



Summary of Financial Results

For The Year 2023

March 31, 2024



This presentation was prepared solely for the purpose of convenience and brevity and it contains partial information in relation to the Company's results in the periods specified therein. This presentation should not be construed as an offer to purchase the Company's securities or an invitation to accept such offers, and it is intended solely to provide information as part of the explanations provided about the Company. The presentation is not a recommendation or opinion to invest in the Company's securities. The presentation does not replace the need to peruse the reports published by the Company (including the Company's financial statements), that include complete information about the Company.

In any case of a contradiction between the information in the presentation and the detailed information in the Company's reports, the information in the Company's reports shall prevail.

This presentation contains forward-looking information, as this term is defined in the Securities Law, 1968. Among other things, this information may include forecasts, goals, evaluations and assessment relating to future events or matters (including risk factors typical of the Group's activity as well as developments in the economic environment and external factors affecting the Company's activity), the materialization of which is uncertain and is not within the Group's control. Such information is based on the subjective assessment of the Company's management at the date of this presentation and it is subject to the reservations and clarifications detailed therein.

Harel Group, the Board of Directors, Management and employees support the defense forces and stand with the families of the hostages, hoping and praying for their safe and speedy return home.

We offer our condolences to the bereaved families and feel the pain of their terrible loss in the horrific terror attack on October 7.

At this time, Harel Group expresses its resounding faith in the resilience of the State of Israel and the strength of the Israeli economy. As a leading Israeli company, we will continue to support and contribute to our country and society, from a position of solidarity and national responsibility. Together we will overcome the challenges facing us and continue to build a better future for all of us in Israel.



The Largest insurance and finance group in Israel

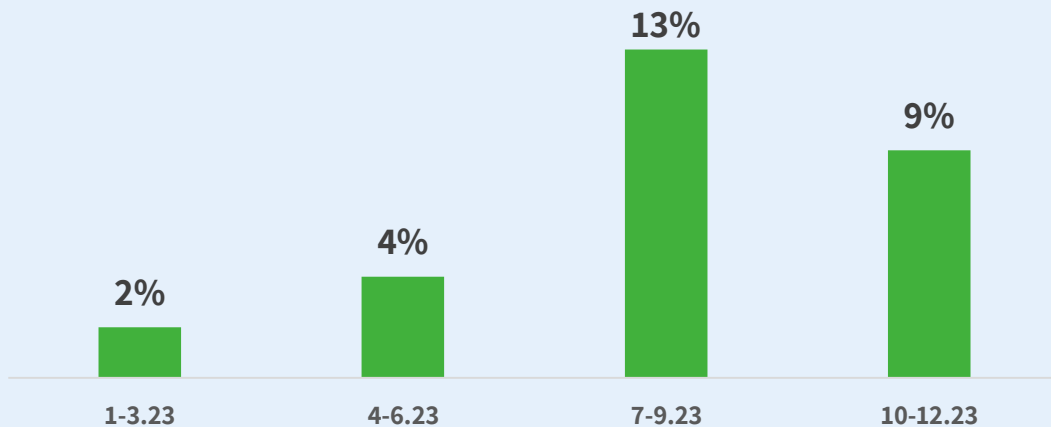
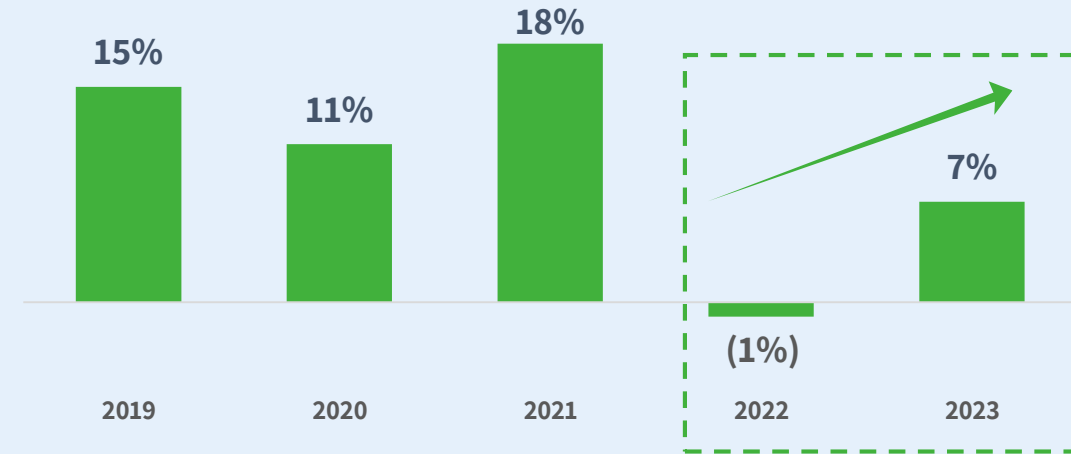
<p>39.4 Premiums and Deposits NIS B</p>	<p>428 AUM NIS B</p>	<p>8.9 Equity NIS B</p>	<p>Ownership Structure</p> <p>Hamburger Family: 48.47% Public: 51.53%</p>	<p>S&P Maalot ilAA+/Stable Harel Insurance</p>
<p>600 Comprehensive Income after tax NIS M</p>	<p>7% ROE</p>	<p>167% Solvency Ratio As of 30.06.23, including transitional measures</p>		<p>Midroog Aa1.il stable Harel Insurance</p> <p>Aa2.il stable Harel Investments</p>
<p>~4 million Customers</p>	<p>~5,000 Employees</p>	<p>~2,000 Agents</p>	<p>~90 years of experience</p>	<p>Maala CSR Platinum Plus Harel Investments</p>

All financial data- as of 31.12.2023. Equity and Comprehensive income: attributed to shareholders

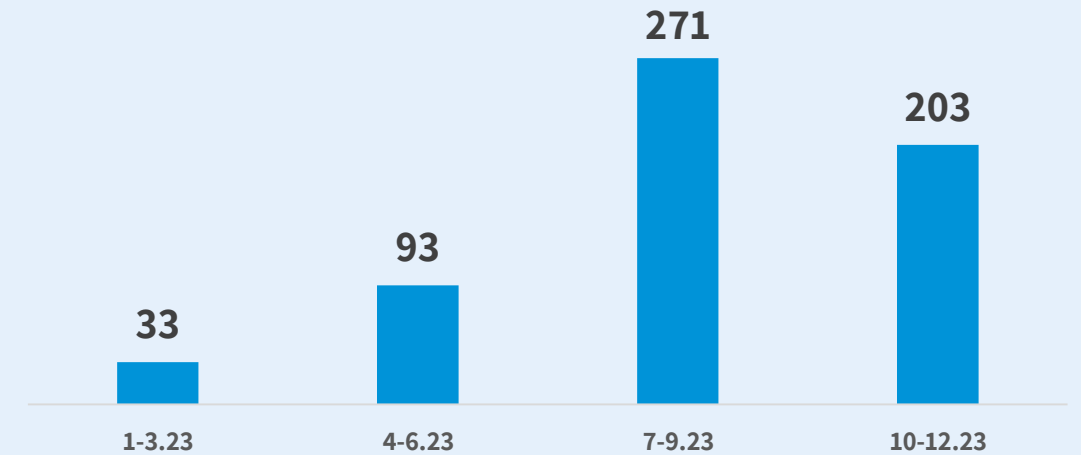
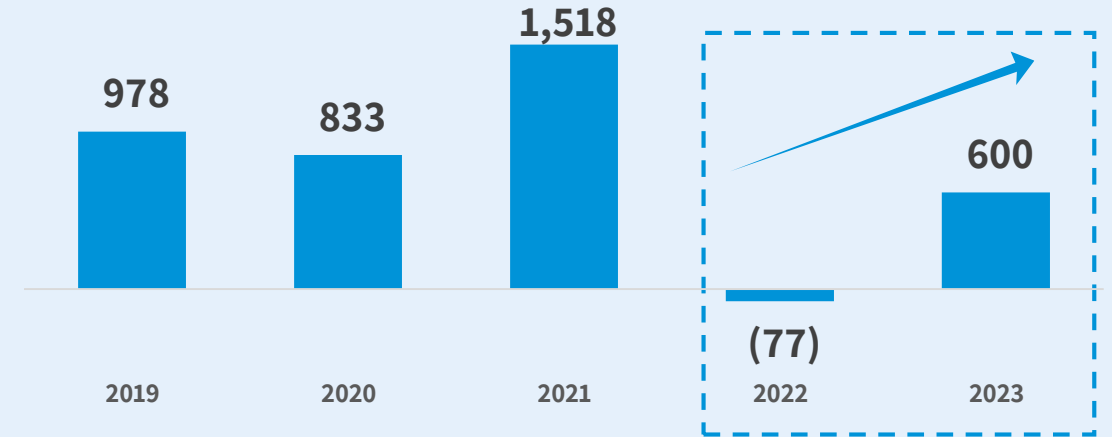
Largest Insurance and Financial Group in Israel – in terms of gross premiums earned and contributions to pension funds and provident funds and amounts received for investment contracts as of 30.09.2023

2023: Material profitability improvement

ROE

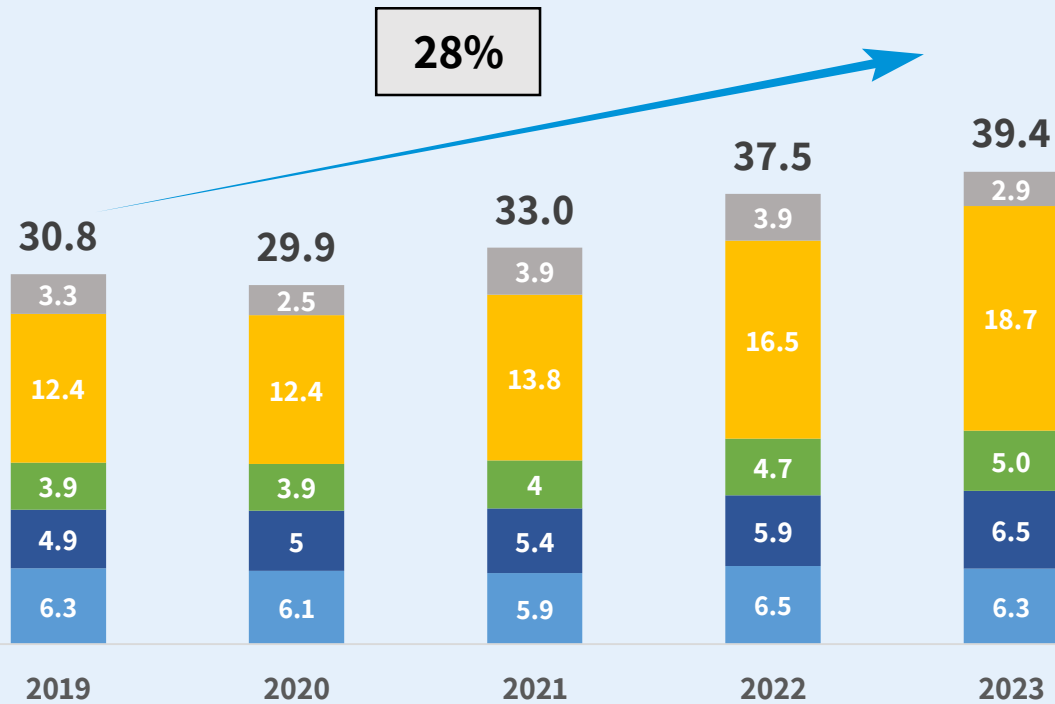


Comprehensive Income attributed to shareholders
NIS M after tax



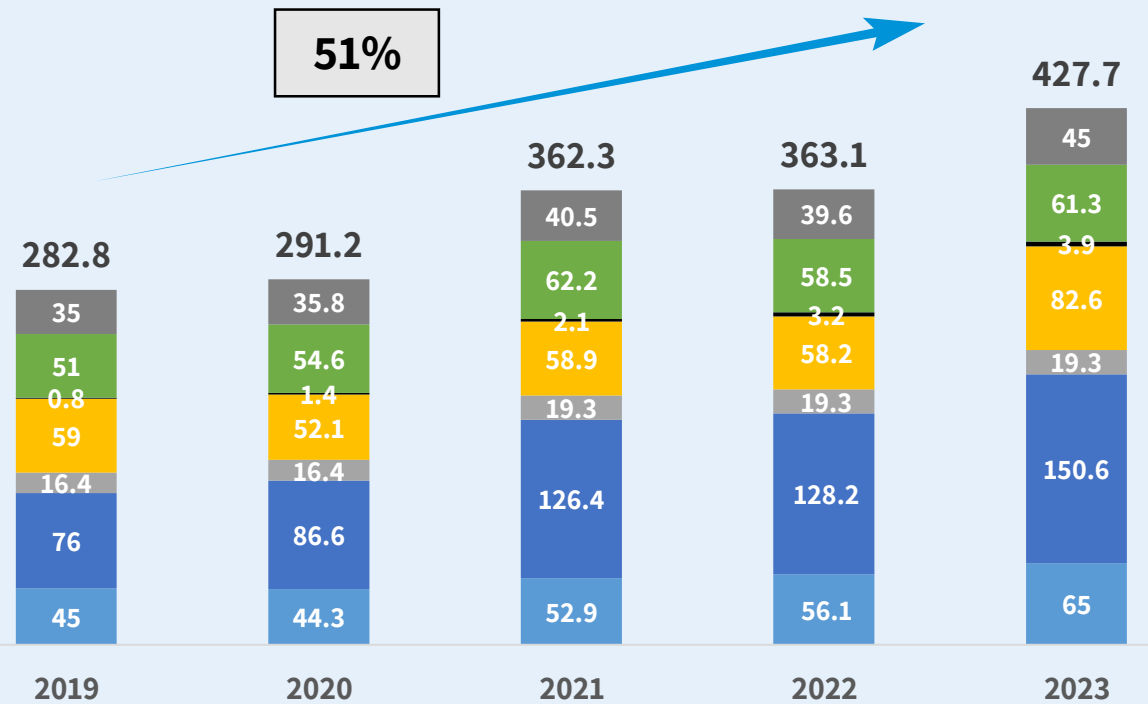
2023: Continued growth in premiums and AUM

Premiums and Deposits** NIS B



- Life Insurance
- Health Insurance
- Non-life Insurance
- Pension and Provident Contributions
- Investment Contracts

AUM NIS B



- Nostro*
- Yield Dependent Insurance and Investment Contracts
- Credit
- Financial
- Investment Contracts
- Pension
- Provident

*Nosto includes certificates of deposits issued by Harel Finance

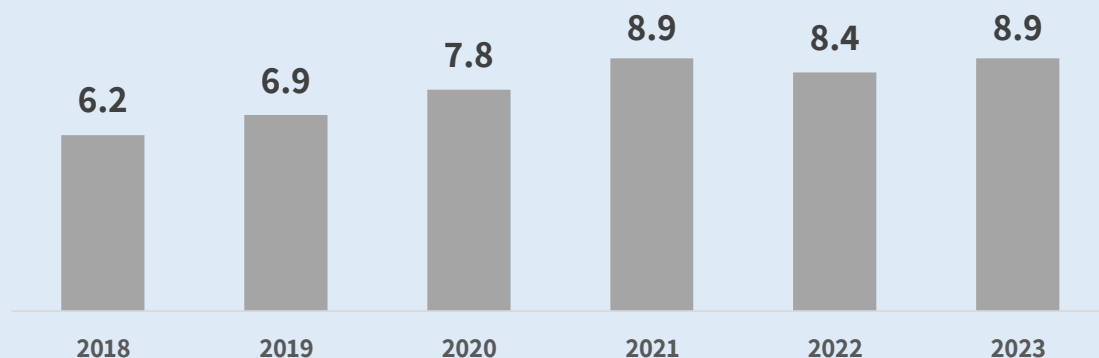
**Gross premiums earned and contributions to pension funds and provident funds and amounts received for investment contracts

Harel Investments: Excess cash and consistent dividend policy

NIS 2 B Excess Cash

NIS million	Harel Investments	Company B	Company C	Company D	Company E
	31.12.2023	30.9.2023			
Bank loans and bonds	(1,260*)	(1,551)	-	(1,017)	(375)
Cash and other financial investments	3,336	509	9	513	361
Excess cash (debt), net	2,076	(1,042)	9	(504)	(14)

Equity Harel Investments NIS B

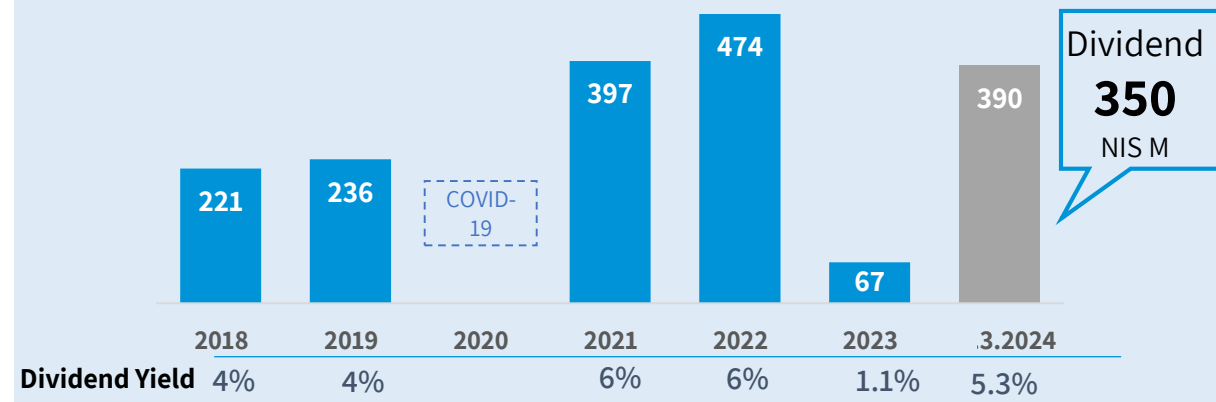


Dividend Policy

>30%
Harel Investments

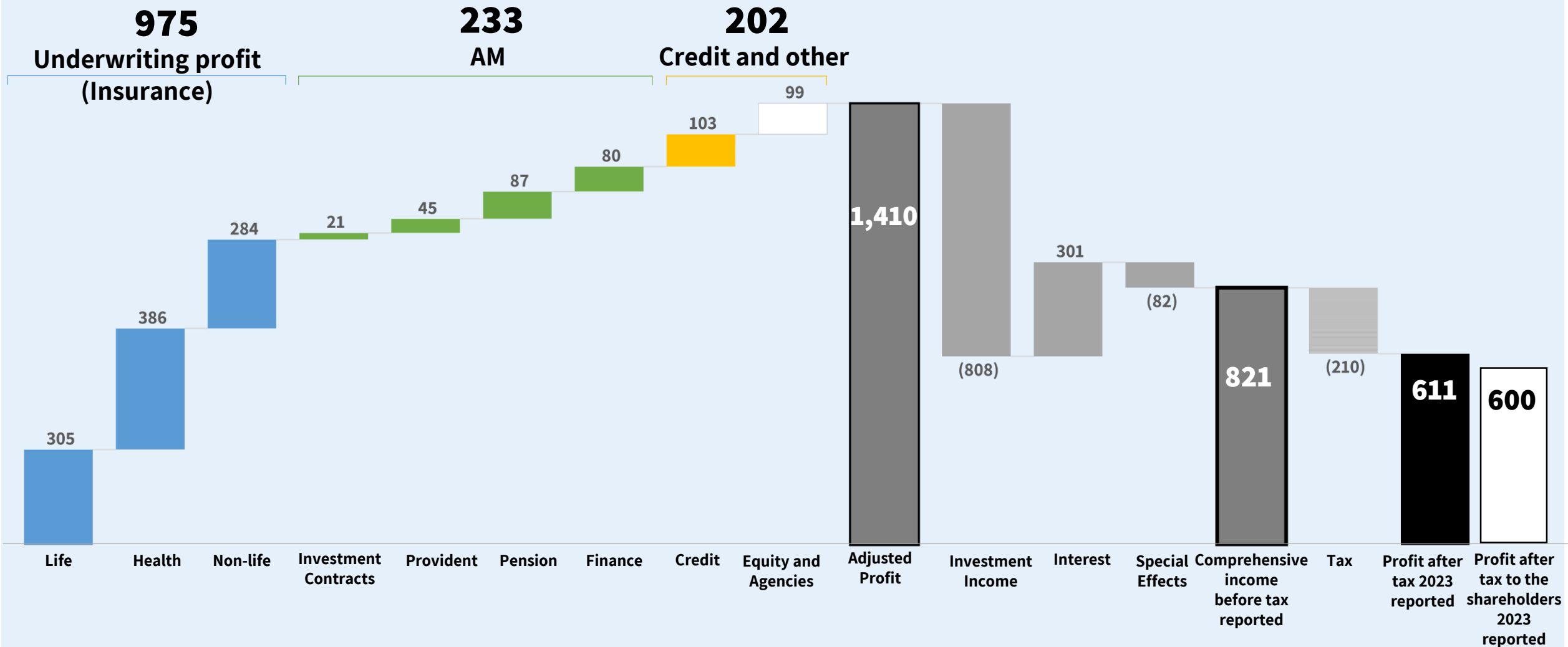
Share repurchase: In 2021-2024 Harel executed 2 share repurchase plans, each of NIS 100 M. In January 2024 another NIS 100 M plan was approved, of which NIS 21 M was implemented.

Harel Investments Dividend (including share repurchase)



Dividends paid include share repurchases of the following amounts: NIS 7 m in 2018, NIS 40 m in 2021, NIS 74 m in 2022, NIS 67 m in 2023 and NIS 40 m in 2024. Companies B- E: The Phoenix Holdings, Migdal Holdings, Clal Insurance Enterprises, Menorah Holdings. Source: Respective Financial Statements as of 30.09.2023. *including derivatives

Composition of comprehensive income 2023 NIS M



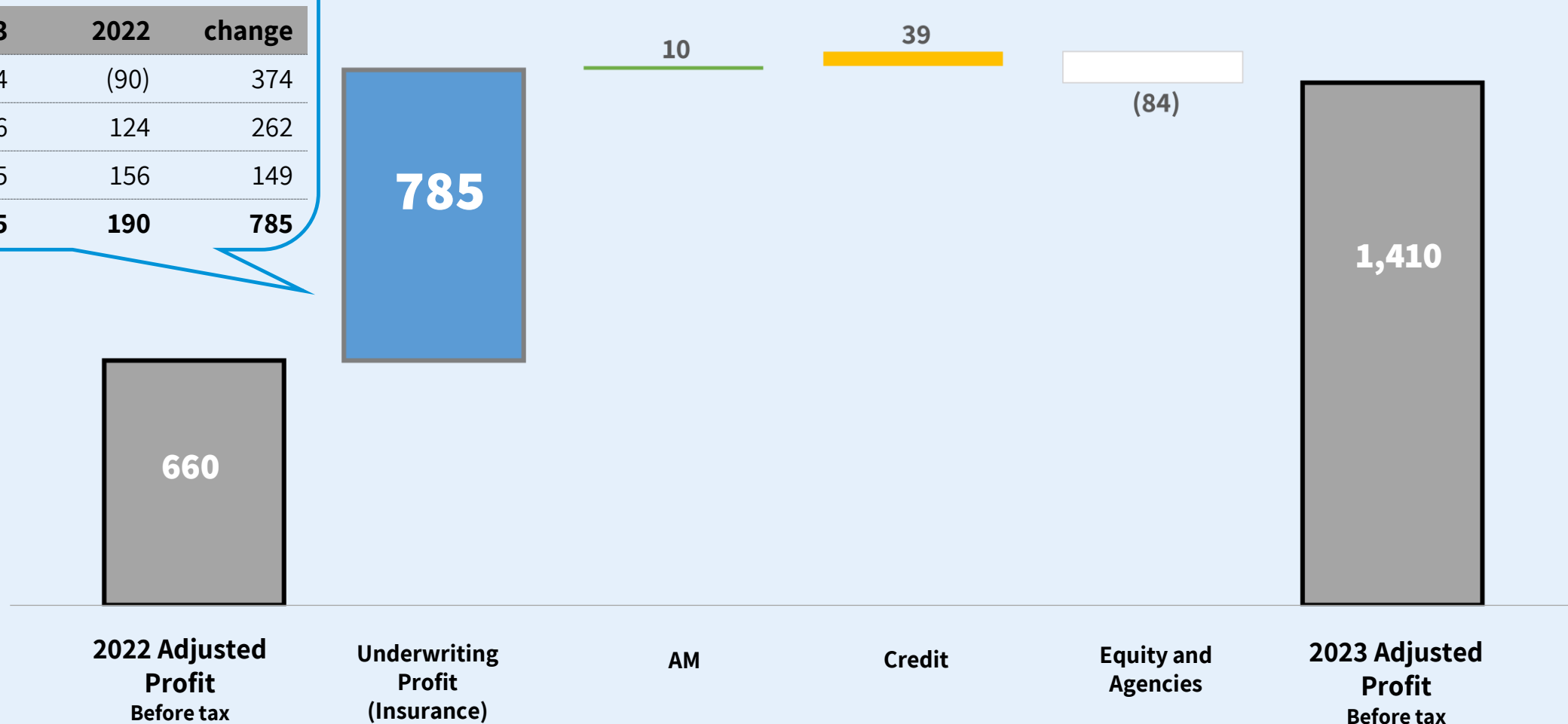
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

NIS 785 M underwriting improvement in 2023

Underwriting Improvement 2023 vs 2022

NIS M	2023	2022	change
Non-life	284	(90)	374
Health	386	124	262
Life	305	156	149
total	975	190	785

Change in adjusted profit 2023 vs 2022 NIS M before tax



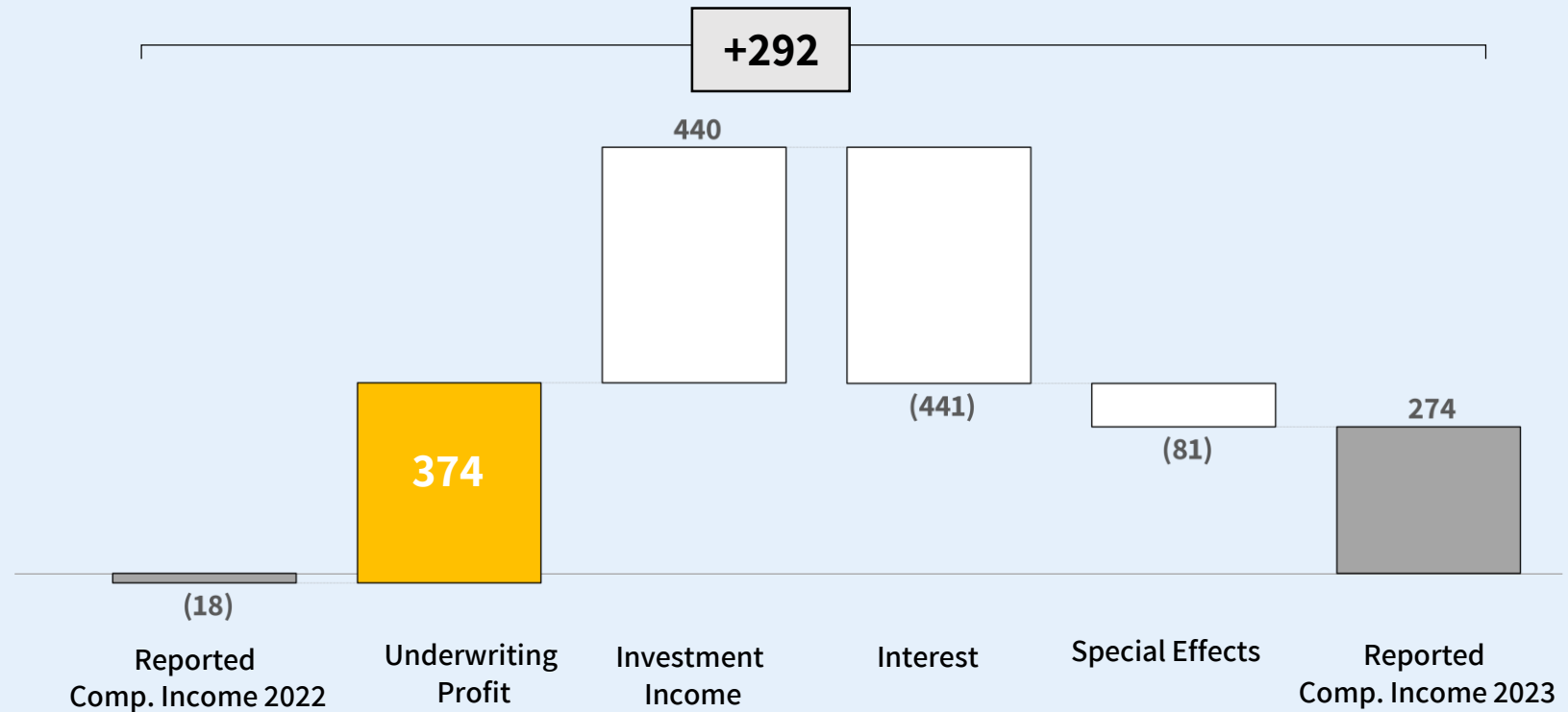
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Improvement due to higher underwriting profit

Change in Comprehensive Income before tax

- Underwriting improvement across all segments
- Positive impact of investment income due to positive Nostro returns in 2023 compared with negative returns in 2022
- Lower interest rate impact in 2023 compared with 2022

Non-life: Change in Comprehensive Income 2023 vs 2022 NIS M before tax



	Reported Comp. Income 2022	Underwriting Profit	Investment Income	Interest	Special Effects	Reported Comp. Income 2023
2023	(18)	284	(77)	83	(16)	274
2022	(18)	(90)	(517)	524	65	(18)

Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding other items. See Appendix for full list of assumptions

Improvement in all sectors, particularly in motor property

NIS 374 M underwriting improvement:

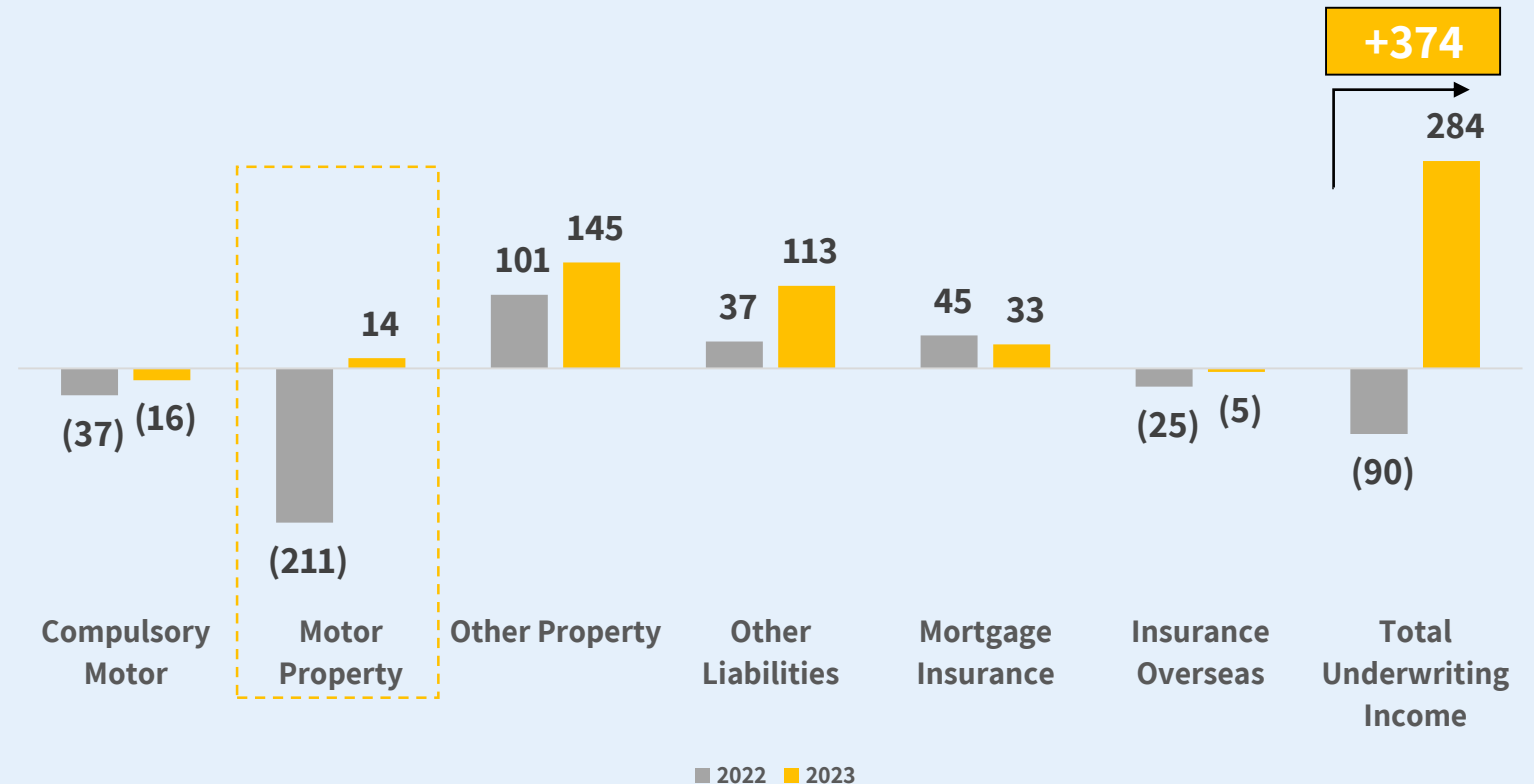
Compulsory Motor: Portfolio optimization and decline in average cost of claim, offset by negative developments in some group contracts in previous years and higher “Pool” losses

Motor Property: Increase in average premium and lower provision for premium deficiency

Other Property: Underwriting improvement in property loss and homeowners due to activity growth and revised estimate of Sale Law guarantee liabilities

Other liabilities: Underwriting improvement due to positive developments in previous years

Non-life: Breakdown of underwriting profit NIS M



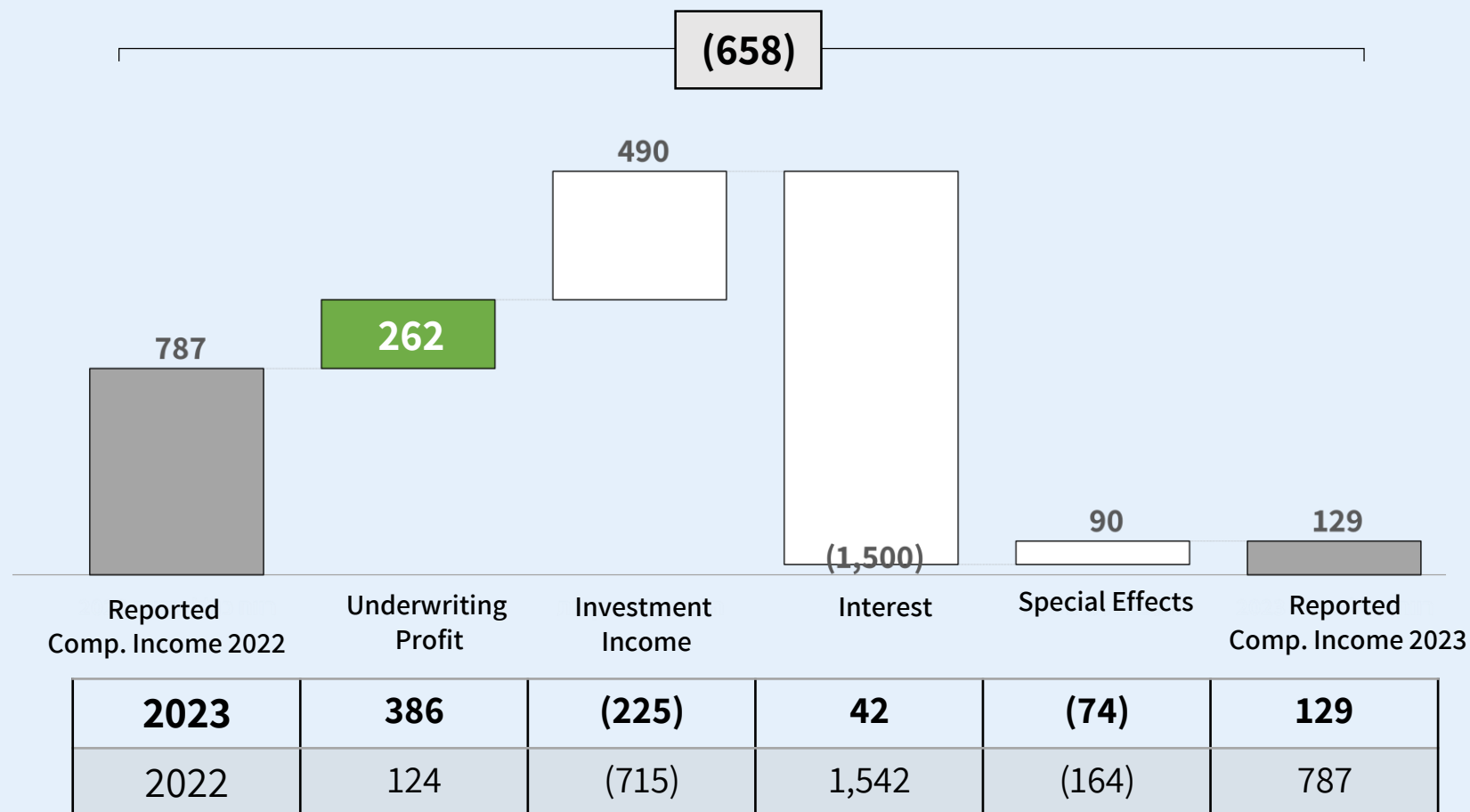
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Lower interest rate impact in 2023

Change in Comprehensive Income before tax:

- Underwriting improvement especially in Long term health
- Positive impact of investment income due to positive Nostro returns in 2023 compared with negative returns in 2022
- Lower interest rate impact in 2023 compared with 2022 (LAT reserve reset and decline in insurance liabilities in personal LTC)

Health: Change in Comprehensive Income 2023 vs 2022 NIS M before tax



Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Improvement in medication and personal accidents

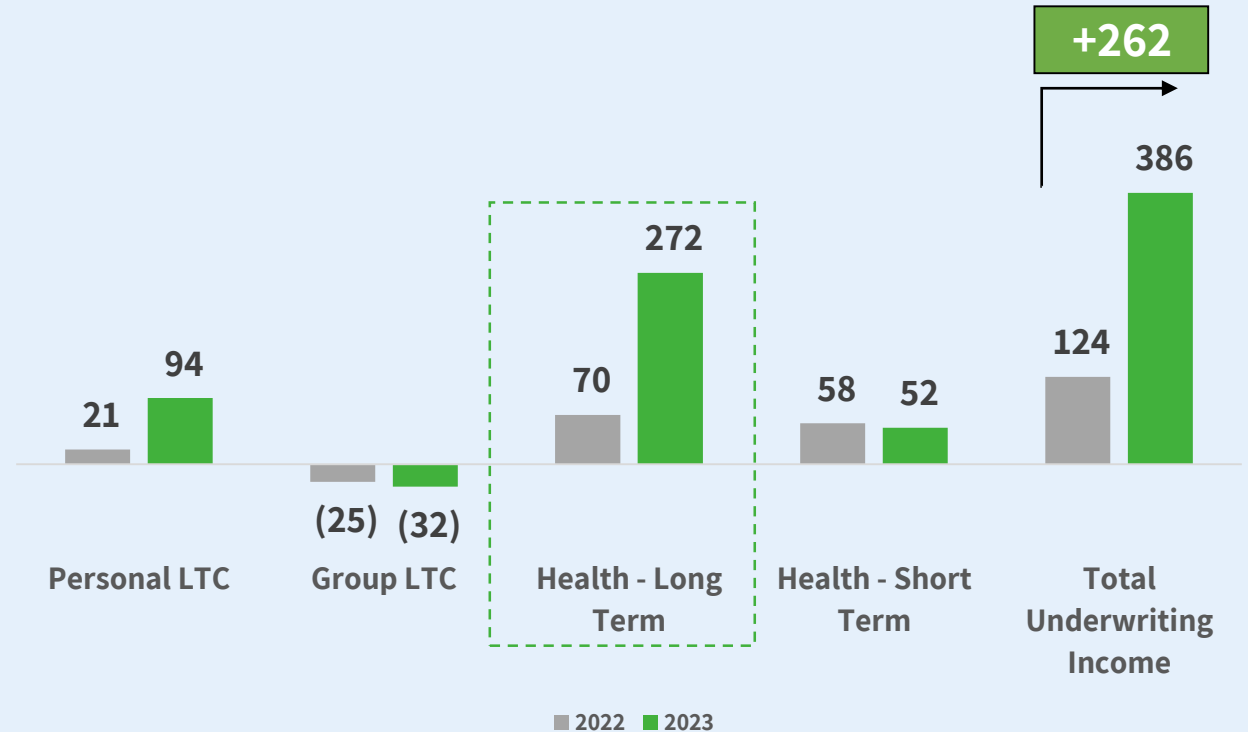
NIS 262 M underwriting improvement:

Health - Long term: Underwriting improvement in group contracts, in medication cover and in personal accidents product, partly offset by an increase in ambulatory claims and due to increase in accidents cover following “Iron Swords” war, amounting at NIS 9 M

Personal LTC: 2022 results were negatively impacted by increase in claims

Results of Group LTC mostly include Group LTC policy for “Clalit” HMO members

Health: Breakdown of underwriting profit NIS M



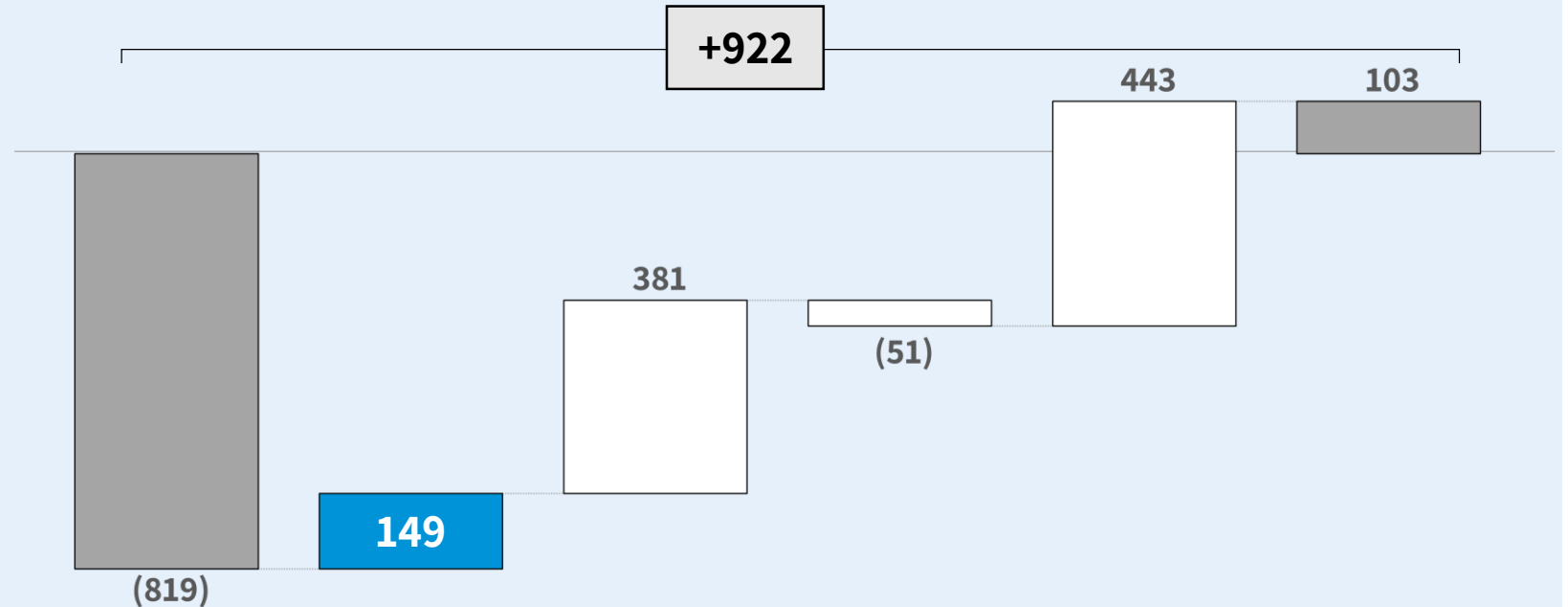
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Positive impact of underwriting and investments

Change in Comprehensive Income before tax:

- Underwriting improvement in risk products
- Positive impact of investment income due to positive Nostro returns in 2023 compared with negative returns in 2022
- Positive impact of actuarial studies and updates, leading to reduction of insurance liabilities, compared with increase in 2022

Life: Change in Comprehensive Income 2023 vs 2022 NIS M before tax



	Reported Comp. Income 2022	Underwriting Profit	Investment Income	Interest	Special Effects	Reported Comp. Income 2023
2023	(819)	149	381	(51)	443	103
2022	(819)	156	(849)	227	(353)	(819)

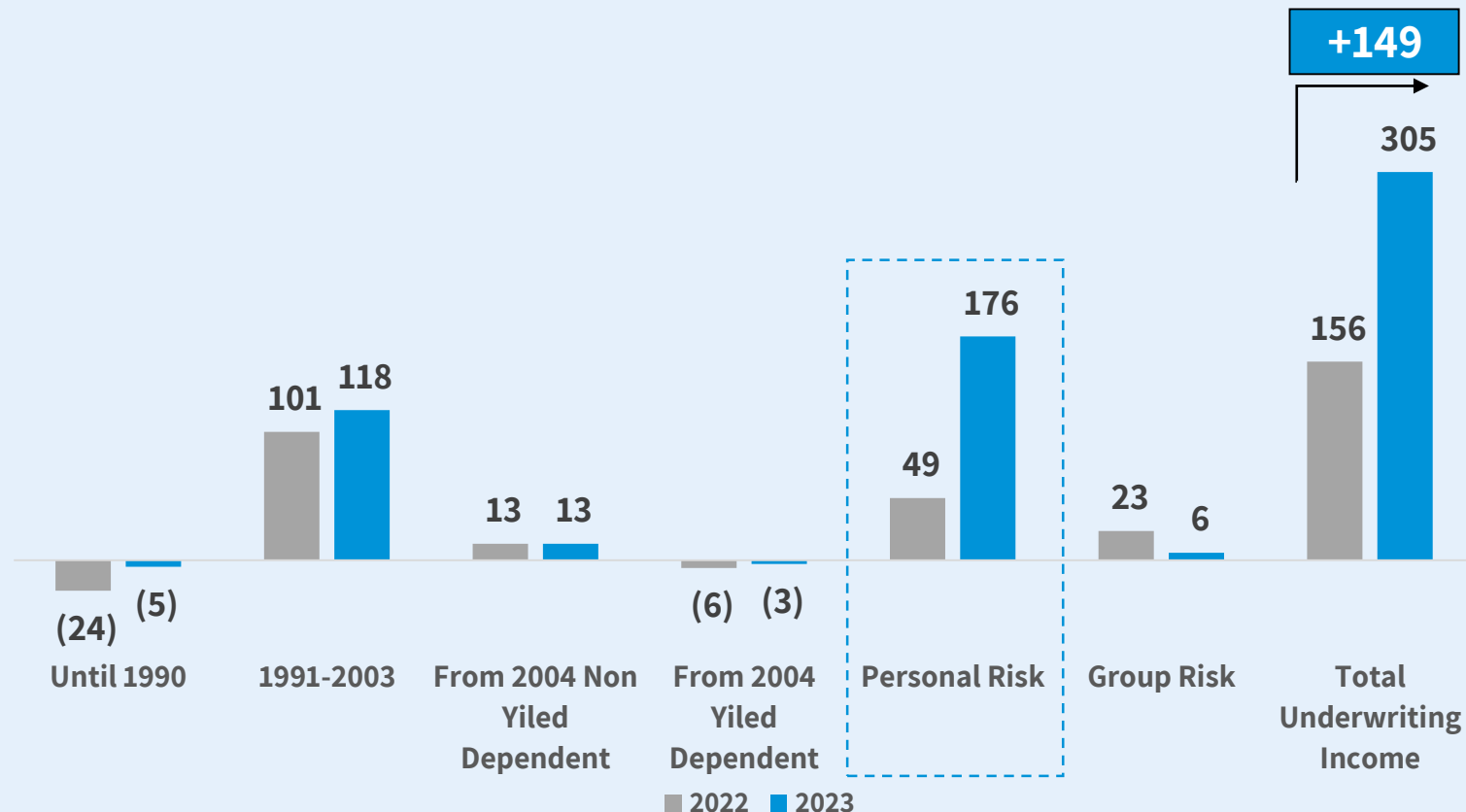
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Higher profitability despite the War impact

Life: Breakdown of Underwriting Profit NIS M

NIS 149 M underwriting improvement:

- Increase in profit from risk products due to continuous activity growth and fewer work disability claims, despite NIS 88 M increase in claims of due to “Iron Swords” war



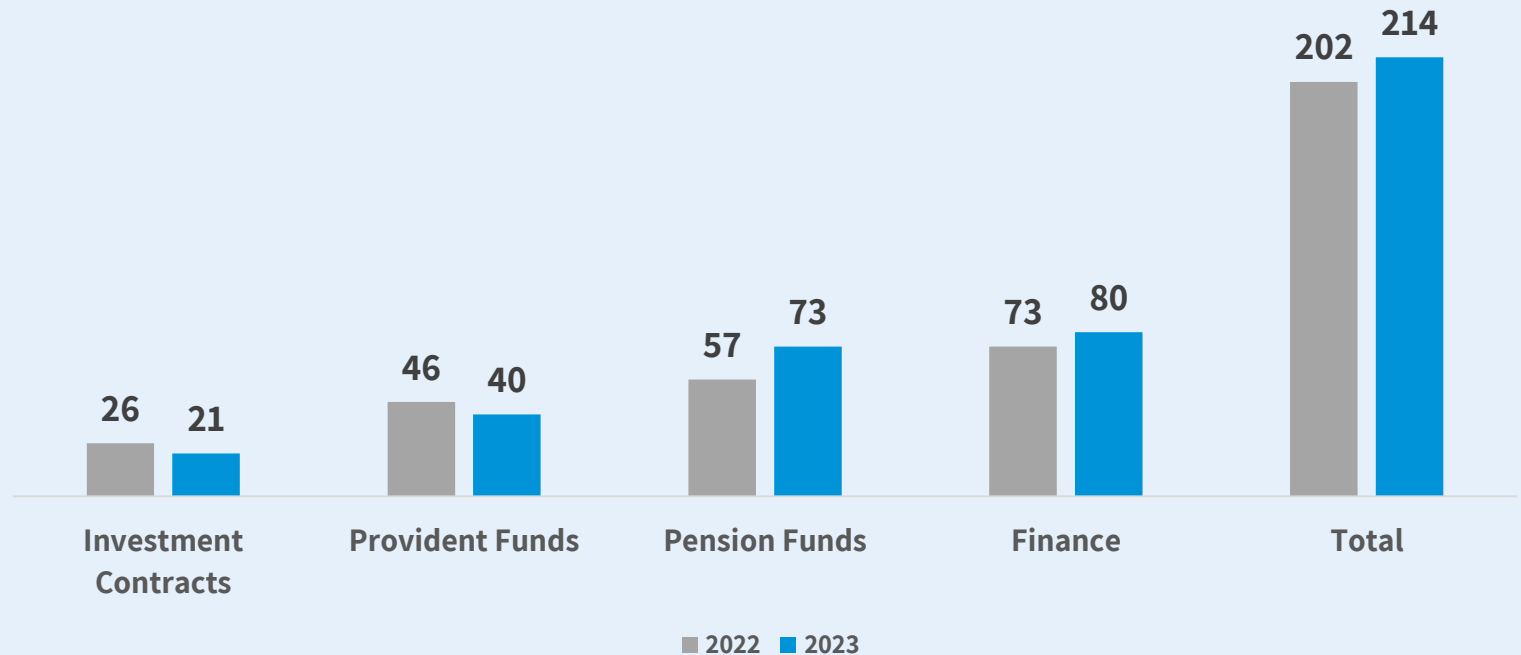
Underwriting profit in Life, Health, Non-life segments and profit in Equity segment are calculated assuming 3% real return, excluding special effects. See Appendix for full list of assumptions

Continuous growth in AUM

Change in Comprehensive Income before tax:

- The improvement is largely driven by increase in AUM in pension and provident and continuous inflows into Money Market Mutual Funds
- Higher interest rate and growing preference for bank deposits over capital markets led to decline in receipts from Investment Contracts

AM: Breakdown of Comprehensive Income NIS M before tax



Diverse and growing credit activity

Change in Comprehensive Income:

- The increase in comprehensive income in 2023 is due to activity growth and higher interest margins

The credit segment consists of the following:

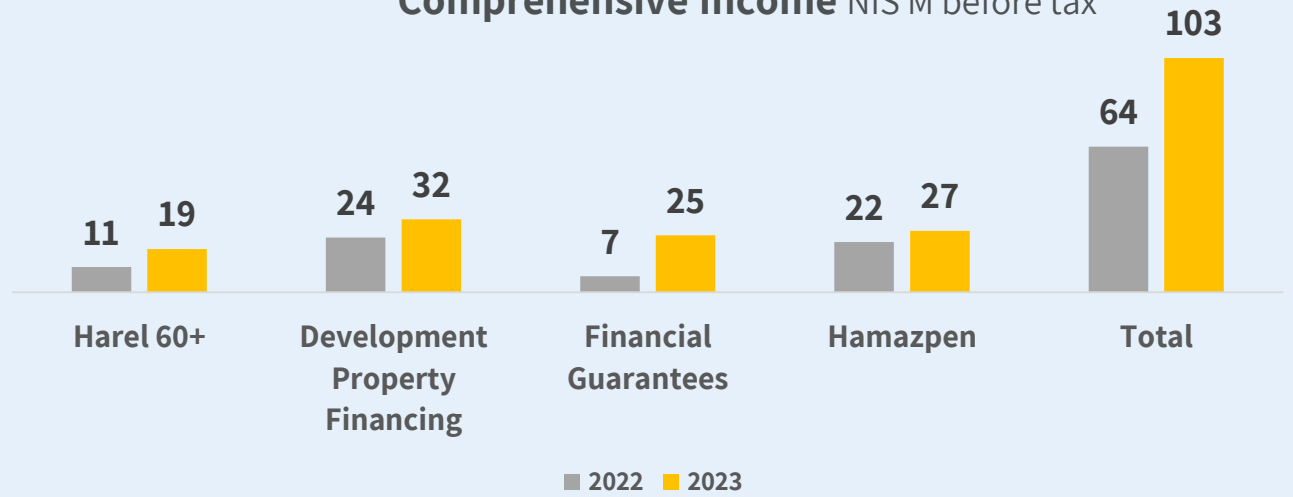
Hamazpen: loans to medium sized businesses

Development Property Financing

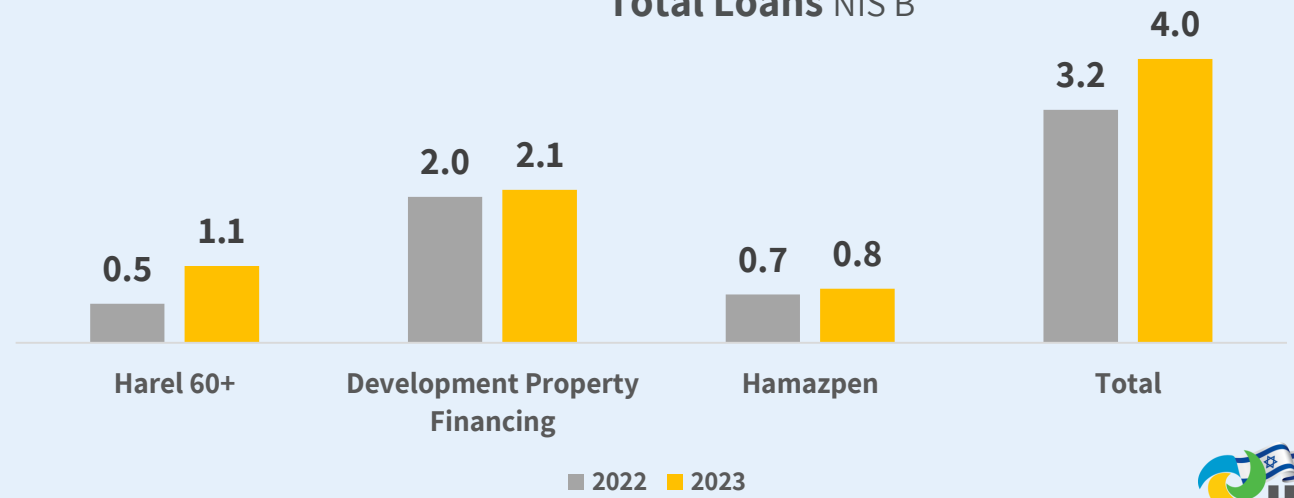
Financial Guarantees and operation of mortgage loans insured by third parties

Harel 60+: Mortgages and “Reverse” Mortgages – loans to borrowers above 60 with collateral

Comprehensive Income NIS M before tax



Total Loans NIS B



Calculations Principles

Insurance

Life Insurance
Health Insurance
Non-life Insurance

Underwriting Profit: profit from the above insurance operations and presented assuming 3% real investment return, excluding special effects.

In Life segment, the profit includes financial margin in yield guaranteed policies, including a 3% yield assumption on the free portion of the portfolio, variable fees in profit participating portfolio, based on the above return assumption and fixed management fees

Special effects: Profit or loss outside of normal course of company's business, including actuarial changes, excess cost amortization, interest rate impact and others as stipulated in the Company's Financial Statements

Investment Income: the difference between the assumed 3% real return and actual return. In addition, investment income includes adjustment of variable fees as calculated based on the 3% return assumption compared with variable fees as collected

Asset Management

Pension Funds
Provident Funds
Finance
Investment Contracts

Inline with actual performance,
 excluding special effects

Credit and Other

Hamazpen
Development Property Financing
Harel 60+
Financial Guarantees
Agencies
Equity

Inline with actual performance,
 excluding special effects

Our Global Partners



Swiss Re



QBE



TOKIO MARINE



SOMPO JAPAN



Berkley

CHUBB¹



HDI GERLING



ZURICH
Zurich Insurance Company



RSA



SUKOON[™]
INSURANCE



CHINA RE



AXA



THE HARTFORD



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Berkshire Hathaway
Specialty Insurance

STARR
INSURANCE COMPANIES



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if...



中国太平
CHINA TAIPING



Thank You

For further information:

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