



# Leumi Partners



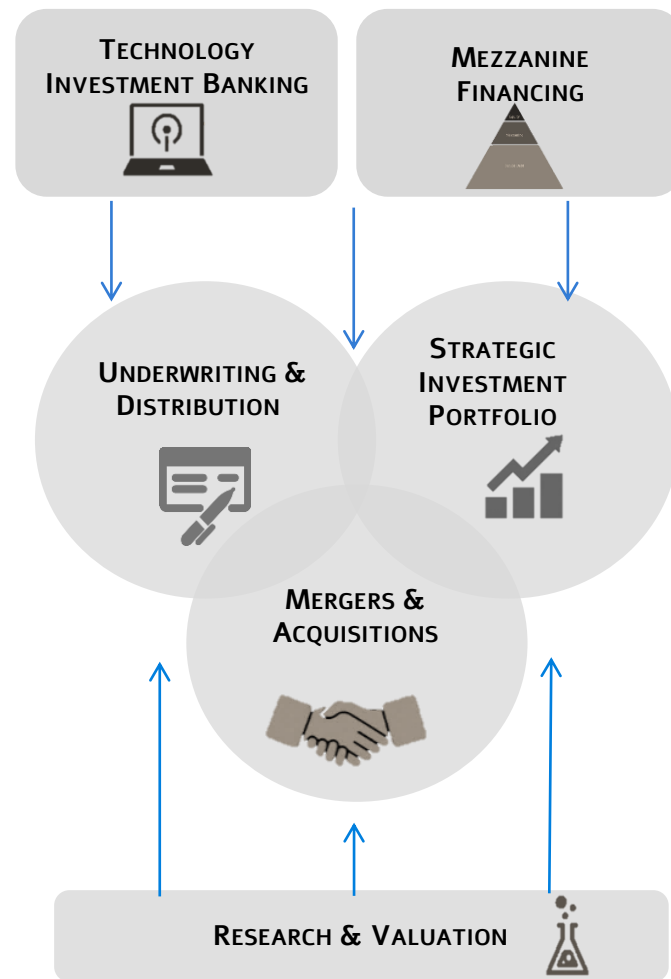
Leumi Partners

Israel's Premier Merchant and Investment Banking Platform

# Leumi Partners

## “One of a Kind” in Israel

Backed by Israel’s largest banking group, Leumi Partners is a leading Israeli merchant banking and investment banking platform.



# Unique Merchant & Investment Banking Model





# Bank Leumi Overview

Israel's Leading Banking Group

# Bank Leumi – Israel's Leading Banking Group



Over 115 years of banking activity. starting with its predecessor, the Anglo Palestine Company Leumi Group is Israel's leading banking group



Equity of  
\$12B<sup>1</sup> Book Value  
Market Cap of  
\$12.98B<sup>2</sup>



9,000 Employees,  
200 Local branches  
The Leumi Group operates branches and offices located in key financial centers around the globe

## Internationally rated

**FitchRatings**

**A**

**MOODY'S**

**A2**

**STANDARD  
& POOR'S**

**A**

(long term rating)<sup>3</sup>

**The Banker**



Bank of the Year 2019

Bank Leumi has been awarded “**Bank of the Year in Israel for 2019**” by the prestigious “The Banker” magazine (part of the Financial Times Group)

1. As of 30.6.21; USD/NIS = 3.4  
2. As of 4.11.21 ; USD/NIS = 3.4  
3. State of Israel rated by Fitch A ,Moody's A1 and S&P AA-



# Bank Leumi – Broad Reach, Diversified Offering

## Main Business Lines/Divisions



### Corporate Banking

Services major local and international companies



### Private Banking

Investment solutions for HNW customers



### Commercial Banking

Focuses on medium size businesses



### Capital Markets Division

Services clients active in the capital and financial markets, including institutional investors



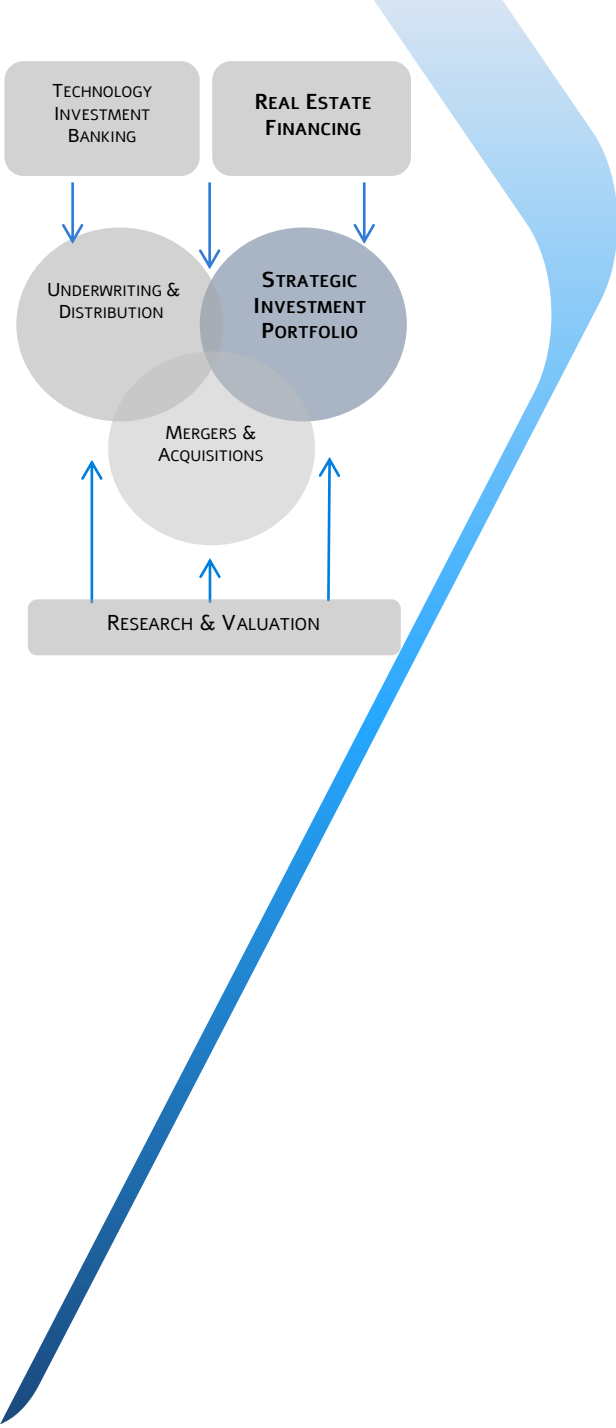
### Retail Banking

Provides banking services to households and small businesses

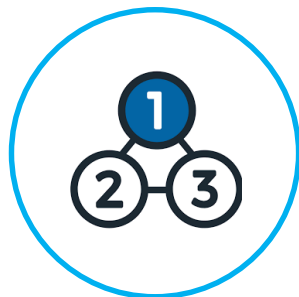


# Leumi Partners

Merchant and Investment Banking Platform



# Leumi Partners' Strategic Investment Portfolio



The largest portfolio in the Israeli banking sector and one of the biggest and most active in Israel



Substantial minority investor in some of Israel's leading corporations and projects



Significantly contributes to Leumi's long term return on capital

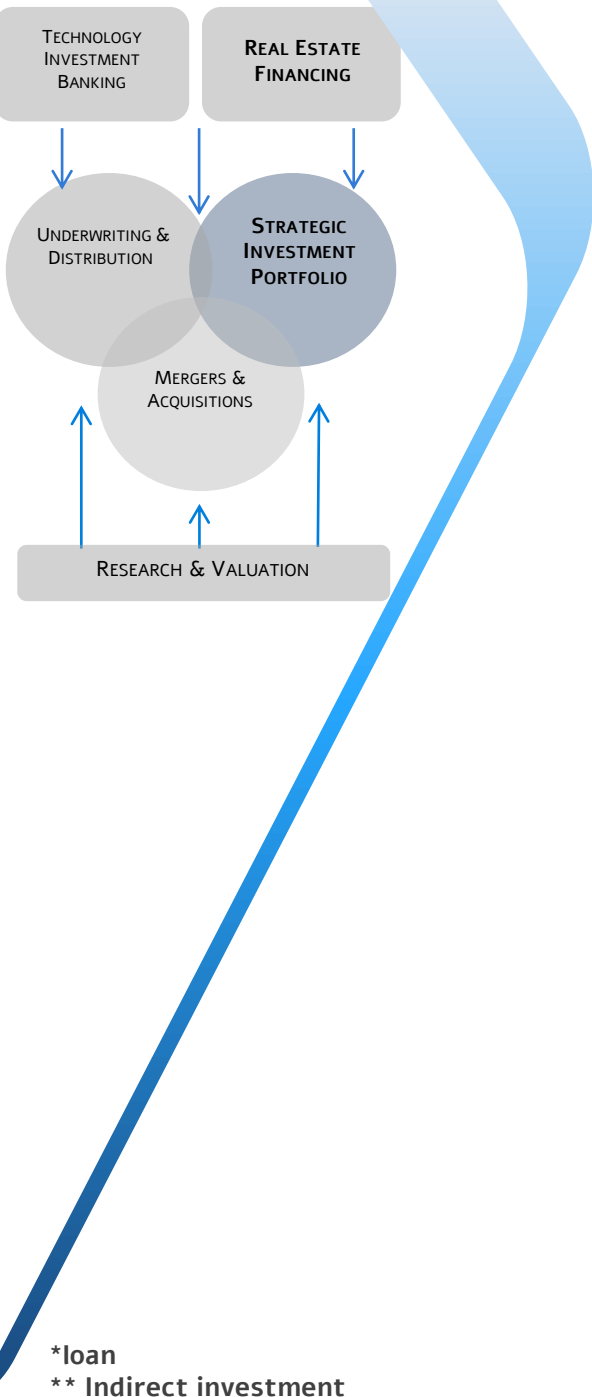
































Over the years, Leumi Partners played a major role in some of the largest and most complex transactions in Israel



# Leumi Partners' Strategic Investment Portfolio

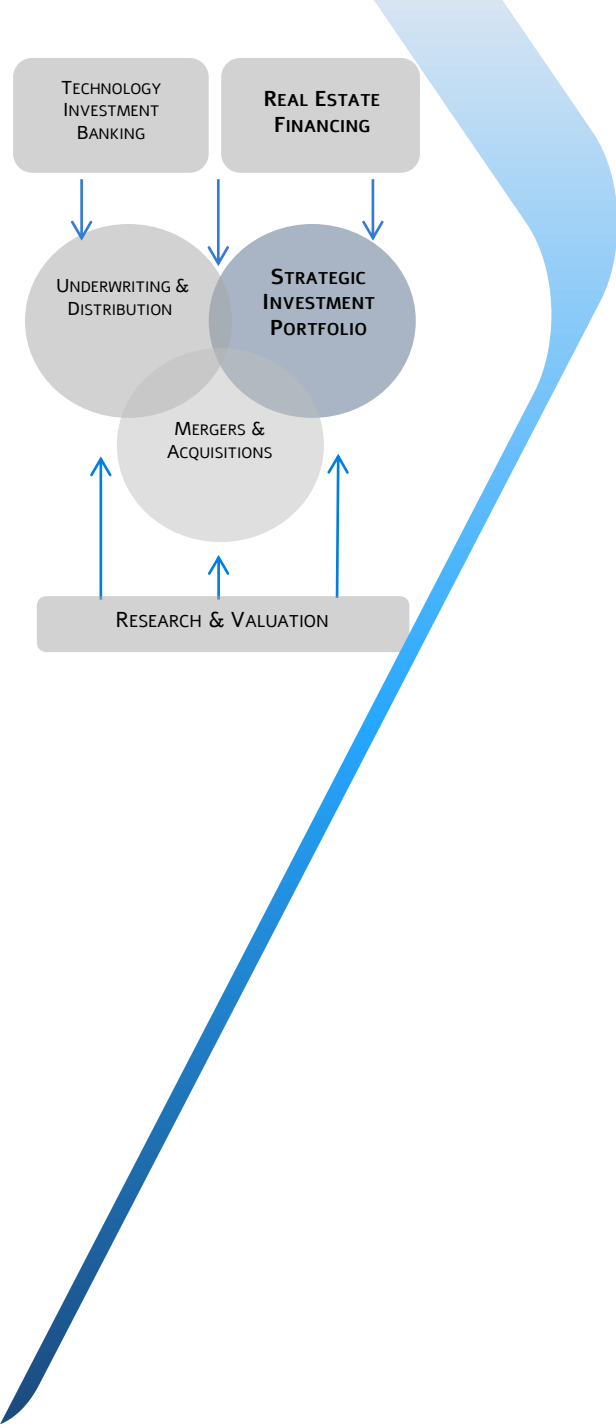
## Selected Investments



<b>Minrav</b>  Real estate, infrastructure and construction group	<b>Vgarden</b>  Vegan food developer and manufacturer	<b>Paycor</b>  HR and payroll solutions	<b>Simplivia</b>  Medical device manufacturing	<b>Sunflower</b>  Renewable Energy	<b>Taavura Holdings</b>  Israel's largest road haulage and logistics company	<b>MINILINE</b>  Consumer electronics wholesale & retail
<b>NIBC</b>  An Enterprising Bank	<b>Shapir Engineering Trans-Israel North</b>  Northern section-Trans Israel Highway	<b>Direct Insurance</b>  A Leading holding company in Israel	<b>Nilit</b>  Global manufacturer of nylon fibers	<b>Israel Growth Partners</b>  One of Israel's leading growth investors	<b>Team 3</b>  Israel's leading security company	<b>Retailors</b>    Nike and Foot Locker Retail Stores
<b>Gadot Chemical Tankers</b>  Chemicals storage and shipment	<b>Ya'acobi Group</b>  Construction, infrastructure and entrepreneurship	<b>ICR**</b>  Real estate development corporation	<b>Haifa Group</b>  Supplier of specialty plant nutrition	<b>Gindi*</b>  Real Estate developer	<b>Plazit</b>  Thermoplastic sheets and profiles provider	<b>Teralight</b>  Renewable Energy operations Developer
<b>Maelys</b>  Beauty and cosmetics company	<b>Engelinvest</b>  Urban Renewal	<b>McMakler</b>  Leading Real Estate transaction platforms	<b>Cinema City</b>  A Leading cinema operator	<b>IronSource</b>  Software distribution and delivery	<b>Alum Eshet</b>  A leading Curtain Wall Systems Manufacturer	<b>Tadbik*</b>  Advanced Flexible Packaging

\*loan

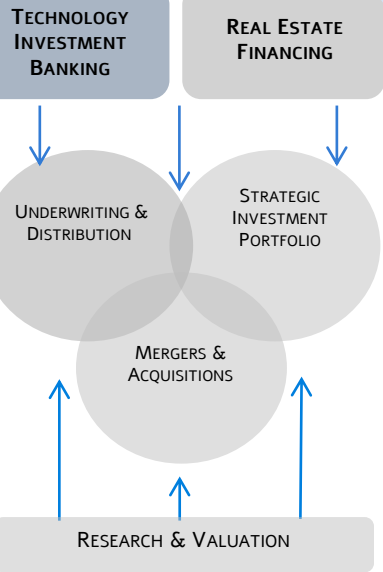
\*\* Indirect investment



# Recently Exited Investments

<b>IronSource*</b>  Software distribution and delivery	<b>Aura</b>  Residential developer	<b>Super-Pharm</b>  Israel's largest drugstore chain; operations also in Poland and China	<b>Avgol (TASE:AVGL)</b>  Global nonwoven fabric manufacturer
<b>Dalia Power Energies</b>  Israel's largest private power station	<b>Derech Eretz Highways</b>  Concessionaire for the Cross-Israel Highway toll road	<b>Mobileye (NYSE: MBL)</b>  Global pioneer in ADS Systems	<b>Via Maris Desalination</b>  One of the ten largest seawater desalination plants in the world
<b>Direct Financing</b>  A Leading consumer credit platform	<b>Panaya</b>  Worldwide cloud-based quality management services	<b>R2Net</b>  The 2nd largest ecommerce platform in the US for diamonds and jewelry	<b>Tower (NASDAQ: TSEM, TASE: TSEM)</b>  Manufacturing analog integrated circuits

\*Partly realized



# Your Tech Partner in Israel

Tech has been a significant part of Israel's story in recent years. Bank Leumi and Leumi Partners play a crucial role in the Israeli tech ecosystem

Substantial initiatives already in place:

Leumi Tech – tailoring corporate banking solutions for leading tech companies

LEUMITECH

Anchor investment & capital raise

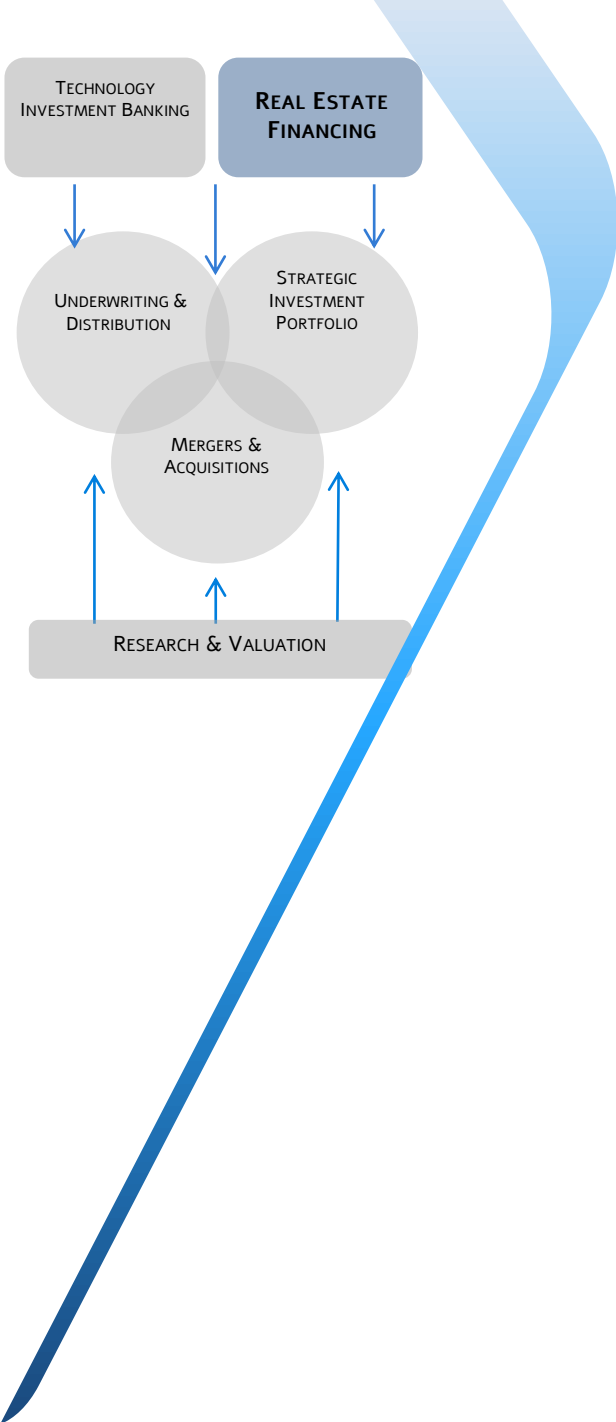


Strategic cooperation and investments in Israel's leading VC / growth funds



## Selected Technology Investments





# Real Estate Specialty Financing

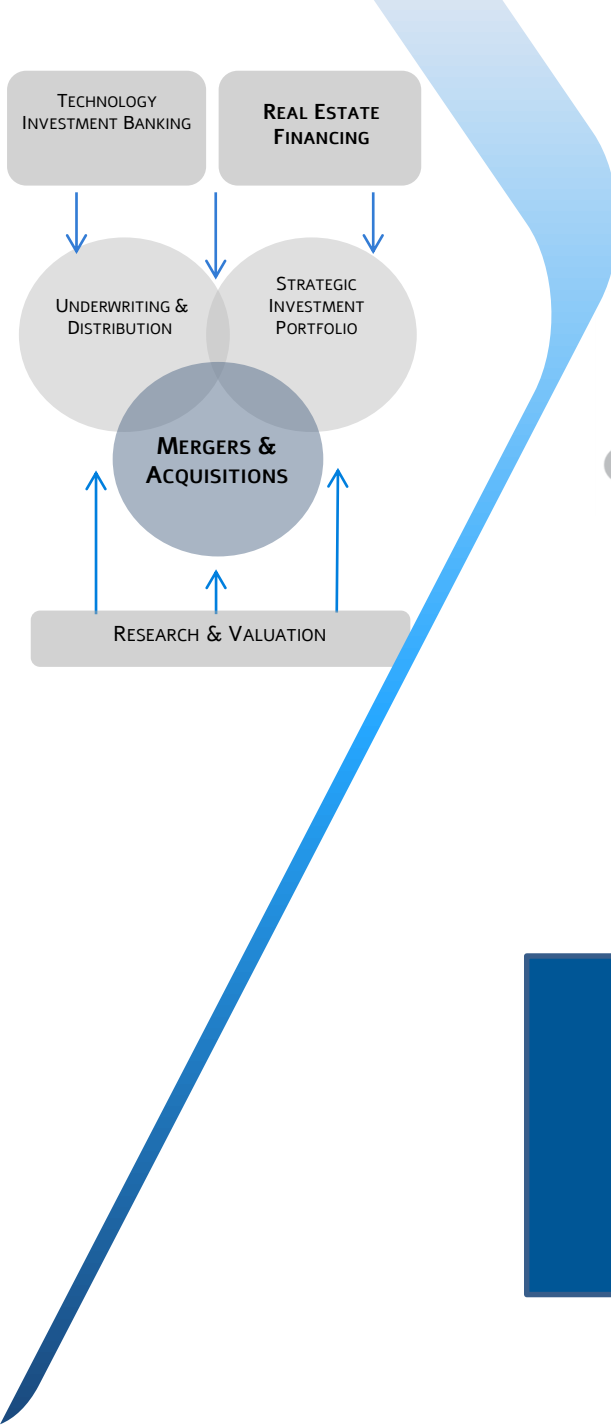
## YOUR OPTIMAL MEZZANINE FINANCING PARTNER FOR REAL ESTATE PROJECTS

### Leumi Partners' unique offering:

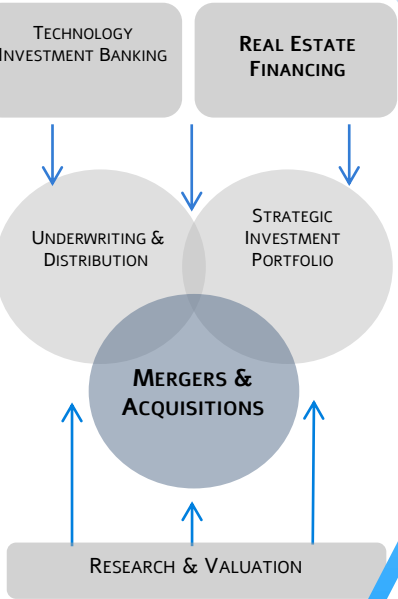
- Deep know-how and analytics across diverse global real estate asset classes.
- Flexible structuring including accruing interest, profit sharing component of remuneration, etc.
- Financial backbone to support deals with varying levels of risk and uncertain durations.
- Possibility for A/B note structure with Leumi as senior lender, offering a “one stop shop” for senior and mezz financing.

### Selected Loan/Equity-

<b>Equity 60M ILS</b> <b>Loan 34M ILS</b>  Corporate – Developer Condominium  <b>Israel</b> <b>2021</b>	<b>Equity 37M ILS</b> <b>Loan 20M ILS</b>  Corporate – Developer Condominium  <b>Israel</b> <b>2021</b>	<b>Loan 10M \$</b>  Development Multi Family  <b>Brooklyn</b> <b>2021</b>	<b>Equity 10M ILS</b> <b>Loan 105M ILS</b>  Corporate – Developer Condominium  <b>Israel</b> <b>2021</b>	<b>Loan 4.5M GBP</b>  Developer Condominium  <b>London</b> <b>2021</b>
<b>Loan 25M ILS</b>  Development Condominium  <b>Israel</b> <b>2020</b>	<b>Loan 27M \$</b>  Development Condominium  <b>Manhattan</b> <b>2019</b>	<b>Loan 10M \$</b>  Development Multi Family  <b>New Jersey</b> <b>2019</b>	<b>Loan 10M \$</b>  Development Commercial  <b>Brooklyn</b> <b>2019</b>	<b>Loan 140M ILS</b>  Development Condominium  <b>Israel</b> <b>2018</b>



# Mergers & Acquisitions



Leumi Partners has a leading M&A practice, leveraging Leumi’s outstanding platform together with Leumi Partners’ merchant banking and underwriting capabilities.



A seasoned team of M&A professionals with extensive, international investment experience and a broad domestic and global network.



Leumi Partners and Macquarie Capital announced a strategic partnership to drive high quality cross-border M&A, PCM and ECM activity from Israel. The partnership leverages Macquarie’s global coverage and Leumi’s deep local market connectivity and expertise.



Local & cross border transaction expertise and capabilities



Unique offering– combination of advisory services, underwriting and financing

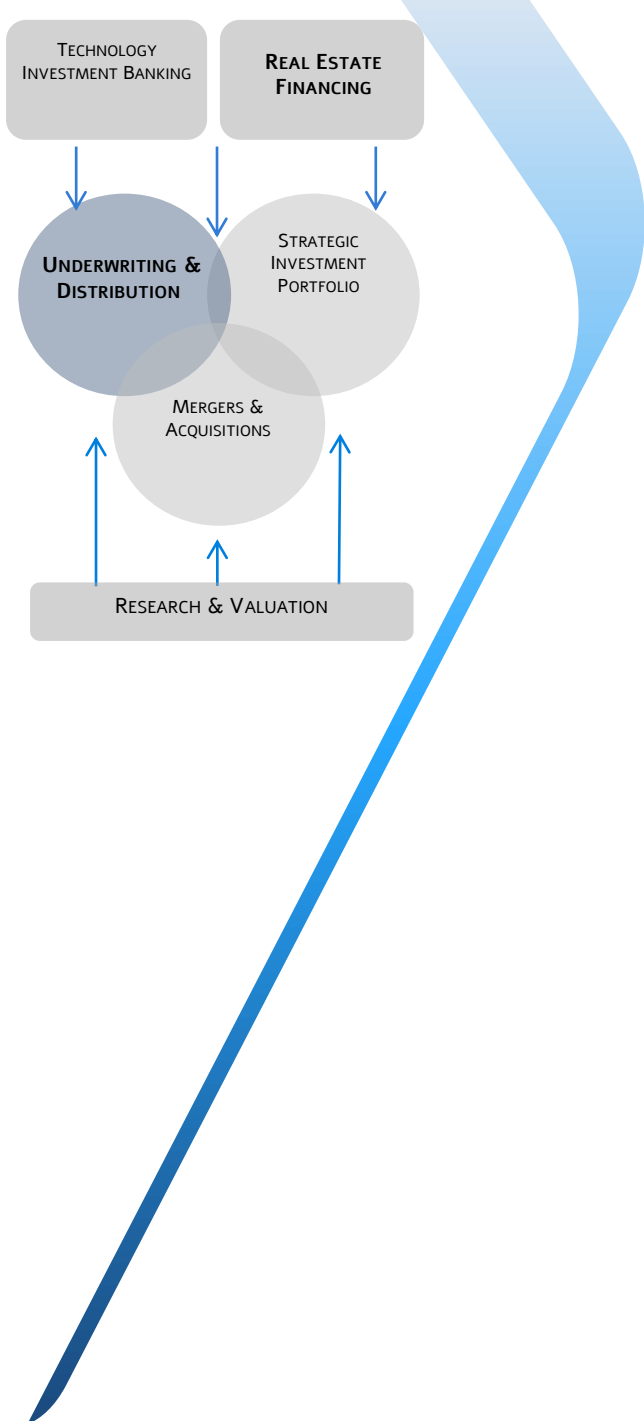


Excellent access to Leumi’s research and financing capabilities



Unparalleled deal flow quality





# Leumi Partners Underwriters

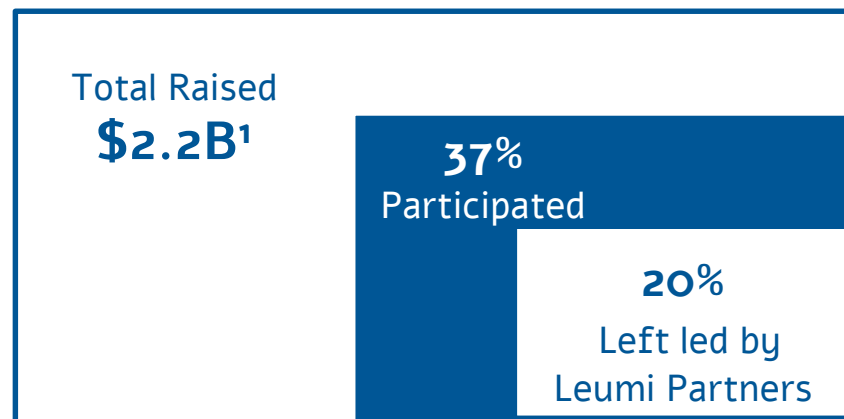


Ranked as one of Israel's premier underwriting, distribution and advisory firms, successfully leveraging the group's leading position in the Israeli economy



LPU has deep acquaintance with the local markets and the institutional investor scene, and is the right partner to lead substantial capital raises in the Israeli market

## RECENT IPOs ON TASE



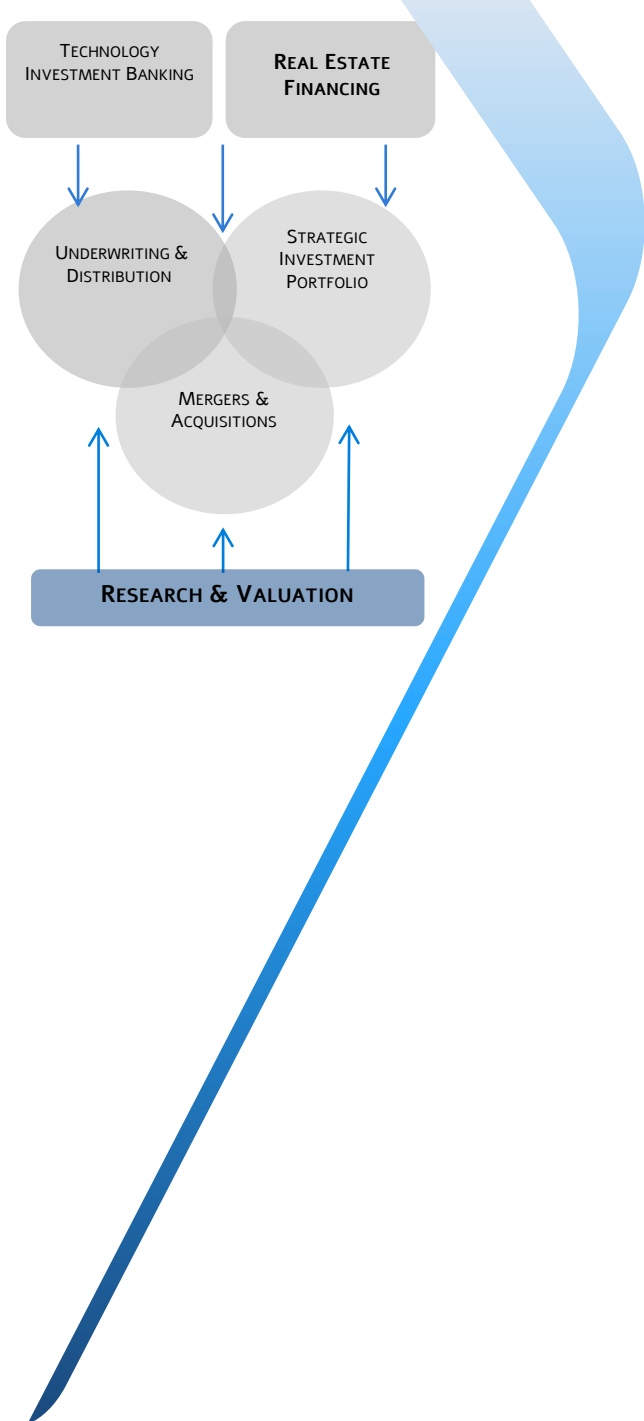
Participated in 40% of total capital raised

1. USD/NIS = 3.5

# Selected Debt/Equity Offerings and M&A transactions



ILS 1,041,000,000  2021 Debt Lead Manager	ILS 1,350,000,000  2021 Exclusive advisor to The Phoenix	ILS 120,000,000  2021 IPO Lead Manager	ILS 235,000,000  2021 Debt Lead Manager	ILS 250,000,000  2021 Debt Co-Lead Manager	ILS 167,000,000  2021 Debt Lead Manager	ILS 31,500,000  2021 IPO Lead Manager	ILS 100,000,000  2021 Debt Lead Manager	ILS 75,000,000  2021 IPO Co-Lead Manager	ILS 200,000,000  2021 IPO Co-Lead Manager
ILS 160,000,000  2021 IPO Lead Manager	ILS 570,000,000  2021 IPO Lead Manager	ILS 100,000,000  2021 Private Placement	ILS 1,014,000,000  2021 Debt Lead Manager	undisclosed  2021 Co-lead with Macquarie	ILS 656,000,000  2021 IPO Lead Manager	ILS 2,205,000,000  2021 Acquisition of CPV Co-Lead with Macquarie	ILS 1,150,000,000  2020 Debt Lead Manager	ILS 1,164,000,000  2020 Debt Lead Manager	ILS 25,000,000  2020 IPO Lead Manager
ILS 43,000,000  2020 IPO Lead Manager	ILS 737,000,000  2020 IPO Lead Manager	ILS 267,000,000  2020 IPO Lead Manager	ILS 540,000,000  2020 IPO Co-Lead Manager	ILS 500,000,000  2020 Debt Lead Manager	Undisclosed  2020 Sale to Enercon	ILS 2,392,425,744  2020 Debt Lead Manager	ILS 100,000,000  2020 Debt Lead Manager	ILS 204,346,000  2020 Debt Lead Manager	ILS 140,000,000  2020 IPO Lead Manager
ILS 288,000,000  2019 IPO Lead Manager	ILS 225,000,000  2019 IPO Co-Lead Manager	ILS 2,353,000,000  2019 Debt+CoCo Lead Manager	ILS 510,000,000  2019 Debt Lead Manager	ILS 220,000,000  2019 Sale of Control Stake	ILS 2,500,000,000  2018 Sale of Control Stake	ILS 2,108,000,000  2018 Debt+CoCo Lead Manager	ILS 571,000,000  2018 Debt Co-Lead Manager	ILS 1,409,000,000  2018 Debt Lead Manager	ILS 1,268,000,000  2018 Debt+CoCo Lead Manager



# Leumi Partners Research

## Broad Coverage Capabilities



Buy side research support for LP's other activities; research support to bank Leumi's institutional Sales & Trading desks , retail investment advisor network, and corporate lending; and valuation services for external clients



**60%**  
TA125

Coverage of over 60% of Israel's leading index (TA125), making LPR an invaluable resource for LP and a significant competitive advantage

# Leumi Partners– Your partner in Israel

Unique structure, experienced management team and affiliation with Bank Leumi provide significant competitive advantages

## ONE STOP SHOP



The only true “one-stop-shop” in Israel able to source, partner, finance and advise on a broad range of transactions.

## BANK LEUMI



As part of Israel’s largest banking group, LP benefits from **solid financial backing, outstanding business reach and coverage** of the local corporate and private client base, as well as **deal flow volume and quality** that is second to none.

## SEASONED MANAGEMENT



**Highly regarded senior management team**, with broad local and international experience, and an extensive network.

## CROSS-BORDER REACH



**Extensive cross border capabilities** through Leumi’s overseas offices and cooperation with leading financial institutions.

## RESEARCH



In depth, **high quality, in-house research capabilities**.

## LOCAL INVESTOR SCENE



Strong positioning and **relationships with domestic institutional investors**.

# Leumi Partners Management Team



## **Bosmat Ben-Zvi , Chairperson**

Ms. Bosmat Ben-Zvi serves as Head of the Capital Markets Division of the Leumi Group, as well as the Chairperson of Leumi Partners Ltd. Prior to this position, Ms. Ben Zvi served as Chief Risk Officer of the Leumi Group. Her previous roles were Head of Strategy of the Leumi Group and Chief of Staff to the CEO. Ms. Ben-Zvi holds an MBA from Tel Aviv University and a BA in Accounting, Finance and Computer Science from Bar Ilan University. Ms. Ben-Zvi is a Certified Public Accountant. (CPA)



## **Dr. Avraham Ortal, Chief Executive Officer**

Dr. Ortal Joined Leumi Partners in 2019 with over 20 years of experience in the private equity industry in various roles. Prior to joining Leumi Partners Dr. Ortal served as a Senior Partner at Sky fund and as a chairman and board member of Sky's portfolio companies. Before joining Sky, Dr. Ortal served as the CEO of a US based Aerospace industrial company. Dr. Ortal holds an LLB, LLM and SJD in law from Duke University and an MBA from Kellogg-Northwestern University and is a member of the bar in both Israel and the state of New York.



# Leumi Partners Management Team



## **Michal Rabinovitch, Deputy CEO, General Counsel**

Ms. Rabinovitch joined the Legal Department of Leumi Partners in 1992 and acts as its General Counsel since 1995. Ms. Rabinovitch is responsible for all legal and regulatory aspects of Leumi Partners' and its subsidiaries' activity. Ms. Rabinovitch holds an LL.B. from the Tel-Aviv University and an LL.M. from Harvard University, and is a member of the bar in both Israel and the state of New York.



## **Lilach Katz, VP Finance**

Ms. Katz joined Leumi Partners in 2012 and is responsible for finance and accounting at Leumi Partners and its subsidiaries as well as financial advisory support for the company's activities. Prior to joining Leumi Partners Ms. Katz was an audit manager at KPMG. Ms. Katz is a registered CPA since 2000 and holds a BA in Accounting and Economics from the Hebrew University of Jerusalem.

# Leumi Partners Management Team



## **Yuval Zehira, Managing Director, Chief Investment Officer**

Mr. Zehira joined Leumi Partners in 2015. Prior to that, Mr. Zehira was Managing Director at Absolute Value, an Israeli-based boutique investment banking firm that he Co-Founded in 2009, providing advisory and investment analysis services to corporations, institutional investors and HNW individuals. Prior to that Mr. Zehira ascended to become head of research at IBI following a 9 year-tenure with one of Israel's major investment firms. Mr. Zehira holds a B.A. in Business Management with specialization in Finance from the College of Management, Tel Aviv.



## **Ehud Dekter, Managing Director , Head of Mergers & Acquisitions**

Mr. Dekter joined Leumi Partners in 2012. In 2019 Mr. Dekter was appointed Head of Mergers & Acquisitions department. Mr. Dekter is a seasoned M&A professional with extensive domestic and international investment experience. Prior to Leumi Partners, Mr. Dekter filled several M&A positions at Poalim Capital Markets, one of Israel's major investments banks, where he was part of the corporate finance team. Prior to that, Mr. Dekter was an Underwriter at ASHRA – the Israel Foreign Trade Risks Insurance Corp., focusing on large export finance transactions. Mr. Dekter holds a B.Sc. in Economics from Purdue University and an MBA specialization in Finance from Ben-Gurion University.

# Leumi Partners Management Team



## **Joshua "Shuki" Zeitak, Managing Director, Head of Real Estate**

Mr. Zeitak has been with the Leumi group since 1995 and has joined Leumi Partners in 2017 to lead its Real Estate and Mezzanine financing business. Prior to joining Leumi Partners, Mr. Zeitak lead a lending team with Bank Leumi's real estate Division. Before that, he held several managerial positions with Bank Leumi (Israel) and with Bank Leumi USA. Mr. Zeitak is a member of the Israel Bar and holds an LLB from Hebrew University and an MBA from Boston University.



## **Jacob Georgi, CEO, Leumi Partners Research**

Mr. Georgi has been a Senior Analyst at Leumi Partners Research since 1992 and has accumulated vast experience in company valuations, financial analysis, feasibility studies and project finance. Prior to joining Leumi Partners Mr. Georgi was a partner at an accounting firm, finance manager of the AG-Tech fund and head of the audit department at Meron, Sobel, Shor & Co, CPAS. Mr. Georgi is a registered CPA and holds an MBA (specializing in finance and insurance) and a BA in Accounting and Economics, both from the Tel-Aviv University.

# Leumi Partners Management Team



## **Eliav Bar David, CEO, Leumi Partners Underwriters**

Mr. Bar-David joined Leumi Partners in 2020 to lead its underwriting practice as CEO of Leumi Partners Underwriters. Mr. Bar-David has more than 23 years of experience in the Israeli capital market. In the years 2001–2008 Mr Bar-David worked at Poalim IBI Underwriting, as head of sales in 2001–2005 and as CEO in 2005–2008. Before joining Leumi Partners, Mr. Bar-David founded and co-owned Apex Issuances, a leading underwriting firm. Mr. Bar-David holds a BA in Economics and Business Management and an MBA in accounting and finance, both from Tel Aviv University



## **Yossi Winkler, Managing Director, Leumi Partners Underwriters**

Mr. Winkler joined Leumi Partners Underwriters in 2018 as a Managing Director, responsible for public and private offerings in debt and equity for local and foreign companies. Prior to joining Leumi Partners Underwriters, Mr. Winkler served as underwriting VP at Excellence Nessua Investment House. Prior to that, Mr. Winkler was a financial consultant at BDO Consulting group. Mr. Winkler is a registered CPA and holds a BA in Accounting and Economics from Tel-Aviv University.

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**Leumi Partners**