

Review for Analysts

Q2 | 2022

Limitation of Liability

This presentation includes partial information only with respect to the Company's results for the period January-June 2022, and was prepared for summary and convenience purposes only. This presentation cannot serve as a substitute for a review of the Company's public reports (including in the Company's financial statements), which contain the complete information regarding the Company, before reaching any decision regarding an investment in the Company's securities.

This presentation does not constitute an offer for the acquisition of the Company's securities, nor a request for any such offers, and is intended for the delivery of information only, as part of the provision of explanations regarding the Company.

**This presentation is an unofficial translation from the Hebrew language and is intended for convenience purposes only.
The binding version of the presentation is in the Hebrew language only.**

About us



Clal Insurance Enterprises Holdings is a leading insurance and long-term savings groups in Israel



Operates together with approximately 2,000 insurance agents



Assets under management: NIS **284 billion** (As of the end of June 2022)



Employs approx. **4,300** employees



Total premiums, contributions and receipts with respect to investment contracts in January-June 2022: approximately NIS **14.2 billion**. An increase of **17%** compared with the corresponding period last year.



Platinum+ rating of Maala in the field of corporate responsibility



Leading in investment returns over time



Clal Insurance Company rating: iIAA+\Stable from Standard & Poor's Maalot Aa1.il with stable outlook from Midroog



The Company has unique activity in the field of mortgages and credit insurance

Shareholders¹



Shares which are held by Mr. Shalom Shai (Donna Engineering and Construction Company)

5.2%

Shares which are held by Harel Insurance Investments & Financial Services Ltd.

7.3%

Shares which are held by Phoenix Holdings Ltd.

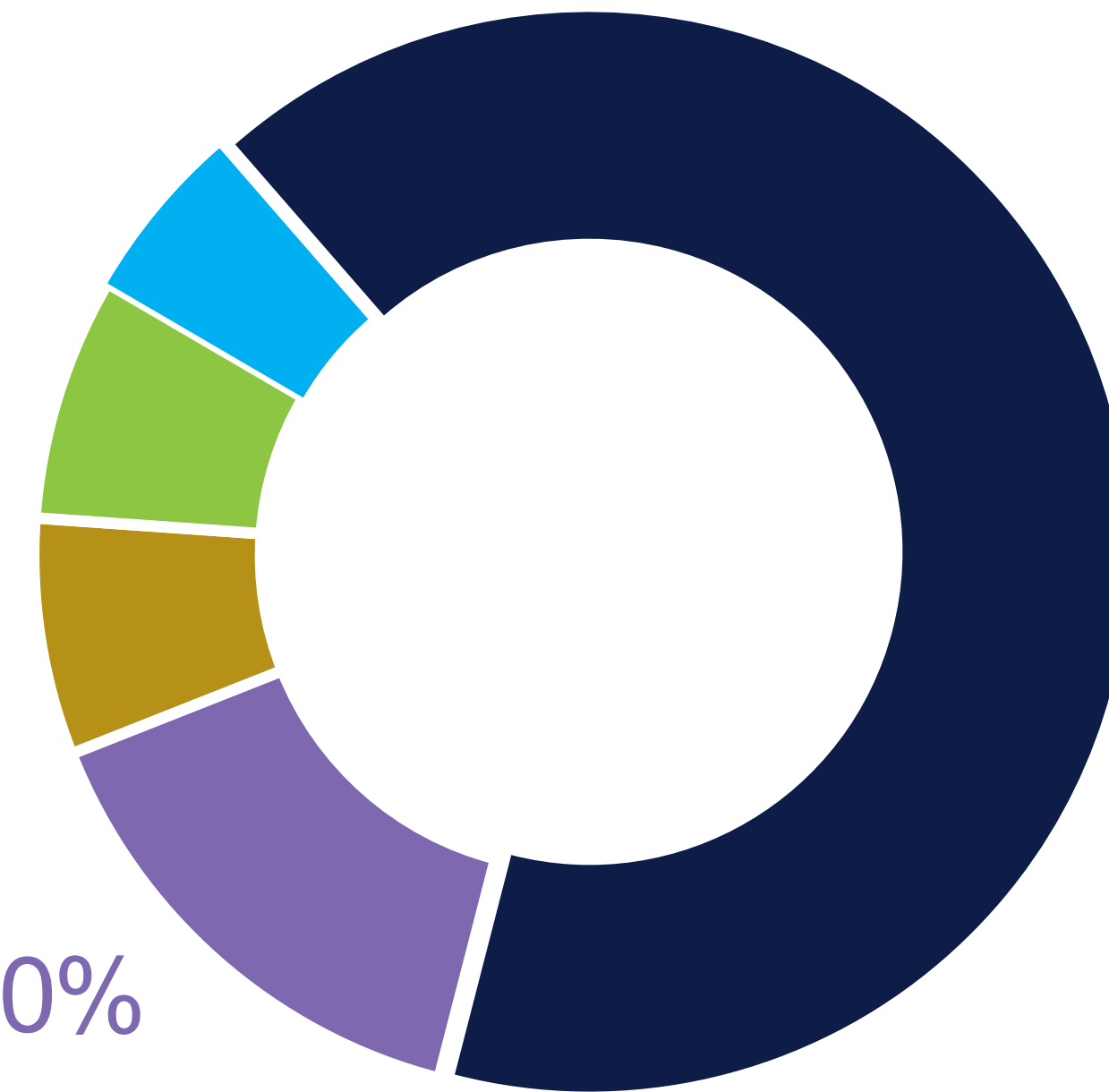
7.1%

Shares which are held by Alrov Real Estate and Hotels Ltd.

15.0%

65.4%

Shares which are held by the public and listed for trade on the Tel Aviv Stock Exchange



1. To the best of the company's knowledge, in accordance with information delivered to it to date. Shareholders presented have 5% stake or more.

Key Milestones

Q4 2019

Approval of the company's three-year strategic plan

December 2019

Capital raised at Clal Holdings to the sum of NIS 650 million

October 2020

Clal Holdings injected additional Tier 1 capital to the sum of NIS 450 million to Clal Insurance

December 2020

Clal Holdings is becoming a company without a control core

February 2021

Appointment of new Board of Directors at Clal Holdings

March 2021

Formulation of strategic outline for Clal Holdings

May 2021

Purchase of 14% of the digital insurance agency WOBI

June 2021

Purchase of all of the shares of Davidoff Pension Arrangements

January 2022

Capital raised successfully by Clal Holdings to the sum of NIS 500 million

April 2022

Purchase of 30% of the shares of Newcom Insurance Agency in return for 18 million NIS

May 2022

Clal was rated first out of all of the traditional insurance companies, in the rating of the "100 companies that are best to work for in Israel", according to the CofaceBDI rating and TheMarker magazine for 2022

July 2022

Maintaining the rating from Midroog: Aa1.il (Stable Outlook) and S&P Maalot: iIAA+ (Stable Outlook)

July 2022

Receiving the highest rating of the Ma'alah ESG rating – Platinum Plus, for the third year in a row

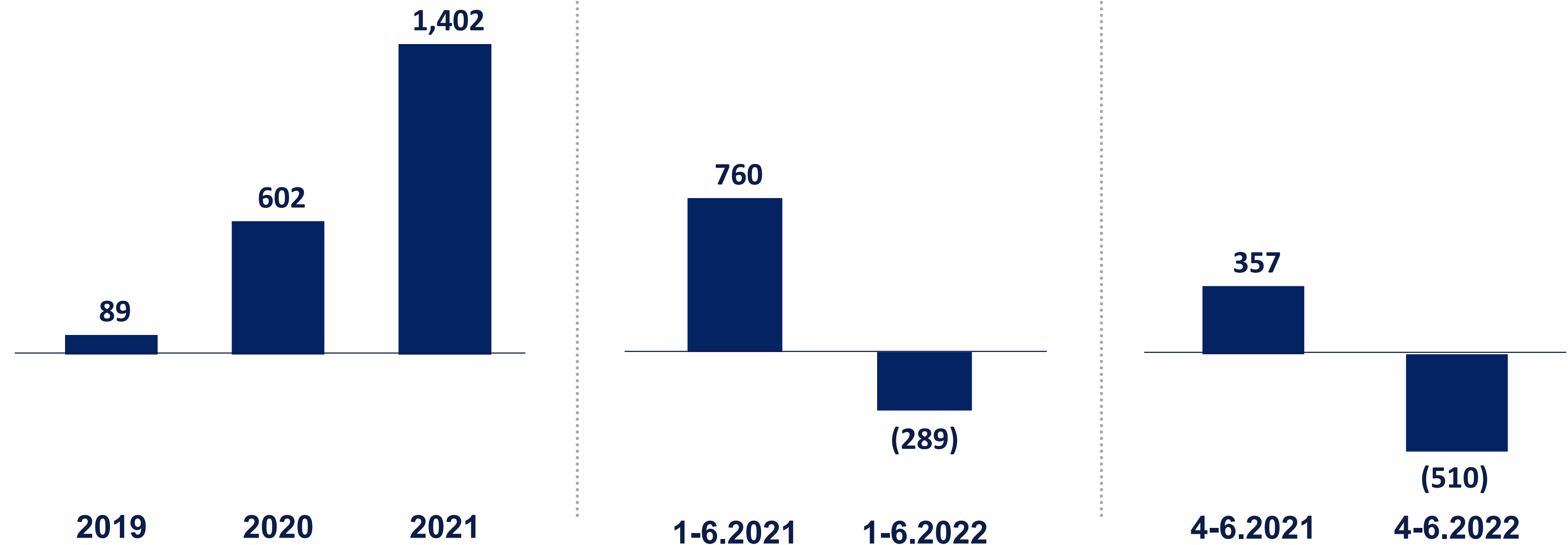
August 2022

Signing an agreement with Warburg Pincus, in which Clal Holdings purchased Max Group for a value of approx. NIS 2.47 billion, from which WOBI's financial debt (approx. NIS 876 million) will be subtracted, subject to adjustments.

Comprehensive Income After Tax Attributable to Shareholders (NIS Millions)

Return on
Equity**

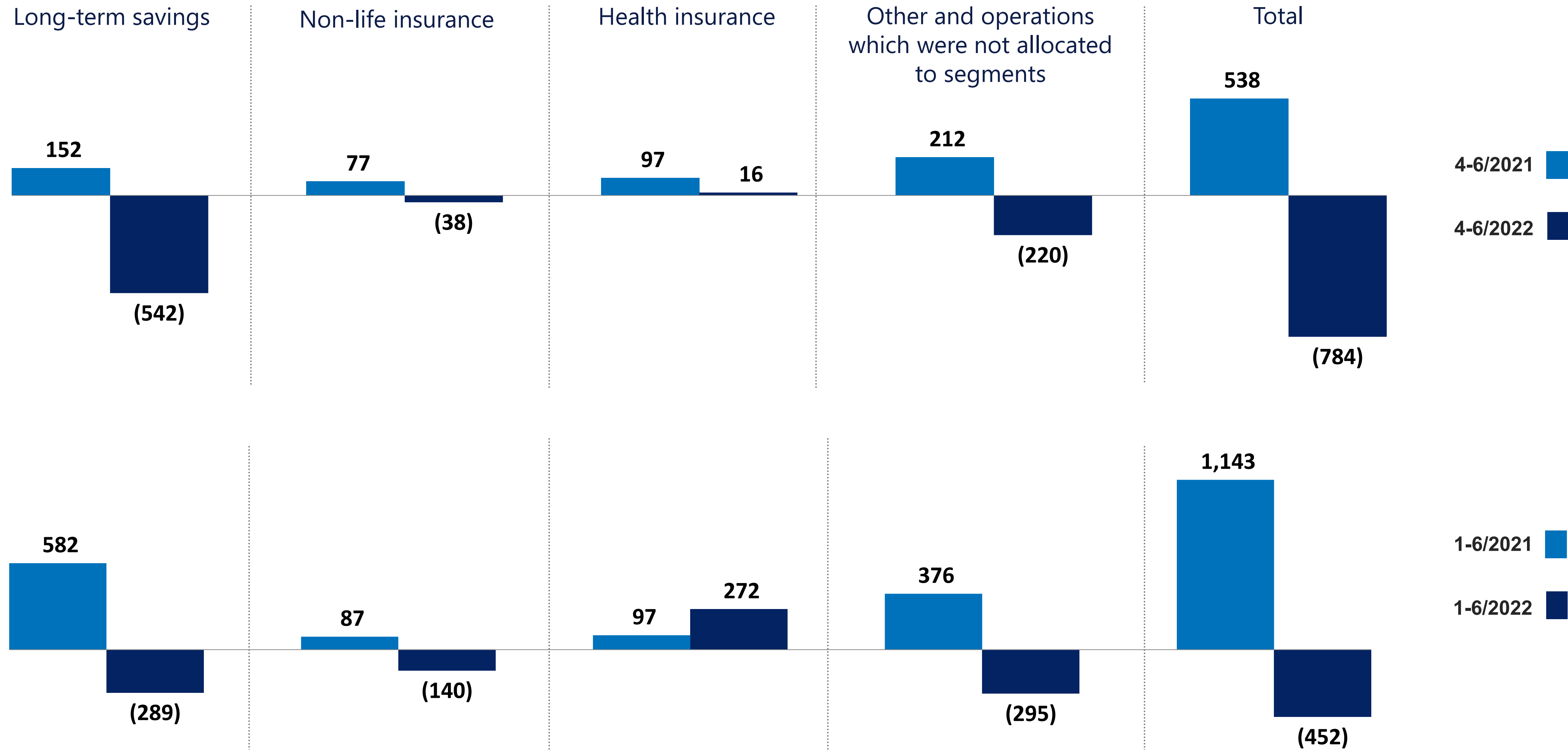
1.8% 10.6% 22.3% 24.1% (7.5%) 21.3% 24.2%



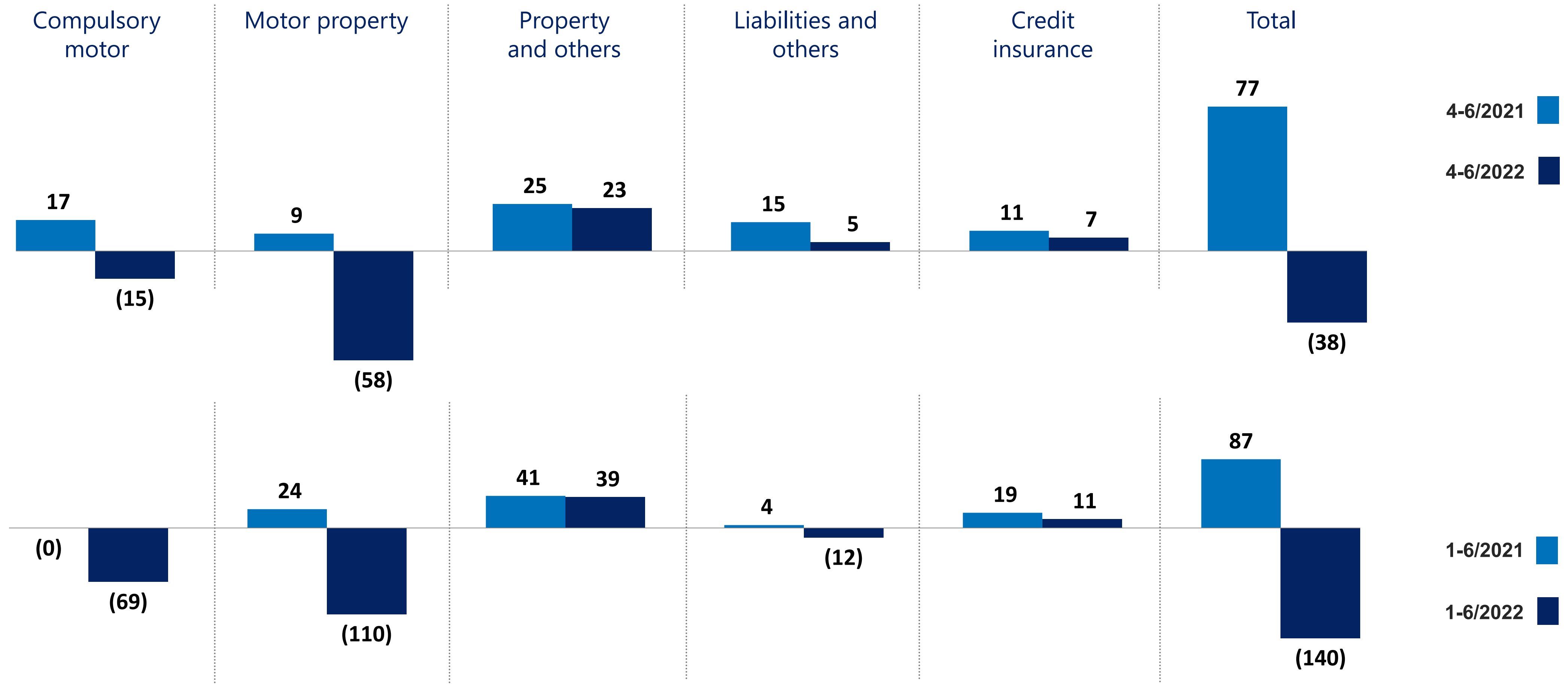
* In the year 2019 the comprehensive income was restated due to retrospective application of the Capital Markets, Insurance and Savings Authority's circular regarding the "review provision with respect to the liability adequacy".

** Return on Equity In annual terms - return on equity is calculated on the basis of profit for the period attributable to the Company's shareholders, divided by equity at the beginning of the period attributable to the Company's shareholders. The profit used for the calculation of the quarterly return on equity is calculated by multiplying by four the quarterly profit.

Comprehensive Income Before Tax by Segments (NIS Millions)



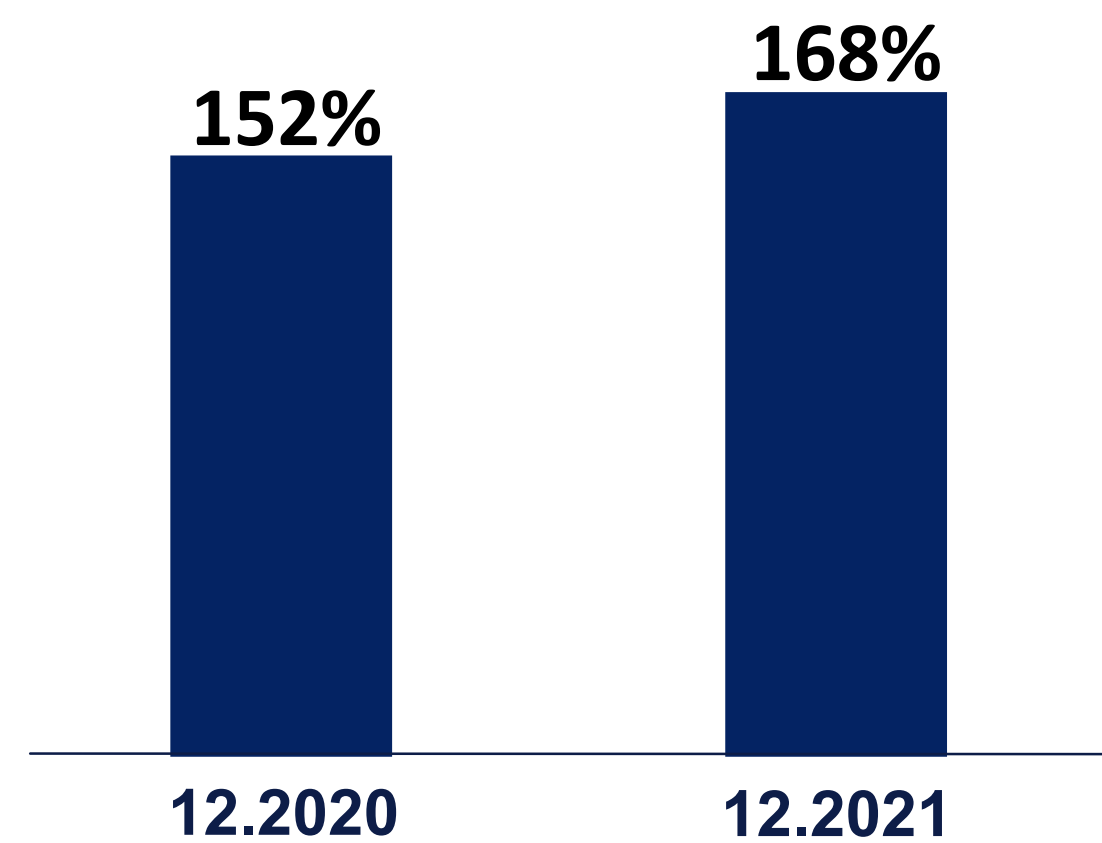
Non-Life Insurance | Comprehensive Income Before Tax (NIS Millions)



Total Capital

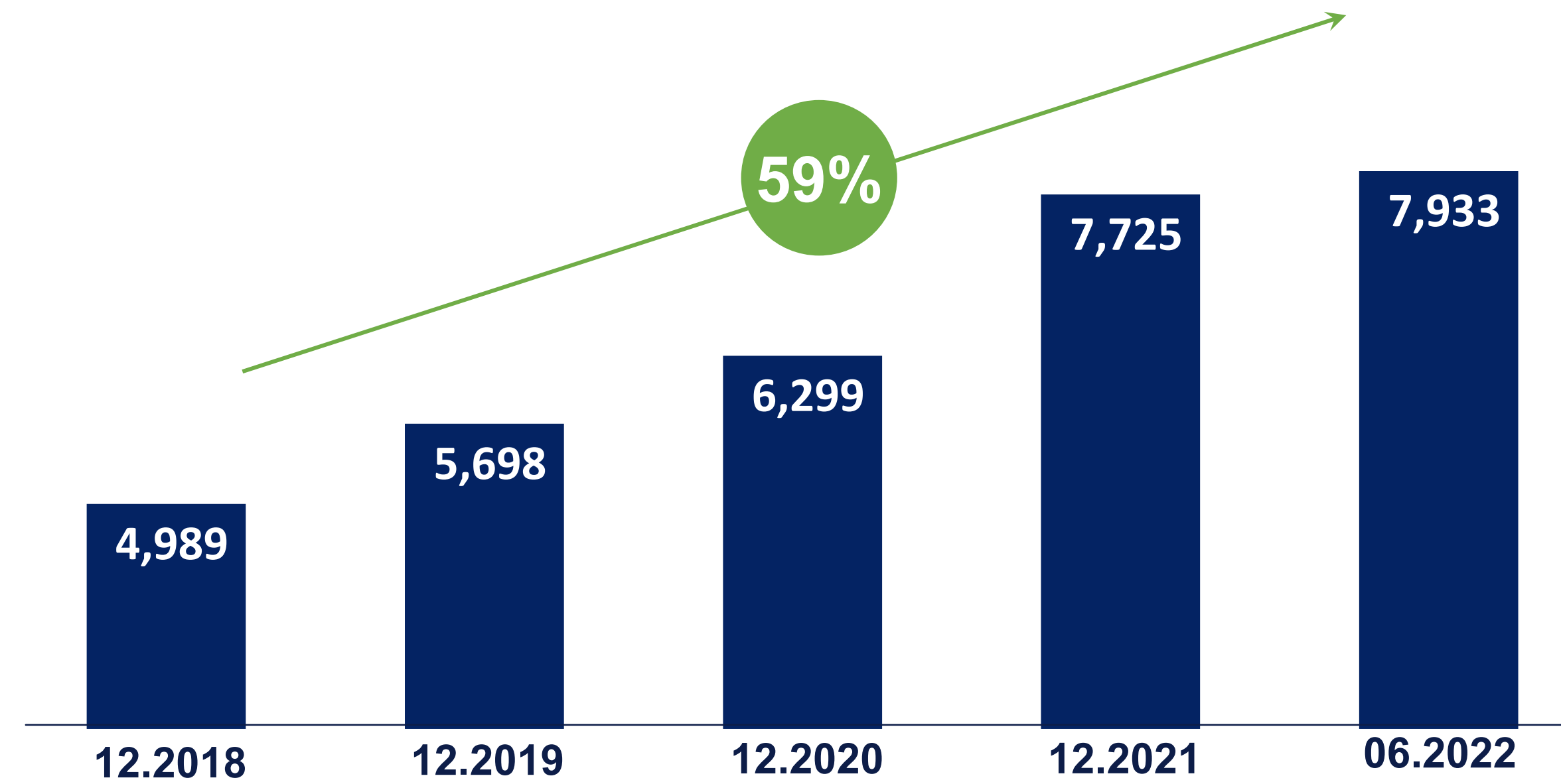
Solvency Ratio

Includes transitional measures²



Total Capital Attributable to Company Shareholders¹

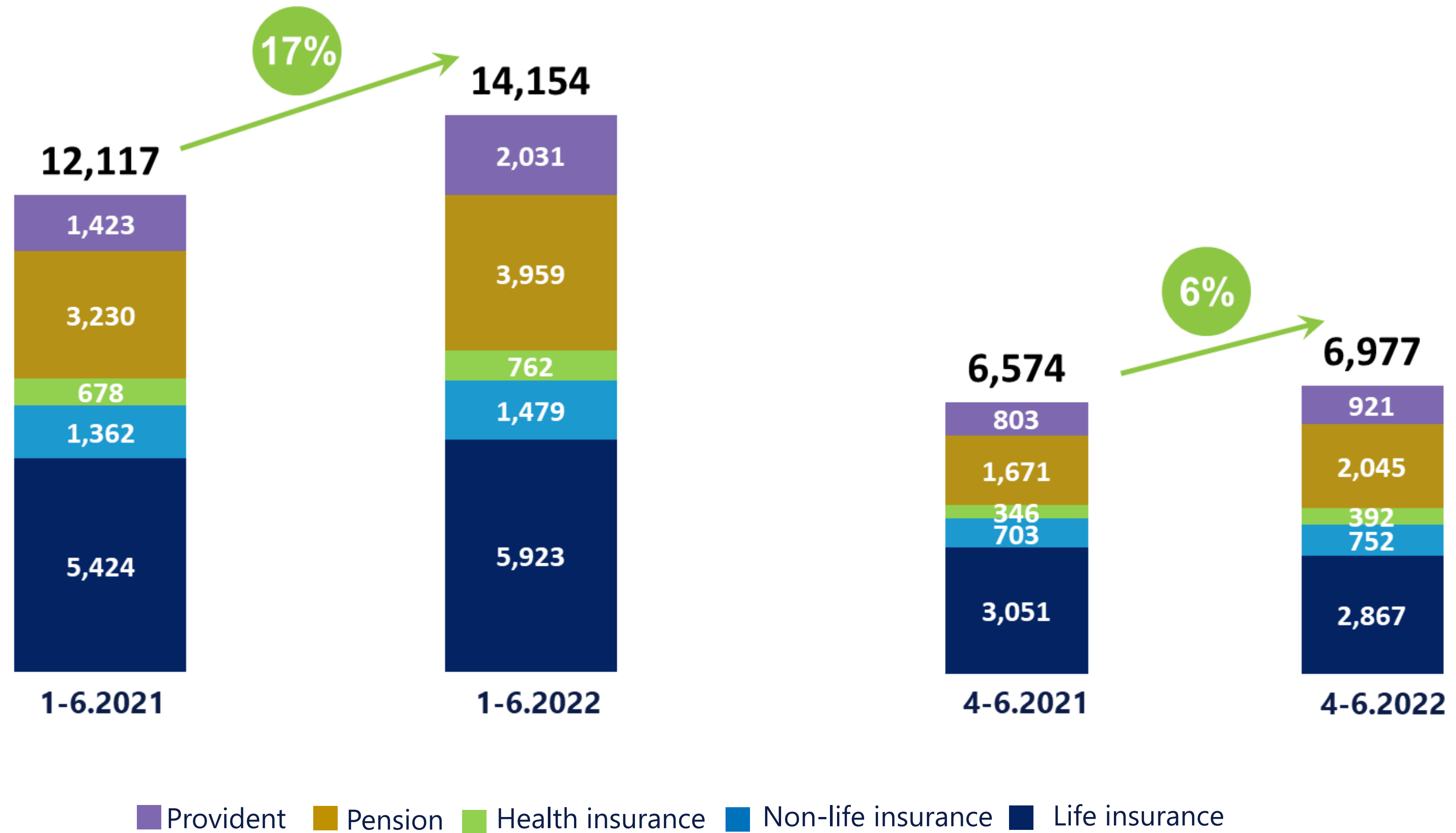
(NIS Millions)



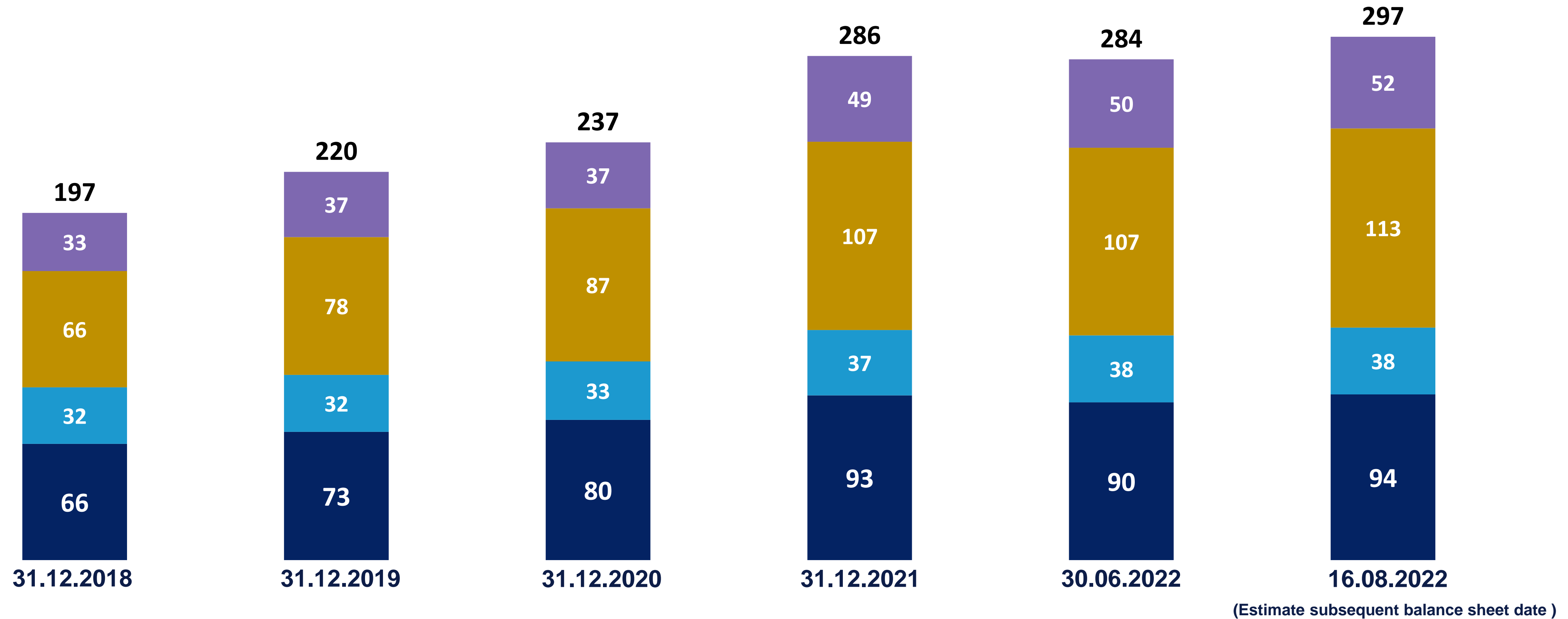
1. In the years 2018-2019 total capital was restated due to retrospective application of the Capital Markets, Insurance and Savings Authority's circular regarding the "review provision with respect to the liability adequacy".

2. The data includes the impact of material capital actions occurring in the period between the calculation date and the publication date of the Company's economic solvency ratio report

Gross Premiums Earned, Contributions and Receipts with respect to investment contracts (NIS Millions)



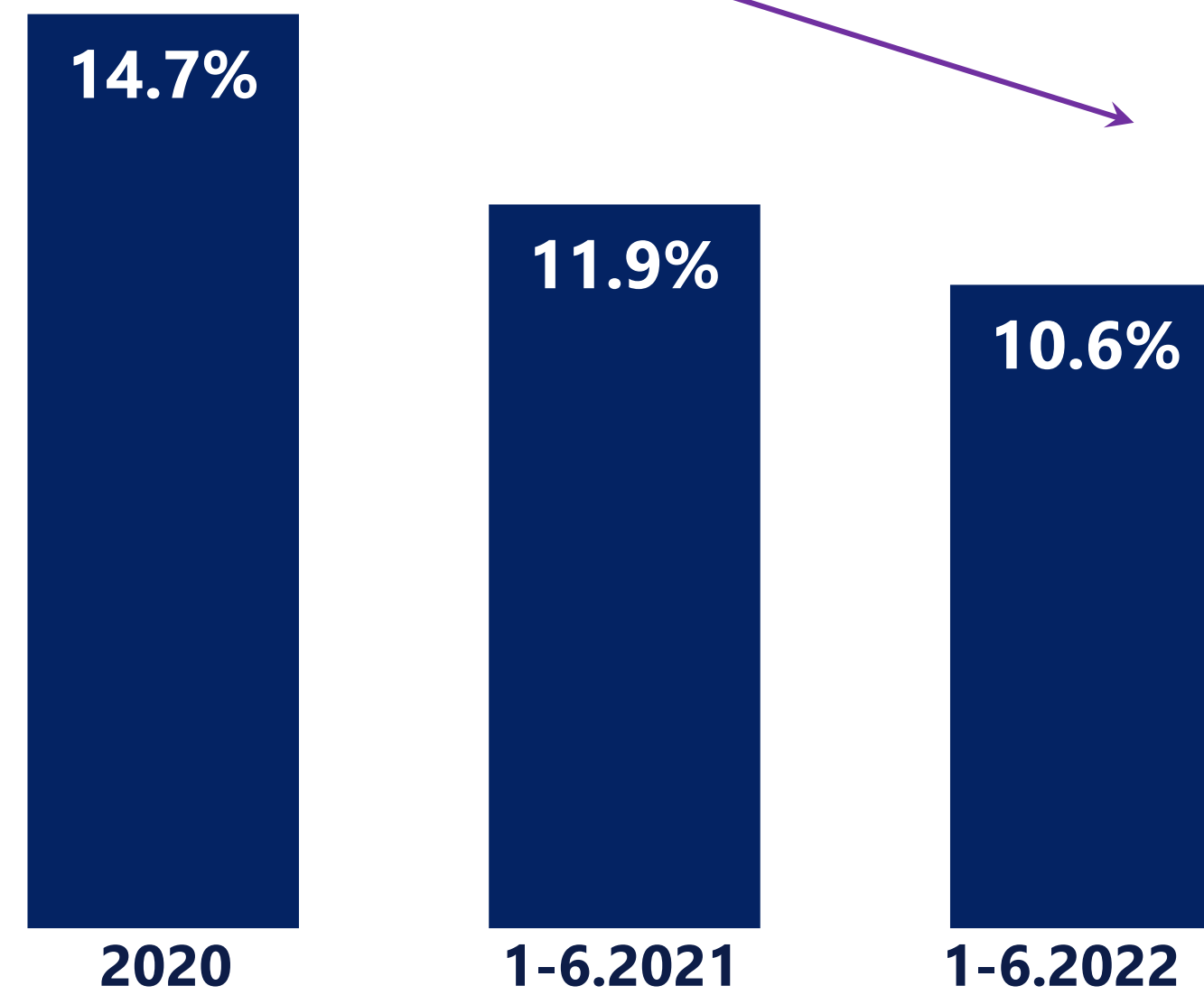
Assets under Management (NIS Billions)



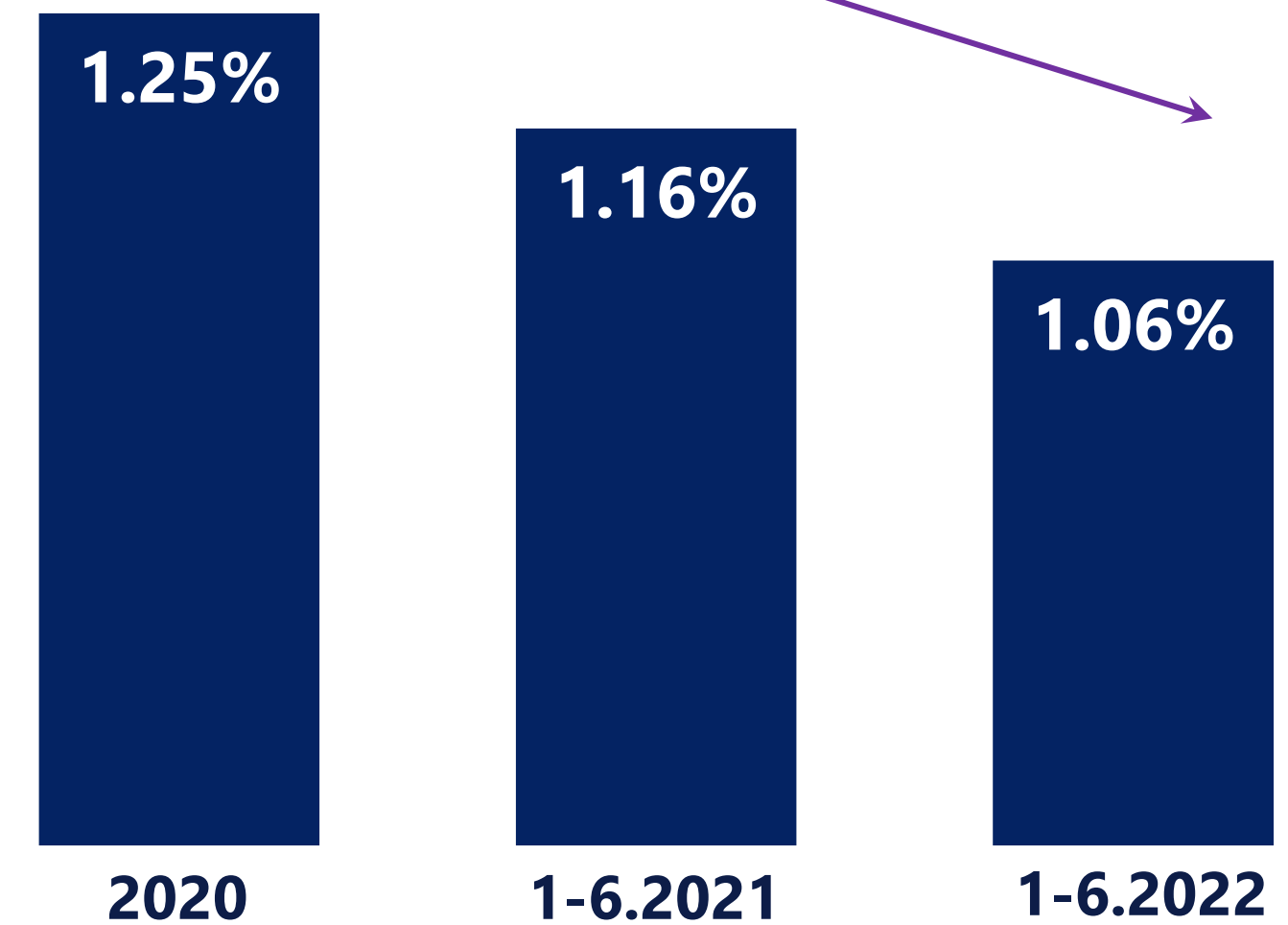
■ Provident
 ■ Pension
 ■ Nostro
 ■ Investment-linked insurance contracts and investment contracts

Rate of total general and administrative expenses, marketing expenses and commissions

Rate of total expenses and commissions in relation to premiums, contributions and proceeds in respect of investment contracts



Rate of total expenses and commissions in relation to average managed assets



Financing the purchase of WPI (which holds all of the shares of MAX and HYP)

**In accordance with the purchase agreement from August 12 2022
The transaction reflects a group value for WPI of approx. NIS 2.47 billion**

**Existing debt in WPI:
NIS 876 million**

**Deferred payment in cash no later
than April 30 2024: NIS 370 million**

**Payment in cash and in company's stock offering
upon completing the transaction: NIS 1.22 billion**

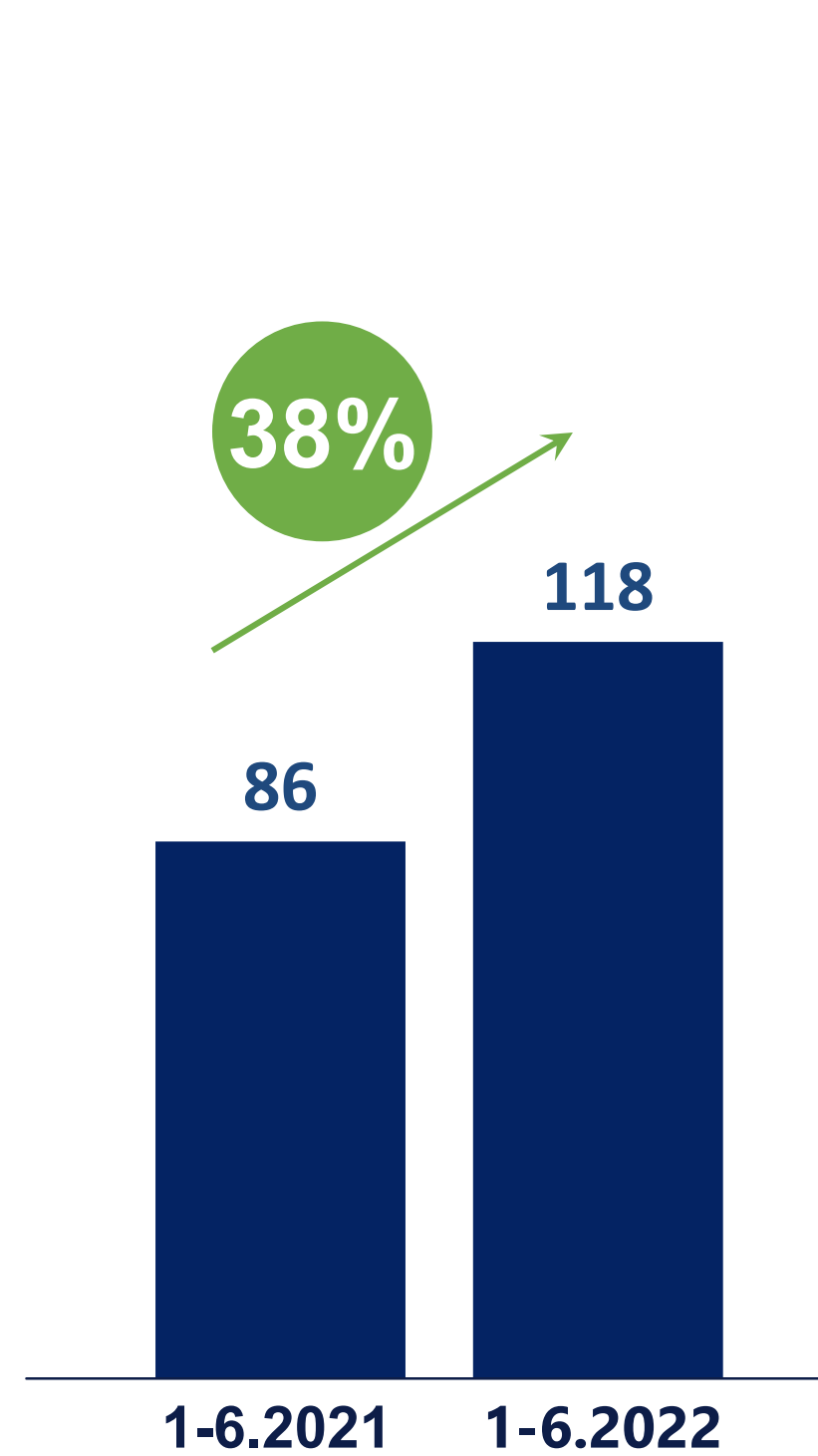
**The Company is
examining the
optimization of the
sources of financing
to complete the
required proceeds, as
well as the optimal
structure of the
transaction**

Some NIS 400 million will be paid to the sellers by way of a private stock offering, at a price of NIS 77 per share

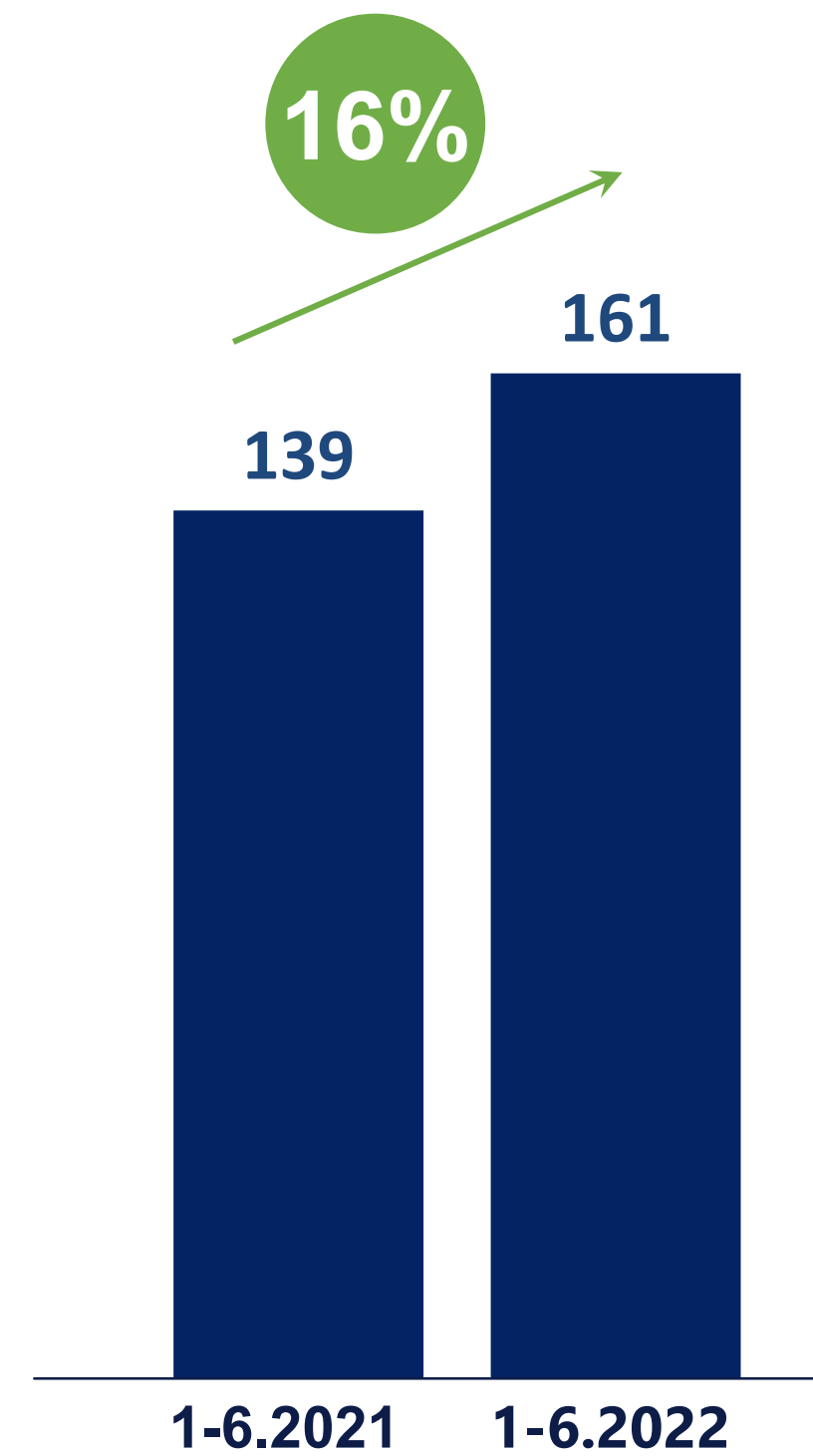
Some NIS 500 million were raised in January 2022 at a price of NIS 79 per share
Note that in addition the Company has liquid assets worth NIS 188 million

Credit Card Company Profitability

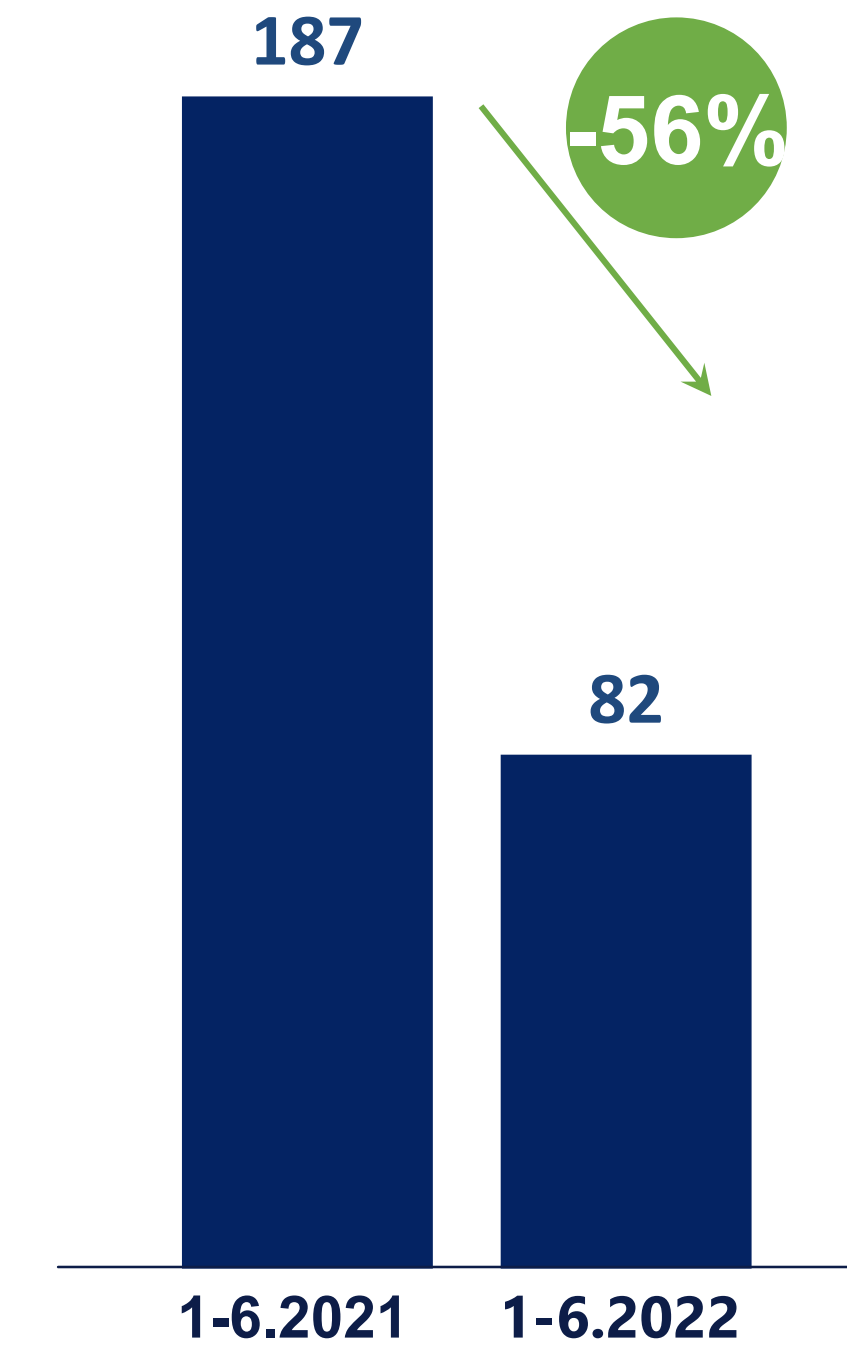
(Net profit after tax, NIS millions)



MAX



Cal.



ישראל

Leading in Innovation

Clal Behave – Launch for Young Drivers



The advertisement features a man in a denim jacket holding a smartphone displaying the Clal Behave app. The text reads: 'הורים לנהגים צעירים? עם כלל BEHAVE גם תדעו שהילדים נוהגים זהיר וגם תוכלו לחסוך עד 1,000 ₪ בשנה בביטוח הרכב'. Below this, four icons represent app features: 'לא צורך בהתקנה ברכב', 'אפליקציה להצגת חיסכון חודשי', 'ליווי 24/7 בזמן תאונה', and 'הנחה חודשית מותאמת ומשתנה'. A blue button at the bottom says 'לצפייה בסרט'. The Clal Behave logo is in the top left and bottom left corners.

The advertisement shows a family of three (a man, a young man, and a woman) standing together. The young man is holding a yellow license plate that says 'נהג חדש'. The text reads: 'הורים לנהגים צעירים? משתלם יותר לנהגים צעירים'. A blue circle in the top left corner says 'חיסכון עד 1,000 ₪ בשנה בביטוח הרכב'. A blue button at the bottom says 'לפרטים והצטרפות'. The Clal Behave logo is in the bottom left corner, and the text 'כפוף לתנאי החברה והפוליסה.' is in the bottom right corner.

Ma'alah Platinum +

For the third time in a row, Clal Insurance and Finance has won Ma'alah's highest rating for corporate responsibility in business – Platinum Plus.



Statements of the CEO and Chairman



Yoram Nave
CEO

The quarter's results reflect the ongoing trend of growth at the Clal Insurance and Finance Group. We are continuing to show improvement over time in underwriting, while increasing the areas of activity being focused on, with consistent improvement in expense ratios, exceeding the Company's goals.

The results in the reported period are generally influenced by a change in calculation of mortality tables, for which we made a provision to reserves of some NIS 627 million, as well as by drops in capital markets. These influences have been partially offset by the increase in interest, which reduced reserves.

Even during this period of market fluctuations, we are still leading in returns to planholders and since the beginning of the year we have shown impressive numbers of positive net accumulation of NIS 9 billion in the fields of pension and provident. As such, the scope of the Company's managed assets at the end of the second quarter of 2022 amounts to NIS 284 billion, and in the period subsequent to the balance sheet date, it reached a peak level of NIS 297 billion.

About a week ago, as part of a step designed to expand the activity of the holding company, we signed a binding agreement with the MAX Group. This step will constitute a significant catalyst for encouraging competition in the field of non-bank credit, benefitting the Israeli public.



Haim Samet
Chairman

The Company is persisting on implementing its strategic plan for growth in its core areas – insurance and finance.

Alongside this, we have signed a binding agreement with the MAX Group. Upon its completion, this transaction will strengthen the holdings company, giving it a complementary arm with a great deal of weight, and constitute the Group's next strategic leap, as an additional layer of profit generation for our stakeholders.

Thank You!