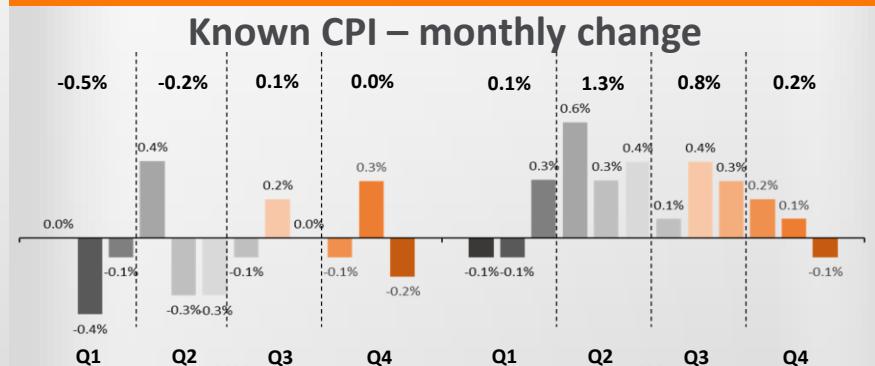
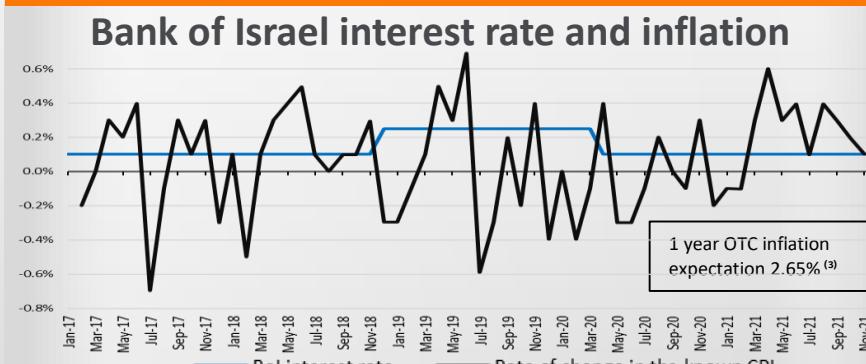
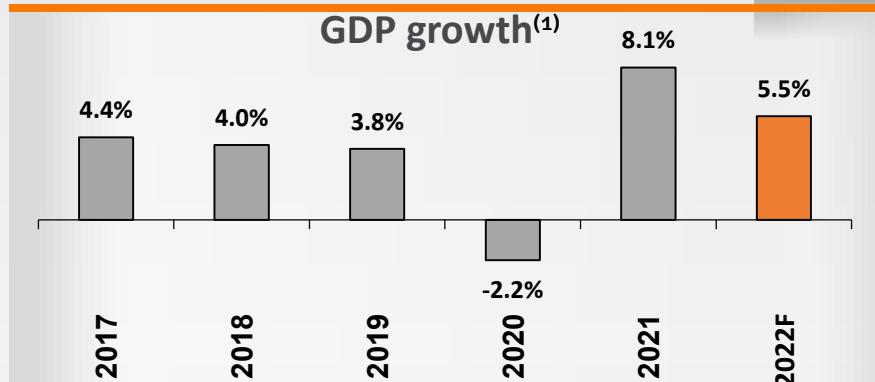
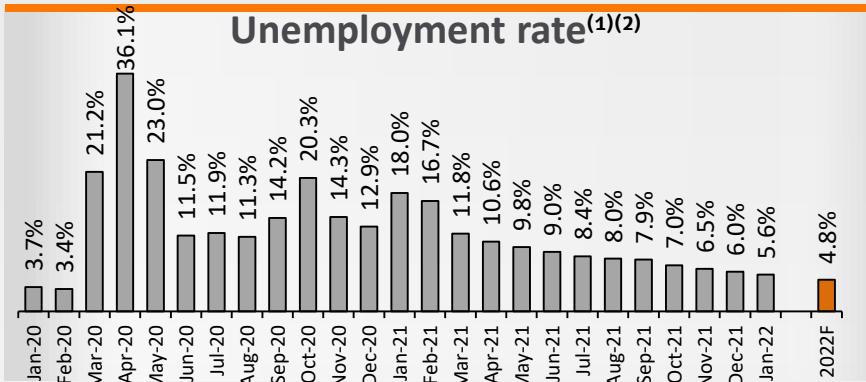




Financial statements

December 31, 2021

- This document has been prepared by Mizrahi-Tefahot Bank Ltd (UMTB) solely for use at the company's presentation. The information contained in this document constitutes information from the bank's 2021 quarterly and annual reports and/ or immediate reports, as well as the periodic, quarterly and annual reports and/or immediate reports published by the bank in previous years.
- Accordingly, the information contained in this document is only partial, is not exhaustive and does not include the full details regarding the bank and its operations or regarding the risk factors involved in its activity and certainly does not replace the information included in the periodic, quarterly, annual or immediate reports published by the bank. In order to receive the full picture regarding the bank's 2021 quarterly and annual reports, the aforesaid reports should be perused fully, as published to the public.
- None of the company, or any of their employees or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.
- The bank's results in practice may be significantly different from those included in the forecasting information, as a result of a large number of factors, including, *inter alia*, changes in the domestic and global equity markets, macro-economic changes, geo-political changes, legislation and regulation changes, and other changes that are not under the bank's control, which may lead to the estimations not realizing and/or to changes in the business plans.
- The forecasting information may change subject to risks and uncertainty, due to being based on the management's estimations regarding future events, which include, *inter alia*: global and local economic development forecasts, particularly regarding the economic situation in the market, including the effect of macro-economic and geo-political conditions; expectations for changes and developments in the currency and equity markets; forecasts related to other various factors affecting exposure to financial risks; forecasts with respect to changes to borrowers' financial strength, public preferences, changes in legislation and the provisions of regulators, competitors' behavior, the status of the bank's perception, technological developments and human resources developments.
- This document does not constitute an offer to sell, or a solicitation of an offer to buy, or a recommendation of any kind regarding any security or any interest in security.



1) 2022F according to Bol forecast from January 2022

2) From March 2020 onwards – Broad Unemployment Rate, including unemployed persons, temporarily absent from work for reasons related to Coronavirus and not participating in the labor force who stopped working due to dismissal. Original data, excluding seasonality.

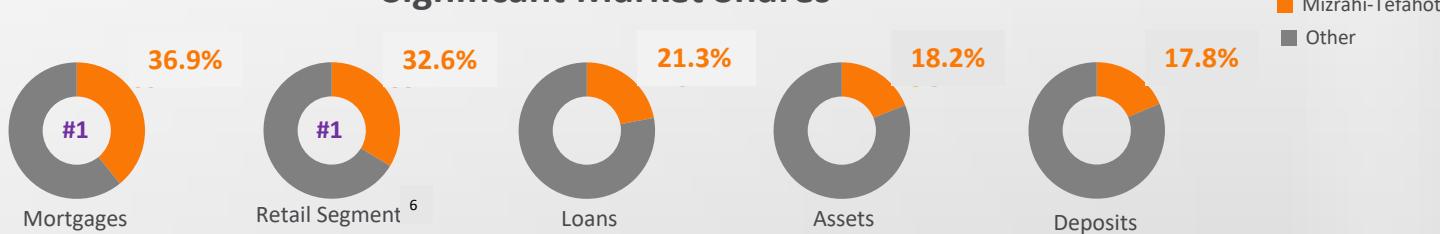
3) As of February 23, 2022



Leading Israeli Bank

NIS 392bn Total Assets ¹	NIS 271bn Net Loans to the public ¹	NIS 308bn Deposits from the public ¹
NIS 7.7bn Net Interest Revenue ²	NIS 10.3bn Total Revenue ²	NIS 3.2bn Net Profit ²
NIS 32.4bn Market Cap ³	>7,600 Employees ¹	225 Branches ^{1,4}

Significant Market Shares⁵



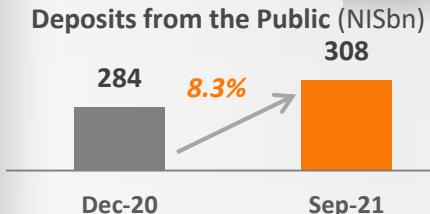
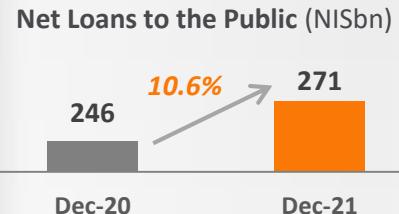
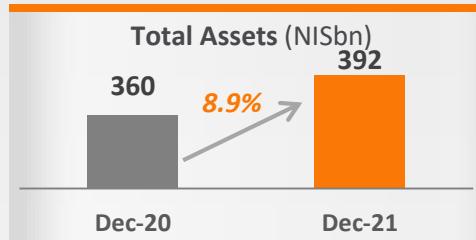
(1) As of December 31, 2021. (2) For 2021. (3) Tel Aviv Stock Exchange (as of February 22, 2022)

(4) The Bank is in the process of merging some of Union Bank's branches with UMTB's branches, towards 205 branches in total by the end of the process.

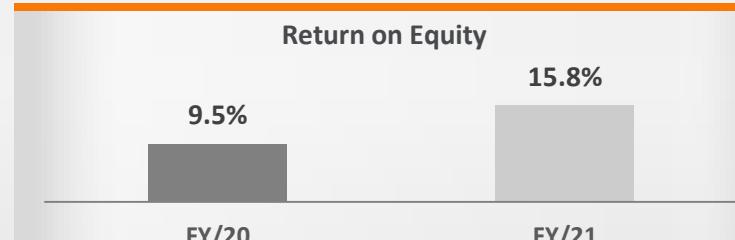
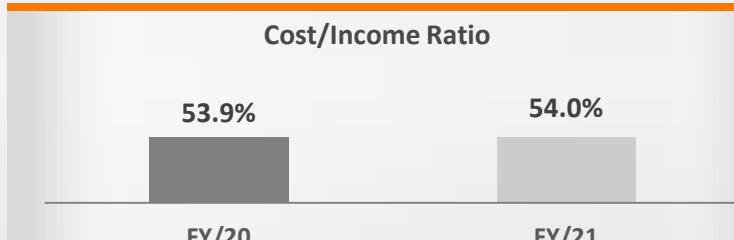
(5) As of September 30, 2021. (6) Market share in credit to Households and Private Banking segments (supervisory operating segments).



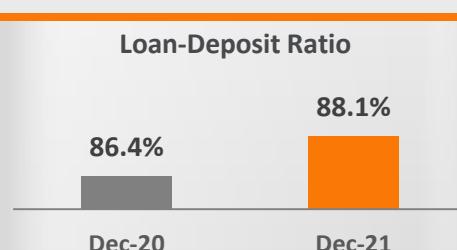
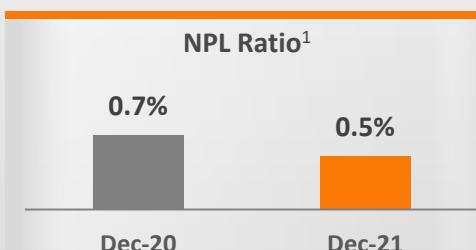
Balance Sheet Growth



Profitability



Asset Quality, Liquidity and Capitalisation



(1) NPL Ratio is calculated as Impaired Credit not Accruing Interest Income, divided by Gross Loans to the Public.



Segment	2021		2020		Q4/2021		Q4/2020	
	Provision	Rate of provision	Provision	Rate of provision	Provision	Rate of provision	Provision	Rate of provision
Housing loans	(133)	(0.08%)	279	0.18%	(41)	(0.09%)	7	0.02%
Business	(89)	(0.13%)	635	0.90%	48	0.27%	97	0.60%
Households	(56)	(0.21%)	136	0.53%	(22)	(0.34%)	14	0.22%
Total	(278)	(0.10%)	1,050	0.43%	(15)	(0.03%)	118	0.19%

CECL - The Bank has applied the new directives with regard to provisions for credit losses as from January 1, 2022. According to Bank estimates, application of the new directives should result in an increase of NIS 0.1 billion in the balance of provision with respect to households, and NIS 0.3 billion with respect to business and commercial borrowers, against a decrease of NIS 0.1 billion in provision with respect to residential mortgages. The Bank intends to charge the cumulative effect to retained earnings upon initial application.

Provisions / loans to the public

0.43%

2020

2021

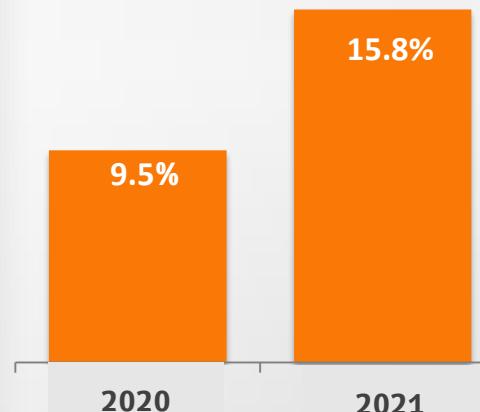
(0.10%)



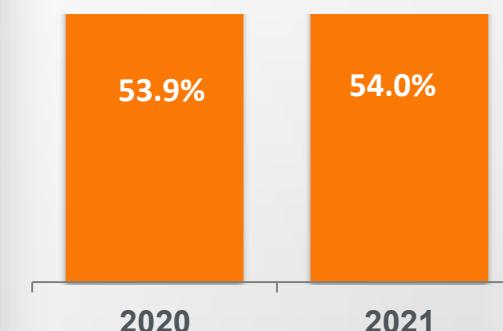
Net profit (NIS mil)



Return on equity



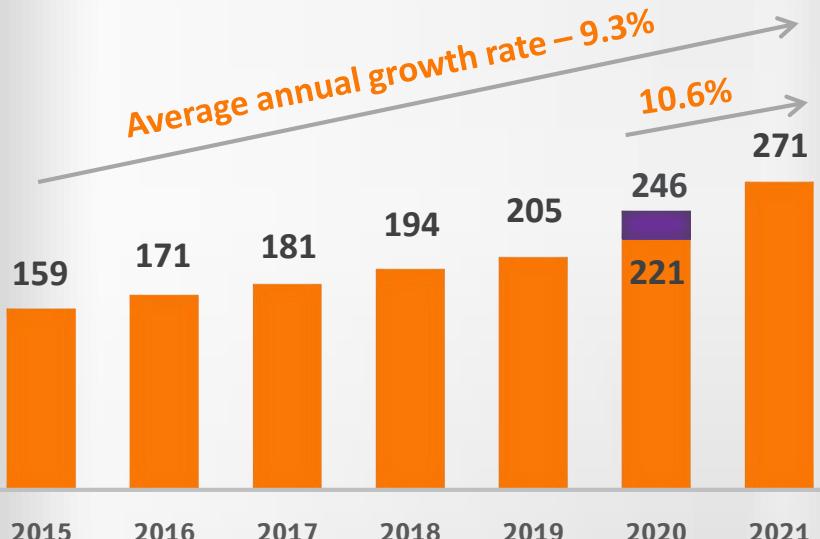
Cost/income ratio



The bank recorded the highest profit ever



Credit to the public (NIS bil)



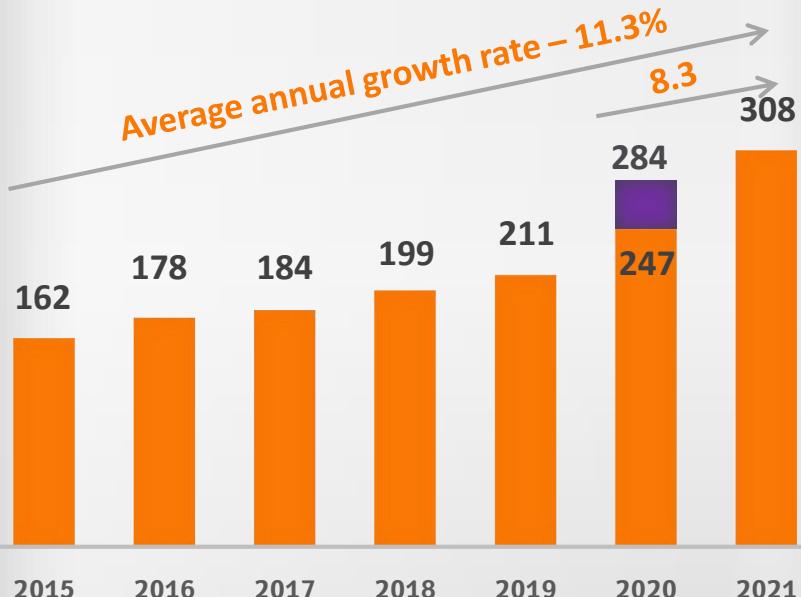
Business segment	31.12.21	31.12.20	% change in
Housing loans	174,822	155,422	12.5
Households + private banking	26,087	25,697	1.5
Total individuals	200,909	181,119	10.9
Total businesses ⁽¹⁾	70,519	64,406	9.5
Total	271,428	245,525	10.6

Supervisory operating segments

(1) Small and micro businesses, Medium businesses and Large businesses, Institutional investors and Overseas operations



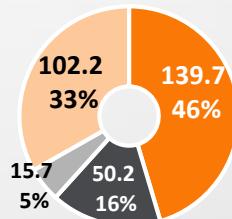
Deposits from the public (NIS bil)



Core deposits⁽¹⁾



Core deposits⁽¹⁾ by segments



Total core deposits: NIS 205.7 bil
Share of core deposits: 67%

Financing revenues from current operations⁽¹⁾ continue to grow despite decrease in interest rates



Bol rate:
2020 0.14%
2021 0.10%

FED rate:
2020 0.38%
2021 0.08%

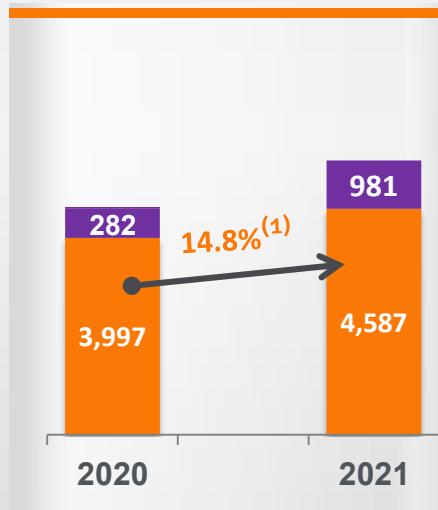
	2021	2020	Rate of change
Interest revenues, net	7,685	5,820	
Non-interest financing revenues	401	221	
Total financing revenues	8,086	6,041	
Financing revenues Union Bank	922	235	
Total financing revenues Excluding Union Bank, less:	7,164	5,806	23.4%
Linkage differentials with respect to CPI position	406	(105)	
Revenues from collection of interest on troubled debt	53	39	
Gain from debentures	6	97	
Effect of accounting treatment of derivatives at fair value and others	593	204	
Total effects other than current operations	1,058	235	
Total financing revenues from current operations	6,106	5,571	9.6%

NIS mil

(1) Excluding Union Bank



Operating and other expenses (NIS mil)



Salaries (NIS mil)



Most of the increase is due to performance based remuneration



Equity (NIS mil)

18,804

20,770

2020

2021

Dividend⁽¹⁾ (NIS mil)

120

75

122

190 404

137

737

483

1,024⁽²⁾

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

The Bank returned to dividend distribution of 40% of the quarterly net profit, in accordance with the dividend policy

(1) For the relevant period

(2) For 2020 and 1Q-3Q/2021 - 30% in accordance with Bol guidance, for 4Q/2021 - 40% in accordance with the dividend policy and removal of Bol limitations due to Bol interim directive expiration

Leverage ratio

5.19%

5.18%

2020

2021

Total ratio

Tier 1

Bol minimum requirement:

13.62%

10.04%

13.66%

10.04%

31.12.2020

11.50%

8.68%

31.12.2021

11.50%

8.60%



Thank you

