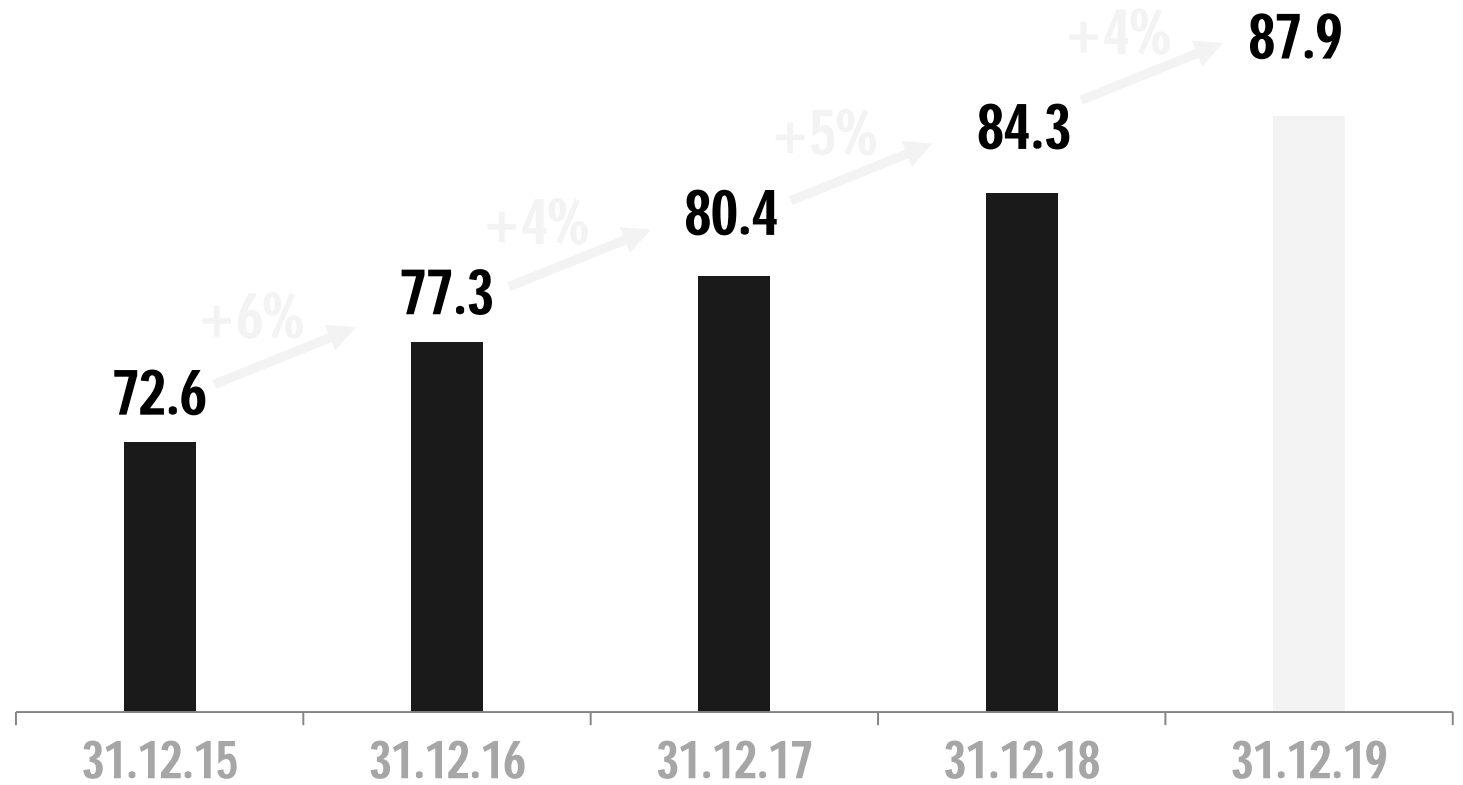
LCR

ROE
10-12/19

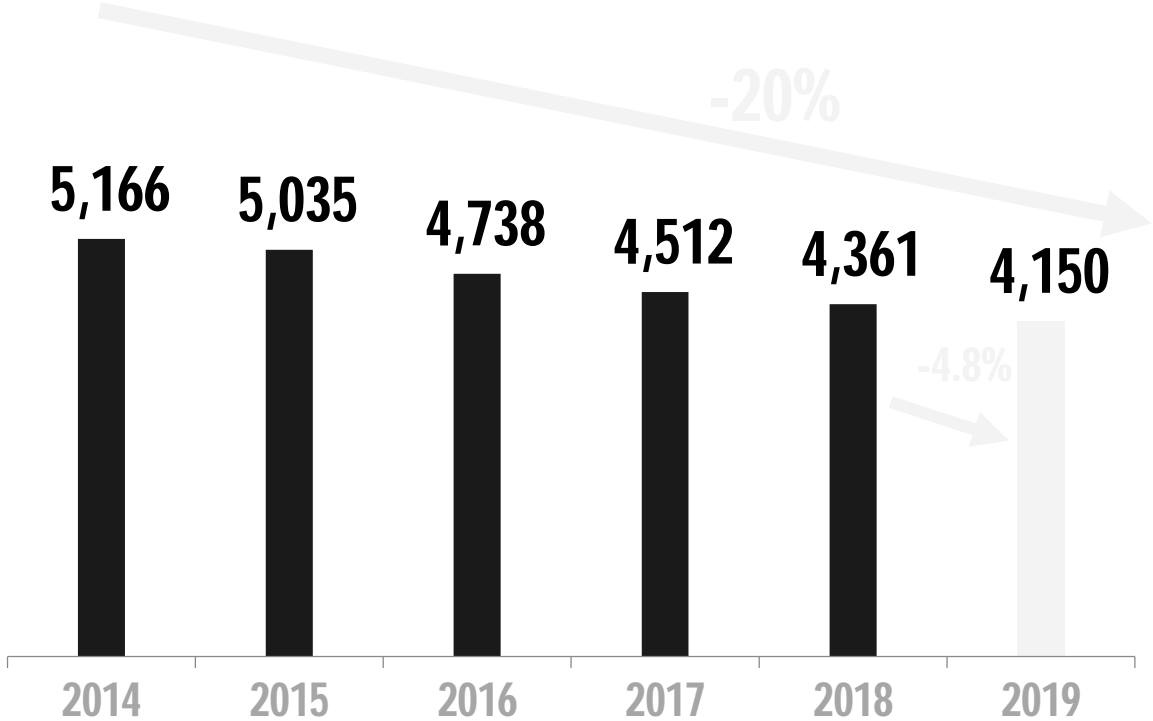
Net profit
10-12/19

+35%



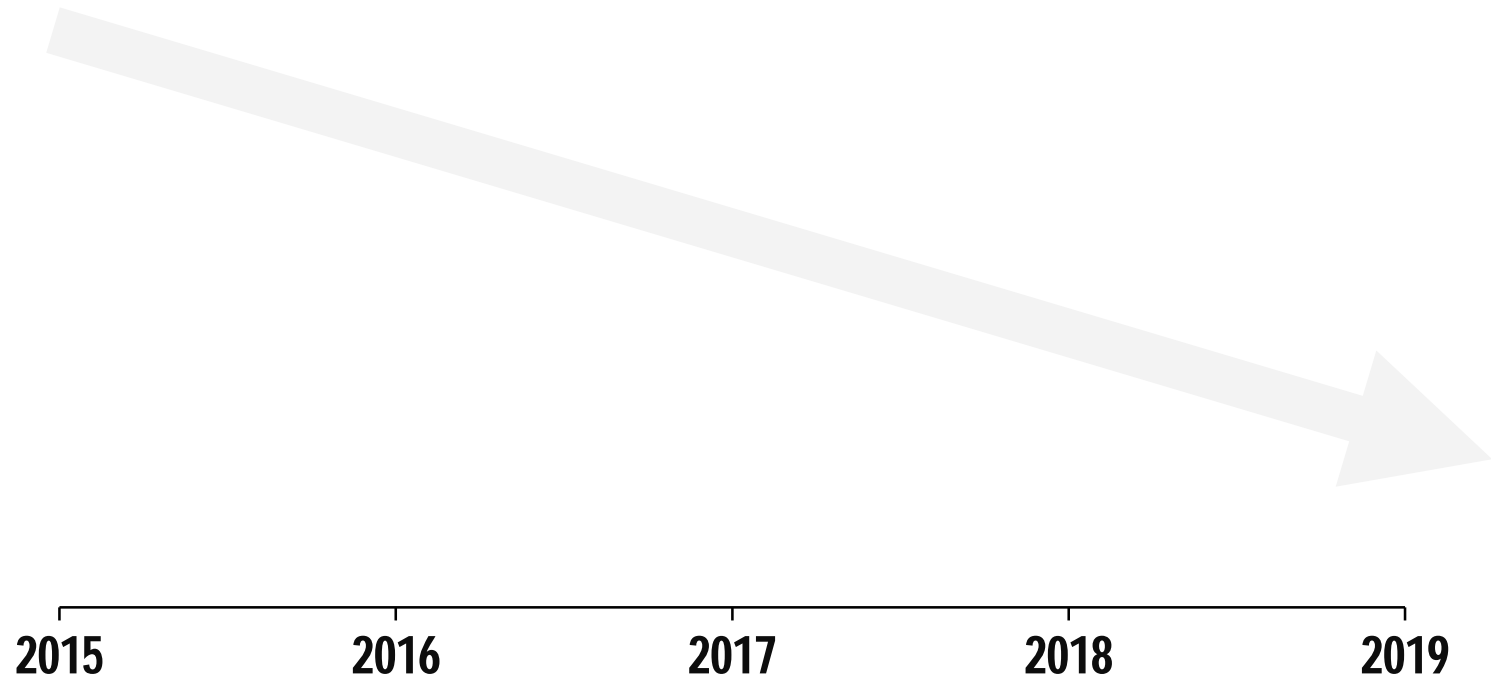


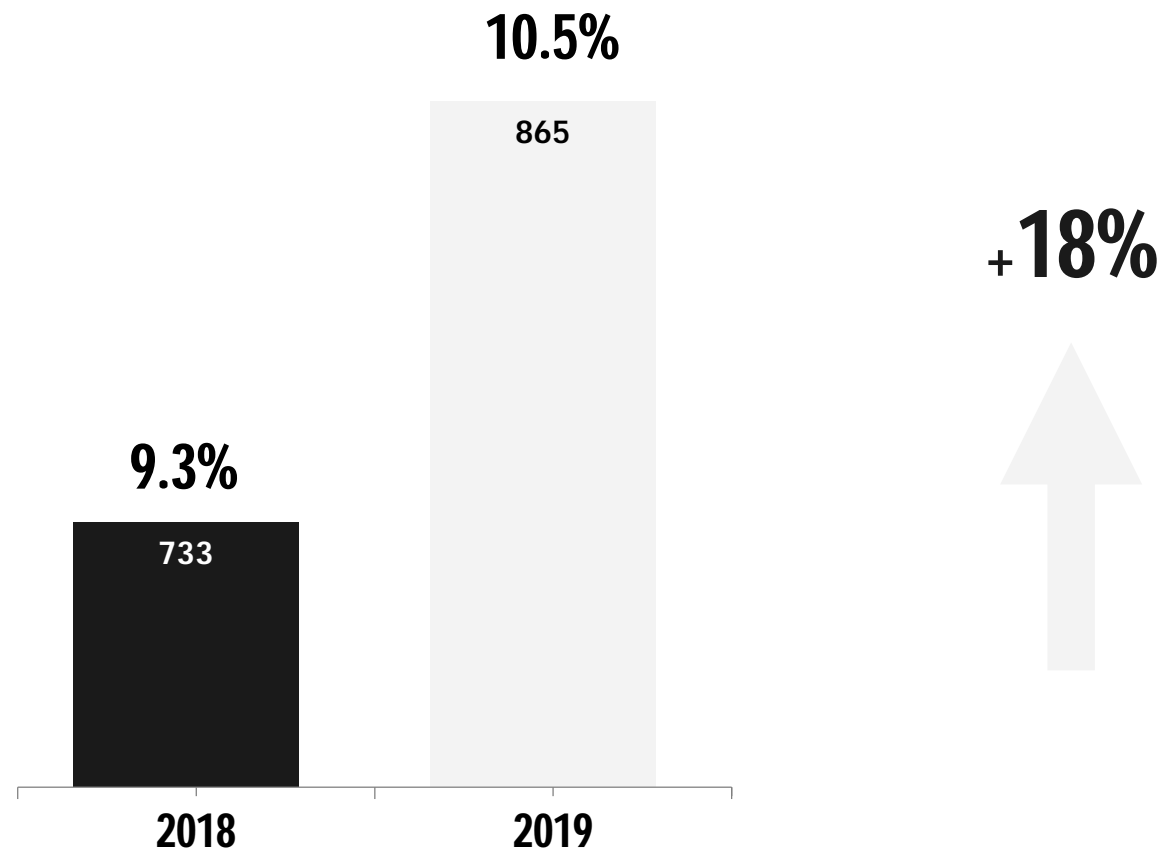
4.8% reduction in number of Group employees during 2019

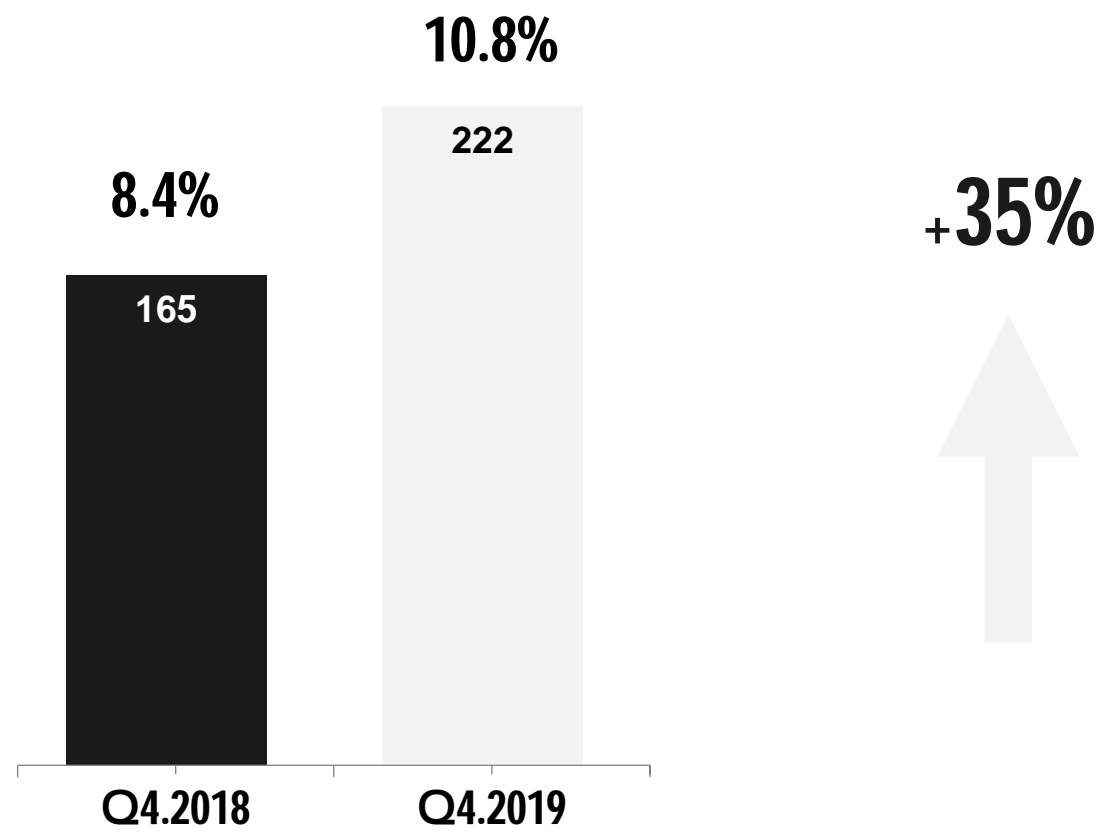


During 2019, the early retirement plans that were declared, were completed

Efficiency Ratio



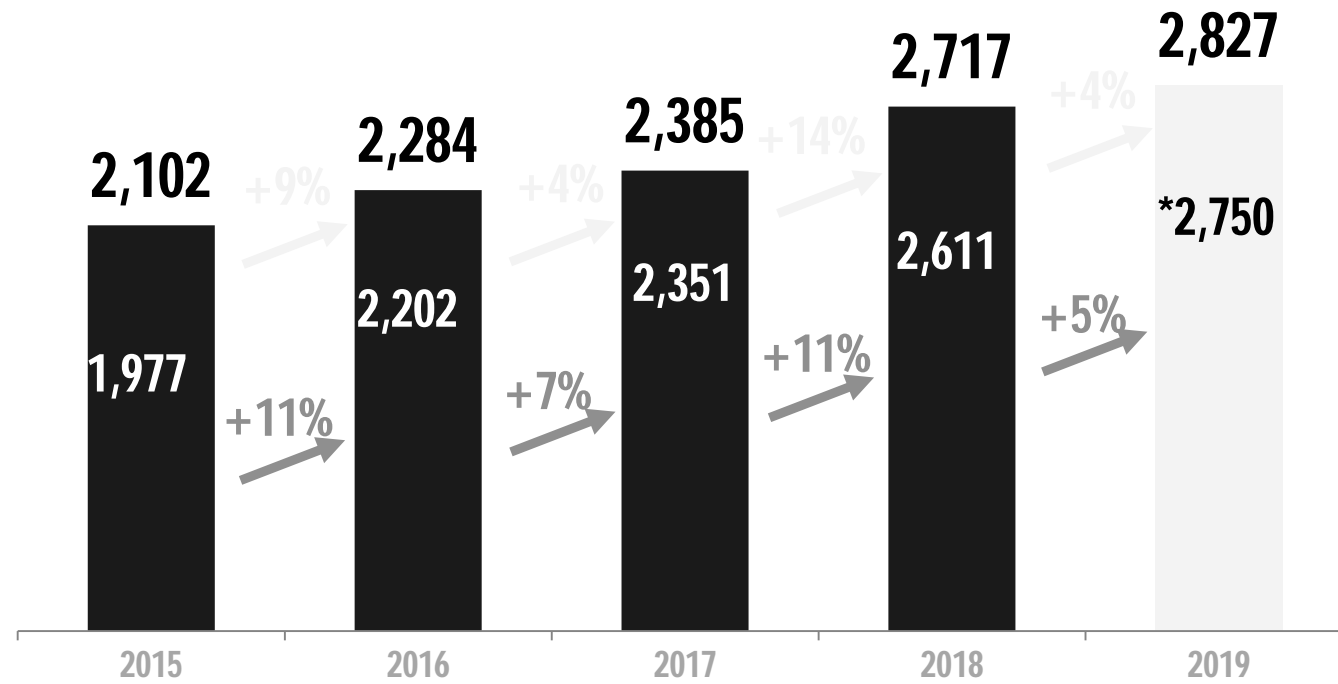


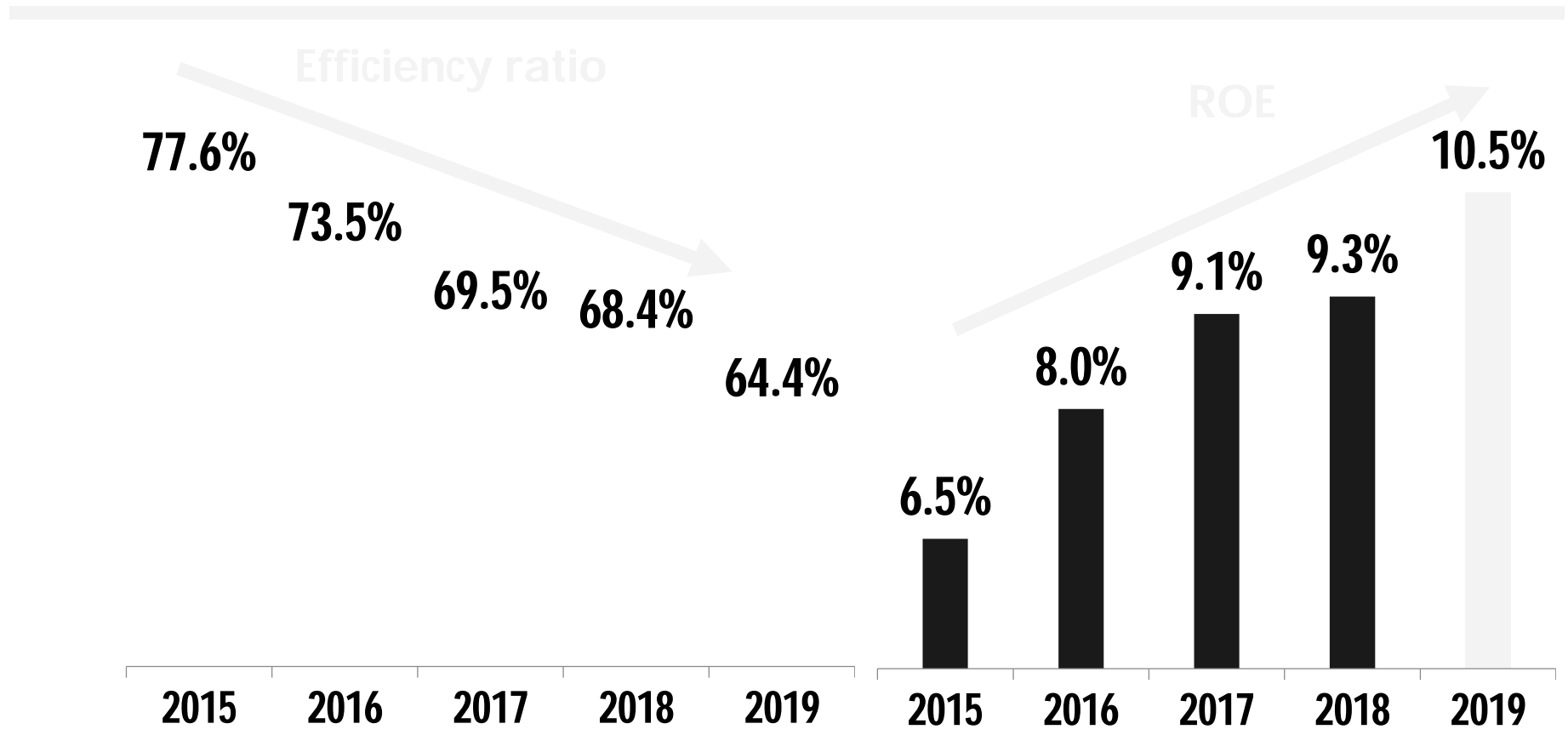


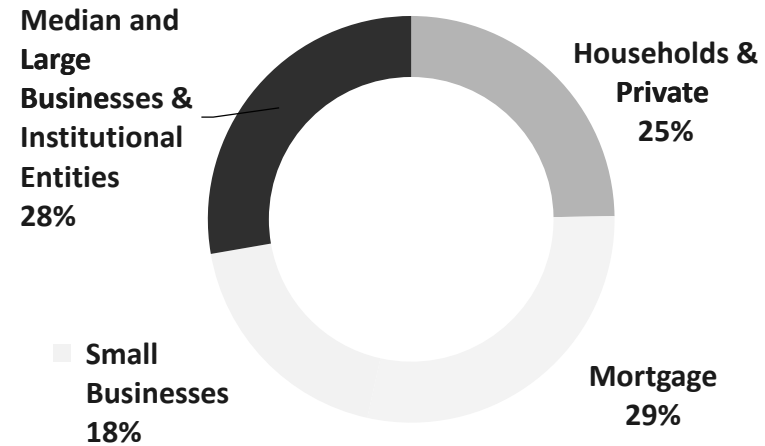
(NIS Millions)	2019	2018	Change before tax	% Change
Total financing Income	2,827	2,717	110	4.0%
Expenses from credit losses (Provision rate of 0.16%)	138	166	(28)	(16.9%)
Income from commissions	1,286	1,325	(39)	
Other income (2018 other income was primarily from sale of properties)	9	81	(72)	
Total income (Before expenses related to credit losses and after eliminating certain components)	4,097	3,981	116	2.9%

(NIS Millions)	2019	2018	Change before tax	% Change
Total operating and other expenses	2,654	2,819	(165)	(5.9%)
Salaries and related expenses	1,601	1,696	(95)	(5.6%)
Maintenance of buildings and equipment & depreciation	353	376	(23)	(6.2%)
Depreciation and amortization of intangible assets	92	91	1	1.4%
Other expenses	609	656	(47)	(7.2%)
Of which: dismissal expenses (0.4% negative ROE contribution)	48	31	17	
Provision for merger expenses of Otsar Hahayal (reduction)	2	82	(80)	
Profit before taxes	1,330	1,138	192	16.9%
Net profit	865	738	132	18.0%

(NIS Millions)	2019	2018	Change before tax	% Change
Net financial earnings	2,827	2,717	110	4.0%
Reconciliation to fair value of derivative instruments	(6)	18		
Income from realization and reconciliation to fair value of bonds*	12	9		
Earnings from shares investments*	46	2		
Gains from revaluation and sale of shares in Tel Aviv Stock Exchange	25	77		
Earnings from current financing activities	2,750	2,611	139	5.3%
Known CPI index	0.3%	1.2%	(0.9%)	

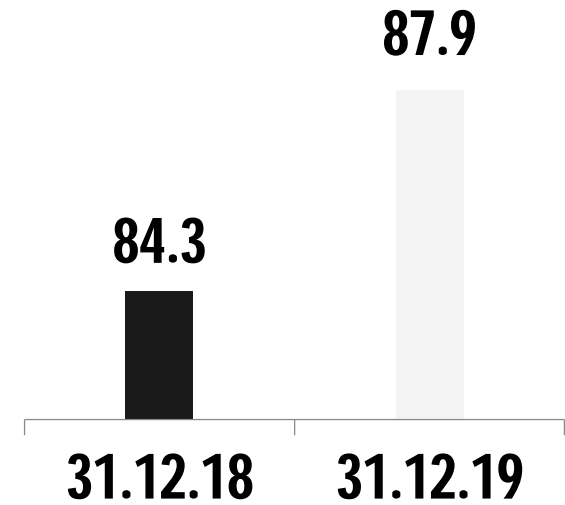




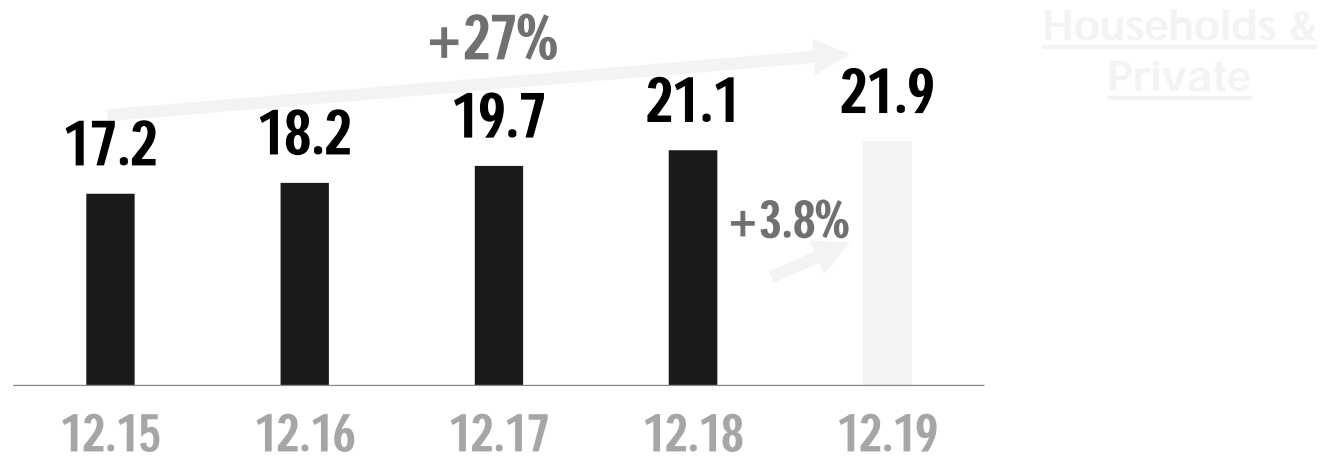
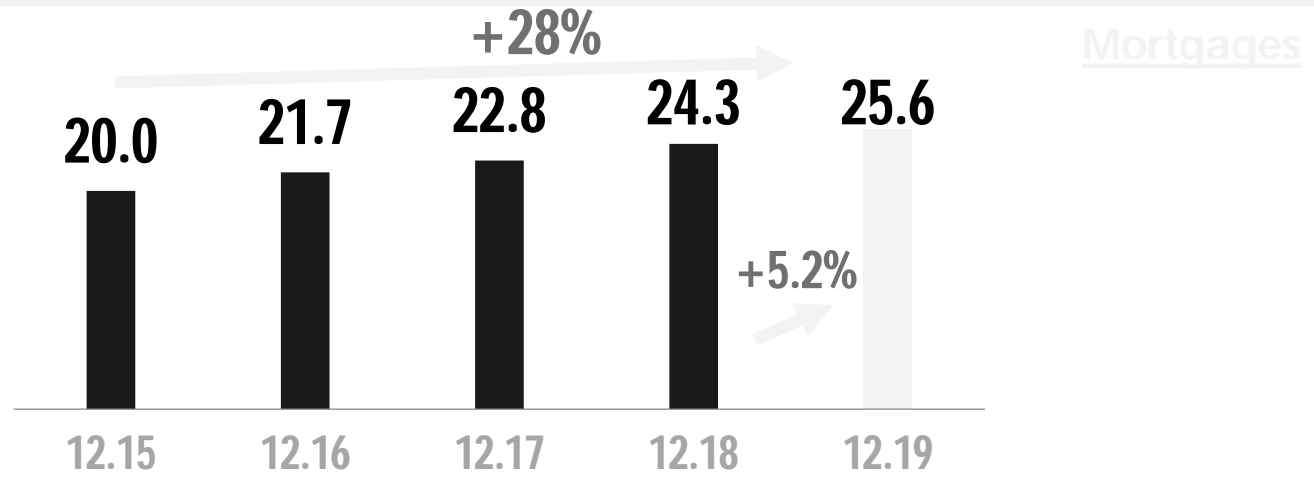


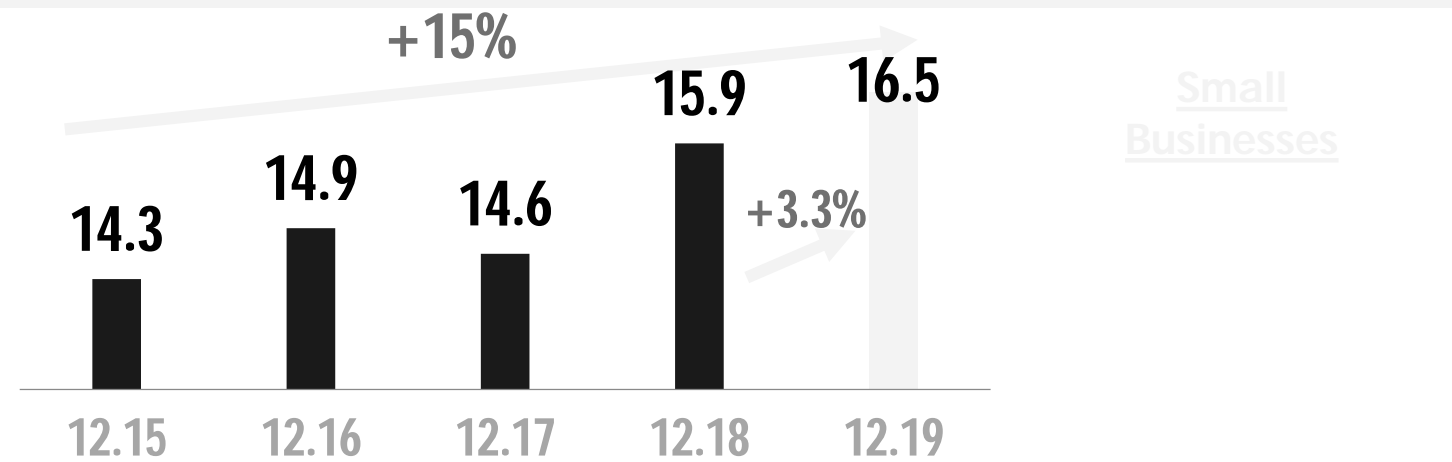
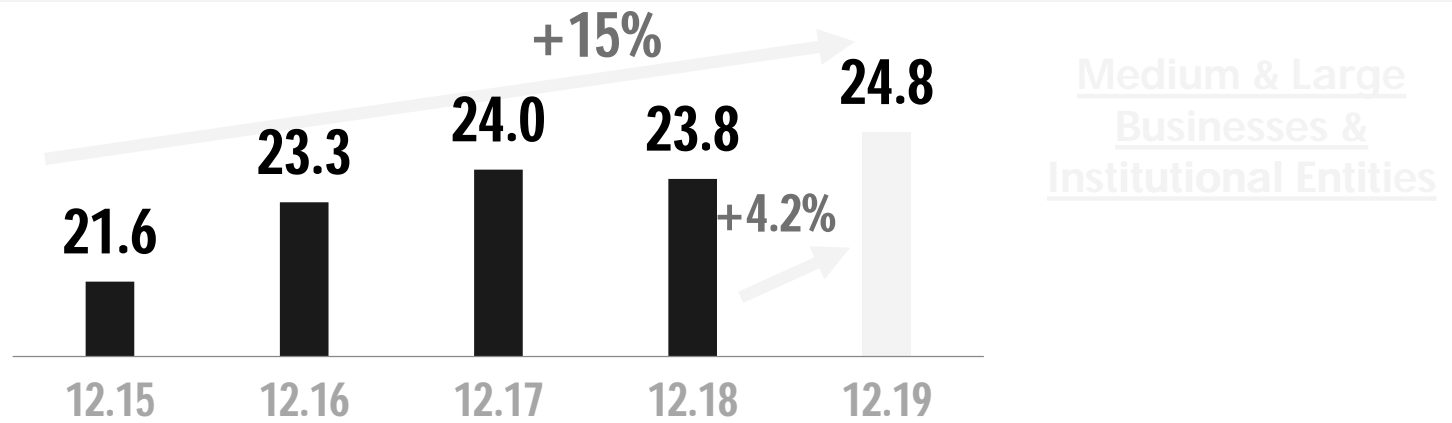
A diverse and quality mix of Credit to Households & Private:

54% of Credit Portfolio



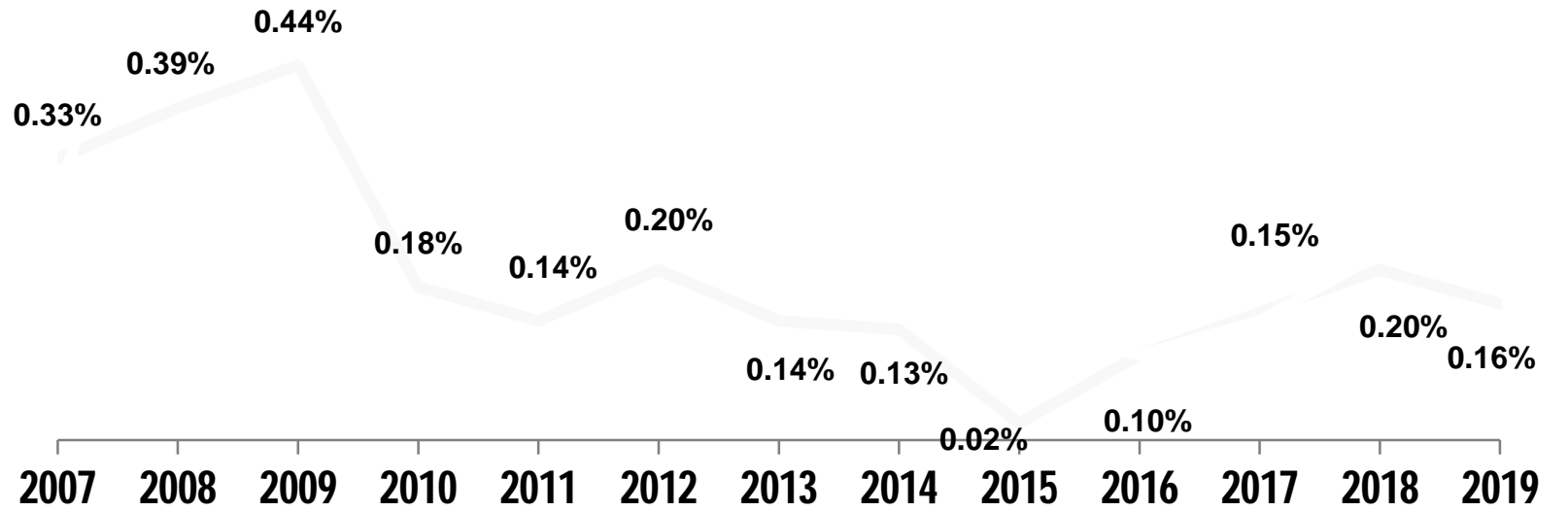
↑ Growth
+4.3%





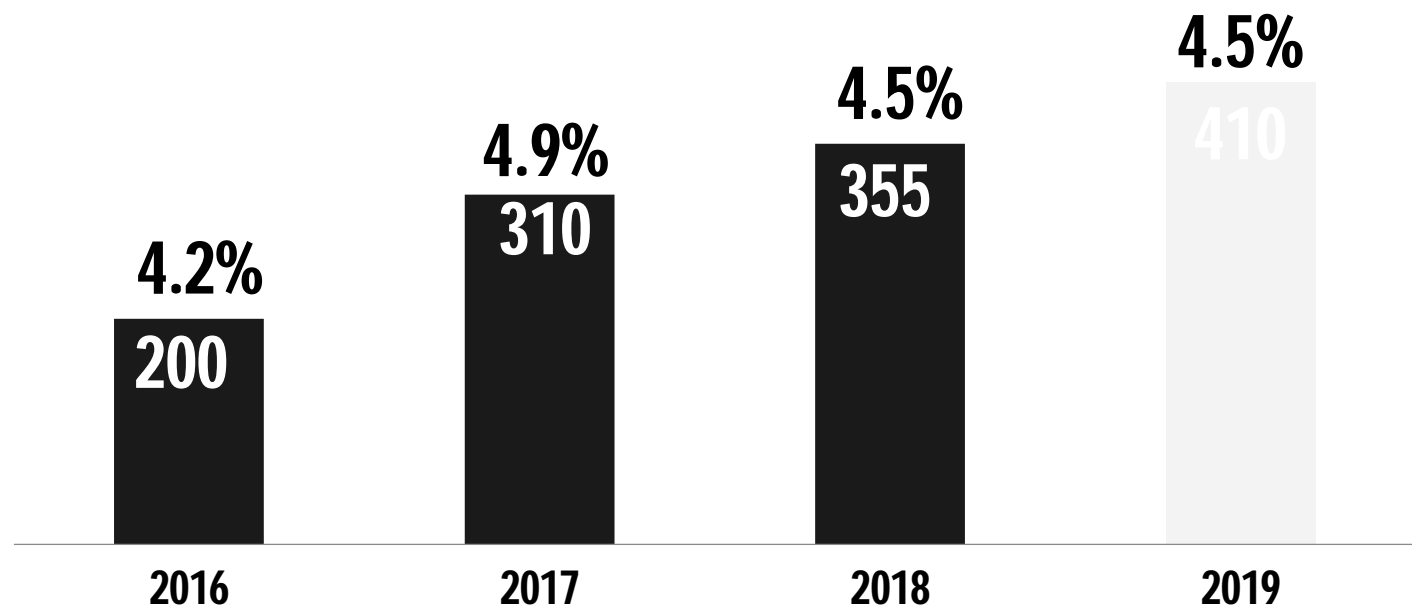
(NIS Millions)	2019	2018	Change before tax
Impaired credit risk	837	576	261
Inferior credit risk	170	165	5
Credit under special supervision	<u>852</u>	<u>1,079</u>	<u>(227)</u>
Total problematic credit risk	1,859	1,820	39
Ratio of total Expense to total credit to the public	0.16%	0.20%	
Ratio of provision for credit losses in respect of credit to the public	1.05%	1.02%	
Ratio of provision for credit losses to total impaired credit to the public - NPL coverage ratio (including mortgages)	131%	186%	
Ratio of impaired debt or in arrears of 90 days or more to credit to the public	1.08%	0.83%	

OTHER 4 BANKS



Financial Strength

	2019	2018	2017	2016	2015
Capital (Tier 1) to Risk Weighted Asset Ratio *	10.81%	10.51%	10.38%	10.09%	9.81%
Leverage Ratio	5.81%	5.76%	5.50%	5.52%	5.43%
Liquidity Ratio (LCR)	128%	122%	123%	123%	104%
Deposits to Credit Ratio	137%	133%	141%	137%	142%



NIS 125 million

		18%	865	733
	Net Income and Return On Equity	10.5%		
			26%	
	High Capital Adequacy		8.6	
	High Financial Resilience		10.81%	
	High Dividend Yield		4.5%	
	FIBI rating Increase		A2	AAA

