

## **Financial statements**





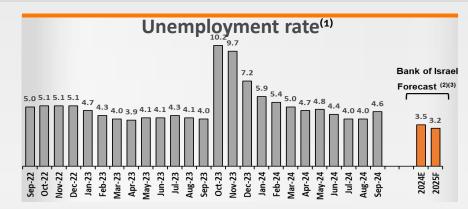
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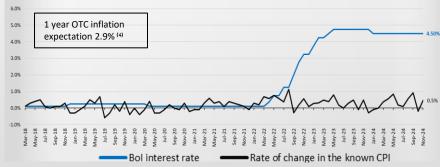


#### Q3/24 Macro environment

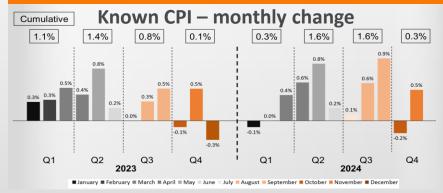




Bank of Israel interest rate and inflation

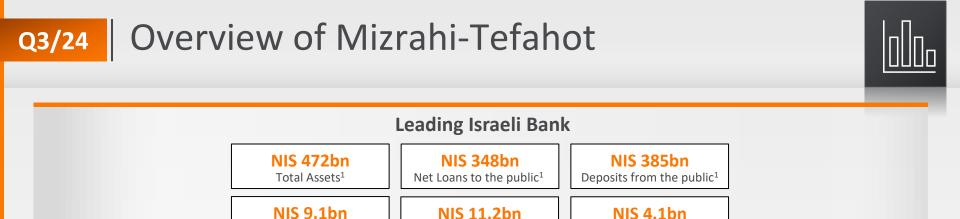






(1) Broad Unemployment Rate (general definition of unemployed, unemployed that ceased working due to dismissal or closing of their work place in the last two years and temporary absent from their work for the whole week due to economic reasons) (15 years old and above). (2) Bank of Israel forecast for 2024 – 2025 - annual average according to Bank of Israel research department forecast from October 9, 2024. (3) Broad Unemployment rate, ages 25-64. (4) As of November 18, 2024





Total Revenue<sup>2</sup>

>7,100

Employees<sup>4</sup>

Net Profit<sup>2</sup>

206

Branches<sup>4</sup>



(1) As of September 30, 2024. (2) For 1-9/2024. (3) Tel Aviv Stock Exchange (as of November 17, 2024)
(4) As of December 31, 2023. (5) As of June 30, 2024. (6) Market share in credit to Households and Private Banking segments (supervisory operating segments).

Net Interest Revenue<sup>2</sup>

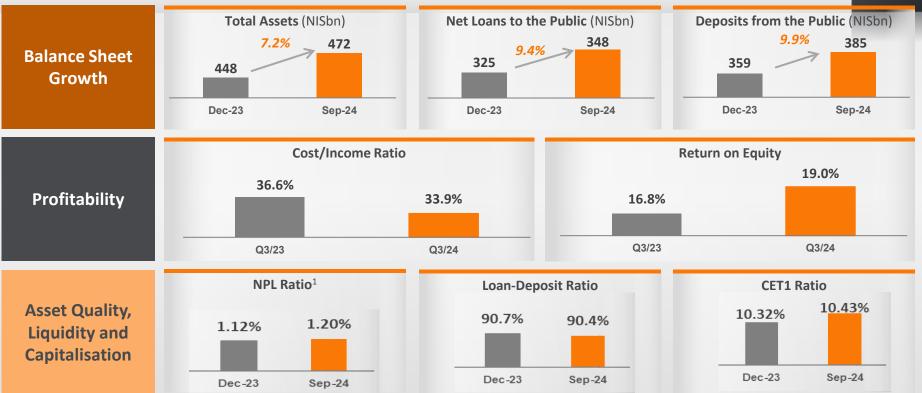
NIS 42.1bn

Market Cap<sup>3</sup>



#### Q3/24 Financial Highlights





Balance sheet growth % change in annual terms

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



#### Q3/24 The effect of Iron Swords war events



- On October 7, 2023, the Iron Swords war was declared following a sudden murderous rampage into settlements close to the Gaza Strip border. This was concurrently with the start of military escalation on the Northern border.
- The Bank is prepared to continue its operations and to provide service to its customers, including in war-affected zones, in as much as possible.
- The Bank takes part in the national endeavor and has announced the allocation of funds for charitable donations and assistance to civilians affected by the war, and has launched programs to provide relief to Bank customers, with emphasis on customers resident in war-affected regions.
  - Total charitable donations allocated by the Bank for adoption of the town of Sderot and kibutz Kfar Aza and other activities to benefit residents of the Gaza border and Northern border areas is NIS 70 million. Almost all of these expenses were recorded in the financial reports of 2023.

- The Israeli banks decided to make a donation to the Jewish Agency of NIS 98 million, in order to provide critical assistance to the strength and resiliency of soldiers serving in the reserves, who they or their spouses are owners of independent businesses, which were negatively affected due to the reserve duty of their owners. The Bank Group's share in the donation is NIS 18 million.

- The estimated value of relief and banking benefits extended to all Bank Group customers, beyond the charitable donation amount is NIS 641 million (including banking relief and benefits provided to residents of Sderot and Kfar Aza, as noted above), assuming full utilization of all benefits offered to the relevant population.





# Q3/24 Loan balance with changes to terms and conditions of debt due to the war (NIS mil)

	Loan balance with changes to terms and conditions of debt as of 31.12.2023		Total credit to this segment <sup>(1)</sup>	Loan balance with changes to terms and conditions of debt as of 30.9.2024 to total credit <sup>(1)</sup>
Large businesses	144	-	55,579	-
Medium businesses	219	7	12,399	0.06%
Small businesses	3,612	324	36,591	0.89%
Private individuals	855	116	28,105	0.41%
Housing loans	23,714	8,984	219,777	4.09%
Total	28,544	9,431	352,451	2.68%

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(1) Total credit as of 30.9.2024, before provisions.

#### Q3/24 Asset quality (NIS mil)



Segment	1-9/2024		1-9/2023		Q3/2024		Q3/2023	
	Provision	Rate of provision	Provision	Rate of provision	Provision	Rate of provision	Provision	Rate of provision
Housing loans	73	0.04%	235	0.15%	39	0.07%	172	0.34%
Business	256	0.33%	671	0.97%	80	0.31%	403	1.75%
Households	85	0.41%	262	1.27%	11	0.16%	119	1.72%
Total	414	0.16%	1,168	0.48%	130	0.15%	694	0.86%

Provisions / loans to the public 0.86%

0.15%

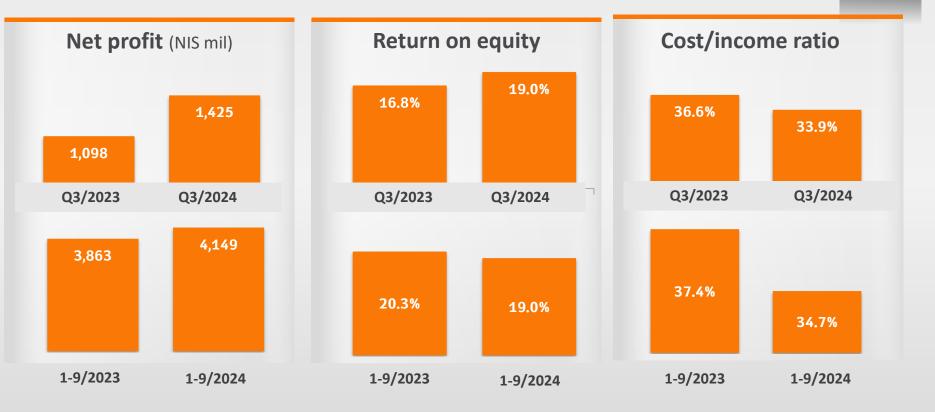
Q3 2024

Q3 2023

Expenses with respect to credit losses in the first 9 months of 2024 amounted to NIS 414 million, compared to NIS 1,168 million in the corresponding period last year. Expenses with respect to credit losses in the corresponding period last year, and mainly in the third quarter of 2023, reflected the effect of the increased credit risk due to the war, and the increase in risk levels, mainly as a result of the increase in the interest rates in the economy.



### Q3/24 Profitability and efficiency





### Q3/24 Continuous loan growth (NIS bil)

Average annual growth rate – 9.4% 348 307 325 271 246 194 205 159 171 181 221 2017 2018 2019 2020 2021 2022 2023 20.9.24 2016 015

Credit to the public<sup>(1)</sup>

Business segment	30.9.24	31.12.23	% change
Housing loans	218.6	205.4	8.5
Households + private banking	27.4	26.9	2.9
Total individuals	246.0	232.3	7.9
Total businesses <sup>(2)</sup>	102.3	93.0	13.2
Total	348.3	325.3	9.4

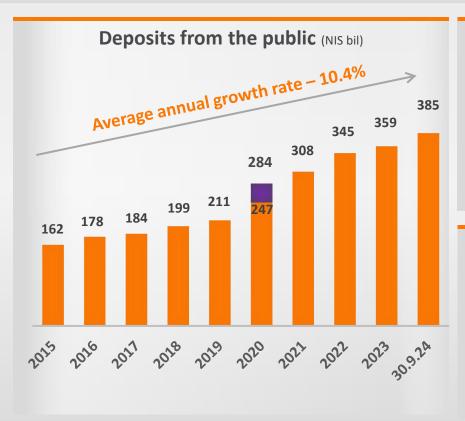
Supervisory operating segments % change in annual terms (2) Small and micro businesses, Medium businesses and Large businesses, Institutional investors and Overseas operations

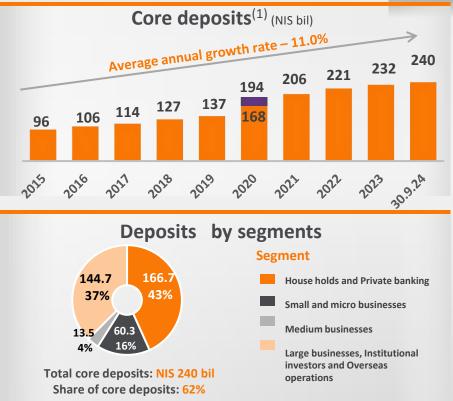


## Q3/24 Continuous deposit growth (NIS bil)



10





#### Q3/24 Financing revenues from current operations



From Q4/2020 including Union Bank. NIS mil

1 2,959 ) 341 1 3,300	2,689	2,685	3,220	2456
-	(467)		5,220	3,156
1 2 200	(167)	345	26	60
1 3,300	2,522	3,030	3,246	3,216
212	34	88	494	439
13	9	8	13	13
(8)	(74)	44	16	16
146	(285)	110	(96)	(99)
363	(316)	250	427	369
2 2,937	2,838	2,780	2,819	2,847
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NIS mil





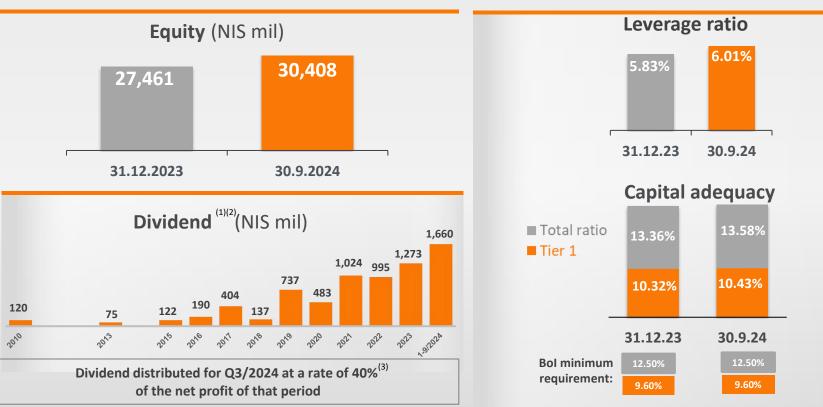
#### **Operating and other expenses** (NIS mil)



#### Salaries (NIS mil)



### Q3/24 Equity, capital adequacy and dividend



(1) For the relevant period. (2) It is hereby clarified that there is no change to the Bank's dividend policy, as detailed in the report published by the Bank on April 27, 2021 (reference no. 2021-01-071448). (3) After examining the Bank's capital planning in the various scenarios and in accordance with Bank's dividend policy.







