



Financial Statements  
as of June 30,

**2019**

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# Report of the Board of Directors and Management

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## **REPORT OF THE BOARD OF DIRECTORS AND MANAGEMENT AS OF JUNE 30, 2019**

The meeting of the Board of Directors held on August 13, 2019, resolved to approve and publish the unaudited consolidated financial statements of the First International Bank of Israel Ltd. (hereinafter - "the Bank") and its consolidated subsidiaries (hereinafter - "the Bank Group"), as of June 30, 2019.

### **GENERAL OVERVIEW, OBJECTIVES AND STRATEGY**

#### **Description of the Bank Group's activity**

The Bank Group is one of the five large banking groups in Israel.

The business operations of the Bank Group focus on several principal areas:

- Financial brokerage between depositors and borrowers, which is the basis for commercial banking. Income from such operation is reflected in net interest income comprising the main source of profit of the Group.
- Financial and banking services producing commission income in a variety of operations in the foreign currency, international trade, securities, information services, credit cards, derivative financial instruments, etc.
- Investment and pension consulting.
- The "nostro" investments of the Bank and market and liquidity risk management.
- Operational banking services for the capital market.
- Trusteeship services for private and institutional customers through the Bank's trust company.

The Bank operates through three principal business divisions:

- The corporate division, which conducts all operations relating to corporate and middle-market customers, as well as business and institutional customers active on the capital market. Operating within this division is the business region, covering the operation of all business branches of the Bank.
- The banking division, which through the branches provides banking and mortgages services to all customers segments- households, private banking and small businesses. In this framework operate Ubank branches specializing in private banking and capital market operations and Otsar Hahayal branches (which was merged with and into the Bank on January 1, 2019- see below), specializing in providing services to retail and commercial customers with emphasis on the employees and retirees of the defence forces. In addition, the PAGI sub-division branches specialize in the religious and orthodox segment.
- The customer asset division centralizing the whole operation in the capital market, money market and foreign currency operation with private customers, business customers, institutional customers and capital market professionals. Within the division operating dealing rooms of securities, foreign currency and deposits as well as investment and pension advisement settings, investment center and the trust company and portfolio management company.

In addition to the Bank, the Group includes Massad Bank specializing in providing services to the teachers population in Israel.

A merger agreement was signed on September 20, 2018, between the Bank and Otsar Hahayal, according to which Otsar Hahayal would be merged with and into the Bank so that the assets and liabilities of Otsar Hahayal as of date of merger, shall pass to the Bank at no consideration, and Otsar Hahayal would be eliminated without liquidation and would be removed from the Register of Companies.

The merger, as stated above, was completed on January 1, 2019, following the fulfillment of all conditions precedent determined in the merger agreement.

Otsar Hahayal as an independent brand name as well as its operations and identity of its branches, would be maintained even after its legal merger into the Bank. Likewise, the expertise of Otsar Hahayal in the retail banking field and in providing services to the Israeli defense forces personnel.

## **RATING OF THE BANK BY RATING AGENCIES**

- On July 11, 2019 S&P Maalot raised the issuer rating of the Bank to iIAAA/Stable and its subordinated capital notes to iIAA+ and ratified the rating of its subordinated capital notes with loss absorption mechanism at rating of iIAA-.
- On June 26, 2019, Midrug rating agency raised the estimation of the internal financial resilience of the Bank to aa2.il stable forecast, its long term deposits and senior debt to Aaa.il stable forecast, its deferred capital notes to Aa2.il (hyb) stable forecast and subordinated capital notes with loss absorption mechanism to a rating of Aa3.il (hyb) stable forecast. The short term deposits of the Bank remained at a rating of P-1.il.

## **FORWARD-LOOKING INFORMATION**

Part of the information detailed in this report which does not refer to historical facts is forward-looking information as defined in the Securities Law, 1968. Actual results are likely to be substantially different from those included in the context of forward-looking information due to a large number of factors, including changes in legislation and supervisory directives, macroeconomic developments in Israel and abroad and their effect on the liquidity position and stability in the capital markets at business companies in Israel and abroad, exceptional economic developments such as extreme changes in interest rates, exchange rates and inflation, stock prices, bond prices, competitors' behavior and changes in the terms of competition.

Forward-looking information is notable for such words or expressions as: "forecast," "expected," "in the Bank's estimation" and "the Bank intends," as well as expressions such as "will be able," "might be" and "will be." These forward-looking expressions involve risks and uncertainty because they are based on the Management's assessments regarding future events that may not occur or that may occur in a different manner than expected as the result inter alia of the aforementioned factors or as the result of the materialization of one or more of the risk factors detailed in the table of risk factors presented in this report.

The information in this report is based, among other, on the publication of the Central Bureau of Statistics, the Treasury department and the data from the Bank of Israel, as well as on public information given by different factors operating and connected with the capital and money markets.

## CONDENSED PRINCIPAL FINANCIAL INFORMATION AND PRINCIPAL EXECUTION INDICES

Principal financial ratios	For the six months ended		For the year
	June 30,		ended
	2019	2018	December 31,
			2018
			in %
Execution indices			
Return on equity attributed to shareholders of the Bank <sup>(1)</sup>	10.2%	9.3%	9.3%
Return on average assets <sup>(1)</sup>	0.6%	0.5%	0.5%
Ratio of equity capital tier 1	10.86%	10.10%	10.51%
Leverage ratio	5.92%	5.61%	5.76%
Liquidity coverage ratio	123%	118%	122%
Ratio of total income to average assets <sup>(1)</sup>	3.0%	3.0%	3.1%
Efficiency ratio	65.9%	68.8%	68.4%
Credit quality indices			
Ratio of provision for credit losses to credit to the public	1.03%	1.03%	1.02%
Ratio of impaired debts or in arrears of 90 days or more to credit to the public	0.89%	0.93%	0.83%
Ratio of provision for credit losses to total impaired credit to the public	168%	165%	186%
Ratio of net write-offs to average total credit to the public <sup>(1)</sup>	0.09%	0.11%	0.16%
Ratio of expenses for credit losses to average total credit to the public <sup>(1)</sup>	0.14%	0.20%	0.20%
			For the six months ended
			June 30,
			2019
			2018
			NIS million
Net profit attributed to shareholders of the Bank			407
Interest Income, net			1,300
Expenses from credit losses			59
Total non-Interest income			749
Of which: Fees			635
Total operating and other expenses			1,351
Of which: Salaries and related expenses			821
Dismissals expenses			31
Primary net profit per share of NIS 0.05 par value (NIS)			4.06
			3.55
Principal data from the balance sheet			As of
			30.6.19
			30.6.18
			31.12.18
			NIS million
Total assets			135,067
of which: Cash and deposits with banks			134,254
Securities			33,900
Credit to the public, net			10,587
Total liabilities			11,919
of which: Deposits from the public			82,951
Deposits from banks			85,549
Bonds and subordinated capital notes			126,362
Capital attributed to the shareholders of the Bank			125,989
			125,707
			113,716
			112,555
			111,697
			954
			460
			1,150
			4,034
			5,012
			4,989
			8,366
			7,961
			8,093
Additional data			30.6.19
			30.6.18
			31.12.18
Share price (0.01 NIS)			8,960
Dividend per share (0.01 NIS)			7,635
Ratio of interest income, net to average assets (in %) <sup>(1)</sup>			190
Ratio of fees to average assets (in %) <sup>(1)</sup>			155
			355
			1.9%
			1.8%
			1.9%
			0.9%
			1.0%
			1.0%

(1) Annualized.

## Principal Risks to which the Bank is exposed

The Bank group activity involves exposure to risk, the more significant of which are:

- Credit risk, including credit concentration (borrower and sectorial).
- Market risks, the principal of which is interest rate risk.
- Liquidity risks.
- Operating risks, including cyber and information security and IT risk.
- Compliance and Money Laundering risks.
- Strategic risk.
- Reputation risk.
- Legal risk.

All material risks are managed by and the responsibility of appointed members of Management. A regulatory requirement for capital adequacy exists in respect of credit, market and operating risks, according to the instructions of Pillar I of Basel. Within the framework of the Internal Capital Adequacy Assessment Process ("ICAAP"), the Group performs an intensive process for the identification of additional risk centers and the challenging of identified risk centers, in accordance with Pillar I. Where required, a supplementary allocation of capital is made in respect of Pillar I risks, and an additional allocation of capital in respect of other risks and sub-risks.

The main developing risks are: competitive-strategic/ business model risk, regulatory risk, cyber and information security risk, cross border risk and conduct risk. Starting with the second quarter of the year, the IT risk was added to the main developing risks, in light of the complicated and changing technological environment and the growing dependency in it. A need was created in raising the business and technological flexibility and increased use in new technologies. Additional information is detailed in the annual financial statements for the year 2018.

## Objectives and Strategy

Management of the Bank is guided and directed by the Board of Directors and its committees, with respect to the strategy and business policy of the Bank. In this framework, the Board of Directors approves the quantitative and qualitative targets and goals as well as the lines of operation of the Bank.

On the basis of the multi-annual strategic plans of the Bank, Management presents to the Board of Directors annual work plans and budgets, giving quantitative and qualitative details of the income, expenses and investment mix, which Management had determined as the long-term goals and specific targets for the current year of operation.

The Board of Directors and its committees supervise and control the work of Management in everything relating to the implementation of the strategy and business policy, as approved by them. The Board of Directors approves also the comprehensive risk management policy, including the determination of different limitations to exposure regarding credit risk and market and liquidity risks. The various units of the Bank, of the branch layout and of the Head Office, operate within the framework of written procedures and circular letters, guiding them in their current operations. These procedures define, among other things, the authority of the different units of the Bank and the manner of operation which they have to adopt.

The Bank operates according to a multi-annual strategic plan, validated by the Board of Directors at half-yearly intervals. The plan is based upon appropriate conduct in all areas of operation, with aspiration for proper and stable profitability over a period of time.

The Bank has a strategic plan for the years 2016-2018, which was approved by the Board of Directors in September 2015 and validated by it twice a year. The supreme goals of the plan are in terms of return on capital in excess of riskless interest rate and efficiency ratio. The bank promoted and is still promoting over the course of the years various strategic plans in different operating fields, in adequacy with the Bank's vision and its strategic emphasis and in accordance with the latest changes in its operating surroundings.

On November 17, 2016 the Board of Directors of the Bank approved the update of the strategic plan of the Group in respect of efficiency measures, for the years 2016- 2020.

As stated, the Bank will implement a strategic process at the end of which, the corporate strategy will be updated, in accordance with the latest changes in the Bank and its operating surroundings, and with looking forward on the banking world.

The Bank reviews the plan at half-yearly intervals, in relation to the macro-economic environment, to developments in market competition, to the regulatory environment, to technological developments and frequent changes in the digital and cyber area, as well as to changes occurring in the Bank Group, and if necessary updates the plans and the moves stemming from the strategic plan.

The Bank emphasises on providing added value to its customers by providing a comprehensive response modified to the needs of the customer, including in the digital area and technological answer; the Bank is to maintain the leadership of its subsidiary (Massad) and the merged banks (UBank, PAGI and Otzar Hahayal) in their unique operating niches, mostly in the retail and small business sectors. The Bank is to maintain leadership in the capital market; would conduct actions leading to efficiency in expenses, while improving its manpower position, improving procedures, continue efficiency measures in the branch layout and increase the use of online banking channels, and support performance directed culture and measurement in the Group.

In 2018, the Bank launched the digital strategy (approved at the end of 2017), the purpose of which is to support the business strategy of the Bank. As part of the digital strategy and with adequacy to the Bank's strategy "Investing in you", the Bank develops a digital answering adjusted and focuses on the customer's needs. The Bank emphasis is on solutions which can be combined in the interfaces with the customers and improving the Customer experience and providing added value in the various financial worlds, and specifically in the capital markets worlds.

In addition, the Bank promote innovation through implementation of products and technologies from start-up companies, this alongside the current activity of developing products and technologies in-house by the IT division of the Bank. For that, a specific department was build for holistic treatment in innovation and digital. In addition, the Bank recently formulated strategy in the computer architecture which will support coping with the challenges of the future.

In addition, in 2019 the Bank completed to formulate a new strategic plan in the infrastructure and computerization worlds. The goal of the plan is to improve the Bank's ability to operate in the changing banking surroundings, among other things, by shortening response times and increasing flexibility.

## **EXPLENATION AND ANALYSIS OF RESULTS AND BUSINESS POSITION**

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## **EXPLENATION AND ANALYSIS OF RESULTS AND BUSINESS POSITION**

### **TRENDS, EVENTS, DEVELOPMENTS AND MATERIAL CHANGES**

#### **PRINCIPAL ECONOMIC DEVELOPMENTS**

Following are the principal economic developments, which impacted the economic environment in which the Israeli banking sector operated in the first half of 2019.

##### **Growth**

The latest published nonfinancial economic activity indicators, continue to be positive indicating that the economy continued to grow also in the first half of 2019, when estimates for the first quarter of 2019 indicated a growth of 5.0% in the GDP. The employment market continues to demonstrate vigor with relatively low unemployment rates and a high rate of employment security, and in the long run, a trend of increase in growth is envisaged. The Bank of Israel's Composite State-of-the-Economy Index, rose during the first five months of 2019 by 1.4%, similarly to the growth rate in the corresponding period last year.

The forecast dated July 2019, issued by the Research Division of Bank of Israel reduced the product growth forecast for 2019 to a level of 3.1%, while leaving the growth forecast for 2020 at a level of 3.5%.

##### **State budget**

A deficit of NIS 21.9 billion was measured in the first half of 2019 in the budgetary activity of the Government in comparison to a deficit of NIS 7.8 billion measured in the corresponding period last year. The planned deficit for the year 2019 amounts to NIS 40.2 billion, comprising 2.9% of the GDP. In the last twelve months (July 2018 to June 2019) the State's budgetary deficit was 3.9% of the GDP.

Fitch, the international credit rating agency, ratified in March 2019 the credit rating of the State of Israel at a level of A+ with a stable forecast.

##### **Inflation**

The inflationary environment in the economy is at an upwards trend, and this, following a rise in the Consumer Price Index (CPI) in the first six months of 2019 of 0.9% (the Index "for the month"). The "known" Index rose by 1.2%. In the last twelve months (June 2019 in comparison with June 2018) the CPI rose by 0.8%.

According to Bank of Israel estimates, the inflation rate in 2019 and in 2020 would reach 1.6%. As of May 2019, the inflationary expectations for the coming twelve months, derived from the capital market, indicate an inflation rate of 1.3%.

##### **Housing market**

Recent publications reflect an increase in housing prices. According to the Housing Price Index published in July 2019 by the Central Bureau of Statistics (hereinafter – "the CBS") prices of apartments recorded a rise of 0.5% in the months of April-May 2019, in comparison with transactions effected in the months of March-April 2019. Prices of transactions in the months of April-May 2019 rose by 1.6% in comparison with the corresponding months last year.

##### **Labor market**

The rate of unemployment is low with a downward trend, amounting to 3.9% in the second quarter of 2019, in comparison with 4.0% in the first quarter of the year.

##### **Exchange rate**

The exchange rate of the shekel as against the US dollar and as against the Euro dropped in the first half of 2019 by 4.9% and by 5.4% respectively.

### **Bank of Israel interest rate**

In November 2018, Bank of Israel raised the interest rate for the first time since February 2015, by 0.15 percentage points to a level of 0.25%. According to estimates of Bank of Israel Research Division, the interest rate is expected to rise in the third quarter of 2019 to a level of 0.5%, and continue rising twice in the course of 2020 to a level of 1.0%.

In July 2019, the Governor of Bank of Israel estimated that no decision to raise the interest rate would be taken for a long time.

### **The global environment**

The risks envisaged for the global economy continue to be significant mainly in view of the "trade war", the political risks in Europe and in the Persian Gulf and concerns regarding the economic slowdown in China. The growth forecasts regarding global trade and economic growth for most of the economic zones were updated downwards.

The slowdown in global trading is continuing and in contrast to the trend in prior years the rate of growth in trading is expected to be lower than the rate of growth in the global GDP. The financial markets have recorded an increase in share and returns on government bonds decreased steeply on background of expectations for renewal of the process of the monetary expansion by the principal central banks.

In the United States, following a period of three years, during which the FED raised the interest rate at a slow and gradual pace, the FED lowered the interest rate in July 2019 for the first time since the financial crisis of 2009. Notwithstanding that, according to the claim of the Chairman of the Fed, this is not the beginning of a trend.

### **Capital markets**

The principal equities indices of the domestic capital market recorded an increase in the first half of 2019: the TA-35 Index and the TA-125 Index rose by approximately 9.2% and 11.4%, respectively. The General Bond Index rose by 4.9%.

The trading turnover in equities on the local Stock Exchange recorded a decrease in volume during the first half of 2019.

The S&P-500 Index rose by 17.3% during the first half of 2019. In Europe, the Eurostocks-600 Index rose by 14.0% and the developing countries Index (the EM-MSCI Index) rose by 9.2%.

For additional details, see principal developments in Israel and globally, in the Chapter "Corporate governance - additional details".

## MATERIAL DEVELOPMENTS IN REVENUES, EXPENSES AND OTHER COMPREHENSIVE INCOME

### PROFIT AND PROFITABILITY

**Net profit attributed to the shareholders of the Bank** amounted to NIS 407 million in the first half of 2019, as compared to NIS 356 million in the same period last year, an increase of 14.3%.

**The return of net profit to the capital attributed to the shareholders of the Bank** (annualized) amounted to 10.2% in the period January-June 2019, as compared to 9.3% in the same period last year and in 2018.

Net profit attributed to the shareholders of the Bank in the second quarter of the year amounted to NIS 224 million, compared with NIS 219 million in the same period last year, an increase of 2.3%.

The return of net profit to the capital attributed to the shareholders of the Bank (annualized) amounted to 11.3% in the second quarter of the year, compared with 11.7% in the same period last year.

### Condensed statement of income

	For the three months ended June 30,			For the six months ended June 30,		
	2019	2018	change	2019	2018	change
	NIS million		%	NIS million		%
Net financing earnings <sup>(1)</sup>	731	662	10.4	1,412	1,286	9.8
Expenses from credit losses	23	54	(59.3)	59	81	(27.2)
Net financing earnings after Expenses from credit losses	708	608	16.6	1,353	1,205	12.3
Fees	315	325	(3.1)	635	663	(4.2)
Other income	1	52	(98.1)	2	75	(97.3)
Operating and other expenses	678	655	3.5	1,351	1,392	(2.9)
Profit before taxes	346	330	5.2	639	551	16.0
Provision for taxes on profit	127	117	8.5	238	199	19.6
The bank's share in profit of equity-basis investee, after taxes	14	13	-	24	19	26.3
<b>Net profit:</b>						
Before attribution to non-controlling interests	233	226	3.1	425	371	14.6
Attributed to non-controlling interests	(9)	(7)	28.6	(18)	(15)	20.0
Attributed to shareholders of the Bank	224	219	2.3	407	356	14.3
Net return on equity attributed to the Bank's shareholders	11.3%	11.7%		10.2%	9.3%	

(1) The items of profit and loss above were presented in a different format than the condensed statement of income in a manner enables better analysis of the financial results. The change is expressed by sorting of non-interest income from the item non-interest income to the Net financing earnings.

### Profitability after elimination of certain components

	For the three months ended June 30,		For the six months ended June 30,	
	2019	2018	2019	2018
	NIS million		NIS million	
Net profit attributed to the shareholders of the Bank - as reported	224	219	407	356
Less/- Eliminations <sup>(1)</sup>				
Gain from sale of a real estate asset in consolidated companies	-	(33)	-	(46)
Provision for the claim of Bank employees for an award	-	-	-	29
Provision for expenses of the merger of Otsar Hahayal with and into the Bank	-	7	4	23
Net profit attributed to the shareholders of the Bank after elimination of the above items	224	193	411	362
Return on equity	11.3%	10.2%	10.3%	9.5%

(1) See below for details regarding the eliminated items.

## Details regarding eliminated items

**Gain from sale of a real estate asset in consolidated companies** - the transaction for the sale of the real estate asset owned by FIBI (Swiss) Ltd. was concluded on March 14, 2018. The gain on the sale, in the amount of NIS 19 million, was included in "other income" in the first quarter of 2018 (the effect on net earnings - NIS 13 million).

On June 21, 2018, the sale of the rights of Otsar Hahayal in the building were the management of the company operated, was completed. The gain on the sale, in the amount of NIS 46 million, was included in "other income" in the second quarter of 2018 (the effect on net earnings - NIS 33 million).

**Provision for the claim of Bank employees for an award** - in the same period last year, provision for the payment of an award was recorded, due to the implication of the verdict given regarding the claim of the managers committee for the payment of an award in the amount of NIS 45 million (the effect on net earnings- NIS 29 million).

**Provision for expenses of the merger of Otsar Hahayal with and into the Bank** - Expenses in respect of severance compensation payable under the merger terms, and which were recognized in the statement of profit and loss in the same period last year, amounted to NIS 34 million (the effect on net earnings - NIS 23 million).

## DEVELOPMENT IN INCOME AND EXPENSES

### The Net Financing earnings

In order to analyze profit from financing activity, in addition to interest income and expenses, non-interest financing income and expenses must also be included in profit. This income includes financing income in respect of derivative instruments which serve as an integral element of the Bank's exposure management. Income from derivatives includes, among other things, the effect of the time value in the fair value of derivatives, which is integral part of interest rate risk management and the effect of the rate of raise in the known CPI on derivatives, which is an integral part of the management of the exposure to the CPI risk.

Set out below is the composition of net financing earnings:

	2019						2018		First Half	
	Q2	Q1	Q4	Q3	Q2	Q1	2019	2018	2019	2018
	NIS million						NIS million			
Interest income	911	727	772	756	819	654	1,638		1,473	
Interest expenses	246	92	119	122	204	70	338		274	
Net interest income	665	635	653	634	615	584	1,300		1,199	
Non-interest financing income	66	46	36	108	47	40	112		87	
Net financing earnings	731	681	689	742	662	624	1,412		1,286	

Set out below is an analysis of net financing earnings:

	2019		2018				First Half	
	Q2	Q1	Q4	Q3	Q2	Q1	2019	2018
	NIS million						NIS million	
Earnings from current activity	709	675	684	662	647	618	1,384	1,265
Reconciliations to fair value of derivative instruments	2	(5)	3	3	11	1	(3)	12
Income from realization and reconciliations to fair value of bonds	5	4	3	-	5	1	9	6
Earnings (losses) from investments in shares	15	7	(1)	77	(1)	4	22	3
Net financing earnings	731	681	689	742	662	624	1,412	1,286

An increase of 9.4% in financing earnings from current activity occurred in comparison with the same period last year. This increase derived mainly from the increase in the volume of activity.

Set out below are main data regarding interest income and expenses:

	For the six months ended June 30,	
	2019	2018
	in %	
Income rate on asset bearing interest	2.75	2.49
Expense rate on liabilities bearing interest	0.99	0.77
Total interest spread	1.76	1.72
Ratio between net interest income and assets bearing interest balance	2.18	2.02

For details regarding the report on rates of interest income and expenses of the Bank and of its consolidated subsidiaries and the analysis of changes in interest income and expenses, see Appendix 1 to the Chapter "Corporate governance".

**Expenses from credit losses** amounted to NIS 59 million in the first six months of 2019 compared with NIS 81 million in the same period last year.

Set out below are details of expenses in respect of credit losses in respect of debts and off-balance sheet credit instruments:

	For the six months ended June 30,	
	2019	2018
	NIS million	
Individual expense in respect of credit losses	101	127
Decrease in individual expense in respect of credit losses and collection of debts written off in accounting	(105)	(100)
Individual expense (income), net in respect of credit losses	(4)	27
Collective expense in respect of credit losses	63	54
Total expenses in respect of credit losses	59	81
Of which:		
Expenses in respect of commercial credit	20	51
Expenses in respect of housing credit	2	4
Expenses in respect of other private credit	37	26
Ratio of individual expense (income) in respect of credit losses to average total credit to the public <sup>(1)</sup>	(0.01%)	0.07%
Ratio of collective expense in respect of credit losses to average total credit to the public <sup>(1)</sup>	0.15%	0.13%
Ratio of total expenses in respect of credit losses to average total credit to the public <sup>(1)</sup>	0.14%	0.20%

(1) Annualized.

For additional information regarding expenses for credit losses, see Chapter "Review of Risks" below.

**Fees** totaled NIS 635 million in the first six months of 2019, compared with NIS 663 million in the same period last year, a decrease of 4.2%.

Set out below are details of fees income:

	For the six months ended		Change
	June 30, 2019	June 30, 2018	
	NIS million		in %
Account management	113	121	(6.6)
Credit cards	49	53	(7.5)
Transactions in securities	301	312	(3.5)
Conversion differentials	72	73	(1.4)
Fees from financing transactions	44	45	(2.2)
Other Fees	56	59	(5.1)
Total Fees	635	663	(4.2)

**Other income** totaled NIS 2 million in the first six months of 2019, compared with NIS 75 million in the same period last year, a decrease stemming from decrease in gain from realization of assets. On June 21, 2018 the transaction for the sale of Otzar Hahayal rights in the building in which the head-office of the company operates, was consumated. The gain from the sale of these rights, which was included in this item in the same period last year, amounted to NIS 46 million, before tax effect. On March 14, 2018 the transaction for the sale of the real estate asset owned by FIBI (Swiss) Ltd. was concluded. The gain on the sale, which was included in this item un the same period last year, amounted to NIS 19 million, before tax effect.

**Operating and other expenses** totaled NIS 1,351 million in the first six months of 2019, compared with NIS 1,392 million in the same period last year, a decrease of 2.9%.

Set out below are details of operating and other expenses:

	<b>For the six months ended</b>	
	<b>June 30, 2019</b>	<b>June 30, 2018</b>
	NIS million	
Salaries and related expenses	<b>821</b>	835
Maintenance and depreciation of buildings and equipment	<b>180</b>	190
Amortization of intangible assets	<b>46</b>	45
Expenses in respect of the merger of Otsar Hahayal	<b>6</b>	34
Expenses of reduction and dismissal	<b>30</b>	14
Other expenses except reduction and dismissal	<b>268</b>	274
<b>Total operating and other expenses</b>	<b>1,351</b>	1,392

**Salaries and related expenses** totaled NIS 821 million in the first six months of 2019, compared with NIS 835 million in the same period last year, a decrease of 1.7% explained mainly by decrease in salaries due to reduction in the manpower position in the Group, partially offset by increase in salaries.

Maintenance and depreciation of buildings and equipment expenses amounted to NIS 180 million in comparison to NIS 190 million in the same period last year, a decrease of 5.3%, stemming from reduction in the volume of the real estate assets in the Group due to the efficiency measures.

**Other expenses** totaled NIS 304 million in the first six months of 2019, compared with NIS 322 million in the same period last year, a decrease of 5.6% explained mainly by a decrease in the amount of NIS 28 million in expenses in respect of the merger of Otsar Hahayal. This reduction was partially offset by an increase in dismissal expenses in the amount of NIS 17 million.

**The provision for taxes on operating earnings** amounted to NIS 238 million in the first six months of 2019, compared with NIS 199 million in the same period last year. The effective tax rate as a proportion of earnings before taxes amounted to 37.2%, compared with the statutory rate of tax of 34.2%.

**The Bank's share in the operating earnings of investee company after the tax effect** amounted to NIS 24 million, compared with NIS 19 million in the same period last year.

**The total comprehensive profit attributed to the shareholders of the Bank** amounted to NIS 463 million. This amount was affected by the net profit for the period attributed to the shareholders of the Bank of NIS 407 million and by other comprehensive profit in respect of adjustments of available-for-sale securities in an amount of NIS 49 million.

## COMPOSITION AND DEVELOPMENT OF ASSETS, LIABILITIES, CAPITAL AND CAPITAL ADEQUACY

The consolidated balance sheet as of June 30, 2019 amounted to NIS 135,067 million compared with NIS 134,120 million as of December 31, 2018.

A. Set out below are developments in the principal balance sheet items:

	June 30, 2019	December 31, 2018	Change
		NIS million	%
Credit to the public, net	85,549	84,292	1.5
Securities	10,587	12,595	(15.9)
Cash and deposits with banks	33,900	31,303	8.3
Deposits from the public	113,716	111,697	1.8
Bonds and subordinated capital notes	4,034	4,989	(19.1)
Shareholders' equity	8,366	8,093	3.4

B. Set out below are developments in the principal off-balance sheet financial instruments:

	June 30, 2019	December 31, 2018	Change
		NIS million	%
<b>Off-balance sheet financial instruments excluding derivatives:</b>			
Documentary credit	172	281	(38.8)
Guarantees and other liabilities	8,095	7,840	3.3
Unutilized credit lines for derivatives instruments	2,372	2,405	(1.4)
Unutilized revolving credit and other on-call credit facilities	9,636	9,568	0.7
Unutilized credit lines for credit card facilities and Facilities for the lending of securities	8,083	7,726	4.6
Irrevocable commitments to grant credit, not yet executed and commitments to issue guarantees	5,916	6,679	(11.4)
Total	34,274	34,499	(0.7)

### Derivative financial instruments:

	June 30, 2019			December 31, 2018		
	Positive fair value	Negative fair value	Face value	Positive fair value	Negative fair value	Face value
						NIS million
Interest contracts	238	380	22,867	208	223	29,110
Currency contracts	342	369	69,528	540	422	60,101
Contracts in respect of shares	356	356	45,478	650	651	45,227
Commodities and other contracts	2	2	36	1	1	100
Total	938	1,107	137,909	1,399	1,297	134,538

Credit to the public, net as of June 30, 2019 amounted to NIS 85,549 million compared with NIS 84,292 million as of December 31, 2018, an increase of 1.5%.

The following is information on credit to the public by linkage segment:

	As of				Segment's share of credit to the public as of	
	June 30, 2019	December 31, 2018	Change		June 30, 2019	December 31, 2018
	NIS million		NIS million	%	%	%
Local currency						
- Non-linked	<b>71,176</b>	69,600	1,576	2.3	<b>83.2</b>	82.5
- CPI-linked	<b>9,883</b>	10,073	(190)	(1.9)	<b>11.5</b>	12.0
Foreign currency (including f-c linked)	<b>3,981</b>	4,065	(84)	(2.1)	<b>4.7</b>	4.8
Non-monetary items	<b>509</b>	554	(45)	(8.1)	<b>0.6</b>	0.7
<b>Total</b>	<b>85,549</b>	84,292	1,257	1.5	<b>100.0</b>	100.0

#### Gross Credit to the public, before provision for credit losses, by segment of activity

	As of			Change	
	June 30, 2019	June 30, 2018	December 31, 2018	June 30, 2018	December 31, 2018
	NIS million			%	%
Large business segment	<b>17,008</b>	17,322	17,052	(1.8)	(0.3)
Medium business segment	<b>5,842</b>	5,860	5,816	(0.3)	0.4
Small and minute business segment	<b>16,128</b>	15,646	15,948	3.1	1.1
Household segment excluding housing loans	<b>21,481</b>	20,560	21,040	4.5	2.1
Housing loans	<b>24,855</b>	23,595	24,319	5.3	2.2
Private banking segment	<b>53</b>	54	51	(1.9)	3.9
Institutional entities	<b>1,069</b>	774	934	38.1	14.5
<b>Total</b>	<b>86,436</b>	83,811	85,160	3.1	1.5
Of which: consumer credit excluding housing loans and credit cards					
Household segment	<b>18,124</b>	17,363	17,720	4.4	2.3
Private banking segment	<b>21</b>	23	22	(8.7)	(4.5)
<b>Total</b>	<b>18,145</b>	17,386	17,742	4.4	2.3

Total credit risk to the public is comprised of balance-sheet credit risk, which includes credit to the public, investments in bonds of the public and assets deriving from financial derivative instruments purchased by the public, and from off-balance-sheet credit, which includes transactions in off-balance-sheet financial instruments, unutilized credit lines and liabilities for the granting of credit.

Total credit risk to the public amounted to NIS 121,060 million on June 30, 2019 compared with NIS 120,495 million on December 31, 2018, an increase of 0.5%.

Set out below is information on the distribution of total credit risk to the public by sectors of the economy.

Sector	As of June 30, 2019		As of December 31, 2018		Change
	Total credit risk	Sector's share in total credit risk	Total credit risk	Sector's share in total credit risk	
	NIS million	%	NIS million	%	%
Financial services (including holding companies)	14,427	11.9	15,507	12.9	(7.0)
Construction and real estate	15,843	13.1	15,547	12.9	1.9
Industry	10,194	8.4	10,330	8.6	(1.3)
Commerce	7,770	6.4	7,981	6.6	(2.6)
Private customer, including housing loans	60,198	49.7	58,779	48.8	2.4
Others	12,628	10.5	12,351	10.2	2.2
Total	121,060	100.0	120,495	100.0	0.5

Set out below is the sector-specific distribution of the six largest borrowers at the Group (by size of gross indebtedness before deduction of collateral whose deduction is permissible for the purpose of limiting the indebtedness of a borrower and group of borrowers):

Borrower no.	Sector of the economy	As of June 30, 2019			
		Balance-sheet credit risk (*)	Off-balance-sheet credit risk	Aggregate credit risk	Aggregate credit risk after permitted deductions
					NIS million
1.	Financial services	807	270	1,077	498
2.	Financial services	926	4	930	60
3.	Industry	-	835	835	835
4.	Financial services	721	6	727	727
5.	Financial services	700	-	700	700
6.	Electricity and water supply	375	132	507	507

Borrower no.	Sector of the economy	As of December 31, 2018			
		Balance-sheet credit risk (*)	Off-balance-sheet credit risk	Aggregate credit risk	Aggregate credit risk after permitted deductions
					NIS million
1.	Financial services	1,999	224	2,223	763
2.	Financial services	900	6	906	906
3.	Industry	130	738	868	868
4.	Financial services	700	-	700	700
5.	Financial services	432	-	432	-
6.	Electricity and water supply	230	172	402	402

\* Including credit to the public after net accounting write-offs, investment in bonds and other assets in respect of derivative instruments.

The investment in securities as of June 30, 2019 totaled NIS 10,587 million compared with NIS 12,595 million at the end of 2018, a decrease of 15.9%.

Set out below is the composition of the portfolio:

	As of		Share of total securities	
	June 30, 2019	December 31, 2018	June 30, 2019	December 31, 2018
	NIS million			%
Government bonds	8,157	9,742	77.0	77.4
Banks' bonds <sup>(1)</sup>	401	698	3.8	5.5
Other bonds (corporate and asset-backed)	895	803	8.5	6.4
Other bonds (corporate and asset-backed) guaranteed by governments	857	1,125	8.1	8.9
Shares <sup>(2)</sup>	277	227	2.6	1.8
Total	10,587	12,595	100.0	100.0

(1) The balance includes bonds that were issued by banks' issuing companies.

Of which: Banks' foreign-currency bonds guaranteed by foreign governments in the amount of NIS 276 million (December 31, 2018 - NIS 531 million).

(2) Investment in shares includes inter alia investment in private equity funds in the amount of NIS 98 million, investment in foreign currency shares of NIS 80 million and investment in shares traded on the Tel Aviv Stock Exchange amounting to NIS 67 million (31.12.18 - investment in private equity funds in the amount of NIS 123 million, investment in foreign currency shares of NIS 77 million and investment in shares traded on the Tel Aviv Stock Exchange amounting to NIS 19 million).

Set out below is the distribution of the securities portfolio by linkage segments:

	As of				Segment's share of total securities	
	June 30, 2019	December 31, 2018	Change		June 30, 2019	December 31, 2018
	NIS million		NIS million	%	%	%
Local currency						
- Non-linked	3,402	4,250	(848)	(20.0)	32.1	33.7
- CPI-linked	389	712	(323)	(45.4)	3.7	5.7
Foreign currency denominated & linked	6,519	7,406	(887)	(12.0)	61.6	58.8
Non-monetary items	277	227	50	22.0	2.6	1.8
Total	10,587	12,595	(2,008)	(15.9)	100.0	100.0

Set out below are the sources for the price quotations which the Bank used for determining the fair value of securities on June 30, 2019:

	Price quoted in active market	Indicative price*	Counter-party price**	Total
	NIS million			
Shares and private investment funds	166	7	104	277
Local currency government bonds	3,122	-	-	3,122
Local currency corporate bonds	404	265	-	669
Non-asset backed foreign-currency and f-c linked bonds	134	5,987	-	6,121
MBS bonds	-	398	-	398
Total	3,826	6,657	104	10,587
% of portfolio	36.1	62.9	1.0	100.0

\* Indicative price-An indication determined by the Bank and which is based mainly on price quotations obtained from an external entity or entities specializing in the matter, and the remainder is based on internal models determined by the Bank.

\*\* Counter-party price-Price quotation obtained from the entity with which the transaction is conducted. With respect to private equity funds, the need for a provision for write-down is examined on the basis of their financial statements.

Below are additional details of bonds denominated in and linked to foreign currency, which are not asset-backed, by country/continent:

	As of	
	June 30, 2019	December 31, 2018
	NIS million	
Israel (incl. Israel Government - NIS 3,149 million, 31.12.18 - NIS 3,364 million)	3,288	3,491
USA (incl. USA Government - NIS 1,859 million, 31.12.18 - NIS 1,944 million)	1,978	2,051
France	188	96
Canada	128	459
Germany (incl. Germany Government or guaranteed by it)	374	547
Europe - others (2 countries; 31.12.18 - 2 countries)	38	93
UK	-	29
Far East, New Zealand and others (5 countries; 31.12.18 - 5 countries)	127	204
Total	6,121	6,970

It should be noted that there is no issuer (except the Israel Government and USA Government) whose bond balance exceeds 2% of the shareholders' equity of the Bank.

Set out below are additional details on local currency corporate bonds by sector:

	As of	
	June 30, 2019	December 31, 2018
	NIS million	
Financial services	71	72
Banks	34	68
Industry	33	46
Electricity and water	150	139
Construction and real estate	189	161
Communications and computer services	8	9
Commerce	51	50
Transportation	101	63
Hotels, hospitality and food services	27	23
Public and community services	5	5
Total	669	636

**Set out below is the composition of the foreign-currency bond portfolio at the Bank Group:**

- Non-asset-backed bonds denominated in or linked to foreign currency-amounting to NIS 6,121 million (Dollar 1,716 million) (includes foreign corporations amounting to NIS 947 million, foreign currency denominated bonds of Israeli corporations, mostly traded abroad, amounting to NIS 139 million, foreign currency denominated Israel Government bonds amounting to NIS 3,149 million and foreign government bonds amounting to NIS 1,886 million). All of the foreign bonds are investment grade and All of the portfolio is rated A or higher; 2% of the exposure is to leading banking and financial institutions in OECD countries. This portfolio is diversified, in a manner whereby exposure to any single issuer does not exceed 4% of the total foreign currency bond portfolio (except Israel Government and USA Government). The duration (average term-to-maturity) of the foreign currency bond portfolio is 3.5 years. The balance of unrealized gross profits (included in shareholders' equity under reconciliations to fair value in respect of the presentation of securities available for sale) as of the report date in respect of this portfolio amounted to NIS 36 million (Dollar 10 million) compared with NIS 6 million (Dollar 2 million) on December 31, 2018.
- Mortgage Backed Securities (MBS) - amount to NIS 398 million (Dollar 112 million).  
Of these, NIS 396 million (Dollar 111 million) were issued by Ginnie Mae, which is wholly owned by the US government. The balance of NIS 2 million (Dollar 1 million) was issued by the US federal agencies Fannie Mae and Freddie Mac.

Set out below is a sensitivity analysis as of June 30, 2019 of the effect of changes in the interest rate on the rate of early repayments and the fair value of the MBS portfolio (including economic hedging of interest rate swaps):

	Change in rate of early repayments	Change in fair value
	Percentage points	Dollar million
Increase of 200 base points	(10)	(6.3)
Increase of 100 base points	(7.3)	(2.4)
Decrease of 100 base points	23	0.5
Decrease of 200 base points	43.6	0.3

The balance of profits, gross (before the tax effect), included in other cumulative comprehensive profit, in respect of the difference between the fair value of securities included in the available-for-sale portfolio and their amortized cost, as of June 30, 2019, amounted to NIS 54 million.

Cash and deposits at banks on June 30, 2019 totaled NIS 33,900 million compared with NIS 31,303 million at the end of 2018, an increase of 8.3%

Deposits from the public on June 30, 2019 totaled NIS 113,716 million compared with NIS 111,697 million at the end of 2018, an increase of 1.8%.

Set out below is the distribution of deposits from the public by linkage segments:

	As of		Change		Segment's share of total deposits from the public on	
	June 30, 2019	December 31, 2018			June 30, 2018	December 31, 2018
		NIS million	NIS million	%	%	%
Local currency						
- Non-linked	87,961	86,317	1,644	1.9	77.3	77.3
- CPI-linked	5,894	5,858	36	0.6	5.2	5.2
Foreign currency denominated & linked	19,349	18,968	381	2.0	17.0	17.0
Non-monetary items	512	554	(42)	(7.6)	0.5	0.5
Total	113,716	111,697	2,019	1.8	100.0	100.0

#### Deposits from the public by segment of activity

	As of			Change	
	June 30, 2019	June 30, 2018	December 31, 2018	June 30, 2018	December 31, 2018
			NIS million		%
Large business	9,551	9,323	9,212	2.4	3.7
Medium business	4,856	4,699	5,167	3.3	(6.0)
Small and minute business	17,703	17,679	17,802	0.1	(0.6)
Household	51,194	47,558	50,300	7.6	1.8
Private banking	7,654	7,840	8,029	(2.4)	(4.7)
Institutional entities	22,758	25,456	21,187	(10.6)	7.4
Total	113,716	112,555	111,697	1.0	1.8

#### Securities portfolios belonging to customers of the Bank Group

The total of the securities portfolios of customers of the Bank Group as of June 30, 2019, amounted to NIS 319 billion, as compared to NIS 304 billion at the end of 2018.

**Bonds and subordinated capital notes** amounted at June 30, 2019 to NIS 4,034 million, as compared with NIS 4,989 million at December 31, 2018, a decrease of 19.1%.

## **CAPITAL AND CAPITAL ADEQUACY**

The capital attributed to the shareholders of the Bank amounted on June 30, 2019 to NIS 8,366 million, as compared with NIS 8,093 million on December 31, 2018, an increase of 3.4%.

For details regarding the development of the other comprehensive profit, see the Chapter "Material developments in income, expenditure and in other comprehensive profit".

### **CAPITAL ADEQUACY**

#### **Minimum capital ratios**

The Bank implement Proper Conduct of Banking Business Directives Nos. 201-211 in the matter of "Measurement and capital adequacy" as were amended in order to reconcile them with the Basel guidelines. The implementation was gradual in accordance to the transitional instructions in Proper Conduct of Banking Business Directive No. 299 "Measurement and capital adequacy- supervisory capital - transitional instructions". These instructions require that the ratio of Tier I equity capital to weighted average risk assets should be no less than 9% and the ratio of comprehensive capital to average risk assets should be no less than 12.5% for all banking corporations, the total consolidated stated assets of which does not exceeds 20% of total stated assets of the banking sector (including the Bank).

To these minimal capital ratios an additional capital requirement was added at a rate reflecting 1% of the outstanding balance of housing loans at the reporting date.

In consequence thereof, the minimum Tier I equity capital ratio and the minimum comprehensive capital ratio required on a consolidated basis by the Supervisor of Banks, based on data as of the reporting date, are 9.31% and 12.81%, respectively.

The internal capital goals as were set by the Board of Directors are as follows:

- In a regular business situation - Tier I equity capital will be no less than 9.31%, and the ratio of the comprehensive capital will be no less than 12.81%.
- In stress situations - the ratio of Tier I equity capital shall not be less than 6.50%, and the ratio of comprehensive capital shall not be less than 9.00%.

#### **Basel 3 guidelines**

According to the transitional instructions, the capital instruments no longer qualified as regulatory capital shall be recognized up to a maximum of 80% on January 1, 2014, this maximum level being reduced by an additional 10% until January 1, 2022. Accordingly, as from January 1, 2019 the maximum rate of instruments qualified as regulatory capital amounts to 30%.

#### **Operational Efficiency**

On January 12, 2016, Bank of Israel issued a letter, in the matter of "operational efficiency of the banking sector in Israel". In accordance with the letter, the board of directors of banking corporation has to outline a multi-annual program for the improvement of efficiency.

A banking corporation that conforms with the terms of the letter would be entitled to a relief, whereby it may spread, by the "straight line" method, over a period of five years, the effect of the cost of the program. On September 16, 2018 the Supervisor of Banks published a letter that extends the effectiveness of these guidelines until December 31, 2019.

- On November 17, 2016, the Board of Directors of the Bank approved the update of the strategic program of the Group concerning the efficiency measures aspect, the cost of which was estimated at NIS 207 million (before the tax effect). Were it not for the said relief, the implementation of the efficiency measures, as of June 30, 2019 would have reduced the capital adequacy ratios by 0.09%.

- In the course of 2018, the Board of Directors of the Bank resolved to introduce additional efficiency measures at Otsar Hahayal, a merger decision was taken in the third quarter of the year, and on January 1, 2019, Otsar Hahayal was merged with and into the Bank. The said decisions as well as their expected implications have surpassed the original efficiency program of the Group from 2016. In respect of these actions the Group recorded a provision for increased severance compensation in the amount of NIS 82 million (net amount of NIS 53 million after the tax effect). Were it not for the said relief, the implementation of the efficiency measures, as of June 30, 2019 would have reduced the capital adequacy ratios by 0.07%.

## Implementation of the instructions

As stated above, in accordance with Bank of Israel instructions, the Bank implements the Basel instructions.

Pillar I - Credit, market and operating risks - the Bank is implementing the standard approach in accordance with Bank of Israel instructions.

Pillar II - the Bank is required to conduct an internal process for the assessment of capital adequacy (the ICAAP process). This process is designed to ensure the maintenance of an adequate level of capital means supporting the overall risks inherent in the operations of the Bank. The ICAAP document relating to the data as of June 30, 2018, has been duly submitted to bank of Israel. The Bank is in the process of preparing the ICAAP document in respect of the data as of March 31, 2019. The infrastructure for the capital adequacy, as approved by the Bank, serves as a basis for the internal process conducted at the banking subsidiary, subject to required adjustments, and on the basis of its specific risk profile.

		As of	
		June 30, 2019	December 31, 2018
<b>1. Capital for calculation of capital ratio, after deduction and supervisory adjustments</b>			
Tier 1 capital, after deductions and supervisory adjustments		8,593	8,321
Tier 2 capital, after deductions		2,370	2,713
Total capital		10,963	11,034
<b>2. Weighted balances of risk assets</b>			
Credit risk		71,934	71,847
Market risk		715	889
Operational risk		6,440	6,401
Total weighted balances of risk assets		79,089	79,137
<b>3. Ratio of capital to risk assets</b>			
Ratio of tier 1 equity capital to risk assets		10.86%	10.51%
Comprehensive ratio of capital to risk assets		13.86%	13.94%
Minimal ratio of equity capital tier 1 required by the Supervisor of banks		9.31%	9.31%
Minimal ratio of comprehensive capital required by the Supervisor of Banks		12.81%	12.81%

The Tier I equity capital ratio as of June 30, 2019, amounted to 10.86% in comparison with 10.51% on December 31, 2018. The ratio of comprehensive capital to risk components as of June 30, 2019, amounted to 13.86%, in comparison with 13.94% on December 31, 2018.

The comprehensive capital as of June 30, 2019 amounted to NIS 10,963 million, in comparison with NIS 11,034 million on December 31, 2018. The capital base was affected from earnings of NIS 407 million and from other comprehensive income in respect of presentation of available for sale securities at fair value in the amount of NIS 49 million. This increase was offset by dividend paid in the amount of NIS 190 million and a decrease in the amount of NIS 349 million in capital instruments issued by the Bank, which are qualified as regulatory capital.

Risk assets as of June 30, 2019 amounted to NIS 79,089 million as compared with NIS 79,137 million on December 31, 2018.

The comprehensive capital ratios and the Tier I equity capital ratios of the significant subsidiary, in accordance with the "framework for measurement and capital adequacy" of Basel, are:

	June 30, 2019	December 31, 2018
		In percent
<b>Bank Massad Ltd.</b>		
Ratio of Tier 1 capital to risk assets	<b>13.16%</b>	13.04%
Ratio of comprehensive capital to risk assets	<b>14.24%</b>	14.12%

**Leverage ratio in accordance with instructions of the Supervisor of Banks** - The Bank implements the Proper Conduct of Banking Business Directive No. 218 in the matter of Leverage ratio. The leverage ratio is expressed in percentages and is defined as the ratio between capital measurement and exposure measurement. Capital for the purpose of measuring the leverage ratio is the Tier I equity capital, as defined in Proper Conduct of Banking Business Directive No. 202, taking into consideration the prescribed transitional arrangements. In accordance with the Directive, a banking corporation should attain a leverage ratio of no less than 5% on a consolidated basis, for a banking corporation, the total consolidated stated assets of which is up to 20% of total stated assets of the banking sector as a whole (including the Bank). The minimum leverage ratio for a banking corporation applies as from January 1, 2018 and thereafter. The leverage ratio of the Bank as of June 30, 2019, amounts to 5.92%, compared to 5.76% as of December 31, 2018.

#### **DIVIDEND DISTRIBUTION POLICY**

According to the updated dividend distribution policy as was approved by the Board of Directors of the Bank (as was updated on June 9, 2015 and August 14, 2017), the Bank will distribute annual dividends of up to 50% of its distributable annual net earnings, subject to the Bank's ratio of capital to risk elements being no less than the target specified by the Bank's Board of Directors from time to time. Such distributions will be made subject to legislative provisions and to Proper Conduct of Banking Business Regulations, providing that no adverse changes occur in the Bank's earnings and/or business and/or financial position and/or the overall state of the economy and/or the legal environment. It should be clarified, that as from the year 2017, the net annual earnings refer to the annual net earnings of the current year.

This resolution is not to be construed as detracting from the Board of Directors' authority to review policy from time to time and to resolve at any time, after taking due account of business considerations and of the legislative provisions applying to the Bank, changes in policy or the rate of dividend to be distributed for a specific period, or to resolve not to distribute any dividend at all.

It is clarified that any dividend distribution shall be subject to specific approval by the Board of Directors and to all the restrictions applying to the Bank regarding dividend distribution, and shall be made public with all required details in accordance with the law.

It should be noted that in addition to the provisions of the Companies Law, dividend distribution by the Bank is subject to additional restrictions that are detailed in Note 24A.b. to the financial statements for 2018.

Following are details regarding dividends distributed by the Bank, as from the year 2016:

Declaration date	Payment date	Total dividend paid	Dividend per share
		NIS million	NIS
15 March 2017	2 April 2017	70	0.70
23 May 2017	14 June 2017	70	0.70
14 August 2017	31 August 2017	70	0.70
14 November 2017	3 December 2017	100	1.00
5 March 2018	21 March 2018	95	0.95
28 May 2018	5 June 2018	60	0.60
14 August 2018	2 September 2018	100	1.00
20 November 2018	9 December 2018	100	1.00
12 March 2019	20 March 2019	105	1.05
28 May 2019	17 June 2019	85	0.85

Subsequent to balance sheet date, on August 13, 2019, the Board of directors of the Bank resolved to distribute a dividend in cash to shareholders of the Bank in a total amount of NIS 110 million. The determining date for the distribution of the dividend is August 21, 2019, and the date of payment is August 29, 2019. The amount of the dividend is before any taxes, including the tax that the Bank has to withhold in terms of the law.

## SUPERVISORY SEGMENTS OF ACTIVITY

The reporting on segments of activity is in accordance with the format and classification set in the Directive of the Reporting to the Public of the Supervisor of Banks. This reporting is materially different from the segments of activity used by the Bank according to Management approach, which are detailed in Note 11A to the financial statements. The supervisory segments of activity are reported in a uniform format that was set by the Supervision of Banks to the entire banking system, and they are based on the customers characteristics, such as: the volume of assets portfolio- for private customers, or the business turnover- for business customers.

For the definitions of the supervisory segments of activity and for details regarding main instructions, estimates and principals of reporting, see Note 28 to the financial statements for the year 2018.

For details regarding segments of activity according to management's approach, see Note 28A to the financial statements for the year 2018.

The following is a summary of the results of activity by segments:

### a. Total income\*

	For the three months ended June 30,			Segment's share of total income	
	2019	2018	Change	30.6.19	30.6.18
	NIS million		%		%
Large business	103	101	2.0	9.8	9.7
Medium business	63	62	1.6	6.0	6.0
Small and minute business	237	232	2.2	22.7	22.3
Household	445	422	5.5	42.5	40.6
Private banking	26	23	13.0	2.5	2.2
Institutional entities	65	58	12.1	6.2	5.6
Financial management	108	141	(23.4)	10.3	13.6
Total	1,047	1,039	0.8	100.0	100.0

	For the six months ended June 30,			Segment's share of total income	
	2019	2018	Change	30.6.19	30.6.18
	NIS million		%		%
Large business	200	207	(3.4)	9.8	10.2
Medium business	125	122	2.5	6.1	6.0
Small and minute business	475	464	2.4	23.2	23.0
Household	890	842	5.7	43.4	41.6
Private banking	53	47	12.8	2.6	2.3
Institutional entities	133	118	12.7	6.5	5.8
Financial management	173	224	(22.8)	8.4	11.1
Total	2,049	2,024	1.2	100.0	100.0

## b. Net profit attributed to the shareholders of the bank

	For the three months ended June 30,		For the six months ended June 30,	
	2019	2018	2019	2018
	NIS million		NIS million	
Large business	48	27	89	65
Medium business	16	25	23	42
Small and minute business	36	36	79	58
Household	32	25	63	23
Private banking	6	5	12	10
Institutional entities	14	11	27	22
Financial management	72	90	114	136
Total	224	219	407	356

\* Including net interest income and non-interest income.

## c. Average balance sheet balances\*

	Total assets			% of total assets	
	For the six months ended June 30,			For the six months ended June 30,	
	2019	2018	Change	30.6.19	30.6.18
	NIS million		%	%	%
Large business	17,694	17,458	1.4	20.8	21.3
Medium business	5,606	5,715	(1.9)	6.6	7.0
Small and minute business	15,860	15,115	4.9	18.6	18.5
Household	44,945	42,875	4.8	52.8	52.4
Private banking	46	52	(11.5)	0.1	0.1
Institutional entities	979	593	65.1	1.1	0.7
Total	85,130	81,808	4.1	100.0	100.0

	Total liabilities			% of total liabilities	
	For the six months ended June 30,			For the six months ended June 30,	
	2019	2018	Change	30.6.19	30.6.18
	NIS million		%	%	%
Large business	8,281	10,142	(18.3)	7.3	9.0
Medium business	4,930	4,867	1.3	4.3	4.3
Small and minute business	17,961	16,799	6.9	15.9	14.9
Household	50,606	46,951	7.8	44.7	41.5
Private banking	7,727	7,717	0.1	6.8	6.8
Institutional entities	23,758	26,550	(10.5)	21.0	23.5
Total	113,263	113,026	0.2	100.0	100.0

\* Average balances are calculated on the basis of balances at the beginning of quarter or the beginning of month.

## BUSINESS SEGMENTS - SMALL AND MINUTE BUSINESS SEGMENT, MEDIUM BUSINESS SEGMENT AND LARGE BUSINESS SEGMENT

Following are main data concerning business segments - Small and minute, medium and large business - activity in Israel

	For the three months ended June 30, 2019				For the three months ended June 30, 2018			
	Small and minute business	Medium business	Large business	Total	Small and minute business	Medium business	Large business	Total
	NIS million							
Net interest income	162	44	72	278	154	40	72	266
Non-interest income	75	19	31	125	78	22	29	129
Total income	237	63	103	403	232	62	101	395
Expenses (income) from credit losses	15	6	(17)	4	25	(2)	15	38
Operating and other expenses	161	31	45	237	150	26	45	221
Net profit attributed to the shareholders of the Bank	36	16	48	100	36	25	27	88
Average balance of credit to the public	15,916	5,680	17,300	38,896	15,347	5,833	17,809	38,989
Balance of credit to the public at the end of the reported period	16,128	5,842	17,008	38,978	15,646	5,860	17,322	38,828
Average balance of deposits from the public	18,132	4,987	8,237	31,356	17,574	4,679	9,830	32,083
Balance of deposits from the public at the end of the reported period	17,703	4,856	9,551	32,110	17,679	4,699	9,323	31,701

	For the six months ended June 30, 2019				For the six months ended June 30, 2018			
	Small and minute business	Medium business	Large business	Total	Small and minute business	Medium business	Large business	Total
	NIS million							
Net interest income	323	87	141	551	302	82	146	530
Non-interest income	152	38	59	249	162	40	61	263
Total income	475	125	200	800	464	122	207	793
Expenses (income) from credit losses	27	27	(34)	20	44	(1)	8	51
Operating and other expenses	318	60	87	465	326	56	97	479
Net profit attributed to the shareholders of the Bank	79	23	89	191	58	42	65	165
Average balance of credit to the public	15,860	5,606	17,694	39,160	15,115	5,715	17,458	38,288
Balance of credit to the public at the end of the reported period	16,128	5,842	17,008	38,978	15,646	5,860	17,322	38,828
Average balance of deposits from the public	17,961	4,930	8,281	31,172	16,799	4,867	10,142	31,808
Balance of deposits from the public at the end of the reported period	17,703	4,856	9,551	32,110	17,679	4,699	9,323	31,701

**Main changes in the results of activity in the first half of 2019 compered with the coresponding period last year**

Total net interest income amounted to NIS 551 million, compared with NIS 530 million in the same period last year, an increase of 4.0%, which stemmed from an increase in the volume of activity and from an increase from the deposit taking activity, due to the increase in the interest rate.

The operating and other expenses amounted to NIS 465 million, compared to NIS 479 million in the corresponding period last year, a decrease of 2.9%, derived mainly from expenses recorded in the same period last year in respect of the merger of Otsar Hahayal and from reduction in the payroll expenses due to a decrease in manpower in the Group. This decrease was partialy offset by an increase in dismissal expenses and an increase in salaries.

The net profit attributed to the shareholders of the Bank in respect of the small and minute, medium sized and large businesses, amounted to NIS 191 million, in comparison with NIS 165 million in the same period last year, an increase of 15.8%. The increase in profit is explained by a reduction in expenses in respect of credit losse.

Average balance of credit to the public amounted to NIS 39,160 million, in comparison with NIS 38,288 million in the same period last year, an increase of 2.3%.

Credit to the public as of June 30, 2019 amounted to NIS 38,978 million, in comparison with NIS 38,828 million on June 30, 2018, an increase of 0.4%.

Average balance of deposits from the public amounted to NIS 31,172 million, in comparison with NIS 31,808 million in the same period last year, a decrease of 2.0%.

Deposits from the public as of June 30, 2019 amounted to NIS 32,110 million, in comparison with NIS 31,701 million on June 30, 2018, an increase of 1.3%.

## PRIVATE INDIVIDUALS SEGMENTS - HOUSEHOLDS AND PRIVATE BANKING

Following are main data concerning Private individuals segments - household and private banking - activity in Israel

	For the three months ended June 30, 2019			For the three months ended June 30, 2018		
	household	private banking	Total	household	private banking	Total
	NIS million					
Net interest income	310	10	320	280	8	288
Non-interest income	135	16	151	142	15	157
Total income	445	26	471	422	23	445
Expenses from credit losses	21	-	21	16	-	16
Operating and other expenses	365	16	381	359	15	374
Net profit attributed to the shareholders of the Bank	32	6	38	25	5	30
Average balance of credit to the public	45,182	47	45,229	43,259	51	43,310
Balance of credit to the public at the end of the reported period	46,336	53	46,389	44,155	54	44,209
Average balance of deposits from the public	50,823	7,667	58,490	47,124	7,715	54,839
Balance of deposits from the public at the end of the reported period	51,194	7,654	58,848	47,558	7,840	55,398

	For the six months ended June 30, 2019			For the six months ended June 30, 2018		
	household	private banking	Total	household	private banking	Total
	NIS million					
Net interest income	618	20	638	554	16	570
Non-interest income	272	33	305	288	31	319
Total income	890	53	943	842	47	889
Expenses from credit losses	39	-	39	30	-	30
Operating and other expenses	735	33	768	761	31	792
Net profit attributed to the shareholders of the Bank	63	12	75	23	10	33
Average balance of credit to the public	44,945	46	44,991	42,875	52	42,927
Balance of credit to the public at the end of the reported period	46,336	53	46,389	44,155	54	44,209
Average balance of deposits from the public	50,606	7,727	58,333	46,951	7,717	54,668
Balance of deposits from the public at the end of the reported period	51,194	7,654	58,848	47,558	7,840	55,398

**Main changes in the results of activity in the first half of 2019 compared with the corresponding period last year**

Total net interest income amounted to NIS 638 million, as compared with NIS 570 million in the corresponding period last year, an increase of 11.9%, which stemmed mainly from an increase in the volume of activity and from an increase from the deposit taking activity.

Non-interest income amounted to NIS 305 million, in comparison with NIS 319 million in the corresponding period last year, a decrease of 4.4%.

Operating and other expenses amounted to NIS 768 million, as compared to NIS 792 million in the corresponding period last year, a decrease of 3.0%, derived mainly from expenses recorded in the same period last year in respect of the merger of Otsar Hahayal, from reduction in the payroll expenses due to a decrease in manpower in the Group and from decrease in the expenses of maintenance and depreciation of buildings and equipment due to reduction in the volume of real estate assets. This decrease was partially offset by an increase in dismissal expenses and an increase in salaries.

The net profit attributed to the shareholders of the Bank in respect of the private individuals segment, which includes households and private banking, amounted to NIS 75 million, compared with NIS 33 million in the corresponding period last year.

Average balance of credit to the public amounted to NIS 44,991 million, in comparison with NIS 42,927 million in the same period last year, an increase of 4.8%.

Credit to the public as of June 30, 2019 amounted to NIS 46,389 million, in comparison with NIS 44,209 million on June 30, 2018, an increase of 4.9%.

Average balance of deposits from the public amounted to NIS 58,333 million, in comparison with NIS 54,668 million in the same period last year, an increase of 6.7%.

Deposits from the public as of June 30, 2019 amounted to NIS 58,848 million, in comparison with NIS 55,398 million on June 30, 2018, an increase of 6.2%.

**FINANCIAL MANAGEMENT SEGMENT**

Total income attributed to this segment amounted to NIS 173 million compared with NIS 224 million in the corresponding period last year.

The net earnings of the Financial Management Segment amounted to NIS 114 million compared with NIS 136 million in the corresponding period last year.

The decrease in net profit, is explained mainly by a decrease in capital gains from the sale of buildings and equipments, which amounted to NIS 65 million in the same period last year. In the first half of the year, no gain from sale of buildings and equipment was recorded. This decrease was partially offset by an increase in profit from investment in bonds and shares in an amount of NIS 22 million and an increase in the Bank's share in the profit of ICC in an amount of NIS 5 million.

## PRINCIPAL INVESTEE COMPANIES

**Bank Massad Ltd.** (hereinafter - "Massad") - in which the Bank owns 51.0% of the share capital and voting rights, is a commercial bank which operates a network of 23 branches and sub-branches.

The Bank's investment in Massad amounted to NIS 353 million on June 30, 2019.

Total assets of Massad on June 30, 2019 amounted to NIS 8,853 million compared with NIS 8,255 million on December 31, 2018, an increase of 7.2%.

Shareholders' equity of Massad on June 30, 2019, totaled NIS 693 million compared with NIS 653 million on December 31, 2018, an increase of 6.1%.

Net earnings of Massad for the first half of 2019 totaled NIS 37.2 million compared with NIS 30.8 million in the same period last year, an increase of 20.8%. The change in profits is mostly explained by the increase in interest income, stemming mainly from the growth in volume of credit to the public.

The Bank's share in Massad's operating results for the first half of 2019 amounted to NIS 19.0 million compared with NIS 13.5 million in the same period last year.

Net return on equity (annualized) amounted to 11.4% compared with 10.5% in the same period last year. The ratio of comprehensive capital to risk assets amounted to 14.24%, compare with 14.12% at the end of 2018. The Tier 1 equity capital ratio amounted to 13.16% compare with 13.04% at the end of 2018.

In the framework of the ICAAP process for the data of December 31, 2018 the minimal capital targets were set: tier 1 equity capital ratio will not be less than 10.5% until December 31, 2021 and the comprehensive capital ratio will be no less than 12.65% until December 31, 2021.

On June 23, 2019, the Board of Directors of Massad, decided on the appointment of Mr. Gavriel Title as the CEO of Massad, instead of Mr. Yaacov Shuri who retired.

**Israel Credit Cards Ltd. ("ICC")** - The Bank holds 28.2% of equity and 21.0% of voting rights in ICC.

ICC markets and issues credit cards and settles credit card transactions of the international Visa and MasterCard brand, markets and operates Diners credit cards on an exclusive basis in Israel, and also settles credit cards of Isracard brand.

The Bank's investment in ICC amounted to NIS 589 million on June 30, 2019.

The ratio of comprehensive capital to risk assets amounted to 14.6%, compare with 15.9% at the end of 2018.

The Bank's share in the net earnings of ICC before the tax effect amounted in the first half of 2019 to NIS 26.8 million compared with NIS 20.8 million in the same period last year, an increase of 28.8%. The increase in profit is mainly explained from an increase in income from transactions in credit cards stemming from an increase in the volume of transactions.

In May 2019 ICC distributed a dividend in an amount of NIS 150 million. The Bank's share in the dividend amounted to NIS 42 million.

See Note 9.D. regarding motions for approval of class actions against ICC and regarding assessments issued to ICC by the Director of Value Added Tax.

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## REVIEW OF RISKS

This chapter was written in great detail in the financial statements for 2018. Therefore, it should be read together with the chapter of the risk review published in the annual reports for 2018. Additional information about the risks can be found on the report on risks and additional supervisory reporting in the Bank's internet website.

### General

- a. The Group's activity is accompanied by exposure to risks, the most significant of which are: credit risk (including concentration of economy segments and borrowers), market risk, for which the main risk is the interest risk, liquidity risk, operational risks, including Cyber and information security risks and IT risks, compliance risk and AML risk, strategy risk, legal risk and reputation risk.

Members of the Board of Management or senior officers are responsible for management of these risks. With respect to credit risk, market risk and operational risk, a regulatory requirement for capital adequacy in accordance with the Pillar 1 Basel directives exists. Within the ICAAP process, the Group performs an in-depth process of identifying additional risks focal and challenging the risks focal identified in the first pillar. If needed the Group makes an additional capital allocation in respect of Pillar 1 risks and other risks.

- b. The Group's risk management policy is directed at achieving the strategic and business objectives defined by the Group and at increasing its earnings expectancy by developing areas of specialization at the Group, exploiting economies of diversity and scale, keeping to the levels of risk which have been approved, and by operating suitable management, control and reporting mechanisms.
- c. The overall risk perception of the Group is in line with the regulatory framework set by the Supervisor of Banks and in line with the Sound Practices of the Basel Committee, based on the principal that every banking activity involving risk, the following will be defined and characterized: risk policy and appetite, limitations for bordering and defining the volume of exposure, control and auditing circles, reporting arrangement and earnings estimation mechanism, its measurement and reporting according to acceptable standard.
- d. Risk management and control at the Group are implemented by means of a suitable infrastructure of control, supervision, review and auditing mechanisms, and are applied via three lines of defense: The first line of defense consists of those responsible for the creation and management of risk, including the legal sub-division and the chief accountant division, in the relevant areas. The second line is maintained by units of the Risk Management Division, Chief Accountant and legal sub-division, by means of independent control. The third line consists of the internal and external auditing functions.
- e. Chief Risk Manager and member of Management in charge of the risk management division and across the organization risk management infrastructure- Mr. Bentzi Adiri CPA.
- f. Those responsible for risk management are:
- Mr. Ilan Batzri CPA, Head of the Business Division-serves as Credit Risk Manager;
  - Mr. Avi Sterenshous- head of the financial sub-division- serves as financial risk manager;
  - Mr. Amir Birenboim- compliance manager, including, among other things AML, internal enforcement and cross border risks. Also appointed as Responsible Officer in-charge of implementation of the FATCA directives and QI agreement. Up to March 31, 2019 Mr. Yaacov Konortov served in these offices, which retired from the Bank;
  - Mr. Yossi Levi- head of resources division- Strategic risk manager;
  - Mr. Ron Grisaro- the CEO of MATAF -IT risk manager.
  - Mr. Yehoshua Peleg, manager of cyber defense and information security- cyber risks manager;
  - Adv. Haviva Dahan, head of the legal sub-division -Legal Risk Manager;
  - Mr. Nachman Nitzan, CPA- head of the chief accounting division- reputation risk manager;
  - Mr. Bentzi Adiri CPA- operational risk manager, supervisor of the internal enforcement and manager of business continuity. In addition, the cyber risks manager is subordinated to him.

- g. Additional risks to which the Bank is exposed- regulatory and legislative risks - are managed and supervised as part of overall business management by members of the Board of Management and department heads in the areas for which they are responsible.
- h. Risk management is carried out at each subsidiary in the Group separately, in accordance with the policy determined by the subsidiary's board of directors on the basis of Group policy, and on the basis of Group risk management methodology with an emphasis on the special nature of each subsidiary's activity. A Chief Risk Manager was appointed at the banking subsidiary, subordinate to the subsidiary's CEO and guided professionally by the Bank's Chief Risk Manager.
- i. Every quarter, the Risk Management Division, which is independent of the risk-taking units, compiles a risks document which is presented to the Management of the Bank, the Risk Management Committee and the Board of Directors of the Bank.
- j. The risks document contains an examination of all the risks to which the Bank Group is exposed in the course of its activity, with details of the findings at the specific risk level as well as the results of stress scenarios that were conducted.

Presented in the document is the Chief Risk Manager's review of the risk management situation at the group and of the effectiveness and the quality of the risk management. Also reviewed in the document are developments in the business environment and in the financial markets, and the measures taken by the division with respect to the main process involved with the different types of risks and special action which the division took during the relevant quarter.

- k. The Bank applies stress scenarios for reviewing capital adequacy. In this respect, the Bank examines the effect of the materialization of risk on the capital base and the ratio of capital to risk assets. The scenarios which the Bank operates are forward looking and are used as an additional tool for risk management and for indication for the capital required for loss absorbent in case of major crisis. The importance of the stress scenarios come into effect in the planning of capital.

For discussion of the risk appetite and risk management principles, see reference in the description of principal risks, presented in the financial statements for the year 2018.

For detailed information regarding risk, provided in accordance with the disclosure requirements of Pillar III of Basel, and additional information regarding risks - see additional supervisory disclosure and report on risks on the Internet website of the Bank.

## CREDIT RISK

Credit risk is the risk borrowers' inability or counterparty's inability to fulfill their obligations to the Bank.

The Group implements the standard approach, within the implementation of the Basel Directives, with respect to the exposure to credit risk. Within Pillar 2 the capital allocation of Pillar 1 is challenged, and if required, a complementary capital allocation is carried in respect of the credit risks.

### Significant exposures to borrower groups

As of June 30, 2019 there is no borrower group which its indebtedness on consolidated basis, after deductions of permissible deduction according to section 5 of directive 313, exceeds 15% of the bank's capital, calculated according to directive of Proper Conduct of Banking Business regulation concerning measurement and capital adequacy.

### Credit quality and problematic credit risk

Problematic credit risk, including off-balance-sheet components, totaled NIS 1,830 million compared with NIS 1,820 million at the end of 2018, an increase of 0.5%

The ratio of problematic credit risk to total credit risk at the group amounted to 1.5% at the end of June 2018, similar to at the end of 2018. 23.6% of problematic credit risk at the group are attributed to the manufacturing sector, 14.2% to the real estate sector, 15.7% to the commerce sector, and 31.9% to the private customers including housing loans. The ratio of problematic credit risk to total credit to the public amounted to 1.8%, compared with 1.9% at the end of 2018.

#### 1. Problematic credit risk

	June 30, 2019			June 30, 2018			December 31, 2018		
	Balance-sheet	Off-balance-sheet	Total	Balance-sheet	Off-balance-sheet	Total	Balance-sheet	Off-balance-sheet	Total
	NIS million								
Impaired credit risk	534	115	649	525	104	629	472	104	576
Inferior credit risk	140	7	147	151	4	155	161	4	165
Credit under special supervision risk	892	142	1,034	772	116	888	978	101	1,079
Total problematic credit risk*	1,566	264	1,830	1,448	224	1,672	1,611	209	1,820
* Of which: Non-impaired debts in arrears of 90 days or more	240	-	240	257	-	257	243	-	243

	June 30, 2019	June 30, 2018	December 31, 2018
	NIS million		
<b>2. Non-performing assets</b>			
Impaired credit to the public not accruing interest income	475	482	418
<b>3. Performing impaired assets</b>			
Impaired debts undergoing problematic debts restructuring and accruing interest income	54	39	49
Impaired bonds accruing interest income	5	4	5
Total performing impaired assets	59	43	54

	For the three months ended June 30, 2019			For the three months ended June 30, 2018		
	Commercial	Private	Total	Commercial	Private	Total
	NIS million			NIS million		
<b>4. Changes in impaired debts in respect of credit to the public**</b>						
Balance of impaired debts at beginning of period	461	113	574	423	96	519
Classified as impaired during the period	20	16	36	52	14	66
Removed from impaired classification	(4)	-	(4)	-	-	-
Accounting write-offs	(14)	(4)	(18)	(22)	(8)	(30)
Collection of debts	(52)	(7)	(59)	(25)	(9)	(34)
Balance of impaired debts at end of period	411	118	529	428	93	521
<b>** Of which: movement in problematic restructured debts</b>						
Balance of restructured debts at beginning of the period	164	90	254	189	73	262
Debts restructured during the period	14	15	29	22	14	36
Accounting write-offs of restructured debts	(8)	(4)	(12)	(1)	(4)	(5)
Collection of restructured debts	(16)	(7)	(23)	(25)	(8)	(33)
Balance of problematic restructured debts at end of period	154	94	248	185	75	260
<b>Changes in provision for credit losses in respect of impaired debts</b>						
Balance of provision for credit losses at the beginning of the period	140	25	165	141	25	166
Increase in provisions	21	7	28	41	6	47
Collection and write-offs	(28)	(6)	(34)	(21)	(8)	(29)
Balance of provision for credit losses at the end of the period	133	26	159	161	23	184

	For the six months ended June 30, 2019			For the six months ended June 30, 2018			For the year ended December 31, 2018		
	Commercial	Private	Total	Commercial	Private	Total	Commercial	Private	Total
	NIS million			NIS million			NIS million		
<b>4. Changes in impaired debts in respect of credit to the public**</b>									
Balance of impaired debts at beginning of year	367	100	467	447	95	542	447	95	542
Classified as impaired during the period	176	43	219	122	29	151	145	67	212
Removed from impaired classification	(4)	-	(4)	(8)	-	(8)	(4)	-	(4)
Accounting write-offs	(39)	(8)	(47)	(51)	(11)	(62)	(89)	(26)	(115)
Collection of debts	(89)	(17)	(106)	(82)	(20)	(102)	(132)	(36)	(168)
Balance of impaired debts at end of period	411	118	529	428	93	521	367	100	467
<b>** Of which: movement in problematic restructured debts</b>									
Balance of restructured debts at beginning of the year	150	83	233	189	74	263	189	74	263
Debts restructured during the period	42	33	75	40	24	64	77	54	131
Accounting write-offs of restructured debts	(10)	(8)	(18)	(7)	(8)	(15)	(44)	(21)	(65)
Collection of restructured debts	(28)	(14)	(42)	(37)	(15)	(52)	(72)	(24)	(96)
Balance of problematic restructured debts at the end of the period	154	94	248	185	75	260	150	83	233
<b>Changes in provision for credit losses in respect of impaired debts</b>									
Balance of provision for credit losses at the beginning of the year	121	23	144	136	26	162	136	26	162
Increase in provisions	58	12	70	68	10	78	80	18	98
Collection and write-offs	(46)	(9)	(55)	(43)	(13)	(56)	(95)	(21)	(116)
Balance of provision for credit losses at the end of the period	133	26	159	161	23	184	121	23	144

	For the six months ended June 30		For the year ended December 31
	2019	2018	2018
<b>5. Risk Indices</b>			
Ratio of impaired credit to the public or in arrears of 90 days + to total credit to the public	<b>0.89%</b>	0.93%	0.83%
Of which:			
Ratio of impaired credit to the public to total credit to the public	<b>0.61%</b>	0.62%	0.55%
Ratio of non-impaired credit to the public in arrears of 90 days+ to total credit to the public	<b>0.28%</b>	0.31%	0.28%
Ratio of problematic credit risk in respect of the public to overall credit risk in respect of the public	<b>1.51%</b>	1.40%	1.51%
Ratio of expenses for credit losses to average total credit to the public*	<b>0.14%</b>	0.19%	0.20%
Ratio of net write-offs in respect of credit to the public to average total credit to the public*	<b>0.09%</b>	0.11%	0.16%
Ratio of provision for credit losses in respect of credit to the public to credit to the public	<b>1.03%</b>	1.03%	1.02%
Ratio of provision for credit losses in respect of credit to the public to total impaired credit to the public	<b>167.7%</b>	165.1%	185.9%
Ratio of provision for credit losses in respect of credit to the public to impaired credit to the public plus credit to the public in arrears of 90 days or more	<b>115.3%</b>	110.5%	122.3%
Ratio of net write-offs in respect of credit to the public to provision for credit losses in respect of credit to the public*	<b>9.0%</b>	11.0%	15.3%

\* Annualized.

## Total credit risk according to economic sectors

(NIS million)

	as at June 30, 2019						
	Credit losses <sup>(2)</sup>						
	Total credit risk <sup>(1)</sup>	Of which: Credit execution rating <sup>(3)</sup>	Of which: Problematic credit risk <sup>(4)</sup>	Of which: Impaired credit risk	Expenses (income) for credit losses	Net accounting write-offs	Provision for Credit losses
<b>In respect of borrowers in Israel</b>							
<b>Public-Commercial:</b>							
Industry	10,130	9,299	431	201	(4)	4	171
Construction and Real estate - construction <sup>(5)</sup>	9,997	9,398	173	54	(4)	(6)	77
Construction and Real estate - real estate activities	5,846	5,602	87	69	(1)	(1)	21
Commerce	7,770	7,220	287	123	43	25	179
Financial services	13,392	13,343	14	2	(6)	(4)	23
Other business services	12,324	11,497	247	73	15	12	83
Total commercial <sup>(6)</sup>	59,459	56,359	1,239	522	43	30	554
Private individuals - housing loans	26,666	26,110	208	11	2	-	121
Private individuals - others	33,532	31,933	375	108	37	32	276
Total public - activity in Israel	119,657	114,402	1,822	641	82	62	951
Banks and Israeli government in Israel	8,572	8,572	-	-	-	-	-
Total activity in Israel	128,229	122,974	1,822	641	82	62	951
<b>In respect of borrowers abroad</b>							
Total public - activity abroad	1,403	1,396	8	8	(23)	(23)	1
Banks and foreign governments abroad	4,258	4,258	-	-	-	-	-
Total activity abroad	5,661	5,654	8	8	(23)	(23)	1
Total	133,890	128,628	1,830	649	59	39	952

### NOTES:

- (1) Balance sheet credit risk and off-balance sheet credit risk, including in respect of derivative instruments. Includes debts (credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities which were borrowed or purchased in repurchase agreements) bonds, securities borrowed, assets in respect of derivative instruments and credit risk in respect of off-balance sheet financial instruments as was calculated for limitation of borrower indebtedness, in the amount of NIS 89,598, 10,310, 416, 938 and 32,628 million, respectively.
- (2) Including in respect of off-balance sheet credit instruments (presented in the balance sheet under the item "other liabilities").
- (3) Credit risk wherein the credit rating at the date of the report, congruent with the credit rating for the execution of new credit, according to the policy of the Bank.
- (4) Balance sheet and off-balance sheet credit risk that is impaired, substandard, or under special supervision, including in respect of housing loans for which a provision based on the extent of arrears exists, and housing loans for which a provision based on the extent of arrears does not exist, which are in arrears of 90 days or more.
- (5) Including balance sheet credit risk amounting to NIS 265 million and non-utilized credit facilities amounting to NIS 105 million, in respect of loans extended to certain purchasing groups currently in the process of construction.
- (6) The balance of commercial debts includes housing loans in the amount of NIS 2,855 million, combined in the transaction and collateral position of commercial borrowers or those extended to certain purchasing groups currently in the process of constructions.

## Total credit risk according to economic sectors

(NIS million)

as at June 30, 2018							
					Credit losses <sup>(2)</sup>		
	Total credit risk <sup>(1)</sup>	Of which: Credit execution rating <sup>(3)</sup>	Of which: Problematic credit risk <sup>(4)</sup>	Of which: Impaired credit risk	Expenses (income) for credit losses	Net accounting write-offs	Provision for Credit losses
<b>In respect of borrowers in Israel</b>							
<b>Public-Commercial:</b>							
Industry	10,058	9,482	269	133	(3)	(5)	143
Construction and Real estate - construction <sup>(5)</sup>	10,658	10,254	134	66	22	10	87
Construction and Real estate - real estate activities	5,699	5,487	89	85	1	2	22
Commerce	8,401	7,616	433	151	27	5	203
Financial services	12,108	12,001	17	3	(4)	-	20
Other business services	11,955	11,029	185	90	10	6	77
Total commercial <sup>(6)</sup>	58,879	55,869	1,127	528	53	18	552
Private individuals - housing loans	25,122	24,564	191	6	4	2	117
Private individuals - others	32,612	30,896	346	87	26	28	263
Total public - activity in Israel	116,613	111,329	1,664	621	83	48	932
Banks and Israeli government in Israel	8,857	8,858	-	-	-	-	-
Total activity in Israel	125,470	120,187	1,664	621	83	48	932
<b>In respect of borrowers abroad</b>							
Total public - activity abroad	2,421	2,412	8	8	(2)	(2)	2
Banks and foreign governments abroad	4,439	4,439	-	-	-	-	-
Total activity abroad	6,860	6,851	8	8	(2)	(2)	2
Total	132,330	127,038	1,672	629	81	46	934

### NOTES:

- (1) Balance sheet credit risk and off-balance sheet credit risk, including in respect of derivative instruments. Includes debts (credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities which were borrowed or purchased in repurchase agreements) bonds, securities borrowed, assets in respect of derivative instruments and credit risk in respect of off-balance sheet financial instruments as was calculated for limitation of borrower indebtedness, in the amount of NIS 86,352, 11,674, 550, 1,263 and 32,491 million, respectively.
- (2) Including in respect of off-balance sheet credit instruments (presented in the balance sheet under the item "other liabilities").
- (3) Credit risk wherein the credit rating at the date of the report, congruent with the credit rating for the execution of new credit, according to the policy of the Bank.
- (4) Balance sheet and off-balance sheet credit risk that is impaired, substandard, or under special supervision, including in respect of housing loans for which a provision based on the extent of arrears exists, and housing loans for which a provision based on the extent of arrears does not exist, which are in arrears of 90 days or more.
- (5) Including balance sheet credit risk amounting to NIS 307 million and non-utilized credit facilities amounting to NIS 153 million, in respect of loans extended to certain purchasing groups currently in the process of construction.
- (6) The balance of commercial debts includes housing loans in the amount of NIS 2,770 million, combined in the transaction and collateral position of commercial borrowers or those extended to certain purchasing groups currently in the process of constructions.

## Total credit risk according to economic sectors

(NIS million)

	as at December 31, 2018						
	Credit losses <sup>(2)</sup>						
	Total credit risk <sup>(1)</sup>	Of which: Credit execution rating <sup>(3)</sup>	Of which: Problematic credit risk <sup>(4)</sup>	Of which: Impaired credit risk	Expenses (income) for credit losses	Net accounting write-offs	Provision for Credit losses
<b>In respect of borrowers in Israel</b>							
<b>Public-Commercial:</b>							
Industry	10,253	9,576	458	136	34	(3)	178
Construction and Real estate - construction <sup>(5)</sup>	9,797	9,491	121	55	1	-	76
Construction and Real estate - real estate activities	5,750	5,565	76	73	-	1	21
Commerce	7,981	7,242	371	113	50	68	161
Financial services	14,452	14,282	21	1	1	-	25
Other business services	11,850	11,067	192	89	18	13	81
Total commercial <sup>(6)</sup>	60,083	57,223	1,239	467	104	79	542
Private individuals - housing loans	25,629	25,043	198	6	4	-	119
Private individuals - others	33,150	31,424	375	95	63	57	271
Total public - activity in Israel	118,862	113,690	1,812	568	171	136	932
Banks and Israeli government in Israel	10,726	10,725	-	-	-	-	-
Total activity in Israel	129,588	124,415	1,812	568	171	136	932
<b>In respect of borrowers abroad</b>							
Total public - activity abroad	1,633	1,625	8	8	(5)	(3)	-
Banks and foreign governments abroad	4,840	4,839	-	-	-	-	-
Total activity abroad	6,473	6,464	8	8	(5)	(3)	-
Total	136,061	130,879	1,820	576	166	133	932

### NOTES:

- (1) Balance sheet credit risk and off-balance sheet credit risk, including in respect of derivative instruments. Includes debts (credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities which were borrowed or purchased in repurchase agreements) bonds, securities borrowed, assets in respect of derivative instruments and credit risk in respect of off-balance sheet financial instruments as was calculated for limitation of borrower indebtedness, in the amount of NIS 88,776, 12,368, 863, 1,399 and 32,655 million, respectively.
- (2) Including in respect of off-balance sheet credit instruments (presented in the balance sheet under the item "other liabilities").
- (3) Credit risk wherein the credit rating at the date of the report, congruent with the credit rating for the execution of new credit, according to the policy of the Bank.
- (4) Balance sheet and off-balance sheet credit risk that is impaired, substandard, or under special supervision, including in respect of housing loans for which a provision based on the extent of arrears exists, and housing loans for which a provision based on the extent of arrears does not exist, which are in arrears of 90 days or more.
- (5) Including balance sheet credit risk amounting to NIS 309 million and non-utilized credit facilities amounting to NIS 95 million, in respect of loans extended to certain purchasing groups currently in the process of construction.
- (6) The balance of commercial debts includes housing loans in the amount of NIS 2,875 million, combined in the transaction and collateral position of commercial borrowers or those extended to certain purchasing groups currently in the process of constructions.

## Counter-party credit risk management

### Present credit exposure to counter-parties that are foreign financial institutions

Most of the Bank Group's credit exposure to foreign financial institutions is to banks, mainly the banking systems in Western Europe and North America. The exposure to other financial institutions is negligible.

Present credit exposure to foreign financial institutions,<sup>(1)</sup> consolidated

External credit rating	As of June 30, 2019			As of December 31, 2018		
	Balance-sheet credit risk <sup>(2)</sup>	Current Off-balance-sheet credit risk <sup>(3)</sup>	Aggregate credit risk	Balance-sheet credit risk <sup>(2)</sup>	Current Off-balance-sheet credit risk <sup>(3)</sup>	Aggregate credit risk
			NIS million			NIS million
AAA to AA-	682	2	684	596	1	597
A+ to A-	1,514	24	1,538	1,714	15	1,729
BBB+ to BBB-	61	22	83	44	12	56
BB+ to B-	61	-	61	51	-	51
Unrated	-	-	-	-	2	2
Total credit exposure to foreign financial institutions	2,318	48	2,366	2,405	30	2,435
Of which: Balance of problem loans <sup>(4)</sup>	-	-	-	-	-	-

#### NOTES:

- (1) Foreign financial institutions include: banks, investment banks, brokers/dealers, insurance companies, institutional investors and entities under their control.
- (2) Deposits at banks, credit to the public, investments in bonds, securities that have been lent and other assets in respect of derivative instruments.
- (3) Mainly guarantees and liabilities for the granting of credit, including guarantees for securing third-party indebtedness.
- (4) Credit risk that is impaired, inferior or under special supervision.
- (5) For the purpose of rating the financial institutions, the Bank used the ratings that were determined for the purpose of applying the Basel standardized approach. The Bank uses the rating of S&P for rating the foreign financial institutions to which credit exposure exists. When no S&P rating is available, the Bank uses the ratings of other rating agencies.

#### GENERAL NOTES:

- a. Credit positions and problematic loans balances are presented after deduction of the provision for credit losses.
- b. The credit positions do not include exposures to financial institutions that have an explicit and full government guarantee, and do not include investments in asset-backed securities.
- c. For further information regarding the composition of credit positions in respect of derivative instruments against banks and (local and foreign) dealers/brokers, see Note 10 to the financial statements. Off-balance-sheet credit risk in respect of transactions in derivative financial instruments which were conducted with foreign financial institutions as calculated for the purpose of borrower indebtedness restrictions totaled NIS 296 million on June 30, 2019 (December 31, 2018 - NIS 327 million).

The conservative risk appetite defined by the Board of Directors of the Bank is reflected by the distribution of the exposure of credit to financial institutions that are almost entirely graded at high ratings.

Most of the Group's present credit exposure (94%) is attributed to leading financial institutions in OECD countries, which are graded AAA to A-, and 29% of the total exposure is rated in the range between AAA to AA-.

The Group's balance-sheet credit exposure to foreign financial institutions includes an NIS 90 million investment in foreign currency bonds.

All these bonds are investment grade bonds, and are rated A- or higher. The average duration of the portfolio is 1.85 years.

In addition, balance-sheet credit risk includes NIS 1.8 billion of deposits placed with foreign banks, mainly for a short period of a day to a week.

As of June 30, 2019 there is no country in which the credit exposure to sovereigns of the Bank group exceeding 15% of the Bank's equity capital, which amounted to NIS 1,644 million (as defined in Proper Conduct of Banking Business Regulation No. 202 concerning capital components).

## Exposure to foreign countries

Balance-sheet exposure to foreign countries consists of deposits, bonds, credit to the public and the fair value of financial instruments.

Off-balance-sheet exposure consists of guarantees, off-balance-sheet credit risk with respect to financial derivatives and unutilized facilities.

### Main exposures to foreign countries<sup>\*(1)</sup> (NIS million)

	As at June 30, 2019			As at December 31, 2018		
	Balance sheet exposure <sup>(2)</sup>	Off Balance sheet exposure <sup>(2)(3)</sup>	Total	Balance sheet exposure <sup>(2)</sup>	Off Balance sheet exposure <sup>(2)(3)</sup>	Total
United States	3,574	72	3,646	3,877	121	3,998
Other	2,705	381	3,086	3,583	453	4,036
Total exposure to foreign countries	6,279	453	6,732	7,460	574	8,034
Off which: Total exposure to PIGS countries (Portugal, Italy, Greece and Spain)	19	9	28	15	18	33
Off which: Total exposure to LDC countries	155	48	203	254	96	350
Off which: Total exposure to countries with liquidity problems	7	6	13	4	2	6

\* Including countries, the exposure to which exceeds 1% of total assets of the Bank on consolidated basis or 20% of capital, the lower of them.

(1) On the basis of final risk, after effect of guarantees, liquid collateral and credit derivatives.

(2) Balance sheet and off-balance sheet credit risk are presented before the effect of provision for credit losses and before the effect of deductible collateral for the purpose of indebtedness of borrower and group of borrowers.

(3) Off-balance sheet credit risk as calculated for the purpose of the limits on indebtedness of borrower.

## Risks in the Housing loans portfolio

### The Group's credit policy in the area of mortgage activity

In view of the risk to which the Israeli banking system is exposed to in its mortgage activity, developments in the housing loan market and the Supervisor of Banks' directives, the Bank adopts a conservative credit policy that is approved by the Board of Directors of the Bank and that is examined yearly. This conservative approach is reflected by an examination of LTV, the repayments as a percentage of the borrower's debt-to-income ratio and the ability to maintain current repayments in interest rate adjustment scenarios. In addition, restrictions are applied on the maximum portion of the floating rate in the loan mix and loan size per single borrower. The Bank adopts a particularly cautious approach to properties notable for a complex registration situation, taking due account of the quality of the customer and the LTV.

The Bank ensures that each transaction is priced in accordance with the risk involved and the capital retention required by means of advanced yield calculation tools.

The Bank performs monthly control on the development of risks characteristics, among them: LTV, income-debt ratio, loan purpose etc.

### Volume of housing loans

	For the six months ended June 30		Change
	2019	2018	
	NIS million		%
<b>Housing loans extensions</b>			
Loans from bank funds	2,038	2,045	(0.3)
Loans from treasury funds	14	7	100.0
Grants from treasury funds	5	3	66.7
Total new loans	2,057	2,055	0.1
Refinanced loans from bank funds	146	155	(5.8)
Total extensions	2,203	2,210	(0.3)

	As at June 30,		Change
	2019	2018	
	NIS million		%
<b>Balance of housing loans, net</b>			
Loans from bank funds	24,996	23,465	6.5
Loans from treasury funds*	348	400	(13.0)
Grants from treasury funds*	27	23	17.4
Total balance of housing loans	25,371	23,888	6.2

\* The amounts are not included in the balance sheet balances

### **Loan to value**

One of the main parameters used by the Bank in examining the risk in the housing loan portfolio is the loan to value ratio (LTV). The LTV is calculated in accordance with the Banking Supervision Division's Directive No. 876 - "Report on housing loans," and is the ratio between the amount of credit and the value of the assets serving as collateral on the date at the time the loan is approved. It should be noted that in itself, a rise in the value of the property does not constitute an event for the purpose of re-calculating the LTV. However, when additional credit secured by the same property is granted, the LTV can be calculated on the basis of a revised value appraisal.

The portfolio of housing loans extended from the Bank's sources on June 30, 2019 included 71% of credit granted at an LTV of up to 60% similar to June 30, 2018. 95% of total loans were granted at an LTV of up to 75%, similar to June 30, 2018.

Housing loan extensions from the Bank's sources in the first six months of 2019 included 71% of credit granted at an LTV of up to 60%, compared with 72% in the same period last year. All loan extensions were granted at an LTV of up to 75%, similar to the same period last year.

The calculation of the LTV does not include loans which are not secured by an asset.

### **Debt-income ratio**

Another key parameter used by the Bank in examining the risk in the housing loan portfolio is the debt-income ratio. This ratio enables the Bank to assess a borrower's ability to maintain current loan repayments in an orderly manner from the borrower's regular income at the date of the extension of the loan.

The portfolio of housing loans extended from the Bank's sources as of June 30, 2019 included 88% of credit granted at a debt-income ratio of up to 35% compared with 86% on June 30, 2018. 97% of the credit was extended to borrowers on the basis of a debt-income ratio of up to 50%, similar to June 30, 2018.

Housing loan extensions from the Bank's sources in the first half of 2019 included 92% of credit granted at a debt-income ratio of up to 35% compared to 93% in the same period last year. All of the credit was extended to borrowers on the basis of a debt-income ratio of up to 50% similar to the same period last year.

The calculation of the ratio does not include loans which are bullet and balloon.

### **Floating-rate loans**

The portfolio of housing loans from the Bank's sources as of June 30, 2019 includes 61% of credit that was granted at floating-rate interest and amounts to NIS 15,447 million.

Housing loan extensions from the Bank's sources in the first half of 2019 include NIS 721 million of credit granted at floating-rate interest of up to five years constituting 35% of extensions. An amount of NIS 469 million is floating-rate credit for five years, constituting 23% of extensions .

### **Long-term loans**

The portfolio of housing loans from the Bank's sources as of June 30, 2019 includes 84% of credit whose redemption period as of the report date is up to 25 years and amounts to NIS 21,143 million.

Housing loan extensions from the Bank's sources in the first half of 2019 include 72% of credit whose redemption period as of the report date is up to 25 years and amounts to NIS 1,461 million.

Set out below are data on the development of the housing loan portfolio at the Bank alone by linkage segments (excluding credit from Treasury funds and after deduction of the allowance for credit losses)

	For residential purposes											Secured by a residential apartment	
	Unlinked segment				CPI-linked segment				Foreign-currency linked segment		Total		Total
	Fixed-rate		Floating rate		Fixed-rate		Floating rate		Floating rate				
	Balance	Rate	Balance	Rate	Balance	Rate	Balance	Rate	Balance	Rate	Balance	Balance	Balance
	NIS million	%	NIS million	%	NIS million	%	NIS million	%	NIS million	%	NIS million	NIS million	NIS million
30.6.19	6,146	25.5	10,633	44.1	3,217	13.3	4,104	17.0	27	0.1	24,127	869	24,996
31.12.18	5,885	25.4	10,246	44.1	3,132	13.5	3,925	16.9	34	0.1	23,222	916	24,138

Set out below are data on the development of housing loan extensions at the Bank alone (excluding credit from Treasury funds)

	six months 2019	six months 2018	2018	2017	2016	2015
Total housing loan extensions (NIS million)	<b>2,038</b>	2,045	4,149	3,756	4,337	4,796
Rate of change in housing loan extensions compared with previous year	<b>(0.3%)</b>	10.5%	10.5%	(13.4%)	(9.6%)	29.4%
Rate of expense (income) on credit losses relative to mortgages at the Bank's risk	<b>0.01%</b>	0.03%	-	(0.01%)	0.01%	0.01%
Cumulative rate of allowance for credit losses relative to mortgages at the Bank's risk	<b>0.50%</b>	0.50%	0.50%	0.51%	0.55%	0.60%

## Private individuals credit risk (excluding housing loans)

### General

The private consumption is in growth trend during the last years, and as a result also the volume of credit to private individuals.

The banks in the Group grant consumer credit to a variety of households, made up mainly of individuals in employee positions, part of whom in the education system and part in the defense system.

The credit policy for private individuals reflects the risk appetite of the Bank and its intensions as to the risk levels it wants to take as well as the wanted profile for the private individuals credit portfolio and its volume in respect to the overall credit portfolio.

The granting of credit is based on statistical models for the rating of credit risk, which take into account the personal parameters of each customer, including: his income and stability of income, financial wealth, his repayment ability and past experience of the Bank with the customer.

This perception is well reflected in the credit policy of the Bank through quantitative and qualitative restrictions for the granting of credit in the level of the single customer and in the level of the Bank, as well as in control procedures and structured work procedures, in the different control lines.

Models of credit rating used by the banks both for the direct granting of credit via the Internet, the cellular application and via "International Bank Call", and in the underwriting process of credit at the branches. The credit recommendations derived from the statistical models together with procedures of the Bank based on the credit policy of the Bank and the qualitative and quantitative limitations included therein - shape the proportional risk appetite of the Group as regards the consumer credit field.

The Bank focuses on retail credit, typified by a high level of distribution and a low level of risk, taking into account the fact that the subsidiary Massad Bank is engaged in the credit field, the Bank operates from a Group viewpoint and acts for the implementation of an orderly work format of the Group, which defines, inter alia, a business focused format for each population in the Group. The targeted population is mostly a population having stable sources of income, which requires finance in the consumer field and has credit repayment ability, inter alia, salaried persons and those having a fixed

income, designated populations having a joint connection on a country-wide level (such as: teaching personnel, Ministry of Defense personnel, etc.) having repayment ability or realizable collateral.

Teaching personnel loan tender are loans repaid by the direct withholding from salary. Most of the customers in the households segments and Otsar Hahayal branches are salaried employees, large part of them are former employees of the defense forces. Loans to Ministry of Defense personnel are granted within the framework of different tender, reflect the capitalization of rights for interim periods and are characterized by large amounts and long periods. Moreover, within the framework of the terms of the tender, the responsibility of the Ministry of Defense for the repayment of the credit in default cases is determined, thus reducing to a minimum the risk of credit granted to Ministry of Defense personnel within this framework.

These loan repayments and additional loans to the defense personnel population as well as loans granted in the framework of collective agreements, deducted directly from salaries.

78% of the balance of the credit risk to private individuals is in respect of customers with fixed income credited to the account in an amount exceeding NIS 10 thousands.

Set out below is the distribution of Private individuals credit risk (excluding housing loans) in Israel:

	As of			Change	
	30.6.19	30.6.18	31.12.18	30.6.18	31.12.18
			NIS million		%
Current account and utilized balances of credit cards	5,190	5,045	5,136	2.9	1.1
Other loans	16,079	15,262	15,646	5.4	2.8
Total balance credit risk	21,269	20,307	20,782	4.7	2.3
Unutilized current account credit lines	4,200	4,071	4,147	3.2	1.3
Unutilized credit lines in credit cards	6,758	6,643	6,658	1.7	1.5
Other off-balance credit risks	1,287	1,567	1,542	(17.9)	(16.5)
Total off-balance credit risk	12,245	12,281	12,347	(0.3)	(0.8)
Total credit risk	33,514	32,588	33,129	2.8	1.2
Average volume of credit, including overdrafts, credit cards and loans	20,440	19,753	20,228	3.5	1.0

Set out below is the distribution of problematic private individuals credit risk (excluding housing loans) in Israel:

	As of			Change	
	30.6.19	30.6.18	31.12.18	30.6.18	31.12.18
			NIS million		%
Impaired credit risks	108	87	95	24.1	13.7
Unimpaired problematic credit risk	267	259	280	3.1	(4.6)
Non-problematic credit risk	33,139	32,242	32,754	2.8	1.2
Total credit risk	33,514	32,588	33,129	2.8	1.2
Of which: unimpaired debts in arrears of 90 days or more	30	43	30	(30.2)	-
Balance of restructured debts out of the problematic credit	94	75	83	25.3	13.3
Expense rate of credit losses out of total credit to the public	0.35%	0.26%	0.30%		

Following is the distribution of credit risk relating to private individuals in Israel by fixed income credited to the account

	June 30, 2019			
Fixed income credited to the account*	Total financial assets** lower than NIS 50 K	Total financial assets** higher than NIS 50 K	Balance sheet Credit risk	Off-balance sheet credit risk
NIS thousands				NIS million
No fixed income	389	38	427	195
Up to 10	4,077	469	4,546	2,355
From 10 to 20	5,009	1,275	6,284	3,369
Over 20	5,954	4,058	10,012	6,326
Total	15,429	5,840	21,269	12,245

	June 30, 2018			
Fixed income credited to the account*	Total financial assets** lower than NIS 50 K	Total financial assets** higher than NIS 50 K	Balance sheet Credit risk	Off-balance sheet credit risk
NIS thousands				NIS million
No fixed income	342	41	384	205
Up to 10	4,066	487	4,553	2,429
From 10 to 20	4,849	1,235	6,084	3,501
Over 20	5,515	3,772	9,286	6,146
Total	14,772	5,535	20,307	12,281

	December 31, 2018			
Fixed income credited to the account*	Total financial assets** lower than NIS 50 K	Total financial assets** higher than NIS 50 K	Balance sheet Credit risk	Off-balance sheet credit risk
NIS thousands				NIS million
No fixed income	313	28	341	169
Up to 10	4,209	522	4,731	2,462
From 10 to 20	4,886	1,271	6,158	3,478
Over 20	5,816	3,738	9,552	6,238
Total	15,224	5,559	20,782	12,347

\* Fixed income credited to the account as defined in the reporting instruction to the Supervisor of Banks No.836 (which includes actual salary, total annuities, cash deposits and check deposits).

\*\* The financial assets portfolio related to the account, such as: monetary deposits (including current account balances), securities portfolios and other financial assets.

Distribution by average period to redemption (according to the last repayment date of the loan)

	Balance sheet credit risk		
	June 30, 2019	June 30, 2018	December 31, 2018
Period to redemption			NIS million
Up to one year	5,748	5,567	5,678
From one to three years	3,003	2,912	2,974
From three to five years	4,757	4,362	4,457
From five to seven years	2,773	2,618	2,761
Over seven years	4,988	4,848	4,912
Total	21,269	20,307	20,782

Distribution by size of credit to the borrower\*

	June 30, 2019			June 30, 2018			December 31, 2018		
	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk**	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk**	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk**
Credit range to the borrower									
NIS thousands			NIS million			NIS million			NIS million
Up to 10	262	606	868	247	605	852	261	608	869
From 10 to 20	389	770	1,159	385	817	1,202	388	815	1,203
From 20 to 40	1,097	1,744	2,841	1,080	1,859	2,939	1,095	1,862	2,957
From 40 to 80	2,997	2,977	5,974	2,890	3,095	5,985	2,957	3,136	6,093
From 80 to 150	5,792	2,955	8,747	5,500	3,047	8,547	5,644	3,083	8,727
From 150 to 300	6,665	2,091	8,756	6,333	2,155	8,488	6,475	2,157	8,632
Over 300	4,067	1,102	5,169	3,872	703	4,575	3,962	686	4,648
Total	21,269	12,245	33,514	20,307	12,281	32,588	20,782	12,347	33,129

\* Definition of borrower - in accordance with the definition included in Proper Conduct of Banking Business Directive No. 313.

\*\* Total credit risk - excluding indebtedness in respect of derivatives and excluding residential loans.

Distribution by type and extent of exposure to a significant growth in payments

	June 30, 2019	June 30, 2018	December 31, 2018
	Balance sheet credit risk	Balance sheet credit risk	Balance sheet credit risk
Type of credit	NIS million	NIS million	NIS million
Current account	1,801	1,817	1,787
Credit card	3,389	3,228	3,349
Credit carrying variable interest	15,356	14,643	15,068
Credit carrying fixed interest	723	619	578
Total	21,269	20,307	20,782

Collateral

	June 30, 2019			June 30, 2018			December 31, 2018		
	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk	Balance sheet credit risk	Off-balance sheet credit risk	Total credit risk
Credit range to the borrower									
			NIS million			NIS million			NIS million
Total credit secured by collateral*	4,173	1,138	5,311	3,792	1,459	5,251	4,059	1,381	5,440
* Of which:									
Non-liquid collateral	3,457	902	4,359	3,037	1,219	4,256	3,324	1,141	4,465
Liquid collateral	716	236	952	755	240	995	735	240	975

## **Description of operations**

### **A. The underwriting of credit to private individuals**

The underwriting of consumer credit is conducted taking into consideration of personal parameters of the customer and reflects readiness for proportional acceptance of credit risk. This concept is well reflected in quantitative and qualitative limitations, as well as by means of a wide array of structured work procedures and close control processes in the different control lines.

The banks in the Group offer credit to their customers in an initiated fashion on the basis of monitoring the risk characteristics of the borrower and identifying his needs. As part of the underwriting process, several criteria that form a decision supporting tool are examined, inter alia, general information regarding the customer (his identity, financial stability, conduct of his account and any additional information which might assist in the underwriting process), the object of the credit, the volume of activity of the customer with the Bank in relation to the pricing of the transaction, repayment ability, the total credit mix in the account and the modification thereof to the customer's needs. This process is based upon values of fairness and transparency towards the customer.

### **B. The manner of supervising and monitoring risk characteristics**

The banks in the Group have a high level of skill and expertise in the field of retail credit due to many years of experience in household credit.

The Group trains its employees at a high level of professional skill in the credit field, having decision supporting computer systems and control and monitoring systems for the early discovery of borrowers in default or of negative symptoms.

The Group hedges acceptance of credit risks, inter alia, by means of the distribution of risk among customers.

Risk management and the control thereof are conducted at the Bank by means of an appropriate infrastructure of restraint, supervision, control and audit mechanisms. Control in the matter of consumer credit is conducted by means of three defense lines.

Controls conducted within the framework of the first line of defense include: the monitoring of deviation from current account and revolving debit account credit facilities, examination of troubled credit in arrears and follow-up of developments in the troubled consumer credit at the branches.

The second line of defense includes different controls, the essence of which are intended to test the financial management of accounts and to identify signs for deterioration in the debt situation. Deterioration signs may stem from a decline in the volume of operations, deviation from approved credit facilities, etc. In addition, the Bank uses supporting computer systems, such as a system for the identification and treatment of debts showing trouble symptoms and a statistical system forecasting credit default.

The third line of defense is the internal audit group, which is responsible for performing independent audits of risk management, work framework and controls over consumer credit risks, including the work of the first and second lines of defense in respect of this risk.

## Construction and real estate sector risks

On background of the risk under which the Israeli banking sector is operating in the construction and real estate credit field, as well as on background of changes and developments in the housing credit market, directives of the Supervisor of Banks and Government regulations, the Bank adopts a proportional and careful credit policy, approved by the Board of Directors of the Bank, which is examined every year and is revised in accordance with changes in conditions in the country, changes in regulation, etc. The said proportionality and care are reflected in the examination of the financing ratio, the careful examination of failures in the financing of construction projects and examination of the ratio of the borrower's equity and early sales, this in order to reduce the risk to the extent possible.

Moreover, The Bank has adopted a specific policy in respect of the different lines of operation in the real estate and construction field, including the financing of housing construction, financing of income producing property construction, as well as financing of construction of income producing offices, commercial and industrial properties. The Bank grants credit to "purchase groups" and focuses on groups having projects in demand areas and on groups the organizer thereof has proven experience in this field.

Over and above examination performed on a current basis, the Bank conducts monthly discussions with respect of all credit portfolios and examines the condition of the projects as well as the level of risk inherent in each, and reduces exposure accordingly.

The pricing of each transaction is strictly calculated in accordance with the risk involved and the required capital allocation.

The parameters used by the Bank for the examination of risk relating to the real estate credit portfolio are mostly "loan to value", the ratio of the credit amount to the value of assets used as collateral at date of approval of the loan, based on an updated value assessment and the existence of stable sources for the repayment of the credit.

Examination of the risk relating to the construction credit portfolio is performed on a monthly basis, based on construction progress reports by the supervisor of the project, where the examined risks are both at the level of market risk and at the level of execution risk.

Following are data of credit to the public risk in the construction and real estate field:

		June 30,	December 31,
	2019	2018	2018
			NIS million
<b>Overall credit risk<sup>(1)</sup></b>			
Projects not yet completed			
Of which: Open land	2,109	1,602	1,846
Property under construction	4,326	5,463	4,484
Completed building projects	4,314	4,310	4,253
Other <sup>(2)</sup>	5,094	4,982	4,964
<b>Total</b>	<b>15,843</b>	<b>16,357</b>	<b>15,547</b>

(1) Of which: credit secured by housing property in the amount of NIS 5,145 million, Credit secured by industrial property in the amount of NIS 545 million and credit secured by commercial property in the amount of 5,059 million (30.6.18 - NIS 5,284 million, NIS 418 million and NIS 5,673 million, respectively, 31.12.18- NIS 5,638 million, NIS 430 million and NIS 4,515 million).

(2) Includes credit to borrowers in the construction and real estate field in Israel, the collateral provided by them does not include real estate, or borrowers where the value of their property for prompt realization purposes secures less than 50% of the credit risk of the borrower.

## Leveraged Finance

Leveraged finance is defined as credit granted for financing capital transaction in corporation (as defined in the Bank of Israel directive 323) that meets certain criteria, and credit granted to debtors characterized with high finance leverage.

The criteria according to which the Bank defines credit as leveraged finance were set in a conservative manner.

Additional information can be found in the annual risk report for the year 2018, on the website of the Bank.

As of June 30, 2019 total aggregate balances (balance sheet credit and off-balance sheet credit net of provisions for credit losses and deductible collateral) considered as leveraged finance, amounted to NIS 697 million, compared to NIS 1,517 million on June 30, 2018 and NIS 708 million at the end of 2018.

## MARKET RISK

Market risk (financial risk) is the actual or future existence of a risk to a loss or impairment derived from a change in the economic value of financial instrument, certain portfolio or a group of portfolios and on an aggregate level, due to changes in prices, rates and margins in the financial markets. Including: interest rates, exchange rates, inflation, securities prices, volatility in these parameters.

### Methodology for the estimation of exposure to market risk

The Bank manages and controls exposure to market risks by means of a number of generally accepted models and tools which include VaR calculations and the operation of stress tests and management and exposure control tools such as: duration, fair value and sensitivity tests for changes in the interest curve.

### Interest exposure

Interest risk is the actual or future existence of a risk to the Group's income or capital deriving from movement in interest rates, effecting the Bank's earnings by changes in net income, and the value of the Bank's assets, liabilities and off-balance-sheet instruments, since the fair value of future cash-flows (and in certain cases the cash-flows themselves) changes when the interest rates are changing. The main shapes of the interest risk to which the Bank is exposed to are: risk of repricing, yield curve risk, basis risk and option risk. Interest risks in respect of the entire portfolio are the dominant risks to which the Bank is exposed in all matters relating to their effect on the fair value of assets and liabilities and its effect on earnings. The Bank manages the interest risks in accordance with the Bank of Israel directive 333, a specific directive in the area of interest risk management with emphasis on the banking portfolio. The Bank implemented policy for the management of interest risk, in accordance with the regulations.

Set out below is a description of the sensitivity of the Group's capital to parallel changes in the interest rate curve- the theoretical change in economic value resulting from a parallel increase of 1% in the interest curve:

	% actual exposure	
	June 30, 2019	December 31, 2018
Non-linked local currency	0.77	0.06
CPI-linked local currency	(2.06)	(1.73)
Foreign currency and foreign-currency linked	(0.44)	(0.46)

## Analysis of sensitivity to the effect of exposure to interest rate adjustments based on the fair value of financial instruments

Set out below is information on assets and liabilities that are exposed to changes in interest rates on the basis of their fair value, including a sensitivity analysis of the effect of theoretical changes in the interest rate on the fair value of financial instruments, excluding non monetary items, according to accounting rules:

Following are the details of the effect of changes in the interest rate on the fair value of the asset surplus in the segment, on net interest income and non-interest income:

1. Fair value of financial instruments of the Bank and consolidated subsidiaries, excluding non-financial items (before the effect of potential changes in the interest rates):

	June 30, 2019			June 30, 2018			December 31, 2018		
	NIS	Foreign currency	Total	NIS	Foreign currency	Total	NIS	Foreign currency	Total
	NIS million			NIS million			NIS million		
Adjusted fair value, net <sup>(1)</sup>	<b>7,538</b>	<b>(80)</b>	<b>7,458</b>	6,101	55	6,156	6,641	(138)	6,503
Of which: banking portfolio	<b>7,596</b>	<b>(277)</b>	<b>7,319</b>	5,935	(176)	5,759	6,954	(1,064)	5,890

(1) Net fair value of financial instruments, excluding non-financial items and after the effect of liabilities to employees' rights and attribution of demand deposits to periods of duration.

Additional details as to the assumptions used to calculate the adjusted fair value of the financial instruments, see note 14A to the financial statements.

2. Effect of scenarios of changes in interest rate on the adjusted fair value<sup>(1)</sup> of the Bank and its consolidated subsidiaries:

	June 30, 2019			June 30, 2018			December 31, 2018		
	NIS <sup>(5)</sup>	Foreign currency	Total	NIS <sup>(5)</sup>	Foreign currency	Total	NIS <sup>(5)</sup>	Foreign currency	Total
	NIS million			NIS million			NIS million		
<b>Parallel changes</b>									
Parallel increase of 1%	<b>(65)</b>	<b>(30)</b>	<b>(95)</b>	25	(34)	(9)	(81)	(25)	(106)
Of which: banking portfolio	<b>(72)</b>	<b>(18)</b>	<b>(90)</b>	26	(32)	(6)	(83)	(15)	(98)
Parallel decrease of 1%	<b>146</b>	<b>16</b>	<b>162</b>	78	29	107	109	21	130
Of which: banking portfolio	<b>149</b>	<b>9</b>	<b>158</b>	77	26	103	110	14	124
<b>Non-parallel changes</b>									
Steeping <sup>(2)</sup>	<b>(180)</b>	<b>(5)</b>	<b>(185)</b>	(225)	3	(222)	(190)	1	(189)
Flattening <sup>(3)</sup>	<b>176</b>	<b>(14)</b>	<b>162</b>	97	(10)	87	152	(11)	141
Interest increase in short term	<b>123</b>	<b>(23)</b>	<b>100</b>	170	(14)	156	57	(17)	40
Interest decrease in short term	<b>(54)</b>	<b>4</b>	<b>(50)</b>	(193)	23	(170)	(35)	5	(30)

The table presents the adjusted net fair value of all financial instruments, with the assumption that the change in interest occurred in all interest rate and in all linkage segments

### 3. Effect of scenarios of changes in interest rate on interest income, net and non-interest income:

	June 30, 2019			June 30, 2018			December 31, 2018		
	Interest income	Non-interest income	Total <sup>(4)</sup>	Interest income	Non-interest income	Total <sup>(4)</sup>	Interest income	Non-interest income	Total <sup>(4)</sup>
			NIS million			NIS million			NIS million
<b>Parallel changes</b>									
Parallel increase of 1%	295	11	306	309	15	324	290	10	300
Of which: banking portfolio	294	-	294	308	1	309	288	-	288
Parallel decrease of 1%	(559)	(11)	(570)	(504)	(15)	(519)	(545)	(10)	(555)
Of which: banking portfolio	(559)	-	(559)	(503)	-	(503)	(543)	-	(543)

- (1) Fair value of financial instruments, excluding non-financial items and after the effect of liability in respect to employees' rights and attribution of demand deposits to periods.
- (2) Steeping- decline of interest in the short term and increase in interest in the long term.
- (3) Flattening- Increase in interest in short term and decline in interest in the long term.
- (4) After offsetting effects.
- (5) In scenarios of interest decline in the linked to the CPI segment the calculation is made on the basis of negative interest environment.
- (6) In interest decline scenarios reflecting negative interest, the effect of the scenario on interest income, net was calculated according to deferent assumptions.

### Basis exposure

#### Actual basis exposure

Set out below is a description of the actual exposure of active capital, at the Group level (NIS millions):

	Exposure of Active Capital		% of active capital	
	As of June 30,	As of December 31,	As of June 30,	As of December 31,
	2019	2018	2019	2018
Non-linked local currency	5,389	5,504	81	87
CPI-linked local currency	1,396	1,045	21	16
Foreign currency and f-C linked	(135)	(199)	(2)	(3)

### Sensitivity of capital to changes in the exchange rate

The Bank operates in the currency markets by means of spot transactions, forward transactions and options on its own behalf and on behalf of its customers. The Bank operates using global negotiable currencies, and the total net currency exposure for the Group is low.

Most of the activity in derivative financial instruments is carried in the currency derivatives Shekel/Dollar for the Bank's customers. The Bank is not exposed in its derivative activity to material currency risks.

Set out below is the sensitivity of the Bank's capital to theoretical changes in the exchange rates of the principal currencies as of June 30, 2019 (NIS millions).

The measurement refers to the effect of changes on capital and includes activity in balance-sheet and off-balance-sheet instruments:

Percentage change in exchange rate	Dollar	Euro
5% decrease	5	3
10% decrease	11	6
5% increase	5	6
10% increase	19	19

#### NOTES:

- (1) This effect is calculated in accordance with the expected change in the economic positions managed in different currencies, given the scenarios that were determined by the Supervisor of Banks.
- (2) An increase implies a strengthening of the currency in question against the shekel.
- (3) The data express the effects of changes in exchange rates on fair value after the tax effect.
- (4) Changes in the exchange rates of other currencies have a negligible effect on the Bank's earnings.

### Sensitivity of capital to changes in the CPI

The Bank operates in the CPI market by extending uses such as loans, mortgages and the purchase of bonds and by raising CPI linked funds. In addition, the Bank performs CPI forward transactions on behalf of its customers and itself.

The Bank is not exposed in its forward activity to material CPI risks.

Set out below is the sensitivity of the Bank's capital to theoretical changes in the CPI as of June 30, 2019 (NIS millions).

The measurement refers to the effect of changes on capital and includes activity in balance-sheet and off-balance-sheet instruments:

Percentage change in CPI	
3% decrease	(39)
3% increase	43

### Management of risks in derivative financial instruments

Set out below is the volume of activity in derivative financial instruments (nominal value NIS millions):

	As of June 30,			As of December 31,		
	Derivatives not for trading	Derivatives for trading	Total	Derivatives not for trading	Derivatives for trading	Total
<b>Hedging transactions:</b>						
Interest rate contracts	3,008	-	3,008	3,209	-	3,209
<b>Other transactions:</b>						
Interest rate contracts	1,019	18,840	19,859	900	25,001	25,901
Foreign currency contracts	10,228	59,300	69,528	8,851	51,250	60,101
Contracts on shares, share indexes, commodities and other contracts	-	45,514	45,514	37	45,290	45,327
Total derivative financial instruments	14,255	123,654	137,909	12,997	121,541	134,538

## LIQUIDITY RISK

Liquidity risk is the actual or future risk that the Bank will have difficulty in supplying liquidity requirements in exceptional demand and supply situations, including unexpected liabilities, unexpected withdrawals of deposits from the public, unexpected demand for credit, uncertainty regarding the availability of sources, including sharp decline in the value of assets available to the Bank. Materialization of the risk might cause the Bank shortage in liquid means, that will force the Bank to realize assets in prices lower than the market prices and/or raise funds in a price higher than market prices and in crisis situations might endanger the stability of the Bank.

Liquidity coverage ratio of the Bank Group for the three months ended June 30, 2019 is 123%, compared with 122% for the three months ended December 31, 2018. The minimal Liquidity Coverage Ratio required by the Supervisor of Banks is 100%.

For information regarding liquidity coverage ratio (LCR) see note 8 to the financial statements.

### Liquidity position and the composition of assets and liabilities

The liquidity assets at the group, which includes cash, deposits at the Bank of Israel, deposits at banks and liquid securities, amounted to NIS 43.3 billion on June 30, 2019, compared with NIS 42.9 billion at the end of 2018. Of this amount, the balance of cash, deposits with the Bank of Israel and deposits with banks accounted for NIS 33.9 billion, and NIS 9.4 billion were invested in securities, principally Israel government bonds.

The ratio of deposits from the public to credit to the public on June 30, 2019 amounted to 132.9% compared with 132.5% on December 31, 2018.

At the end of June 2019, deposits from the public, bonds and subordinated notes totaled NIS 117.8 billion compared with NIS 116.7 billion at the end of 2018.

The composition of the assets and liabilities of the Bank shows high liquidity. This, as a result of the policy to raise diversified and stable funds, while emphasizing on raising sources for medium and long periods from diversified customers sectors and in different currencies.

The Bank has sources in a short-medium contractual duration, which the Bank anticipates that they will be held for a long time. The uses are both for short term and medium- long term.

In general the exposures in the foreign currency segment are low (see the chapter on market risk).

The CPI exposure of the Bank's group amounted to NIS 1,396 million as of June 30, 2019.

Balance of deposits from the public of the three largest depositors in the Group:

	As of June 30, 2019	As of December 31, 2018
		NIS million
1	2,770	2,017
2	2,021	1,758
3	1,512	1,672

## **OTHER RISKS**

For information regarding other risks, among others, the operational risks and the way they are managed (including business continuity, data security and cyber events), compliance risk, anti money laundering and terror finance risk (including cross border risks), finance risk, legal risk, reputation risk and strategy risk- see the chapter on risk review in the annual financial statements of the Bank for 2018 and the risk report on the Bank's website.

## **DISCUSSION OF RISK FACTORS**

For discussion in risk factors see the chapter of risk review in the annual financial statements of the Bank for 2018.

No change occurred in the level of risk factors during the first half of 2019 compared with the table published in the annual financial statements for 2018, except for:

- Cyber and information security risk- is part of the operational risk. However, in the first quarter of the year it was presented separated from the operational risk, and was assessed "medium", in light of its importance and the multiplicity of events in Israel and in the world in general, and in the banking system in particular, and in light the expanding of the digital activity.
- Information Technology risk- is part of the operational risk. However, starting with the second quarter of the year it was presented separated from the operational risk, and was assessed "medium", in light of complicated and changing technological environment and the growing dependency. In recent years the risk became stronger because of the need for increasing the business and technological flexibility and increasing the use in new technologies.
- The assessment of the labor relation risk was lowered to "medium" in the first quarter of the year and the risk is presented as part of the operational risk, in light of the improvement in the labor relations.

## CRITICAL ACCOUNTING POLICIES AND ESTIMATES, CONTROLS AND PROCEDURES

### General

The estimates and assessments regarding critical accounting policy matters were made in accordance with the best knowledge and judgment of the professional entities engaged in their preparation, and that they were applied in an appropriate manner in the financial statements of the Bank.

A review of the significant areas, which in the opinion of the Bank Management consist critical accounting policies, are detailed in the Director's report for the annual financial statements for 2018 and no change has occurred.

### CONTROLS AND PROCEDURES

#### ASSESSMENT OF CONTROLS AND PROCEDURES CONCERNING DISCLOSURE IN THE FINANCIAL REPORT

In accordance with the Supervisor of Banks' directives for reporting to the public and the guidelines of Proper Conduct of Banking Business Regulation 309 that was issued in September 2008, the Bank has for a number of years maintained controls and procedures regarding disclosure, and has deployed an internal control network for financial reporting which was first applied in the financial report for the year ending December 31, 2008.

The directives, which concern Management's responsibility on the internal control of financial reporting and the external auditor's statement of opinion regarding the audit of the internal control of financial reporting, were compiled in accordance with the provisions of Sections 302 and 404 of the law known as the Sarbanes-Oxley Act of 2002 that was enacted in the USA, and directives and guidelines that were determined in the USA, including those determined by the PCAOB.

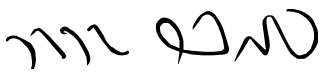
Enclosed with the financial statements are declarations by the CEO of the Bank and the Chief Accountant, each one separately, concerning the assessment of controls and procedures in the matter of disclosure.

The Management of the Bank, in cooperation with the CEO of the Bank and the Chief Accountant, assessed for June 30, 2019 the effectiveness of the controls and procedures in the matter of disclosure by the Bank. On the basis of this assessment, the CEO of the Bank and the Chief Accountant concluded that as at the end of this report period, the controls and procedures in the matter of disclosure by the Bank were effective for the purpose of recording, processing, summarizing and reporting the information which the Bank is required to disclose in the report in accordance with the Supervisor of Banks' directives for reporting to the public, and at the time determined in those directives.

During the quarter ending on June 30, 2019, no change occurred in the Bank's internal control over financial reporting which exerted a material effect, or which can reasonably be expected to exert a material effect on the Bank's internal control over financial reporting.



**Irit Izakson**  
Chairperson of the Board of Directors



**Smadar Barber-Tsadik**  
Chief Executive Officer



**Nachman Nitzan**  
Executive Vice President,  
Chief Accountant

Tel Aviv, August 13, 2019

## CERTIFICATION

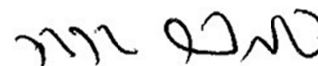
I, Smadar Barber-Tsadik, declare that:

1. I have reviewed the quarterly report of the First International Bank of Israel Ltd. (hereinafter: "the Bank") for the quarter ended June 30, 2019 (hereinafter: "the Report").
2. Based on my knowledge, the Report contains no incorrect presentation of a material fact, and there is no presentation of a material fact missing from the Report that is necessary so that the presentations included therein, in light of the circumstances under which such presentations were included, are not misleading with regard to the period covered by the Report.
3. Based on my knowledge, the financial statements and other financial information included on the Report correctly reflect the financial condition, results of operations, changes in shareholders' equity, and cash flows of the Bank, in all material aspects, for the dates and periods covered in the Report.
4. I, and others at the Bank making this declaration, are responsible for the establishment and application of controls and procedures with regard to the Bank's disclosure <sup>(1)</sup> and internal control of financial reporting <sup>(1)</sup>, furthermore:
  - A. We have established such controls and procedures or caused such controls and procedures to be established under our supervision, aimed at ensuring that material information pertaining to the Bank, including its consolidated corporations, is brought to our knowledge by others at the Bank and at such corporations, in particular during the preparation of the Report.
  - B. We have established such internal controls of financial reporting or caused such internal control of financial reporting to be established under our supervision, intended to provide a reasonable degree of confidence with regard to the reliability of the financial reporting, and that the financial reports for external purposes are prepared in accordance with generally accepted accounting principles and with the directives and guidelines of the Supervisor of Banks.
  - C. We have assessed the effectiveness of the controls and procedures concerning disclosure at the Bank, and we have presented our findings with regard to the effectiveness of the controls and procedures concerning disclosure, as at the end of the period covered in the Report, based on our assessment; and
  - D. We have disclosed in the Report any change in the internal control of financial reporting at the Bank that occurred during the fourth quarter, and that had a material effect, or could reasonably be expected to have a material effect, on the internal control of financial reporting at the Bank; and
5. I, and others at the Bank making this declaration, have disclosed to the auditor, to the Board of Directors, and to the Audit Committee of the Board of Directors of the Bank, based on our most current assessment of the internal control of financial reporting;
  - A. Any significant deficiencies or material weaknesses in the establishment or application of internal control of financial reporting that can reasonably be expected to impair the Bank's ability to record, process, summarize, or report financial information; and
  - B. Any fraud, whether material or immaterial, in which the Board of Management was involved, or in which other employees were involved who have significant role in the internal control of financial reporting at the Bank.

The aforesaid shall not detract from my responsibility, or from the responsibility of any other person, under any law.

(1) As defined in the public reporting directives concerning the "board of Directors' report".

Tel-Aviv, August 13, 2019



**Smadar Barber-Tsadik**

Chief Executive Officer

## CERTIFICATION

I, Nachman Nitzan, declare that:

1. I have reviewed the quarterly report of the First International Bank of Israel Ltd. (hereinafter: "the Bank") for the quarter ended June 30, 2019 (hereinafter: "the Report").
2. Based on my knowledge, the Report contains no incorrect presentation of a material fact, and there is no presentation of a material fact missing from the Report that is necessary so that the presentations included therein, in light of the circumstances under which such presentations were included, are not misleading with regard to the period covered by the Report.
3. Based on my knowledge, the financial statements and other financial information included on the Report correctly reflect the financial condition, results of operations, changes in shareholders' equity, and cash flows of the Bank, in all material aspects, for the dates and periods covered in the Report.
4. I, and others at the Bank making this declaration, are responsible for the establishment and application of controls and procedures with regard to the Bank's disclosure <sup>(1)</sup> and internal control of financial reporting <sup>(1)</sup>. furthermore:
  - A. We have established such controls and procedures or caused such controls and procedures to be established under our supervision, aimed at ensuring that material information pertaining to the Bank, including its consolidated corporations, is brought to our knowledge by others at the Bank and at such corporations, in particular during the preparation of the Report.
  - B. We have established such internal controls of financial reporting or caused such internal control of financial reporting to be established under our supervision, intended to provide a reasonable degree of confidence with regard to the reliability of the financial reporting, and that the financial reports for external purposes are prepared in accordance with generally accepted accounting principles and with the directives and guidelines of the Supervisor of Banks.
  - C. We have assessed the effectiveness of the controls and procedures concerning disclosure at the Bank, and we have presented our findings with regard to the effectiveness of the controls and procedures concerning disclosure, as at the end of the period covered in the Report, based on our assessment; and
  - D. We have disclosed in the Report any change in the internal control of financial reporting at the Bank that occurred during the fourth quarter, and that had a material effect, or could reasonably be expected to have a material effect, on the internal control of financial reporting at the Bank; and
5. I, and others at the Bank making this declaration, have disclosed to the auditor, to the Board of Directors, and to the Audit Committee of the Board of Directors of the Bank, based on our most current assessment of the internal control of financial reporting;
  - A. Any significant deficiencies or material weaknesses in the establishment or application of internal control of financial reporting that can reasonably be expected to impair the Bank's ability to record, process, summarize, or report financial information; and
  - B. Any fraud, whether material or immaterial, in which the Board of Management was involved, or in which other employees were involved who have significant role in the internal control of financial reporting at the Bank.

The aforesaid shall not detract from my responsibility, or from the responsibility of any other person, under any law.

(1) As defined in the public reporting directives concerning the "board of Directors' report".

Tel-Aviv, August 13, 2019



**Nachman Nitzan**  
Executive Vice President,  
Chief Accountant

## FINANCIAL STATEMENTS

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## **AUDITORS' REVIEW TO THE SHAREHOLDERS' OF THE FIRST INTERNATIONAL BANK OF ISRAEL LTD.**

### **Introduction**

We have reviewed the accompanying financial information of The First International Bank of Israel Ltd. and its subsidiaries (hereinafter- "the Bank"), comprising of the condensed consolidated interim balance sheet as of June 30, 2019 and the related condensed consolidated interim statements of income, comprehensive income, changes in equity and cash flows for the three and six months periods then ended. The Board of directors and Management are responsible for the preparation and presentation of this interim financial information in accordance with generally accepted accounting principles in Israel (Israeli GAAP) for interim accounting and in accordance with the directives and guidelines of the Supervisor of Banks. Our responsibility is to express a conclusion on this interim financial information based on our review.

### **Scope of Review**

We conducted our review in accordance with Standard on Review Engagements 1, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" of the Institute of Certified Public Accountants in Israel and a review standard applied in the review of banking institutions according to the directives and guidelines of the Supervisor of Banks. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards in Israel and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### **Conclusion**

Based on our review nothing has come to our attention that causes us to believe that the accompanying financial information was not prepared, in all material respect, in accordance with generally accepted accounting principles in Israel (Israeli GAAP) for interim accounting and in accordance with the directives and guidelines of the Supervisor of Banks.

As explained in Note 1A, the accompanying financial statements represent a translation into English from the original financial statements in Hebrew.

Somekh Chaikin  
Certified Public Accountants (Isr.)  
August 13, 2019

## (NIS million)

The notes to the financial statements are an integral part thereof.

**Irit Izakson**  
Chairperson of the Board of Directors

**Smadar Barber-Tsadik**  
Chief Executive Officer

  
**Nachman Nitzan**  
Executive Vice President  
Chief Accountant

Tel-Aviv, 13 August, 2019

## STATEMENT OF COMPREHENSIVE INCOME<sup>(1)</sup>

(NIS million)

	For the three months ended June 30		For the six months ended June 30		For the year Ended December 31
	2019	2018	2019	2018	2018
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
Net profit before attribution to non-controlling interests	233	226	425	371	767
Net profit attributed to non-controlling interests	(9)	(7)	(18)	(15)	(34)
Net profit attributed to the shareholders of the Bank	224	219	407	356	733
Other comprehensive income (loss) before taxes:					
Adjustments of available for sale bonds (2018 - securities) to fair value, net	10	(28)	76	(70)	(102)
Adjustments of liabilities in respect of employee benefits <sup>(2)</sup>	20	71	12	78	37
Other comprehensive income (loss) before taxes	30	43	88	8	(65)
Related tax effect	(11)	(14)	(31)	(3)	22
Other comprehensive income (loss) before attribution to non-controlling interests, after taxes	19	29	57	5	(43)
Less other comprehensive income (loss) attributed to non-controlling interests	-	(1)	1	(1)	(4)
Other comprehensive income (loss) attributed to the shareholders of the Bank, after taxes	19	30	56	6	(39)
Comprehensive income before attribution to non-controlling interests	252	255	482	376	724
Comprehensive income attributed to non-controlling interests	(9)	(6)	(19)	(14)	(30)
Comprehensive income attributed to the shareholders of the Bank	243	249	463	362	694

(1) See note 4.

(2) Mostly reflects adjustments in respect of actuarial assessments as of the end of the period regarding defined benefits pension plans, of amounts recorded in the past in other comprehensive profit.

The notes to the financial statements are an integral part thereof.

## CONSOLIDATED BALANCE SHEET

(NIS million)

			June 30,	December 31,
		2019	2018	2018
	NOTE	(unaudited)	(unaudited)	(audited)
<b>Assets</b>				
Cash and deposits with banks		33,900	33,090	31,303
Securities <sup>(4)</sup>	5	10,587	11,919	12,595
Securities which were borrowed		416	550	863
Credit to the public	6,12	86,436	83,811	85,160
Provision for Credit losses	6,12	(887)	(860)	(868)
Credit to the public, net		85,549	82,951	84,292
Credit to the government		684	681	700
Investments in investee company		589	585	606
Premises and equipment		1,001	1,031	1,023
Intangible assets		228	227	239
Assets in respect of derivative instruments	10	938	1,263	1,399
Other assets <sup>(2)</sup>		1,175	1,950	1,100
Assets held for sale		-	7	-
Total assets		135,067	134,254	134,120
<b>Liabilities Shareholders' Equity</b>				
Deposits from the public	7	113,716	112,555	111,697
Deposits from banks		954	460	1,150
Deposits from the Government		466	613	982
Bonds and subordinated capital notes		4,034	5,012	4,989
Liabilities in respect of derivative instruments	10	1,104	1,124	1,294
Other liabilities <sup>(1)(3)</sup>		6,088	6,225	5,595
Total liabilities		126,362	125,989	125,707
Capital attributed to the shareholders of the Bank		8,366	7,961	8,093
Non-controlling interests		339	304	320
Total equity		8,705	8,265	8,413
Total liabilities and shareholders' equity		135,067	134,254	134,120

(1) Of which: provision for credit losses in respect of off-balance sheet credit instruments in the amount of NIS 65 million and NIS 74 million and NIS 64 million at 30.6.19, 30.6.18 and 31.12.18, respectively.

(2) Of which: other assets measured at fair value in the amount of NIS 543 million and NIS 1,289 million and NIS 426 million at 30.6.19, 30.6.18 and 31.12.18, respectively.

(3) Of which: other liabilities measured at fair value in the amount of NIS 847 million and NIS 1,485 million and NIS 586 million at 30.6.19, 30.6.18 and 31.12.18, respectively.

(4) Regarding amounts measured at fair value, see note 14B.

The notes to the financial statements are an integral part thereof.

## STATEMENT OF CHANGES IN EQUITY

(NIS million)

For the three months ended June 30, 2019 (unaudited)						
	Share capital and premium (1)	Accumulated other comprehensive income (loss)	Retained earnings (2)	Total share-holders' equity	Non-controlling interests	Total equity
Balance as of March 31, 2019	927	(114)	7,395	8,208	330	8,538
Net profit for the period	-	-	224	224	9	233
Dividend	-	-	(85)	(85)	-	(85)
Other comprehensive income, after tax effect	-	19	-	19	-	19
Balance as at June 30, 2019	927	(95)	7,534	8,366	339	8,705

For the three months ended June 30, 2018 (unaudited)						
	Share capital and premium (1)	Accumulated other comprehensive income (loss)	Retained earnings (2)	Total share-holders' equity	Non-controlling interests	Total equity
Balance as of March 31, 2018	927	(144)	6,989	7,772	298	8,070
Net profit for the period	-	-	219	219	7	226
Dividend	-	-	(60)	(60)	-	(60)
Other comprehensive income (loss), after tax effect	-	30	-	30	(1)	29
Balance as at June 30, 2018	927	(114)	7,148	7,961	304	8,265

For the six months ended June 30, 2019 (unaudited)						
	Share capital and premium (1)	Accumulated other comprehensive income (loss)	Retained earnings (2)	Total share-holders' equity	Non-controlling interests	Total equity
Balance as at December 31, 2018 (audited)	927	(159)	7,325	8,093	320	8,413
Cumulative effect of the initial implementation of US accepted accounting principals <sup>(3)</sup>	-	8	(8)	-	-	-
Adjusted balance as at January 1, 2019 after the initial implementation	927	(151)	7,317	8,093	320	8,413
Net profit for the period	-	-	407	407	18	425
Dividend	-	-	(190)	(190)	-	(190)
Other comprehensive income, after tax effect	-	56	-	56	1	57
Balance as at June 30, 2019	927	(95)	7,534	8,366	339	8,705

For the six months ended June 30, 2018 (unaudited)						
	Share capital and premium (1)	Accumulated other comprehensive income (loss)	Retained earnings (2)	Total share-holders' equity	Non-controlling interests	Total equity
Balance as at December 31, 2017 (audited)	927	(120)	6,949	7,756	290	8,046
Net profit for the period	-	-	356	356	15	371
Dividend	-	-	(155)	(155)	-	(155)
Other comprehensive income (loss), after tax effect	-	6	-	6	(1)	5
Temporary equity – non-controlling interest	-	-	(2)	(2)	-	(2)
Balance as at June 30, 2018	927	(114)	7,148	7,961	304	8,265

## STATEMENT OF CHANGES IN EQUITY (CONT'D)

(NIS million)

	For the year ended December 31, 2018 (audited)					
	Share capital and premium (1)	Accumulated other comprehensive loss	Retained earnings (2)	Total	Non-controlling interests	Total equity
Balance as at December 31, 2017	927	(120)	6,949	7,756	290	8,046
Net profit for the year	-	-	733	733	34	767
Dividend	-	-	(355)	(355)	-	(355)
Other comprehensive loss, after tax effect	-	(39)	-	(39)	(4)	(43)
Temporary equity – non-controlling interest	-	-	(2)	(2)	-	(2)
Balance as at December 31, 2018	927	(159)	7,325	8,093	320	8,413

(1) Including share premium of NIS 313 million (as from 1992 onwards).

(2) Including an amount of NIS 2,391 million which cannot be distributed as dividend.

(3) Cumulative effect of the initial implementation regarding financial instruments of US accepted accounting standards at banks in respect of financial instruments (ASU 2016-01). See also Note 1.D.(1).

The notes to the financial statements are an integral part thereof.

## STATEMENT OF CASH FLOWS

(NIS million)

	For the three months ended June 30		For the six months ended June 30		For the year Ended December 31
	2019	2018	2019	2018	2018
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
<b>Cash flows from operating activities:</b>					
Net profit for the period	233	226	425	371	767
<b>Adjustments to reconcile cash provided by operating activities:</b>					
The Bank's share in profit of equity-basis investee	(14)	(13)	(24)	(19)	(37)
Depreciation of premises and equipment	18	18	36	38	75
Amortization of intangible assets	23	22	46	45	91
Gain on sale of premises and equipment	-	(48)	-	(67)	(69)
Expenses from credit losses	23	54	59	81	166
Loss (gain) from sale of available for sale bonds and not for trading shares (2018- available for sale securities)	(8)	2	(16)	(1)	(77)
Realized and non-realized loss (gains) from adjustment to fair value of trading securities	3	(3)	6	-	(1)
Realized and non-realized gain from adjustment to fair value of not for trading shares	(13)	-	(19)	-	-
Deferred taxes, net	(12)	7	(18)	(33)	(24)
Defined benefit of pension and severance pay plans	22	34	59	73	157
Adjustments of exchange rate differences	(142)	167	(331)	288	439
Dividend received from equity-basis investee	42	-	42	-	-
<b>Net change in current assets:</b>					
Trading securities	13	50	321	198	(6)
Other assets	(129)	(576)	(68)	(735)	109
Assets in respect of derivative instruments	(64)	(75)	339	97	(74)
<b>Net change in current liabilities:</b>					
Other liabilities	(184)	664	1,022	1,069	1,243
Liabilities in respect of derivative instruments	83	157	(190)	(194)	(24)
Accumulation differences included in investing and financing activities	329	16	283	30	122
Net cash from operating activity	223	702	1,972	1,241	2,857
<b>Cash flows from (for) investing activity</b>					
Change in Deposits with banks	302	82	258	52	146
Change in Securities borrowed	248	87	447	263	(50)
Change in Credit to the public	(505)	(1,640)	(2,565)	(3,524)	(3,897)
Change in credit to the public held for sale	-	-	-	2	-
Change in Credit to the government	(8)	(4)	16	(6)	(25)
Purchase of available for sale bonds and not for trading shares (2018- available for sale securities)	(1,025)	(2,316)	(2,401)	(4,576)	(7,530)
Proceeds from redemption of bonds held to maturity	58	41	135	259	305
Proceeds from sale of available for sale bonds and not for trading shares (2018- available for sale securities)	594	138	1,402	341	1,009
Redemption of available for sale securities	1,165	879	2,514	2,380	4,232
Acquisition of premises and equipment	(8)	(12)	(14)	(18)	(47)
Proceeds of sale of premises, equipment and other assets	-	83	-	104	113
Investment in intangible assets	(19)	(21)	(34)	(37)	(95)
Net cash from (for) investing activity	802	(2,683)	(242)	(4,760)	(5,839)

The notes to the financial statements are an integral part thereof.

**STATEMENT OF CASH FLOWS (CONT'D)**  
(NIS million)

	For the three months ended June 30,		For the six months ended June 30,		For the year ended December 31
	2019	2018	2019	2018	2018
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
<b>Cash flows from (for) financing activity</b>					
Change in Deposits from the public	(441)	755	3,348	(1,217)	(3,923)
Change in Deposits from banks	(101)	90	(154)	(701)	(39)
Change in Deposits from the government	(27)	(133)	(857)	62	53
Additional acquisition of shares in consolidated company	-	-	-	(340)	(340)
Issue of bonds and subordinate debt notes	-	-	-	-	252
Redemption of bonds and subordinate debt notes	(265)	(9)	(927)	(254)	(559)
Dividend paid to shareholders	(85)	(60)	(190)	(155)	(355)
Net cash from (for) financing activity	(919)	643	1,220	(2,605)	(4,911)
Increase (decrease) in cash	106	(1,338)	2,950	(6,124)	(7,893)
Cash balances at beginning of period	33,887	34,128	31,126	38,863	38,863
Effect of changes in exchange rates on cash balances	(12)	30	(95)	81	156
Cash balances at end of period	33,981	32,820	33,981	32,820	31,126
<b>Interest and taxes paid and/or received:</b>					
Interest received	775	733	1,616	1,438	3,137
Interest paid	(191)	(145)	(369)	(329)	(657)
Dividends received	4	3	6	8	19
Income tax paid	(227)	(125)	(299)	(233)	(487)
Income tax received	12	11	54	68	70

The notes to the financial statements are an integral part thereof.

## **NOTES TO THE FINANCIAL STATEMENTS**

### **NOTE 1 - PRINCIPAL ACCOUNTING POLICIES**

#### **A. General**

The first International bank of Israel Ltd. (hereinafter - "the Bank") is an Israeli corporation. The condensed consolidated interim financial statements of the Bank as of June 30, 2019 include those of the Bank and of its subsidiary companies (hereinafter - "the Group") as well as the rights of the Group in an affiliated company. The condensed consolidated interim financial statements do not include all the information required in full annual financial statements. The condensed statements should be read together with the financial statements as of and for the year ended December 31, 2018 (hereinafter - "the Annual Report").

The accounting policy of the Group applied in these condensed consolidated interim financial statements, is the same policy applied in the Annual Report, with the exception of that stated in subsection "D" below.

In accordance with the guidelines of the Supervisor of Banks, publication of condensed financial statements is made on the basis of consolidated financial statements only. The condensed consolidated interim financial statements were approved for publication by the Board of Directors on August 13, 2019.

The accompanying financial statements represent a translation into English from the original financial statements in Hebrew.

#### **B. Financial reporting principles**

The financial statements of the Bank are prepared in accordance with accepted accounting principles in Israel (Israeli GAAP) and in accordance with the public reporting instructions and guidelines of the Supervisor of Banks. In most matters, these directives are based on accounting principles accepted by US banks. In other matters, which are less material, the directives are based on international financial reporting standards (IFRS) and on accepted accounting principles in Israel (Israeli GAAP). Where the international financial reporting standards (IFRS) allow several alternatives, or do not include specific reference to a certain situation, these instructions set specific implementation guidelines, based mainly on accounting principles accepted by US banks.

#### **C. Use of estimates**

Preparation of the condensed Interim consolidated financial statements requires Management to use judgment in making estimates and assumptions which affect the implementation of the accounting policy and the reported amounts of assets and liabilities and the amounts of income and expenses. It should be noted that actual results may differ from these estimates.

Upon the formation of accounting estimates used in the preparation of the financial statements of the Bank, Management is required to make assumptions as to circumstances and events which involve uncertainty. The assessments as well as the assumptions supporting them are consistent with those used in the formation of the annual financial statements.

The assessments as well as the assumptions supporting them are being reviewed on a current basis. Changes in accounting assessments are recognized in the period in which these changes occur as well as in all future periods affected by them.

#### **D. Initial implementation of accounting standards, updates of accounting standards and instructions of the Supervisor of Banks**

Starting with the periods beginning on January 1, 2019, the Bank implements new accounting standards and instructions regarding the matters detailed below:

1. Reporting by banks and credit card companies in Israel in accordance with US accepted accounting principles in the matter of derivative instruments and hedging, classification and measurement of financial instruments, cash flow statement and additional issues.
2. Amendment No. 2017-08 of the Codification of the FASB regarding debtors – irrecoverable loans and other costs.

Following is a description of the substance of the changes made to the accounting policy applied in these condensed consolidated interim financial statements, and a description of the manner and effect of the initial implementation, if at all:

##### **1. Reporting by banks and credit card companies in Israel in accordance with US accepted accounting principles in the matter of derivative instruments and hedging, classification and measurement of financial instruments, cash flow statement and additional issues**

A circular letter was published on August 30, 2018, in the matter of reporting by banks and credit card companies in Israel in accordance with US accepted accounting principles in the matter of derivative instruments and hedging, classification and measurement of financial instruments, cash flow statement and additional issues.

##### **Derivative instruments and hedging**

The US Accounting Standards Board (FASB) published in August 2017 ASU 2017-12, which updates Item 815 of the Codification with respect to derivative instruments and hedge accounting. The update includes changes in the guidelines regarding the measurement and purpose of qualified hedge relations, and regarding the presentation requirements respecting hedge results. The update enlarges the ability of banking corporations to hedge risk components, and creates a match between the recognition and presentation of the hedge instruments and the hedged items in the financial statements. The update cancels the need to relate separately to the "noneffective part" in hedge relations, in cases where amounts are eliminated from the assessment of the hedge effectiveness. The update allows deferral of these amounts to other comprehensive profit, though when recognized in profit and loss, they will be presented in the same line presenting the effect of the hedged instrument. Furthermore, the amendments included in the update simplify the implementation of the accounting guidelines in the matter of hedging by easing the assessment of hedge effectiveness and the documentation requirements. The amendments to the instructions adopt in the public reporting instructions the accounting principles accepted by US banks, as determined in the update. Moreover, the disclosure format was modified to agree with that presented in financial statements of US banks.

The Bank has adopted the new instructions as from January 1, 2019. The new instructions had no effect upon the financial statements save for the changes in disclosure required in the financial statements.

##### **Classification and measurement of financial instruments**

Included in the said letter are amendments to instructions that adopt in the public reporting instructions the accounting principles accepted by US banks, as stated in update ASU 2016-01 and in update ASU 2018-03. Most of the changes in the public reporting instructions in the matter of classification and measurement of financial instruments relate to: changes in the fair value of yet unrealized investments in available-for-sale shares that have an available fair value, which are to be recognized on a current basis in the statement of profit and loss instead of in other comprehensive profit; investments in shares that do not have an available fair value, which at present are presented at cost (net of impairment), would, as a general rule, be presented at cost (net of impairment) adjusted for changes in observable prices of shares of that same issuer.

The new instructions have been applied since January 1, 2019, by way of retroactive application recognizing the cumulative effect thereof in the opening balance of retained earnings at date of initial application. The instructions

regarding investment in capital instruments having no available fair value, have been applied by way of "from now onwards". Changes in disclosure required in the financial statements have been applied as from now onwards.

Implementation of the new instructions regarding classification and measurement of financial instruments as from January 1, 2019, resulted in the reclassification of unrealized net losses in the amount of NIS 8 million, previously recognized in other comprehensive profit, from cumulative other comprehensive profit to retained earnings.

## **2. Amendment No. 2017-08 to the Codification of the FASB in the matter of debtors – irrecoverable loans and other costs**

The FASB published in March 2017 an update regarding the amortization of the premium on purchased debt instruments having an early repayment option, comprising an amendment to Item 310-20 of the Codification in the matter of debtors – nonrecoverable commissions and other costs (hereinafter – "the amendment").

In accordance with the amendment, the period of amortization of the premium on debt instruments having an early repayment option by the issuer, shall be shortened and calculated in accordance with the earliest repayment date.

The instruction of the amendment have been applied as from January 1, 2019, by way of retroactive application, with the cumulative effect thereof being recognized in the opening balance of retained earnings at date of initial application.

Application of the instructions had no material effect on the financial statements.

## **E. New accounting standards and new directives of the Supervisor of Banks in the period prior to the implementation thereof**

### **(1) Reporting by banking corporations and credit card companies in Israel in accordance with US accepted accounting principles in the matter of leasing**

The Supervisor of Banks issued a letter on July 1, 2018, in the matter of reporting by banking corporations and credit card companies in Israel in accordance with US accepted accounting principles with respect to leasing, which adopts the accounting principles accepted by US banks in the matter of leasing, and inter alia, the presentation, measurement and disclosure rules determined by Item 842 of the Codification with respect to "leasing".

A summary of the principal changes expected in the accounting treatment in financial statements of banking corporations following the application of Item 842 of the Codification, as stated in the letter, determines, inter alia, as follows: banking corporations that lease assets for periods exceeding twelve months shall recognize them in the balance sheet, even where the lease is classified as an operating lease; in the case of an operating lease, a "right of use asset" shall be recorded in the balance sheet reflecting the right of a bank to use the leased asset, while on the other hand a liability in respect of an operating lease will be recorded; moreover, a sale and lease-back transaction of an asset made by a bank may in certain cases be considered as an accounting sale transaction, subject to the existence of certain terms detailed in Item 842. This standard is to be applied as from January 1, 2020 and thereafter.

The Bank plans to apply the new instructions in the matter of leasing by way of retroactive application, recognizing the cumulative effect thereof in retained earnings at date of initial application. Moreover, the Bank intends to adopt at the initial date of application, certain reliefs granted by the transitional instructions, including maintaining the assumptions regarding the existence of a lease and its classification as an operating or a financial lease, as well as maintaining the assumptions regarding qualification for the capitalization of primary direct expenses, which had been determined in the period prior to the date of initial application, in accordance with the provisions of the present standards.

The Bank estimates that at date of initial application, the implementation of the new instructions is expected to result in an increase of NIS 450 million in the balance of the right of use assets, and to a parallel increase of NIS 450 million in the balance of liabilities in respect of leases. Furthermore, the bank estimates that the application of the new instructions is expected to lead to a decline in the Tier I equity capital ratio and in the comprehensive capital ratio at rates of 0.06% and 0.08%, respectively, being the result of weighing the risk assets in respect of right of use assets stemming from operating

leases, which are recognized in the balance sheet at the rate of 100%. In addition, application of the new instructions might lead to a decline in the leverage ratio of the Bank at the rate of 0.02%.

The Bank is preparing for the implementation of the letter.

In addition, the letter includes a transitional instruction guiding a banking corporation not to include the exchange differences in respect of available-for-sale bonds as part of the adjustments to fair value of such bonds, but to continue treating them as required by the public reporting instructions prior to the adoption of Item 830 of the Codification as regards "foreign currency", and this until January 1, 2021.

**(2) Adoption of updates to accounting principles accepted by US banks – provisions for credit losses and additional instructions**

The Supervisor of Banks issued a letter on March 28, 2018, in the matter of "Adoption of updates to accounting principles accepted by US banks – provisions for credit losses and additional instructions". The letter requires the implementation of the accounting principles accepted by US banks with respect to provisions for credit losses, financial instruments, including derivatives and hedge activity as well as leases. The initial implementation shall be in accordance with the transitional instructions determined in the US rules.

The letter adopts the US accepted accounting principles in the matter of provisions for expected credit losses, published within the framework of updating standard ASU 2016-13. The aim of the new rules is to improve the quality of reporting the financial condition of a banking corporation by means of advance recognition of provisions for credit losses, in a manner that strengthens the counter-recurrence in the conduct of the provisions for credit losses, supporting a quicker response by the banks to the deterioration in the quality of credit to borrowers, and the reinforcement of the bond between credit risk management and the way in which such risks are being reflected in financial statements, while basing it on existing methods and processes.

The principal changes expected in the accounting treatment in financial statements of banking corporations, following the implementation of these rules, are, inter alia, as follows: the provision for credit losses shall be calculated according to the loss expected over the life of the credit, instead of assessing the loss caused but not yet identified; in assessing the provision for credit losses, significant use should be made of forward -looking information reflecting reasonable forecasts as to future economic events; providing wider disclosure of the impact of the date of extending the credit on the quality of credit of the credit portfolio; changes in the manner of recording impairment of bonds classified as available-for-sale; also, the new rules for the calculation of the provision for credit loss shall apply to credit (including residential loans), bonds held to redemption and to exposure to certain off-balance sheet credit.

The standard is to be applied as from January 1, 2021 and thereafter. As a general rule, the new rules are to be applied by way of recognition in retained earnings of the cumulative effect of the rules at date of their initial application.

The Bank is preparing for the implementation of the letter. Preparations made by the Bank include, inter alia, mapping of the new instructions and their possible implications on the Bank; review of the practices applying at present to the management of credit risk and to the assessment of the provision for credit losses, in order to identify processes that might be used for the purpose of the application of the new rules. Identification of the challenges and the ways to be used in order to face such challenges, as well as examination of the changes required for the modification of the models used for assessing credit losses.

**(3) Amendment of Standard ASU 2018-14 in the matter of changes in disclosure requirements regarding defined benefit plans**

On August 28, 2018, the US Financial Accounting Standard Board ("FASB") published Amendment ASU 2018-14 regarding the disclosure framework - changes in disclosure requirements regarding defined benefit plans, comprising an update of Item 715-20 of the Codification in the matter of compensation-retirement benefits-defined benefits plans-general (hereinafter - "the Amendment"). The aim of the Amendment is to improve the effectiveness of

disclosure provided in notes to financial statements, as well as reduce the costs involved in the preparation of the required notes.

The changes contained in the Amendment abolish disclosures that are useless, clarify specific disclosure requirements, as well as add disclosure requirements identified as relevant.

The principal changes are, inter alia, as follows: it is no longer required to present an assessment of the amounts included in other comprehensive income expected to be removed from other cumulative comprehensive income in the following year and charged to profit and loss as an expense; it is no longer required to present the amount of the future annual benefits that are covered by insurance contracts, including pension contracts, as well as any significant transactions between the entity, or related parties and the plan; a new requirement is added for the provision of details regarding the reasons for material profits or losses related to changes during the period in the liability regarding defined benefit; also clarified are the disclosure requirements in respect of entities having two or more plans.

The provisions of the Amendment apply to public entities in the United States starting with annual periods beginning after December 15, 2020. Earlier adoption of the rules is permitted also for interim periods. Upon initial application it is required to implement the changes by way of retroactive application.

The Bank is studying the effect of the new rules upon its financial statements.

**(4) Update ASU 2018-13 of the standard in the matter of changes in the disclosure requirements regarding the measurement of fair value**

The US Financial Accounting Standard Board ("FASB") published on August 28, 2018, ASU 2018-13 in the matter of disclosure framework – changes in the disclosure requirements regarding the measurement of fair value, comprising an update of Item 820 of the Codification regarding measurement of fair value (hereinafter – "the update"). The purpose of the update is to improve the effectiveness of disclosure in notes to financial statements as well as reduce the cost involved in the preparation of the required notes.

The amendments included in the update, eliminate disclosure that is useless, clarify specific disclosure requirements and add disclosure requirements found as relevant.

The principal amendments are, inter alia, as follows: the requirement for presentation of the amounts and reasons for the transfers between levels 1 and 2 of the fair value hierarchy has been eliminated; also eliminated is the requirement for information regarding the policy of the entity determining when transfers between levels are considered as effected; also eliminated is the requirement to present a description of the process of measurement of the fair value at level 3; within the framework of the requirement to provide a verbal description of the sensitivity to changes in unobservable data for recurring measurements of fair value classified at level 3 in the fair value scale; the term "sensitivity" has been changed to "uncertainty" in order to emphasize that the required information relates to uncertainty; a requirement has been added for the presentation of the unrealized changes in other comprehensive income during the reported period in respect of assets held at the end of that period.

The instructions contained in the update apply to US public entities beginning with annual periods beginning after December 15, 2019. Prior adoption is permissible also for interim periods. Upon initial application it is required to apply the instructions by way of retroactive application, with the exception of the additional disclosure requirements and the updated disclosure requirement regarding uncertainty in the measurement of fair value at level 3, the application thereof would be from now onwards.

The Bank is studying the effect of the new instructions on its financial statements.

## NOTE 2 - INTEREST INCOME AND EXPENSES

(NIS million)

	For the three months ended June 30		For the six months ended June 30	
	2019	2018	2019	2018
	(unaudited)		(unaudited)	
<b>A. Interest income <sup>(1)</sup></b>				
From credit to the public	825	754	1,478	1,365
From credit to the Government	9	3	7	3
From deposits with banks	6	3	13	6
From deposits with Bank of Israel and from cash	16	8	32	15
From securities borrowed	1	-	1	-
From bonds <sup>(2)</sup>	54	51	107	84
Total interest income	911	819	1,638	1,473
<b>B. Interest expenses</b>				
On deposits from the public	162	117	236	164
On deposits from the Government	1	1	2	2
On deposits from banks	1	1	2	2
On bonds and subordinated capital notes	79	84	94	104
On other liabilities	3	1	4	2
Total interest expenses	246	204	338	274
Total interest income, net	665	615	1,300	1,199
<b>C. Details on net effect of hedging derivative instruments on interest income and expenses</b>				
Interest income (expenses) <sup>(3)</sup>	(2)	1	(3)	-
<b>D. Details of interest income from bonds on cumulative basis</b>				
Held to maturity	13	11	20	17
Available for sale	40	40	86	66
Held for trading	1	-	1	1
Total included in interest income	54	51	107	84

(1) Including effective component in hedging relations.

(2) Including Interest income on mortgage-backed bond (MBS) in the amount of NIS 3 million and NIS 5 million for the periods of three months and six months ended June 30, 2019, respectively (NIS 1 million and NIS 3 million for the periods of three and six months ended June 30, 2018, respectively).

(3) Details of effect of hedging derivative instruments on subsection A.

## NOTE 3 - NON-INTEREST FINANCING INCOME

(NIS million)

	For the three months ended June 30		For the six months ended June 30	
	2019	2018	2019	2018
	(unaudited)		(unaudited)	
<b>A. Non-interest financing income in respect of non-trading activities</b>				
1. From activity in derivative instruments <sup>(1)</sup>				
Total from activity in derivative instruments	(106)	208	(259)	361
2. From investments in bonds				
Profits from sale of bonds available for sale <sup>(2)</sup>	8	2	15	5
Total from investment in bonds	8	2	15	5
3. Net exchange differences	142	(168)	331	(289)
4. Gains from investment in shares	-	1	1	1
Gains from sale of shares not for trading (2018- available for sale shares)	-	(4)(5)	-	(4)(5)
Losses from sale of shares not for trading (2018- available for sale shares)				
Dividend from shares not for trading (2018- available for sale shares)	2	3	2	8
Unrealized gains <sup>(3)</sup>	13	-	19	-
Total from investment in shares	15	(1)	22	4
Total non-interest financing income in respect of non-trading activities	59	41	109	81

(1) Excluding effect of hedging relation (2018- excluding effective component in hedging relations).

(2) Reclassified from cumulative other comprehensive income.

(3) Including profits and losses from measurement according to fair value of shares in respect of which fair value exist and adjustment of shares in respect of which fair value does not exist.

(4) Including impairment in the amount of NIS 5 million for the three and six months ended June 30, 2019.

### NOTE 3 - NON-INTEREST FINANCING INCOME (CONT'D)

(NIS million)

	For the three months ended June 30		For the six months ended June 30	
	2019	2018	2019	2018
	(unaudited)		(unaudited)	
<b>B. Net income in respect of non-interest financing activity for trading<sup>(3)</sup></b>				
Net income in respect of other derivative instruments	10	3	9	6
Net realized and unrealized gains (losses) from adjustments to fair value of bonds held for trading <sup>(1)</sup>	(3)	3	(6)	1
Net realized and unrealized losses from adjustments to fair value of shares held for trading <sup>(2)</sup>	-	-	-	(1)
Total non-interest financing income from trading activities <sup>(4)</sup>	7	6	3	6
Total non-interest financing income	66	47	112	87
<b>Details on non-interest financing income (expenses) in respect of trading activities, by risk exposure</b>				
Interest rate exposure	-	3	5	1
Exposure to shares	1	3	3	5
Foreign currency exposure	6	-	(5)	-
Total	7	6	3	6

(1) Of which losses in respect of trading bonds held at balance sheet date in the amount of NIS 1 million for the six months ended June 30, 2019 (three months and six months ended June 30, 2018- gains of NIS 2 million and NIS 1 million, respectively).

(2) No gains/losses exist in respect of trading shares on hand at balance sheet date.

(3) Including exchange differences arising from trading activity.

(4) See Note 2 for details on income from investment in trading bonds.

(5) See Note 2 for disclosure of the net effect of hedge derivative instruments on interest income and expenses.

## NOTE 4 - CUMULATIVE OTHER COMPREHENSIVE INCOME (LOSS)

(NIS million)

### A. Changes in cumulative other comprehensive income (loss), net after tax effect

	Other comprehensive income (loss) before attribution to non-controlling interests				
	Adjustment in respect of reporting available for sale bonds (2018 - securities) in fair value	Adjustments in respect of employee benefits	Total	Other comprehensive income (loss) attributed to non-controlling interests	Other comprehensive income (loss) attributed to the Bank's shareholders
For the three months ended June 30, 2019					
Balance as of March 31, 2019 (unaudited)	29	(155)	(126)	(12)	(114)
Net change during the period	7	12	19	-	19
Balance as of June 30, 2019 (unaudited)	36	(143)	(107)	(12)	(95)
For the three months ended June 30, 2018					
Balance as of March 31, 2018 (unaudited)	17	(170)	(153)	(9)	(144)
Net change during the period	(18)	47	29	(1)	30
Balance as of June 30, 2018 (unaudited)	(1)	(123)	(124)	(10)	(114)
For the six months ended June 30, 2019					
Balance as of December 31, 2018 (audited)	(22)	(150)	(172)	(13)	(159)
Cumulative effect in respect of initial application of US accepted accounting standards*	8	-	8	-	8
Adjusted balance as of January 1, 2019 after initial application	(14)	(150)	(164)	(13)	(151)
Net change during the period	50	7	57	1	56
Balance as of June 30, 2019 (unaudited)	36	(143)	(107)	(12)	(95)
For the six months ended June 30, 2018					
Balance as of December 31, 2017 (audited)	45	(174)	(129)	(9)	(120)
Net change during the period	(46)	51	5	(1)	6
Balance as of June 30, 2018 (unaudited)	(1)	(123)	(124)	(10)	(114)
For the year ended December 31, 2018					
Balance as of December 31, 2017 (audited)	45	(174)	(129)	(9)	(120)
Net change during 2018	(67)	24	(43)	(4)	(39)
Balance as of December 31, 2018 (audited)	(22)	(150)	(172)	(13)	(159)

\* Cumulative effect in respect of initial application of US accepted accounting standards for banks in respect of financial instruments (ASU 2016-01), see also note 1.D.(1).

## NOTE 4 - CUMULATIVE OTHER COMPREHENSIVE INCOME (LOSS) (CONT'D)

(NIS million)

### B. Changes in the components of cumulative other comprehensive income (loss) before and after tax effect

	For the three months ended June 30 (unaudited)					
	2019			2018		
	Before tax	Tax effect	After tax	Before tax	Tax effect	After tax
<b>Changes in the components of cumulative other comprehensive income (loss) before attribution to minority interests</b>						
<b>Adjustments in respect of presentation of available for sale bonds according to fair value (2018- securities)</b>						
Unrealized net gains (losses) from adjustments to fair value	87	(30)	57	(29)	10	(19)
Losses (Gains) in respect of available for sale Bonds (2018 - securities) reclassified to income statement <sup>(1)</sup>	(77)	27	(50)	1	-	1
Net change during the period	10	(3)	7	(28)	10	(18)
<b>Employee benefits:</b>						
Net actuarial gain for the period	2	(2)	-	57	(20)	37
Net losses reclassified to the statement of profit and loss <sup>(2)</sup>	18	(6)	12	14	(4)	10
Net change during the period	20	(8)	12	71	(24)	47
<b>Changes in the components of cumulative other comprehensive loss attributed to minority interests</b>						
Total change during the period	-	-	-	(1)	-	(1)
<b>Changes in the components of cumulative other comprehensive income attributed to the Bank's shareholders</b>						
Total change during the period	30	(11)	19	44	(14)	30

	For the six months ended June 30 (unaudited)					
	2019			2018		
	Before tax	Tax effect	After tax	Before tax	Tax effect	After tax
<b>Changes in the components of cumulative other comprehensive income (loss) before attribution to minority interests</b>						
<b>Adjustments in respect of presentation of available for sale bonds according to fair value (2018- securities)</b>						
Unrealized net gains (losses) from adjustments to fair value	213	(73)	140	(92)	32	(60)
Losses (Gains) in respect of available for sale Bonds (2018 - securities) reclassified to income statement <sup>(1)</sup>	(137)	47	(90)	22	(8)	14
Net change during the period	76	(26)	50	(70)	24	(46)
<b>Employee benefits:</b>						
Net actuarial gain (loss) for the period	(28)	8	(20)	57	(20)	37
Net losses reclassified to the statement of profit and loss <sup>(2)</sup>	40	(13)	27	21	(7)	14
Net change during the period	12	(5)	7	78	(27)	51
<b>Changes in the components of cumulative other comprehensive income (loss) attributed to minority interests</b>						
Total change during the period	2	(1)	1	(1)	-	(1)
<b>Changes in the components of cumulative other comprehensive income attributed to the Bank's shareholders</b>						
Total change during the period	86	(30)	56	9	(3)	6

(1) The amount before tax is reported in the statement of income in the item non-interest financing income. For additional details see note 3.

(2) The amount before tax is reported in the statement of income in the item employee benefits, see note 7A.

**NOTE 4 - CUMULATIVE OTHER COMPREHENSIVE INCOME (LOSS)** (CONT'D)

(NIS million)

**B. Changes in the components of cumulative other comprehensive income (loss) before and after tax effect** (cont'd)

	For the year ended December 31, 2018 (audited)		
	Before tax	Tax effect	After tax
<b>Changes in the components of cumulative other comprehensive income (loss) before attribution to minority interests</b>			
<b>Adjustments in respect of presentation of available for sale securities according to fair value</b>			
Unrealized net losses from adjustments to fair value	(92)	32	(60)
Gains in respect of available for sale securities reclassified to income statement <sup>(1)</sup>	(10)	3	(7)
Net change during the period	(102)	35	(67)
<b>Employee benefits:</b>			
Net actuarial loss for the period	(10)	3	(7)
Net losses reclassified to the statement of profit and loss <sup>(2)</sup>	47	(16)	31
Net change during the period	37	(13)	24
<b>Changes in the components of cumulative other comprehensive loss attributed to minority interests</b>			
Total change during the period	(6)	2	(4)
<b>Changes in the components of cumulative other comprehensive loss attributed to the Bank's shareholders</b>			
Total change during the period	(59)	20	(39)

(1) The amount before tax is reported in the statement of income in the item non-interest financing income. For additional details see note 3.

(2) The amount before tax is reported in the statement of income in the item employee benefits, see note 7A.

## NOTE 5 - SECURITIES

(NIS million)

June 30, 2019 (unaudited)					
	Book value	Amortized cost	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
<b>A. Debentures held to maturity</b>					
Of Israeli government	1,382	1,382	55	-	1,437
Of financial institutions in Israel	51	51	1	-	52
Of others in Israel	250	250	31	-	281
Total debentures held to maturity	1,683	1,683	87	-	1,770
	Book value	Amortized cost	Cumulative other comprehensive income		Fair value (1)
			Profits	Losses	
<b>B. Bonds available for sale</b>					
Of Israeli government	4,740	4,699	41	-	4,740
Of foreign governments	1,886	1,883	3	-	1,886
Of financial institutions in Israel	46	46	1	1	46
Of foreign financial institutions	(6)350	350	-	-	350
Mortgage backed (MBS) securities	(5)398	395	4	1	398
Of others in Israel	(7)424	418	8	2	424
Of foreign others	580	579	1	-	580
Total bonds available for sale	8,424	8,370	(2)58	(2)4	8,424
	Book value	cost	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1) (4)
<b>C. Investment in not for trading shares</b>					
Not for trading shares	269	251	(3)18	(3)-	269
Of which: shares, the fair value of which is not ready determinable	136	136	-	-	136
Total not for trading securities	8,693	8,621	76	4	8,693
	Book value	Amortized cost (in shares cost)	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
<b>D. Securities held for trading</b>					
Bonds -					
Of Israeli government	149	149	-	-	149
Of financial institutions in Israel	29	29	-	-	29
Of foreign financial institutions	16	16	-	-	16
Of others in Israel	9	9	-	-	9
Total trading debentures and bonds	203	203	-	-	203
Shares -	8	8	-	-	8
Total trading securities	211	211	(3)-	(3)-	211
Total securities	10,587	10,515	163	4	10,674

Notes: Details of results of investment activity in bonds and in shares - see note 2 and note 3.

- (1) The fair value of securities is generally based on market price, which does not necessarily reflect the price obtained in the event of sale of securities in large volumes.
- (2) Included in equity in the item "Adjustments in respect of presentation of available-for-sale securities at fair value".
- (3) Recorded in the Statement of Income.
- (4) Regarding shares which do not have available fair value, in this column presented cost less impairment, adjusted upwards or downwards to observable prices in similar or identical investments of the same issuer.
- (5) Securities issued by GNMA and guaranteed by US government in the amount of NIS 396 million and securities issued by FNMA & FHLMC in amount of NIS 2 million.
- (6) Including securities owned by a government in the amount of NIS 240 million securities owned by a government and have specified government guarantee in the amount of NIS 36 million.
- (7) Including impaired bonds accruing interest income in amount of NIS 5 million.

## NOTE 5 - SECURITIES (CON'T)

(NIS million)

June 30, 2018 (unaudited)					
A. Debentures held to maturity	Book value	Amortized cost	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
Of Israeli government	1,374	1,374	20	2	1,392
Of financial institutions in Israel	35	35	-	-	35
Of others in Israel	257	257	33	-	290
Total debentures held to maturity	1,666	1,666	53	2	1,717

B. Securities available for sale	Book value	Amortized cost (in shares cost)	Cumulative other comprehensive income		Fair value (1)
			Profits	Losses	
Bonds -					
Of Israeli government	5,420	5,404	30	14	5,420
Of foreign governments	1,930	1,932	-	2	1,930
Of financial institutions in Israel	91	92	-	1	91
Of foreign financial institutions	(6)447	447	-	-	447
Mortgage backed (MBS) securities	(5)393	404	1	12	393
Of others in Israel	(7)378	380	3	5	378
Of foreign others	1,024	1,025	1	2	1,024
Total debentures and bonds available for sale	9,683	9,684	35	36	9,683
Shares -	(4)236	237	3	4	236
Total securities available for sale	9,919	9,921	(2)38	(2)40	9,919

C. Securities held for trading	Book value	Amortized cost (in shares cost)	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
Bonds -					
Of Israeli government	295	295	-	-	295
Of foreign financial institutions	19	19	-	-	19
Of foreign others	11	11	-	-	11
Total trading debentures and bonds	325	325	-	-	325
Shares -	9	9	-	-	9
Total trading securities	334	334	(3)-	(3)-	334
Total securities	11,919	11,921	91	42	11,970

Notes: Details of results of investment activity in bonds and in shares - see note 2 and note 3.

- (1) The fair value of securities is generally based on market price, which does not necessarily reflect the price obtained in the event of sale of securities in large volumes.
- (2) Included in equity in the item "Adjustments in respect of presentation of available-for-sale securities at fair value".
- (3) Recorded in the Statement of Income.
- (4) Including investments in shares and private equity funds having no available fair value presented at cost of NIS 129 million (of which - investments in private equity funds in amount of NIS 108 million).
- (5) Securities issued by GNMA and guaranteed by US government in the amount of NIS 389 million and securities issued by FNMA & FHLMC in amount of NIS 4 million.
- (6) Including securities owned by a government and have specified government guarantee in the amount of NIS 382 million.
- (7) Including impaired bonds accruing interest income in amount of NIS 4 million.

## NOTE 5 - SECURITIES (CONT)

(NIS million)

December 31, 2018 (audited)					
	Book value	Amortized cost	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
<b>A. Debentures held to maturity</b>					
Of Israeli government	1,495	1,495	11	4	1,502
Of financial institutions in Israel	52	52	-	-	52
Of others in Israel	252	252	25	-	277
Total debentures held to maturity	1,799	1,799	36	4	1,831

	Book value	Amortized cost (in shares cost)	Cumulative other comprehensive income		Fair value (1)
			Profits	Losses	
<b>B. Securities available for sale</b>					
Bonds -					
Of Israeli government	5,778	5,785	23	30	5,778
Of foreign governments	2,050	2,051	-	1	2,050
Of financial institutions in Israel	49	52	-	3	49
Of foreign financial institutions	(6)597	597	-	-	597
Mortgage backed (MBS) securities	(5)436	442	2	8	436
Of others in Israel	(7)348	351	3	6	348
Of foreign others	777	777	-	-	777
Total debentures and bonds available for sale	10,035	10,055	28	48	10,035
Shares -	(4)224	237	1	14	224
Total securities available for sale	10,259	10,292	(2)29	(2)62	10,259

	Book value	Amortized cost (in shares cost)	Unrealized gains from adjustment to fair value	Unrealized losses from adjustment to fair value	Fair value (1)
<b>C. Securities held for trading</b>					
Bonds -					
Of Israeli government	419	419	-	-	419
Of financial institutions in Israel	58	58	-	-	58
Of foreign financial institutions	33	34	-	1	33
Of others in Israel	2	2	-	-	2
Of foreign others	22	22	-	-	22
Total trading debentures and bonds	534	535	-	1	534
Shares -	3	3	-	-	3
Total trading securities	537	538	(3)-	(3)1	537
Total securities	12,595	12,629	65	67	12,627

Notes: Details of results of investment activity in bonds and in shares - see note 2 and note 3.

- (1) The fair value of securities is generally based on market price, which does not necessarily reflect the price obtained in the event of sale of securities in large volumes.
- (2) Included in equity in the item "Adjustments in respect of presentation of available-for-sale securities at fair value".
- (3) Recorded in the Statement of Income.
- (4) Including investments in shares and private equity funds having no available fair value presented at cost of NIS 135 million. Of which: investments in private equity funds in amount of NIS 123 million.
- (5) Securities issued by GNMA and guaranteed by US government in the amount of NIS 432 million and securities issued by FNMA & FHLMC in amount of NIS 4 million.
- (6) Including securities owned by government in the amount of NIS 74 million and securities owned and have specified government guarantee in the amount of NIS 457 million.
- (7) Including impaired bonds accruing interest income in amount of NIS 5 million.

## NOTE 5 - SECURITIES (CON'T)

(NIS million)

### E. Fair value and unrealized losses, according to period and rate of impairment of bonds held to maturity and of available-for-sale securities being in an unrealized loss position

	June 30, 2019 (unaudited)							
	Less than 12 months <sup>(1)</sup>				12 months and above <sup>(2)</sup>			
	Unrealized losses				Unrealized losses			
	Fair Value	(3)0-20%	(4)20-40%	Total	Fair Value	(3)0-20%	(4)20-40%	Total
<b>Bonds available for sale</b>								
Of Israeli financial institutions	-	-	-	-	20	1	-	1
Mortgage backed (MBS) securities	-	-	-	-	129	1	-	1
Of others in Israel	15	1	-	1	53	1	-	1
<b>Total securities available for sale</b>	<b>15</b>	<b>1</b>	<b>-</b>	<b>1</b>	<b>202</b>	<b>3</b>	<b>-</b>	<b>3</b>

	June 30, 2018 (unaudited)							
	Less than 12 months <sup>(1)</sup>				12 months and above <sup>(2)</sup>			
	Unrealized losses				Unrealized losses			
	Fair Value	(3)0-20%	(4)20-40%	Total	Fair Value	(3)0-20%	(4)20-40%	Total
<b>Held to maturity bonds of Israeli government<sup>(5)</sup></b>	428	2	-	2	-	-	-	-
<b>Securities available for sale</b>								
<b>Bonds</b>								
Of Israeli government	1,873	13	-	13	14	1	-	1
Of foreign government	1,930	2	-	2	-	-	-	-
Of Israeli financial institutions	20	1	-	1	-	-	-	-
Mortgage backed (MBS) securities	27	1	-	1	260	11	-	11
Of others in Israel	211	5	-	5	-	-	-	-
Of foreign others	897	2	-	2	-	-	-	-
<b>Shares</b>	31	1	2	3	24	1	-	1
<b>Total securities available for sale</b>	<b>4,989</b>	<b>25</b>	<b>2</b>	<b>27</b>	<b>298</b>	<b>13</b>	<b>-</b>	<b>13</b>

	December 31, 2018 (audited)							
	Less than 12 months <sup>(1)</sup>				12 months and above <sup>(2)</sup>			
	Unrealized losses				Unrealized losses			
	Fair Value	0-20% <sup>(3)</sup>	20-40% <sup>(4)</sup>	Total	Fair Value	0-20% <sup>(3)</sup>	20-40% <sup>(4)</sup>	Total
<b>Held to maturity bonds of Israeli government<sup>(5)</sup></b>	619	4	-	4	-	-	-	-
<b>Available for-sale Securities</b>								
<b>Bonds</b>								
Of Israeli government	3,342	30	-	30	-	-	-	-
Of foreign governments	1,759	1	-	1	-	-	-	-
Of financial institutions in Israel	21	1	-	1	19	2	-	2
Mortgage backed (MBS) securities	-	-	-	-	259	8	-	8
Of others in Israel	222	5	-	5	12	1	-	1
<b>Shares</b>	62	5	5	10	21	4	-	4
<b>Total securities available for sale</b>	<b>5,406</b>	<b>42</b>	<b>5</b>	<b>47</b>	<b>311</b>	<b>15</b>	<b>-</b>	<b>15</b>

(1) Investments in an unrealized loss position less than 12 months.

(2) Investments in an unrealized loss position more than 12 months.

(3) Investments which their unrealized loss constitutes up to 20% of their amortized cost.

(4) Investments which their unrealized loss constitutes between 20% to 40% of their amortized cost.

(5) 30.6.18 and 31.12.18 Amortized cost of bonds held for redemption amounts to NIS 430 million and NIS 623 million, respectively.

## NOTE 6 - CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES

(NIS million)

### 1. Debts<sup>(1)</sup>, credit to the public and provision for credit losses

	June 30, 2019 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Recorded balance:</b>						
Debts examined on an individual basis	34,798	-	314	35,112	3,162	38,274
Debts examined on a collective basis	5,514	24,855	20,955	51,324	-	51,324
Of which: according to the extent of arrears	265	24,844	-	25,109	-	25,109
Total	40,312	24,855	21,269	86,436	3,162	89,598
Of which:						
Debts restructuring	154	-	94	248	-	248
Other impaired debts	257	11	13	281	-	281
Total impaired debts	411	11	107	529	-	529
Debts in arrears of 90 days or more	31	181	28	240	-	240
Other problematic debts	553	16	223	792	-	792
Total problematic debts	995	208	358	1,561	-	1,561
<b>Provision for credit losses:</b>						
In respect of debts examined on an individual basis	438	-	34	472	-	472
In respect of debts examined on a collective basis	63	121	231	415	-	415
Of which: according to the extent of arrears	2	121	-	123	-	123
Total	501	121	265	887	-	887
Of which: in respect of impaired debts	133	-	26	159	-	159

	June 30, 2018 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Recorded balance:</b>						
Debts examined on an individual basis	34,778	-	273	35,051	2,541	37,592
Debts examined on a collective basis	5,131	23,595	20,034	48,760	-	48,760
Of which: according to the extent of arrears	307	23,584	-	23,891	-	23,891
Total	39,909	23,595	20,307	83,811	2,541	86,352
Of which:						
Debts restructuring	185	-	75	260	-	260
Other impaired debts	243	6	12	261	-	261
Total impaired debts	428	6	87	521	-	521
Debts in arrears of 90 days or more	34	180	43	257	-	257
Other problematic debts	457	5	203	665	-	665
Total problematic debts	919	191	333	1,443	-	1,443
<b>Provision for credit losses:</b>						
In respect of debts examined on an individual basis	434	-	30	464	-	464
In respect of debts examined on a collective basis	57	117	222	396	-	396
Of which: according to the extent of arrears	1	117	-	118	-	118
Total	491	117	252	860	-	860
Of which: in respect of impaired debts	161	-	23	184	-	184

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

**NOTE 6 - CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES** (CONT'D)  
(NIS million)

	December 31, 2018 (audited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Recorded balance:</b>						
Debts examined on an individual basis	34,961	-	306	35,267	3,616	38,883
Debts examined on a collective basis	5,098	24,319	20,476	49,893	-	49,893
Of which: according to the extent of arrears	309	24,312	-	24,621	-	24,621
Total	40,059	24,319	20,782	85,160	3,616	88,776
Of which:						
Debts restructuring	150	-	83	233	-	233
Other impaired debts	217	6	11	234	-	234
Total impaired debts	367	6	94	467	-	467
Debts in arrears of 90 days or more	28	185	30	243	-	243
Other problematic debts	652	7	237	896	-	896
Total problematic debts	1,047	198	361	1,606	-	1,606
<b>Provision for credit losses:</b>						
In respect of debts examined on an individual basis	420	-	30	450	-	450
In respect of debts examined on a collective basis	69	119	230	418	-	418
Of which: according to the extent of arrears	2	119	-	121	-	121
Total	489	119	260	868	-	868
Of which: in respect of impaired debts	121	-	23	144	-	144

**NOTE 6 - CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES** (CONT'D)  
(NIS million)

**2. Change in provision for credit losses**

	For the three months ended June 30, 2019 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the period	510	118	265	893	-	893
Expenses (income) in respect of credit losses	(1)	3	18	20	-	20
Accounting write-offs	(47)	-	(37)	(84)	-	(84)
Collection of debts written off in accounting in previous years	39	-	19	58	-	58
Net accounting write-offs	(8)	-	(18)	(26)	-	(26)
Provision for credit losses at end of the period	501	121	265	887	-	887
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the period	51	-	11	62	-	62
Increase in the provision	3	-	-	3	-	3
Provision in respect of off-balance sheet credit instruments at end of the period	54	-	11	65	-	65
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>555</b>	<b>121</b>	<b>276</b>	<b>952</b>	<b>-</b>	<b>952</b>

	For the three months ended June 30, 2018 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the period	470	116	255	841	-	841
Expenses in respect of credit losses	31	3	15	49	-	49
Accounting write-offs	(34)	(3)	(33)	(70)	-	(70)
Collection of debts written off in accounting in previous years	24	1	15	40	-	40
Net accounting write-offs	(10)	(2)	(18)	(30)	-	(30)
Provision for credit losses at end of the period	491	117	252	860	-	860
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the period	56	-	13	69	-	69
Increase (decrease) in the provision	7	-	(2)	5	-	5
Provision in respect of off-balance sheet credit instruments at end of the period	63	-	11	74	-	74
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>554</b>	<b>117</b>	<b>263</b>	<b>934</b>	<b>-</b>	<b>934</b>

**NOTE 6 - CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES** (CONT'D)  
(NIS million)

**2. Change in provision for credit losses**

	For the six months ended June 30, 2019 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the year (audited)	489	119	260	868	-	868
Expenses in respect of credit losses	19	2	37	58	-	58
Accounting write-offs	(101)	(1)	(69)	(171)	-	(171)
Collection of debts written off in accounting in previous years	94	1	37	132	-	132
Net accounting write-offs	(7)	-	(32)	(39)	-	(39)
Provision for credit losses at end of the period	501	121	265	887	-	887
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the year (audited)	53	-	11	64	-	64
Increase in the provision	1	-	-	1	-	1
Provision in respect of off-balance sheet credit instruments at end of the period	54	-	11	65	-	65
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>555</b>	<b>121</b>	<b>276</b>	<b>952</b>	<b>-</b>	<b>952</b>

	For the six months ended June 30, 2018 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the year (audited)	471	115	252	838	-	838
Expenses in respect of credit losses	36	4	28	68	-	68
Accounting write-offs	(71)	(2)	(62)	(135)	-	(135)
Collection of debts written off in accounting in previous years	55	-	34	89	-	89
Net accounting write-offs	(16)	(2)	(28)	(46)	-	(46)
Provision for credit losses at end of the period	491	117	252	860	-	860
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the year (audited)	48	-	13	61	-	61
Increase (decrease) in the provision	15	-	(2)	13	-	13
Provision in respect of off-balance sheet credit instruments at end of the period	63	-	11	74	-	74
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>554</b>	<b>117</b>	<b>263</b>	<b>934</b>	<b>-</b>	<b>934</b>

## NOTE 7 - DEPOSITS FROM THE PUBLIC

(NIS million)

### A. Classes of deposits by place of origin and type of depositor In Israel

	June 30,	June 30,	December 31,
	2019	2018	2018
		(unaudited)	(audited)
Demand			
- Non- bearing interest	46,708	46,100	48,901
- Bearing interest	6,710	4,955	5,217
Total demand	53,418	51,055	54,118
Fixed-term	60,298	61,500	57,579
Total deposits in Israel*	113,716	112,555	111,697
* Of which:			
Deposits of private individuals	58,848	55,398	58,329
Deposits of institutional entities	22,758	25,456	21,187
Deposits of corporates and others	32,110	31,701	32,181

### B. Deposits of the public by size

	June 30,	June 30,	December 31,
	2019	2018	2018
		(unaudited)	(audited)
Maximum amount of deposit			
Up to 1	45,856	43,076	44,859
From 1 to 10	27,673	26,096	27,755
From 10 to 100	14,532	14,581	14,498
From 100 to 500	5,277	6,970	6,221
Over 500	20,378	21,832	18,364
Total	113,716	112,555	111,697

## **NOTE 7A - EMPLOYEE RIGHTS**

(NIS million)

### **A. SIGNIFICANT BENEFITS**

#### **1. Pension and Severance Pay**

A part of the Group's liabilities for severance pay and pensions is covered by current deposits, in the name of the employees, with provident and pension funds or by the purchase of insurance policies. The liability for severance pay and pension included in the balance sheet represents the portion of the liabilities which is not covered by deposits and/or insurance policies, as stated above. This liability is measured on an actuarial basis, using actuarial and other assumptions, including the discounting rate, the rate of increase in wages, increased severance pay, mortality and retirement rates. Additional provision for severance pay in respect of additional efficiency measures (such as structural changes) were recorded as an expense on non-actuarial basis.

#### **2. Staff Long-Service Awards**

Employees of consolidated subsidiary are entitled to a special seniority award ("jubilee award") after having completed a defined period of employment at the Group. This liability is measured on an actuarial basis using actuarial and other assumptions, including the discounting rate, the rate of increase in salaries, mortality and retirements rates.

#### **3. Benefit in respect of nonutilized sick leave**

Employees of the Bank are entitled to a benefit in respect of nonutilized accumulated sick leave. Towards the retirement date, this benefit is convertible into vacation days to be actually utilized, based on a determined conversion formula. This liability is measured on an actuarial basis using actuarial and other assumptions, including the discounting rate, the rate of increase in salaries, mortality and retirements rates.

#### **4. Other post-employment benefits**

Certain senior officers are entitled upon their retirement for a non-competition award.

#### **5. Other post-retirement benefits**

Employees of the group are entitled to certain post-retirement benefits. These benefits include: holiday gifts, newspapers, vacations, etc. Employees of a consolidated subsidiary are entitled to an award upon reaching retirement age in respect of unutilized sick leave. These liabilities are measured on an actuarial basis using actuarial and other assumptions, including the discounting rate, mortality and retirement rates.

#### **6. Vacation pay**

Employees of the Bank are entitled by law and by labor agreements to paid annual vacation. The provision for vacation pay is calculated on the basis of the most recent salary amounts of employees and the vacation days accumulated in their favor, with the addition of the required related expenses.

- B.** See note 33.F. to the annual financial statements for 2018 as to the employment agreements of the Bank's CEO and the Chairman of the Board of Directors.

## NOTE 7A - EMPLOYEE RIGHTS (CONT')

(NIS million)

### C. Defined benefits severance pay and pension schemes

#### (1) Commitment and financing situation

	For the three months ended June 30,		For the six months ended June 30,		For the year ended December 31,
	2019	2018	2019	2018	2018
	(NIS million)		(NIS million)		(NIS million)
	(unaudited)		(unaudited)		(audited)
<b>A. Change in liability regarding anticipated benefits</b>					
Liability regarding anticipated benefit at beginning of period	1,046	1,184	1,109	1,166	1,166
Cost of service	5	7	10	13	24
Cost of interest	6	8	14	17	34
Actuarial (profit) loss	(1)	(53)	36	(56)	(11)
Benefits paid	(119)	(57)	(238)	(75)	(182)
Other, including loss from reduction and structural changes	(1)	10	5	34	78
Liability regarding anticipated benefit at end of period	936	1,099	936	1,099	1,109
Liability regarding accumulated benefit at end of period	883	1,040	883	1,040	1,051
<b>B. Change in fair value of assets of the scheme and the financing situation of the scheme</b>					
Fair value of assets of the scheme at beginning of period	558	720	655	732	732
Actual return on assets of the scheme	9	2	33	2	(8)
Deposits in the scheme by the Bank	2	2	5	5	10
Benefits paid	(117)	(21)	(241)	(36)	(79)
Fair value of assets of the scheme at end of period	452	703	452	703	655
Financing situation - net liability recognized at end of period*	484	396	484	396	454

\* Included in the item "other liabilities".

	June 30,	June 30,	December 31,
	2019	2018	2018
		(unaudited)	(audited)
			(NIS million)
<b>C. Amounts recognized in the consolidated balance sheet</b>			
Amounts recognized in the item "other liabilities"	484	396	454
Net liability recognized at end of period	484	396	454
<b>D. Amounts recognized in other cumulative comprehensive loss, before the tax effect</b>			
Actuarial loss, net	153	132	181
Liability net, in respect of transition*	-	8	-
Closing balance in other cumulative comprehensive profit	153	140	181

\* Actuarial loss deriving from the gap between the discounting rates as of January 1, 2013 deducted by actuarial profits deriving from current changes in discounting rates offsetting the said loss.

## NOTE 7A - EMPLOYEE RIGHTS (CONT)

(NIS million)

### (2) Expense for the period

	For the three months ended June 30,		For the six months ended June 30,		For the year ended December 31,
	2019	2018	2019	2018	2018
	(NIS million)		(NIS million)		(NIS million)
	(unaudited)		(unaudited)		(audited)
<b>A. Cost components of net benefit recognized in profit and loss</b>					
Cost of service	5	7	10	13	24
Cost of interest	6	8	14	17	34
Anticipated return on assets of the scheme	(5)	(5)	(8)	(10)	(21)
Amortization of non-recognized amounts:					
Net actuarial loss	4	3	8	6	10
Other, including loss from reduction or dismissal and structural changes	12	21	36	48	113
Capitalization of software costs	-	-	(1)	(1)	(3)
Total cost of benefits, net	22	34	59	73	157
<b>B. Changes in assets of the scheme and in liability for benefits recognized in other comprehensive (profit) loss, before the tax effect</b>					
Net actuarial loss for the period	(5)	(50)	11	(48)	18
Amortization of actuarial loss	(4)	(3)	(8)	(6)	(10)
Dismissal	(13)	(11)	(31)	(14)	(35)
Total recognized in other comprehensive profit	(22)	(64)	(28)	(68)	(27)
Total net cost of benefit	22	34	59	73	157
Total net cost of benefit for the period recognized in other comprehensive profit	-	(30)	31	5	130
					(NIS million)
<b>C. Assessment of amounts included in other cumulative comprehensive profit expected to be amortized from other cumulative comprehensive profit to the statement of profit and loss as an expense in 2019, before the tax effect</b>					
Net actuarial loss					60
Total amount expected to be amortized from other cumulative comprehensive profit					60

## NOTE 7A - EMPLOYEE RIGHTS (CONT)

(NIS million)

### (3) Assumptions

- A. Assumptions on the basis of weighted average used to determine the Commitment in respect of the benefits and for the measurement of the net cost of benefits

		June 30,	December 31,
	2019	2018	2018
		(unaudited)	(audited)
			percent
1. Principal guidelines used to determine the liability for benefits			
Discounting rate	1.2	1.5	1.9

		For the six months ended June 30,	For the year ended December 31,
	2019	2018	2018
		(unaudited)	(audited)
			percent
2. Principal guidelines used to measure the net cost of benefits for the period			
Discounting rate	1.3-1.9	1.1-1.3	1.1-1.5

- B. Effect of a one percentage point change on the Commitment in respect of the anticipated benefit, before the tax effect

	One percentage point growth			One percentage point decline		
	June 30,	December 31,		June 30,	December 31,	
	2019	2018	2018	2019	2018	2018
	(unaudited)	(audited)	(NIS million)	(unaudited)	(audited)	(NIS million)
Discounting rate	(58)	(64)	(53)	71	76	64

### C. Cash flows

- (1) Deposits

	Forecast	Actual deposits			
		For the three months ended June 30,		For the six months ended June 30,	
	*2019	2019	2018	2019	2018
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
	(NIS million)	(NIS million)	(NIS million)	(NIS million)	(NIS million)
Deposits	10	2	2	5	10

\* Assessment of amounts which the Bank expects to deposit with a defined benefit pension scheme during 2019.

## **NOTE 8 - CAPITAL ADEQUACY ACCORDING TO DIRECTIVE OF THE SUPERVISOR OF BANKS**

### **A. Basel 3 guidelines**

The bank implements Proper Banking Management Directives Nos. 201-211 in the matter of measurement and capital adequacy, as reported by the Supervision of Banks and within the framework of the file of questions and answers.

Basel 3 instructions were implemented in a gradual manner, in accordance with the transitional instructions stated in Proper Banking Management Directive No. 299 in the matter of measurement and capital adequacy - regulatory capital - transitional instructions. According to the transitional instructions, the capital instruments no longer qualified as regulatory capital shall be recognized up to a maximum of 80% on January 1, 2014, this maximum level being reduced by an additional 10% until January 1, 2022. Accordingly, in 2018, the maximum rate of instruments qualified as regulatory capital amounts to 40% and in 2019 the maximum rate of instruments qualified as regulatory capital amounts to 30%.

#### **(1) Capital adequacy goals**

In accordance with the letter of the Supervisor of Banks regarding the minimum capital ratios, the Bank, the total assets of which on a consolidated basis is up to 20% of total assets of the banking sector in Israel, is required to attain a minimum Tier I equity capital ratio of 9%, and a minimum comprehensive capital ratio of 12.5%, and this as from January 1, 2017. In addition, as from January 1, 2015, a new capital demand was added to the minimum capital ratios, at a rate reflecting 1% of the outstanding balance of residential loans at date of reporting.

In consequence thereof, the minimum Tier I equity capital ratio and the minimum comprehensive capital ratio required on a consolidated basis by the Supervisor of Banks, based on data as of the reporting date, are 9.31% and 12.81%, respectively.

For the outstanding balance of residential loans, see Note 12.B.3.

The Group has capital targets approved by the Board of Director and reflect suitable capital level when taking into consideration the risk profile and risk appetite.

The internal capital goals, as determined by the Board of Directors, and which are not lower than the regulatory requirements, are as follows:

- In the ordinary course of business - Tier I equity capital ratio of not lower than 9.31% and comprehensive capital ratio of not lower than 12.81%.
- In stress situations - Tier I equity capital ratio of not lower than 6.50% and comprehensive capital ratio of not lower than 9.00%.

**NOTE 8 - CAPITAL ADEQUACY, LEVERAGE AND LIQUIDITY ACCORDING TO DIRECTIVE  
OF THE SUPERVISOR OF BANKS (CONT'D)**

(NIS million)

(2) Following are details regarding risk assets, the regulatory capital and capital ratios calculated in accordance with Proper Conduct of Banking Business Directives No. 201-211, regarding "measurement and capital adequacy", and in accordance with Directive 299 regarding the "regulatory capital - transitional instructions":

	June 30, 2019	June 30, 2018	December 31, 2018
	(unaudited)	(unaudited)	(audited)
<b>a. Consolidated</b>			
<b>1. Capital for calculation of capital ratio</b>			
Tier 1 capital, after supervisory adjustments and deductions	8,593	8,144	8,321
Tier 2 capital after deductions	2,370	2,621	2,713
Total comprehensive capital	10,963	10,765	11,034
<b>2. Weighted balances of risk assets</b>			
Credit risk	(2)71,934	(2)73,812	(2)71,847
Market risk	715	614	889
Operational risk	6,440	6,180	6,401
Total weighted balances of risk assets	79,089	80,606	79,137
			percent
<b>3. Ratio of capital to risk assets</b>			
Ratio of tier 1 capital to risk assets	10.86%	10.10%	10.51%
Comprehensive ratio of capital to risk assets	13.86%	13.35%	13.94%
Minimal ratio of equity capital tier 1 required by the Supervisor of banks	(1)9.31%	(1)9.29%	(1)9.31%
Minimal ratio of capital required by the Supervisor of Banks	(1)12.81%	(1)12.79%	(1)12.81%
			percent
<b>B. Significant Subsidiaries</b>			
<b>Bank Massad Ltd.</b>			
Ratio of tier 1 capital to risk assets	13.16%	11.94%	13.04%
Comprehensive ratio of capital to risk assets	14.24%	12.95%	14.12%
Minimal ratio of equity capital tier 1 required by the Supervisor of banks	9.00%	9.00%	9.00%
Minimal ratio of capital required by the Supervisor of Banks	12.50%	12.50%	12.50%

## NOTE 8 - CAPITAL ADEQUACY, LEVERAGE AND LIQUIDITY ACCORDING TO DIRECTIVE OF THE SUPERVISOR OF BANKS (CONT'D)

(NIS million)

### (3) Capital components for computation of capital ratio (consolidated)

	June 30, 2019	June 30, 2018	December 31, 2018
	(unaudited)	(unaudited)	(audited)
<b>A. Equity capital tier 1</b>			
Capital attributed to shareholders	8,366	7,961	8,093
<b>Differences between capital attributed to shareholders and equity capital tier 1</b>			
Minority interests	228	203	211
Total equity capital tier 1 before regulatory adjustments and deductions	8,594	8,164	8,304
<b>Regulatory adjustments and deductions:</b>			
Intangible assets	(101)	(100)	(104)
Regulatory adjustments and other deductions- equity capital tier 1	(7)	(6)	(5)
Total regulatory adjustments and deductions before adjustments in respect of efficiency measures - equity capital tier 1	(108)	(106)	(109)
Total adjustments in respect of efficiency measures- Tier 1 equity capital	107	86	126
Total equity capital tier 1 after regulatory adjustments and deductions	8,593	8,144	8,321
<b>B. Tier 2 capital</b>			
Tier 2 capital: instruments before deductions	1,582	1,880	1,931
Tier 2 capital: provisions before deductions	788	741	782
Total tier 2 capital before deductions	2,370	2,621	2,713
<b>Deductions:</b>			
Total deductions- tier 2 capital	-	-	-
Total tier 2 capital	2,370	2,621	2,713

	June 30, 2019	June 30, 2018	December 31, 2018
	(unaudited)	(unaudited)	(audited)
<b>(4) Effect of transitional instructions on equity capital tier 1</b>			
<b>Ratio of capital to risk assets</b>			
Ratio of tier 1 equity capital to risk assets before effect of adjustments in respect of efficiency measures	10.70%	10.00%	10.34%
Effect of adjustments in respect of efficiency measures	0.16%	0.10%	0.17%
Ratio of tier 1 equity capital to risk assets	10.86%	10.10%	10.51%

- (1) Minimal capital ratio requested according to the Supervisor of Banks' directives are 9.0% and 12.5%, respectively. To these relations was added capital requirement of 1% of housing loans balance for the reporting date.
- (2) An amount of NIS 147 million were deducted from the average balances of risk assets in respect of adjustments regarding the efficiency measures (30.6.18 - NIS 121 million, 31.12.18 - NIS 102 million).

\* The data in this Note are presented in accordance with Proper Conduct of Banking Business Directives No. 202 regarding "measurement and capital adequacy" and in accordance with the transitional instructions stated in Proper Conduct of Banking Business Directives No. 299. In addition, the said data include adjustments in respect of efficiency measures, as stated in the letter of the Supervisor of Banks dated January 12, 2016, in the matter of "operational efficiency of the banking sector in Israel" (hereinafter - "adjustments in respect of efficiency measures"), which are being reduced gradually over 5 years period.

For additional details in respect of the effect of the transitional directives and the adjustment regarding efficiency measures see 4 above.

## NOTE 8 - CAPITAL ADEQUACY, LEVERAGE AND LIQUIDITY ACCORDING TO DIRECTIVE OF THE SUPERVISOR OF BANKS (CONT'D)

### (5) Factors that might materially affect the capital adequacy of the Bank and of its significant subsidiaries

#### (5a.) Capital components subject to fluctuations

The Bank manages the capital adequacy ratio with the aim of adhering to the minimal capital requirements of the Supervisor of Banks. The capital of the Bank is subject to changes, inter alia, in respect of the factors detailed below:

- Actuarial changes due to changes in the interest rate used to compute the liabilities of the Bank or in other actuarial assumptions, such as: mortality rates, retirement etc.
- The effect of changes in interest rate and interest spread on the adjustments to fair value of available for sale securities.

Following is an analysis of the impact of such changes on the Tier I equity capital as of June 30, 2019:

	Effect of a change of NIS 100 million in Tier I equity capital	Effect of a change of NIS 1 billion in total risk assets
		percent
The Bank (consolidated data)	0.13	0.14
Massad Bank	1.91	2.11

### B. Leverage ratio in accordance with instructions of the Supervisor of Banks

The Bank implements Proper Banking Management Directive No. 218 in the matter of leverage ratio. The Directive states a simple and transparent leverage ratio that is not risk based, which would serve as a supplementary and reliable measurement of the risk based capital requirements, and which is intended to restrict the accumulation of leverage at a banking corporation.

The leverage ratio is expressed in percentages, and is defined as the ratio between the measurement of capital and the measurement of exposure. Capital for the purpose of measuring leverage is the Tier I capital as defined in Proper Banking Management Directive No. 202, taking into consideration the determined transitional arrangements. The total measurement of exposure of the Bank is the total of the balance sheet exposures, exposure to derivatives and to transactions financing the purchase of securities and off-balance sheet items.

In accordance with the Directive, a banking corporation shall maintain a leverage ratio of not less than 5% on a consolidated basis, for a banking corporation, the total stated consolidated assets of which comprises up to 20% of the total stated assets of the banking industry, including the Bank.

	June 30, 2019 (unaudited)	June 30, 2018 (unaudited)	December 31, 2018 (audited)
	NIS million		
<b>A. Consolidated</b>			
Tier 1 capital*	8,593	8,144	8,321
Total exposures	145,255	145,173	144,433
			percent
Leverage ratio	5.92%	5.61%	5.76%
<b>B. Significant Subsidiary</b>			
Bank Massad Ltd.			
Leverage ratio	7.23%	7.18%	7.25%
Minimal Leverage ratio required by the Supervisor of banks	5.00%	5.00%	5.00%

\* For the effect of the transition directive and the effect of adjustments in respect of the efficiency program, see note A(4) above.

## NOTE 8 - CAPITAL ADEQUACY, LEVERAGE AND LIQUIDITY ACCORDING TO DIRECTIVE OF THE SUPERVISOR OF BANKS (CONT'D)

### C. Reporting the liquidity coverage ratio in accordance with instructions of the Supervisor of Banks

The Bank implements Proper Conduct of Banking Business Directive No. 221 in the matter of "liquidity coverage ratio". The Directive adopts the recommendations of the Basel Committee in the matter of liquidity coverage ratio as regards the banking industry in Israel. The liquidity coverage ratio examines a range of thirty days in a stress test, and is intended to ensure that a banking corporation shall have an inventory of high quality liquid assets serving the liquidity needs of the corporation within that period of time, as well as the anticipated cash outflows in the stress test, as defined in the Directive for the thirty calendar days.

	For the three months ended		
	June 30,	June 30,	December 31
	2019	2018	2018
	(unaudited)	(unaudited)	(audited) percent
<b>A. Consolidated*</b>			
Liquidity coverage ratio	123%	118%	122%
<b>B. The bank*</b>			
Liquidity coverage ratio	123%	118%	122%
<b>C. Significant Subsidiary*</b>			
<b>Bank Massad Ltd.</b>			
Liquidity coverage ratio	179%	178%	180%
Minimal liquidity coverage ratio required by the Supervisor of banks***	100%	100%	100%

\* In terms of simple averages of daily observations during the reported quarter.

### D. Dividends

On March 12, 2019, the Board of Directors of the Bank resolved on a cash dividend distribution to the shareholders of the Bank in a total amount of NIS 105 million. The determining date for the payment of the dividend was March 20, 2019, and the payment date was March 31, 2019.

On May 28, 2019, the Board of Directors of the Bank resolved on a cash dividend distribution to the shareholders of the Bank in a total amount of NIS 85 million. The determining date for the payment of the dividend was June 6, 2019, and the payment date was June 17, 2019.

Subsequent to balance sheet date, on August 13, 2019, the Board of Directors of the Bank resolved on a cash dividend distribution to the shareholders of the Bank in a total amount of NIS 110 million. The determining date for the payment of the dividend is August 21, 2019, and the payment date is August 29, 2019. The amount of the dividend is prior to any tax, including the tax that the Bank has to withhold under the law.

	For the three months ended June 30,		For the six months ended June 30,		For the year ended December 31,
	2019	2018	2019	2018	2018
	(unaudited)		(unaudited)		(audited)
	NIS million		NIS million		NIS million
Dividend declared and paid by the Bank	85	60	190	155	355

## NOTE 9 - COMMITMENTS AND CONTINGENT LIABILITIES

(NIS million)

### Other contingent liabilities and special commitments

	June 30,	June 30,	December 31
	2019	2018	2018
	(unaudited)	(unaudited)	(audited)
A. Improvements to premises and acquisition of new premises, equipment and software	6	16	18
Commitments to invest in private investment funds	54	40	37

- B. The Bank and its subsidiary have leased premises and equipment on a long-term basis. The rentals payable in the future subject to linkage terms (partly to the CPI and partly to foreign currency), are as follows:

	June 30,	June 30,	December 31
	2019	2018	2018
	(unaudited)	(unaudited)	(audited)
First year	*37	*39	76
Second year	71	72	69
Third year	65	65	64
Fourth year	57	59	57
Fifth year	50	54	50
Sixth year and thereafter	251	297	251
Total	531	586	567

\* For the period until the end of the calendar year

- C. Legal actions have been filed against the Bank and against its subsidiaries, including pleas for approval of class actions. In the opinion of the Management of the Bank and the Managements of its subsidiaries, based on legal opinions, as to the prospects of these actions, including the pleas for approval of class actions as detailed in this section, adequate provisions have been included in the financial statements, where required, to cover losses which might be sustained as a result of these actions.

As regards the legal actions, including motions for approval of class actions, see Note 25G to the financial statements for 2018.

Following are details of changes made to actions that had been filed against the Bank and against a subsidiary company, in relation to that stated in the financial statements for 2018:

- In September, 2013, the Bank was served with a claim together with a motion for approval of the claim as a class action suit in an amount of not less than NIS 10.5 billion (hereinafter - "the claim and motion"). The claim and motion were served against the Bank, additional banks as well as against the General Manager of each of these banks, though at a later stage, a motion was filed to cross out the claims against the latter defendants. The amount of the claim relates to all the defendant banks together. The Plaintiffs claim that the said banks do not provide proper disclosure and even mislead their customers with respect to the costs involved in currency conversion services provided by them, upon selling foreign currency to the customer at a rate higher than the buying rate. The difference between the buying rate and the selling rate to the customer (named in the claim as - "mark-up commission") constitutes, as alleged by the Plaintiffs, a "brokerage commission" charged with no disclosure of it in any of the pricelists published by the banks. The Plaintiffs further claim that the Banks act in unison in this respect in order to hide the mark-up commission and that a binding agreement exists among them. In January 2014, the Court approved the motion of the Plaintiffs for withdrawal from the claim against the general managers. On March 1, 2018, the motion was rejected and the action was not approved as a class action. The Plaintiffs appealed this decision on March 18, 2018, and on April 1, 2019, the Court rejected the appeal.

- In March 2014, a motion for the approval of an action as a class action suit, of approximately NIS 2 billion, was filed against a former consolidated banking subsidiary, which since has been merged with and into the Bank, and against four additional banks, the cause of action being identical to that alleged against the Bank in an action filed in September 2013, as stated above. On March 1, 2018, the motion was rejected and the claim was not approved as a class action. The Plaintiffs appealed this decision on March 18, 2018 and on April 1, 2019, the Court rejected the appeal.
- 2. On December 17, 2017, a former consolidated banking subsidiary, since merged with and into the Bank, received notice of a motion for approval of an action as a class action suit in the amount of NIS 177 million. This motion was filed against four banks, which extend credit within the framework of the fund for the encouragement of small businesses guaranteed by the State.  
The cause of action is the subjecting of one service to another.  
The Plaintiffs claim that the defendant banks demand a monetary deposit from customers who receive loans by means of the fund for the encouragement of small businesses guaranteed by the State. As alleged by the Plaintiffs, the said monetary deposit is a "fictitious" deposit, due to the fact that the source of the funds so deposited is the loan itself.  
On March 24, 2019, the motion for approval of a class action was deleted.
- 3. On January 7, 2016, the Bank received an action brief together with a motion for approval of the action as a class action suit. The Plaintiff claims that the Bank had provided to customers investment advisory services with respect to the purchase and/or sale of ETF certificates, without having the ability to provide such service in the required professional manner, due to the absence of computer systems that support such investment decision, resulting in the alleged violation of the fiduciary, trust and care duties applying to the Bank. In addition, the Plaintiff claims that the Bank caused damage resulting from providing advice to purchase/sell ETF certificates not at their proper fair value. The Plaintiff estimates the damage caused to the whole class amounts to at least NIS 30 million, and alternatively to not less than NIS 143 million. On May 26, 2019, the motion for approval of a class action was rejected.

The additional exposure of the Bank and of the subsidiary companies as of June 30, 2019, to pending claims, which in the opinion of Management of the Bank the probability of their realization, in full or in part, is not remote, and in respect of which no provisions have been included, amounts to NIS 52 million.

- D.** 1. Following are details of claims, including motions for approval of claims as class action suits, filed against an affiliated company, Israel Credit Cards Ltd. ("ICC"), the amounts claimed therein are material:
- (a) On June 8, 2016, an amended motion for approval of an action as a class action against three credit card companies, including ICC (hereinafter – "the amended motion") was filed with the District Court, Central District. The amended motion replaces an earlier motion filed on April 28, 2014.  
The subject matter of the motion is two binding arrangements with respect to immediate debit cards ("debit cards") and to "prepaid" cards. As alleged by the Plaintiffs, the first binding arrangement is an arrangement for the charging of a cross-commission in respect of transactions made by use of "debit cards" and "prepaid cards". The second binding arrangement, as claimed by the Plaintiffs, is the illegal delay in payment of amounts due to trading houses for a period of approximately twenty days following the collection of such amounts by the credit card companies.  
A review of the economic opinion, to which the amended motion refers, shows that the amount of the claim is composed of the following main types of damage: an amount of NIS 13.5 million per year for the years 2007-2015 in respect of the damage stemming from the existence of an alleged binding arrangement regarding the amount of the cross commission payable in immediate debit card transactions; an amount of NIS 5.3 million per year, for the years 2007-2015, in respect of the damage stemming from the existence of an alleged binding arrangement regarding the date for the transfer of funds to trading houses in respect of immediate debit card transactions; an amount of between NIS 418 million and NIS 683 million per year for

the years 2007-2015, in respect of the damage stemming from underuse of immediate debit cards due to the alleged two binding arrangements, as above.

On March 12, 2017, a preliminary hearing of the motion was held. In its decision, the Court stated that the matter of the cross-commission in respect of the "debit" and the "pre-paid" cards, is apparently included in a verdict given by the Competition Tribunal (formerly known as "the Antitrust Tribunal") and therefore any claim raised against the determination of the cross-commission, should be raised using procedures relating to the said verdict. In view of this, the Court deferred the hearing of the motion for a class action until after the matter is settled by the Competition Tribunal.

An action requesting declaratory relief was filed with the Competition Tribunal on October 16, 2017. Within the framework of this action, the Tribunal is requested to state that when giving the verdict which approved the cross-commission arrangement, such arrangement did not include immediate debit cards and prepaid cards. The credit card companies, including ICC, have filed a motion for the *in limine* dismissal of the action, and on October 16, 2018, the Court ruled that the motion for *in limine* dismissal and the action requesting a declaratory relief are to be admitted.

An appeal to the Supreme Court against the verdict of the Competition Tribunal was filed on November 29, 2018.

On December 23, 2018, the Plaintiffs submitted to the Supreme Court, sitting as a High Court of Justice, a Plea against the Competition Commissioner (formerly known as the Antitrust Commissioner). In the Plea, the Court is petitioned to instruct the Competition Commissioner to act in order to clarify, or cancel, or change the verdict of the Competition Tribunal. The State submitted on May 22, 2019, its response to the Plea and a hearing of the Plea was fixed for January 6, 2020.

- (b) On October 19, 2017, Diners received notice of an action and motion for approval of the action as a class action suit filed with the Haifa District Court against Diners and against another company (hereinafter - "the action and motion").

The subject matter of the motion is a claim that Diners and the other Respondent company had restricted the accumulation of flight points in respect of use of credit cards of the Diners Fly Card class (hereinafter - "the card"), so that the accumulation in respect of use of the card for payments made to Government agencies would be restricted to an amount of NIS 30,000 per month. As claimed, this decision limits the number of flight points which club members may accumulate upon use of the card when making payments to Government agencies (hereinafter - "change in policy"). It is further argued that the change in policy was made in contradiction to the law, and that following this change in policy, Diners and the other Respondent company do not disclose it in their publications.

The Plaintiffs stated their claim for all members of the class at approximately NIS 66 million and alternatively at NIS 300 million. On March 20, 2018, Diners filed its response to the motion for approval, in which it totally rejects the claim of the Plaintiff. On February 10, 2019, the Plaintiff filed a motion for the amendment of the motion for approval in which he requested to add a cause of action to the motion for approval, according to which the Respondents had violated the duty of "bank confidentiality" applying to them in that the practice of Diners is to deliver consolidated statements of account to customers holding a joint bank account.

On February 13, 2019, the Respondents filed a motion for the *in limine* dismissal of the motion for approval. The Court admitted on May 6, 2019 the motion of the Respondent, and ruled for the dismissal of the claim.

- (c) On May 2, 2018, ICC received notice of an action and a motion for its approval as a class action suit, filed with the Tel Aviv-Yaffo District Court.

It is alleged in the action that ICC had illegally increased the amounts of clearing commission charged to trading houses. The motion for approval relies, inter alia, on the decision of the Tel Aviv District Court, wherein, in a similar case, a motion for approval of an action as a class action, filed against another company, had been approved.

The Plaintiffs assess their personal damage at NIS 4,036. They did not state an amount regarding the damage to the group, but assessed it at "tens of millions of NIS". ICC has responded to the motion for approval.

- (d) On May 6, 2018, ICC received notice of an action together with a motion for approval of the action as a class action suit, filed with the Tel Aviv-Yaffo District Court. It is claimed in the action, filed against ICC and against another company and the bank owning it, that ICC did not provide proper disclosure of the interest charged by it.

The Plaintiff assesses his personal damage at NIS 38.54, and the amount of the class action at NIS 181 million.

ICC responded on March 5, 2019, to the motion for approval.

- (e) Notice was received by ICC on July 26, 2018, of an action filed with the Tel Aviv District Court together with a motion for approval of the action as a class action suit, against ICC and against two additional credit card companies. The subject matter of the action is transactions considered "no document transactions" (mainly transactions effected by telephone) made by members of the class with trading houses operating in the "direct marketing" field. It is claimed in the motion that such trading houses utilized the weakness of the senior citizen population, unlawfully charging their credit cards in respect of many transactions, as well as charging them with additional amounts that had not been approved by them. The Appellant argues that the credit card companies are engaged in clearing agreements with the "direct marketing" trading houses, thus enabling them to operate. The Appellant states the amount of the damage for the whole class, which he purports to represent, at NIS 900 million.

On March 24, 2019, the Respondent companies submitted their response to the motion for approval. The Appellant has to submit his comments on the response by the Respondent companies by July 31, 2019. A preliminary hearing of the case was fixed for January 7, 2020.

2. The amount of exposure in respect of legal actions filed against ICC, the probability of their realization, in full or in part, is reasonably possible, totals NIS 141 million.
3. Pending against ICC is a motion for approval of an action as class action suit, as detailed below. ICC states in its reports that in the opinion of Management of ICC, based on opinions of its legal counsels, it is not possible at this stage to assess their prospects, and accordingly, no provisions have been recorded in respect thereof:

A Plea was filed on December 9, 2018, with the Supreme Court sitting as a High Court of Justice, against Bank of Israel, the Competition Commissioner and the three credit card companies, including ICC, in which the Appellants seek relief through the cancellation of the Banking Order (Customer service)(Supervision over cross-clearing service for transactions made by use of a charge card and of an immediate debit card), 2018. The Appellants argue that the Order should be abolished and that it should be determined that the credit card companies may not earn profits from the cross-commission, which is intended to cover only the costs of the issuer. In its ruling of June 27, 2019, the Supreme Court instructed the Competition Commissioner to submit a summarized response to the Plea by August 30, 2019.

4. On December 14, 2016, the Director of Value Added Tax (hereinafter - "the VAT Director") issued VAT assessments for charge periods from January 2012 to August 2016. The sum charged in the assessments, including interest and linkage increments, amounts to NIS 48 million. ICC disputes the position of the VAT Director, and is of the opinion that it has good arguments supporting its position. On March 9, 2017, ICC filed an appeal against these assessments. To the best knowledge of ICC, assessments in this matter have also been received by its competitors.

On March 8, 2018, ICC received the decision of the VAT Director rejecting the appeal and also increasing the amount charged in the assessments to NIS 75 million (including interest and linkage increments). In the case that the position of ICC would not be admitted by the Court, ICC might be liable with respect to the issues raised in the assessment also in the periods succeeding the period covered by the assessment. On January 31, 2019, ICC filed an appeal against this decision with the Lod District Court, and a preliminary hearing is fixed for October 23, 2019.

## NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS AND MATURITY DATES

(NIS million)

### A. Face value of derivative instruments

	June 30, 2019 (unaudited)			June 30, 2018 (unaudited)			December 31, 2018 (audited)		
	Not trading derivatives	Trading derivatives	Total	Not trading derivatives	Trading derivatives	Total	Not trading derivatives	Trading derivatives	Total
<b>Interest contracts</b>									
Forward and Futures Contracts	86	5,065	5,151	7	3,396	3,403	15	9,757	9,772
SWAPS <sup>(1)</sup>	3,941	13,775	17,716	4,604	13,031	17,635	4,094	15,244	19,338
Total <sup>(2)</sup>	4,027	18,840	22,867	4,611	16,427	21,038	4,109	25,001	29,110
Of which: Hedging derivatives <sup>(3)</sup>	3,008	-	3,008	3,009	-	3,009	3,209	-	3,209
<b>Foreign currency contracts</b>									
Forward and Futures Contracts <sup>(4)</sup>	9,925	32,242	42,167	8,642	27,248	35,890	8,420	28,641	37,061
Options written	38	13,086	13,124	35	15,155	15,190	88	11,109	11,197
Options purchased	38	13,972	14,010	35	14,927	14,962	88	11,500	11,588
SWAPS	227	-	227	260	-	260	255	-	255
Total	10,228	59,300	69,528	8,972	57,330	66,302	8,851	51,250	60,101
<b>Contracts on shares</b>									
Forward and Futures Contracts	-	9,950	9,950	-	10,437	10,437	-	10,108	10,108
Options written	-	17,827	17,827	-	19,162	19,162	-	17,607	17,607
Options purchased <sup>(5)</sup>	-	17,701	17,701	-	19,124	19,124	-	17,512	17,512
Total	-	45,478	45,478	-	48,723	48,723	-	45,227	45,227
<b>Commodities and other contracts</b>									
Forward and Futures Contracts	-	36	36	-	59	59	-	63	63
Total	-	36	36	-	59	59	-	63	63
<b>Credit contracts</b>									
The Bank is a guarantor	-	-	-	37	-	37	37	-	37
Total	-	-	-	37	-	37	37	-	37
Total face value	14,255	123,654	137,909	13,620	122,539	136,159	12,997	121,541	134,538

(1) Of which: SWAPS the Bank is paying fixed interest in an amount of NIS 10,643 million (30.6.18 - NIS 11,018 million, 31.12.18 - NIS 12,047 million).

(2) Of which: NIS-CPI swap contracts in an amount of NIS 686 million (30.6.18 - NIS 961 million, 31.12.18 - NIS 682 million).

(3) The Bank performs protection transactions by IRS derivatives in order to hedge the accounting fair value of bonds. These transactions hedge the interest risk imbedded in foreign currency bonds having fixed interest and long duration.

(4) Of which: foreign currency swap spot contracts in an amount of NIS 1,246 million (30.6.18 - NIS 1,868 million, 31.12.18 - NIS 2,285 million).

(5) Of which: Traded on the Stock Exchange in an amount of NIS 17,558 million (30.6.18 - NIS 18,819 million, 31.12.18 - NIS 17,336 million).

**NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS  
AND MATURITY DATES (CONT'D)**

(NIS million)

**B. Gross fair value of derivative instruments**

	June 30, 2019 (unaudited)					
	Gross amount of assets in respect of derivative instruments			Gross amount of liabilities in respect of derivative instruments		
	Not trading derivatives	Trading derivatives	Total	Not trading derivatives	Trading derivatives	Total
Interest contracts	4	234	238	148	232	380
Of which: Hedging derivatives	2	-	2	131	-	131
Foreign currency contracts	66	276	342	26	343	369
Contracts on shares	-	356	356	-	356	356
Commodities and other contracts	-	2	2	-	2	2
Total assets/liabilities in respect of derivatives gross <sup>(1)</sup>	70	868	938	174	933	1,107
Amounts offset in the balance sheet	-	-	-	-	-	-
Balance sheet balance	70	868	938	174	930	1,104
Of which: not subject to net settlement arrangement or similar arrangements	-	-	-	-	-	-

	June 30, 2018 (unaudited)					
	Gross amount of assets in respect of derivative instruments			Gross amount of liabilities in respect of derivative instruments		
	Not trading derivatives	Trading derivatives	Total	Not trading derivatives	Trading derivatives	Total
Interest contracts	60	175	235	30	166	196
Of which: Hedging derivatives	55	-	55	15	-	15
Foreign currency contracts	57	596	653	25	531	556
Contracts on shares	-	374	374	-	374	374
Commodities and other contracts	-	1	1	-	1	1
Total assets/liabilities in respect of derivatives gross <sup>(1)</sup>	117	1,146	1,263	55	1,072	1,127
Amounts offset in the balance sheet	-	-	-	-	-	-
Balance sheet balance	117	1,146	1,263	55	1,069	1,124
Of which: not subject to net settlement arrangement or similar arrangements	-	-	-	-	-	-

	December 31, 2018 (audited)					
	Gross amount of assets in respect of derivative instruments			Gross amount of liabilities in respect of derivative instruments		
	Not trading derivatives	Trading derivatives	Total	Not trading derivatives	Trading derivatives	Total
Interest contracts	31	176	207	41	183	224
Of which: Hedging	28	-	28	36	-	36
Foreign currency contracts	57	484	541	19	403	422
Contracts on shares	-	650	650	-	650	650
Commodities and other contracts	-	1	1	-	1	1
Total assets/liabilities in respect of derivatives gross <sup>(1)</sup>	88	1,311	1,399	60	1,237	1,297
Amounts offset in the balance sheet	-	-	-	-	-	-
Balance sheet balance	88	1,311	1,399	60	1,234	1,294
Of which: not subject to net settlement arrangement or similar arrangements	-	-	-	-	-	-

(1) Of which: Gross fair value of liabilities in respect of embedded derivatives in an amount of NIS 3 million (30.6.18 - NIS 3 million, 31.12.18 - NIS 3 million).

## NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS AND MATURITY DATES (CONT'D)

(NIS million)

### c. Accounting Hedge

	For the three months ended June 30, 2019 (unaudited)	For the six months ended June 30, 2019 (unaudited)
	Interest income (expenses)	Interest income (expenses)
<b>1. Effect of accounting of fair value Hedge</b>		
Profit from fair value Hedge		
Interest contracts		
- Hedging items	65	118
- Hedging derivatives	(67)	(121)

	June 30, 2019 (unaudited)
	Cumulative fair value adjustments increasing the book value
	Book value Existing hedge relation
<b>2. Items Hedged by fair value Hedge</b>	
Securities- debt instruments classified as available for sale	3,262 119

	For the three months ended June 30, 2019 (unaudited)	For the six months ended June 30, 2019 (unaudited)
	Profit (loss) recognized in income (expenses) from activity in derivative instruments <sup>(1)</sup>	Profit (loss) recognized in income (expenses) from activity in derivative instruments <sup>(1)</sup>
<b>3. Effect of derivatives which were not designated as hedging instruments on statement of income</b>		
Derivatives which were not designated as hedging instruments		
- Interest contracts	(3)	(12)
- Foreign currency contracts	(97)	(242)

(1) Included in the item non-interest financing income (expenses).

## NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS AND MATURITY DATES (CONT'D)

(NIS million)

### D. Credit risk in respect of derivatives instruments, according to transaction counterparty

	June 30, 2019 (unaudited)					
	Exchanges	Banks	Dealers/ brokers	Government and central banks	Others	Total
Balance sheet balance of assets in respect of derivative instruments	124	363	109	-	342	938
<b>Gross amounts not offset in the balance sheet:</b>						
Credit risk mitigation in respect of financial instruments <sup>(1)</sup>	-	(212)	(18)	-	(114)	(344)
Credit risk mitigation in respect of cash collateral received	-	(35)	(5)	-	(99)	(139)
Net amount of assets in respect of derivative instruments	124	116	86	-	129	455
Off balance sheet credit risk in respect of derivative instruments <sup>(2)</sup>	-	313	48	-	1,203	1,564
Off balance sheet credit risk mitigation	-	(160)	(11)	-	(847)	(1,018)
Net off balance sheet credit risk in respect of derivative instruments	-	153	37	-	356	546
Total credit risk in respect of derivative instruments	124	269	123	-	485	1,001
Balance sheet balance of liabilities in respect of derivative instruments	85	358	217	-	447	1,107
<b>Gross amounts not offset in the balance sheet:</b>						
Financial instruments	-	(212)	(18)	-	(72)	(302)
Cash collateral which was attached by a lien	-	(85)	-	-	-	(85)
Net amount of liabilities in respect of derivative instruments	85	61	199	-	375	720

	June 30, 2018 (unaudited)*					
	Exchanges	Banks	Dealers/ brokers	Government and central banks	Others	Total
Balance sheet balance of assets in respect of derivative instruments	106	346	99	-	712	1,263
<b>Gross amounts not offset in the balance sheet:</b>						
Credit risk mitigation in respect of financial instruments <sup>(1)</sup>	-	(191)	(15)	-	(232)	(438)
Credit risk mitigation in respect of cash collateral received	-	(127)	(25)	-	(208)	(360)
Net amount of assets in respect of derivative instruments	106	28	59	-	272	465
Off balance sheet credit risk in respect of derivative instruments <sup>(2)</sup>	-	255	41	1	797	1,094
Off balance sheet credit risk mitigation	-	(114)	(4)	-	(461)	(579)
Net off balance sheet credit risk in respect of derivative instruments	-	141	37	1	336	515
Total credit risk in respect of derivative instruments	106	169	96	1	608	980
Balance sheet balance of liabilities in respect of derivative instruments	127	424	185	4	387	1,127
<b>Gross amounts not offset in the balance sheet:</b>						
Financial instruments	-	(191)	(15)	-	(42)	(248)
Cash collateral which was attached by a lien	-	(108)	(2)	-	-	(110)
Net amount of liabilities in respect of derivative instruments	127	125	168	4	345	769

## NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS AND MATURITY DATES (CONT'D)

(NIS million)

### C. Credit risk in respect of derivatives instruments, according to transaction counterparty (cont'd)

	December 31, 2018 (audited)*					
	Exchanges	Banks	Dealers/ brokers	Government and central banks	Others	Total
Balance sheet balance of assets in respect of derivative instruments	189	318	104	-	788	1,399
<b>Gross amounts not offset in the balance sheet:</b>						
Credit risk mitigation in respect of financial instruments	-	(223)	(10)	-	(335)	(568)
Credit risk mitigation in respect of cash collateral received	-	(59)	(22)	-	(144)	(225)
Net amount of assets in respect of derivative instruments	189	36	72	-	309	606
Off balance sheet credit risk in respect of derivative instruments <sup>(2)</sup>	-	292	45	1	913	1,251
Off balance sheet credit risk mitigation	-	(147)	(3)	-	(421)	(571)
Net off balance sheet credit risk in respect of derivative instruments	-	145	42	1	492	680
Total credit risk in respect of derivative instruments	189	181	114	1	801	1,286
Balance sheet balance of liabilities in respect of derivative instruments <sup>(1)</sup>	209	483	204	10	391	1,297
<b>Gross amounts not offset in the balance sheet:</b>						
Financial instruments	-	(223)	(10)	-	(38)	(271)
Cash collateral which was attached by a lien	-	(65)	-	-	-	(65)
Net amount of liabilities in respect of derivative instruments	209	195	194	10	353	961

\* Reclassified.

- (1) The fair value of derivative instruments subject to netting agreements, as well as derivative instruments received as collateral in government bonds and shares amounts to NIS 302 million, NIS 28 million and NIS 14 million, respectively (30.6.18- derivative instruments subject to netting agreements NIS 248 million, derivative instruments received as collateral in government bonds NIS 122 million, in shares NIS 66 million and corporate bonds NIS 2 million. 31.12.18- derivative instruments subject to netting agreements NIS 271 million, derivative instruments received as collateral in government bonds NIS 146 million and in shares NIS 151 million).
- (2) The difference, if positive, between total amounts in respect of derivative instruments (including in respect of derivative instruments having a negative fair value) as computed for the purpose of limitations on indebtedness of a single borrower, according to credit risk mitigation, to the total balance of assets in respect of derivative instrument of the borrower.

**NOTE 10 - DERIVATIVE FINANCIAL INSTRUMENTS - VOLUME, CREDIT RISKS  
AND MATURITY DATES** (CONT'D)

(NIS million)

**E. Maturity dates (stated value amounts): Balance on consolidated basis**

	June 30, 2019 (unaudited)				
	Up to 3 months	from 3 months to 1 year	From 1 to 5 years	Over 5 years	Total
Interest rate contracts -					
- NIS - CPI	8	-	678	-	686
- Other	5,016	1,940	11,701	3,524	22,181
Foreign currency contracts	48,521	20,388	604	15	69,528
Contracts of shares	42,095	3,022	361	-	45,478
Commodities and other contracts	36	-	-	-	36
Total	95,676	25,350	13,344	3,539	137,909

	June 30, 2018 (unaudited)				
	Up to 3 months	from 3 months to 1 year	From 1 to 5 years	Over 5 years	Total
Total	96,378	25,139	10,123	4,519	136,159

	December 31, 2018 (audited)				
	Up to 3 months	from 3 months to 1 year	From 1 to 5 years	Over 5 years	Total
Total	86,807	26,732	16,264	4,735	134,538

**NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION**

- A. Assignment of customers to the supervisory activity segments** - The reporting is in accordance with the format and classifications established in the Public Reporting Directives of the Banking Supervision Department, as detailed in the Annual Financial Statements for 2018.

# **NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION (CONT)**

(NIS million)

## **B. Operational supervision segment information**

	For the three months ended June 30, 2019 (Unaudited)									
	Activity in Israel									
	Households									
	Total	Of which: Housing loans	Of which: credit cards	Private banking	Small and minute businesses	Medium businesses	Large businesses	Institutional entities	Financial Management	Total
	(NIS million)									
Interest income from external	477	272	3	-	172	48	118	4	92	911
Interest expense from external	100	-	-	20	36	7	27	37	19	246
Net interest income										
- From external	377	272	3	(20)	136	41	91	(33)	73	665
- Inter - segment	(67)	(193)	-	30	26	3	(19)	53	(26)	-
Total net interest income	310	79	3	10	162	44	72	20	47	665
Non-interest income	135	3	21	16	75	19	31	45	61	382
Total income	445	82	24	26	237	63	103	65	108	1,047
Expenses (income) from credit losses	21	3	-	-	15	6	(17)	(2)	-	23
Operating and other expenses	365	30	6	16	161	31	45	46	14	678
Operating profit before taxes	59	49	18	10	61	26	75	21	94	346
Provision for taxes on operating profit	22	19	7	4	23	10	27	7	34	127
Operating profit after taxes	37	30	11	6	38	16	48	14	60	219
Bank's share in operating profit of investee company after tax effect	-	-	-	-	-	-	-	-	14	14
Net profit:										
Before attribution to non-controlling interests	37	30	11	6	38	16	48	14	74	233
Attributed to non-controlling interests	(5)	-	(1)	-	(2)	-	-	-	(2)	(9)
Net profit attributed to shareholders of the Bank	32	30	10	6	36	16	48	14	72	224
Average balance of assets <sup>(1)</sup>	45,182	24,718	2,694	47	15,916	5,680	17,300	1,050	50,805	135,980
of which: Investee Company <sup>(1)</sup>	-	-	-	-	-	-	-	-	596	596
of which: Average balance of credit to the public <sup>(1)</sup>	45,182	24,718	2,694	47	15,916	5,680	17,300	1,050	-	85,175
Balance of credit to the public	46,336	24,855	3,357	53	16,128	5,842	17,008	1,069	-	86,436
Balance of impaired debts	118	11	-	-	196	38	177	-	-	529
Balance in arrears over 90 days	209	181	-	-	31	-	-	-	-	240
Average balance of liabilities <sup>(1)</sup>	52,080	615	118	7,676	18,797	5,294	9,008	23,673	10,854	127,382
of which: Average balance of deposits from the public <sup>(1)</sup>	50,823	-	-	7,667	18,132	4,987	8,237	23,629	-	113,475
Balance of deposits from the public	51,194	-	-	7,654	17,703	4,856	9,551	22,758	-	113,716
Average balance of risk assets <sup>(1)(2)</sup>	31,485	13,631	3,136	208	15,307	7,084	17,147	1,000	7,038	79,269
Balance of risk assets <sup>(2)</sup>	31,096	12,512	3,681	211	15,562	6,965	16,610	1,016	7,629	79,089
Average balance of assets under management <sup>(1)(3)</sup>	35,398	-	-	16,480	16,273	3,956	13,160	231,073	-	316,340
Segmentation of net interest income:										
- Earnings from credit - granting activity	259	81	3	-	140	40	69	3	-	511
- Earnings from deposits - taking activity	55	-	-	10	24	5	6	17	-	117
- Other	(4)	(2)	-	-	(2)	(1)	(3)	-	47	37
Total net interest income	310	79	3	10	162	44	72	20	47	665

(1) Average balances computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

(2) Risk assets - as computed for the purpose of capital adequacy.

(3) Managed assets - including assets of provident funds, further education funds, mutual funds and securities of customers.

## NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION (CON'T)

(NIS million)

### B. Operational supervision segment information (CON'T)

	For the three months ended June 30, 2018 (Unaudited)									
	Activity in Israel									
	Households									
	Total	Of which: Housing loans	Of which: credit cards	Private banking	Small and minute businesses	Medium businesses	Large businesses	Institutional entities	Financial Management	Total
	(NIS million)									
Interest income from external	426	233	3	-	157	43	133	2	58	819
Interest expense from external	76	-	-	15	20	5	35	46	7	204
Net interest income (expenses)										
- From external	350	233	3	(15)	137	38	98	(44)	51	615
- Inter - segment	(70)	(164)	-	23	17	2	(26)	56	(2)	-
Total net interest income	280	69	3	8	154	40	72	12	49	615
Non-interest income	142	3	22	15	78	22	29	46	92	424
Total income	422	72	25	23	232	62	101	58	141	1,039
Expenses (income) from credit losses	16	3	-	-	25	(2)	15	-	-	54
Operating and other expenses	359	27	9	15	150	26	45	41	19	655
Operating profit before taxes	47	42	16	8	57	38	41	17	122	330
Provision for taxes on operating profit	17	15	5	3	20	13	14	6	44	117
Operating profit after taxes	30	27	11	5	37	25	27	11	78	213
Bank's share in operating profit of investee company after tax effect	-	-	-	-	-	-	-	-	13	13
Net profit:										
Before attribution to non-controlling interests	30	27	11	5	37	25	27	11	91	226
Attributed to non-controlling interests	(5)	-	(1)	-	(1)	-	-	-	(1)	(7)
Net profit attributed to shareholders of the Bank	25	27	10	5	36	25	27	11	90	219
Average balance of assets <sup>(1)</sup>	43,259	23,355	2,809	51	15,347	5,833	17,809	562	51,943	134,804
of which: Investee Company <sup>(1)</sup>	-	-	-	-	-	-	-	-	580	580
of which: Average balance of credit to the public <sup>(1)</sup>	43,259	23,355	2,809	51	15,347	5,833	17,809	562	-	82,861
Balance of credit to the public	44,155	23,595	3,197	54	15,646	5,860	17,322	774	-	83,811
Balance of impaired debts	93	6	-	-	231	37	158	2	-	521
Balance in arrears over 90 days	223	180	-	-	32	1	-	1	-	257
Average balance of liabilities <sup>(1)</sup>	47,999	724	136	7,723	18,306	4,973	10,845	26,897	9,809	126,552
of which: Average balance of deposits from the public <sup>(1)</sup>	47,124	-	-	7,715	17,574	4,679	9,830	26,843	-	113,765
Balance of deposits from the public	47,558	-	-	7,840	17,679	4,699	9,323	25,456	-	112,555
Average balance of risk assets <sup>(1)(2)</sup>	29,958	12,538	2,892	189	15,417	6,875	18,754	928	7,818	79,939
Balance of risk assets <sup>(2)</sup>	29,857	12,523	3,428	188	15,718	6,970	18,214	1,000	8,659	80,606
Average balance of assets under management <sup>(1)(3)</sup>	36,324	-	-	15,628	13,576	3,805	14,165	240,250	-	323,748
Segmentation of net interest income:										
- Earnings from credit - granting activity	249	73	3	-	141	38	73	2	-	503
- Earnings from deposits - taking activity	39	-	-	8	17	5	5	10	-	84
- Other	(8)	(4)	-	-	(4)	(3)	(6)	-	49	28
Total net interest income	280	69	3	8	154	40	72	12	49	615

(1) Average balances computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

(2) Risk assets - as computed for the purpose of capital adequacy.

(3) Managed assets - including assets of provident funds, further education funds, mutual funds and securities of customers.

# **NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION (CONT)**

(NIS million)

## **B. Operational supervision segment information**

	For the six months ended June 30, 2019 (Unaudited)									
	Activity in Israel									
	Households									
	Total	Of which: Housing loans	Of which: credit cards	Private banking	Small and minute businesses	Medium businesses	Large businesses	Institutional entities	Financial Management	Total
	(NIS million)									
Interest income from external	815	408	7	-	338	95	218	7	165	1,638
Interest expense from external	133	-	-	32	54	11	42	53	13	338
Net interest income										
- From external	682	408	7	(32)	284	84	176	(46)	152	1,300
- Inter - segment	(64)	(252)	(1)	52	39	3	(35)	88	(83)	-
Total net interest income	618	156	6	20	323	87	141	42	69	1,300
Non-interest income	272	7	41	33	152	38	59	91	104	749
Total income	890	163	47	53	475	125	200	133	173	2,049
Expenses (income) from credit losses	39	2	-	-	27	27	(34)	-	-	59
Operating and other expenses	735	60	20	33	318	60	87	91	27	1,351
Operating profit before taxes	116	101	27	20	130	38	147	42	146	639
Provision for taxes on operating profit	42	36	10	8	48	14	58	15	53	238
Operating profit after taxes	74	65	17	12	82	24	89	27	93	401
Bank's share in operating profit of investee company after tax effect	-	-	-	-	-	-	-	-	24	24
Net profit:										
Before attribution to non-controlling interests	74	65	17	12	82	24	89	27	117	425
Attributed to non-controlling interests	(11)	-	(1)	-	(3)	(1)	-	-	(3)	(18)
Net profit attributed to shareholders of the Bank	63	65	16	12	79	23	89	27	114	407
Average balance of assets <sup>(1)</sup>	44,945	24,551	2,666	46	15,860	5,606	17,694	979	50,673	135,803
of which: Investee Company <sup>(1)</sup>	-	-	-	-	-	-	-	-	604	604
of which: Average balance of credit to the public <sup>(1)</sup>	44,945	24,551	2,666	46	15,860	5,606	17,694	979	-	85,130
Balance of credit to the public	46,336	24,855	3,357	53	16,128	5,842	17,008	1,069	-	86,436
Balance of impaired debts	118	11	-	-	196	38	177	-	-	529
Balance in arrears over 90 days	209	181	-	-	31	-	-	-	-	240
Average balance of liabilities <sup>(1)</sup>	51,879	618	120	7,736	18,639	5,237	9,071	23,806	10,901	127,269
of which: Average balance of deposits from the public <sup>(1)</sup>	50,606	-	-	7,727	17,961	4,930	8,281	23,758	-	113,263
Balance of deposits from the public	51,194	-	-	7,654	17,703	4,856	9,551	22,758	-	113,716
Average balance of risk assets <sup>(1)(2)</sup>	31,375	13,480	3,109	207	15,294	6,953	17,262	1,058	7,301	79,450
Balance of risk assets <sup>(2)</sup>	31,096	12,512	3,681	211	15,562	6,965	16,610	1,016	7,629	79,089
Average balance of assets under management <sup>(1)(3)</sup>	35,111	-	-	16,178	15,594	3,881	13,469	229,092	-	313,325
Segmentation of net interest income:										
- Earnings from credit - granting activity	516	160	6	-	281	78	135	5	-	1,015
- Earnings from deposits - taking activity	110	-	-	20	46	11	11	37	-	235
- Other	(8)	(4)	-	-	(4)	(2)	(5)	-	69	50
Total net interest income	618	156	6	20	323	87	141	42	69	1,300

(1) Average balances computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

(2) Risk assets - as computed for the purpose of capital adequacy.

(3) Managed assets - including assets of provident funds, further education funds, mutual funds and securities of customers.

## NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION (CON'T)

(NIS million)

### B. Operational supervision segment information (CON'T)

	For the six months ended June 30, 2018 (Unaudited)									
	Activity in Israel									
	Households									
	Total	Of which: Housing loans	Of which: credit cards	Private banking	Small and minute businesses	Medium businesses	Large businesses	Institutional entities	Financial Management	Total
	(NIS million)									
Interest income from external	747	359	9	1	318	85	216	4	102	1,473
Interest expense from external	100	-	-	21	34	10	45	53	11	274
Net interest income										
- From external	647	359	9	(20)	284	75	171	(49)	91	1,199
- Inter - segment	(93)	(222)	(3)	36	18	7	(25)	72	(15)	-
Total net interest income	554	137	6	16	302	82	146	23	76	1,199
Non-interest income	288	7	43	31	162	40	61	95	148	825
Total income	842	144	49	47	464	122	207	118	224	2,024
Expenses (income) from credit losses	30	4	-	-	44	(1)	8	-	-	81
Operating and other expenses	761	58	25	31	326	56	97	84	37	1,392
Operating profit before taxes	51	82	24	16	94	67	102	34	187	551
Provision for taxes on operating profit	18	29	8	6	34	24	37	12	68	199
Operating profit after taxes	33	53	16	10	60	43	65	22	119	352
Bank's share in operating profit of investee company after tax effect	-	-	-	-	-	-	-	-	19	19
Net profit:										
Before attribution to non-controlling interests	33	53	16	10	60	43	65	22	138	371
Attributed to non-controlling interests	(10)	-	(1)	-	(2)	(1)	-	-	(2)	(15)
Net profit attributed to shareholders of the Bank	23	53	15	10	58	42	65	22	136	356
Average balance of assets <sup>(1)</sup>	42,875	23,174	2,822	52	15,115	5,715	17,458	593	52,850	134,658
of which: Investee Company <sup>(1)</sup>	-	-	-	-	-	-	-	-	574	574
of which: Average balance of credit to the public <sup>(1)</sup>	42,875	23,174	2,822	52	15,115	5,715	17,458	593	-	81,808
Balance of credit to the public	44,155	23,595	3,197	54	15,646	5,860	17,322	774	-	83,811
Balance of impaired debts	93	6	-	-	231	37	158	2	-	521
Balance in arrears over 90 days	223	180	-	-	32	1	-	1	-	257
Average balance of liabilities <sup>(1)</sup>	47,995	646	125	7,725	17,495	5,168	11,133	26,598	10,249	126,363
of which: Average balance of deposits from the public <sup>(1)</sup>	46,951	-	-	7,717	16,799	4,867	10,142	26,550	-	113,026
Balance of deposits from the public	47,558	-	-	7,840	17,679	4,699	9,323	25,456	-	112,555
Average balance of risk assets <sup>(1)(2)</sup>	29,720	12,306	3,022	188	15,123	6,898	18,244	936	7,996	79,105
Balance of risk assets <sup>(2)</sup>	29,857	12,523	3,428	188	15,718	6,970	18,214	1,000	8,659	80,606
Average balance of assets under management <sup>(1)(3)</sup>	36,132	-	-	15,505	13,381	3,860	16,359	240,272	-	325,509
Segmentation of net interest income:										
- Earnings from credit - granting activity	493	144	6	-	277	77	145	4	-	996
- Earnings from deposits - taking activity	73	-	-	16	32	9	11	19	-	160
- Other	(12)	(7)	-	-	(7)	(4)	(10)	-	76	43
Total net interest income	554	137	6	16	302	82	146	23	76	1,199

(1) Average balances computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

(2) Risk assets - as computed for the purpose of capital adequacy.

(3) Managed assets - including assets of provident funds, further education funds, mutual funds and securities of customers.

**NOTE 11 - SUPERVISORY SEGMENTS OF OPERATION (CONT)**

(NIS million)

**B. Operational supervision segment information (CONT)**

	For the year ended December 31, 2018 (audited)									
	Activity in Israel									
	Households									
	Total	Of which: Housing loans	Of which: credit cards	Private banking	Small and minute businesses	Medium businesses	Large businesses	Institutional entities	Financial Management	Total
	(NIS million)									
Interest income from external	1,524	685	16	1	677	191	358	14	236	3,001
Interest expense from external	183	-	-	34	106	34	65	59	34	515
Net interest income										
- From external	1,341	685	16	(33)	571	157	293	(45)	202	2,486
- Inter - segment	(196)	(400)	(3)	66	48	20	4	107	(49)	-
Total net interest income	1,145	285	13	33	619	177	297	62	153	2,486
Non-interest income	577	15	89	62	321	81	119	194	283	1,637
Total income	1,722	300	102	95	940	258	416	256	436	4,123
Expenses from credit losses	67	4	-	-	55	8	35	1	-	166
Operating and other expenses	1,545	115	60	63	653	120	188	178	72	2,819
Operating profit before taxes	110	181	42	32	232	130	193	77	364	1,138
Provision for taxes on operating profit	41	67	15	12	87	49	72	29	118	408
Operating profit after taxes	69	114	27	20	145	81	121	48	246	730
Bank's share in operating profit of investee company after tax effect	-	-	-	-	-	-	-	-	37	37
Net profit:										
Before attribution to non-controlling interests	69	114	27	20	145	81	121	48	283	767
Attributed to non-controlling interests	(20)	-	(2)	-	(5)	(4)	-	-	(5)	(34)
Net profit attributed to shareholders of the Bank	49	114	25	20	140	77	121	48	278	733
Average balance of assets <sup>(1)</sup>	43,802	23,625	2,921	51	15,426	5,739	17,855	764	51,675	135,312
of which: Investee Company <sup>(1)</sup>	-	-	-	-	-	-	-	-	585	585
of which: Average balance of credit to the public <sup>(1)</sup>	43,802	23,625	2,921	51	15,426	5,739	17,855	764	-	83,637
Balance of credit to the public	45,359	24,319	3,320	51	15,948	5,816	17,052	934	-	85,160
Balance of impaired debts	100	6	-	-	218	35	114	-	-	467
Balance in arrears over 90 days	215	185	-	-	23	5	-	-	-	243
Average balance of liabilities <sup>(1)</sup>	48,806	695	70	7,676	17,848	5,230	11,042	26,042	10,415	127,059
of which: Average balance of deposits from the public <sup>(1)</sup>	47,682	-	-	7,667	17,127	4,907	9,981	25,984	-	113,348
Balance of deposits from the public	50,300	-	-	8,029	17,802	5,167	9,212	21,187	-	111,697
Average balance of risk assets <sup>(1)(2)</sup>	30,202	12,811	3,401	189	15,474	6,958	17,925	1,079	7,490	79,317
Balance of risk assets <sup>(2)</sup>	30,602	13,202	3,528	190	16,136	7,089	16,395	1,554	7,171	79,137
Average balance of assets under management <sup>(1)(3)</sup>	36,170	-	-	15,501	13,444	3,922	15,054	243,650	-	327,741
Segmentation of net interest income:										
- Earnings from credit - granting activity	1,007	298	13	-	560	164	292	12	-	2,035
- Earnings from deposits - taking activity	159	-	-	33	72	19	21	51	-	355
- Other	(21)	(13)	-	-	(13)	(6)	(16)	(1)	153	96
Total net interest income	1,145	285	13	33	619	177	297	62	153	2,486

(1) Average balances computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

(2) Risk assets - as computed for the purpose of capital adequacy.

(3) Managed assets - including assets of provident funds, further education funds, mutual funds and securities of customers.

## NOTE 11A - ACTIVITY SEGMENTS BASED ON MANAGEMENT'S APPROACH

The division into segments of activity according to the management approach is based on types of products and services or on types of customers. The chief operating decision maker of the Bank uses this division to make decisions and to analyze the Group's business results. For details regarding the assignment of customers to segments based on the management approach and rules for the distribution of results of operations among the segments, see Note 28A to the Annual Financial Statements for 2018.

As from 2019, additional segment was added- banking division- private customers, which includes all operations of private banking customers and households in the banking division's branches. Also, the segment includes the customers of PAGI sub-division with similar characteristics.

Also, as from 2019, the segment of subsidiaries companies includes the result of operation of the subsidiary Massad (in 2018 and in the same period last year- also includes Otsar Hahayal).

For the three months ended June 30, 2019 (unaudited)											
	Banking Division			Corporate Division			Customer Asset Division	Financial management	Subsidiary companies	Adjustments	Total
	Housing loans	Private customers	Other	Corporate customers	Commercial customers	Other					
Net interest income	81	205	108	106	70	8	117	49	61	(140)	665
Non-interest income	3	150	47	49	19	7	208	60	26	(187)	382
Total income	84	355	155	155	89	15	325	109	87	(327)	1,047
Expenses (income) in respect of credit losses	3	19	16	(4)	2	1	(3)	-	4	(15)	23
Operating and other expenses	39	323	122	65	41	12	200	13	49	(186)	678
Operating profit before taxes	42	13	17	94	46	2	128	96	34	(126)	346
Provision for taxes on operating profit	15	4	6	34	17	1	47	35	12	(44)	127
Operating profit after taxes	27	9	11	60	29	1	81	61	22	(82)	219
Bank's share in operating profit of investee company after taxes	-	-	-	-	-	-	-	14	-	-	14
<b>Net profit</b>											
Before attribution to non-controlling interests	27	9	11	60	29	1	81	75	22	(82)	233
Attributed to non-controlling interests	-	-	-	-	-	-	-	-	(9)	-	(9)
Attributed to shareholders of the Bank	27	9	11	60	29	1	81	75	13	(82)	224
Average balance of assets <sup>(1)</sup>	24,607	18,319	9,582	21,986	9,227	503	5,739	48,572	7,050	(9,605)	135,980
Balance of credit to the public at the end of the reported period	24,763	19,360	9,741	21,598	9,315	489	5,792	-	4,981	(9,603)	86,436
Balance of deposits from the public at the end of the reported period	-	57,265	15,311	18,233	5,206	2,442	108,586	-	6,875	(100,202)	113,716

(1) Average balance computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

# **NOTE 11A - ACTIVITY SEGMENTS BASED ON MANAGEMENT'S APPROACH (CONT)**

(NIS million)

	For the three months ended June 30, 2018 (unaudited)									
	Banking Division		Corporate Division							
	Housing loans	Other	Corporate customers	Commercial customers	Other	Customer Asset Division	Financial management	Subsidiary companies	Adjustments	Total
Net interest income	70	209	94	60	7	76	34	169	(104)	615
Non-interest income	3	156	52	19	8	162	48	124	(148)	424
Total income	73	365	146	79	15	238	82	293	(252)	1,039
Expenses (income) in respect of credit losses	4	30	10	13	-	(2)	-	7	(8)	54
Operating and other expenses	29	319	66	37	10	170	13	187	(176)	655
Operating profit before taxes	40	16	70	29	5	70	69	99	(68)	330
Provision for taxes on operating profit	13	6	24	10	2	25	26	37	(26)	117
Operating profit after taxes	27	10	46	19	3	45	43	62	(42)	213
Bank's share in operating profit of investee company after taxes	-	-	-	-	-	-	13	-	-	13
<b>Net profit</b>										
Before attribution to non-controlling interests	27	10	46	19	3	45	56	62	(42)	226
Attributed to non-controlling interests	-	-	-	-	-	-	-	(7)	-	(7)
Attributed to shareholders of the Bank	27	10	46	19	3	45	56	55	(42)	219
Average balance of assets <sup>(1)</sup>	23,458	16,570	20,920	7,734	495	5,997	43,846	25,900	(10,116)	134,804
Balance of credit to the public at the end of the reported period	23,641	16,906	20,576	7,804	511	4,846	-	18,496	(8,969)	83,811
Balance of deposits from the public at the end of the reported period	-	50,853	20,565	4,895	2,534	89,314	-	24,917	(80,523)	112,555

(1) Average balance computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

# **NOTE 11A - ACTIVITY SEGMENTS BASED ON MANAGEMENT'S APPROACH (CON'T)**

(NIS million)

For the six months ended June 30, 2019 (unaudited)											
	Banking Division			Corporate Division			Customer Asset Division	Financial management	Subsidiary companies	Adjustments	Total
	Housing loans	Private customers	Other	Corporate customers	Commercial customers	Other					
Net interest income	160	411	220	214	142	17	238	62	121	(285)	1,300
Non-interest income	7	300	100	96	39	13	372	113	38	(329)	749
Total income	167	711	320	310	181	30	610	175	159	(614)	2,049
Expenses (income) in respect of credit losses	1	41	30	(29)	27	5	(2)	-	5	(19)	59
Operating and other expenses	79	650	235	136	93	23	399	26	99	(389)	1,351
Operating profit before taxes	87	20	55	203	61	2	213	149	55	(206)	639
Provision for taxes on operating profit	31	7	20	77	22	1	77	54	22	(73)	238
Operating profit after taxes	56	13	35	126	39	1	136	95	33	(133)	401
Bank's share in operating profit of investee company after taxes	-	-	-	-	-	-	-	24	-	-	24
<b>Net profit</b>											
Before attribution to non-controlling interests	56	13	35	126	39	1	136	119	33	(133)	425
Attributed to non-controlling interests	-	-	-	-	-	-	-	-	(18)	-	(18)
Attributed to shareholders of the Bank	56	13	35	126	39	1	136	119	15	(133)	407
Average balance of assets <sup>(1)</sup>	24,455	18,140	9,689	22,399	9,176	494	6,001	48,460	6,926	(9,937)	135,803
Balance of credit to the public at the end of the reported period	24,763	19,360	9,741	21,598	9,315	489	5,792	-	4,981	(9,603)	86,436
Balance of deposits from the public at the end of the reported period	-	57,265	15,311	18,233	5,206	2,442	108,586	-	6,875	(100,202)	113,716

(1) Average balance computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

# **NOTE 11A - ACTIVITY SEGMENTS BASED ON MANAGEMENT'S APPROACH (CONT)**

(NIS million)

	For the six months ended June 30, 2018 (unaudited)									
	Banking Division		Corporate Division							
	Housing loans	Other	Corporate customers	Commercial customers	Other	Customer Asset Division	Financial management	Subsidiary companies	Adjustments	Total
Net interest income	141	414	187	119	14	143	50	334	(203)	1,199
Non-interest income	7	322	107	39	16	337	75	236	(314)	825
Total income	148	736	294	158	30	480	125	570	(517)	2,024
Expenses (income) in respect of credit losses	4	45	-	18	-	(3)	-	22	(5)	81
Operating and other expenses	62	683	140	82	23	357	22	389	(366)	1,392
Operating profit before taxes	82	8	154	58	7	126	103	159	(146)	551
Provision for taxes on operating profit	31	3	59	22	3	48	40	58	(65)	199
Operating profit after taxes	51	5	95	36	4	78	63	101	(81)	352
Bank's share in operating profit of investee company after taxes	-	-	-	-	-	-	19	-	-	19
<b>Net profit</b>										
Before attribution to non-controlling interests	51	5	95	36	4	78	82	101	(81)	371
Attributed to non-controlling interests	-	-	-	-	-	-	-	(15)	-	(15)
Attributed to shareholders of the Bank	51	5	95	36	4	78	82	86	(81)	356
Average balance of assets <sup>(1)</sup>	23,280	16,492	20,446	7,648	489	5,381	44,929	25,526	(9,533)	134,658
Balance of credit to the public at the end of the reported period	23,641	16,906	20,576	7,804	511	4,846	-	18,496	(8,969)	83,811
Balance of deposits from the public at the end of the reported period	-	50,853	20,565	4,895	2,534	89,314	-	24,917	(80,523)	112,555

(1) Average balance computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

# **NOTE 11A - ACTIVITY SEGMENTS BASED ON MANAGEMENT'S APPROACH (CON'T)**

(NIS million)

	For the year ended December 31, 2018 (audited)										
	Banking Division		Corporate Division								
	Housing loans	Other	Corporate customers	Commercial customers	Other	Customer Asset Division	Financial management	Subsidiary companies	Adjustments	Total	
Net interest income	295	849	396	243	31	318	100	685	(431)	2,486	
Non-interest income	15	650	211	77	31	673	195	416	(631)	1,637	
Total income	310	1,499	607	320	62	991	295	1,101	(1,062)	4,123	
Expenses (income) in respect of credit losses	1	102	4	24	-	(1)	-	49	(13)	166	
Operating and other expenses	125	1,382	260	166	47	728	49	808	(746)	2,819	
Operating profit before taxes	184	15	343	130	15	264	246	244	(303)	1,138	
Provision for taxes on operating profit	72	6	134	51	6	103	79	84	(127)	408	
Operating profit after taxes	112	9	209	79	9	161	167	160	(176)	730	
Bank's share in operating profit of investee company after taxes	-	-	-	-	-	-	37	-	-	37	
Net profit											
Before attribution to non-controlling interests	112	9	209	79	9	161	204	160	(176)	767	
Attributed to non-controlling interests	-	-	-	-	-	-	-	(34)	-	(34)	
Attributed to shareholders of the Bank	112	9	209	79	9	161	204	126	(176)	733	
Average balance of assets <sup>(1)</sup>	23,674	16,795	21,014	7,802	512	5,725	43,598	25,933	(9,741)	135,312	
Balance of credit to the public at the end of the reported period	24,301	17,285	20,905	8,060	516	6,121	-	18,316	(10,344)	85,160	
Balance of deposits from the public at the end of the reported period	-	53,436	18,818	5,088	2,341	87,150	-	26,139	(81,275)	111,697	

(1) Average balance computed on the basis of balances at the beginning of the quarter or as at the beginning of the month.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES

(NIS million)

### A. Debts<sup>(1)</sup> and off-balance sheet credit instruments

#### Provision for credit losses

##### 1. Change in provision for credit losses

	For the three months ended June 30, 2019 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the period	510	118	265	893	-	893
Expenses (income) in respect of credit losses	(1)	3	18	20	-	20
- Accounting write-offs	(47)	-	(37)	(84)	-	(84)
- Collection of debts written off in accounting in previous years	39	-	19	58	-	58
Net accounting write-offs	(8)	-	(18)	(26)	-	(26)
Provision for credit losses at end of the period	501	121	265	887	-	887
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the period	51	-	11	62	-	62
increase in the provision	3	-	-	3	-	3
Provision in respect of off-balance sheet credit instruments at end of the period	54	-	11	65	-	65
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>555</b>	<b>121</b>	<b>276</b>	<b>952</b>	<b>-</b>	<b>952</b>

	For the three months ended June 30, 2018 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the period	470	116	255	841	-	841
Expenses in respect of credit losses	31	3	15	49	-	49
- Accounting write-offs	(34)	(3)	(33)	(70)	-	(70)
- Collection of debts written off in accounting in previous years	24	1	15	40	-	40
Net accounting write-offs	(10)	(2)	(18)	(30)	-	(30)
Provision for credit losses at end of the period	491	117	252	860	-	860
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the period	56	-	13	69	-	69
Increase (decrease) in the provision	7	-	(2)	5	-	5
Provision in respect of off-balance sheet credit instruments at end of the period	63	-	11	74	-	74
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>554</b>	<b>117</b>	<b>263</b>	<b>934</b>	<b>-</b>	<b>934</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### A. Debts<sup>(1)</sup> and off-balance sheet credit instruments (Cont'd)

#### Provision for credit losses (Cont'd)

##### 1. Change in provision for credit losses (Cont'd)

	For the six months ended June 30, 2019 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the year	489	119	260	868	-	868
Expenses in respect of credit losses	19	2	37	58	-	58
Accounting write-offs	(101)	(1)	(69)	(171)	-	(171)
Collection of debts written off in accounting in previous years	94	1	37	132	-	132
Net accounting write-offs	(7)	-	(32)	(39)	-	(39)
Provision for credit losses at end of the period	501	121	265	887	-	887
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the year	53	-	11	64	-	64
Increase in the provision	1	-	-	1	-	1
Provision in respect of off-balance sheet credit instruments at end of the period	54	-	11	65	-	65
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>555</b>	<b>121</b>	<b>276</b>	<b>952</b>	<b>-</b>	<b>952</b>

	For the six months ended June 30, 2018 (unaudited)					
	Credit to the public				Banks and Governments	Total
	Commercial	Housing	Other private	Total		
<b>Change in provision for credit losses - Debts</b>						
Provision for credit losses at beginning of the year	471	115	252	838	-	838
Expenses in respect of credit losses	36	4	28	68	-	68
Accounting write-offs	(71)	(2)	(62)	(135)	-	(135)
Collection of debts written off in accounting in previous years	55	-	34	89	-	89
Net accounting write-offs	(16)	(2)	(28)	(46)	-	(46)
Provision for credit losses at end of the period	491	117	252	860	-	860
<b>Changes in provision in respect of off-balance sheet credit instruments</b>						
Provision at beginning of the year	48	-	13	61	-	61
Increase (decrease) in the provision	15	-	(2)	13	-	13
Provision in respect of off-balance sheet credit instruments at end of the period	63	-	11	74	-	74
<b>Total provision for credit losses - debts and off-balance sheet credit instruments</b>	<b>554</b>	<b>117</b>	<b>263</b>	<b>934</b>	<b>-</b>	<b>934</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### A. Debts\* and off-balance sheet credit instruments (Cont'd)

#### 2. Additional information regarding the method of calculating the provision for credit losses in respect of debts<sup>(1)</sup> and the underlying debts<sup>(1)</sup>

June 30, 2019 (unaudited)						
	Credit to the public				Banks and Governments	Total
	Commercial (3)	Housing	Other private	Total		
<b>Recorded debt balance of debts<sup>(1)</sup></b>						
Examined on an individual basis	34,798	-	314	35,112	3,162	38,274
Examined on a collective basis	5,514	24,855	20,955	51,324	-	51,324
Of which: provision for which was calculated according to the extent of arrears	265	24,844	-	25,109	-	25,109
Total debts	40,312	24,855	21,269	86,436	3,162	89,598
<b>Provision for credit losses in respect of debts<sup>(1)</sup></b>						
Examined on an individual basis	438	-	34	472	-	472
Examined on a collective basis	63	121	231	415	-	415
Of which: provision for which was calculated according to the extent of arrears	2	(2)121	-	123	-	123
Total provision for credit losses	501	121	265	887	-	887

June 30, 2018 (unaudited)						
	Credit to the public				Banks and Governments	Total
	Commercial (3)	Housing	Other private	Total		
<b>Recorded debt balance of debts<sup>(1)</sup></b>						
Examined on an individual basis	34,778	-	273	35,051	2,541	37,592
Examined on a collective basis	5,131	23,595	20,034	48,760	-	48,760
Of which: provision for which was calculated according to the extent of arrears	307	23,584	-	23,891	-	23,891
Total debts	39,909	23,595	20,307	83,811	2,541	86,352
<b>Provision for credit losses in respect of debts<sup>(1)</sup></b>						
Examined on an individual basis	434	-	30	464	-	464
Examined on a collective basis	57	117	222	396	-	396
Of which: provision for which was calculated according to the extent of arrears	1	(2)117	-	118	-	118
Total provision for credit losses	491	117	252	860	-	860

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### A. Debts\* and off-balance sheet credit instruments (Cont'd)

#### 2. Additional information regarding the method of calculating the provision for credit losses in respect of debts<sup>(1)</sup> and the underlying debts<sup>(1)</sup> (Cont'd)

	December 31, 2018 (audited)					
	Credit to the public				Banks and Governments	Total
	Commercial (3)	Housing	Other private	Total		
<b>Recorded debt balance of debts<sup>(1)</sup></b>						
Examined on an individual basis	34,961	-	306	35,267	3,616	38,883
Examined on a collective basis	5,098	24,319	20,476	49,893	-	49,893
Of which: provision for which was calculated according to the extent of arrears	309	24,312	-	24,621	-	24,621
Total debts	40,059	24,319	20,782	85,160	3,616	88,776
<b>Provision for credit losses in respect of debts<sup>(1)</sup></b>						
Examined on an individual basis	420	-	30	450	-	450
Examined on a collective basis	69	119	230	418	-	418
Of which: provision for which was calculated according to the extent of arrears	2	(2)119	-	121	-	121
Total provision for credit losses	489	119	260	868	-	868

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

(2) Includes the provision exceeding the amount required according to the method of the extent of arrears, calculated on a collective basis in the amount of approximately NIS 86 million (30.6.18 - NIS 84 million, 31.12.18 - NIS 85 million).

(3) The balance of commercial debts includes housing loans in the amount of NIS 2,855 million, combined in the framework of transaction and collateral of the commercial borrowers or that have been granted to purchase groups at construction stages (30.6.18 - NIS 2,770 million, 31.12.18 - NIS 2,875 million).

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup>

#### 1. Credit quality and arrears

	June 30, 2019 (unaudited)					
	Non-problematic	Problematic <sup>(2)</sup>		Total	Unimpaired debts - additional information	
		Unimpaired	Impaired <sup>(3)</sup>		In arrears of 90 days or more <sup>(4)</sup>	In arrears of 30 to 89 days <sup>(5)</sup>
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	4,905	57	33	4,995	7	2
Construction and real estate - real estate activities	5,054	17	20	5,091	1	4
Financial services	7,649	12	2	7,663	-	2
Commercial - other	21,454	498	348	22,300	23	60
<b>Total commercial</b>	<b>39,062</b>	<b>584</b>	<b>403</b>	<b>40,049</b>	<b>31</b>	<b>68</b>
Private individuals - housing loans	24,647	<sup>(6)</sup> 197	11	24,855	181	226
Private individuals - others	20,911	251	107	21,269	28	53
<b>Total public - activity in Israel</b>	<b>84,620</b>	<b>1,032</b>	<b>521</b>	<b>86,173</b>	<b>240</b>	<b>347</b>
Banks in Israel	987	-	-	987	-	-
Israeli government	684	-	-	684	-	-
<b>Total activity in Israel</b>	<b>86,291</b>	<b>1,032</b>	<b>521</b>	<b>87,844</b>	<b>240</b>	<b>347</b>
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	255	-	8	263	-	-
<b>Total commercial</b>	<b>255</b>	<b>-</b>	<b>8</b>	<b>263</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>255</b>	<b>-</b>	<b>8</b>	<b>263</b>	<b>-</b>	<b>-</b>
Banks abroad	1,491	-	-	1,491	-	-
Governments abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	<b>1,746</b>	<b>-</b>	<b>8</b>	<b>1,754</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>84,875</b>	<b>1,032</b>	<b>529</b>	<b>86,436</b>	<b>240</b>	<b>347</b>
<b>Total banks</b>	<b>2,478</b>	<b>-</b>	<b>-</b>	<b>2,478</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>684</b>	<b>-</b>	<b>-</b>	<b>684</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>88,037</b>	<b>1,032</b>	<b>529</b>	<b>89,598</b>	<b>240</b>	<b>347</b>

(1) Credit to the public, credit to government, deposits with banks and other debts, excluding bonds and securities borrowed.

(2) Credit risk that is impaired, substandard, or under special supervision, including in respect of housing loans for which a provision based on the extent of arrears exists, and housing loans for which a provision based on the extent of arrears does not exist, which are in arrears of 90 days or more.

(3) In general, impaired debts do not accrue interest income. For information regarding certain impaired debts restructured in troubled debt restructuring, see Note 12.B.2.c. below.

(4) Classified as unimpaired problematic debts, accruing interest income.

(5) Accruing interest income. Debts in arrears of 30 to 89 days, in the amount of approximately NIS 121 million (30.6.18 - NIS 108 million, 31.12.18 - NIS 160 million) were classified as unimpaired problematic debts.

(6) Includes a balance of housing loans, in the amount of approximately NIS 12 million (30.6.18 - NIS 3 million, 31.12.18 - NIS 6 million) with provision based on the extent of arrears, for which an arrangement has been signed for the borrower's repayment of the amounts in arrears, where a change has been made in the repayment, schedule with regard to the balance of the loan not yet due for repayment.

**NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC  
AND PROVISION FOR CREDIT LOSSES (CONT'D)**

(NIS million)

**B. Debts<sup>(1)</sup> (Cont'd)**

**1. Credit quality and arrears (Cont'd)**

<b>June 30, 2018 (unaudited)</b>						
	Non- problematic	Problematic <sup>(2)</sup>		Total	Unimpaired debts - additional information	
		Unimpaired	Impaired <sup>(3)</sup>		In arrears of 90 days or more <sup>(4)</sup>	In arrears of 30 to 89 days <sup>(5)</sup>
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	4,404	31	48	4,483	6	13
Construction and real estate - real estate activities	5,201	4	35	5,240	1	1
Financial services	7,046	13	3	7,062	1	1
Commercial - other	21,506	443	334	22,283	26	55
<b>Total commercial</b>	38,157	491	420	39,068	34	70
Private individuals - housing loans	23,404	<sup>(6)</sup> 185	6	23,595	180	219
Private individuals - others	19,974	246	87	20,307	43	38
<b>Total public - activity in Israel</b>	81,535	922	513	82,970	257	327
Banks in Israel	240	-	-	240	-	-
Israeli government	681	-	-	681	-	-
<b>Total activity in Israel</b>	82,456	922	513	83,891	257	327
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	4	-	-	4	-	-
Other commercial	829	-	8	837	-	-
<b>Total commercial</b>	833	-	8	841	-	-
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	833	-	8	841	-	-
Banks abroad	1,620	-	-	1,620	-	-
Governments abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	2,453	-	8	2,461	-	-
<b>Total public</b>	82,368	922	521	83,811	257	327
<b>Total banks</b>	1,860	-	-	1,860	-	-
<b>Total governments</b>	681	-	-	681	-	-
<b>Total</b>	84,909	922	521	86,352	257	327

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 1. Credit quality and arrears (Cont'd)

December 31, 2018 (audited)						
	Non-problematic	Problematic <sup>(2)</sup>		Total	Unimpaired debts - additional information	
		Unimpaired	Impaired <sup>(3)</sup>		In arrears of 90 days or more <sup>(4)</sup>	In arrears of 30 to 89 days <sup>(5)</sup>
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	4,491	30	38	4,559	5	12
Construction and real estate - real estate activities	5,058	3	23	5,084	1	-
Financial services	8,505	21	1	8,527	-	8
Commercial - other	20,766	626	297	21,689	22	80
<b>Total commercial</b>	38,820	680	359	39,859	28	100
Private individuals - housing loans	24,121	<sup>(6)</sup> 192	6	24,319	185	235
Private individuals - others	20,421	267	94	20,782	30	60
<b>Total public - activity in Israel</b>	83,362	1,139	459	84,960	243	395
Banks in Israel	1,206	-	-	1,206	-	-
Israeli government	700	-	-	700	-	-
<b>Total activity in Israel</b>	85,268	1,139	459	86,866	243	395
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	192	-	8	200	-	-
<b>Total commercial</b>	192	-	8	200	-	-
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	192	-	8	200	-	-
Banks abroad	1,710	-	-	1,710	-	-
Governments abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	1,902	-	8	1,910	-	-
<b>Total public</b>	83,554	1,139	467	85,160	243	395
<b>Total banks</b>	2,916	-	-	2,916	-	-
<b>Total governments</b>	700	-	-	700	-	-
<b>Total</b>	87,170	1,139	467	88,776	243	395

#### Credit quality - the status of debts in arrears

The credit risk policy of the Bank defines principal indicators for the examination of credit quality, among which are the default situation, rating of the customer, status of the collateral etc. The status of debts in arrears is monitored routinely, and serves as one of the key indicators of credit quality. The status of debts in arrears is determined based on actual days of arrears. Debts which are evaluated on an individual basis, are treated as nonperforming debts (debts not accruing interest income) after 90 days of arrears. In addition, debts restructuring of problematic debts, are treated as impaired debts. With regard to debts evaluated on a collective basis, the status of arrears effects the classification of the debt (the classification is more severe for more extensive arrears) and mostly after 150 days of arrears, the Bank performs an accounting write-off of the debt up to the extent of the collateral. With regard to housing loans, with the exception of loans without quarterly or monthly payments, the Bank establishes an allowance according to the method of the extent of arrears.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts <sup>(1)</sup>(Cont'd)

#### 2. Additional information regarding impaired debts

	June 30, 2019 (unaudited)				
	Balance <sup>(2)</sup> of impaired debts for which an individual provision exists <sup>(3)</sup>	Individual provision <sup>(3)</sup>	Balance <sup>(2)</sup> of impaired debts for which no individual provision exists <sup>(3)</sup>	Total Balance <sup>(2)</sup> of impaired debts	Balance of contractual principal of impaired debts
<b>A. Impaired debts and the individual provision</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	21	7	12	33	831
Construction and real estate - real estate activities	5	1	15	20	750
Financial services	2	1	-	2	961
Commercial - other	310	124	38	348	1,898
<b>Total commercial</b>	<b>338</b>	<b>133</b>	<b>65</b>	<b>403</b>	<b>4,440</b>
Private individuals - housing loans	-	-	11	11	12
Private individuals - others	96	26	11	107	206
<b>Total public - activity in Israel</b>	<b>434</b>	<b>159</b>	<b>87</b>	<b>521</b>	<b>4,658</b>
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	<b>434</b>	<b>159</b>	<b>87</b>	<b>521</b>	<b>4,658</b>
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	-	-	8	8	23
<b>Total commercial</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>23</b>
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>23</b>
Banks abroad	-	-	-	-	-
Government abroad	-	-	-	-	-
<b>Total activity abroad</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>23</b>
<b>Total public</b>	<b>434</b>	<b>159</b>	<b>95</b>	<b>529</b>	<b>4,681</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total(*)</b>	<b>434</b>	<b>159</b>	<b>95</b>	<b>529</b>	<b>4,681</b>
(*) Of which:					
Measured at the present value of cash flows	426	159	46	472	
Debts in troubled debt restructuring	216	75	32	248	

(1) Credit to the public, credit to governments, deposits with banks, and other debts, excluding bonds and securities borrowed.

(2) Recorded debt balance.

(3) Individual provision for credit losses.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	June 30, 2018 (unaudited)				
	Balance <sup>(2)</sup> of impaired debts for which an individual provision exists <sup>(3)</sup>	Individual provision <sup>(3)</sup>	Balance <sup>(2)</sup> of impaired debts for which no individual provision exists <sup>(3)</sup>	Total Balance <sup>(2)</sup> of impaired debts	Balance of contractual principal of impaired debts
<b>A. Impaired debts and the individual provision</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	34	13	14	48	888
Construction and real estate - real estate activities	27	2	8	35	659
Financial services	3	1	-	3	831
Commercial - other	295	145	39	334	1,638
<b>Total commercial</b>	<b>359</b>	<b>161</b>	<b>61</b>	<b>420</b>	<b>4,016</b>
Private individuals - housing loans	-	-	6	6	6
Private individuals - others	79	23	8	87	186
<b>Total public - activity in Israel</b>	<b>438</b>	<b>184</b>	<b>75</b>	<b>513</b>	<b>4,208</b>
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	<b>438</b>	<b>184</b>	<b>75</b>	<b>513</b>	<b>4,208</b>
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	-	-	8	8	69
<b>Total commercial</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>69</b>
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>69</b>
Banks abroad	-	-	-	-	-
Government abroad	-	-	-	-	-
<b>Total activity abroad</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>8</b>	<b>69</b>
<b>Total public</b>	<b>438</b>	<b>184</b>	<b>83</b>	<b>521</b>	<b>4,277</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total(*)</b>	<b>438</b>	<b>184</b>	<b>83</b>	<b>521</b>	<b>4,277</b>
(*) Of which:					
Measured at the present value of cash flows	422	184	36	458	
Debts in troubled debt restructuring	229	83	31	260	

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

December 31, 2018 (audited)					
	Balance <sup>(2)</sup> of impaired debts for which an individual provision exists <sup>(3)</sup>	Individual provision <sup>(3)</sup>	Balance <sup>(2)</sup> of impaired debts for which no individual provision exists <sup>(3)</sup>	Total Balance <sup>(2)</sup> of impaired debts	Balance of contractual principal of impaired debts
<b>A. Impaired debts and the individual provision</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	25	10	13	38	869
Construction and real estate - real estate activities	5	1	18	23	700
Financial services	1	-	-	1	896
Commercial - other	273	110	24	297	1,700
<b>Total commercial</b>	304	121	55	359	4,165
Private individuals - housing loans	-	-	6	6	6
Private individuals - others	86	23	8	94	192
<b>Total public - activity in Israel</b>	390	144	69	459	4,363
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	390	144	69	459	4,363
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	-	-	8	8	70
<b>Total commercial</b>	-	-	8	8	70
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	-	-	8	8	70
Banks abroad	-	-	-	-	-
Government abroad	-	-	-	-	-
<b>Total activity abroad</b>	-	-	8	8	70
<b>Total public</b>	390	144	77	467	4,433
<b>Total banks</b>	-	-	-	-	-
<b>Total governments</b>	-	-	-	-	-
<b>Total(*)</b>	390	144	77	467	4,433
(*) Of which:					
Measured at the present value of cash flows	379	144	27	406	
Debts in troubled debt restructuring	200	68	33	233	

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	For the three months ended June 30					
	2019			2018		
	(unaudited)			(unaudited)		
	Average balance of impaired debts <sup>(2)</sup>	Interest income recorded <sup>(3)</sup>	Of which: recorded on a cash basis	Average balance of impaired debts <sup>(2)</sup>	Interest income recorded <sup>(3)</sup>	Of which: recorded on a cash basis
<b>B. Average balance and interest income</b>						
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	36	-	-	50	-	-
Construction and real estate - real estate activities	21	-	-	41	-	-
Financial services	1	-	-	3	-	-
Commercial - other	346	-	-	334	1	-
<b>Total commercial</b>	<b>404</b>	<b>-</b>	<b>-</b>	<b>428</b>	<b>1</b>	<b>-</b>
Private individuals - housing loans	10	-	-	5	-	-
Private individuals - others	103	-	-	89	-	-
<b>Total public - activity in Israel</b>	<b>517</b>	<b>-</b>	<b>-</b>	<b>522</b>	<b>1</b>	<b>-</b>
Banks in Israel	-	-	-	-	-	-
Israeli government	-	-	-	-	-	-
<b>Total activity in Israel</b>	<b>517</b>	<b>-</b>	<b>-</b>	<b>522</b>	<b>1</b>	<b>-</b>
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	8	-	-	8	-	-
<b>Total commercial</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
Banks abroad	-	-	-	-	-	-
Government abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>525</b>	<b>-</b>	<b>-</b>	<b>530</b>	<b>1</b>	<b>-</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>525</b>	<b>(4)-</b>	<b>-</b>	<b>530</b>	<b>(4)1</b>	<b>-</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

(2) Average recorded debt balance of impaired debts to the public in the reported period

(3) Interest income recognized in the reported period in respect of the average balance of impaired debts, during the period of time in which the debts have been classified as impaired.

(4) If the impaired debts were accruing interest in respect of the original terms, an interest income in the amount of NIS 6 million was recorded in three months ended June 30, 2019 (for three months ended June 30, 2018 - NIS 9 million).

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	For the six months ended June 30					
	2019			2018		
	(unaudited)			(unaudited)		
	Average balance of impaired debts <sup>(2)</sup>	Interest income recorded <sup>(3)</sup>	Of which: recorded on a cash basis	Average balance of impaired debts <sup>(2)</sup>	Interest income recorded <sup>(3)</sup>	Of which: recorded on a cash basis
<b>B. Average balance and interest income</b>						
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	37	-	-	48	-	-
Construction and real estate - real estate activities	23	-	-	41	-	-
Financial services	1	-	-	2	-	-
Commercial - other	344	1	-	334	1	-
<b>Total commercial</b>	<b>405</b>	<b>1</b>	<b>-</b>	<b>425</b>	<b>1</b>	<b>-</b>
Private individuals - housing loans	9	-	-	7	-	-
Private individuals - others	101	1	-	88	1	1
<b>Total public - activity in Israel</b>	<b>515</b>	<b>2</b>	<b>-</b>	<b>520</b>	<b>2</b>	<b>1</b>
Banks in Israel	-	-	-	-	-	-
Israeli government	-	-	-	-	-	-
<b>Total activity in Israel</b>	<b>515</b>	<b>2</b>	<b>-</b>	<b>520</b>	<b>2</b>	<b>1</b>
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	8	-	-	8	-	-
<b>Total commercial</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
Banks abroad	-	-	-	-	-	-
Government abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>523</b>	<b>2</b>	<b>-</b>	<b>528</b>	<b>2</b>	<b>1</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>523</b>	<b>(4)2</b>	<b>-</b>	<b>528</b>	<b>(4)2</b>	<b>1</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities borrowed.

(2) Average recorded debt balance of impaired debts to the public in the reported period

(3) Interest income recognized in the reported period in respect of the average balance of impaired debts, during the period of time in which the debts have been classified as impaired.

(4) If the impaired debts were accruing interest in respect of the original terms, an interest income in the amount of NIS 13 million was recorded in six months ended June 30, 2019 (for six months ended June 30, 2018 - NIS 18 million).

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	June 30, 2019 (unaudited)				
	Recorded debt balance				
	Not accruing interest income	accruing <sup>(2)</sup> in arrears of 90 days or more	accruing <sup>(2)</sup> in arrears of 30 to 89 days	Accruing <sup>(2)</sup> , not in arrears	Total <sup>(3)</sup>
<b>C. Troubled debt restructuring</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	3	-	-	6	9
Construction and real estate - real estate activities	-	-	-	4	4
Financial services	2	-	-	-	2
Commercial - other	113	-	-	18	131
<b>Total commercial</b>	<b>118</b>	<b>-</b>	<b>-</b>	<b>28</b>	<b>146</b>
Private individuals - housing loans	-	-	-	-	-
Private individuals - others	68	-	-	26	94
<b>Total public - activity in Israel</b>	<b>186</b>	<b>-</b>	<b>-</b>	<b>54</b>	<b>240</b>
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	<b>186</b>	<b>-</b>	<b>-</b>	<b>54</b>	<b>240</b>
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	8	-	-	-	8
<b>Total commercial</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8</b>
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8</b>
Banks abroad	-	-	-	-	-
Governments abroad	-	-	-	-	-
<b>Total activity abroad</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8</b>
<b>Total public</b>	<b>194</b>	<b>-</b>	<b>-</b>	<b>54</b>	<b>248</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>194</b>	<b>-</b>	<b>-</b>	<b>54</b>	<b>248</b>

(1) Credit to the public, credit to governments, deposits with banks, and other debts, excluding bonds and securities borrowed.

(2) Accruing interest income.

(3) Included in impaired debts.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	June 30, 2018 (unaudited)				
	Recorded debt balance				
	Not accruing interest income	accruing <sup>(2)</sup> in arrears of 90 days or more	accruing <sup>(2)</sup> in arrears of 30 to 89 days	Accruing <sup>(2)</sup> , not in arrears	Total <sup>(3)</sup>
<b>C. Troubled debt restructuring</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	6	-	-	2	8
Construction and real estate - real estate activities	6	-	-	2	8
Financial services	1	-	-	-	1
Commercial - other	147	-	-	13	160
<b>Total commercial</b>	160	-	-	17	177
Private individuals - housing loans	-	-	-	-	-
Private individuals - others	53	-	-	22	75
<b>Total public - activity in Israel</b>	213	-	-	39	252
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	213	-	-	39	252
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	8	-	-	-	8
<b>Total commercial</b>	8	-	-	-	8
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	8	-	-	-	8
Banks abroad	-	-	-	-	-
Governments abroad	-	-	-	-	-
<b>Total activity abroad</b>	8	-	-	-	8
<b>Total public</b>	221	-	-	39	260
<b>Total banks</b>	-	-	-	-	-
<b>Total governments</b>	-	-	-	-	-
<b>Total</b>	221	-	-	39	260

(1) Credit to the public, credit to governments, deposits with banks, and other debts, excluding bonds and securities borrowed.

(2) Accruing interest income.

(3) Included in impaired debts.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	December 31, 2018 (audited)				
	Recorded debt balance				
	Not accruing interest income	accruing <sup>(2)</sup> in arrears of 90 days or more	accruing <sup>(2)</sup> in arrears of 30 to 89 days	Accruing <sup>(2)</sup> , not in arrears	Total <sup>(3)</sup>
<b>C. Troubled debt restructuring (Cont'd)</b>					
<b>Borrower activity in Israel</b>					
<b>Public - commercial</b>					
Construction and real estate - construction	6	-	-	5	11
Construction and real estate - real estate activities	2	-	-	4	6
Financial services	1	-	-	-	1
Commercial - other	108	-	-	16	124
<b>Total commercial</b>	117	-	-	25	142
Private individuals - housing loans	-	-	-	-	-
Private individuals - others	59	-	-	24	83
<b>Total public - activity in Israel</b>	176	-	-	49	225
Banks in Israel	-	-	-	-	-
Israeli government	-	-	-	-	-
<b>Total activity in Israel</b>	176	-	-	49	225
<b>Borrower activity abroad</b>					
<b>Public - commercial</b>					
Construction and real estate	-	-	-	-	-
Other commercial	8	-	-	-	8
<b>Total commercial</b>	8	-	-	-	8
Private individuals	-	-	-	-	-
<b>Total public - activity abroad</b>	8	-	-	-	8
Banks abroad	-	-	-	-	-
Governments abroad	-	-	-	-	-
<b>Total activity abroad</b>	8	-	-	-	8
<b>Total public</b>	184	-	-	49	233
<b>Total banks</b>	-	-	-	-	-
<b>Total governments</b>	-	-	-	-	-
<b>Total</b>	184	-	-	49	233

(1) Credit to the public, credit to governments, deposits with banks, and other debts, excluding bonds and securities borrowed.

(2) Accruing interest income.

(3) Included in impaired debts.

**NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC  
AND PROVISION FOR CREDIT LOSSES (CONT'D)**

(NIS million)

**B. Debts<sup>(1)</sup> (Cont'd)**

**2. Additional information regarding impaired debts (Cont'd)**

	Restructuring made					
	For the three months ended June 30					
	2019			2018		
				(unaudited)		
	Number of contracts	Debt balance before restructuring	Debt balance after restructuring	Number of contracts	Debt balance before restructuring	Debt balance after restructuring
<b>C. Troubled debt restructuring (Cont'd)</b>						
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	5	1	1	3	-	-
Construction and real estate - real estate activities	-	-	-	-	-	-
Financial services	-	-	-	1	-	-
Commercial - other	71	14	14	70	23	23
<b>Total commercial</b>	<b>76</b>	<b>15</b>	<b>15</b>	<b>74</b>	<b>23</b>	<b>23</b>
Private individuals - housing loans	-	-	-	-	-	-
Private individuals - others	344	15	15	322	15	15
<b>Total public - activity in Israel</b>	<b>420</b>	<b>30</b>	<b>30</b>	<b>396</b>	<b>38</b>	<b>38</b>
Banks in Israel	-	-	-	-	-	-
Israeli government	-	-	-	-	-	-
<b>Total activity in Israel</b>	<b>420</b>	<b>30</b>	<b>30</b>	<b>396</b>	<b>38</b>	<b>38</b>
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	-	-	-	-	-	-
<b>Total commercial</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Banks abroad	-	-	-	-	-	-
Governments abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>420</b>	<b>30</b>	<b>30</b>	<b>396</b>	<b>38</b>	<b>38</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>420</b>	<b>30</b>	<b>30</b>	<b>396</b>	<b>38</b>	<b>38</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities that were borrowed.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	Restructuring made					
	For the six months ended June 30					
	2019			2018		
				(unaudited)		
	Number of contracts	Debt balance before restructuring	Debt balance after restructuring	Number of contracts	Debt balance before restructuring	Debt balance after restructuring
<b>C. Troubled debt restructuring (Cont'd)</b>						
<b>Borrower activity in Israel</b>						
<b>Public - commercial</b>						
Construction and real estate - construction	15	2	2	8	1	1
Construction and real estate - real estate activities	1	1	1	1	1	1
Financial services	-	-	-	2	1	1
Commercial - other	181	39	39	129	38	37
<b>Total commercial</b>	<b>197</b>	<b>42</b>	<b>42</b>	<b>140</b>	<b>41</b>	<b>40</b>
Private individuals - housing loans	-	-	-	-	-	-
Private individuals - others	712	34	33	557	24	22
<b>Total public - activity in Israel</b>	<b>909</b>	<b>76</b>	<b>75</b>	<b>697</b>	<b>65</b>	<b>62</b>
Banks in Israel	-	-	-	-	-	-
Israeli government	-	-	-	-	-	-
<b>Total activity in Israel</b>	<b>909</b>	<b>76</b>	<b>75</b>	<b>697</b>	<b>65</b>	<b>62</b>
<b>Borrower activity abroad</b>						
<b>Public - commercial</b>						
Construction and real estate	-	-	-	-	-	-
Other commercial	-	-	-	-	-	-
<b>Total commercial</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-	-	-
<b>Total public - activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Banks abroad	-	-	-	-	-	-
Governments abroad	-	-	-	-	-	-
<b>Total activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>909</b>	<b>76</b>	<b>75</b>	<b>697</b>	<b>65</b>	<b>62</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>909</b>	<b>76</b>	<b>75</b>	<b>697</b>	<b>65</b>	<b>62</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities that were borrowed.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	Restructuring made and failed <sup>(2)</sup>			
	For the three months ended June 30			
	2019		2018	
			(unaudited)	
	Number of contracts	Balance of debt recorded	Number of contracts	Balance of debt recorded
<b>c. Troubled debt restructuring (Cont'd)</b>				
<b>Borrower activity in Israel</b>				
<b>Public - commercial</b>				
Construction and real estate - construction	4	-	4	-
Construction and real estate - real estate activities	-	-	1	-
Financial services	1	-	-	-
Commercial - other	24	3	34	5
<b>Total commercial</b>	<b>29</b>	<b>3</b>	<b>39</b>	<b>5</b>
Private individuals - housing loans	-	-	-	-
Private individuals - others	136	4	144	3
<b>Total public - activity in Israel</b>	<b>165</b>	<b>7</b>	<b>183</b>	<b>8</b>
Banks in Israel	-	-	-	-
Israeli government	-	-	-	-
<b>Total activity in Israel</b>	<b>165</b>	<b>7</b>	<b>183</b>	<b>8</b>
<b>Borrower activity abroad</b>				
<b>Public - commercial</b>				
Construction and real estate	-	-	-	-
Other commercial	-	-	-	-
<b>Total commercial</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Private individuals	-	-	-	-
<b>Total public - activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Banks abroad	-	-	-	-
Governments abroad	-	-	-	-
<b>Total activity abroad</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total public</b>	<b>165</b>	<b>7</b>	<b>183</b>	<b>8</b>
<b>Total banks</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total governments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>165</b>	<b>7</b>	<b>183</b>	<b>8</b>

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities that were borrowed.

(2) Debts that became debts in arrears of 30 days or more during the reported period which were restructured as problematic debts during the 12 months that preceded the date in which they became debts in arrears.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 2. Additional information regarding impaired debts (Cont'd)

	Restructuring made and failed <sup>(2)</sup>			
	For the six months ended June 30			
	2019		2018	
			(unaudited)	
	Number of contracts	Balance of debt recorded	Number of contracts	Balance of debt recorded
<b>c. Troubled debt restructuring (Cont'd)</b>				
<b>Borrower activity in Israel</b>				
<b>Public - commercial</b>				
Construction and real estate - construction	9	2	9	1
Construction and real estate - real estate activities	-	-	1	-
Financial services	2	-	1	1
Commercial - other	69	7	60	7
<b>Total commercial</b>	<b>80</b>	<b>9</b>	71	9
Private individuals - housing loans	-	-	-	-
Private individuals - others	255	7	264	6
<b>Total public - activity in Israel</b>	<b>335</b>	<b>16</b>	335	15
Banks in Israel	-	-	-	-
Israeli government	-	-	-	-
<b>Total activity in Israel</b>	<b>335</b>	<b>16</b>	335	15
<b>Borrower activity abroad</b>				
<b>Public - commercial</b>				
Construction and real estate	-	-	-	-
Other commercial	-	-	-	-
<b>Total commercial</b>	-	-	-	-
Private individuals	-	-	-	-
<b>Total public - activity abroad</b>	-	-	-	-
Banks abroad	-	-	-	-
Governments abroad	-	-	-	-
<b>Total activity abroad</b>	-	-	-	-
<b>Total public</b>	<b>335</b>	<b>16</b>	335	15
<b>Total banks</b>	-	-	-	-
<b>Total governments</b>	-	-	-	-
<b>Total</b>	<b>335</b>	<b>16</b>	335	15

(1) Credit to the public, credit to governments, deposits with banks and other debts, excluding bonds and securities that were borrowed.

(2) Debts that became debts in arrears of 30 days or more during the reported period which were restructured as problematic debts during the 12 months that preceded the date in which they became debts in arrears.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### B. Debts<sup>(1)</sup> (Cont'd)

#### 3. Additional information regarding housing loans

Year-end balances by financing ratio (LTV)(\*), repayment type, and interest type

	June 30, 2019 (unaudited)			
	Balance of housing loans			Total Off- balance sheet credit risk
	Total	Of which: bullet and balloon	Of which: floating interest rate	
First lien financing rate				
- Up to 60%	17,187	267	10,338	1,228
- Over 60%	7,244	64	4,557	583
Secondary lien or no lien	424	90	319	-
Total	24,855	421	15,214	1,811

	June 30, 2018 (unaudited)			
	Balance of housing loans			Total Off- balance sheet credit risk
	Total	Of which: bullet and balloon	Of which: floating interest rate	
First lien financing rate				
- Up to 60%	16,494	348	9,913	1,031
- Over 60%	6,766	72	4,347	496
Secondary lien or no lien	335	79	313	-
Total	23,595	499	14,573	1,527

	December 31, 2018 (audited)			
	Balance of housing loans			Total Off- balance sheet credit risk
	Total	Of which: bullet and balloon	Of which: floating interest rate	
First lien financing rate				
- Up to 60%	16,859	287	10,126	899
- Over 60%	7,078	71	4,487	411
Secondary lien or no lien	382	108	362	-
Total	24,319	466	14,975	1,310

\* Ratio of the approved credit facility, when the facility was provided, to the value of the asset, as approved by the Bank when the facility was provided.

## NOTE 12 - ADDITIONAL INFORMATION ABOUT CREDIT RISK, CREDIT TO THE PUBLIC AND PROVISION FOR CREDIT LOSSES (CONT'D)

(NIS million)

### C. Off-balance sheet financial instruments

	Balance of contracts <sup>(1)</sup>			Balance of provision for credit losses		
	30.6.19	30.6.18	31.12.18	30.6.19	30.6.18	31.12.18
	(unaudited)	(unaudited)	(audited)	(unaudited)	(unaudited)	(audited)
<b>Transactions the balance of which represents credit risk:</b>						
Documentary credit	172	297	281	1	1	1
Guarantees securing credit	879	869	881	7	11	8
Guarantees to home purchasers	2,770	2,885	2,716	5	10	5
Guarantees and other liabilities	4,194	3,989	4,020	27	25	23
Unutilized credit lines for derivatives instruments	2,372	2,240	2,405	-	-	-
Unutilized revolving credit and other on-call credit facilities	9,636	9,074	9,568	14	13	11
Irrevocable commitments to grant credit, not yet executed	4,769	5,144	5,273	3	4	7
Unutilized credit lines for credit card facilities	7,796	7,540	7,478	4	4	4
Facilities for the lending of securities	287	187	248	-	-	-
Required guarantees and collateral in respect of the Stock Exchange and Maof Clearing Houses	168	154	143	-	-	-
Commitments to issue guarantees	1,147	1,605	1,406	4	6	5

#### Transactions the stated amount of which does not represents credit risk:

Guarantees (including guarantees to the courts for claims which may arise upon the occurrence of certain events) and letters of indemnity<sup>(2)</sup>

84	74	80	-	-	-
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(1) Balance of contracts or their stated amounts at the end of the period, before provision for credit losses.

(2) In addition, the Bank provided the courts with letters of self-undertaking unlimited in amounts, given in connection with legal proceedings, in order to secure compensation for the damage to the defendants in the event that the action against them is dismissed or the legal proceedings terminated because of any other reason.

## NOTE 13 - ASSETS AND LIABILITIES ACCORDING TO LINKAGE BASES

(NIS million)

June 30, 2019 (unaudited)							
	Israeli currency		Foreign currency <sup>(1)</sup>				Total
	Non-linked	Linked to the consumer price index	U.S. dollar	Euro	Other	Non-monetary items <sup>(2)</sup>	
<b>Assets</b>							
Cash and deposits with banks	32,173	-	1,208	211	308	-	33,900
Securities	3,402	389	4,724	1,782	13	277	10,587
Securities which were borrowed	416	-	-	-	-	-	416
Credit to the public, net <sup>(3)</sup>	71,176	9,883	3,142	723	116	509	85,549
Credit to the government	54	630	-	-	-	-	684
Investee company	-	-	-	-	-	589	589
Premises and equipment	-	-	-	-	-	1,001	1,001
Intangible assets and goodwill	-	-	-	-	-	228	228
Assets in respect of derivative instruments	315	55	149	45	17	357	938
Other assets	627	2	15	1	-	530	1,175
<b>Total assets</b>	<b>108,163</b>	<b>10,959</b>	<b>9,238</b>	<b>2,762</b>	<b>454</b>	<b>3,491</b>	<b>135,067</b>
<b>Liabilities</b>							
Deposits from the public	87,961	5,894	14,557	3,552	1,240	512	113,716
Deposits from banks	737	-	177	29	11	-	954
Deposits from the Government	401	14	49	1	1	-	466
Bonds and subordinated capital notes	471	3,563	-	-	-	-	4,034
Liabilities in respect of derivative instruments	380	18	217	121	15	353	1,104
Other liabilities	5,282	167	60	5	3	571	6,088
<b>Total liabilities</b>	<b>95,232</b>	<b>9,656</b>	<b>15,060</b>	<b>3,708</b>	<b>1,270</b>	<b>1,436</b>	<b>126,362</b>
Difference	12,931	1,303	(5,822)	(946)	(816)	2,055	8,705
<b>Non-hedging derivatives</b>							
Derivative instruments (not including options)	(7,590)	93	5,616	1,005	876	-	-
Options in the money, net (in terms of underlying asset)	193	-	(110)	(67)	(16)	-	-
Options out of the money, net (in terms of underlying asset)	(145)	-	138	(3)	10	-	-
<b>Total</b>	<b>5,389</b>	<b>1,396</b>	<b>(178)</b>	<b>(11)</b>	<b>54</b>	<b>2,055</b>	<b>8,705</b>
Options in the money, net (present value of stated amount)	181	-	(91)	(64)	(26)	-	-
Options out of the money, net (present value of stated amount)	(988)	-	580	381	27	-	-

(1) Including linked to foreign currency.

(2) Including derivatives instruments which their underlying assets represent non-monetary item.

(3) After deduction of provisions for credit losses attributed to the linkage base.

# **NOTE 13 - ASSETS AND LIABILITIES ACCORDING TO LINKAGE BASES (CONT'D)**

(NIS million)

	June 30, 2018 (unaudited)						
	Israeli currency		Foreign currency <sup>(1)</sup>				
		Linked to the consumer price index				Non- monetary items <sup>(2)</sup>	Total
	Non-linked		U.S. dollar	Euro	Other		
<b>Assets</b>							
Cash and deposits with banks	31,147	47	1,441	284	171	-	33,090
Securities	3,766	772	5,395	1,727	14	245	11,919
Securities which were borrowed	550	-	-	-	-	-	550
Credit to the public, net <sup>(3)</sup>	68,426	9,665	3,168	889	395	408	82,951
Credit to the government	60	621	-	-	-	-	681
Investee company	-	-	-	-	-	585	585
Premises and equipment	-	-	-	-	-	1,031	1,031
Intangible assets and goodwill	-	-	-	-	-	227	227
Assets in respect of derivative instruments	170	55	582	60	21	375	1,263
Other assets	617	5	32	3	2	1,291	1,950
Assets held for sale	-	-	-	-	-	7	7
<b>Total assets</b>	<b>104,736</b>	<b>11,165</b>	<b>10,618</b>	<b>2,963</b>	<b>603</b>	<b>4,169</b>	<b>134,254</b>
<b>Liabilities</b>							
Deposits from the public	87,110	6,134	14,583	3,162	1,155	411	112,555
Deposits from banks	119	45	232	62	2	-	460
Deposits from the Government	477	82	51	2	1	-	613
Bonds and subordinated capital notes	705	4,307	-	-	-	-	5,012
Liabilities in respect of derivative instruments	196	17	464	66	9	372	1,124
Other liabilities	4,683	124	77	13	12	1,316	6,225
<b>Total liabilities</b>	<b>93,290</b>	<b>10,709</b>	<b>15,407</b>	<b>3,305</b>	<b>1,179</b>	<b>2,099</b>	<b>125,989</b>
Difference	11,446	456	(4,789)	(342)	(576)	2,070	8,265
<b>Non-hedging derivatives</b>							
Derivative instruments (not including options)	(5,397)	(150)	4,512	424	611	-	-
Options in the money, net (in terms of underlying asset)	15	-	123	(135)	(3)	-	-
Options out of the money, net (in terms of underlying asset)	(177)	-	115	59	3	-	-
<b>Total</b>	<b>5,887</b>	<b>306</b>	<b>(39)</b>	<b>6</b>	<b>35</b>	<b>2,070</b>	<b>8,265</b>
Options in the money, net (present value of stated amount)	(26)	-	199	(170)	(3)	-	-
Options out of the money, net (present value of stated amount)	(162)	-	592	(443)	13	-	-

(1) Including linked to foreign currency.

(2) Including derivatives instruments which their underlying assets represent non-monetary item.

(3) After deduction of provisions for credit losses attributed to the linkage base.

# **NOTE 13 - ASSETS AND LIABILITIES ACCORDING TO LINKAGE BASES (CONT'D)**

(NIS million)

	December 31, 2018 (audited)						
	Israeli currency		Foreign currency(1)				
		Linked to the consumer price index				Non- monetary items(2)	Total
	Non-linked		U.S. dollar	Euro	Other		
<b>Assets</b>							
Cash and deposits with banks	29,326	-	1,570	216	191	-	31,303
Securities	4,250	712	5,632	1,761	13	227	12,595
Securities which were borrowed	863	-	-	-	-	-	863
Credit to the public, net <sup>(3)</sup>	69,600	10,073	3,161	808	96	554	84,292
Credit to the government	71	622	7	-	-	-	700
Investee company	-	-	-	-	-	606	606
Premises and equipment	-	-	-	-	-	1,023	1,023
Intangible assets and goodwill	-	-	-	-	-	239	239
Assets in respect of derivative instruments	135	47	477	58	30	652	1,399
Other assets	653	5	13	3	1	425	1,100
<b>Total assets</b>	<b>104,898</b>	<b>11,459</b>	<b>10,860</b>	<b>2,846</b>	<b>331</b>	<b>3,726</b>	<b>134,120</b>
<b>Liabilities</b>							
Deposits from the public	86,317	5,858	14,845	3,004	1,119	554	111,697
Deposits from banks	1,003	-	121	23	3	-	1,150
Deposits from the Government	705	225	49	2	1	-	982
Bonds and subordinated capital notes	712	4,277	-	-	-	-	4,989
Liabilities in respect of derivative instruments	151	13	410	61	8	651	1,294
Other liabilities	4,918	137	64	12	6	458	5,595
<b>Total liabilities</b>	<b>93,806</b>	<b>10,510</b>	<b>15,489</b>	<b>3,102</b>	<b>1,137</b>	<b>1,663</b>	<b>125,707</b>
Difference	11,092	949	(4,629)	(256)	(806)	2,063	8,413
<b>Non-hedging derivatives</b>							
Derivative instruments (not including options)	(5,198)	96	4,151	96	855	-	-
Options in the money, net (in terms of underlying asset)	(139)	-	36	99	4	-	-
Options out of the money, net (in terms of underlying asset)	(251)	-	245	5	1	-	-
<b>Total</b>	<b>5,504</b>	<b>1,045</b>	<b>(197)</b>	<b>(56)</b>	<b>54</b>	<b>2,063</b>	<b>8,413</b>
Options in the money, net (present value of stated amount)	(254)	-	106	142	6	-	-
Options out of the money, net (present value of stated amount)	(876)	-	551	327	(2)	-	-

(1) Including linked to foreign currency.

(2) Including derivatives instruments which their underlying assets represent non-monetary item.

(3) After deduction of provisions for credit losses attributed to the linkage base.

## NOTE 14A - BALANCES AND FAIR VALUE ESTIMATES OF FINANCIAL INSTRUMENTS

(NIS million)

	June 30, 2019 (unaudited)				
	Stated in the	Fair value <sup>(1)</sup>			
	Balance Sheet	(1)	(2)	(3)	Total
<b>Financial assets</b>					
Cash and deposits with banks	33,900	656	33,231	12	33,899
Securities <sup>(2)</sup>	10,587	3,861	6,702	111	10,674
Securities which were borrowed	416	-	416	-	416
Credit to the public, net	85,549	2,358	302	83,448	86,108
Credit to the government	684	-	45	639	684
Assets in respect of derivative instruments	938	485	300	153	938
Other financial assets	679	543	-	135	678
Total financial assets	<sup>(3)</sup> 132,753	7,903	40,996	84,498	133,397
<b>Financial liabilities</b>					
Deposits from the public	113,716	3,043	79,499	30,695	113,237
Deposits from Banks	954	-	921	37	958
Deposits from the Government	466	109	305	60	474
Bonds and non-convertible subordinated capital notes	4,034	3,943	-	172	4,115
Liabilities in respect of derivative instruments	1,104	485	602	17	1,104
Other financing liabilities	4,839	847	325	3,665	4,837
Total financial liabilities	<sup>(3)</sup> 125,113	8,427	81,652	34,646	124,725
<b>Off balance sheet financial instruments</b>					
Transaction were the balance represents credit risk	35	-	-	35	35
<b>In addition, the liability in respect of employee rights, gross - pension and severance pay<sup>(4)</sup></b>	<b>936</b>	<b>-</b>	<b>-</b>	<b>936</b>	<b>936</b>

(1) Level 1 - fair value measurements using prices quoted in an active market.

Level 2 - fair value measurements using other significant observable data.

Level 3 - fair value measurements using significant unobservable data.

(2) For further details of the stated balance and the fair value of securities, see Note 5, "Securities".

(3) Of which: assets of NIS 12,607 million and liabilities of NIS 5,106 million, the stated balance of which is identical to their fair value (instruments reflected in the balance sheet at fair value). For further information regarding instruments measured at fair value on a recurring basis and on a non-recurring basis, see note 14B-14D.

(4) The liability is shown gross, without considering the plan assets managed against it.

**NOTE 14A - BALANCES AND FAIR VALUE ESTIMATES  
OF FINANCIAL INSTRUMENTS (CONT'D)**

(NIS million)

	Stated in the Balance Sheet	June 30, 2018 (unaudited)			
		Fair value <sup>(1)</sup>			Total
		(1)	(2)	(3)	
<b>Financial assets</b>					
Cash and deposits with banks	33,090	630	32,414	58	33,102
Securities <sup>(2)</sup>	11,919	4,682	7,159	129	11,970
Securities which were borrowed	550	-	550	-	550
Credit to the public, net	82,951	2,460	1,150	79,315	82,925
Credit to the government	681	-	51	629	680
Assets in respect of derivative instruments	1,263	511	393	359	1,263
Other financial assets	1,460	1,289	-	171	1,460
<b>Total financial assets</b>	<b>(3)131,914</b>	<b>9,572</b>	<b>41,717</b>	<b>80,661</b>	<b>131,950</b>
<b>Financial liabilities</b>					
Deposits from the public	112,555	2,070	*79,382	*30,520	111,972
Deposits from Banks	460	-	408	61	469
Deposits from the Government	613	295	257	70	622
Bonds and non-convertible subordinated capital notes	5,012	4,456	-	698	5,154
Liabilities held for sale	1,124	511	596	17	1,124
Other financing liabilities	5,109	1,485	1,150	2,472	5,107
<b>Total financial liabilities</b>	<b>(3)124,873</b>	<b>8,817</b>	<b>81,793</b>	<b>33,838</b>	<b>124,448</b>
<b>Off balance sheet financial instruments</b>					
Transaction were the balance represents credit risk	33	-	-	33	33
<b>In addition, the liability in respect of employee rights, gross - pension and severance pay<sup>(4)</sup></b>	<b>1,099</b>	<b>-</b>	<b>-</b>	<b>1,099</b>	<b>1,099</b>

\* Reclassified. Presented after distribution of demand deposit to terms of maturity.

(1) Level 1 - fair value measurements using prices quoted in an active market.

Level 2 - fair value measurements using other significant observable data.

Level 3 - fair value measurements using significant unobservable data.

(2) For further details of the stated balance and the fair value of securities, see Note 5, "Securities".

(3) Of which: assets of NIS 15,136 million and liabilities of NIS 4,977 million, the stated balance of which is identical to their fair value (instruments reflected in the balance sheet at fair value). For further information regarding instruments measured at fair value on a recurring basis and on a non-recurring basis, see note 14B-14D.

(4) The liability is shown gross, without considering the plan assets managed against it.

**NOTE 14A - BALANCES AND FAIR VALUE ESTIMATES  
OF FINANCIAL INSTRUMENTS (CONT'D)**

(NIS million)

	December 31, 2018 (audited)				
	Stated in the Balance Sheet	(1)	(2)	(3)	Fair value <sup>(1)</sup> Total
<b>Financial assets</b>					
Cash and deposits with banks	31,303	680	30,634	8	31,322
Securities <sup>(2)</sup>	12,595	4,917	7,575	135	12,627
Securities which were borrowed	863	-	863	-	863
Credit to the public, net	84,292	3,400	1,167	79,543	84,110
Credit to the government	700	-	76	623	699
Assets in respect of derivative instruments	1,399	805	342	252	1,399
Other financial assets	591	426	-	165	591
Total financial assets	<sup>(3)</sup> 131,743	10,228	40,657	80,726	131,611
<b>Financial liabilities</b>					
Deposits from the public	111,697	3,431	78,059	29,416	110,906
Deposits from Banks	1,150	-	1,146	14	1,160
Deposits from the Government	982	671	253	66	990
Bonds and non-convertible subordinated capital notes	4,989	4,574	-	495	5,069
Liabilities in respect of derivative instruments	1,294	804	477	13	1,294
Other financing liabilities	4,355	586	1,166	2,600	4,352
Total financial liabilities	<sup>(3)</sup> 124,467	10,066	81,101	32,604	123,771
<b>Off balance sheet financial instruments</b>					
Transaction were the balance represents credit risk	32	-	-	32	32
<b>In addition, the liability in respect of employee rights, gross - pension and severance pay <sup>(4)</sup></b>	1,109	-	-	1,109	1,109

(1) Level 1 - fair value measurements using prices quoted in an active market.

Level 2 - fair value measurements using other significant observable data.

Level 3 - fair value measurements using significant unobservable data.

(2) For further details of the stated balance and the fair value of securities, see Note 5, "Securities".

(3) Of which: assets of NIS 15,886 million and liabilities of NIS 5,986 million, the stated balance of which is identical to their fair value (instruments reflected in the balance sheet at fair value). For further information regarding instruments measured at fair value on a recurring basis and on a non-recurring basis, see note 14B-14D.

(4) The liability is shown gross, without considering the plan assets managed against it.

**NOTE 14A - BALANCES AND FAIR VALUE ESTIMATES  
OF FINANCIAL INSTRUMENTS (CONT'D)**

(NIS million)

**A. Fair value of financial instruments.**

The Note includes information regarding the fair value of financial instruments. There is no quotable "market value" for most of the financial instruments of the Bank since they are not traded in an active market. Therefore, the fair value is derived by accepted pricing models, such as discounting future cash flows at interest rates reflecting the credit risk inherent in the financial instrument.

Determination of fair value, estimated by discounting future cash flows and determining the relative interest rates is subjective. Furthermore, the fair value estimations for most of the financial instruments does not necessarily indicate the realizable value on the reporting date. The estimated fair value was calculated according to interest rates prevailing on balance sheet date and does not consider interest rate fluctuations. Given other interest rate assumptions fair value estimates may differ materially. This is mainly the case where financial instruments have fixed interest rates or do not bear interest.

In addition, in determining fair value, commissions to be received or paid as a result of the said transactions and tax effects, in respect of the gap between the fair value and the balances at the balance sheet, were not taken into consideration.

Furthermore, the difference between the balance sheet and the fair value amounts may not be realized as the Bank may hold the instruments until maturity. As a result of all of these it is necessary to emphasize that the data included in this note does not reflect the net worth of the Bank as a going concern. Also, as a result of the wide range of possible estimation techniques and methods, care should be taken when comparing fair value of different banks.

**NOTE 14A - BALANCES AND FAIR VALUE ESTIMATES  
OF FINANCIAL INSTRUMENTS (CONT'D)**

(NIS million)

**B. Principal methods and assumptions used for the calculation of the fair value estimates of financial instruments**

**Marketable securities** - According to their value in the principal market. Where there are several markets on which the instrument is traded, the assessment is made according to the most beneficial market.

**Credit to the public** - The fair value of the credit to the public balance was estimated according to discounting the future cash flows in an appropriate discount rate. The balance was separated into homogenous categories. The receipts in each category were discounted at a discount rate which reflects the risk inherent in the category. In general, this discount rate is determined according to the interest at which the Bank transacts similar business at the reporting date.

The fair value of impaired debts is assessed using discount rates that reflect the high credit risk inherent in such debts. In any event, such discount rates are not lower than the highest interest rate used by the Bank in transacting business at the reporting date.

Anticipated future cash flows in respect of impaired debts and other debts have been assessed after deducting the effect of accounting write-offs and of provisions for credit losses in respect of the debts.

Accounting write-offs and provisions for credit losses are attributed, where possible, to periods in which these debts had been classified (example: where the provision was assessed on a specific basis, by the present value of future cash flows). In the absence of such data, accounting write-offs and provisions for credit losses are attributed proportionally to the outstanding balance of credit according to maturity periods at end of the period.

Cash flows in respect of mortgages have been assessed according to the premature repayment forecast, which is based on a statistical model.

**Deposits and subordinate capital notes** - By discounting future cash flows according to interest rates used by the Group in raising similar deposits (if a quoted price on an active market is not available), or issuing similar capital notes, at reporting date. As regards bonds and subordinate debt notes that are traded as an asset on an active market, fair value is based upon quoted market prices or dealers' quotations for identical liability traded as an asset on an active market.

Cash flows in respect of demand deposits (current accounts balances) were spread based on statistical model for forecasting stable balances.

**Derivative financial instruments** - Derivative financial instruments for which an active market exists have been estimated at market value, and where several active markets exist, have been estimated according to the most beneficial market.

Derivative financial instruments for which no active market exists have been calculated according to models which are used by the Group in current activity and take into account the inherent risks of the financial instrument (market risk, credit risk, etc.).

**Off-balance sheet financial instruments and transactions the balance of which represents credit risk** - the fair value has been assessed in accordance with commission earned in similar transactions at the reporting date, adjusted in respect of the remaining period of the transaction and the credit quality of the counterparty.

## NOTE 14B - ITEMS MEASURED AT FAIR VALUE

(NIS million)

### A. Items measured at fair value on a recurrent basis

June 30, 2019 (unaudited)					
	Fair-value measurements using -			Effect of netting agreements	Balance sheet balance
	Prices quoted in an active market (level 1)	Other significant observable inputs (level 2)	Significant unobservable inputs (level 3)		
<b>Assets</b>					
Bonds available for sale and shares not for trading	2,168	6,389	-	-	8,557
Trading Securities	195	16	-	-	211
Assets in respect of derivative instruments	485	300	153	-	938
Others	2,901	-	-	-	2,901
Total assets	5,749	6,705	153	-	12,607
<b>Liabilities</b>					
Liabilities in respect of derivative instruments	485	605	17	-	1,107
Others	3,999	-	-	-	3,999
Total liabilities	4,484	605	17	-	5,106

June 30, 2018 (unaudited)					
	Fair-value measurements using -			Effect of netting agreements	Balance sheet balance
	Prices quoted in an active market (level 1)	Other significant observable inputs (level 2)	Significant unobservable inputs (level 3)		
<b>Assets</b>					
Securities available for sale	2,923	6,867	-	-	9,790
Trading Securities	304	30	-	-	334
Assets in respect of derivative instruments	511	393	359	-	1,263
Others	3,749	-	-	-	3,749
Total assets	7,487	7,290	359	-	15,136
<b>Liabilities</b>					
Liabilities in respect of derivative instruments	511	599	17	-	1,127
Others	3,850	-	-	-	3,850
Total liabilities	4,361	599	17	-	4,977

December 31, 2018 (audited)					
	Fair-value measurements using -			Effect of netting agreements	Balance sheet balance
	Prices quoted in an active market (level 1)	Other significant observable inputs (level 2)	Significant unobservable inputs (level 3)		
<b>Assets</b>					
Securities available for sale	2,873	7,250	1	-	10,124
Trading Securities	482	55	-	-	537
Assets in respect of derivative instruments	805	342	252	-	1,399
Others	3,826	-	-	-	3,826
Total assets	7,986	7,647	253	-	15,886
<b>Liabilities</b>					
Liabilities in respect of derivative instruments	804	480	13	-	1,297
Others	4,689	-	-	-	4,689
Total liabilities	5,493	480	13	-	5,986

**NOTE 14B - ITEMS MEASURED AT FAIR VALUE (CONT'D)**

(NIS million)

**B. Items measured at fair value on a non-recurrent basis**

<b>June 30, 2019 (unaudited)</b>					
	Level 1	Level 2	Level 3	Total fair value	Total loss for the six months ended June 30, 2019
Investment in shares	-	25	-	25	-
Impaired credit the collection of which is contingent on collateral	-	-	43	43	(5)

<b>June 30, 2018 (unaudited)</b>					
	Level 1	Level 2	Level 3	Total fair value	Total loss for the six months ended June 30, 2018
Impaired credit the collection of which is contingent on collateral	-	-	49	49	(3)

<b>December 31, 2018 (audited)</b>					
	Level 1	Level 2	Level 3	Total fair value	Total loss for the year ended December 31, 2018
Impaired credit the collection of which is contingent on collateral	-	-	48	48	(4)

# **NOTE 14C - CHANGES IN ITEMS MEASURED AT FAIR VALUE ON A RECURRENT BASIS INCLUDED IN LEVEL 3**

(NIS million)

For the three months ended June 30, 2019 (unaudited)								
	Fair value as at March 31, 2019	Profits (losses) realized and unrealized Included in the profit and loss statement <sup>(1)</sup>	Purchases	Payments	Transfers to level 3, gross	Transfer from level 3, gross	Fair value as at June 30, 2019	Unrealized profits (losses) in respect of instruments held as at June 30, 2019
<b>Assets</b>								
Assets in respect of derivative instruments	143	180	11	(181)	-	-	153	51
<b>Liabilities</b>								
Liabilities in respect of derivative instruments	14	(4)	-	(1)	-	-	17	(4)

For the three months ended June 30, 2018 (unaudited)								
	Fair value as at March 31, 2018	Profits (losses) realized and unrealized Included in the profit and loss statement <sup>(1)</sup>	Purchases	Payments	Transfers to level 3, gross	Transfer from level 3, gross	Fair value as at June 30, 2018	Unrealized profits (losses) in respect of instruments held as at June 30, 2018
<b>Assets</b>								
Assets in respect of derivative instruments	328	625	18	(612)	-	-	359	210
<b>Liabilities</b>								
Liabilities in respect of derivative instruments	17	(1)	-	(1)	-	-	17	(1)

For the six months ended June 30, 2019 (unaudited)								
	Fair value as at December 31, 2018	Profits (losses) realized and unrealized Included in the profit and loss statement <sup>(1)</sup>	Purchases	Payments	Transfers to level 3, gross	Transfer from level 3, gross	Fair value as at June 30, 2019	Unrealized profits (losses) in respect of instruments held as at June 30, 2019
<b>Assets</b>								
Assets in respect of derivative instruments	252	271	29	(399)	-	-	153	56
<b>Liabilities</b>								
Liabilities in respect of derivative instruments	13	(5)	-	(1)	-	-	17	(6)

For the six months ended June 30, 2018 (unaudited)								
	Fair value as at December 31, 2017	Profits (losses) realized and unrealized Included in the profit and loss statement <sup>(1)</sup>	Purchases	Payments	Transfers to level 3, gross	Transfer from level 3, gross	Fair value as at June 30, 2018	Unrealized profits (losses) in respect of instruments held as at June 30, 2018
<b>Assets</b>								
Assets in respect of derivative instruments	276	1,111	34	(1,062)	-	-	359	213
<b>Liabilities</b>								
Liabilities in respect of derivative instruments	42	(1)	-	(26)	-	-	17	(1)

**NOTE 14C - CHANGES IN ITEMS MEASURED AT FAIR VALUE  
ON A RECURRENT BASIS INCLUDED IN LEVEL 3 (CONT'D)**

(NIS million)

For the year ended December 31, 2018 (unaudited)								
	Fair value as at December 31, 2017	Profits (losses) realized and unrealized Included in the profit and loss statement <sup>(1)</sup>	Purchases	Payments	Transfers to level 3, gross	Transfer from level 3, gross	Fair value as at December 31, 2018	Unrealized profits (losses) in respect of instruments held as at December 31, 2018
<b>Assets</b>								
Assets in respect of derivative instruments	276	2,011	66	(2,101)	-	-	252	118
<b>Liabilities</b>								
Liabilities in respect of derivative instruments	42	2	-	(27)	-	-	13	2

(1) Realized profits (losses) are included in the profit and loss statement in the item non interest financing income.

**NOTE 14D - QUANTITATIVE INFORMATION ON ITEMS MEASURED  
AT FAIR VALUE INCLUDED IN LEVEL 3**

As of June 30, 2019 (unaudited)					
	Value Assessment technique	Unobservable inputs	Fair value	Average	Range
			(NIS million)		in %
A. Items measured at fair value on a recurrent basis					
Assets					
Assets in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI linked interest	6	(0.75)	(0.87)-3.15
Interest rate contract: other	Discounted cash flow	Counter-party credit risk	13	1.44	1.10-1.55
Foreign currency contracts	Discounted cash flow	1. CPI-linked interest	50	(1.10)	(1.18)-(0.09)
		2. Counter-party credit risk	84	1.31	0.90-4.52
Liabilities					
Liabilities in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI-linked interest	5	(0.85)	(0.87)-(0.78)
Foreign currency contracts	Discounted cash flow	CPI-linked interest	12	(0.96)	(1.18)-(0.30)
B. Items measured at fair value on a non-recurrent basis					
Impaired credit the collection of which is contingent on collateral	Collaterals value		43		

As of June 30, 2018 (unaudited)					
	Value Assessment technique	Unobservable inputs	Fair value	Average	Range
			(NIS million)		in %
A. Items measured at fair value on a recurrent basis					
Assets					
Assets in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI linked interest	25	(0.45)	(0.94)-(0.20)
Interest rate contract: other	Discounted cash flow	Counter-party credit risk	9	1.47	1.10-1.55
Foreign currency contracts	Discounted cash flow	1. CPI-linked interest	53	(0.76)	(1.13)-(0.13)
		2. Counter-party credit risk	272	1.20	0.90-4.81
Liabilities					
Liabilities in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI-linked interest	5	(0.11)	(0.67)-1.82
Foreign currency contracts	Discounted cash flow	CPI-linked interest	12	(0.61)	(1.11)-(0.13)
B. Items measured at fair value on a non-recurrent basis					
Impaired credit the collection of which is contingent on collateral	Collaterals value		49		

**NOTE 14D - QUANTITATIVE INFORMATION ON ITEMS MEASURED  
AT FAIR VALUE INCLUDED IN LEVEL 3 (CONT'D)**

As of December 31, 2018 (audited)					
	Value Assessment technique	Unobservable inputs	Fair value	Average	Range
			(NIS million)		in %
A. Items measured at fair value on a recurrent basis					
Assets					
Assets in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI linked interest	3	(0.32)	(1.01)-(0.01)
Interest rate contract: other	Discounted cash flow	Counter-party credit risk	9	1.49	1.10-1.55
Foreign currency contracts	Discounted cash flow	1. CPI-linked interest	44	(0.67)	(1.40)-0.04
		2. Counter-party credit risk	196	1.30	0.90-4.76
Liabilities					
Liabilities in respect of derivative instruments:					
Interest rate contract: NIS-CPI	Discounted cash flow	CPI-linked interest	3	(0.31)	(0.40)-(0.01)
Foreign currency contracts	Discounted cash flow	CPI-linked interest	10	(0.57)	(1.40)-0.04
B. Items measured at fair value on a non-recurrent basis					
Impaired credit the collection of which is contingent on collateral	Collaterals value		48		

Qualitative information in respect of items measured at fair value included in level 3

- Interest linked to the CPI- a change in the forecasted inflation rate will affect the fair value of CPI transaction, so an Increase (decrease) in the forecasted inflation rate will lead to an increase (decrease) in the fair value in accordance to the Bank's CPI position.
- Counter-party credit risk- a change in the credit risk of the counter-party to the transaction, so when the credit risk of the counter-party will be high/low, the value of the transaction will be high/low.

**NOTE 15 –UPDATE REGARDING COLLECTIVE LABOR AGREEMENTS**

Collective labor agreements are in effect at the Bank, which link certain employment terms of Bank employees to agreements signed by the Management of Bank Leumi of Israel LTD (hereinafter – "BLL") with the union of BLL employees. On July 29, 2019, BLL announced the signing of a special collective labor agreement with the union of BLL employees for the years 2019-2022.

For conservative reasons and subject to the outcome of the negotiations regarding the implementation by the Bank of the said agreement, a provision is included in this quarter with respect to the first half of the year.

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# Corporate Governance, Additional Information and Appendices to the Annual Report

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## **DISCLOSURE OF THE INTERNAL AUDITOR**

Details regarding the Internal Auditor of the Bank (which also serves as the Internal Auditor in Massad Bank), including the working plan of the internal auditor department, conduct of the audit and the internal audit reports, were published in the annual financial statements for 2018.

The report of the internal audit for the year 2018 was discussed in the audit committee of the Bank on April 16, 2019.

## **MEETINGS OF THE BOARD OF DIRECTORS AND ITS COMMITTEES**

During January-June 2018, the Bank's Board of Directors held 15 meetings in plenary session and 25 meetings of its various Board Committees.

## **APPOINTMENTS AND RETIREMENTS**

On July 30, 2019, the Board of Directors of the Bank approved appointments and changes in the organizational structure of the Bank, which will come into effect at dates to be determined, as follows:

- A. Bentzi Adiri, CPA, member of Management, serving as the head of Risk Management Division and CRO, will pass to serve as the head of Resources division, instead of Mr. Yossi Levi, which is expected to retire during the year.
- B. Eli Cohen, CPA, serving as the manager of the planning and efficiency department in the Bank, will be appointed as member of Management, and will serve as head of Risk Management Division and CRO, and will replace in this office Bentzi Adiri, CPA.
- C. The financial sub-division at the Bank will be eliminated, and its operations will be integrated as a department within the Resources division, headed by Bentzi Adiri, CPA.

## TRANSACTIONS WITH INTERESTED PARTIES

### a. Amendments to the Securities Regulations (Periodic and immediate reports), 1970 -

#### Reporting of transactions with controlling interests

No changes occurred during the reported period in the rules regarding the reporting of transactions with controlling interests, as detailed in the Chapter on corporate governance, transactions with interested parties, contained in the financial statements for the year 2018.

### b. Determination of criteria regarding transactions of the Bank with interested parties

No changes occurred during the reported period in the said criteria, as detailed in the Chapter on corporate governance, transactions with interested parties, contained in the financial statements for the year 2018.

### c. Transactions with controlling interests or where the controlling interests have a personal interest therein, which were approved during the reported year in accordance with Section 270(4) and/or 267A of the Companies Act (including framework transactions that are still in effect at date of reporting and transactions approved under the Companies Regulations (Relief for transactions with interested parties), 2000 (hereinafter - "the Relief Regulations")):

For details of the transactions see the Chapter on corporate governance, transactions with interested parties, contained in the financial statements for the year 2018. It should be noted, in respect of item c.2. in this chapter, that On August 1, 2019, Mrs. Dagan retired, who is related to controlling shareholder at the Bank, and she is no longer employed by the Bank.

### d. Additional information on transactions with interested parties

Set out below is a collation of data concerning banking transactions that were conducted by the Bank and companies under its control with the controlling owners at the Bank (including their relatives and companies in which controlling owners at the Bank are interested parties), including data concerning transactions conforming to the criteria that were determined with respect to negligible transactions, contained in the financial statements for the year 2018 (NIS thousand):

Indebtedness	Credit	Investment in bonds	Fair value of derivatives	Total balance-sheet monetary indebtedness	Unutilized credit balance	Guarantees granted by Bank for securing credit to a controlling owner or to a party related thereto	Guarantees granted to Bank by controlling owner in favor of third party	Indebtedness of controlling owner in respect of transactions in derivatives	Total
NIS thousand									
Indebtedness of others <sup>(1)</sup>									
June 30, 2019	144	-	-	144	455	-	-	-	599
December 31, 2018	112	-	-	112	317	-	-	-	429

Deposits	June 30, 2019		December 31, 2018	
	Balance on balance-sheet date	Highest balance during period <sup>(3)</sup>	Balance on balance-sheet date	Highest balance during period <sup>(3)</sup>
NIS thousand				
Deposits of others <sup>(1)</sup>	5,292	22,157	10,928	27,461

(1) Relatives of controlling shareholders of the Bank. As the term relative is defined in the Banking Law (licensing)-1981.

(2) On the basis of balances at the end of each day.

## **DETAILS OF THE OWNERS OF CONTROL IN THE BANK**

FIBI Holdings Ltd. owns 48.34% of the issued share capital and voting rights in the Bank (a rate comprising the control core in accordance with the control permit granted by Bank of Israel). The controlling shareholders of FIBI are Mr. Zadik Bino and his children, Messrs. Gil Bino, Hadar Bino-Shmueli and Daphna Bino-Or (hereinafter - "the Bino Family"), Messrs. Michael and Helen Abeles and Messrs. Barry Lieberman, Casey Lieberman-Harris, Lee Lieberman and Joshua Lieberman (each of the said groups through corporations under their full control: Binohon Ltd., Instanz No. 2 Ltd. and Dolphin Energies Ltd.). The controlling shareholders are party to various arrangements concerning their holdings in FIBI, and indirectly, at the Bank, as detailed in the Chapter "Details regarding the stakeholders in the Bank" in the financial report for 2018.

During the first quarter of 2019 FIBI reported that Instanz No. 2 sold part of its holding in FIBI. In accordance with FIBI's reports as of March 31, 2019, the holdings of the controlling stakeholders in FIBI (in equity and voting) are as follows: Binohon – 28.54%, Instanz No. 2 Ltd. – 11.68% and Dolphin Energies Ltd - 11.68%.

## ADDITIONAL INFORMATION

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## LABOR RELATIONS AT THE BANK

Two labor organizations exist at the Bank: the union of managers and signatories the clerks union.

Collective labor agreement are in effect at the Bank, which link to a certain extent, the employment terms of the clerks, managers and signatories to those agreed upon by the Management of Bank Leumi and the unions of its employees.

- A. The managers and signatories submitted on March 14, 2017, a party motion in the collective dispute, in which they request temporary and permanent relief against the continuing efficiency measures at the Bank, while requesting the Tribunal to instruct the Bank to enter into negotiations with them towards the signing of a collective agreement as regards everything relating to the implications of the efficiency measures on the managers and signatories. Two sessions for the hearing of evidence had been held and a timetable was fixed for submission of the summing-up briefs which ended in November 2018. The hearing of this case was stayed within the framework of an agreement dated September 5, 2018, as long as negotiations between the parties continue, and a report to the Tribunal regarding the progress made, has to be submitted by August 15, 2019.
- B. On January 8, 2019, the representative committee of Otzar Hachayal employees together with the Federation of Labor filed a party motion regarding the collective dispute as well as a plea for urgent relief in the matter of the placement of Otzar Hachayal managers at the Bank. The Tribunal denied the issue of an Order and instructed the parties to enter negotiations, which continued until recently. Following the request of the representative committee of Otzar Hachayal employees and the Federation of Labor for the renewal of the hearing of the party motion regarding everything relating to the definition of the status of "managers" at Otzar Hachayal as "managers" at the Bank, and as regards everything relating to the separate and independent status of the representative committee, the case moved to the summing-up stage. Summing-up briefs have been submitted on behalf of the Bank and of the employees, and the parties are now awaiting the verdict.
- C. Bank Leumi announced on July 29, 2019, the signing of a special collective labor agreement with the union of Bank Leumi employees for the years from 2019 to 2022. For additional details, see Note 15 to the financial statements.

## **LEGISLATION REGARDING LIMITATIONS, STANDARDS AND SPECIAL CONSTRAINTS AFFECTING THE BANK GROUP**

Set out below are brief details of the principal legislative changes and legislative initiatives relevant to the period of the report, which have an effect on or are likely to have a material effect on the Bank's activity.

### **BANKING**

#### **Banking Rules (Customer service) (Commission fees) (Amendment), 2019**

The Rules, which were published on May 1, 2019, include several amendments, the essence of which is the duty, at the initiative of the bank, to attach a customer being a small business or an "authorized dealer" to the commission fee channel most suitable for him, where, in accordance with the test determined in the rules, the customer may benefit from savings in commission fee charges as a result of joining the channel; the duty, at the initiative of the bank, of updating the test stated in the Rules for the attachment of a senior citizen or a handicapped customer to the basic commission fee channel; the addition of commission fees to the pricelist in respect of new special services, as well as the updating of the rules regarding the presentation of the pricelist (including with respect to the manner of obtaining the pricelist – either at the branch office or by way of the communication channels offered by the Bank and through a link appearing on the home page of the Internet website of the Bank) and presentation of information regarding commission fees. The implementation of the amendment is not likely to materially affect the result of operations of the Bank.

#### **Consumer Protection Act (Amendment No. 57), 2018**

The Act, which was published on July 25, 2018, includes an amendment to the Banking Act (Customer service), 1981, according to which, a banking corporation that operates a telephonic service, which includes an automatic call routing service, shall provide professional human response to the customer with respect to at least the following types of service: treatment of a failure, information regarding an account, termination of engagement.

In addition, the amendment requires that the waiting time for obtaining a professional human response in respect of the said services, shall not exceed six minutes from beginning of the call, and that the customer shall not be referred to a "leave a message" service unless he chooses to do so. The Supervisor of Banks is authorized to instruct that a banking corporation may deviate from the above stated waiting time, by a ratio of the total approaches made during a period determined by it, or by a period of time stated by it. The Act takes effect one year following its date of publication.

Under the power invested in it by the Act, Bank of Israel published on June 12, 2019, Proper Conduct of Banking Business Directive No. 426 in the matter of providing professional human telephone response, according to which, banking corporations would be allowed to deviate from the waiting time stated in the Act by a ratio of the telephone calls as stated in the Directive. Furthermore, the Directive gives effect to the duty of granting preference in the line for service to a senior citizen, and defines requirements for the monitoring and control over the format of response by the telephone call center, as well as with respect to the publication of details on the Internet website of the banking corporation.

The Bank is preparing for the implementation of the Act.

## **Payment Services Act, 2019**

The Act was published on January 9, 2019. It follows the recommendations contained in the report of the interministerial committee for the promotion of use of advanced means of payment, and establishes a comprehensive and uniform regulation of the use of payment services and means of payment and also replaces the Charge Cards Act, 1986. The Act is adapted to the technological developments in the field of payment services, and is also based on the European regulations in accordance with the principles stated in the Payment Service Directive (PSD).

The Act regulates two principal contractual systems:

- Between "the provider of payment services" (an issuer of payments means or a manager of a payment account) and the payer.
- Between "the provider of payment services" (a clearing agent or manager of a payment account) and "the beneficiary" (receiver of the payment).

The payment services to which the Act applies are the issuance of means of payment, settlement of a payment transaction and the management of a payment account. It has a wide application as regards the Bank, which includes also payment services within the framework of certain operations performed in current accounts.

The Act relates to the material instructions and to consumer protection in the field of payment services, and determines instructions with respect to the following principal subjects: payment services contract (the manner of entering into agreement, its contents, validity and termination), proper disclosure and prevention of misrepresentation, payment operation (performance, termination thereof and responsibility for) stopping the use of means of payment, misuse of the means of payment, authorization to charge an account or payment means, manner of execution of a payment order, determination of criminal proceedings and monetary sanctions in respect of certain violations of the provisions of the Act. The Act prohibits the subjecting of its provisions to conditions, unless they are in favor of the customer, except in the case of a customer conducting a business, the annual sales turnover of which exceeds NIS 30 million.

The Act shall enter into effect one year following the date of its publication ("the effective date"), and the Minister of Justice has the authority to defer the effective date by one additional year at the most. The Act shall apply also to means of payment issued prior to its effective date and to charging authorizations made prior to the effective date, subject to the transitional instructions determined in this matter. In addition, the Act requires that until the effective date, certain items contained in existing payment services contracts should be amended.

At this stage it is not possible to quantify the impact of the Act on the Bank Group.

## **Proper Conduct of Banking Business Directive No. 470 in the matter of charge cards**

In accordance with amendments to the Directive published on July 2, 2018:

- an issuer being a banking corporation shall deliver to the operator of the issue the proceeds in respect of all the transactions made through use of the charge card that had been issued by it, in accordance with the date/dates determined in the cross-settlement agreement, irrespective of the charge date of the customer or the identity of the clearing agent, to whom the operator of the issue delivers the proceeds. The effective date of the Directive with respect to the proceeds that the operator of the issue is required to deliver to the clearing agent, is fixed for February 1, 2019.
- All banks and issue operators are required to submit to the Supervisor of Banks the new operating agreements (including renewal of an existing agreement, which in the opinion of the bank or the issue operator had been materially amended) which would be signed until January 31, 2022. A bank having a wide scope of operations is required to obtain the approval of the Supervisor of Banks to a new agreement (this requirement does not apply to the Bank). This Directive takes effect on date of publication.

In accordance with amendnemts to the Directive published on November 21, 2018:

- An arrangement has been determined with respect to the implementation of the provisions of the Increase in Competition and Reduction in Concentration in the Banking Market in Israel (Legislation amendments), 2017 in the

matter of the presentation of information by a bank with respect to all charge cards held by the customer, payment in respect of which is made by way of charging the account of the customer (including off-banking cards).

- With respect to the above amendment, the Banking Regulations (Customer service) (Transfer of information from the issuer to the banking corporation), 2018, were published on February 3, 2019, which regulate the details of information that the issuer has to provide to the banking corporation, the dates on which such information has to be transferred and the manner of transfer. The Regulations take effect on January 31, 2020.
- The duty of the issuer to provide the customer with information has been updated and expanded with respect to transactions made by the customer by use of a charge card. The information is to be provided via the communication channels made available to the customers, and at least through the issuer's Internet website and through the cellular application.
- The permit granted to credit card companies to send the charge card agreement to the customer using any means of delivery in practice by the company, and not only by regular mail, has been expanded.

The effective date of these amendments is January 31, 2020.

Application of the Directive is not expected to have a material effect on the results of operations of the Bank.

#### **Proper Conduct of Banking Business Directive No. 367 – online banking**

An amendment to the Directive was published on May 7, 2019, the essence of which is the application of the provisions of the Directive to banking services provided by facsimile and mitigation in the requirements regarding identification means and verification upon the transfer of funds to beneficiaries.

#### **Proper Conduct of Banking Business Directive No. 359A - Outsourcing**

The Directive was published by Bank of Israel on October 8, 2018, with the aim of determining principles for the outsourcing of different operations while minimizing exposure to potential risks inherent in outsourcing.

The Directive applies where a banking corporation engages a third party on a continuous basis, to perform material operations included in the line of business of the banking corporation in accordance with the Banking Act (Licensing), in its name and on its behalf. The definition of an operation as "material" shall be determined by the banking corporation in accordance with considerations as detailed in the Directive. The application of the Directive by a banking group shall be based on the risk assessment of the banking corporation.

In accordance with the Directive, outsourcing is not permitted with respect to the duties of the board of directors and senior management, as well as decisions requiring discretion as regards matters that include, inter alia, the opening or closing of customer accounts and underwriting activity regarding loans, unless the terms stated in the Directive are in effect. Moreover, terms are stated for the outsourcing of an initiated approach to households offering credit and the possibilities of banking corporations to engage brokers have been enlarged.

The Directive imposes duties on the board of directors, general management and the internal audit, and, inter alia, requires due diligence review of the provider of the service, regularizing the outsourcing by way of a written agreement and formation of a comprehensive program for the management of outsourcing risks as well as a business continuity plan.

The Directive is to take effect on March 31, 2020, with the possibility of earlier application.

The Bank is preparing accordingly.

#### **Draft amendment to Proper Conduct of Banking Business Directive No. 325 – Management of credit facilities**

An updated draft for the amendment of the Directive was published on October 28, 2018, the essence of which is the expansion of the application of the Directive also to credit facilities extended by means of credit cards. In addition to the expansion of the application, several requirements contained in the Directive relating to the credit agreement and to deviations from the credit facility, were also updated, as well as the addition of requirements relating to the providing of notices regarding the manner of utilizing the credit facilities through current accounts and credit cards.

## **CREDIT AND COLLATERAL**

The Act and the Bill discussed below offer a significant reform in collateral and insolvency laws, and includes, inter alia, possible impairment in the rights of secured creditors and in the ability to collect debts.

### **The Insolvency and Economic Recovery Act, 2018**

The Act was published on March 15, 2018, and will enter into effect following eighteen months from date of its publication. The Act includes transitional instructions regarding different issues, including with respect to floating pledges. The Act consolidated under one cover (fundamental and organizational) the different insolvency statutes, which are at present found in a number of different Acts. The Act comprises a wide scope reform, which includes many changes regarding many issues found in the existing statutes, and imposes on the Bank, as a secured creditor, various restrictions, including in respect of the realization of collateral securing credit extended prior to the publication of the Act. While in the past, the principal aim of the legislation as regards repayment statutes was to achieve the repayment of the debt to the different creditors, the principal aim of the new Act has been materially changed to that of the financial recovery of the debtor. This aim is reflected throughout the provisions of the new Act.

Among other things, the Act includes the following innovations: the definition of insolvency would be based on the cash flow test instead of the assets and liabilities test in practice today; a debt secured by a floating charge shall be collected from the pledged assets up to a maximum of 75% of their value. The balance of the debt secured by a floating charge shall turn into a regular debt of a status equal to that of all the other regular debts; payments received on account of a debt shall be credited according to the following order: the principal of the debt, contractual interest subject to the provisions of the Act, under certain conditions, and finally also interest in arrears; interest in arrears accumulated in favor of a secured creditor after the date of the insolvency Order, shall not be considered a secured debt, and shall be paid only after repayment of the debt of the regular creditors; A regular creditor is not entitled to the payment of interest in arrears accumulated in his favor after the date of the insolvency Order; the list of preferential debts has been changed; the threshold of entry into insolvency proceedings has also been changed; A plan for the economic recovery of an individual would be determined for a period of three years, at the end of which, an individual complying with the conditions of the plan would obtain an exemption, and cases may occur in which an individual may receive an immediate exemption; the creditor no longer has the right to determine the type of proceedings to be taken against the debtor, these being now decided by the Court on the merits of the case; the influence of the secured creditor over the appointment of the office holder, even in the case of realization of an asset pledged in his favor, is negligible, if at all; as a general rule, a future creditor shall not have the right to apply for the institution of insolvency proceedings, and more.

The Bank is preparing accordingly.

### **The Pledge Bill, 2015**

On July 17, 2015, the Pledge Bill passed its first reading by the Knesset, and on May 29, 2018, the Constitution, Law and Justice Committee of the Knesset began discussion of the Bill. The Bill includes material changes regarding the pledge statutes, inter alia, as detailed below: the right of an individual to pledge an asset not yet in his possession or even an asset that has not yet come into existence; revocation of the concept of a "floating pledge" - the borrower company would be able to create a fixed pledge upon its future assets, and the status of such pledge would not be automatically inferior to specific pledges; cancellation of the possibility of a creditor to limit the power of the debtor to effect transactions regarding the pledged asset, and more.

## **COMPETITION**

### **Credit Data Act, 2016**

This Act was published on April 12, 2016 and entered into effect on April 12, 2019. In accordance with the Act, Bank of Israel has established and is managing a credit data base, which includes data gathered by Bank of Israel, inter alia, from information sources that have the duty under the Act to provide such information, including banking corporations. This data is transferred to credit offices, which, at the request of credit providers, including requests from banking corporations, may provide a comprehensive credit report regarding the customer, or indication as to whether the credit provider should enter into a credit transaction with the customer. The credit offices also monitor the financial condition of the borrower throughout the life of the credit transaction, subject to the terms stated in the Act.

The Act also regulates the right of the customer not to be included at his request in the credit data base, or to request that data applying to him shall not be provided for the purpose of the preparation of a credit report in his respect. It also grants him the right to receive a summary statement of the data in his respect existing in the data base. The act determines criminal sanctions in respect of the violation of a part of its provisions, as well as imposes personal responsibility on company officers in respect of the violation of the said provisions. The Act also authorizes the officer in charge of credit data sharing, appointed by the Governor of Bank of Israel, to impose monetary sanctions in respect of violation of his instructions, as stated in the Act.

### **Regulation of Off-banking Loans Act (Amendment No. 5), 2017**

Amendment No. 5 of this Act was published on August 9, 2017. Inter alia, the Amendment changed also the name of the Act to the Fair Credit Act, 1993 (hereinafter - "the Act").

The Amendment to the Act was passed on background of the recommendations of the team examining the increase of competition in the banking sector, with the aim of equalizing the norms applying to non-institutional lenders to those applying to institutional lenders, including banks. The Amendment states maximum amounts with respect to the cost of credit and maximum rates of interest applying to credit in arrears, and in addition, all the provisions of the Act, including instructions relating to the granting and collection of credit, apply now to the institutional bodies including the banks. The Amendment to the Act imposes criminal and administrative sanctions in respect of the different violations of the Act. The Act applies to individual borrowers only, though the Minister of Finance has the authority to expand its application also to corporations of a class to be determined. The Amendment will take effect on August 25, 2019 and will apply to contracts signed as from this date onwards.

The Bank is preparing for the implementation of the Act.

In addition, the Regulation of Off-Banking Loans Regulations, 2018, were published on February 25, 2019, whereby certain classes of credit transactions were excepted from the Fair Credit Act, due to the fact that such transactions do not fulfill the purpose of the Act, and certain classes and amounts of expenses incurred in order to extend loans are not to be included in the computation of the actual cost.

### **Proper Conduct of Banking Business Directive No. 449 - Simplifying agreements with customers**

The Directive, which was published on July 10, 2018, is aimed at determining a structure and rules for the simplification of bank agreements for the granting of loans, forming the implementation of Section 3(d) to the Fair Credit Act discussed above. The Directive states that a banking corporation has to present to the customer, in a summarized and concised form on the first page of the agreement, the variable and material terms applying to the specific engagement with the customer. The date on which the Directive takes effect was fixed for the date on which the said Fair Credit Act takes effect. The Bank is preparing for the implementation of the Directive.

**The Economic Program Act (Legislation amendments for the implementation of the economic policy for the 2019 budget year), 2018 (hereinafter – "the Act")**

**Chapter "B": Banking - transfer of accounts between banks**

The Act, which was published on March 22, 2018, amends, inter alia, the Banking Act (Customer service), 1981, with the aim of reducing the existing barriers in the banking market, which make difficult the movement of customers between banks. The Act requires banks to enable customers to transfer, in an online, convenient, reliable and secured manner, their financial operations from the bank in which it is conducted to the accepting bank, without charging the customer a fee for such process and within seven business days from the date on which the first bank had received notice from the accepting bank approving the customer's request.

The Governor of Bank of Israel, with the consent of the Minister of Finance, may determine that the said instructions shall not apply to certain banks (a bank having a low volume of operations, the value of its assets not exceeding 5% of the total assets of all banks, and also an online bank), or determine that the instructions shall apply at the end of a period to be determined by the Governor, or that they shall apply to such banks only as an accepting bank or as an original bank.

The Act states a monetary sanction in respect of certain violations of its provisions (which would become effective at the end of four years from date of publication of the Act).

The Act takes effect at the end of three years from date of publication thereof (with the possibility of deferment for two additional periods of six months each).

The Bank is preparing for the implementation of the Act on the due date.

On November 25, 2018, the Banking Rules (Customer service) (Transfer between banks of the financial activity of a customer), 2018 (hereinafter – "the Rules") were published, stating that the provisions of the said Amendment shall apply where the following terms cumulatively exist:

1. The accounts both at the original bank and at the accepting bank are current accounts;
2. Absolute identity exists between the holders of the accounts at the original bank and at the accepting bank, or alternatively, all owners of the account at the original bank are also owners of the account at the accepting bank (it is possible to have additional owners);
3. The account at the original bank is not subject to certain restrictions stated in the Rules, such as: the account is not classified as a trust account, the account is not conducted by a custodian, the account is not owned by a customer under bankruptcy proceedings, and more.

Several draft amendments to the Rules was published in the period from April to July, 2019, which include the types of financial operations to which the Act applies and which would be included in the framework of the transfer of accounts, and also drafts Proper Conduct of Banking business Directive in the matter of the transfer of financial activity of a customer between banks in an online fashion, which, inter alia, details the duties of the transferring bank and of the accepting bank, upon the transfer of the account.

On February 14, 2019, the Competition Commissioner announced his decision regarding exemption from approval of a binding arrangement between the Bank Clearing Center Ltd. (hereinafter – "MSB"), Bank Hapoalim Ltd., Bank Leumi Ielsrael Ltd., Israel Discount Bank Ltd. Mizrahi Tfachot Bank Ltd and the Bank. This decision amends the exemption decision given on September 20, 2018, (hereinafter – "the 2018 exemption"), in which it was clarified that the activity of MSB in the field of movement of accounts between banks had not been examined, and accordingly it would not be included within the framework of the activities in which MSB may engage. MSB has submitted a request for the amendment of the terms of the exemption, as determined in the 2018 exemption, so that MSB would be able to establish a new system to be integrated as part of its system for the clearing of debits and credits, and would assist customers interested in transferring their activity from one bank to another. The decision states that the 2018 exemption shall be amended so as to apply also to the activity of MSB in the establishment of the system for the mobility of bank accounts.

### **Antitrust Act (Amendment No. 21), 2019**

This Amendment, which was published on January 10, 2019, changed, inter alia, the name of the Act to "Economic Competition Act" and the name of the Antitrust Commissioner to "Competition Commissioner". Other material amendments contained in the Act are: increasing the responsibility of officers of a corporation by imposing supervisory duties and the duty of preventing violation of the law by the corporation or its employees; expanding the definition of "owner of a monopoly" so that such an owner would also be one who exercises a significant market power even if he does not hold a market share in excess of 50%; increasing the maximum amount of the monetary sanctions, which the Commissioner is authorized to impose on a corporation that had violated the law, in a manner that the maximum monetary sanction would amount to 8% of the sales turnover of the corporation but not more than NIS 100 million; and stricter maximum criminal punishment regarding binding arrangement offences.

Following the widening of the definition for "owner of a monopoly", contained in Amendment No. 21, as stated, The Supervisor of Banks issued a letter to all banking corporations requiring them to manage the risks stemming from this Amendment – compliance risks, legal risks, regulatory risks and reputation risks. Banking corporations are required to focus especially on the risk from the aspect of possible damage that might be caused to retail customers. A bank is required to verify the existence of an administrative framework that coordinates the actions taken by the bank to identify, monitor, control and manage the risks stemming from the said Amendment; to verify the existence at the bank of appropriate knowledge regarding competition laws; update the policy and work procedures of the bank and integrate them so as to ensure that absence of misuse of significant market power; to hold discussions in this matter by Management and the Board of Directors at frequencies determined by the bank.

## **THE CAPITAL MARKET**

### **Terms of the General Permit under Section 49A of the Securities Act**

Section 49A(b) of the Securities Act, 1968 (hereinafter - "The Securities Act"), which took effect on July 6, 2017, states that alongside the prohibition on the offer of securities trading services by means of a securities trading system that does not have a Stock Exchange license in Israel, the Chairman of the Securities Authority may permit a person to make such an offer by means of a securities trading system conducted by a stock exchange outside Israel, under the terms to be determined by the Chairman, if he finds that no harm shall be caused by it to the interests of the investor public in Israel.

On December 27, 2018, the Securities Authority published the terms of a general permit according to Section 49A of the Securities Act. On June 6, 2019, the Securities Authority published an updated version of the permit.

A factor applying for a permit under Section 49A(b) of the Securities Act, is required to declare to the Securities Authority, once in every three years, that all conditions relevant to him are fulfilled for the purpose of obtaining the permit of the Authority to offer services as mentioned above.

The holder of a permit has to disclose it in a prominent manner in accordance with version attached to the terms of the general permit.

The permit will take effect on July 30, 2019. An entity, which had submitted a request for the issue of a permit prior to May 30, 2019, would be permitted to continue operations until a decision is taken regarding the request.

The Bank has applied to the Securities Authority for the issue of a permit allowing it to offer customers brokerage services by means of foreign brokers operating on foreign stock exchanges.

### **Proper Conduct of Banking Business Directive No. 332 - Acquisition by banking corporations of own shares**

Bank of Israel published on February 28, 2019, an amendment to the Directive, dealing with two principal issues:

- Removal of the prohibition on the self-acquisition of shares issued by the banking corporation and details of the conditions in which banking corporations would be able to purchase their own shares, namely: conforming to the provisions of Section 302 of the Companies Act, 1999, and the provisions of Proper Conduct of Banking Business

Directive No. 331; the amount of the share acquisition in each acquisition plan, shall not exceed 3% of the issued and paid share capital of the banking corporation; the purchase offer shall not be addressed to a certain group of shareholders; the acquisition should be made in accordance with the "safe harbor" mechanism published by the Securities Authority; the acquisition plan should be approved by the Board of Directors of the banking corporation and by the Supervisor of Banks.

- Update of the restrictions applying to the granting of finance collateralized by securities issued by the banking corporation - the Amendment permits: (a) the granting of finance to a borrower (or a group of borrowers) collateralized by the said securities, provided that the amount of the collateral shall not exceed 0.5% of the issued and paid share capital of the banking corporation; and (b) the financing of transactions in share indices units that include the shares of the banking corporation, including investment funds, the holdings of which include securities issued by the banking corporation, and everything on condition that the total amount of the collateral provided to the banking corporation in accordance with items (a) and (b) above, shall not exceed 5% of its issued and paid share capital.

## **FOREIGN RESIDENTS**

### **Income Tax Regulations (Application of a uniform standard for reporting and examining the appropriateness of information regarding financial accounts), 2019**

The Regulations, which were published on February 6, 2019, enacted in accordance with the provisions of the Income Tax Ordinance Amendment Act (No. 227), 2016, adopt the international standard regarding the exchange of information ("the CRS standard") dealing with the automatic exchange of information on an annual basis, for the purpose of the mutual assistance in tax enforcement for countries with which agreements have been signed, according to which obligation exists for the delivery of the said information ("reportable states").

In accordance with the Regulations, financial institutes, including banks, are to conduct appropriateness examinations regarding accounts of individuals and entities, classify accounts of foreign residents according to the tax laws applying in their countries of residence and deliver the required information to the Israeli Tax Authorities, for delivery to the states of tax residence of the account holders, being reportable states.

The Tax Authority published on February 6, 2019, a list of 96 states that are the reportable states to which Israel would deliver information within the framework of the CRS. More concise lists had been published for the 2017 and 2018 reporting years.

The Bank and Massad Bank are preparing for the application of the said legislation.

## **PROHIBITION OF MONEY LAUNDERING**

### **Reducing the Use of Cash Act**

The Act, which was formally published on March 18, 2018, restricts cash transactions to the amounts stated therein, as well as prohibits the cashing of a check that does not state the name of the beneficiary, and the cashing of an endorsed check in an amount exceeding NIS 10,000, if the names of the endorser and endorsee are not stated therein together with the ID number of the endorser, or if it had been endorsed more than once (or more than twice if the second endorsement is in favor of a supervised financial body).

The Act states the rates of monetary sanctions that might be imposed upon a trader and penalties imposed on those who are not traders, in case of violation of the provisions of the Act. The Act also states a criminal offense in respect of a fraud committed in trying to evade the bans stated in the Act, which carries a punishment of imprisonment for three years.

The Act entered into effect on January 1, 2019 ("the effective date") excluding the ban on the cashing of checks and the monetary sanctions imposed in respect of the violation thereof, which took effect on July 1, 2019 ("the later effective date"). It is further stated that no monetary sanctions and/or penalties shall be imposed in the period of nine months as from the effective date or the later effective date, as the case may be, unless the person violating the Act had received a warning in writing regarding the violation and has repeated once more the violation of that same instruction.

The Bank is preparing for the implementation of the Act, as required.

## **Privacy Protection**

### **Privacy Protection Bill (Amendment No. 13), 2018**

The Bill was published on February 27, 2018, and passed its first reading by the Knesset. The aim of the Bill is to improve enforcement tools and the supervisory mechanism as regards compliance with the provisions of the Privacy Protection Act, 1981, relating to data base privacy. The Bills comes to strengthen to a large extent the enforcement ability of the Data Base Registrar unit, and in this framework grant it alternative administrative authority for instituting criminal proceedings, including imposition of monetary sanctions (in amounts not lower than those stated in the Act, in accordance with the severity of the violation and additional parameters), issuance of an administrative warning and demanding a commitment to refrain from further violation, accompanied by a guarantee in the amount of the monetary sanction that the Commissioner may impose in respect of such violation. The Bill also aims at supplementing the tools existing in the hands of the Authority with criminal investigation tools, and determining a list of felonies relating to the gathering of information for keeping in a data base, for the management of a data base and for the use of information stored in a data base.

## **LEGAL PROCEEDINGS**

Note 9 to the financial statements includes details of material claims pending against the Bank and its subsidiary companies.

## **THE RATING OF THE BANK BY RATING AGENCIES**

Set out below is the Bank's rating as determined by rating agencies in Israel and by an international rating agency:

- On July 11, 2019, S&P Maalot raised the issuer rating of the Bank to ilAAA/Stable and its subordinate notes to ilAA+ and ratified the rating of the subordinate notes with a loss absorption mechanism at ilAA-.
- On June 26, 2019, Midrug raised the evaluation Bank's internal financial stability to aa2.il/stable outlook, the Bank's long-term deposits and the senior debt to Aa1.il/stable outlook and its subordinate capital notes to Aa2.il(hyb)/stable outlook rating, and its subordinate debt notes with a loss absorption mechanism to AA3il (hyb)/stable outlook rating. The Bank's short-term deposits remained at the rating of P-1.il
- The international rating agency Moody's rates the Bank as follows: long and short-term foreign-currency and local currency deposits "A3/Prime-2". On October 16, 2018, the international rating agency "Moody's" ratified the long and short-term foreign-currency and local currency deposits at "A3/Prime-2" and raised the rating outlook from "stable" to "positive".

## **EMPLOYEE COMPENSATION POLICY**

For disclosure in the matter of employees' compensation policy, see the document "Disclosure according to Pillar III of Basel and additional information regarding risk" for the year 2018, available for perusal on the Internet.

## **CONTRIBUTION TO THE COMMUNITY**

The social-community project of the Bank - in cooperation with MATAN - Investing in the Community Organization - is in operation already for over a decade. In its early years, the project focused on young persons that were expelled from different frameworks, with the aim of giving these young persons the opportunity to change their lives and live a normative life within the Israeli society. Within the framework of the program the young persons were integrated into business initiatives and different programs combining studies with work and grooming business entrepreneurship by development of skills.

In continuance and in recent years the Bank approached additional populations, within the new project "believing in you", in order to expand the volunteering activity among its employees, while creating social involvement with additional value such as Business entrepreneurship for woman, "Unistream", "Fidel", "fathers and sons on the field" and cooperations with populations of childrens at risk.

The Bank continues these projects in the framework of "believing in you" with a focus on children and youth in risk situations concentrating on enriching and providing tools in various subjects, such as: financial awareness, business entrepreneurship, management and excellence skills, and with personal support, tutoring and adoption of groups in various frames.

In addition, the Bank is active in assisting populations from social and geographic peripheral areas by cooperation of joint learning, volunteer work, packaging food baskets, language learning, social rehabilitative activity, etc.

The Bank encourages and supports the volunteers from among employees of the Bank, who are interested in taking part in the project and in contributing their time, experience and skills in favor of these young persons and additional populations. In addition to these projects, the Bank and its subsidiaries donate to various foundations and organizations.

## **PRINCIPAL DEVELOPMENTS IN ISRAEL AND GLOBALLY**

### **Nonfinancial developments**

The published indicators for nonfinancial activity continue to be positive, indicating that the economy continued to grow also in the first half of 2019, with the labor market continuing to demonstrate vigor, with relatively low unemployment rates, and with a trend of increasing growth over a period of time being envisaged. In accordance with assessments published during July 2019 by the Central Bureau of Statistics (hereinafter – "the CBS"), the economy grew in the first quarter of 2019 by 5.0% (in annualized terms) following a growth of 3.9% in the fourth quarter of 2018 and a growth of 2.8% in the third quarter of 2018. The growth in the product in the first quarter of 2019, reflects increases in the private consumption expenditure, and in investments in fixed assets, affected by a significant increase in the import of motor vehicles as well as by the growth in export of goods and services and in public consumption expenditure. In addition, an increase was recorded in the import of goods and services. Bank of Israel's Composite State-of-the-Economy Index rose during the first five months of 2019 by 1.4%, similarly to the rise of 1.4% in the corresponding period last year.

In July 2019, the Research Division of Bank of Israel reduced the product growth forecast for 2019 to a level of 3.1%, in comparison to 3.2% in the previous forecast. The growth forecast for 2020 remained at a level of 3.5%. The forecast for 2019 is lower than the previous one due to the effect of the decline in global trading leading to a slight reduction in the expected growth rate of exports in 2019. Private consumption is expected to grow in the years 2019 and 2020 at a rate of 3%, and investments in fixed assets are expected to grow by 3% in 2019, though in 2020 it is expected to contract by 2% due to the completion of a number of large investments in the economy, being import abundant.

### **Credit risk of the Israeli economy**

The risk level of the Israeli economy, as reflected in the ratings allotted by the credit rating agencies and by the capital markets, is low.

The global credit rating agency Fitch ratified in March 2019 the credit rating outlook of the State of Israel at a level of A+ with a stable outlook. The credit rating of the State of Israel is balanced between sound macro-economic performance and institutional solidity, on the one hand, and a ratio of Government spending to the GDP, which is still high in relation to the reference states as well as political and security risks, on the other hand. The ratification of the credit rating reflects the strength and stability of the Israeli economy and stresses the importance of continuing a growth encouraging policy, while preserving fiscal frameworks and reducing the burden of the national debt.

### **State budget**

In accordance with a preliminary assessment by the Ministry of Finance, a deficit of NIS 21.9 billion was measured in the budgetary activity of the Government in the first half of 2019, as compared with a deficit of NIS 7.8 billion in the corresponding period last year.

The planned deficit for 2019 amounts to NIS 40.2 billion comprising 2.9% of the GDP. In the past twelve months (July 2018 to June 2019) the budget deficit amounted to 3.9% of the GDP. The expenditure of the civilian Government offices increased by 13.0%, while the expenditure of the Defense Ministry increased by 1.7%, in comparison with the corresponding period last year.

Tax and fee revenues in the first half of 2019 amounted to NIS 158.1 billion, a nominal increase of 1.9% in comparison with the corresponding period last year.

### **Inflation**

The inflationary environment in the economy is at an upward trend, following a rise in the Consumer Price Index (CPI) in the first six months of 2019 of 0.9% (Index "for the month"). The "known Index" rose by 1.2%. In the past twelve months (June 2019 as compared with June 2018) the CPI rose by 0.8%.

According to estimates of the Research Division of Bank of Israel dated July 2019, the inflation would reach a level of 1.6% in 2019 and in 2020. The forecast reflects an assessment that the tight labor market would continue to support wage increases, and in continuation thereof would lead the inflation rate to settle in the middle of the targeted range. According to assessments, the rise in inflation is expected to continue to be gradual, on background of the continuing growth in competition and the development of trade on the Internet, processes which seem not yet fully utilized.

As of May 2019, inflationary expectations for the coming twelve months, derived from the capital market, amount to a rate of 1.3%, being within the targeted price stability range of the Government.

### Housing market

Recent publications reflect an increase in housing prices and a decline in the volume of transactions. In accordance with the housing price index of the CBS published in July 2019, housing prices increased by 0.5% in April-May 2019, in comparison with transaction prices in the months of March-April 2019. Prices of transactions made in April-May 2019 were 1.6% higher than those of the corresponding months last year.

The construction of 48,310 new apartments began in the twelve months between April 2018 and March 2019 a reduction of 2.1% in comparison with their number in the period April 2017 to March 2018, and construction of 52,530 apartments was completed in that period, an increase of 10.2% in comparison with the corresponding period last year.

5,310 new apartments were sold in the period March-May 2019, a decrease of 14.9% in comparison to the number of new apartments sold in the months of December 2018 to February 2019 (net of seasonal factors).

### Labor market

Unemployment rates continue to be low and even falling. The rate of unemployment in the second quarter of 2019 (for ages 15 and over) amounted to 3.9%, in comparison with a rate of 4.0% in the first quarter of the year. With respect to the main employable ages (ages 25-64), the rate of unemployed is low amounting to 3.3% in the second quarter of 2019, in comparison with a rate of 3.5% in the first quarter of 2019. According to the Research Division of Bank of Israel, the tight labor market is expected to support wage increases, thus contributing to the settling of the inflation rate in the center of the targeted range.

### Exchange rate

The exchange rate of the shekel as against the US dollar dropped by 4.9% in the first half of 2019, while the exchange rate of the shekel as against the Euro dropped by 5.4%.

In November 2018, Bank of Israel announced the termination of the plan to purchase foreign currency, intended to offset the effect of gas production on the exchange rate. Nonetheless, Bank of Israel stressed that it will continue to act in the foreign currency market in case of exceptional fluctuations in the exchange rate, that are not compatible with the basic economic conditions, or in the event that the foreign currency market does not perform properly.

During the first half of 2019, Bank of Israel purchased an amount of US\$86 million.

	Exchange rate as of			Rate of change	
	30.6.19	31.12.18	30.6.18	First half 2019	First half 2018
US dollar	3.57	3.75	3.65	(4.9%)	5.3%
Euro	4.06	4.29	4.26	(5.4%)	2.5%

### Bank of Israel interest rate

In November 2018, Bank of Israel raised the interest rate for the first time since February 2015, by 0.15 percentage points to a level of 0.25%. The inflationary environment is found over the lower edge of the targeted price range and recently moved slightly upwards on background of the economy being in a full employment environment. Bank of Israel estimates that the rising interest rate outline in the future would be gradual and measured, in a way that would support the process, at the end of which the inflation would settle around the center of the targeted range, as well as support economic activity.

According to an assessment of the Research Division of Bank of Israel of July 2019, the interest rate is expected to rise to a level of 0.5% in the third quarter of 2019, continuing to rise twice to a level of 1.0% during the year 2020.

The Governor of Bank of Israel assessed in July 2019, that for a long time no decision would be made to raise the interest rate, on background of the surprise in the inflationary environment, when the CPI for June 2019 dropped by 0.6%, as well as on background of estimates that the principle central banks would re-adopt expansionary measures.

## The global environment

The risks envisaged for the global economy continue to be significant, in particular in view of the "trade war", the political risk in Europe and in the Persian Gulf, and concerns regarding a slowdown in the Chinese economy. The forecasts regarding global trade and growth in most economic zones have been updated downwards.

The macro image of the global economy continues to indicate moderation in the rate of economic growth and in inflation, and growth forecasts have been once more updated downwards, with a continuing slowdown in global trade, which includes also the emerging markets. In view of the abovementioned and the increasing tension in trade relations, the principal central banks decided not to continue the contracting monetary policy adopted by them during 2018, or alternatively continue their expansionary policy. The returns to redemption on US government bonds, on the long-term bonds in particular, decreased in the first half of 2019 and the gradient of the graph, being a leading mark of business turnover, turned to be negative during the period.

The slowdown in global trade continues and in contrast to the trend of recent years. The rate of increase in trade is expected to be lower than the rate of growth in the global GDP. The financial markets recorded rising prices in the share indices, while returns on government bonds dropped steeply on background of expectations for renewal of the monetary expansion by the principal central banks.

In the USA, following three years during which the FED raised the interest rate slowly and gradually, the FED lowered the interest rate in July 2019, for the first time since the financial crisis of 2009. Notwithstanding, the Chairman of the FED claims that this does not constitute the beginning of a trend.

In Europe, the general image still indicates weakness and industrial production continues contracting. The ECB left the interest rate unchanged, though it clarified that "all policy tools are on the table" and noted that the raising of the interest rate is not expected at least until the middle of 2020.

In Japan, economic growth was recorded in the first quarter of the year, supported by net exports, although preliminary indices indicate weakness of the domestic demand and of the industrial sector.

Economic growth in China is expected to continue and slowdown, and the Authorities continued to adopt growth supporting measures. The price of oil fell since the previous interest decision, on background of the continued growth in supply by the US and despite the increasing geo-political risk.

## Capital markets

During the first half of 2019, the local capital market recorded increases in the principal equities indices: the TA 35 Index rose by 9.2% and TA 125 Index rose by 11.4%, while the General Bond Index rose by 4.9%.

A downward trend in volume was recorded in the trade turnover in equities on the local Stock Exchange. The average daily trade turnover of the TA 35 shares recorded a decline of 17%, while that of the TA 125 shares recorded a decline of 15.0%. A decline of 11.0% was recorded in the trade turnover of bonds.

	Rate of change		Average daily trade turnover	
	%		NIS millions	
	January - June		January - June	
	2019	2018	2019	2018
TA 35 Index*	9.2%	0.5%	692	829
TA 125 Index*	11.4%	(0.1%)	878	1,034
General bond Index	4.9%	(0.6%)	3,478	3,893

The total amount of capital raised during the first half of 2019 (both in shares and bonds) recorded an increase of 5.1%, in comparison with the corresponding period last year. This increase stems from the increase in the issuance of government bonds. Issuance of shares and convertibles and of corporate bonds recorded a decrease.

	Amount of capital raised		
	NIS millions		Rate of change
	January - June 2019	January - June 2018	
Shares and convertibles	5,110	5,522	(7.5%)
Government bonds	36,178	24,079	50.2%
Corporate bonds (incl. institutional)	32,774	40,857	(19.8%)
Total	74,062	70,458	5.1%

The S&P 500 Index rose in the first half of 2019 by 17.3%. In Europe, the Eurostocks 600 Index rose by 14.0% and the developing countries index (the MSCI\_EM Index) rose by 9.2%.

## APPENDIX

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Appendix 1 - Consolidated Rates of Interest Income and Expenses
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## APPENDIX 1 - RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES IN INTEREST INCOME AND EXPENSES

### A. Average balances and interest rates - assets

	For the three months ended June 30, 2019			For the three months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Interest income	Rate of income	Average balance <sup>(1)</sup>	Interest income	Rate of income
	NIS million		%	NIS million		%
<b>Assets bearing interest</b>						
Credit to the public <sup>(2)(5)</sup>						
- In Israel	79,636	825	4.21	76,606	754	4.00
Total	79,636	825	4.21	76,606	754	4.00
Credit to the Government						
- In Israel	666	9	5.52	660	3	1.83
Total	666	9	5.52	660	3	1.83
Deposits with banks						
- In Israel	2,467	6	0.98	2,384	3	0.50
- Outside Israel	14	-	-	12	-	-
Total	2,481	6	0.97	2,396	3	0.50
Deposits with central banks						
- In Israel	26,164	16	0.25	29,372	8	0.11
Total	26,164	16	0.25	29,372	8	0.11
Securities borrowed or repurchased						
- In Israel	527	1	0.76	676	-	-
Total	527	1	0.76	676	-	-
Held to maturity or available for sale bonds <sup>(3)</sup>						
- In Israel	10,388	53	2.06	10,427	51	1.97
Total	10,388	53	2.06	10,427	51	1.97
Trading bonds						
- In Israel	236	1	1.71	353	-	-
Total	236	1	1.71	353	-	-
<b>Total assets bearing interest</b>	<b>120,098</b>	<b>911</b>	<b>3.07</b>	<b>120,490</b>	<b>819</b>	<b>2.75</b>
Debtors regarding credit cards non-bearing interest	2,704			2,589		
Other assets non-bearing interest <sup>(4)</sup>	13,135			11,712		
<b>Total assets</b>	<b>135,937</b>			<b>134,791</b>		
Total assets bearing interest attributed to activity outside Israel	14	-	-	12	-	-

**APPENDIX 1 -  
RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES  
IN INTEREST INCOME AND EXPENSES (CONT'D)**

**B. Average balances and interest rates - liabilities and capital**

	For the three months ended June 30, 2019			For the three months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Interest expense	Rate of expense	Average balance <sup>(1)</sup>	Interest expense	Rate of expense
	NIS million		%	NIS million		%
<b>Liabilities bearing interest</b>						
Deposits from the public						
- In Israel						
Demand	6,331	5	0.32	5,998	-	-
Fixed-term	56,998	157	1.11	59,611	117	0.79
Total	63,329	162	1.03	65,609	117	0.72
Deposits from the Government						
- In Israel	265	1	1.52	232	1	1.74
Total	265	1	1.52	232	1	1.74
Deposits from banks						
- In Israel	1,036	1	0.39	868	1	0.46
Total	1,036	1	0.39	868	1	0.46
Bonds						
- In Israel	4,189	79	7.76	4,976	84	6.93
Total	4,189	79	7.76	4,976	84	6.93
Other liabilities						
- In Israel	277	3	4.40	263	1	1.53
Total	277	3	4.40	263	1	1.53
<b>Total liabilities bearing interest</b>	<b>69,096</b>	<b>246</b>	<b>1.43</b>	<b>71,948</b>	<b>204</b>	<b>1.14</b>
Deposits from the public non-bearing interest	50,363			48,293		
Creditors in respect of credit cards non-bearing interest	2,610			2,589		
Other liabilities non-bearing interest <sup>(6)</sup>	5,313			3,722		
<b>Total liabilities</b>	<b>127,382</b>			<b>126,552</b>		
<b>Total capital resources</b>	<b>8,555</b>			<b>8,239</b>		
<b>Total liabilities and capital resources</b>	<b>135,937</b>			<b>134,791</b>		
<b>Interest spread</b>			<b>1.64</b>			<b>1.61</b>
<b>Net return on assets bearing interest <sup>(7)</sup></b>						
- In Israel	120,084	665	2.23	120,478	615	2.06
- Outside Israel	14	-	-	12	-	-
Total	120,098	665	2.23	120,490	615	2.06
Total liabilities bearing interest attributed to activity outside Israel	-	-	-	-	-	-

**APPENDIX 1 -  
RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES  
IN INTEREST INCOME AND EXPENSES (CONT'D)**

**A. Average balances and interest rates - assets**

	For the six months ended June 30, 2019			For the six months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Interest income	Rate of income	Average balance <sup>(1)</sup>	Interest income	Rate of income
	NIS million		%	NIS million		%
<b>Assets bearing interest</b>						
Credit to the public <sup>(2)(5)</sup>						
- In Israel	79,379	1,478	3.76	75,640	1,365	3.64
Total	79,379	1,478	3.76	75,640	1,365	3.64
Credit to the Government						
- In Israel	670	7	2.10	656	3	0.92
Total	670	7	2.10	656	3	0.92
Deposits with banks						
- In Israel	2,369	13	1.10	2,335	6	0.51
- Outside Israel	14	-	-	13	-	-
Total	2,383	13	1.09	2,348	6	0.51
Deposits with central banks						
- In Israel	25,593	32	0.25	29,408	15	0.10
Total	25,593	32	0.25	29,408	15	0.10
Securities borrowed or repurchased						
- In Israel	673	1	0.30	649	-	-
Total	673	1	0.30	649	-	-
Held to maturity or available for sale bonds <sup>(3)</sup>						
- In Israel	10,928	106	1.95	10,197	83	1.63
Total	10,928	106	1.95	10,197	83	1.63
Trading bonds						
- In Israel	308	1	0.65	376	1	0.53
Total	308	1	0.65	376	1	0.53
<b>Total assets bearing interest</b>	<b>119,934</b>	<b>1,638</b>	<b>2.75</b>	<b>119,274</b>	<b>1,473</b>	<b>2.49</b>
Debtors regarding credit cards non-bearing interest	2,687			2,563		
Other assets non-bearing interest <sup>(4)</sup>	13,152			12,787		
<b>Total assets</b>	<b>135,773</b>			<b>134,624</b>		
Total assets bearing interest attributed to activity outside Israel	14	-	-	13	-	-

**APPENDIX 1 -  
RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES  
IN INTEREST INCOME AND EXPENSES (CONT'D)**

**B. Average balances and interest rates - liabilities and capital**

	For the six months ended June 30, 2019			For the six months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Interest expense	Rate of expense	Average balance <sup>(1)</sup>	Interest expense	Rate of expense
	NIS million		%	NIS million		%
<b>Liabilities bearing interest</b>						
Deposits from the public						
- In Israel						
Demand	6,334	10	0.32	5,962	-	-
Fixed-term	56,471	226	0.80	58,898	164	0.56
Total	62,805	236	0.75	64,860	164	0.51
Deposits from the Government						
- In Israel	251	2	1.60	242	2	1.66
Total	251	2	1.60	242	2	1.66
Deposits from banks						
- In Israel	973	2	0.41	917	2	0.44
Total	973	2	0.41	917	2	0.44
Bonds						
- In Israel	4,381	94	4.34	5,037	104	4.17
Total	4,381	94	4.34	5,037	104	4.17
Other liabilities						
- In Israel	258	4	3.12	260	2	1.54
Total	258	4	3.12	260	2	1.54
<b>Total liabilities bearing interest</b>	<b>68,668</b>	<b>338</b>	<b>0.99</b>	<b>71,316</b>	<b>274</b>	<b>0.77</b>
Deposits from the public non-bearing interest	50,405			48,139		
Creditors in respect of credit cards non-bearing interest	2,619			2,563		
Other liabilities non-bearing interest <sup>(6)</sup>	5,577			4,345		
<b>Total liabilities</b>	<b>127,269</b>			<b>126,363</b>		
<b>Total capital resources</b>	<b>8,504</b>			<b>8,261</b>		
<b>Total liabilities and capital resources</b>	<b>135,773</b>			<b>134,624</b>		
Interest spread			1.76			1.72
<b>Net return on assets bearing interest <sup>(7)</sup></b>						
- In Israel	119,920	1,300	2.18	119,261	1,199	2.02
- Outside Israel	14	-	-	13	-	-
Total	119,934	1,300	2.18	119,274	1,199	2.02
Total liabilities bearing interest attributed to activity outside Israel	-	-	-	-	-	-

**APPENDIX 1 -  
RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES  
IN INTEREST INCOME AND EXPENSES (CONT'D)**

**C. Average balances and income rates - additional information on interest bearing assets  
and liabilities attributed to activity in Israel**

	For the three months ended June 30, 2019			For the three months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Income (expense) interest	Income (expense) ratio	Average balance <sup>(1)</sup>	Income (expense) interest	Income (expense) ratio
	NIS million		%	NIS million		%
<b>Non-linked Israeli currency</b>						
Total assets bearing interest	97,326	605	2.51	97,112	553	2.30
Total liabilities bearing interest	51,577	(38)	(0.30)	53,987	(25)	(0.19)
Interest spread			2.21			2.11
<b>Israeli currency linked to the CPI</b>						
Total assets bearing interest	10,500	229	9.01	10,544	193	7.53
Total liabilities bearing interest	8,882	(169)	(7.83)	9,870	(150)	(6.22)
Interest spread			1.18			1.31
<b>Foreign currency (including linked to f-c)</b>						
Total assets bearing interest	12,258	77	2.54	12,822	73	2.30
Total liabilities bearing interest	8,637	(39)	(1.82)	8,091	(29)	(1.44)
Interest spread			0.72			0.86
<b>Total activity in Israel</b>						
Total assets bearing interest	120,084	911	3.07	120,478	819	2.75
Total liabilities bearing interest	69,096	(246)	(1.43)	71,948	(204)	(1.14)
Interest spread			1.64			1.61

	For the six months ended June 30, 2019			For the six months ended June 30, 2018		
	Average balance <sup>(1)</sup>	Income (expense) interest	Income (expense) ratio	Average balance <sup>(1)</sup>	Income (expense) interest	Income (expense) ratio
	NIS million		%	NIS million		%
<b>Non-linked Israeli currency</b>						
Total assets bearing interest	96,874	1,206	2.51	95,863	1,096	2.30
Total liabilities bearing interest	51,096	(74)	(0.29)	53,509	(50)	(0.19)
Interest spread			2.22			2.11
<b>Israeli currency linked to the CPI</b>						
Total assets bearing interest	10,633	271	5.16	10,746	239	4.50
Total liabilities bearing interest	9,153	(185)	(4.08)	10,018	(175)	(3.52)
Interest spread			1.08			0.98
<b>Foreign currency (including linked to f-c)</b>						
Total assets bearing interest	12,413	161	2.61	12,652	138	2.19
Total liabilities bearing interest	8,419	(79)	(1.89)	7,789	(49)	(1.26)
Interest spread			0.72			0.93
<b>Total activity in Israel</b>						
Total assets bearing interest	119,920	1,638	2.75	119,261	1,473	2.49
Total liabilities bearing interest	68,668	(338)	(0.99)	71,316	(274)	(0.77)
Interest spread			1.76			1.72

**APPENDIX 1 -  
RATES OF INTEREST INCOME AND EXPENSES AND ANALYSIS OF CHANGES  
IN INTEREST INCOME AND EXPENSES (CONT'D)**

**D. Analysis of changes in interest income and expenses**

	For the three months ended June 30, 2019 compared with the same period last year			For the six months ended June 30, 2019 compared with the same period last year		
	Increase (decrease) due to the change		Net change	Increase (decrease) due to the change		Net change
	Quantity	Price		Quantity	Price	
			NIS million			NIS million
Interest bearing assets						
Credit to the public						
In Israel	31	40	71	70	43	113
Total	31	40	71	70	43	113
Other interest bearing assets						
In Israel	(7)	28	21	(12)	64	52
Outside Israel	(7)	28	21	(12)	64	52
Total	24	68	92	58	107	165
Total interest income						
Interest bearing liabilities						
Deposits from the public						
In Israel	-	5	5	1	9	10
Fixed-term	(7)	47	40	(10)	72	62
Total	(7)	52	45	(9)	81	72
Other interest bearing liabilities						
In Israel	(8)	5	(3)	(10)	2	(8)
Total	(8)	5	(3)	(10)	2	(8)
Total interest expenses	(15)	57	42	(19)	83	64
Total interest income less interest expenses	39	11	50	77	24	101

(1) On the basis of monthly opening balances, excluding the non-linked Shekel segment in which calculated on daily balances.

(2) Before deduction of the average balance of provisions for credit losses including impaired debts which are non-bearing interest income.

(3) From the average balance of available for sale bonds was deducted the average balance of unrealized gains from adjustments to fair value of bonds, included in other comprehensive profit in the item "adjustments to fair value of available for sale securities" for the three and six months ended on June 30, 2019 in the amount of NIS 43 million and NIS 30 million, respectively (for the three and six months ended June 30, 2018 balance of NIS 13 million and NIS 34 million, respectively was deducted).

(4) Including derivative instruments, other non-bearing interest assets and after deduction of provision for credit losses.

(5) Fees in the amount of NIS 47 million and NIS 46 million were included in interest income for the three months ended June 30, 2019 and June 30, 2018, respectively and amount of NIS 92 million and NIS 93 million were included in interest income for the six months ended June 30, 2019 and June 30, 2018, respectively.

(6) Including derivative instruments.

(7) Net return- net interest income to total interest bearing assets.

(8) Change attributed to quantity was calculated by multiplying the price in the reported period by the change in the quantity in the compared periods.  
Change attributed to price was calculated by multiplying the quantity in the previous period by the change in the price in the compared periods.