



Premier Merchant and
Investment Banking Platform

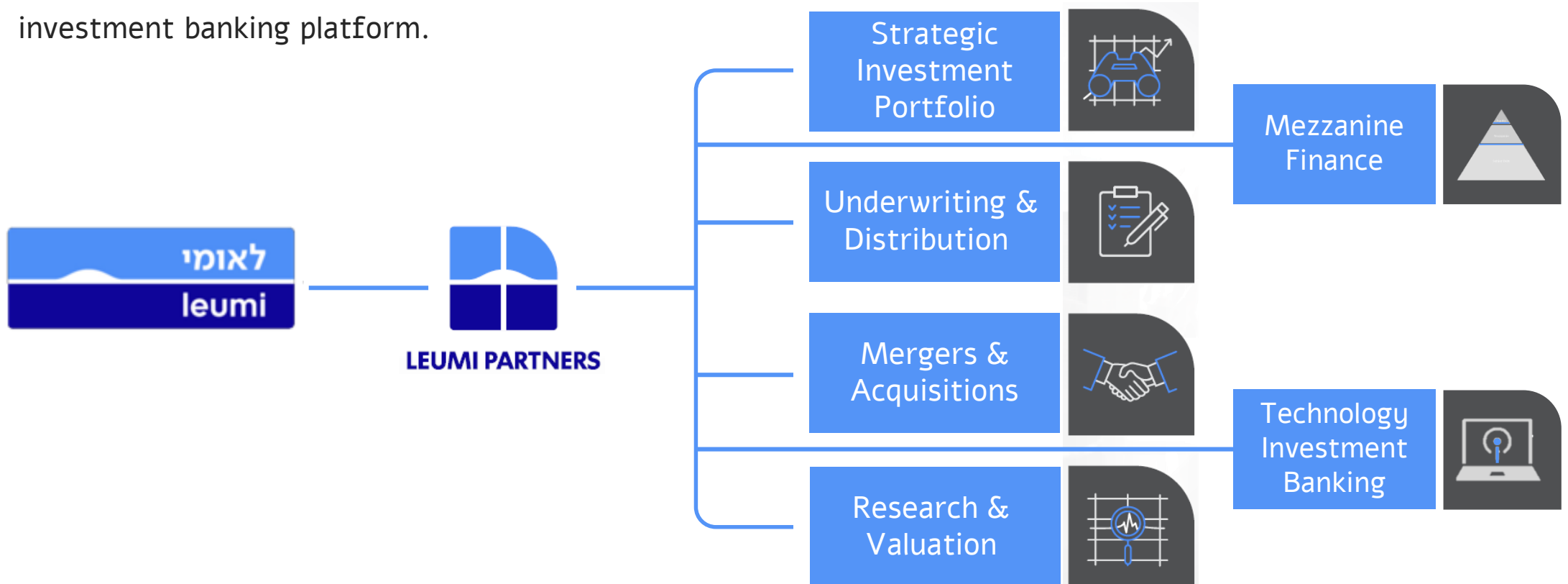


LEUMI PARTNERS

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 **\$13.8B¹**
Book Value

Market Cap of **\$12.4B²**



8,100 Employees

208 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)³

MOODY’S

A2

1. As of 30.9.2023; USD/NIS = 3.8
2. As of 2.1.2024 ; USD/NIS = 3.66
3. State of Israel rated by Fitch A+ ,Moody’s A1 and S&P AA-

Bank Leumi – Broad Reach, Diversified Offering

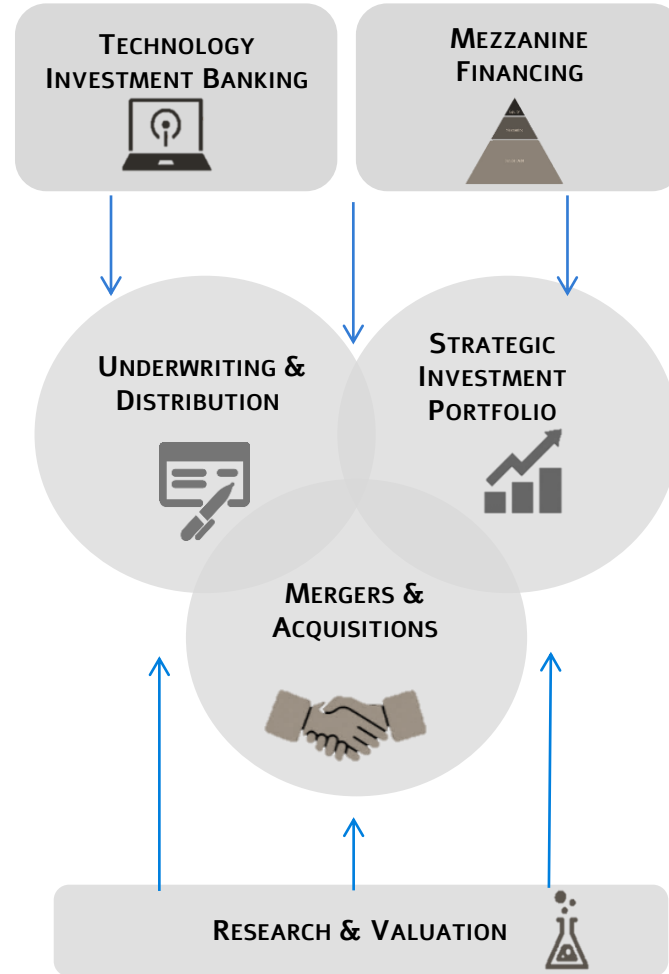
Main Business Lines/Divisions



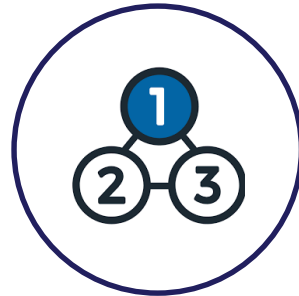
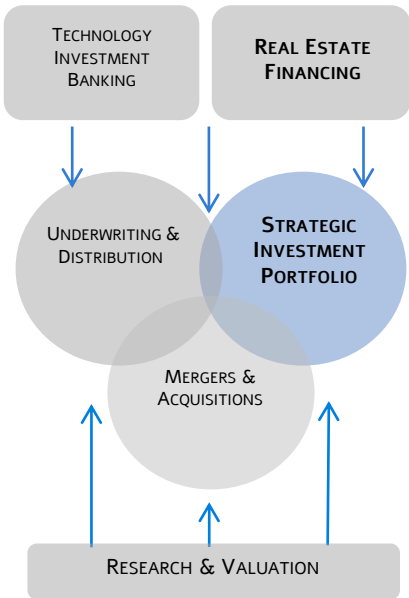


Leumi Partners

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



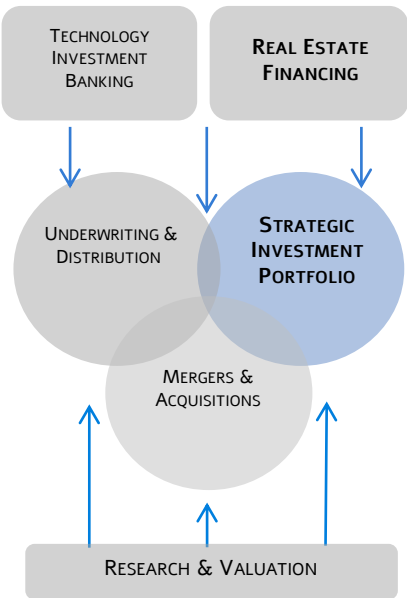
Significantly contributes to Leumi's long term return on capital



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



Israel's largest road haulage and logistics company



A Leading holding company in Israel



Advanced transportation services



Real estate, infrastructure and construction group



Supplier of specialty plant nutrition



Consumer electronics wholesale & retail



Chemicals storage and shipment



An Enterprising Bank



Renewable Energy operations Developer



Medical device manufacturer



Leading provider of building enclosures



O'Connor Industry-leading utilities



Leading Energy company in Canada



World leader in live entertainment



Leading Kitchenware importer in Israel



Railings and Interior Stairs



Global manufacturer of nylon fibers



Israel's leading security company



Restaurant management software platform



Financial Services



Pioneer mid-to-late stage HealthTech fund



Real estate development corporation



Human Resources Group



MR guided Focused Ultrasound



Management and Engineering company for real estate projects



Thermoplastic sheets and profiles provider



Beauty and cosmetics company



Urban Renewal construction group



A Leading restaurant group in Israel



A Leading cinema operator



Personal Care Product Manufacturing

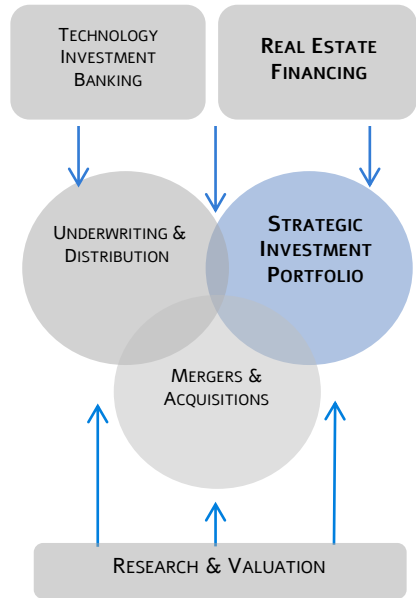


Fattal Hotels Fund

* Loan
** Indirect investment

Leumi Partners' Strategic Investment Portfolio

Recently Exited Investments



Northern section-
Trans Israel
Highway



HR and payroll solutions



Be'er Tuvia
Power Station



Nike and Foot Locker
Retail Stores



Software distribution and
delivery



Predictive Quality and Yield
solution



Israel's largest drugstore
chain; operates also in Poland
and China



Global nonwoven fabric
manufacturer



Israel's largest private
power station



Concessionaire for the Cross-
Israel Highway toll road



(NYSE: MBL)
Global pioneer in
ADS Systems



A Leading consumer credit
platform



Worldwide cloud-based quality
management services



The 2nd largest ecommerce
platform in the US for
diamonds and jewelry



CRM Marketing
Platform

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



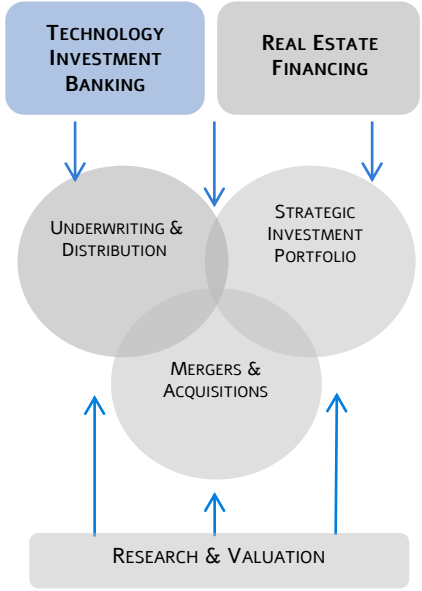
Strategic cooperation and investments in Israel's leading VC / growth funds



LEUMI TECH

Tailoring corporate banking solutions for leading tech companies

Selected Technology Investments

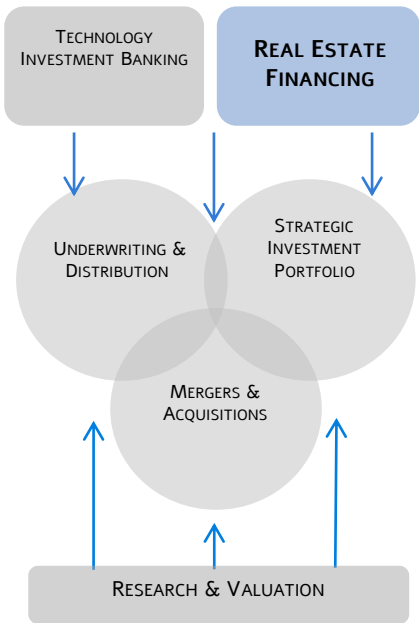


Real Estate Specialty Financing

Optimal financing partner for Real Estate projects

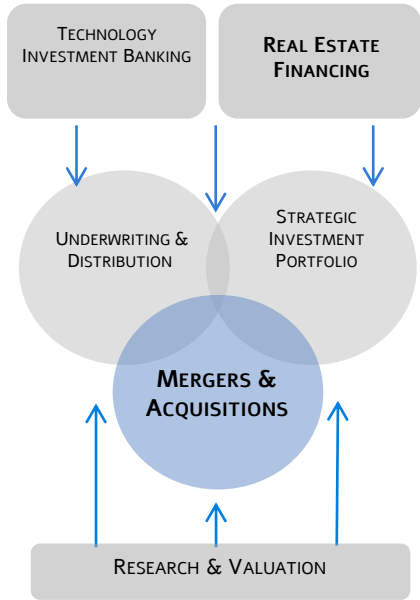
Leumi Partners' unique offering:

- Deep know-how and analytics across diverse global real estate asset classes.
- Structuring deals with varying levels of risk and durations.
- Structured finance includes accruing interest on debt, profit sharing component of remuneration, etc.
- Joint financing affiliates as senior lenders, offering a “one stop shop” for “whole loans”.



Selected Loan/Equity					
 Loan 18M ILS Developer Condominium NYC 2023	 Loan 45M ILS Shopping Center Israel 2023	 Loan 50M ILS Development Condominium Israel 2023	 Loan 10M \$ Development Multi Family NY State 2023	 Loan 14M \$ Commercial - Mixed use NYC 2023	 Equity 30M ILS Loan 30M ILS Corporate - Developer Israel 2023
 Loan 30M ILS+ 5% Option Corporate - Mortgage Lender Israel 2022	 Loan 14M \$ Development Multi Family NYC 2022	 90M ILS Corporate - Developer Condominium Israel 2022	 Loan 7M \$ Parking Structure Miami 2021	 Loan 6M GBP Multi Purpose London 2021	 Equity 60M ILS Corporate - Developer Condominium Israel 2021

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>2023 Sale to Mano</p>	<p>Undisclosed</p> <p>2023 Exclusive advisor to Doron Ofer</p>	<p>Undisclosed</p> <p>2022 Sale to Union Group</p>	<p>Undisclosed</p> <p>2022 Sale to Brenntag</p>	<p>Undisclosed</p> <p>2022 Exclusive advisor to TT Electronics</p>	<p>ILS 105,000,000</p> <p>2022 Exclusive advisor to the Shareholders</p>
<p>ILS 1,350,000,000</p> <p>2021 Exclusive advisor to The Phoenix</p>	<p>ILS 100,000,000</p> <p>2021 Private Placement</p>	<p>ILS 2,205,000,000</p> <p>2021 Acquisition of CPV Co-Lead with Macquarie</p>	<p>Undisclosed</p> <p>2021 Co-lead with Macquarie</p>	<p>Undisclosed</p> <p>2020 Sale to Enercon</p>	<p>ILS 220,000,000</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

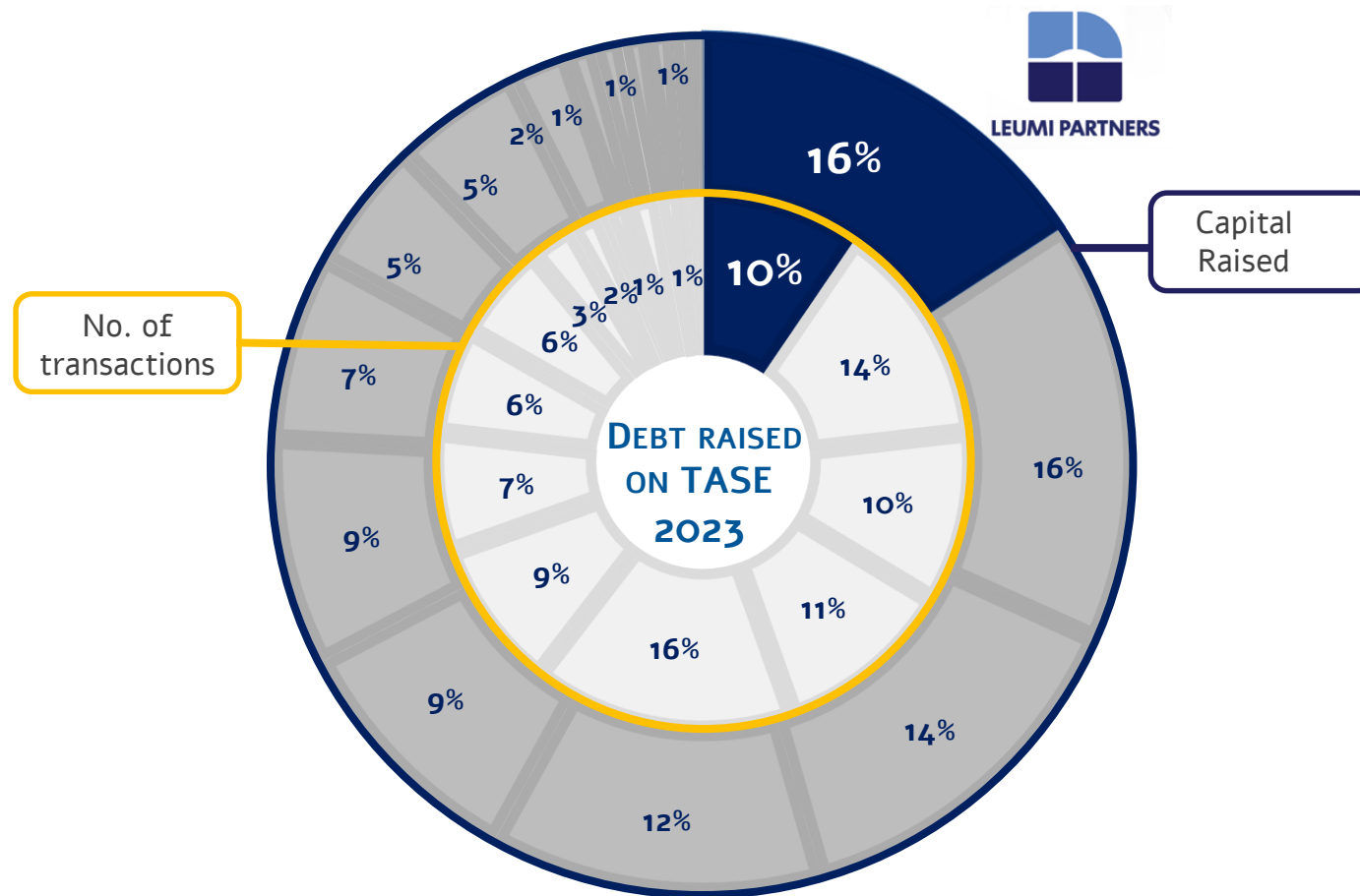
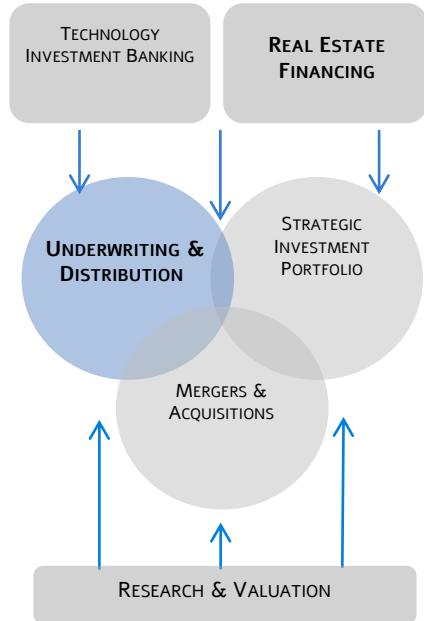
Leumi Partners Underwriters



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

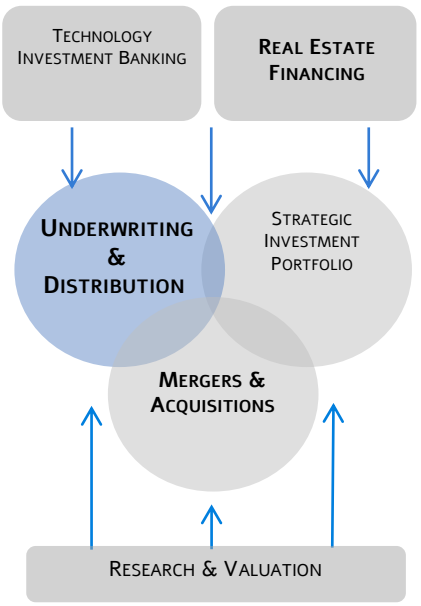



































LPU has deep acquaintance with the local markets and the institutional investor scene, and is the right partner to lead substantial capital raises in the Israeli market



Leumi Partners Underwriters

Selected Debt/Equity Offerings



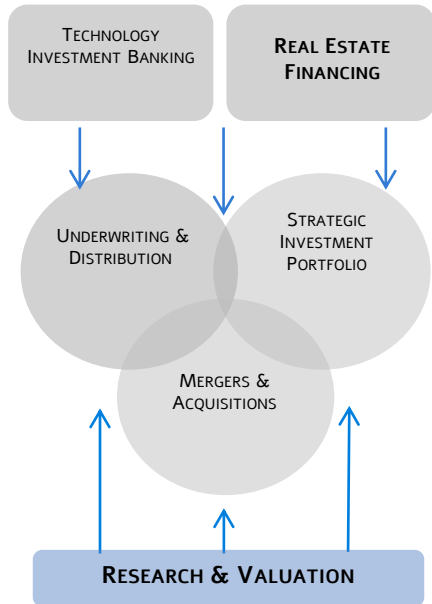
ILS 4,720,152,000  2023 Debt Lead Manager	USD 313,620,000  2023 Debt (Private) Co-Lead Manager	ILS 130,000,000  2023 Privet placement Lead Manager	ILS 536,000,000  2023 Debt Co-Lead Manager	ILS 450,000,000  2023 Debt Lead Manager	ILS 436,407,000  2023 Debt (Private) Lead Manager	ILS 145,254,000  2023 IPO Co-Lead Manager	ILS 1,261,303,000  2023 Debt Lead Manager	ILS 2,358,166,000  2023 Debt Co-Lead Manager	ILS 500,000,000  2023 Debt (Private) Lead Manager
ILS 750,000,000  2023 Debt Co-Lead Manager	ILS 70,000,000  2023 Debt (Private) Lead Manager	ILS 306,001,000  2023 Debt Lead Manager	ILS 659,682,000  2023 Debt Co-Lead Manager	ILS 789,850,000  2023 Debt Co-Lead Manager	ILS 82,923,000  2023 Debt Lead Manager	ILS 3,917,024,000  2023 Debt Lead Manager	ILS 200,000,000  2023 Debt Co-Lead Manager	ILS 250,000,000  2023 Debt (Private) Lead Manager	ILS 208,575,000  2023 Debt Co-Lead Manager
ILS 500,000,000  2023 Debt Co-Lead Manager	ILS 585,709,000  2023 Debt Co-Lead Manager	ILS 288,326,000  2023 Debt Co-Lead Manager	ILS 1,163,191,000  2023 Debt Lead Manager	ILS 508,107,000  2023 Debt (Private) Lead Manager	ILS 672,252,000  2023 Debt Lead Manager	ILS 500,000,000  2023 Debt Co-Lead Manager	USD 100,000,000  2023 Debt Lead Manager	ILS 592,458,000  2023 Debt Co-Lead Manager	ILS 220,000,000  2023 Debt Co-Lead Manager
ILS 300,000,000  2023 Debt Co-Lead Manager	ILS 386,000,000  2023 Debt (Private) Lead Manager	ILS 386,903,000  2022 Debt Lead Manager	ILS 150,320,000  2022 Debt Lead Manager	EURO 400,000,000  2022 Debt Lead Manager	ILS 2,062,019,000  2022 Debt Co-Lead Manager	ILS 331,900,000  2022 IPO Lead Manager	ILS 610,214,000  2022 Debt Co-Lead Manager	ILS 486,058,000  2022 Debt Co-Lead Manager	ILS 356,000,000  2022 Debt 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



	INDUSTRIAL						
	RETAIL						
	TECHNOLOGY						
	TELECOM						
	ENERGY						
	REAL ESTATE						
	OTHER						

60% Coverage of over 60% of Israel's leading index (TA125), making LPR an invaluable resource for TA125 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. 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.

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.

Disclaimer

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LEUMI PARTNERS