



ISRACARD

# Investor Presentation

First Quarter 2025





# Forward Looking Statements

This presentation about Isracard Ltd. (hereinafter - the "Company") and its consolidated companies (hereinafter jointly - the "Group") is made available for the sake of summary and convenience only and does not include all the data regarding the Group and its activity nor does it replace a perusal of the Company's first quarter 2025 and 2024 reports, and its current reports (hereinafter jointly - the "Reports") and should be read in conjunction with the Reports. The information contained in this presentation may include data that are categorized, edited or broken down differently than in the Reports.

This presentation does not constitute an offer or solicitation to purchase the Company's securities, and the information contained therein does not constitute a recommendation or opinion or a substitute for the investor's judgment.

This presentation includes plans, objectives, assessments, estimates and other information relating to future events, including information regarding the Group's assets, future actions and liquidity. Such information constitutes "forward-looking information", as defined in the Securities Law, 1968, and it may not materialize, in whole or in part, or materialize in a manner which is materially different than expected.

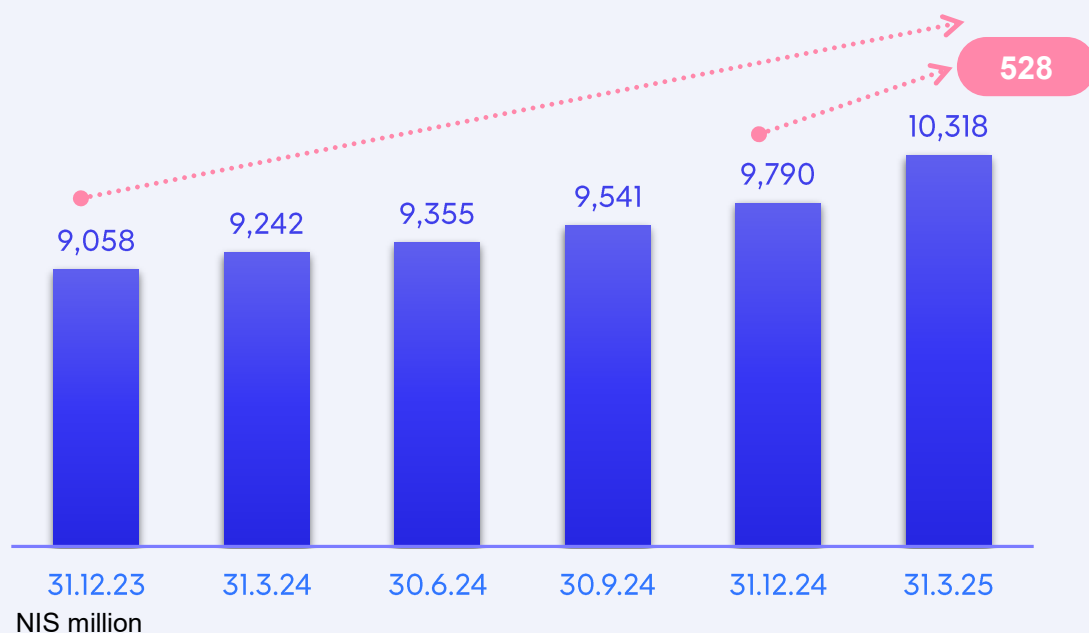
Forward-looking information relies on the Company's subjective assessment, which is based, among other things, on facts and data regarding the current status of the Group's business, the status of the payments and credit market, and the economy as a whole, as they were known to the Company on the preparation date of this presentation, as well as on macroeconomic facts and data, on which the Company relies without being able to verify them, including reports and publications of various external parties, such as: data of the Bank of Israel and parties operating in the payments market (such as: credit card companies and other acquirers). The materialization or non-materialization of the forward-looking information shall be affected, among

other things, by developments in the payments and credit market in Israel or other countries, changes in the Group's work plan, changes in market conditions, and external factors affecting the Group's activity, behavior of consumers both globally and in Israel, availability or absence of various resources for the Group, activity of parties and players in the payments and credit markets in Israel or other countries, decisions of various international entities and organizations with which the Group has dealings, or by whose decisions the Group is affected, changes in the scope of activity and number of card holders of the Group, regulatory changes, accounting changes, and changes in taxation rules, changes in the competitive conditions, technological developments, economic changes, macroeconomic changes - including the reduced credit rating of the state of Israel, changes in inflation rates and interest rates in Israel and/or other countries and a recession, the development of the Iron Swords War, its nature, duration, expansion and the local and global consequences thereof, the actions taken by the Government and the Knesset leading to legislative changes, among other things, and their effects (if any); changes in the geopolitical conditions, including the effects of domestic and global political and security conflicts, changes in the terms of financing, and the effects and consequences of some or all of the above on the Group, as well as changes in other areas, which may affect the Group's activity and the business environment in which it operates, which are beyond the Group's control, and which may lead to non-materialization (in whole or in part) of the assessments and/or to changes in the Company's business plans and/or to their materialization in a manner which is different - and even materially different - than predicted, and the materialization of all or some of the risk factors which characterize the Group's activity. The Company does not undertake to update or change any such assessment or information to reflect events or circumstances which shall take place subsequent to the preparation date of this presentation.

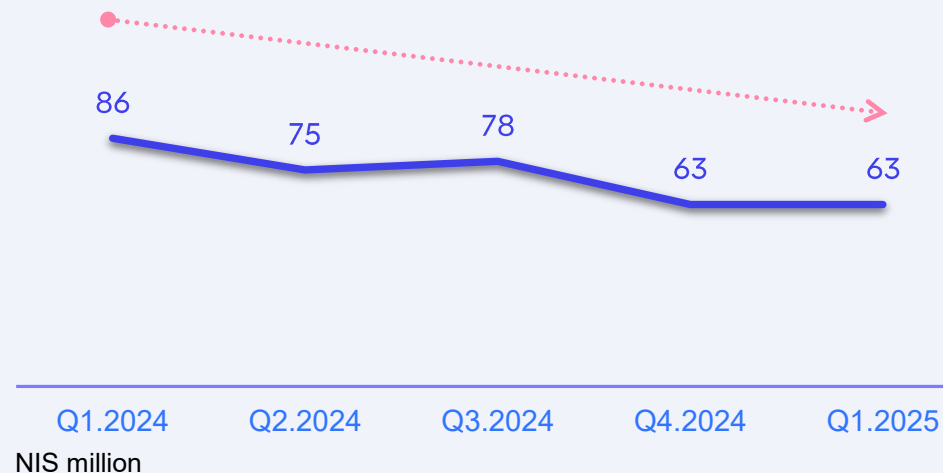


# Q1 2025: Accelerating growth while enhancing credit portfolio quality

## Credit portfolio exceeded NIS 10.3 billion



## Downward trend in net write-offs and specific credit loss expenses



## Credit card transactions

**61.1** NIS billion  
Q1.2024 **55.7** (+10%)



## Revenues

**838** NIS million  
Q1.2024 **765** (+10%)



## Net income<sup>(1)</sup>

**55** NIS million  
Q1.2024 **64** (-14%)

# Q1.2025

## Financials





**Q1.2025**

Private  
Customers

**Accelerated  
growth in  
consumer'  
credit portfolio**

The growth trend  
continues through  
financial statements  
signing date

**Consumer Credit**

**7,611** NIS millions

**Interest income**

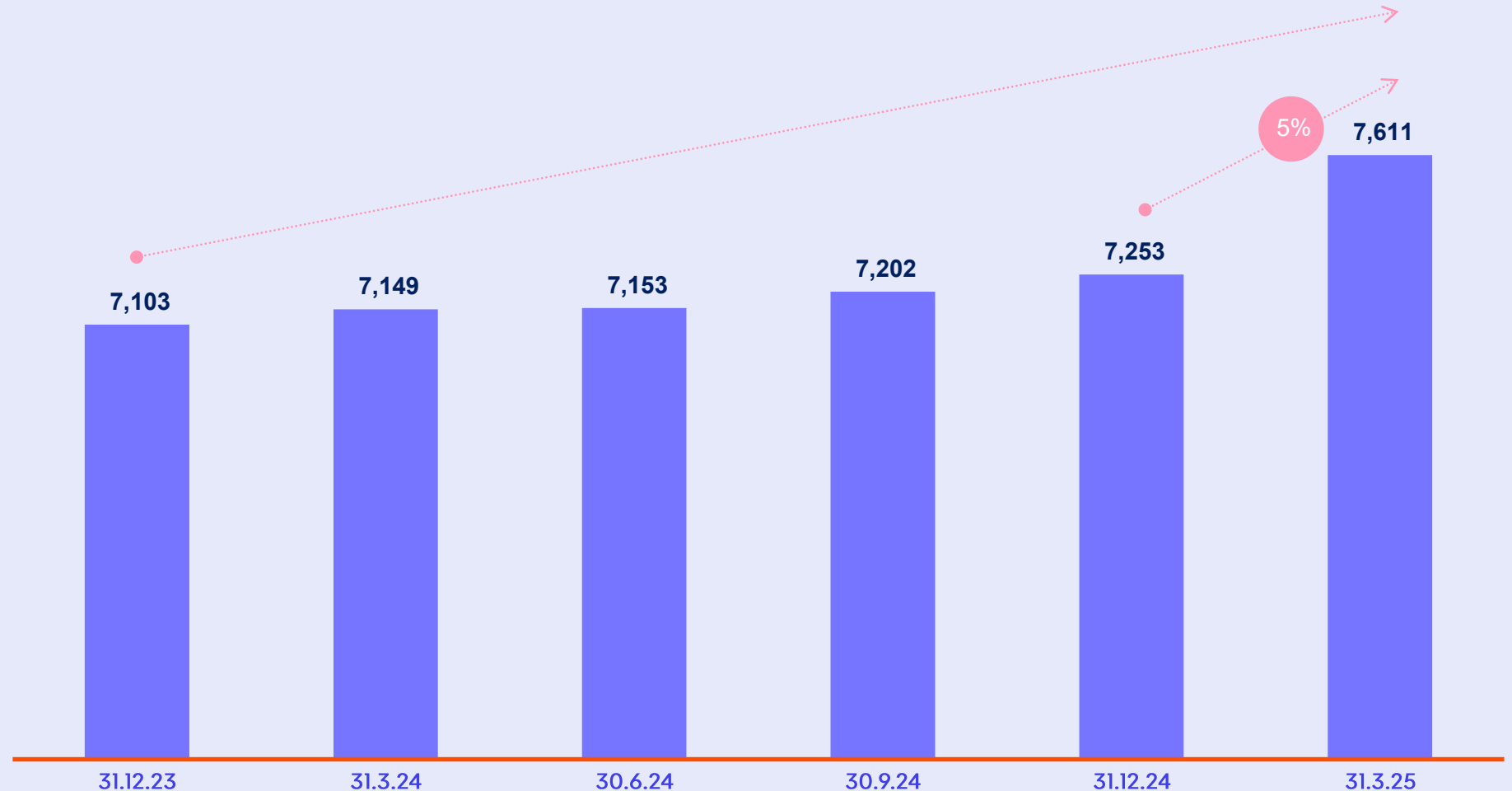
**201** NIS millions  
Q1.2024: 197

**% of interest income<sup>(1)</sup>**

**11.03%**  
Q1.2024: 11.21%

**Interest income margin  
Above Prime rate<sup>(1)</sup>**

**5.03%**  
Q1.2024: 5.20%



(1) Rate of average interest income (annualized) based on balances as of the beginning of the months in the quarter



Q1.2025

Business  
Customers

Another  
quarter of  
continued  
business credit  
portfolio  
growth

Continuing to lead  
and expanding the  
gap in the SMID  
business sector

Consumer Credit<sup>(1)</sup>

**2,707** NIS millions

Interest income

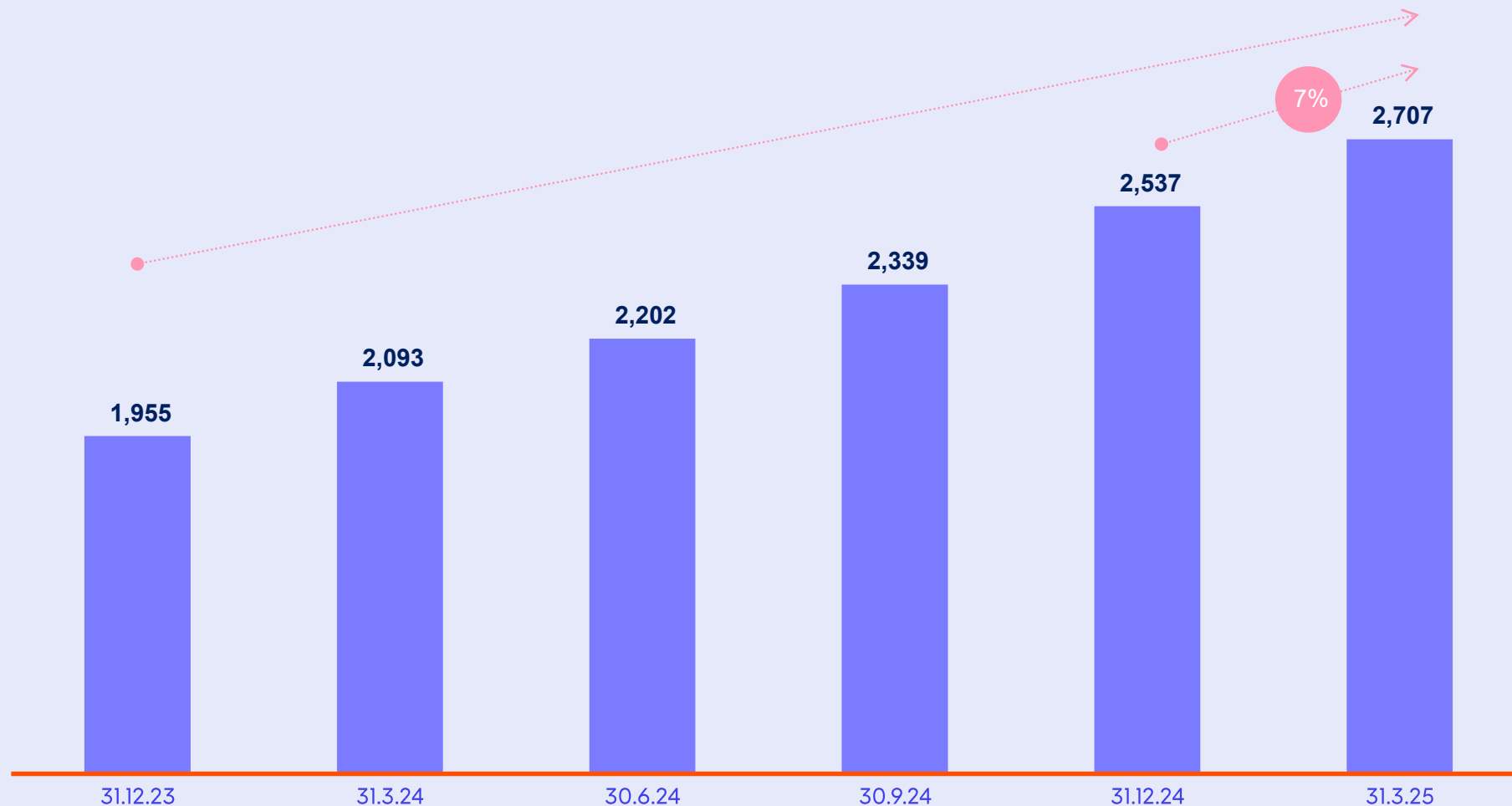
**83** NIS millions  
Q1.2024: 73

% of interest income<sup>(1,2)</sup>

**7.97%**  
Q1.2024: 8.99%

Interest income margin above  
Prime rate<sup>(1,2)</sup>

**1.97%**  
Q1.2024: 2.98%



(1) Excluding balances complying with the terms and conditions for extinguishment of the liability according to FAS 166 in respect of voucher factoring for merchants

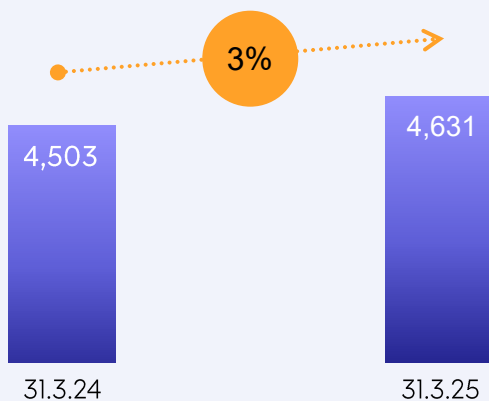
(2) Rate of average interest income (annualized) based on balances as of the beginning of the months - of the commercial credit portfolio



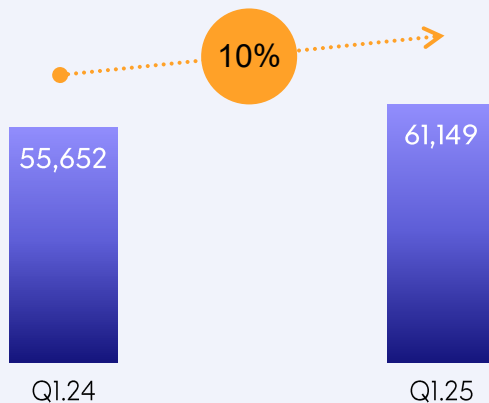
# Targeted investment for continued growth

(NIS million)

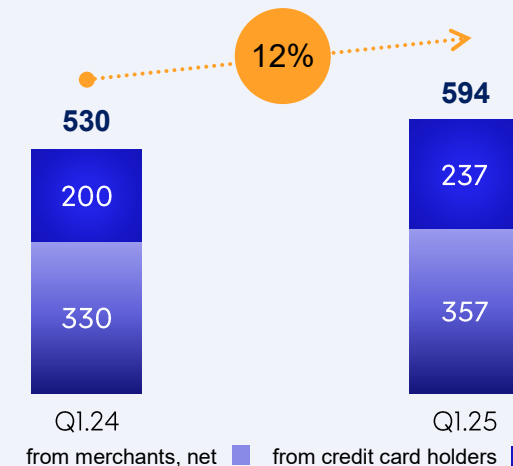
Active credit cards  
(thousands of units)



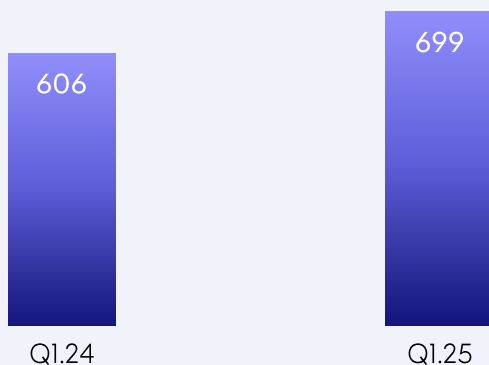
Turnover of transactions related to  
credit cards issued by the Company



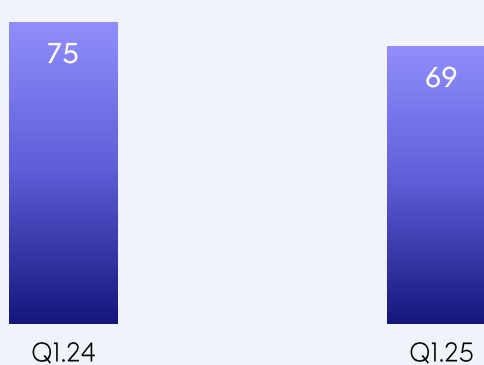
Income from credit cards



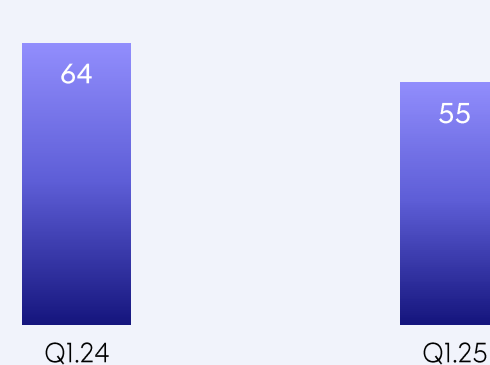
Expenses excluding credit losses<sup>(1)</sup>



Credit loss expenses

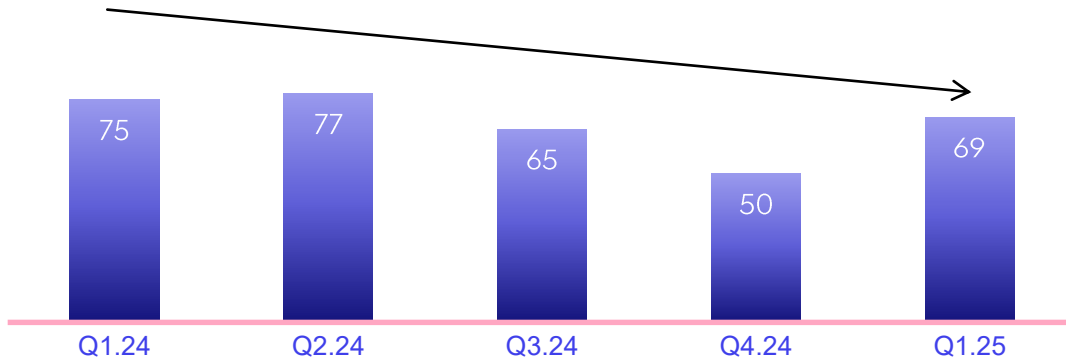


Net income<sup>(1)</sup>

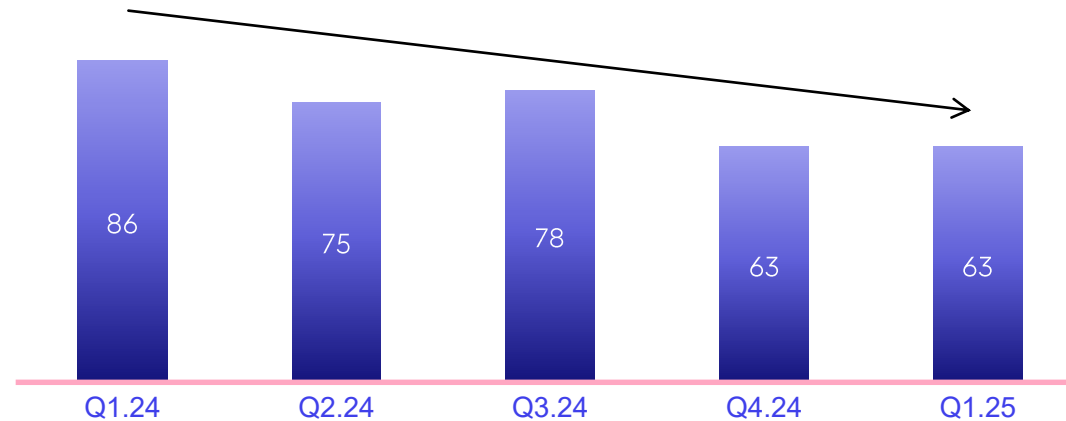


# Enhancing credit quality while driving growth

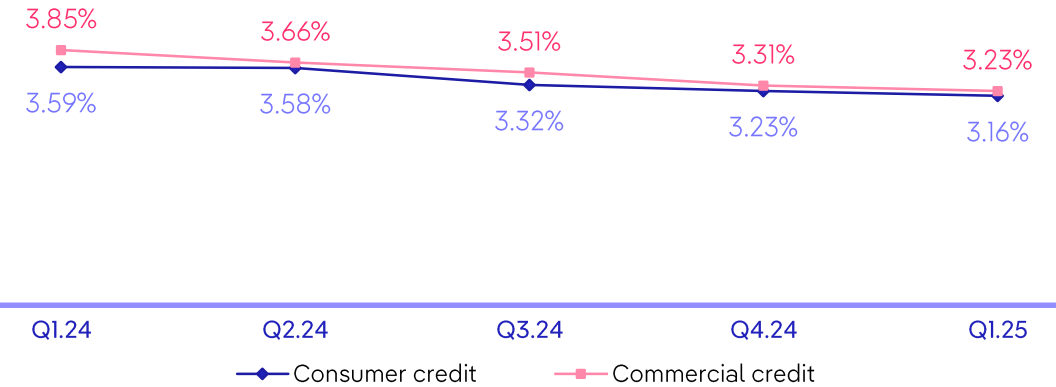
**Total credit loss expenses**  
(NIS million)



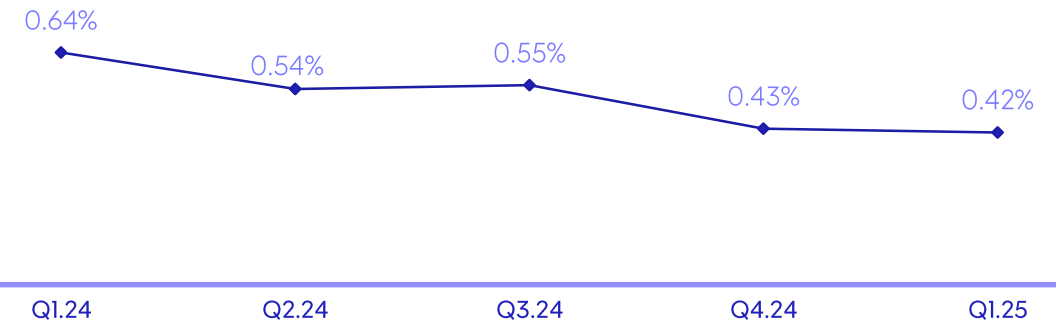
**Net write-offs and specific credit loss expenses**  
(NIS million)



**Coverage ratio – credit loss provision of credit card receivables balance<sup>(2)</sup>**



**Rate of specific credit loss expense and net write-offs, of the average credit card receivables balance<sup>(1,2)</sup>**

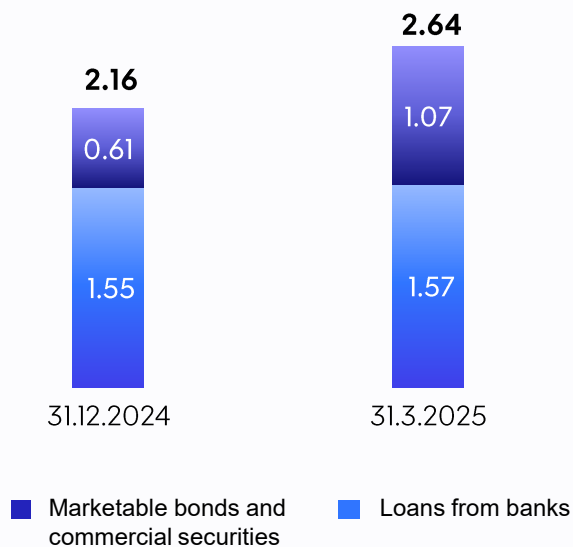


# Availability and diversity of funding sources support strategy and operating activities

(NIS billion)

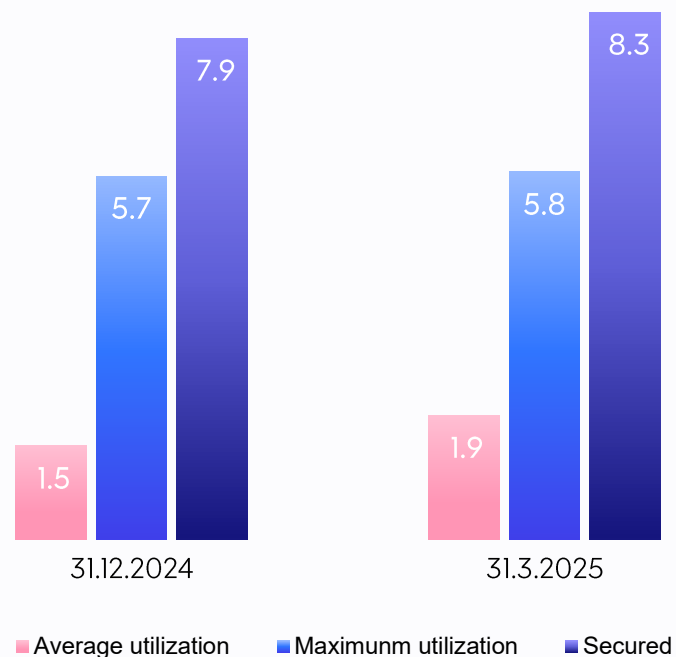
## Financing Sources

Bank and other loans and commercial funding as of the balance sheet date



## Credit Facilities<sup>(1)</sup>

Maximum and average utilization since the beginning of the year



(1) Including autonomous credit facilities

## Robust capital and capital ratios



Capital attributable to shareholders

**3.1** NIS billion

Tier 1 capital ratio

**11.3%**

Board of Directors' minimum 10.0%  
Regulatory minimum 8.0%

Total capital ratio

**12.4%**

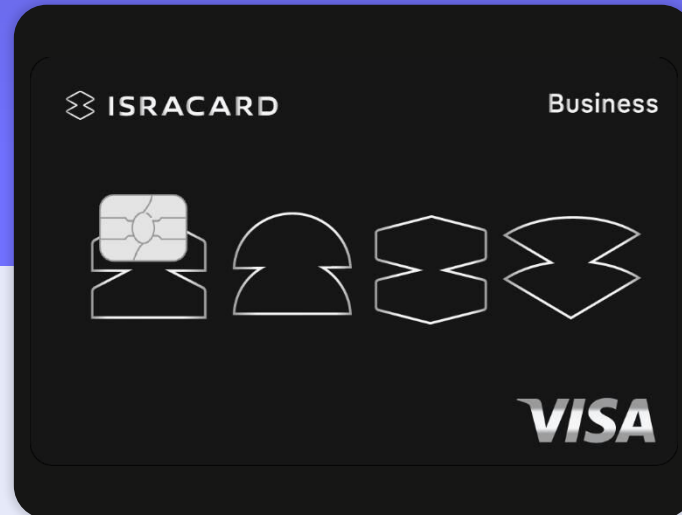
Board of Directors' minimum 11.75%  
Regulatory minimum 11.5%

# TEAM for Businesses

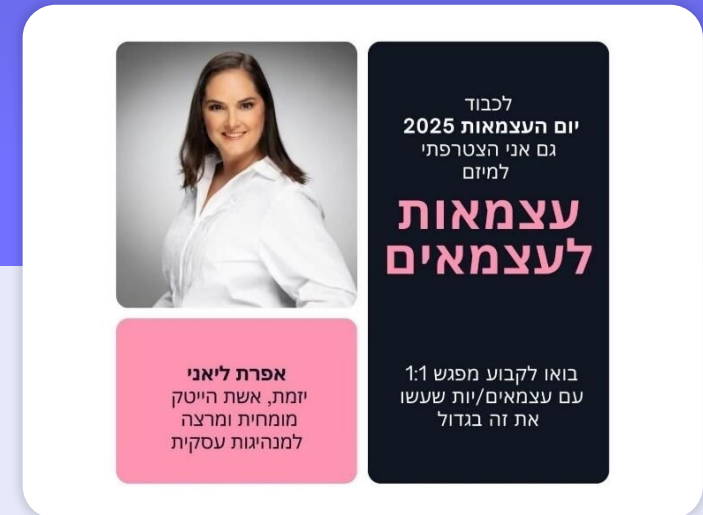
## Ongoing enhancement of range of solutions and services



Bizi – loans for small businesses



Credit card for businesses

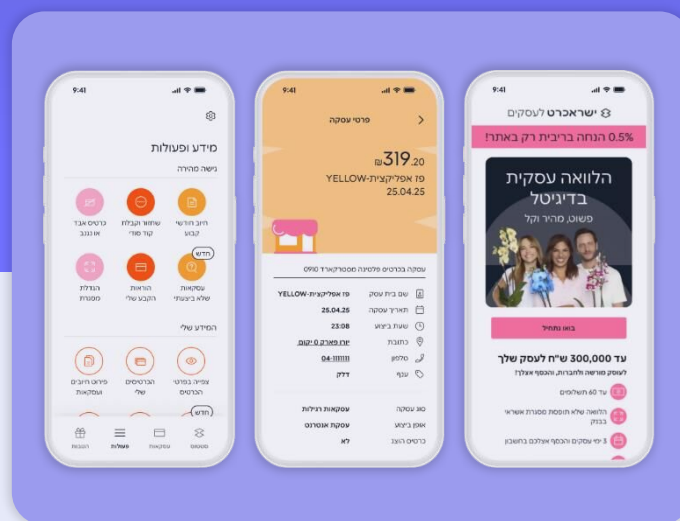


Independence for the self-employed

# In MONEY TIME for private customers



Consumer loan center



Upgraded digital platforms



Payment ring

# Isracard community engagement



"הדור הבא"

תכנית חדשה  
למניעת הונאות  
דיגטליות

Youth fraud prevention



ישראל כרטיס

לקוחות ישראל כרטיס  
מעגלים לטובה

עוגול  
לטובה  
בסך קטן משנה הרבה

"Round-up for Good" day



Tzafon Medical Center and  
Jordan River village

## Summary Q1 2025



### Accelerating growth while enhancing credit portfolio quality

- Credit portfolio surpassed NIS 10 billion
- Downward trend in net write-offs and specific credit loss expenses continues



### Business sector: Widening the gap

- Continued business credit portfolio growth
- Enhancing range of solutions and services for small & medium businesses



### Private customers: Full lifecycle management

- Accelerated growth in consumer' credit portfolio
- Incorporated organizational change for enhanced customer experience



Status update on Delek Group's controlling stake acquisition  
Subject to approval by the Bank of Israel

# Appendix





# Statement of Profit and Loss

NIS million	Q1.2025 <sup>(1)</sup>	Q1.2024
<b>Income</b>		
Income from merchants, net	357	330 <sup>(2)</sup>
Income from credit card holders	237	200
Interest income, net	238	231
Other income	6	4 <sup>(2)</sup>
<b>Total income</b>	<b>838</b>	<b>765</b>
<b>Expenses</b>		
Credit loss expenses	69	75
Operating expenses	309	278
Selling and marketing expenses	214	174
General and administrative expenses	38	31
Payments to banks	138	123
<b>Total expenses</b>	<b>768</b>	<b>681</b>
Profit before taxes	<b>70</b>	<b>84</b>
Provision for taxes	(16)	(20)
The Company's share in associates' profits, post-tax	1	-*
<b>Net income:</b>		
Before attribution to non-controlling interests	55	64
Attributable to non-controlling interests	-	-*
<b>Attributable to the Company's shareholders</b>	<b>55</b>	<b>64</b>

\* An amount lower than NIS 0.5 million.

(1) Net of NIS 62 million pre-tax investment agreement cancellation fees (NIS 48 million post-tax) to Menora

(2) Reclassified



# Balance Sheet

NIS million	31.03.2025	31.12.2024
<b>Assets</b>		
Cash and deposits with banks	1,400	1,003
Amounts receivable from banks for credit card transactions, net	7,012	7,045
Receivables for credit card transactions	17,058	16,417
Credit loss provision	(497)	(488)
Receivables for credit card transactions, net	<b>16,561</b>	<b>15,929</b>
Securities	62	62
Investments in associates	48	47
Buildings and equipment	479	473
Goodwill	21	21
Other assets	1,074	1,016
<b>Total assets</b>	<b>26,657</b>	<b>25,596</b>
<b>Liabilities</b>		
Credit from banking corporations and others	1,568	1,552
Payables for credit card transactions	19,581	19,100
Marketable bonds and commercial securities	1,070	607
Other liabilities	1,310	1,163
<b>Total liabilities</b>	<b>23,529</b>	<b>22,422</b>
<b>Total equity</b>	<b>3,128</b>	<b>3,174</b>
<b>Total liabilities and equity</b>	<b>26,657</b>	<b>25,596</b>