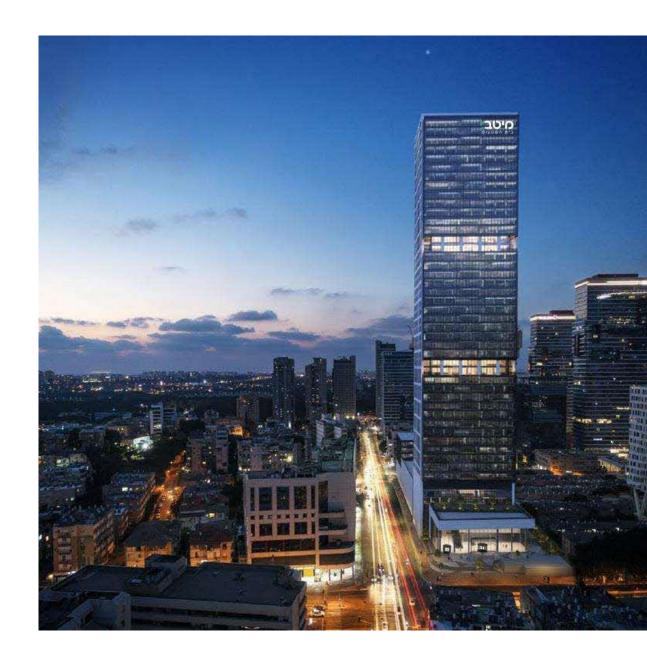
# **Investors Presentation**

October 2025





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This document is an unofficial translation for convenience only of the Hebrew original of the Investor presentation of Meitav Investment House Ltd. for October 2025, that was submitted to the Tel-Aviv Stock Exchange and the Israel Securities Authority on October 16, 2025. The Hebrew version submitted to the Tel-Aviv Stock Exchange and the Israel Securities Authority shall be the sole legally binding version. For details of the policy regarding voluntary disclosure in English, see the Company's immediate report dated August 19, 2024 (reference number: 2024-01-084447).





## **Today's Presenters**



**Ilan Raviv** 

#### **CHIEF EXECUTIVE OFFICER**

- Joined Meitav in March 2010 and has been working in the financial industry for over 30 years
- Previously served as CEO of U-Bank (FIBI Group)
- Prior to that, Ilan served as a Manager at the Jacob Safra Bank in Switzerland, Treasurer of Israel Discount Bank and a Senior Dealer at the Foreign Currency Reserve Management Team of the Bank of Israel, among others
- Holds an M.Sc. from the University of London



**Einat Rom** 

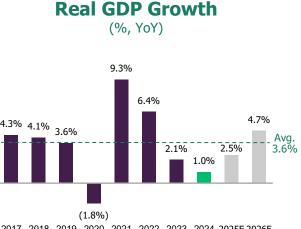
#### **CHIEF FINANCIAL OFFICER**

- Joined Meitav in April 2014 and has over 20 years of experience in finance and audit
- Prior to 2017, served as Chief Accountant of Meitav
- Prior to joining Meitav, Einat served as a Senior Manager at KPMG
- Holds an LL.M. from Bar-Ilan University and is a Certified Public Accountant

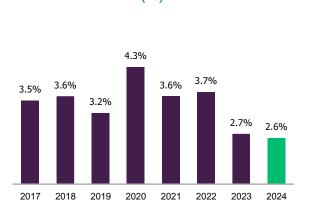


### The Israeli Economy at a Glance — Key Economic Highlights

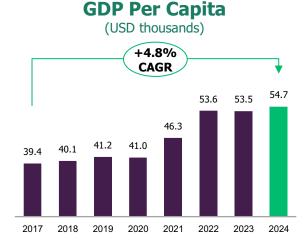
- Young and fast-growing country(1)
- **Mandatory Pension -**Highest pension savings rate in the developed world<sup>(2)</sup>
- Robust high-tech sector serves as a significant driver of the Israeli economy<sup>(3)</sup>
- Despite geopolitical challenges, the Israeli economy remains resilient
- Israel's regional influence could develop significantly in the coming years, driven by the Abraham Accords and Leviathan gas exports

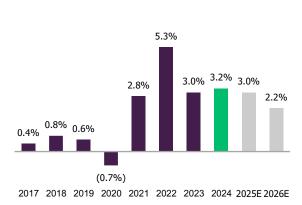






**Unemployment** 

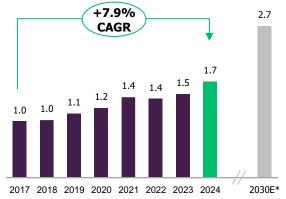




**Inflation** 

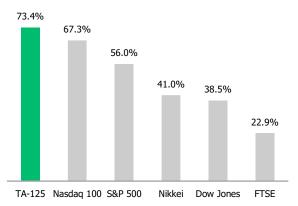
(%)

#### **Public's Financial Asset Portfolio** (USD trillions)(4)



#### **Outperformance of TA-125**

vs. Equity Indices (L2Y)<sup>(5)</sup> (%)



Source: Bank of Israel and Bank of Israel's Research Department Staff Forecast Report (September 2025)

\*Note: based on historical annual growth rate of 7.9%

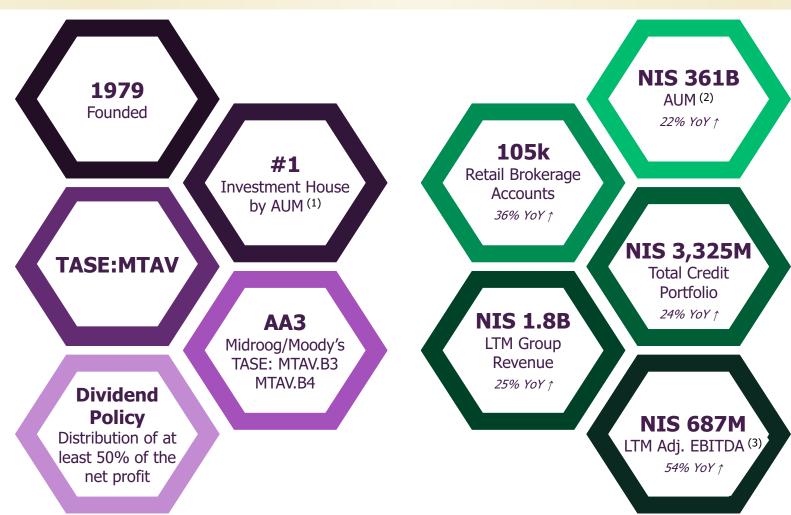
- 1) Source: Israel Central Bureau of Statistics (as at 31/12/2023)
- 2) Source: Directorate General of Labor Ministry of Economy and Industry
- Source: Israel Innovation Authority
- Constant exchange rate of 3.65 (as at 31/12/2024)
- 5) Source: CapIQ (as at 30/09/2025)



### **Meitav at a Glance**

#### The Leading Israeli Investment House...

#### ...With Strong Financial Performance

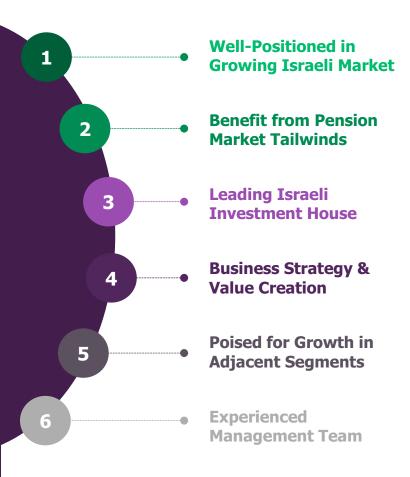




Investment House

- 1) Source: Company's reports and publicly available information
- 2) AUM Assets Under Management
- 3) See Page 4 of the Board of Director's report for Q2 2025

## **Investment Highlights**



Israel's economy has continued to **be resilient** through the current environment and displayed **impressive**growth despite adversity

Israel's pension system attracts capital through **mandatory individual contributions,** driving consistent and secular AUM growth

Meitav is the **largest investment house in Israel by AUM**, managing approximately **NIS 361 billion in assets** on behalf of more than one and a half million clients

**Meitav's strategy is built on three pillars**: value creation through long- and short-term savings strategies, and growth via credit and retail brokerage segments

Non-bank firms are **gaining market share in lending and retail brokerage**, with Meitav at the forefront; retail brokerage is **highly complementary** to asset management

The Meitav management team brings a wealth of knowledge to the table with **10+ years of experience on average** 



### Meitav is the Market Leader Among Israeli Investment Houses

#### **Investment Houses by Long-Term Savings ("LTS") AUM**

(August '25) (in NIS billion)

	AUM	2024 Rank		
1. Meitav: Investment House	185	2	1	
2. ALTSHULER SHAHAM Investment House Innovate • Change • Succeed	166	1	1	
3. MORE Investment House	109	3	$\Leftrightarrow$	
4. Yelin Lapidot Invesment House	86	4	$\Leftrightarrow$	
5. ANALYST 💠 אנליסט	73	5	$\Leftrightarrow$	

Source: GemelNet & PensionNet

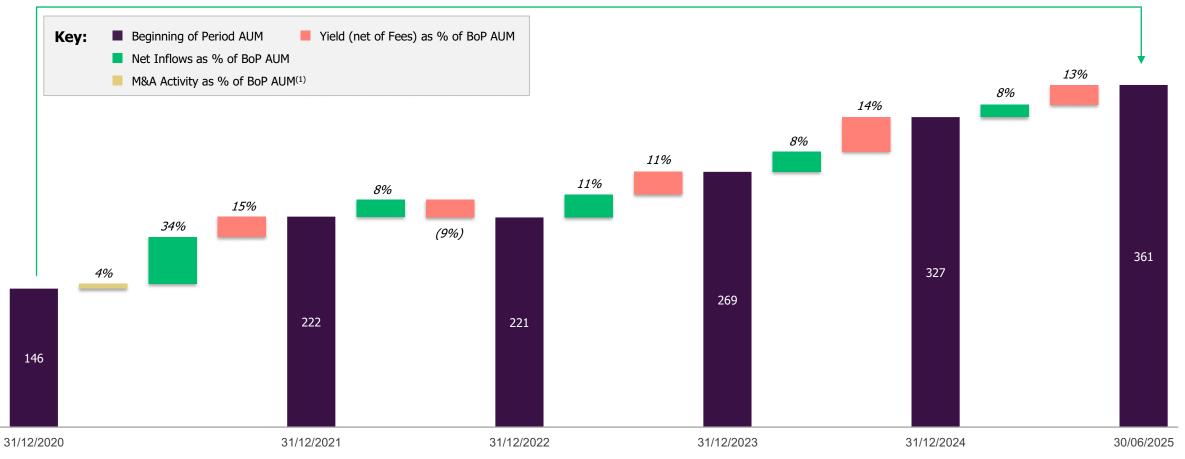
- Meitav is the leader among Israel's investment houses, and continues to gain market share from its competitors
- Strong brand and relative investment performance vs. competitors driving market share gains
- The Company's leading position in LTS reinforces its strength in other savings products
- Meitav also ranks first among Portfolio management companies in Israel and second among Mutual funds companies



## **AUM: Consistently Positive Net Flows**

#### **Total AUM Flows** (in NIS billion)

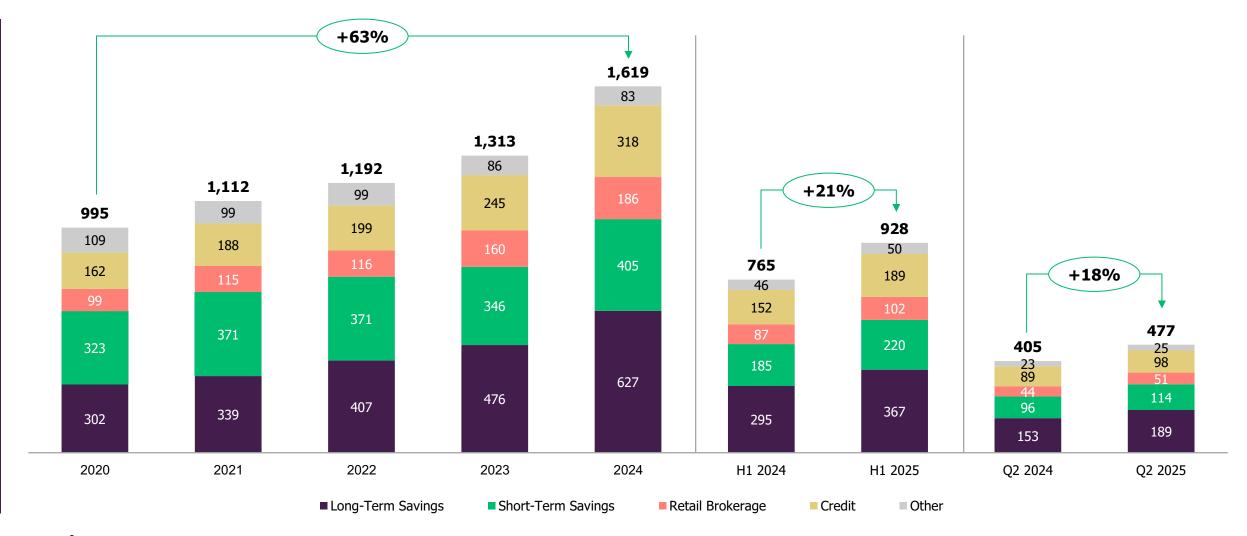
#### 59% of AUM growth attributed to positive net flows in every quarter from Q1 2021 - Q2 2025





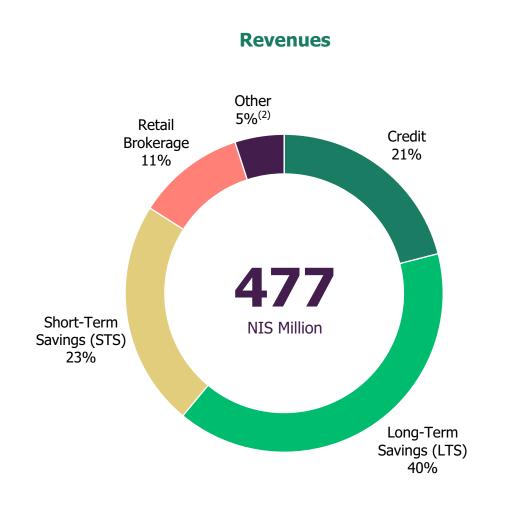
## Revenue: Continued Growth Across All Business Segments (in NIS Million)

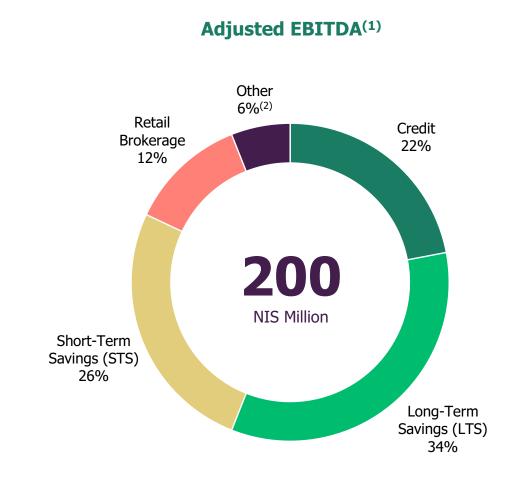
• Total group revenue: Approximately NIS **477** million, reflecting **18%** increase compared to the same quarter last year.





## **Meitav: Selected Financial Data for Q2 2025**







<sup>1)</sup> See Page 4 of the Board of Director's report for Q2 2025

<sup>2)</sup> Other = Insurance Agencies, Institutional Brokerage, Alternative Investments and other activities

## Selected Financial Data: An Increase of 70% in the Net Profit Attributed to the Shareholders<sup>(1)</sup> (in NIS Million)





<sup>1)</sup> Reflects growth from H1 2024 to H1 2025

<sup>2)</sup> Mainly financing expenses related to court ruling in a class action

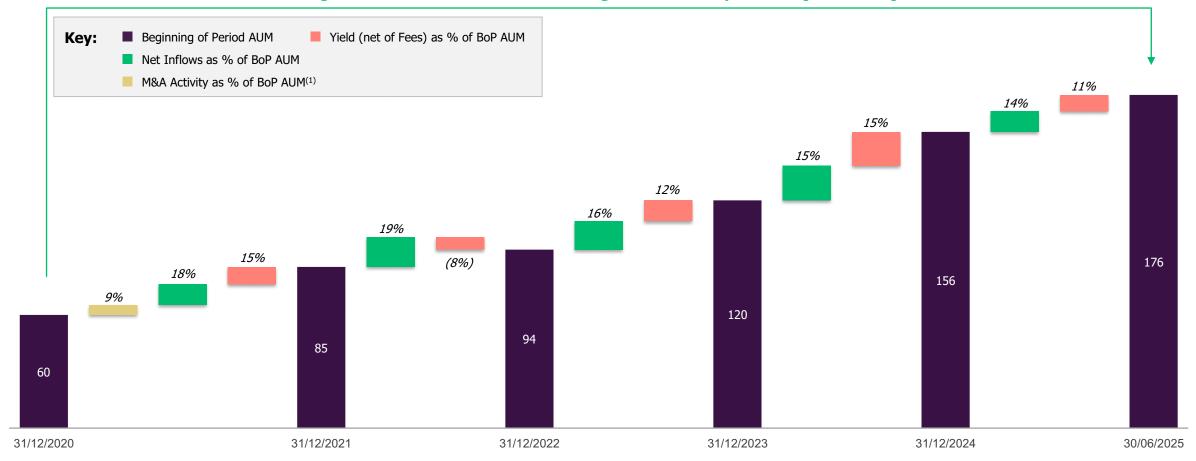


## **Segment Analysis**

## **Long-Term Savings (LTS):** Positive Net Flows in Long-Term Savings are Driven by Deposits and Market Share Gain, Net

#### **Long-Term Savings AUM Flows** (in NIS billion)

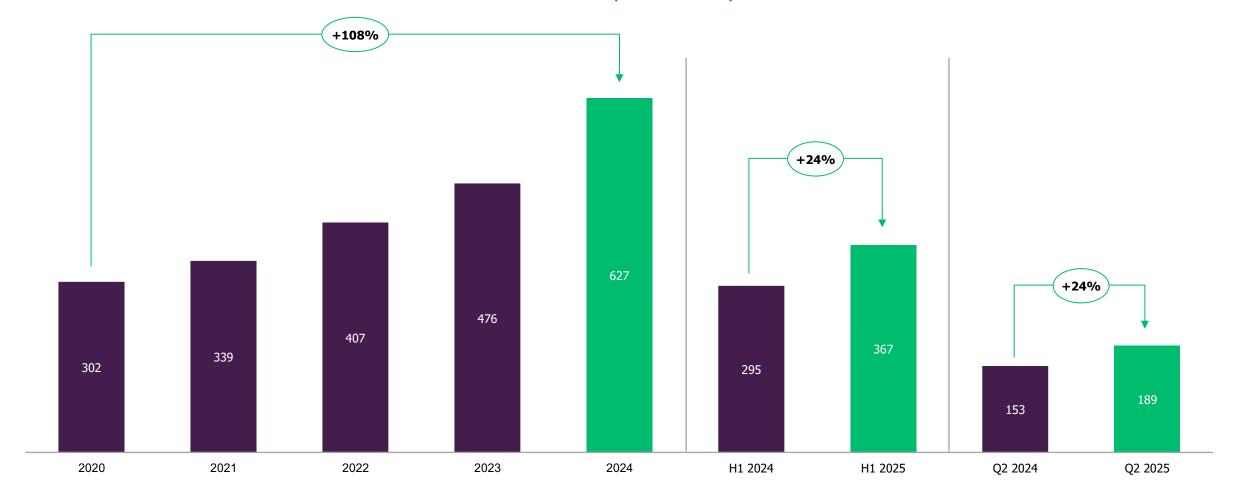
#### 61% of AUM growth attributed to market share gain and net deposits in Q1 2021 - Q2 2025





## **Long-Term Savings (LTS): Significant Increase in Revenues**

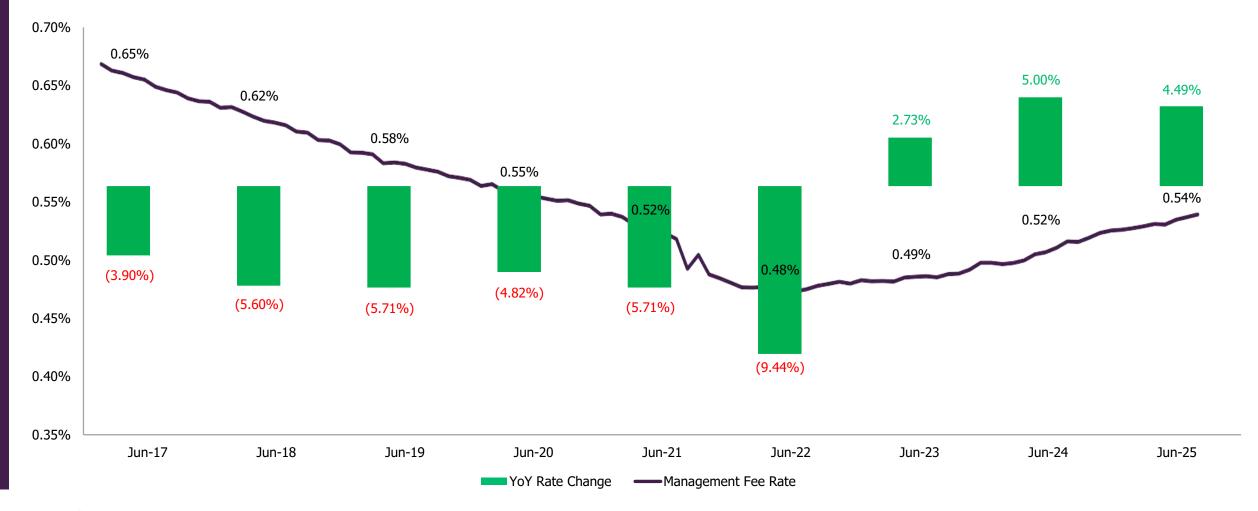
#### **Revenues** (in NIS million)





## **Long-Term Savings (LTS):** Continuous Improvement in Management Fee Rate in Provident and Study Funds and a Positive Outlook Moving Forward

#### **AUM-Based Fees Rate and YoY Rate Change**



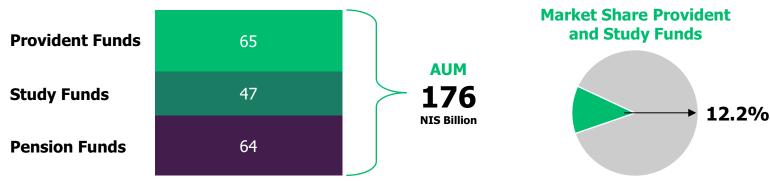


## Long-Term Savings (LTS): Significant Increase Across All Metrics

 Meitav has become the first choice for 32% of new Pension fund members in 2024, solidifying its position as a leading pension fund. Currently, its pension fund ranks third in the number of members among all pension funds, including insurance companies, and first among investment houses (2)

#### **Segment Profit**(1) (in NIS million)



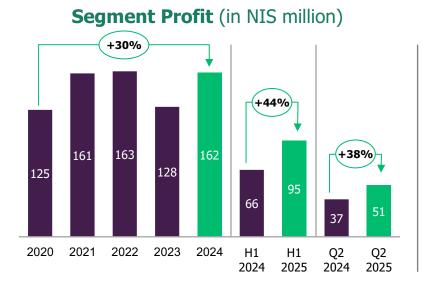


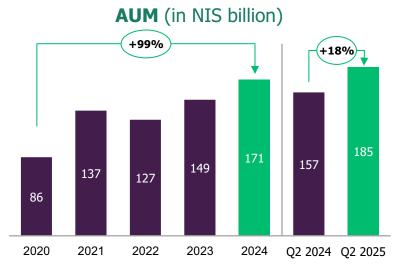


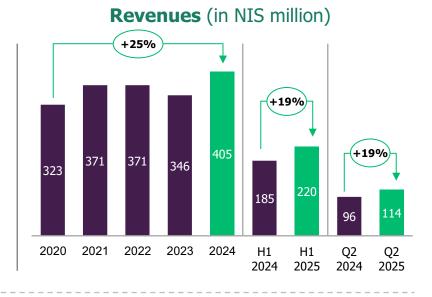
As at 30/06/2025

- 1) Segment profit excluding effect of legal claims
- 2) Source: Company's reports and publicly available information

### **Short-Term Savings (STS): Continuous Performance Improvement**



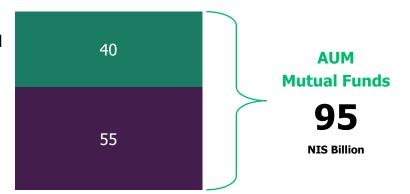




- Among the largest providers of mutual funds and portfolio management in Israel, offering a broad range of passive and active investment products
- A variety of mutual funds consistently leading in their categories in returns and Sharpe ratios
- High rankings in the bank rating systems







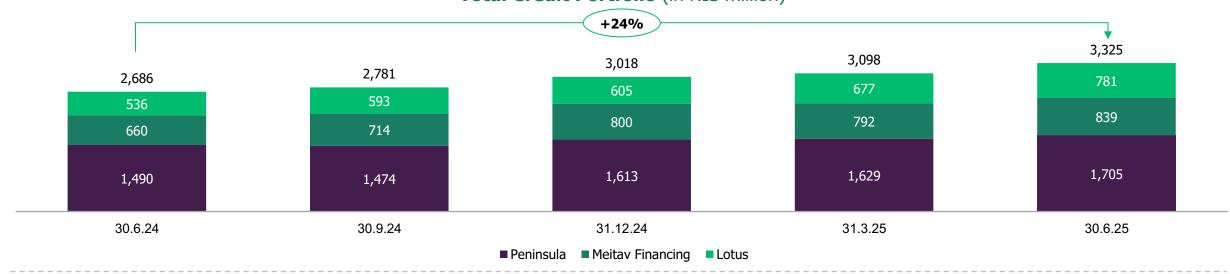
16



As at 30/06/2025

## **Credit Segment: The Company's Credit Portfolio Continues to Expand**











Real Estatebacked credit for private clients in Israel

**Meitav: Financing** 

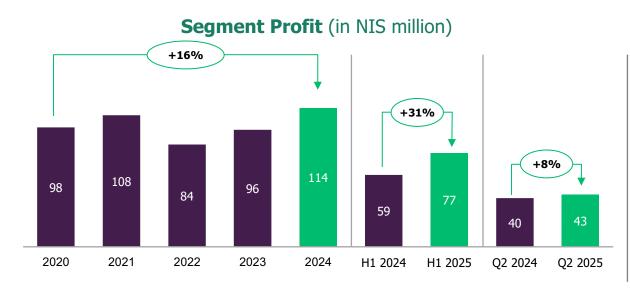


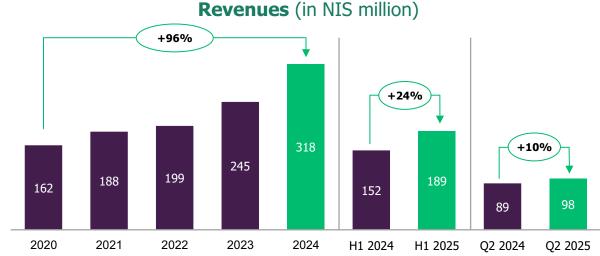
SME Real Estate First Lien Credit in Ireland

Lotus Investment Group (1)
Property & Construction Finance



### **Credit Segment: Continued Growth Trend in Both Revenue and Profit**











Real Estatebacked credit for private clients in Israel

**Meitav: Financing** 



SME Real Estate First Lien Credit in Ireland

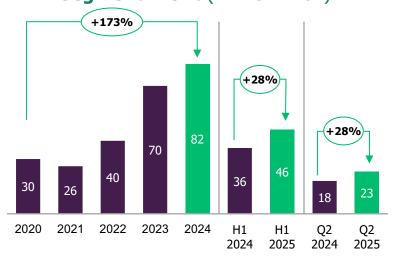
Lotus Investment Group
Property & Construction Finance



As at 30/06/2025

## **Retail Brokerage Segment: Continued Growth**

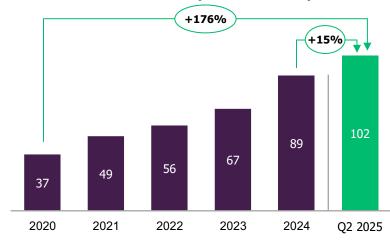
## Segment Profit (in NIS million)



#### **Revenues** (in NIS billion)

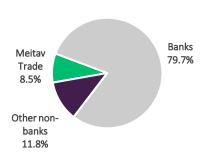


#### **Accounts**(1) (in thousands)



- Leading retail trading platform among investment houses in Israel
- A record recruitment of 17,500 clients in the first half of the year, and significant investment in marketing and technology
- An increase of approximately 31% in Meitav Trades net profit compared to the same period last year
- Meitav Trade's market valuation, as of August 10, 2025, stands at approximately NIS 1,072 million

#### Market Share (1)



**Client Assets** 

Accounts<sup>(2)</sup> approximately

38

105,000

**NIS Billion** 



As at 30/06/2025

- 1) Estimated number of customers
- 2) As of August 18,2025

# **Financial Statements**



## **Balance Sheet** (in NIS Million)

	As of 30.06.2025	As of 31.12.2024
Cash and short-term investments	626	529
Other current assets	2,523	2,220
Total current assets	3,149	2,749
Long term investments	1,250	1,127
Fixed assets and intangible assets	1,573	1,522
Deferred taxes	79	79
Total assets	6,051	5,477

Net Debt to EBITDA <sup>(1)</sup>	Net Debt <sup>(1)</sup>		
0.54	312		

	As of 30.06.2025	As of 31.12.2024	
Credit from banks and others	2,066	1,910	
Liabilities for short sale of securities	76	91	
Trade and other payables	572	439	
Liabilities for legal claims	695	676	
Total current liabilities	3,409	3,116	
Debentures	678	477	
Other long term liabilities	860	767	
Equity	927	848	
Non-controlling interests	177	269	
Total liabilities and equity	6,051	5,477	



## **Profit and Loss** (in NIS Million)

	H1 2025	Q2 2025	Q1 2025	Q2 2024	2024
Revenue from management fees, commissions and other	739	379	360	316	1,301
Income from non-bank credit activity	189	98	91	89	318
Total revenue	928	477	451	405	1,619
Income refund in respect of legal claims against the Company	-	-	-	-	(2)
Total revenue	928	477	451	405	1,617
Marketing, operation, general and administrative expenses	544	275	269	243	1,004
Financing expenses for non-bank credit	76	38	38	32	134
Operating income	308	164	144	130	479
Profit (loss) from securities held for nostro portfolio investments, net	11	6	5	(1)	12
Financing expenses, net	(34)	(22)	(12)	(22)	(65)
Other income (expenses), net	(4)	1	(5)	2	(6)
Company's share in losses in equity accounted investees, net	-	-	-	(19)	(27)
Profit before taxes on income	281	149	132	90	393
Taxes on income	72	41	31	24	103
Profit for the period	209	108	101	66	290
Profit attributed to the Shareholders	185	95	90	58	256





