



Leumi Partners



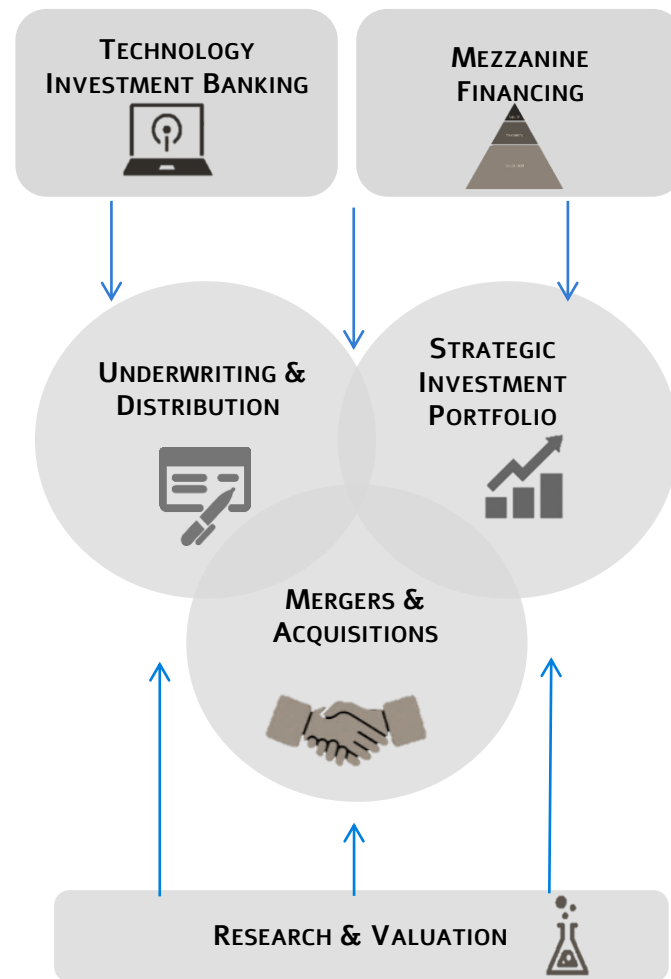
Leumi Partners

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
\$12.29B¹ Book Value
Market Cap of
\$14.87B²



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)³

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 30.9.21; USD/NIS = 3.4
2. As of 27.2.2022 ; 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



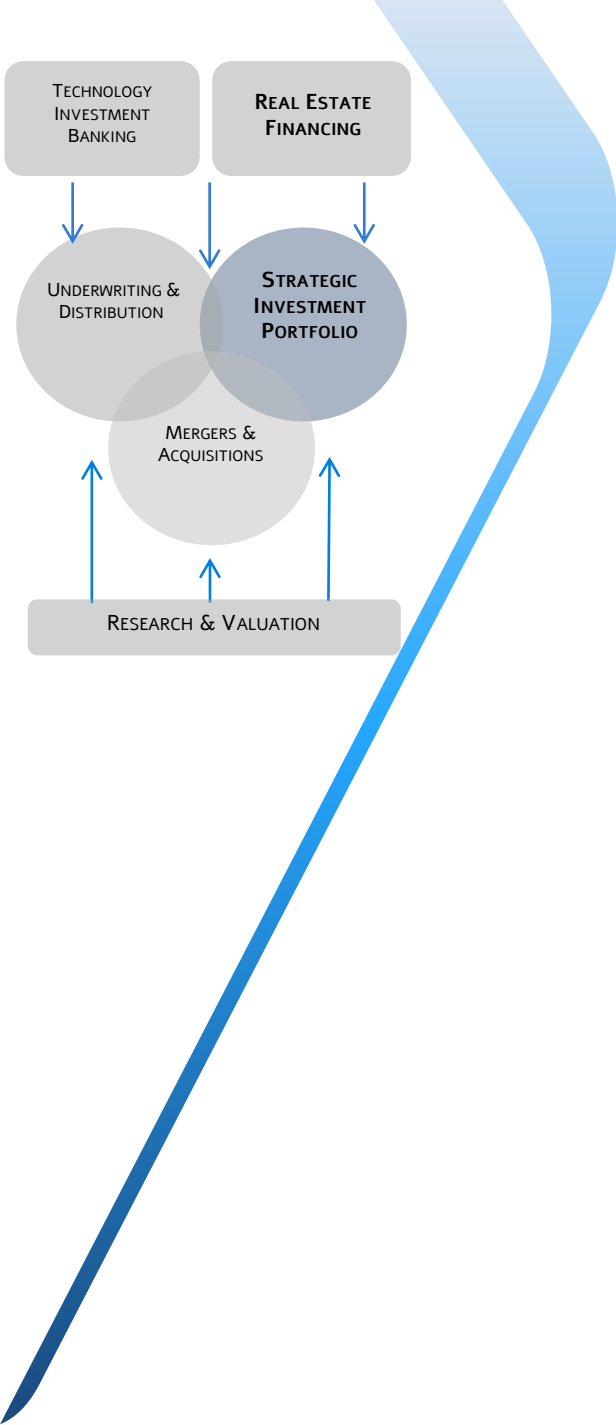
Retail Banking

Provides banking services to households and small businesses

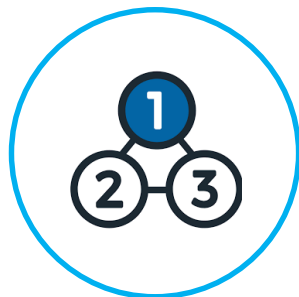


Leumi Partners

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



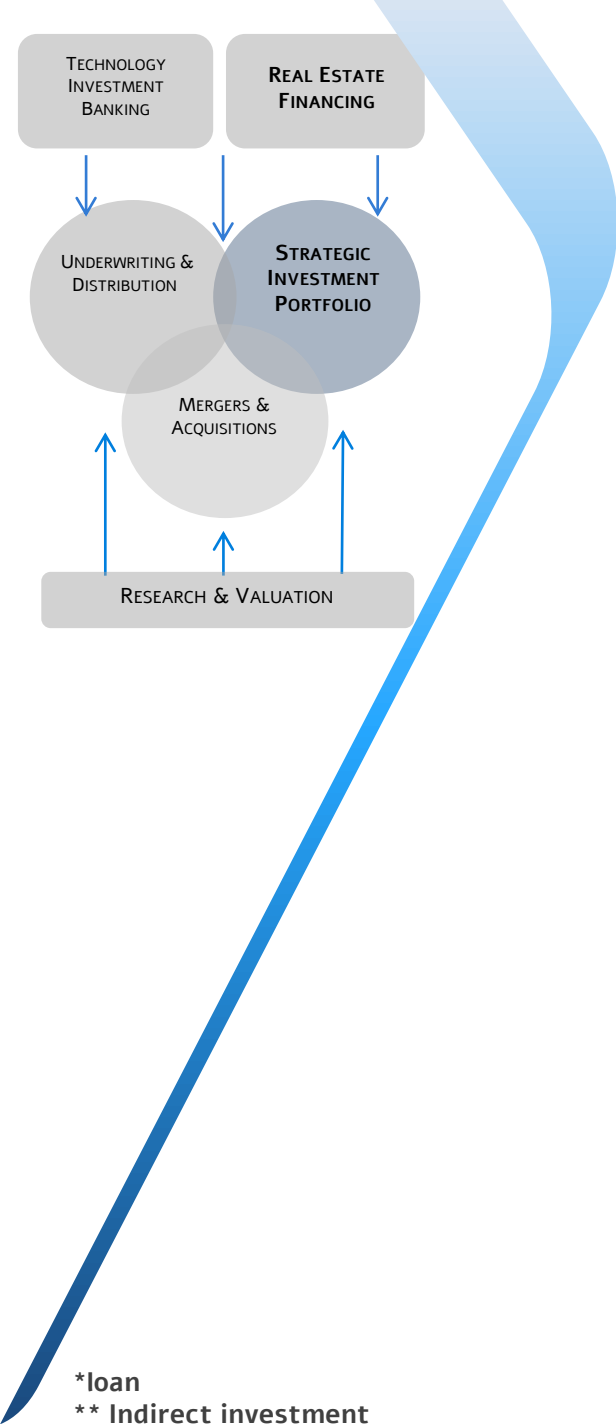
Significantly contributes to Leumi's long term return on capital



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

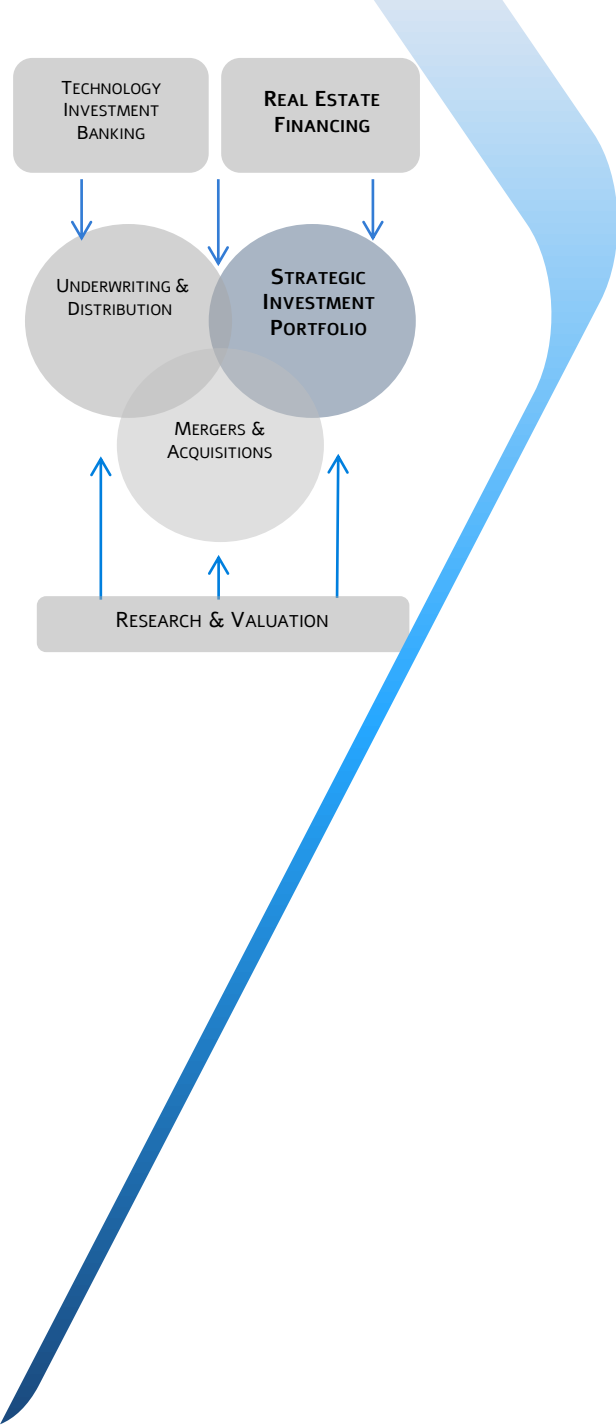
Selected Investments



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

*loan

** Indirect investment



Recently Exited Investments

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

*Partly realized

TECHNOLOGY
INVESTMENT
BANKING

REAL ESTATE
FINANCING

UNDERWRITING &
DISTRIBUTION

STRATEGIC
INVESTMENT
PORTFOLIO

MERGERS &
ACQUISITIONS

RESEARCH & VALUATION

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

IGP ISRAEL
GROWTH
PARTNERS

alive
Israel HealthTech Fund

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

Vintage
Investment Partners

VIOLA

pitango
VENTURE CAPITAL

Selected Technology Investments

GIGASPACE
innovate with confidence

LocusView

ORCAM

INSIGHTEC®

Medisafe

McMakler

SIMPLIVIA

seeo

GREENROAD™

FIREARC

EARNIX
Predict. Perform.

SafeBreach

optimove

Jacada
AUTONOMOUS CX

IS ironSource

pipl

Valens

dealhub

Qnergy

ZADARA
STORAGE

Cellebrite

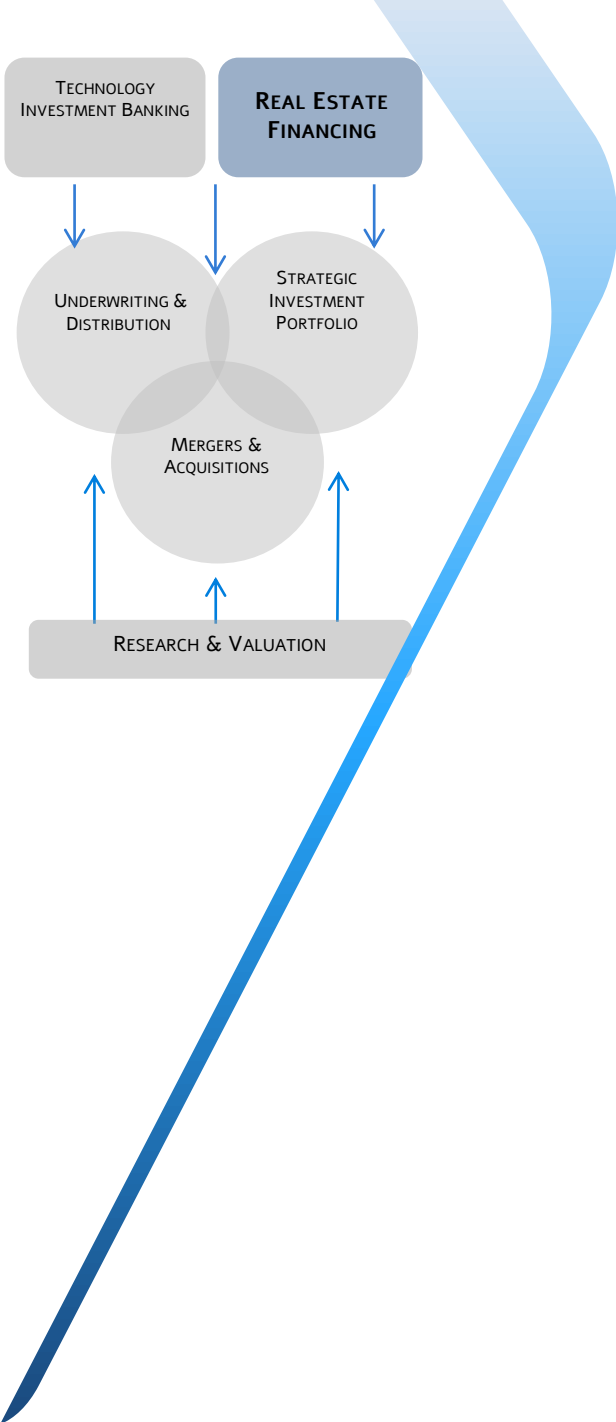
OpenLegacy

Magenta
Medical

MATICS

Novidea

ColorChip
SystemsOnGloss



Real Estate Specialty Financing

YOUR OPTIMAL MEZZANINE FINANCING PARTNER FOR REAL ESTATE PROJECTS

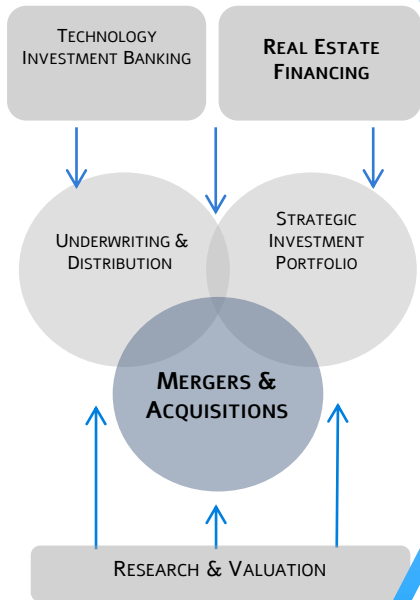
Leumi Partners' unique offering:

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

Selected Loan/Equity-

 Loan 7M \$ Parking Structure Miami 2021	 Loan 6M GBP Multi Purpose London 2021	 Equity 60M ILS Loan 34M ILS Corporate – Developer Condominium Israel 2021	 Equity 37M ILS Loan 20M ILS Corporate – Developer Condominium Israel 2021	 Loan 10M \$ Development Multi Family Brooklyn 2021	 Equity 10M ILS Loan 105M ILS Corporate – Developer Condominium Israel 2021
 Loan 4.5M GBP Developer Condominium London 2021	 Loan 25M ILS Development Condominium Israel 2020	 Loan 27M \$ Development Condominium Manhattan 2019	 Loan 10M \$ Development Multi Family New Jersey 2019	 Loan 10M \$ Development Commercial Brooklyn 2019	 Loan 140M ILS Development Condominium Israel 2018

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



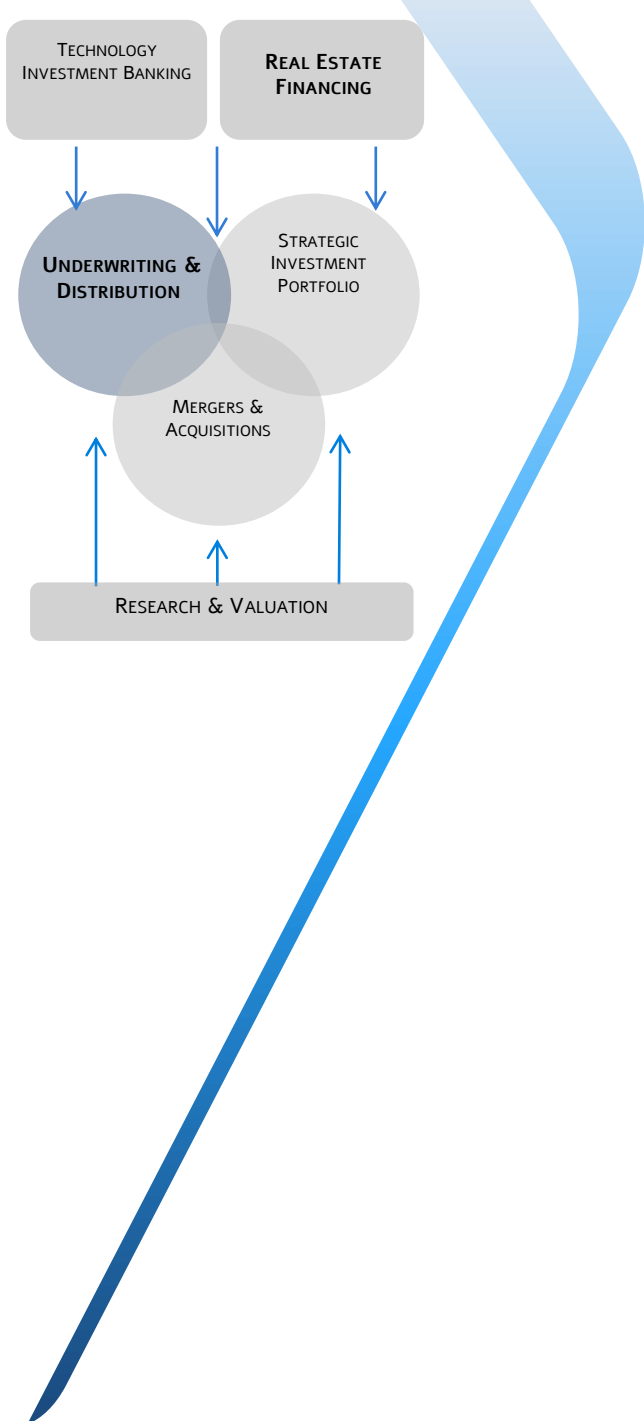
Unique offering– combination of advisory services, underwriting and financing



Excellent access to Leumi's research and financing capabilities



Unparalleled deal flow quality



Leumi Partners Underwriters

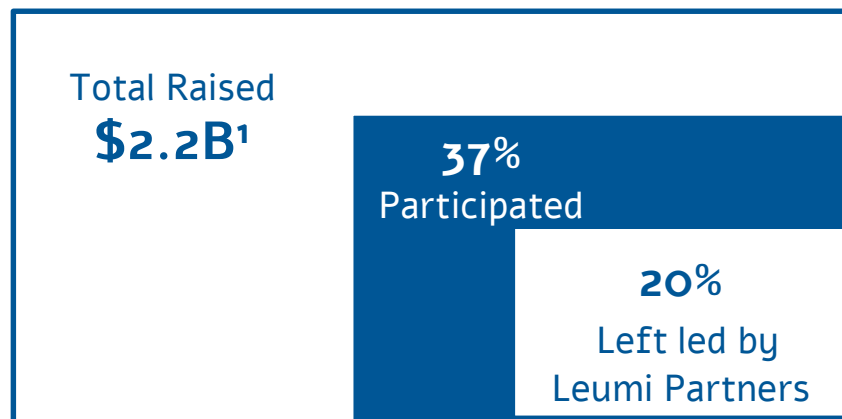


Ranked as one of Israel's premier underwriting, distribution and advisory firms, successfully leveraging the group's leading position in the Israeli economy



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



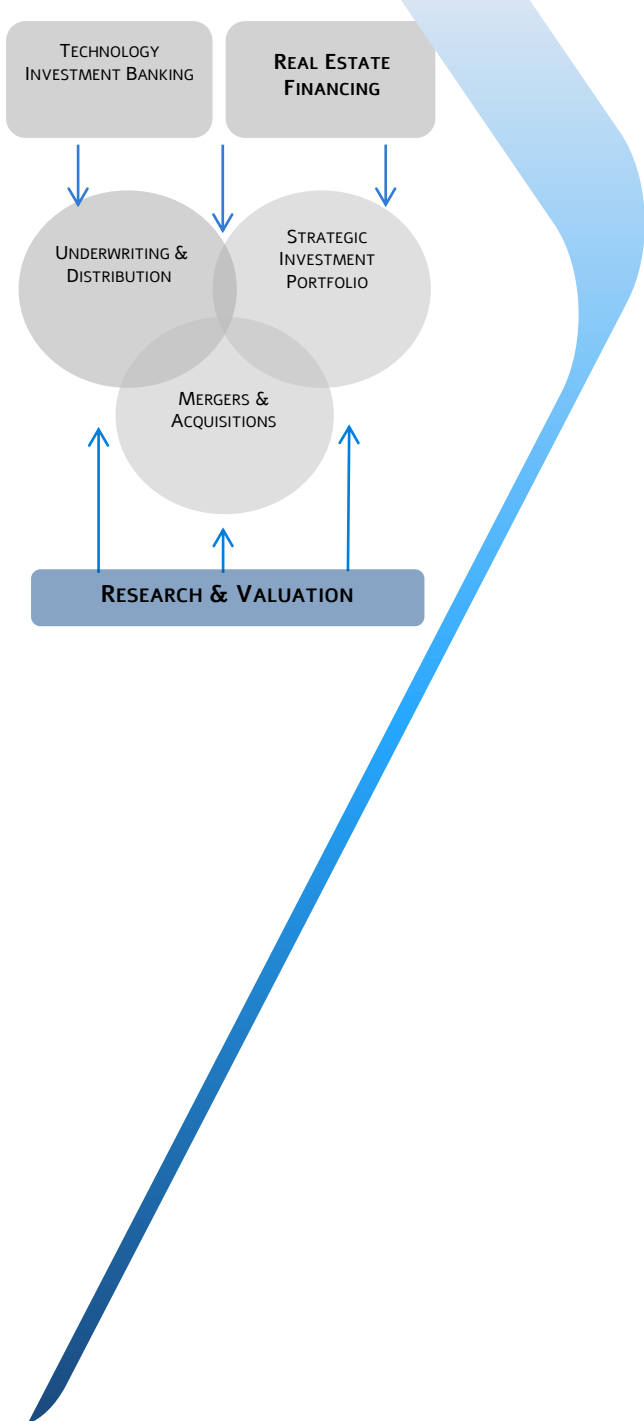
Participated in 40% of total capital raised

1. USD/NIS = 3.5

Selected Debt/Equity Offerings and M&A transactions



<p>Undisclosed</p> <p>Ferranti TECHNOLOGIES</p> <p>TT Electronics</p> <p>2022 Exclusive advisor to TT Electronics</p>	<p>ILS 150,000,000</p> <p>issta Assets</p> <p>איסטה נכסים</p> <p>2022 Debt Lead Manager</p>	<p>ILS 345,000,000</p> <p>BIG SHOPPING CENTER</p> <p>2022 Debt Co-Lead Manager</p>	<p>ILS 105,000,000 Pending</p> <p>haogenplast</p> <p>2021 Exclusive advisor to the Shareholders</p>	<p>ILS 162,000,000</p> <p>epitomee shaping your health</p> <p>2021 IPO Lead Manager</p>	<p>ILS 694,000,000</p> <p>HAREL Insurance & Finance</p> <p>2021 Debt Lead Manager</p>	<p>ILS 2,261,000,000</p> <p>לאומי leumi</p> <p>2021 Debt Lead Manager</p>	<p>ILS 1,041,000,000</p> <p>MIVNE FISHMAN REAL ESTATE GROUP</p> <p>2021 Debt Lead Manager</p>	<p>ILS 1,350,000,000</p> <p>120 Phoenix</p> <p>2021 Exclusive advisor to The Phoenix</p>	<p>ILS 120,000,000</p> <p>Keystone</p> <p>2021 IPO Lead Manager</p>
<p>ILS 160,000,000</p> <p>sofwave™</p> <p>2021 IPO Lead Manager</p>	<p>ILS 570,000,000</p> <p>Retailers FOX GROUP</p> <p>Foot Locker NIKE</p> <p>2021 IPO Lead Manager</p>	<p>ILS 100,000,000</p> <p>BreezeMeter</p> <p>2021 Private Placement</p>	<p>ILS 1,014,000,000</p> <p>iArgento</p> <p>2021 Debt Lead Manager</p>	<p>Undisclosed</p> <p>ScaleMP Sale of assets to SAP</p> <p>2021 Co-lead with Macquarie</p>	<p>ILS 167,000,000</p> <p>ADGAR</p> <p>2021 Debt Lead Manager</p>	<p>ILS 31,500,000</p> <p>NUR Ink</p> <p>2021 IPO Lead Manager</p>	<p>ILS 100,000,000</p> <p>מינמן מינמן פריז</p> <p>2021 Debt Lead Manager</p>	<p>ILS 75,000,000</p> <p>PrimoTec</p> <p>2021 IPO Co-Lead Manager</p>	<p>ILS 235,000,000</p> <p>5 Direct Finance</p> <p>2021 Debt Lead Manager</p>
<p>ILS 200,000,000</p> <p>PHINERGY</p> <p>2021 IPO Co-Lead Manager</p>	<p>ILS 656,000,000</p> <p>ACE</p> <p>2021 IPO Lead Manager</p>	<p>ILS 2,205,000,000</p> <p>UPC</p> <p>2021 Acquisition of CPV Co-Lead with Macquarie</p>	<p>ILS 1,150,000,000</p> <p>Dalia Power Energies</p> <p>2020 Debt Lead Manager</p>	<p>ILS 540,000,000</p> <p>MAX מאקס בניין</p> <p>2020 IPO Co-Lead Manager</p>	<p>ILS 500,000,000</p> <p>5 Direct Finance</p> <p>2020 Debt Lead Manager</p>	<p>Undisclosed</p> <p>TECHAYA RUGGED DESIGN</p> <p>2020 Sale to Enercon</p>	<p>ILS 2,392,425,744</p> <p>לאומי leumi</p> <p>2020 Debt Lead Manager</p>	<p>ILS 100,000,000</p> <p>MAMAN ממן</p> <p>2020 Debt Lead Manager</p>	<p>ILS 250,000,000</p> <p>RIMON Group</p> <p>2021 Debt Co-Lead Manager</p>
<p>ILS 204,346,000</p> <p>GADOT GROUP</p> <p>2020 Debt Lead Manager</p>	<p>ILS 140,000,000</p> <p>5 Direct Finance</p> <p>2020 IPO Lead Manager</p>	<p>ILS 43,000,000</p> <p>SavorEat</p> <p>2020 IPO Lead Manager</p>	<p>ILS 737,000,000</p> <p>UPC</p> <p>2020 IPO Lead Manager</p>	<p>ILS 267,000,000</p> <p>SUPERGAS</p> <p>2020 IPO Lead Manager</p>	<p>ILS 1,164,000,000</p> <p>PAZ</p> <p>2020 Debt Lead Manager</p>	<p>ILS 25,000,000</p> <p>millennium foodtech</p> <p>2020 IPO Lead Manager</p>	<p>ILS 225,000,000</p> <p>הבורסה לניירות ערך וכל אג"ז</p> <p>2019 IPO Co-Lead Manager</p>	<p>ILS 2,353,000,000</p> <p>לאומי leumi</p> <p>2019 Debt+CoCo Lead Manager</p>	<p>ILS 220,000,000</p> <p>ED&F MAN Sugat</p> <p>2019 Sale of Control Stake</p>



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