



Premier Merchant and  
Investment Banking Platform



LEUMI PARTNERS

# 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.



# Bank Leumi Overview

Israel's Leading Banking Group



# Bank Leumi – Israel's Leading Banking Group



Over **120** years of banking activity

Starting with its predecessor, the Anglo Palestine Company Leumi Group is Israel's leading banking group



Equity of  
**\$13.83B<sup>1</sup>**

Book Value

Market Cap of  
**\$12.18B<sup>2</sup>**



**9,000** Employees

**250** Local branches

The bank operates 250 branches across the country, along with branches and offices in major financial intersections.

Internationally Rated

**FitchRatings**

**A**

**STANDARD  
& POOR'S**

**A**

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

**MOODY'S**

**A2**

1. As of 30.6.2023; USD/NIS = 3.6

2. As of 15.8.2023 ; USD/NIS = 3.6

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



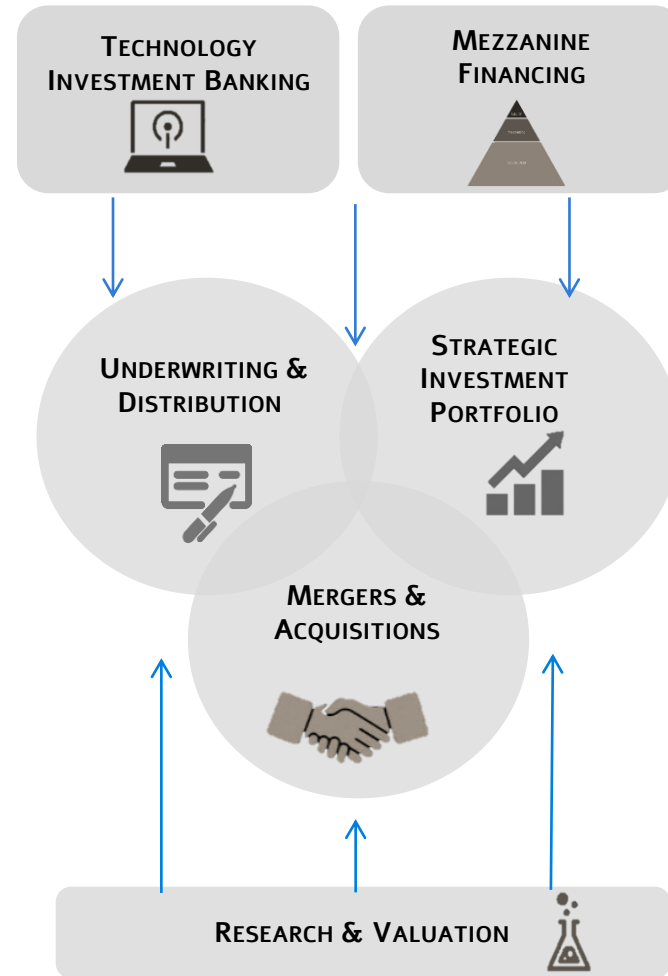
### Retail Banking

Provides banking services to households and small businesses

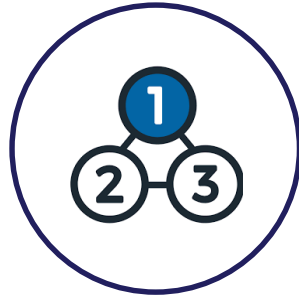
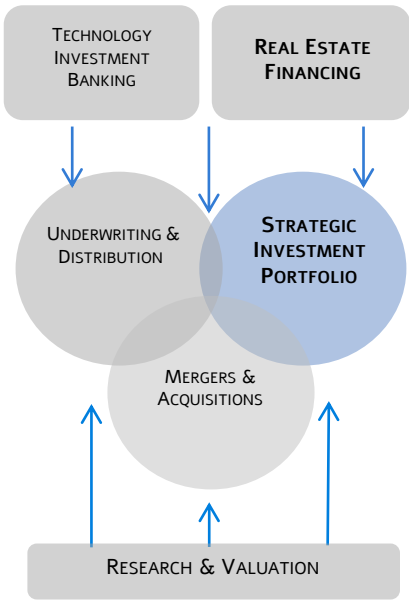


# Leumi Partners

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

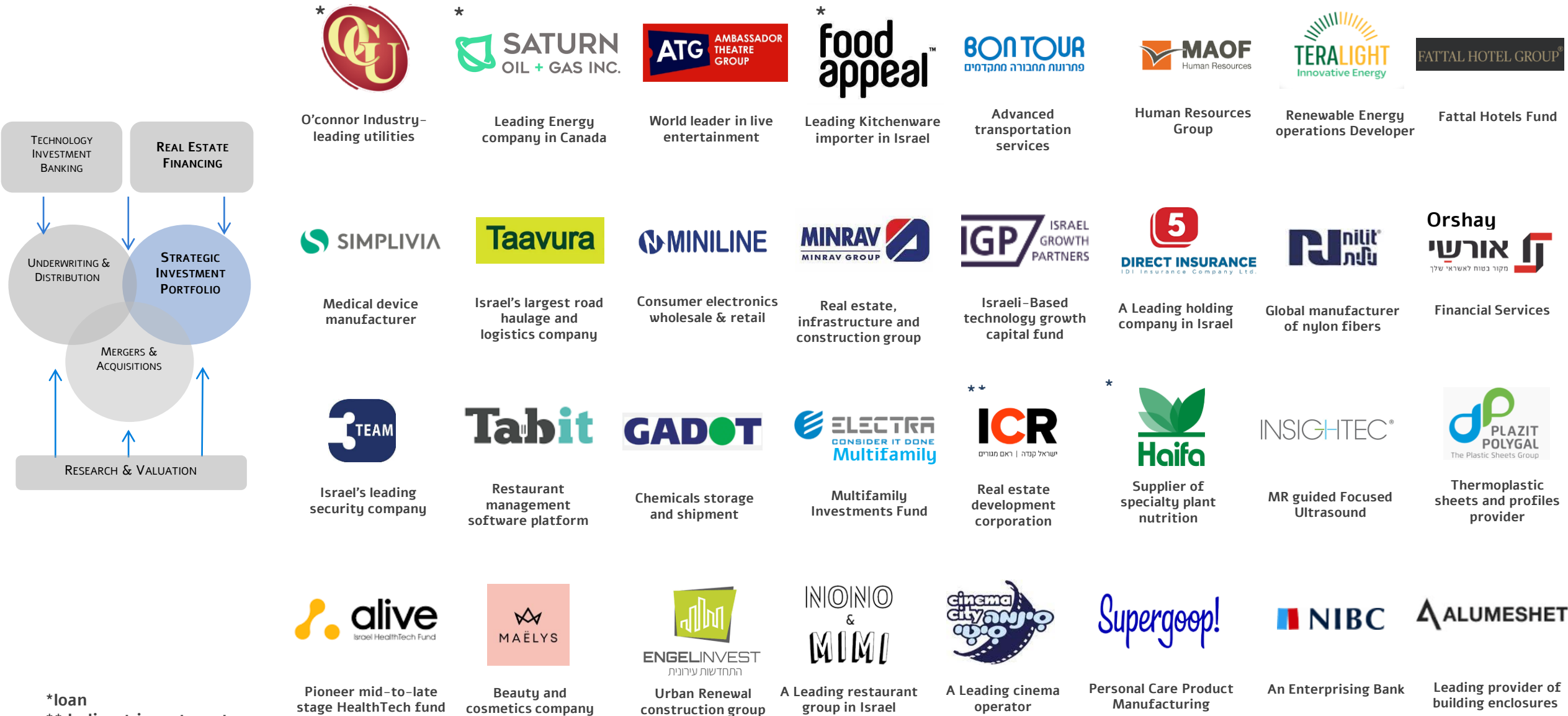


Over the years, Leumi Partners played a major role in some of the largest and most complex transactions in Israel



# Leumi Partners' Strategic Investment Portfolio

## Selected Investments



\*loan  
\*\* Indirect investment



# Leumi Partners' Strategic Investment Portfolio

## Recently Exited Investments



\*Partly realized

# Leumi Partners–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

Anchor investment & capital raise



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



LEUMITECH

Tailoring corporate banking solutions for leading tech companies

## Selected Technology Investments

GIGASPACE  
innovate with confidence

LocusView

ORCAM

INSIGHTEC®

Medisafe

Qnergy

GREENROAD™

McMakler

FIREARC

EARNIX  
Predict. Perform.

Novidea

Jacada  
AUTONOMOUS CX

MATICS

pipl

Valens

WISENSE  
TECHNOLOGIES

ZADARA  
STORAGE

Cellebrite

OpenLegacy

Lendai

SafeBreach

Dot  
Compliance

dealhub

Magenta  
Medical

ONCOHOST

# Real Estate Specialty Financing

Optimal mezzanine financing partner for Real Estate projects

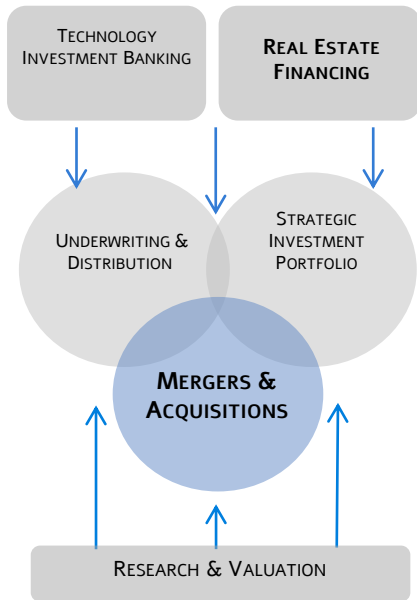
Leumi Partners' unique offering:

- 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

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



Leumi Partners and Macquarie Capital announced a strategic partnership to drive high quality cross-border M&A, PCM and ECM activity from Israel.



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

<p>Undisclosed</p> <p><b>OFER</b> OFER INVESTMENTS</p> <p>2023 Exclusive advisor to Doron Ofer</p>	<p>Undisclosed</p> <p><b>HB</b> Since 1925 HIRSHBERG GROUP</p> <p>קבוצת יוניון </p> <p>2022 Sale to Union Group</p>	<p>Undisclosed</p> <p> BEYOND CHEMICALS <b>ASHKENAZI</b> <b>BRENNTAG</b></p> <p>2022 Sale to Brenntag</p>	<p>Undisclosed</p> <p> <b>Ferranti</b> TECHNOLOGIES</p> <p> <b>Electronics</b></p> <p>2022 Exclusive advisor to TT Electronics</p>	<p>ILS 105,000,000</p> <p></p> <p>2022 Exclusive advisor to the Shareholders</p>	
<p>ILS 1,350,000,000</p> <p> <b>Phoenix</b></p> <p>2021 Exclusive advisor to The Phoenix</p>	<p>ILS 100,000,000</p> <p> <b>BreezoMeter</b></p> <p>2021 Private Placement</p>	<p>ILS 2,205,000,000</p> <p></p> <p>2021 Acquisition of CPV Co-Lead with Macquarie</p>	<p>Undisclosed</p> <p> Sale of assets to SAP</p> <p>2021 Co-lead with Macquarie</p>	<p>Undisclosed</p> <p>   RUGGED DESIGN</p> <p>2020 Sale to Enercon</p>	<p>ILS 220,000,000</p> <p> <b>Sugat</b> EST. 1783</p> <p>2019 Sale of Control Stake</p>



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

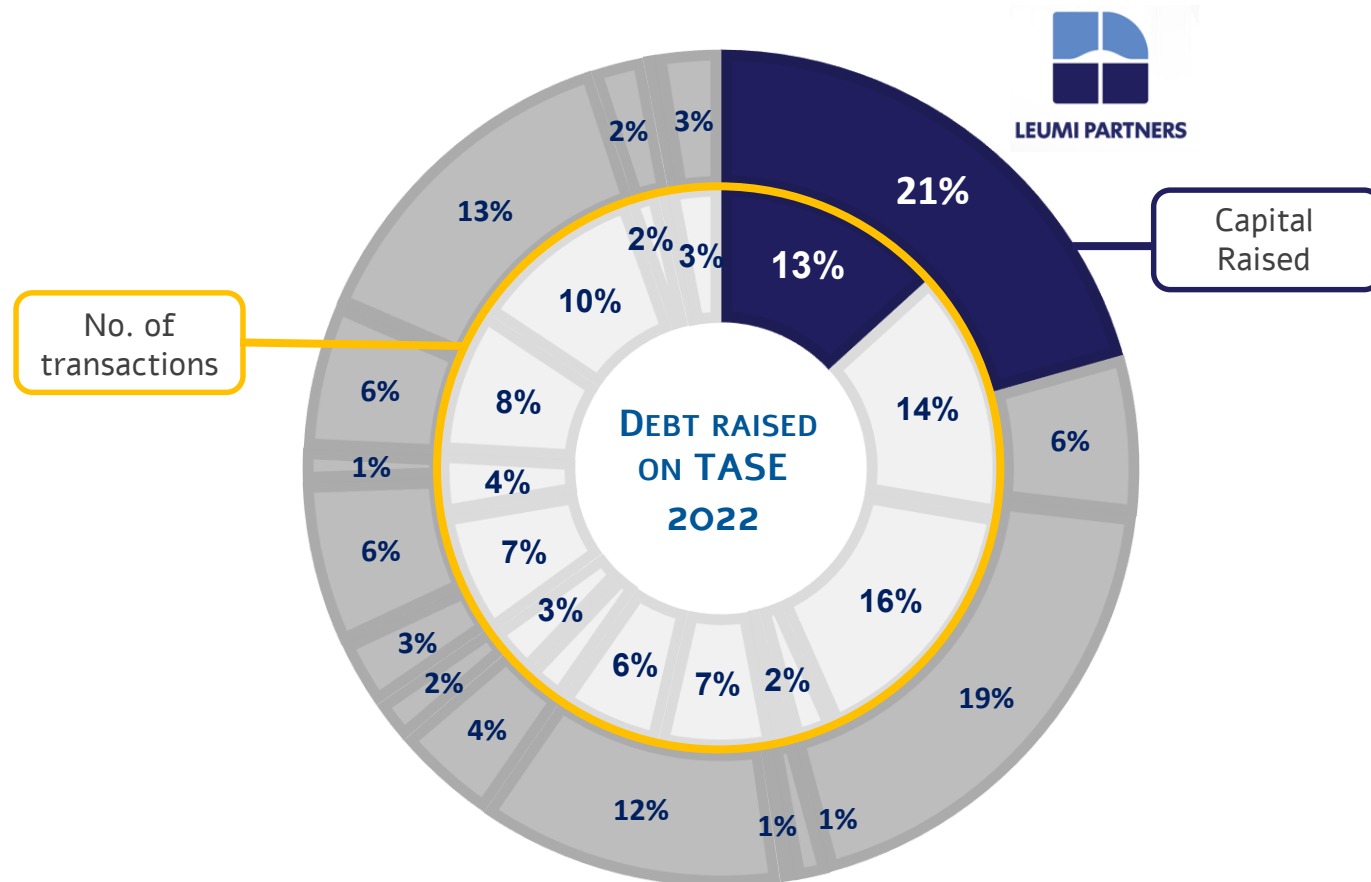
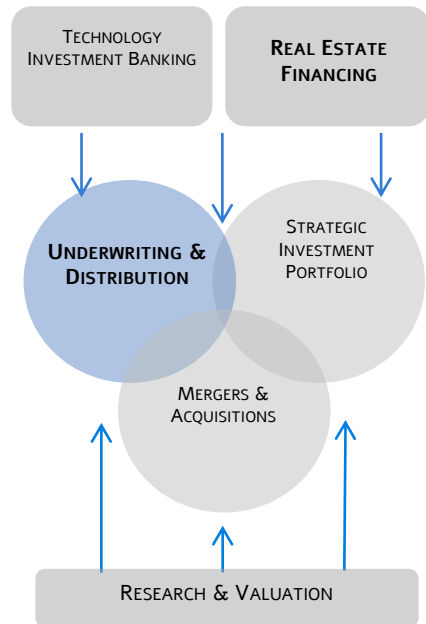
# Leumi Partners Underwriters



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

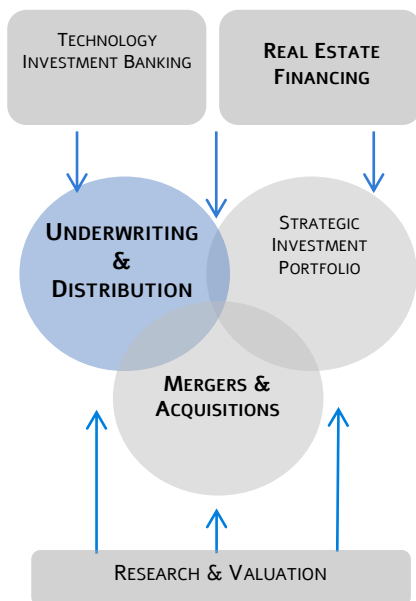


LPU has deep acquaintance with the local markets and the institutional investor scene, and is the right partner to lead substantial capital raises in the Israeli market



# Leumi Partners Underwriters

## Selected Debt/Equity Offerings



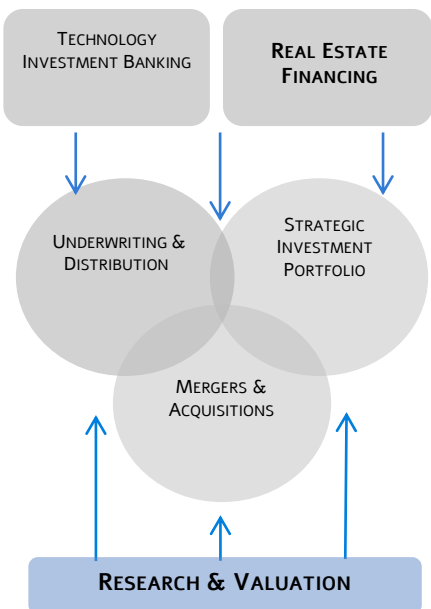
<p>ILS 350,000,000</p> <p><b>MINRAY</b> MINRAY GROUP</p> <p>2022 Debt Lead Manager</p>	<p>ILS 356,000,000</p> <p><b>alive</b> Israel HealthTech Fund</p> <p>2022 Debt Lead Manager</p>	<p>ILS 279,000,000</p> <p><b>MENORA</b> MIVTACHIM</p> <p>2022 Debt Co-Lead Manager</p>	<p>ILS 38,000,000</p> <p><b>USERWAY</b></p> <p>2022 IPO Lead Manager</p>	<p>ILS 197,000,000</p> <p><b>פרשקובסקי</b> דורות של מוציאות בננייה</p> <p>2022 Debt Lead Manager</p>	<p>ILS 3,252,000,000</p> <p><b>לאומי</b> leumi</p> <p>2022 Debt Lead Manager</p>	<p>ILS 100,000,000</p> <p><b>issta</b> Assets נכסים</p> <p>2022 Privet placement Lead Manager</p>	<p>ILS 345,000,000</p> <p><b>BIG</b> SHOPPING CENTER</p> <p>2022 Debt Co-Lead Manager</p>	<p>EURO 110,000,000</p> <p><b>אפי נכסים</b></p> <p>2022 Debt Lead Manager</p>	<p>ILS 2,750,000,003</p> <p><b>לאומי</b> leumi</p> <p>2022 Equity Lead Manager</p>
<p>ILS 494,295,000</p> <p><b>ISRAEL PETROCHEMICAL</b> ENTERPRISES</p> <p>2022 Debt Lead Manager</p>	<p>ILS 22,825,000</p> <p><b>Parkomat</b></p> <p>2022 Equity Lead Manager</p>	<p>EURO 400,000,000</p> <p><b>Heart</b></p> <p>2022 Debt Lead Manager</p>	<p>ILS 160,000,000</p> <p><b>sofwave</b></p> <p>2021 IPO Lead Manager</p>	<p>ILS 570,000,000</p> <p><b>Retailers FOX GROUP</b> <b>Foot Locker</b> <b>NIKE</b></p> <p>2021 IPO Lead Manager</p>	<p>ILS 1,041,000,000</p> <p><b>MIVNE</b> FISHMAN REAL ESTATE GROUP</p> <p>2021 Debt Lead Manager</p>	<p>ILS 120,000,000</p> <p><b>Keystone</b></p> <p>2021 IPO Lead Manager</p>	<p>ILS 167,000,000</p> <p><b>ADGAR</b></p> <p>2021 Debt Lead Manager</p>	<p>ILS 31,500,000</p> <p><b>NUR Ink</b></p> <p>2021 IPO Lead Manager</p>	<p>ILS 100,000,000</p> <p><b>מינמן</b> מסחר בבורסה</p> <p>2021 Debt Lead Manager</p>
<p>ILS 75,000,000</p> <p><b>PrimoTec</b></p> <p>2021 IPO Co-Lead Manager</p>	<p>ILS 250,000,000</p> <p><b>RIMON</b> Group</p> <p>2021 Equity Co-Lead Manager</p>	<p>ILS 200,000,000</p> <p><b>PHINERGY</b></p> <p>2021 IPO Co-Lead Manager</p>	<p>ILS 656,000,000</p> <p><b>ACE</b></p> <p>2021 IPO Lead Manager</p>	<p>ILS 2,261,000,000</p> <p><b>לאומי</b> leumi</p> <p>2021 Debt Lead Manager</p>	<p>ILS 162,000,000</p> <p><b>epitomee</b> shaping your health</p> <p>2021 IPO Lead Manager</p>	<p>ILS 694,000,000</p> <p><b>HAREL</b> Insurance &amp; Finance</p> <p>2021 Debt Lead Manager</p>	<p>ILS 1,150,000,000</p> <p><b>Dalia Power Energies</b></p> <p>2020 Debt Lead Manager</p>	<p>ILS 500,000,000</p> <p><b>5 Direct Finance</b></p> <p>2020 Debt Lead Manager</p>	<p>ILS 540,000,000</p> <p><b>MAX</b> נא קונים בכיף</p> <p>2020 IPO Co-Lead Manager</p>
<p>ILS 204,346,000</p> <p><b>GADOT</b> GROUP</p> <p>2020 Debt Lead Manager</p>	<p>ILS 140,000,000</p> <p><b>5 Direct Finance</b></p> <p>2020 IPO Lead Manager</p>	<p>ILS 43,000,000</p> <p><b>SavorEat</b></p> <p>2020 IPO Lead Manager</p>	<p>ILS 737,000,000</p> <p><b>OPC</b></p> <p>2020 IPO Lead Manager</p>	<p>ILS 267,000,000</p> <p><b>SUPERGAS</b></p> <p>2020 IPO Lead Manager</p>	<p>ILS 1,164,000,000</p> <p><b>PAZ</b></p> <p>2020 Debt Lead Manager</p>	<p>ILS 25,000,000</p> <p><b>millennium foodtech</b></p> <p>2020 IPO Lead Manager</p>	<p>ILS 100,000,000</p> <p><b>MAMAN</b> מכון</p> <p>2020 Debt Lead Manager</p>	<p>ILS 225,000,000</p> <p><b>הבורסה לניירות עור</b> תל אביב</p> <p>2019 IPO Co-Lead Manager</p>	<p>ILS 288,000,000</p> <p><b>ALTSHULER SHANAH</b> BENEFITS LTD Change • Innovate • Succeed</p> <p>2019 IPO Lead Manager</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%** 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



## **Omer Ziv, Chairman**

Mr. Ziv serves as Head of the Capital Markets Division of the Leumi Group, Deputy CEO, as well as the Chairperson of Leumi Partners Ltd. Prior to this position, Mr. Ziv served as Head of Financial Division of the Leumi Group. Mr. Ziv has rich experience in the capital market. Before joining Leumi in 2016, he held a number of senior positions, including: CFO and Deputy CEO of the Phoenix Group and Chief Accountant of the Migdal Group. Mr. Ziv is a Certified Public Accountant. (CPA)



## **Ron Ben-Haim, Chief Executive Officer**

Mr. Ben Haim joined Leumi Partners in 2023 as Chief Executive Officer. Mr. Ben Haim has over 20 years of experience in private equity and investment banking. Prior to Leumi Partners, Mr. Ben Haim was a partner in the FIMI Opportunity Fund, the largest private equity firm in Israel. During his tenure in FIMI, Mr. Ben Haim sourced, structured and executed numerous investments and exits and served on the board of directors of many of the Fund's portfolio companies. Prior to FIMI, Mr. Ben Haim was an M&A investment banker in the New York office of Merrill Lynch and Compass Advisers. Mr. Ben Haim holds an MBA from NYU, Stern School of Business and a B.Sc. in Industrial Engineering from Tel Aviv University.



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

Ms. Rabinovich joined the Legal Department of Leumi Partners in 1992 and acts as its General Counsel since 1995. Ms. Rabinovich is responsible for all legal and regulatory aspects of Leumi Partners' and its subsidiaries' activity. Ms. Rabinovich 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.

# Leumi Partners Management Team



## **Kobi Vinokur, Chief Financial Officer**

Mr. Vinokur joined Leumi Partners in 2023 as Chief Financial Officer. Mr. Vinokur has over 20 years of experience in financial management, corporate strategy and business leadership in various sectors. Prior to joining Leumi Partners, Mr. Vinokur served as CFO at Augwind Energy (TASE: AUG) between 2021–2023; CFO at Magal Security Systems (NASDAQ: MAGS) between 2016–2021; CFO at Miya Water between 2013–2016; several leadership positions at Brink's Company (NYSE: BCO) in London office between 2008–2013 including CFO Developing Markets. Mr. Vinokur is a registered CPA in Israel and USA since 2003, holds an MBA in Finance from Tel Aviv University, BA in Economics and Accounting from Haifa University, as well as executive education certifications from Harvard Business School and Stanford University in leadership development and M&A.



## **Elad Avivi, Managing Director, Co-Chief Investment Officer**

Mr. Avivi joined Leumi Partners in 2018. Prior to that, Mr. Avivi was the Head of Direct Equity Investments and Head of Private Debt and Real Estate transactions research department in Clal Insurance. Prior to that, Mr. Avivi was a director in Discount Investment Corp. Mr. Avivi served as the Chief Economist and was responsible for business development, M&A and capital markets. Before joining Discount Investments Mr. Avivi was an Equity Investment Manager and the head of research in Migdal Capital Markets. Mr. Avivi holds a B.A. in Economics and Statistics from the Hebrew university and M.A. in Economics with focus on Finance and Capital markets from the Tel Aviv university.



## **Ido Rosanski, Managing Director, Co-Chief Investment Officer**

Mr. Rosanski joined Leumi Partners in 2019. In 2023 Mr. Rosanski was appointed as Co-CIO. Prior to Leumi Partners, Mr. Rosanski was a Credit Manager at Phoenix investments and finance. Prior to that, Mr. Rosanski served as a Transaction services Manager at KPMG. Mr. Rosanski is a registered CPA and holds a B.A. in Accounting, an LL.B. and an MBA in Business Management with specialization in Finance, all from the Tel-Aviv University.

# Leumi Partners Management Team



## **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.



## **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, Deputy CEO, 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.

# 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.



## **Orly Calmanovici, Marketing Director**

Ms. Calmanovici joined Leumi Partners in 2022 and is responsible for marketing and business development at Leumi Partners and its subsidiaries. Prior to joining Leumi Partners Ms. Calmanovici was a senior manager on the Commercial Banking Sector of Leumi Group and has more than 31 years of experience in the Leumi Group. Ms. Calmanovici holds a BA in Sociology and Economics from the Hebrew University of Jerusalem



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