



# SUMMARY OF FINANCIAL RESULTS

For the Period H1.22 | August 29, 2022

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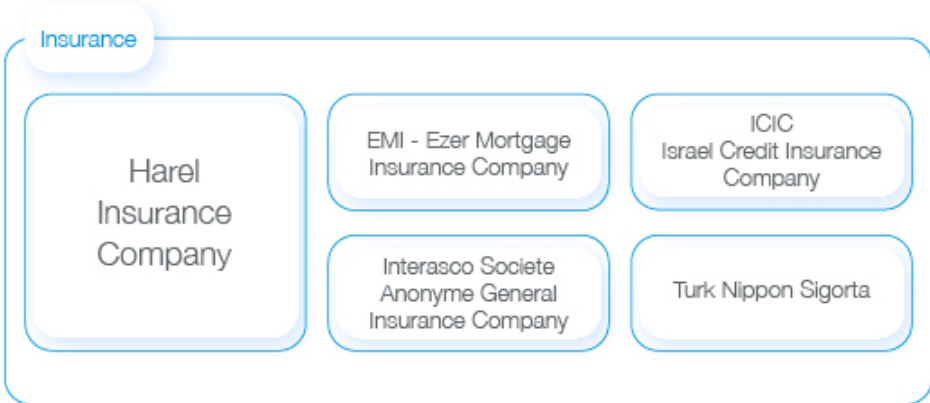
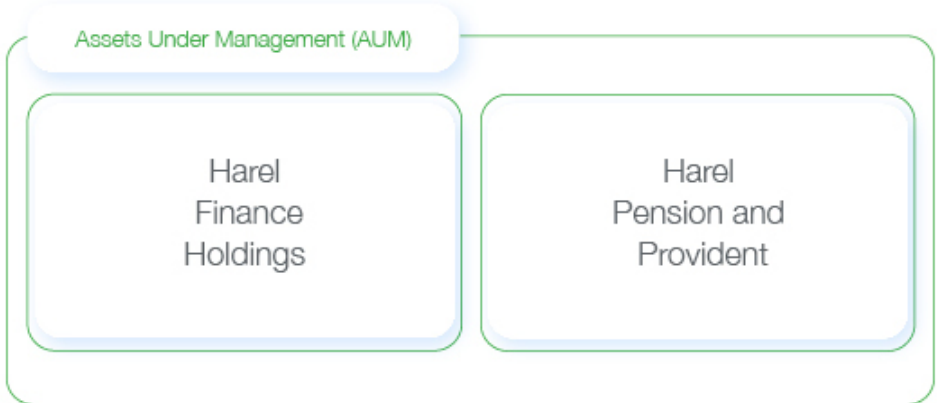
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# Harel Insurance Investments and Financial Services





# LARGEST INSURANCE COMPANY IN ISRAEL



**Aa2** RATING  
HAREL INVESTMENTS

**AA+** RATING  
HAREL INSURANCE



Over  
**4 MILLION**  
customers



**PLATINUM PLUS**  
Rating by MAALA CSR  
8 years in a row

## THE BIG PICTURE

Data at June 30, 2022 | **NIS billions**

About  
**8.2**

**MARKET CAP**  
At August 28, 2022

About  
**18.7**

**TOTAL EARNED  
PREMIUMS**  
gross benefit contributions  
and amounts received for  
investment contracts

About  
**175%**

**SOLVENCY  
RATIO**  
At December 31, 2021

About  
**351**

**ASSETS UNDER  
MANAGEMENT**

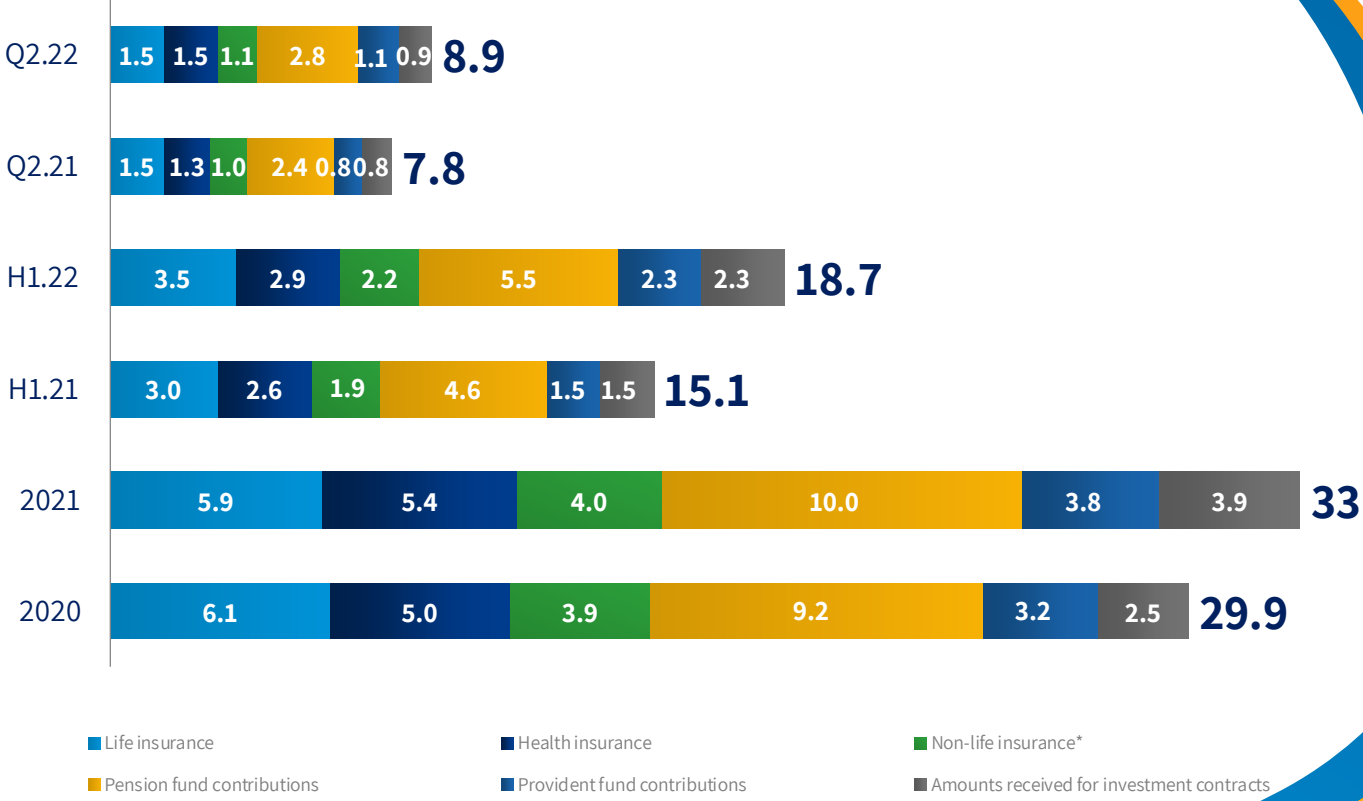
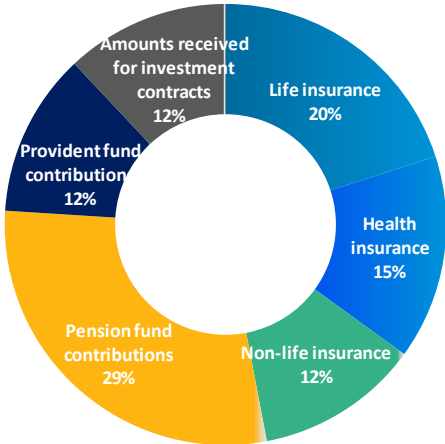
About  
**8.4**

**EQUITY  
ATTRIBUTED TO  
SHAREHOLDERS**

About  
**(3%)**  
**RETURN ON  
EQUITY**

# HAREL IS NUMBER 1!

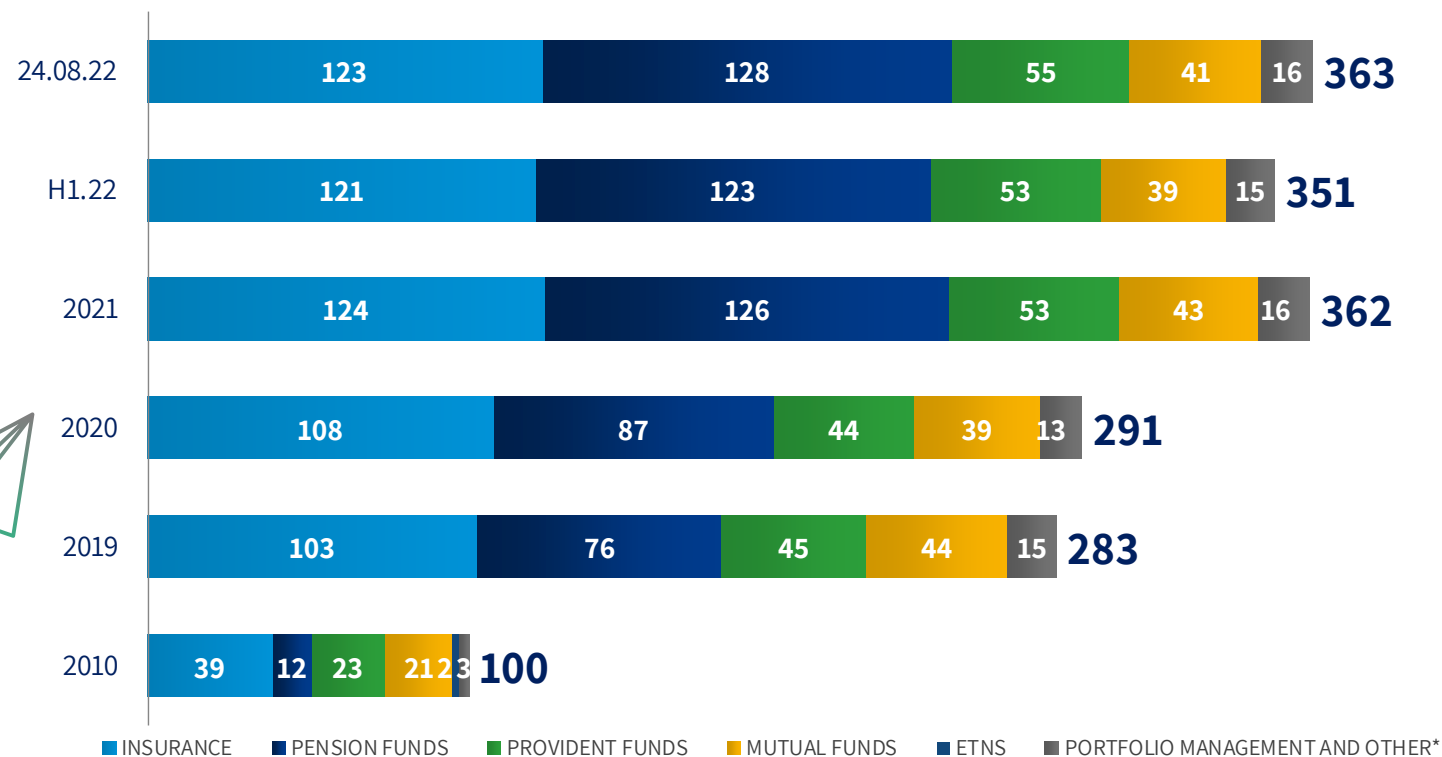
In gross earned premiums, benefit contributions and amounts received for investment contracts (NIS billions)



\*Including results of overseas insurance segment

# Increase of 263%

in AUM and nostro assets  
since 2010  
(NIS billions)

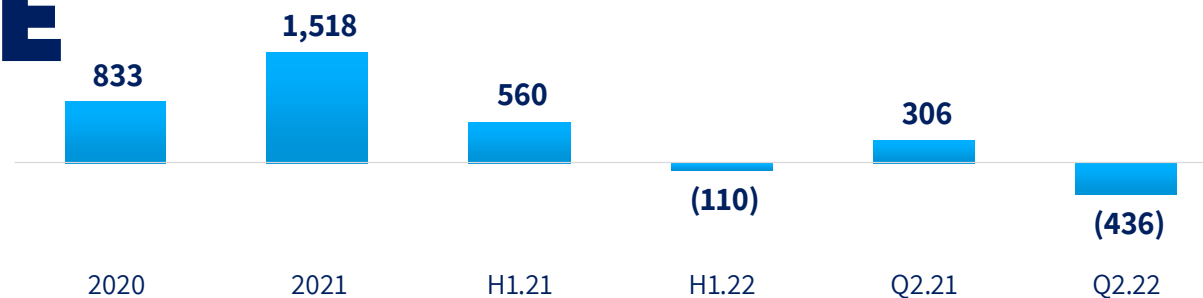


\*The data includes financial assets issued by the group and managed in portfolios

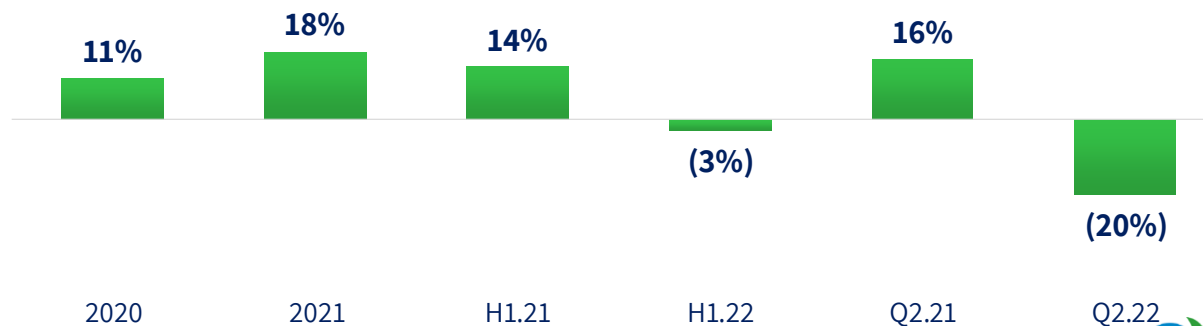
# COMPREHENSIVE INCOME (LOSS)

After tax (NIS millions)  
and return on equity

Comprehensive Income (Loss) After Tax

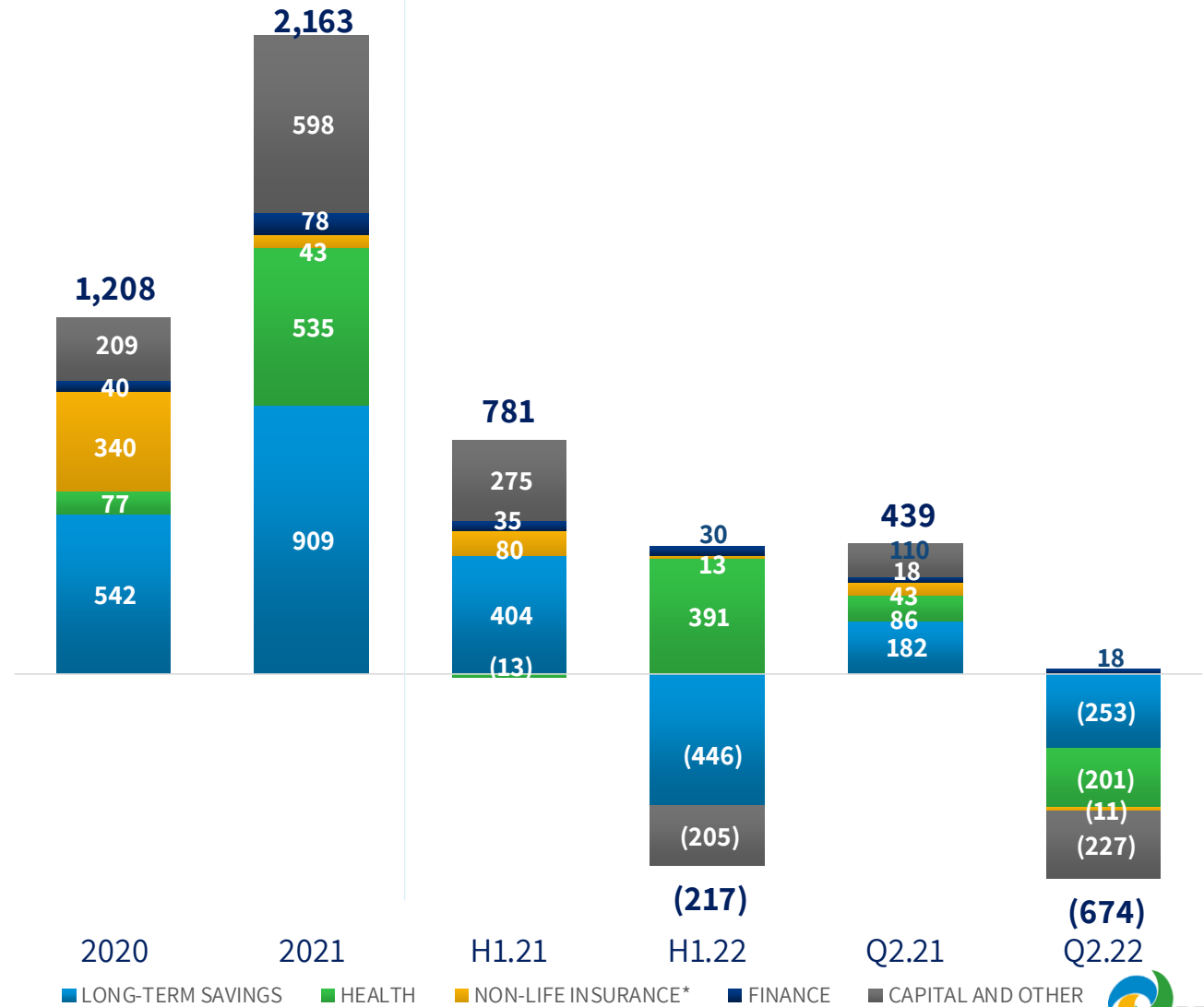


Return on Equity



# OPERATING SEGMENTS

Comprehensive income  
(Loss) before tax  
(NIS millions)

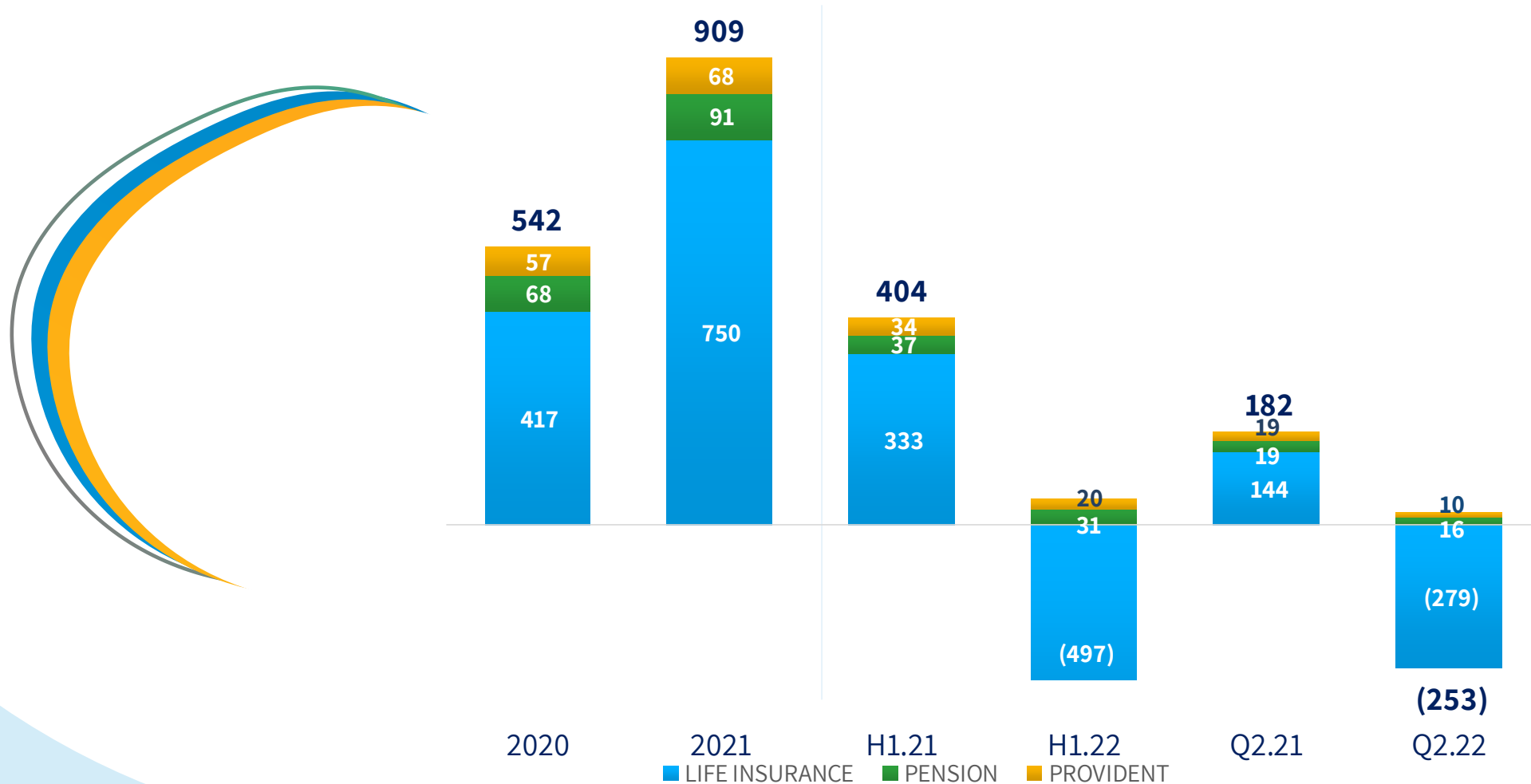


\*Including results of overseas insurance segment



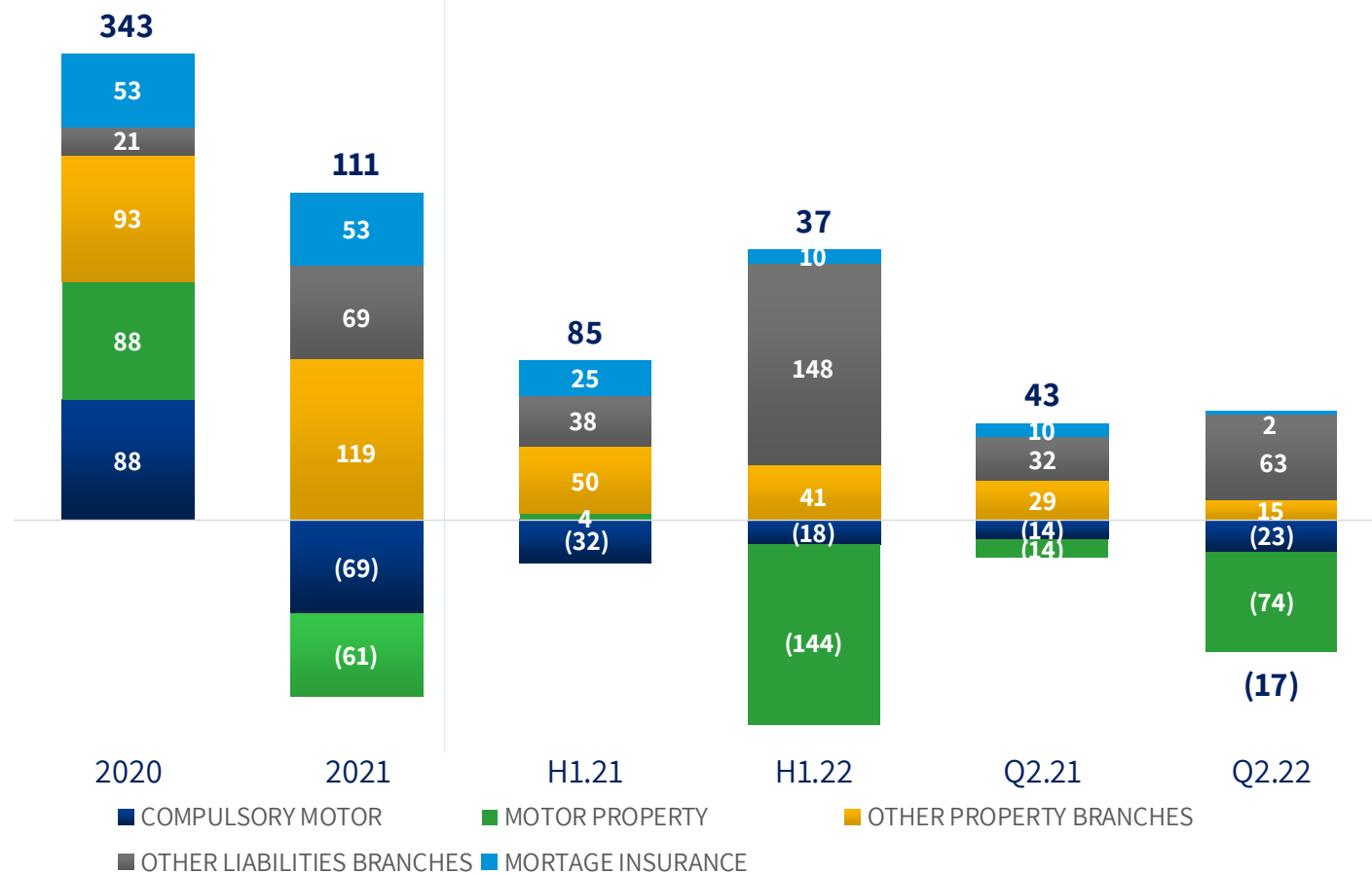
# LIFE INSURANCE AND LONG-TERM SAVINGS SEGMENT

Comprehensive income (Loss) before tax (NIS millions)



# NON-LIFE INSURANCE SEGMENT

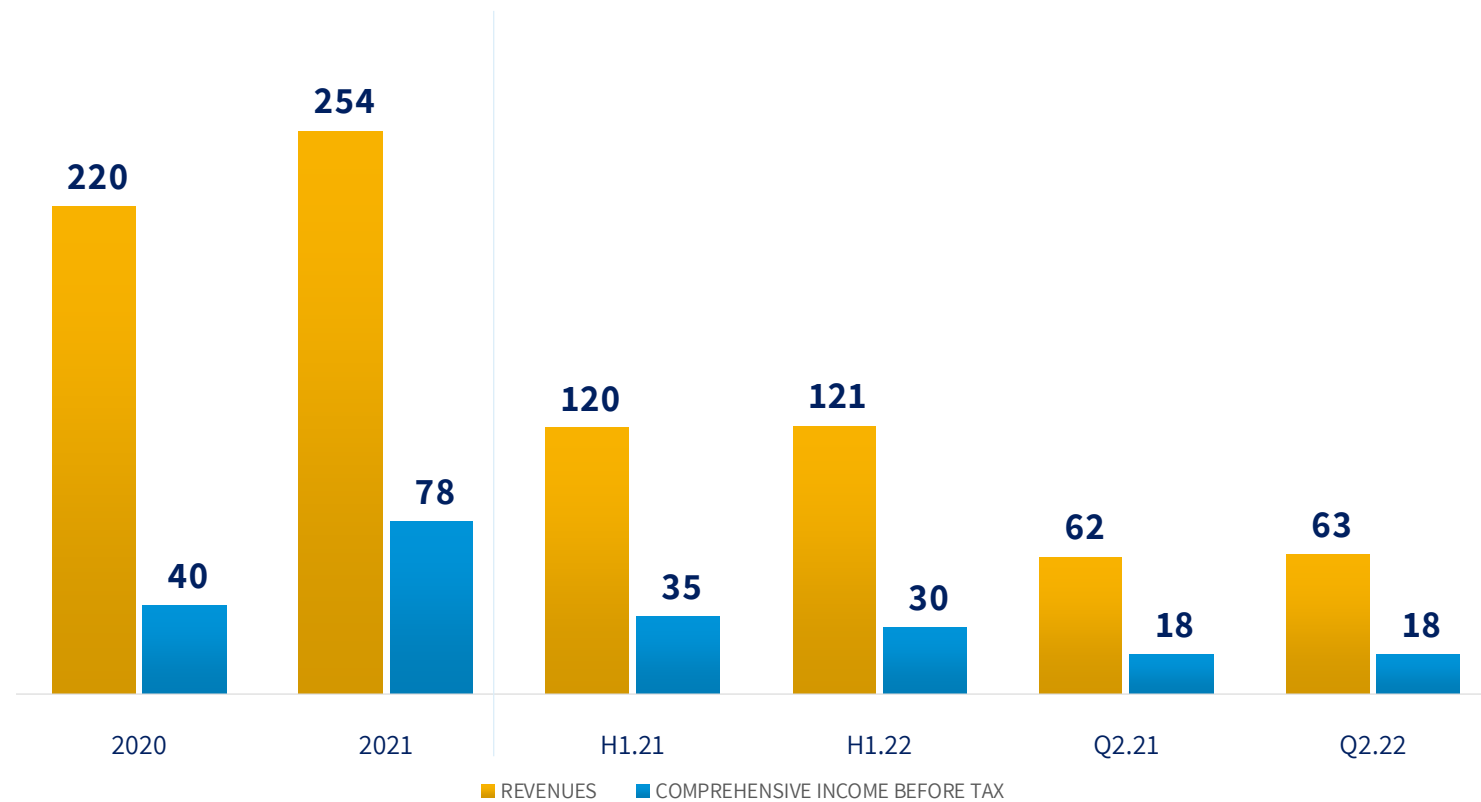
Comprehensive income  
(Loss) before tax  
(NIS millions)



\*Non-life insurance segment, not including results of overseas insurance segment

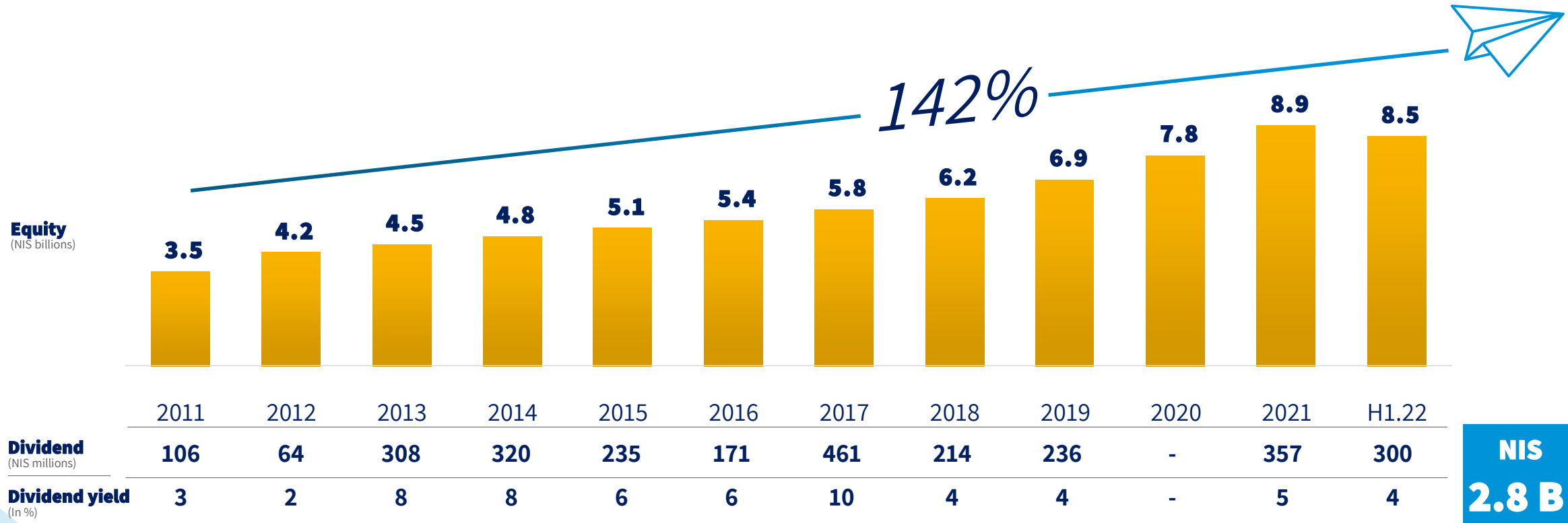
# FINANCIAL SERVICES SEGMENT

(NIS millions)



# EQUITY AND DIVIDEND

## Dividend distribution Policy



# HAREL INSURANCE CAPITAL REQUIREMENTS - SOLVENCY

(NIS billions)

An economic solvency regime based on Solvency II applies to Harel Insurance, and this pursuant to the implementation provisions published in June 2017 and revised in October 2020 (“Provisions of an Economic Solvency Regime”)

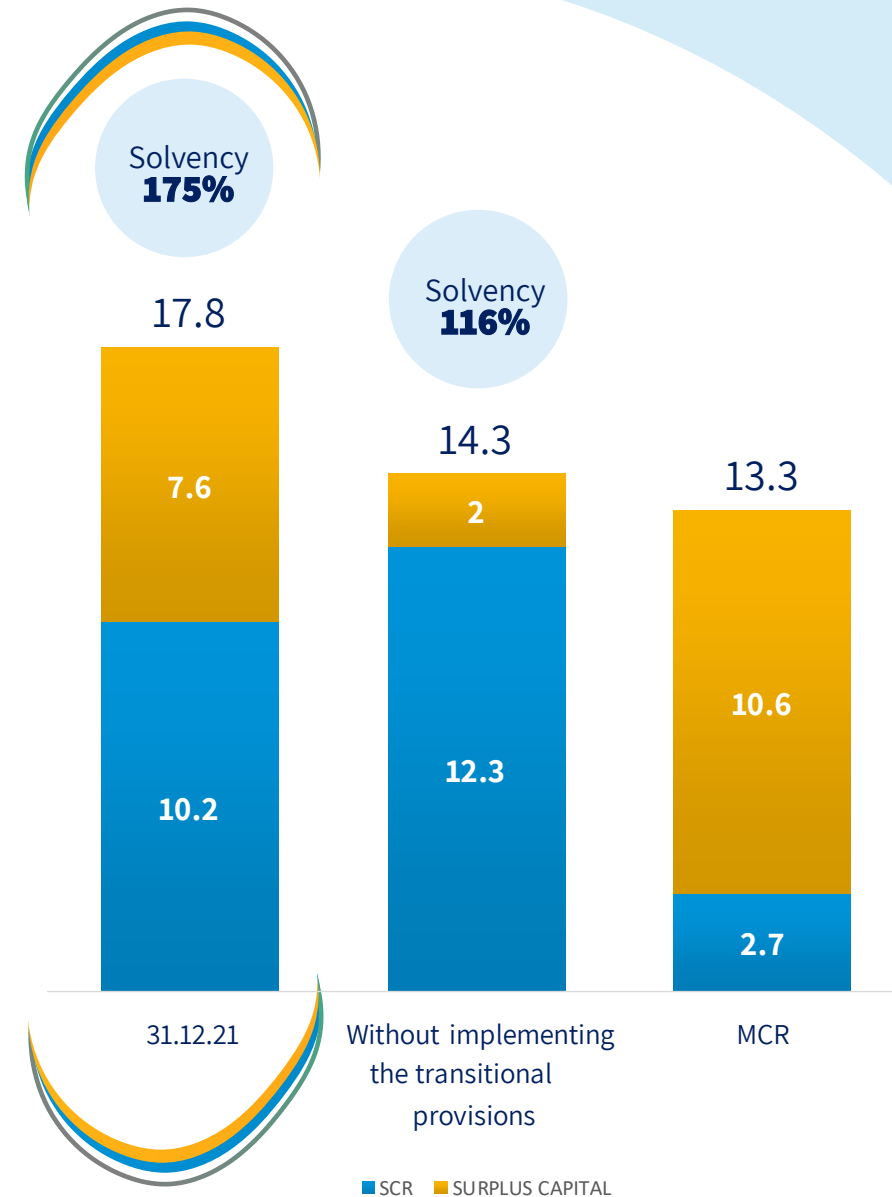
The provisions of the economic solvency regime include transitional provisions which allow the reserves in respect of long-term insurance products that were sold in the past to be increased gradually, until 2032

In accordance with the Commissioner’s directives, the economic solvency ratio at December 31, 2021, was published on May 30, 2022

Based on the transitional provisions, at December 31, 2021, Harel Insurance has a capital surplus of NIS 7,637 million which is 175%

The capital surplus of Harel Insurance at December 31, 2021, without taking the transitional provisions into account, is NIS 2,028 million which is 116%

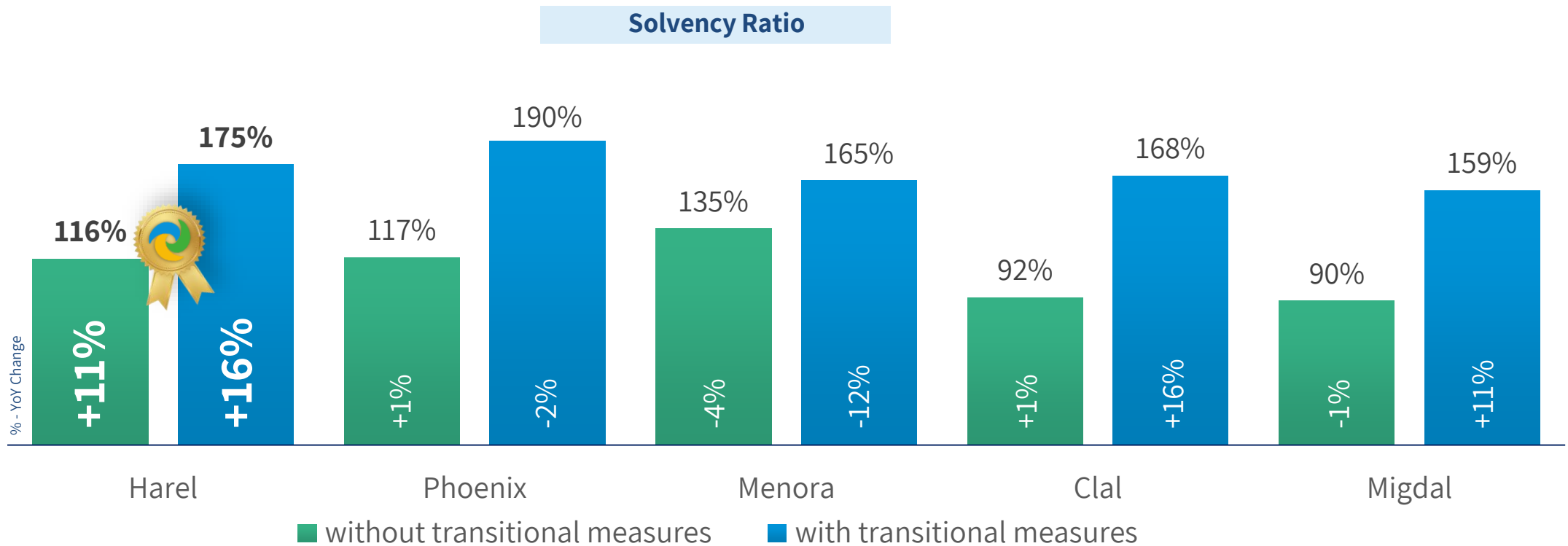
The model in its current format is extremely sensitive to changes in market and other variables, such as changes in the interest rate, changes in investment profits, revised actuarial assumptions and changes relating to the activity of Harel Insurance



# Financial Results | Solvency

Leading the Insurance Sector

December 2021\*



**In 2021, Harel increased its Solvency Ratio by 11% without the transitional measurement while the 4 big competitors increased their Solvency Ratio by 1% or decreased their Solvency Ratio**



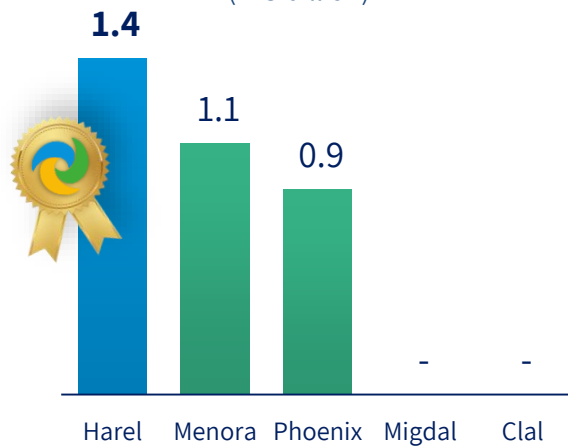
# Financial Results | Solvency

Leading the Insurance Sector

December 2021\*

## Future Potential Dividend Distribution

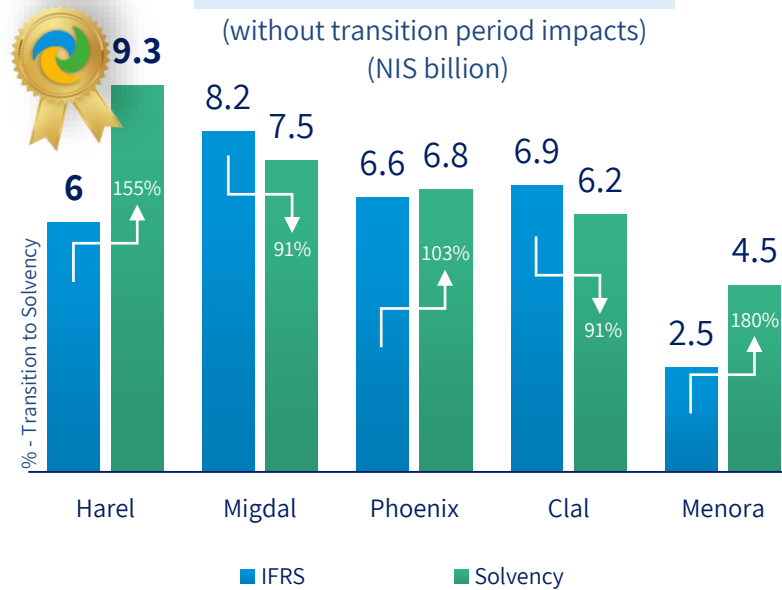
(Over BOD Target)  
(NIS billion)



**Harel has a higher future potential dividend distribution as of 31.12.2021**

## Basic Tier 1 Capital

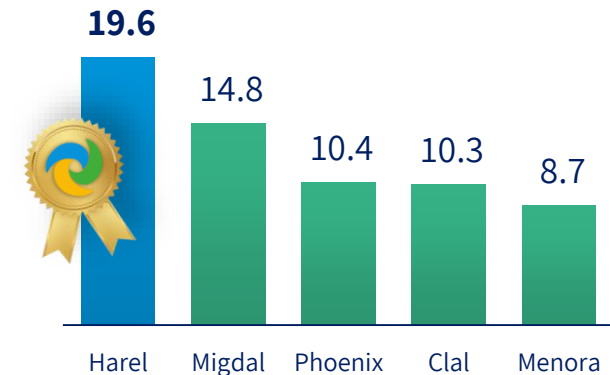
(without transition period impacts)  
(NIS billion)



**Harel is leading with the highest Basic Tier 1 Capital as of 31.12.2021**

## Value in Force

(NIS billion)



**Harel is leading the insurance market with the highest VIF**

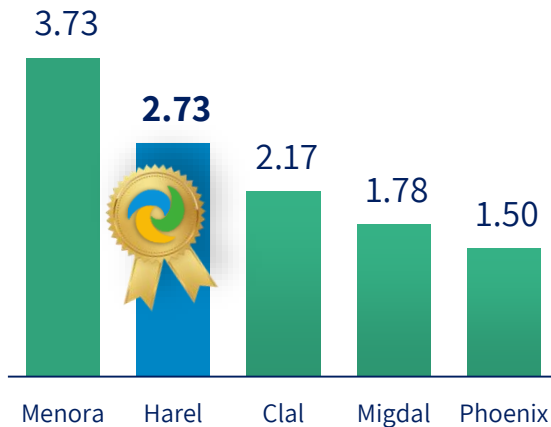
# Financial Results | Solvency

Leading the Insurance Sector

December 2021\*

## VNB to New Business Premiums

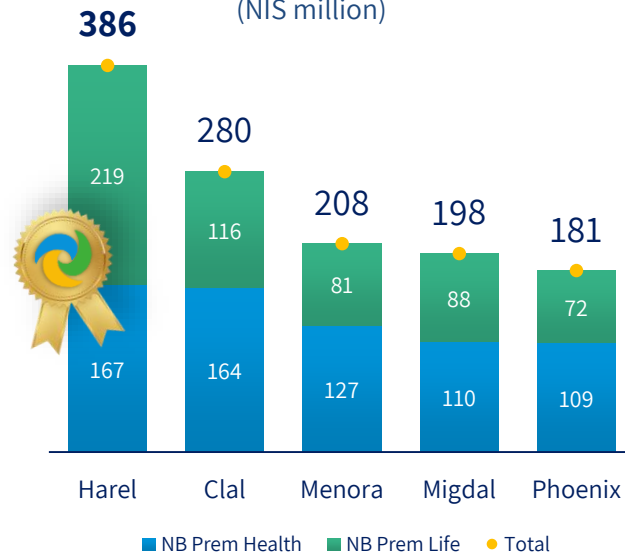
(NIS billion)



**Harel demonstrates the second best VNB margin**

## New Business Annualized Premiums

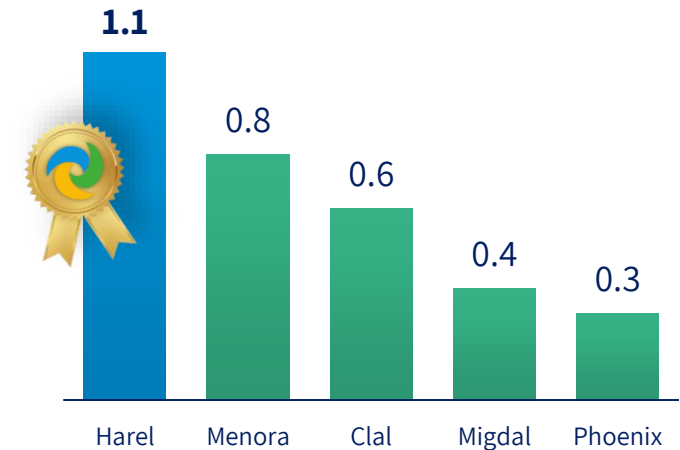
(NIS million)



**Harel is leading the insurance market with NIS 386 Million New Business Annualized Premiums**

## Value of New Business

(NIS billion)



**Harel is leading the insurance market with NIS 1.1 Billion VNB**



# OUR GLOBAL PARTNERS



CHUBB<sup>1</sup>



STARR  
INSURANCE COMPANIES



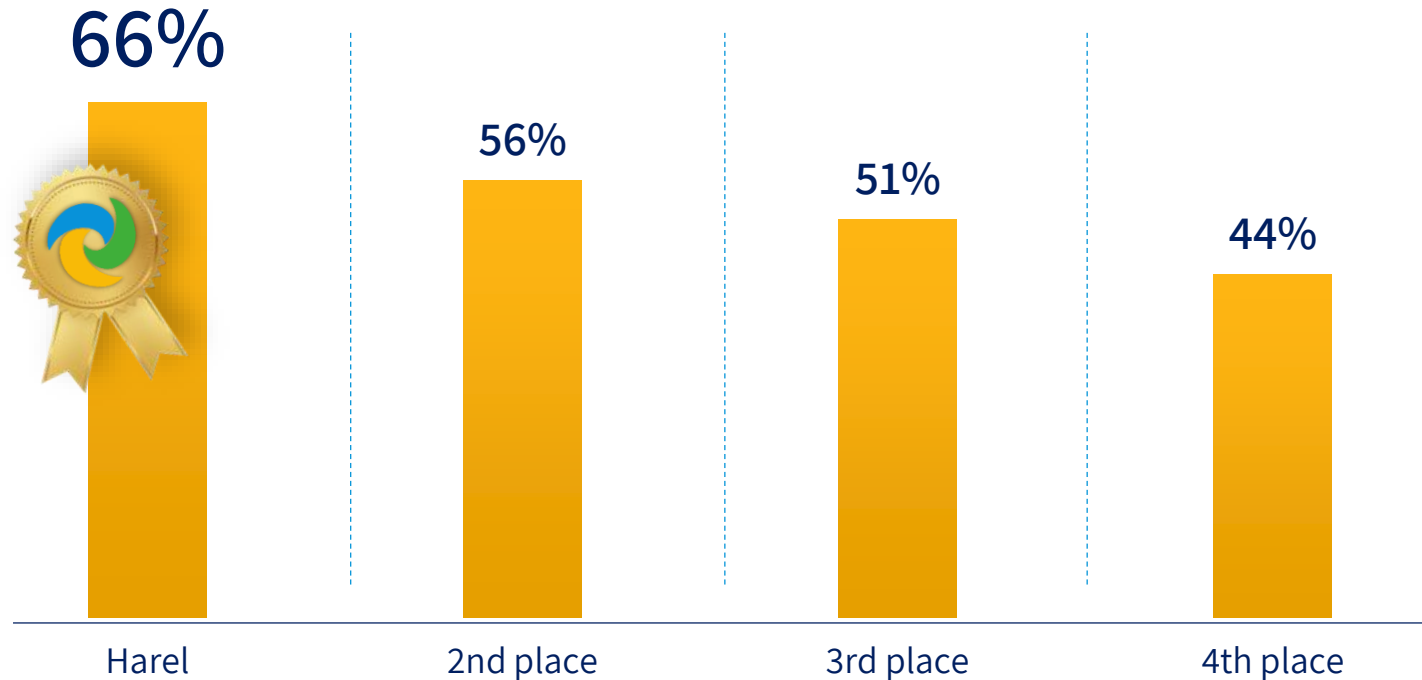


Harel Insurance  
and Finance.  
**A super-brand.**

Q 2 | 2 0 2 2

We have  
**An anchor**

## Harel continues to lead in unaided awareness



According to Geocartography Knowledge Group's Brand Equity Study, May 2022

We have  
**Leadership**

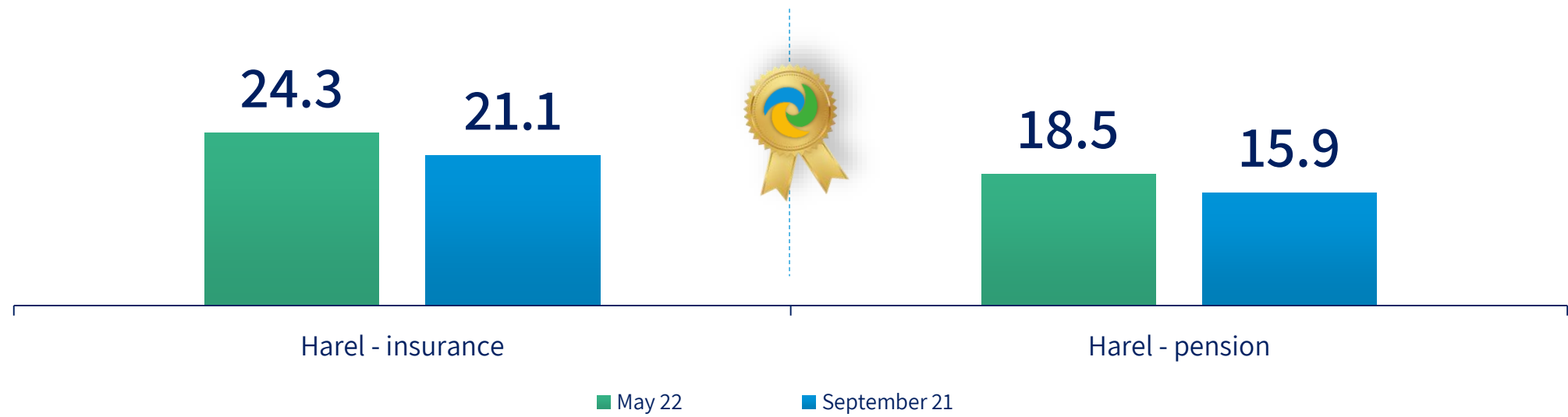
**What's not new?** 

Harel is perceived as Israel's leading insurance company

**What's new?** 

The most recent study shows a strengthening among our customers and in our GeoBrand index score

# Harel's brand name strength according to the Geo-Brand index in the insurance and pension category



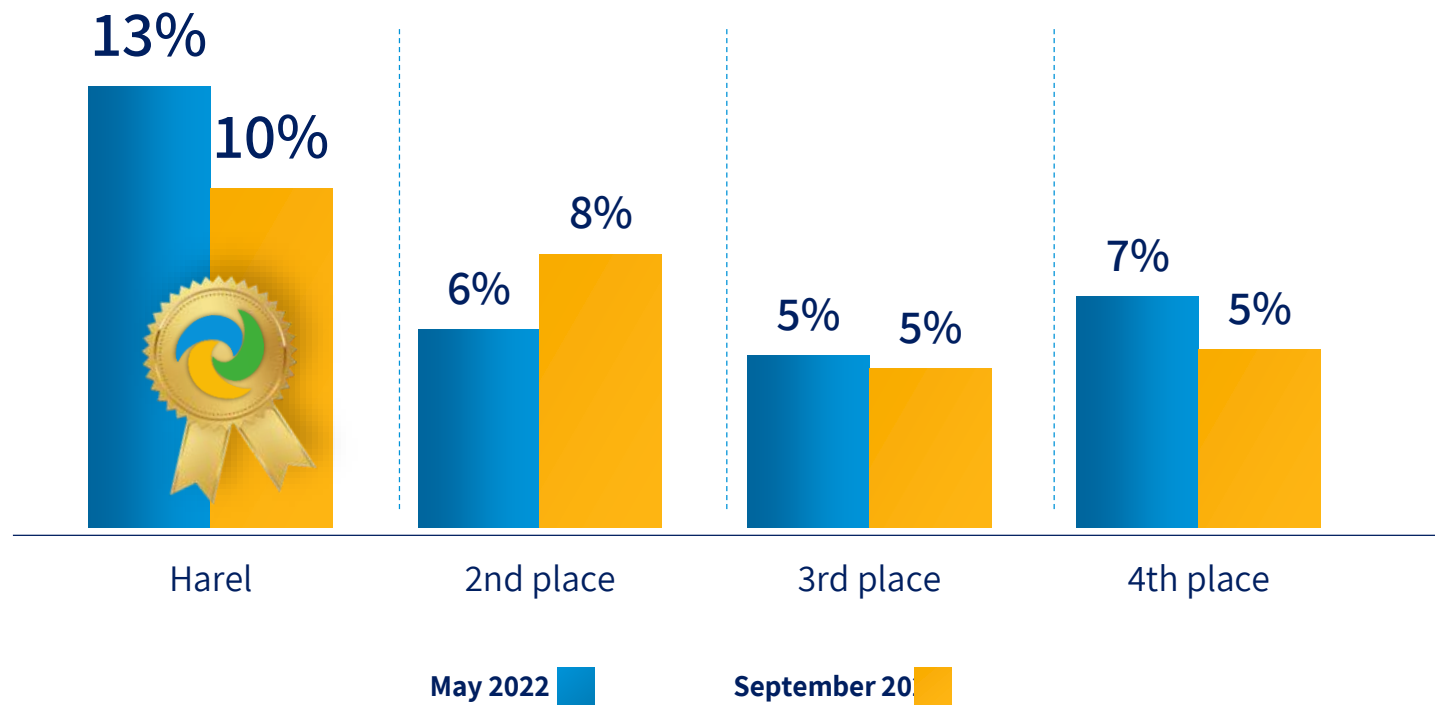
According to Geocartography Knowledge Group's Brand Equity Study, May 2022



You have  
**A clear preference**

**What's not new?**  Customers prefer Harel


**What's new?**  Harel also leads the preferences of other companies' customers

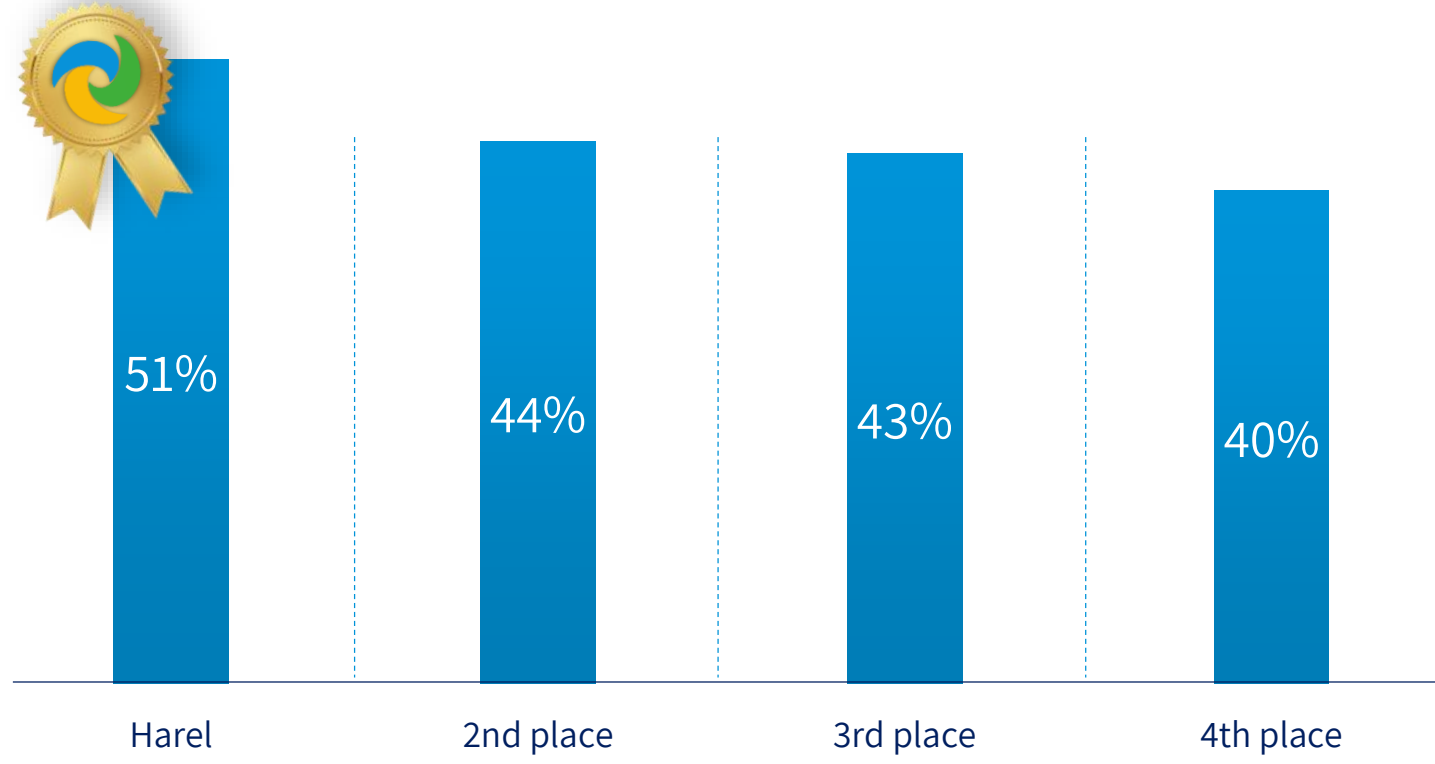


According to Geocartography Knowledge Group's Brand Equity Study, May 2022



You have  
**Good things  
to say  
about us**

**What's new?**   
Harel is No. 1 in overall general  
positive opinion



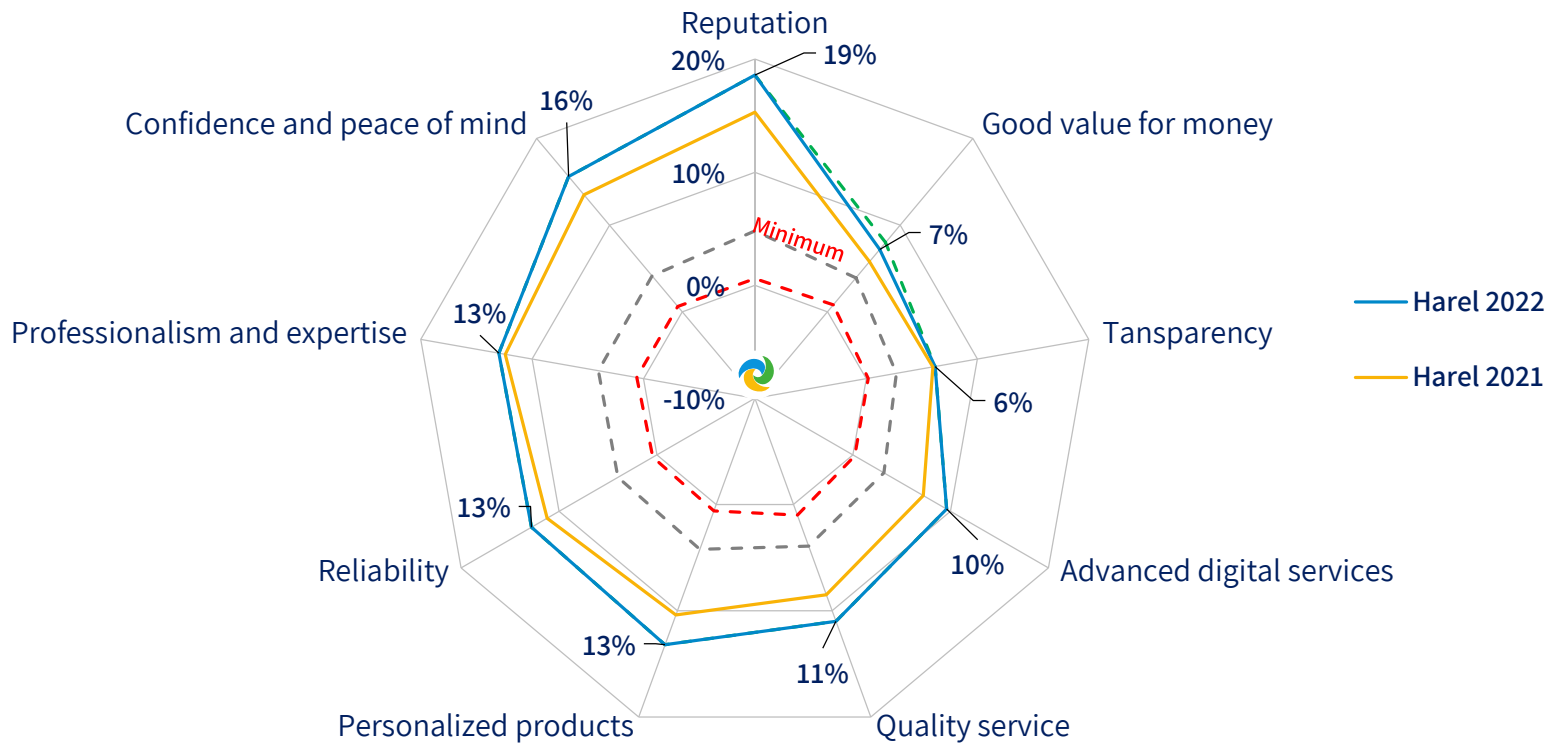
According to Geocartography Knowledge Group's Brand Equity Study, May 2022





**What's not new?**  Harel is in the lead in every category of customer perception

**What's new?**  The positive momentum continues



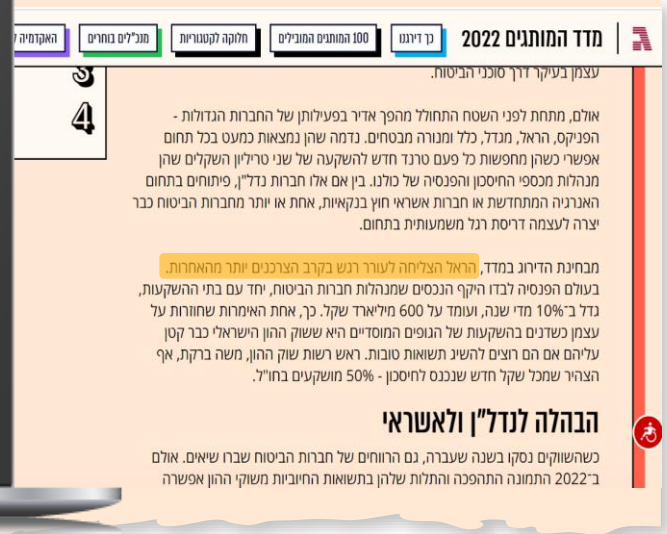
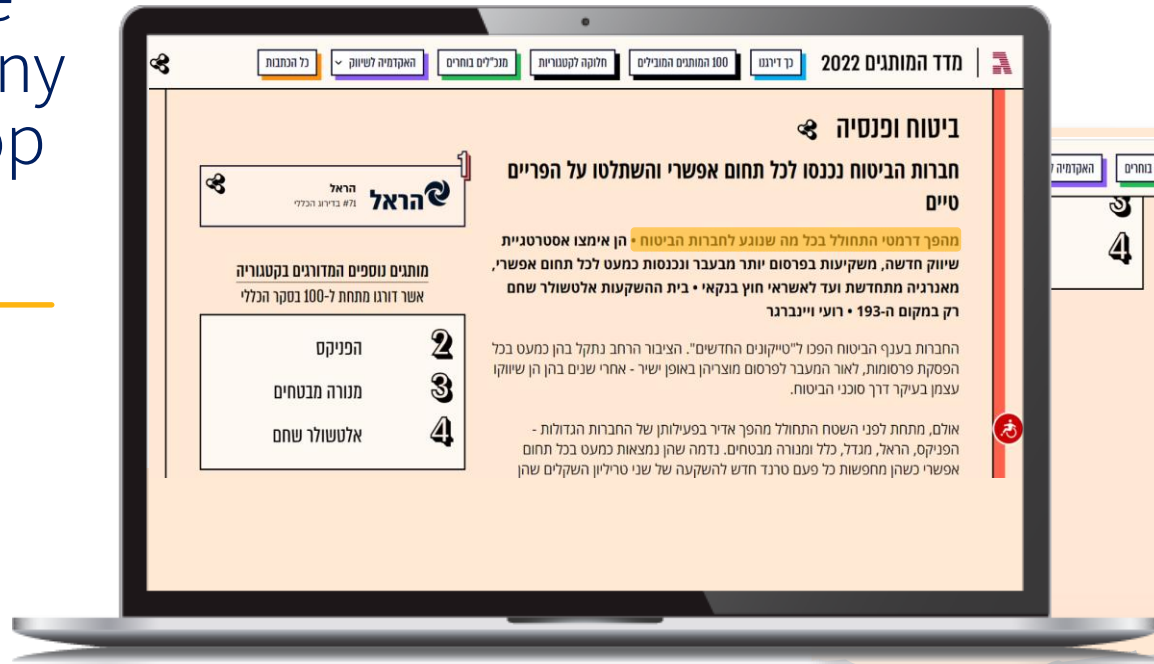


# Harel is No. 1

Among all insurance and pension companies



We are proud to be the only insurance company to make the Globes Top 100 Brand Names list



According to the Globes Top 100 Brand Names list





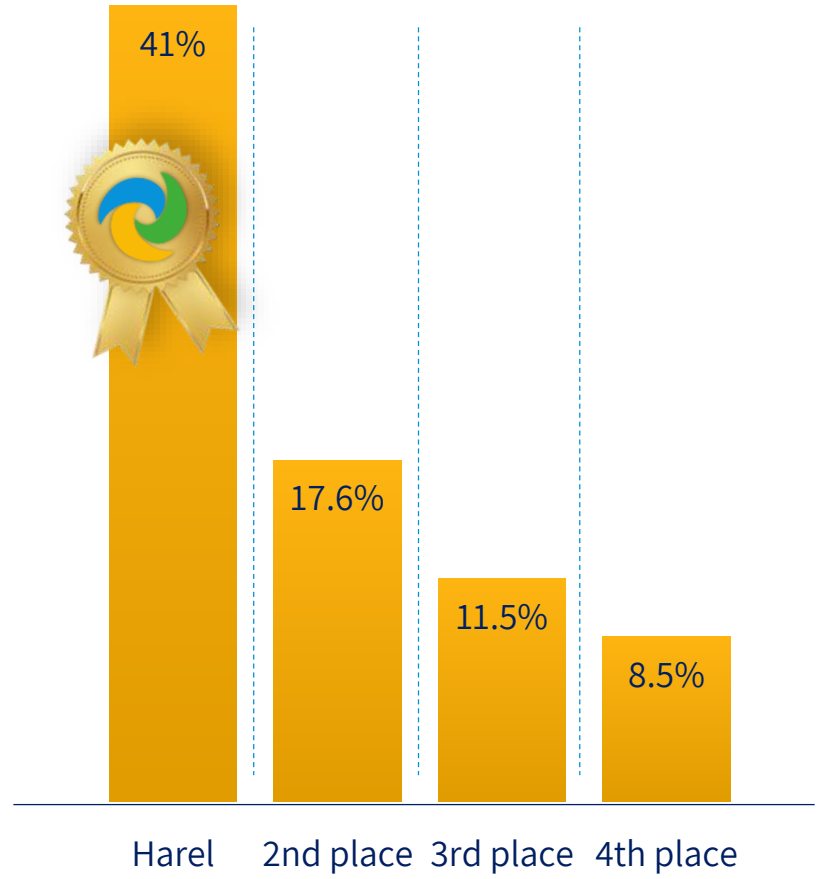
We have  
**General  
agreement**

Harel was ranked 

# The best, most worthwhile health insurance

## Harel leads

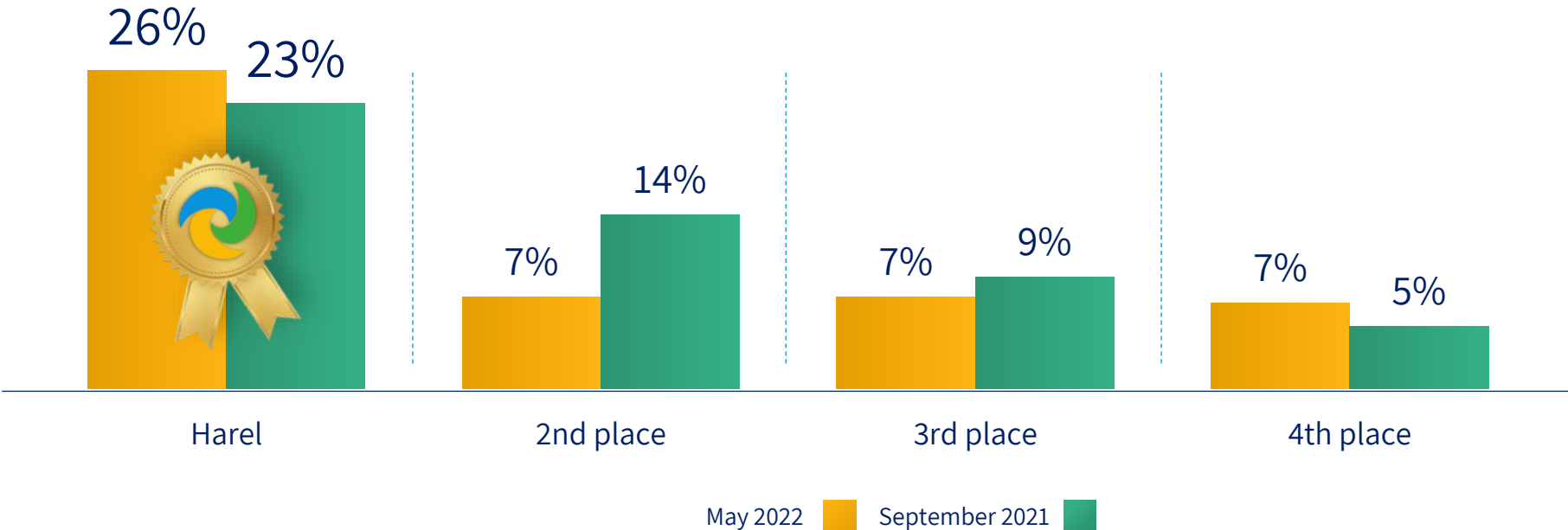
Across all age groups, among men and women, secular and traditional, at every level of education and income



According to a survey conducted by Geocartography for the Israel Survey  
Among those who presented an opinion

You have  
**A clear preference**

# Health insurance preference



According to Gecartography Knowledge Group's Brand Equity Study, May 2022





You might have insurance  
**But you don't have**  
**HAREL**