

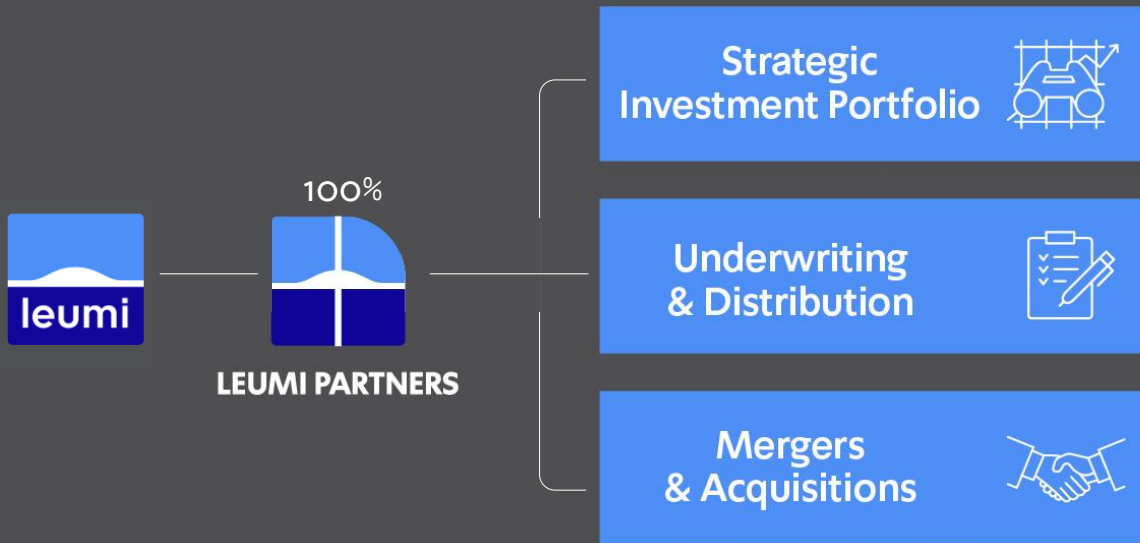
# Premier Merchant and Investment Banking Platform in Israel



**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

## Main Business Lines/Divisions



### Corporate Banking

Services major local and international companies



### Capital Markets Division

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



### Commercial Banking

Focuses on medium size businesses



### Private Banking

Investment solutions for HNW customers



### Retail Banking

Provides banking services to households and small businesses



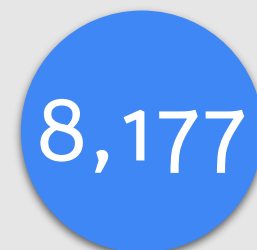
Years  
Of banking activity



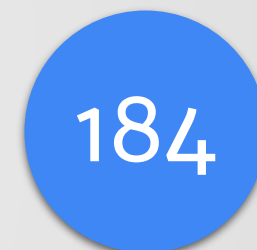
Equity  
Book value



Market cap



Employees



Local Branches

## Internationally Rated:

A-

FitchRatings

Baa1

MOODY'S

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

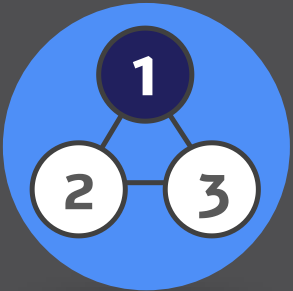
STANDARD  
& POOR'S

1. As of 31.12.2024; USD/NIS = 3.7

2. As of 31.3.2025 ; USD/NIS = 3.7

3. State of Israel rated by Fitch A ,Moody's Baa1 and S&P A

# Leumi Partners' Strategic Investment Portfolio



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



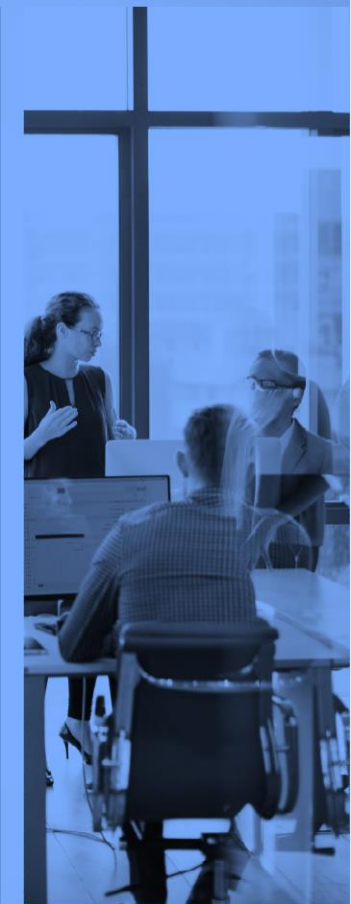
Substantial minority investor in some of Israel's leading corporations and projects



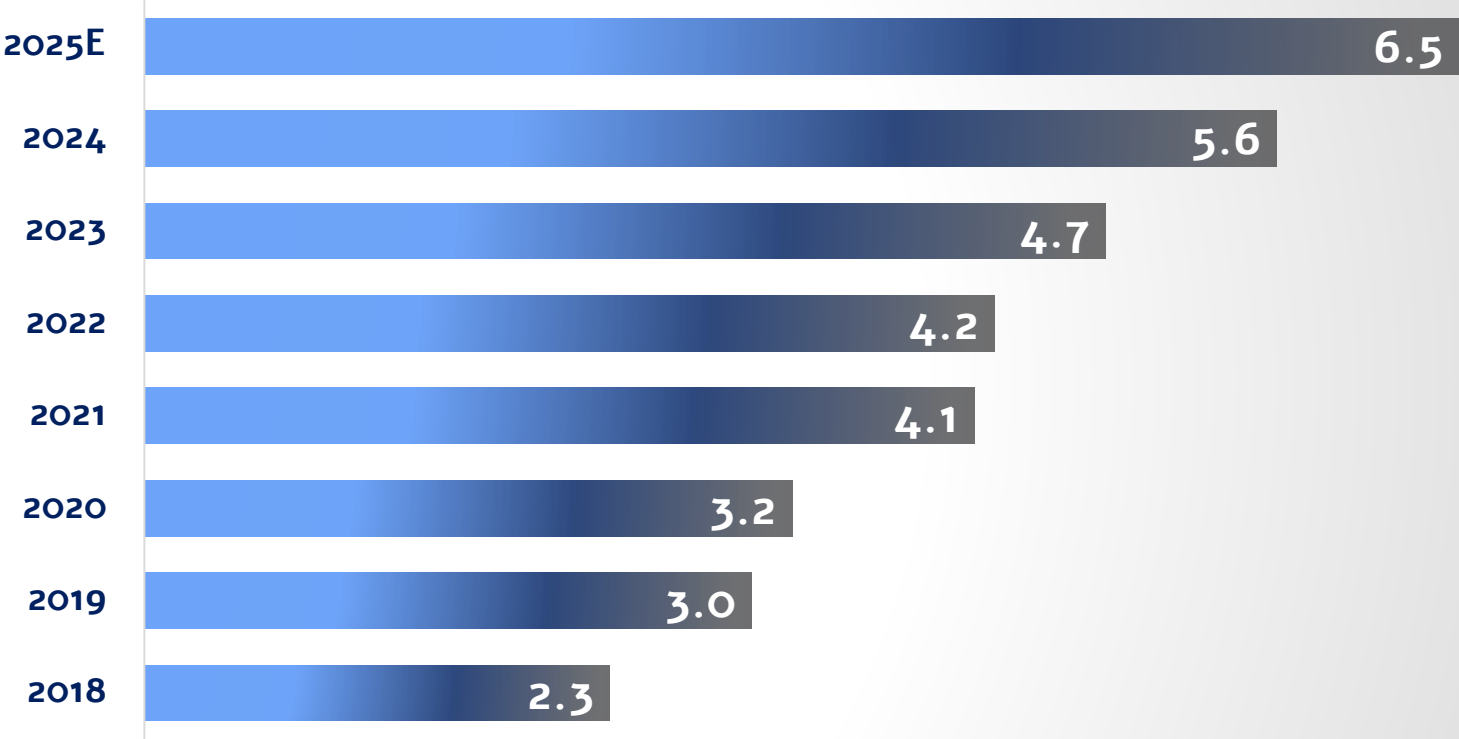
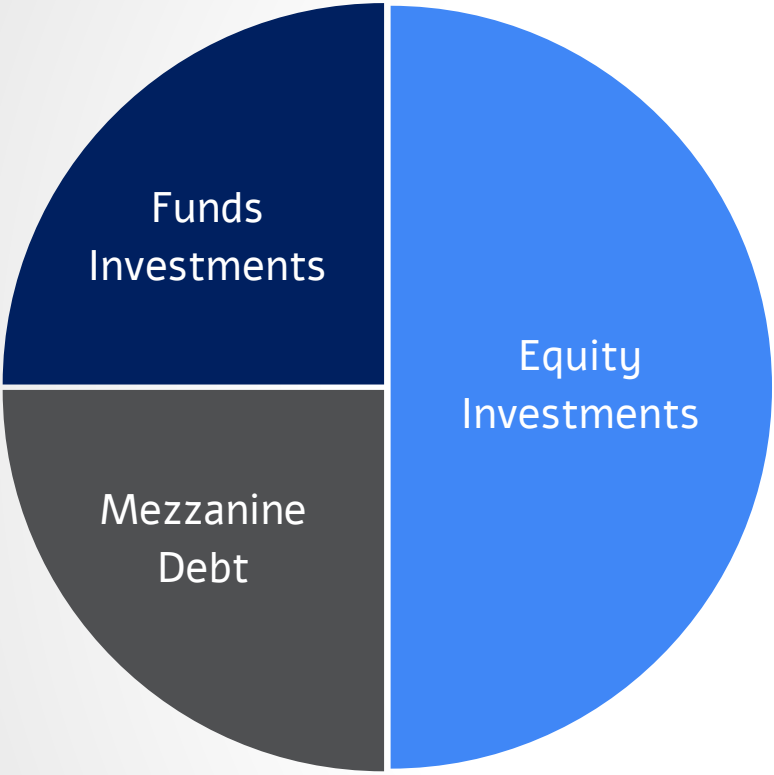
Significantly contributes to Leumi's long term return on capital



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
























# Strategic investment portfolio – Pillars



# Leumi Partners' Strategic Investment Portfolio

## Selected Investments

 Real Estate arm of Issta group	 Israeli telecommunication company	 Leading IT solutions group	<p>*</p>  Supplier of specialty plant nutrition	 Chemicals storage and shipment	 Advanced transportation services	 Israel's largest road haulage and logistics company
 Real estate, infrastructure and construction group	 Medical device manufacturer	<p>**</p>  A Leading holding company in Israel	<p>*</p>  World famous theatre	<p>*</p>  Leading Kitchenware importer in Israel	 Israel's leading security company	 Thermoplastic sheets and profiles provider
 Restaurant management software platform	 Human Resources Group	<p>**</p>  Real estate development corporation	 Urban Renewal construction group	 Beauty and cosmetics company	 A Leading restaurant group in Israel	 A Leading cinema operator

\* Loan  
\*\* Indirect investment





# Leumi Partners' Strategic Investment Portfolio

## Recently Exited Investments




Northern section- Trans Israel Highway



Cellebrite

Digital Intelligence Solution



Be'er Tuvia Power Station

Retailers



Nike and Foot Locker Retail Stores



ironSource  
(NYSE: IS)

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



Global pioneer in ADS Systems

Direct Financing



A Leading consumer credit platform



Worldwide cloud-based quality management services



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



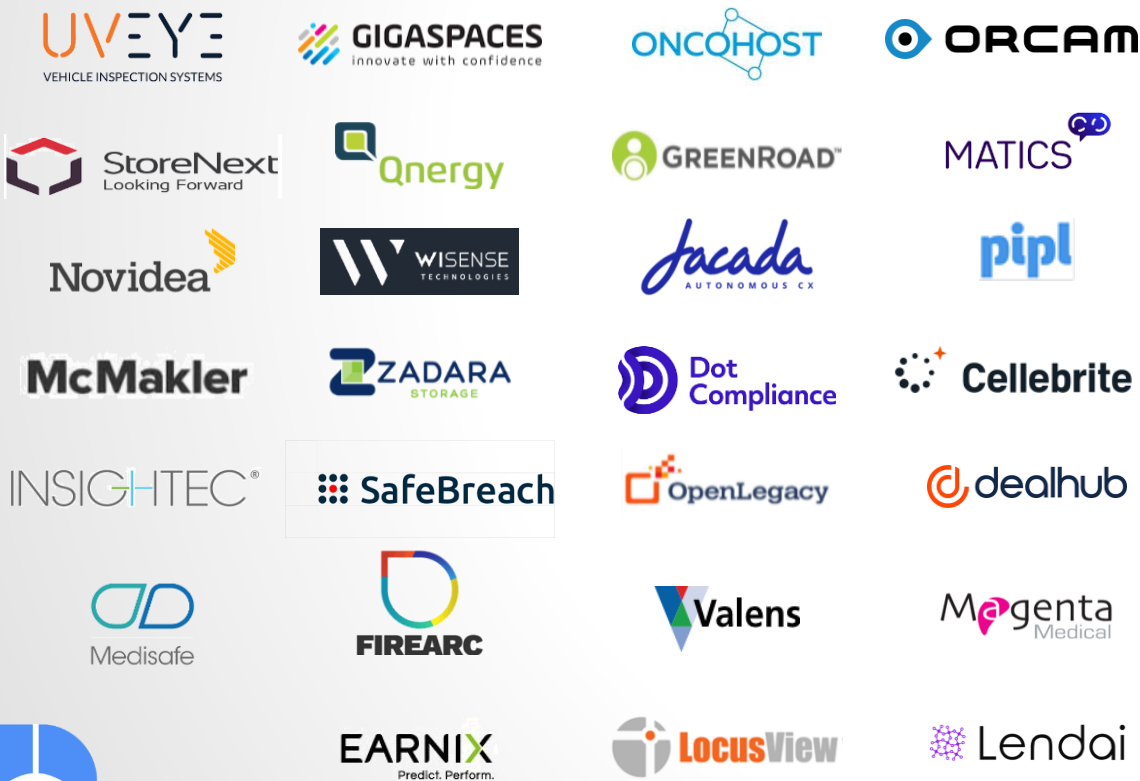
HR and payroll solutions



# 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

## Selected Technology Investments



## Substantial initiatives



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



Anchor investment & capital raise



Tailoring corporate banking solutions for leading tech companies



# Real Estate Specialty Financing

Optimal financing partner for Real Estate projects

## Leumi Partners' unique offering

01

Deep know-how and analytics across diverse global real estate asset classes

02

Structuring deals with varying risk levels and durations

03

Structured finance includes accruing interest on debt, profit sharing component of remuneration, etc.

04

Joint financing affiliates as senior lenders, offering a "one stop shop" for "whole loans"



LEUMI PARTNERS

## Selected Loan/Equity

Loan 75M ILS

Development  
Condominium

Israel  
2025

Loan 13M \$

Development  
Multifamily

NYC  
2025

Loan 15M \$

Development  
Multifamily

NYC  
2024

Loan 12M \$

Land Financing

NYC  
2024

Loan 40M ILS

Inventory Financing

Israel  
2024

Loan 10M \$

Development  
Condominium

NYC  
2024

Loan 16M \$

Development  
Multi Family

NYC  
2024

Loan 12M \$

Development  
Multi Family

NYC  
2024

Equity 115M ILS

Commercial &  
residential Real  
Estate Developer

Israel  
2024

Loan 12M \$

Multifamily –  
Bridge Loan

Nashville  
2024

Loan 36M ILS

Corporate

Israel  
2024

Loan 50M ILS

Development  
Condominium

Israel  
2024

# 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 operate a strategic partnership to drive high quality cross-border M&A, PCM and ECM activity from Israel

<p>Undisclosed</p> <p>2024 Sale to Sky</p>	<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>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 w/h Macquarie</p>
<p>Undisclosed</p> <p>2022 Exclusive advisor to TT Electronics</p>	<p>Undisclosed</p> <p>Sale of assets to SAP 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>

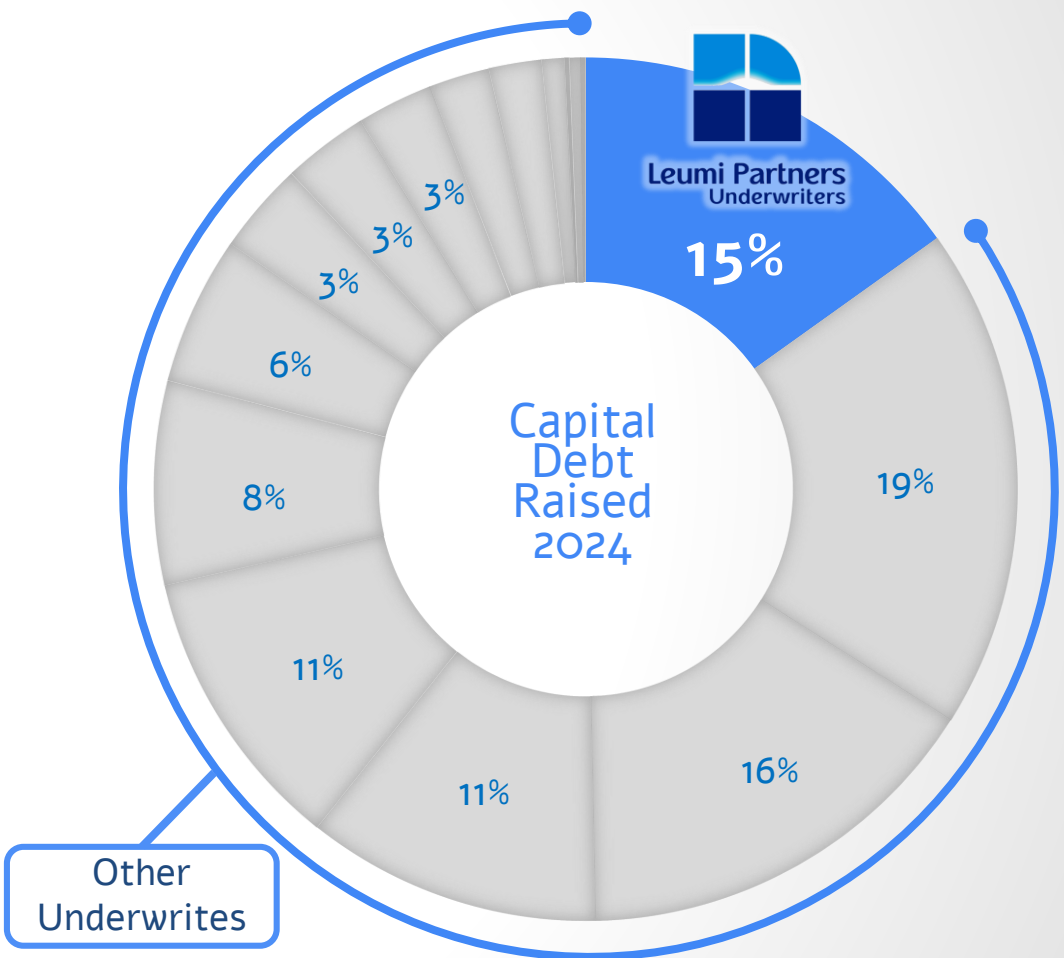
# Leumi Partners Underwriters



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

<div>ILS 690,235,000</div> <div>  </div> <div>2025 Debt Lead Manager</div>	<div>ILS 260,823,000</div> <div>  </div> <div>2025 Debt Lead Manager</div>	<div>ILS 80,000,000</div> <div>  </div> <div>2025 IPO Lead Manager</div>	<div>ILS 4,423,517,000</div> <div>  </div> <div>2025 Debt Lead Manager</div>	<div>ILS 60,000,000</div> <div>  </div> <div>2025 Equity Co-Lead Manager</div>	<div>ILS 411,244,000</div> <div>  </div> <div>2024 Debt (Private) Lead Manager</div>	<div>ILS 180,670,000</div> <div>  </div> <div>2024 Debt (Private) Lead Manager</div>	<div>ILS 116,912,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 145,631,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 3,422,717,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>
<div>ILS 250,000,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 200,000,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 190,000,000</div> <div>  </div> <div>2024 Debt (Private) Lead Manager</div>	<div>ILS 100,000,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 638,017,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 667,923,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 400,000,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 300,000,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 184,040,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 3,898,011,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>
<div>ILS 119,851,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 100,028,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 1,438,500,545</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 190,000,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 60,000,000</div> <div>  </div> <div>2024 Debt (Private) Lead Manager</div>	<div>ILS 200,906,000</div> <div>  </div> <div>2024 Debt Lead Manager</div>	<div>ILS 200,000,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 253,200,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 304,500,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>	<div>ILS 700,700,000</div> <div>  </div> <div>2024 Debt Co-Lead Manager</div>
<div>ILS 4,720,152,000</div> <div>  </div> <div>2023 Debt Lead Manager</div>	<div>USD 313,620,000</div> <div>  </div> <div>2023 Debt (Private) Co-Lead Manager</div>	<div>ILS 130,000,000</div> <div>  </div> <div>2023 Privet placement Lead Manager</div>	<div>ILS 203,925,000</div> <div>  </div> <div>2023 Debt (Private) Lead Manager</div>	<div>ILS 450,000,000</div> <div>  </div> <div>2023 Debt Lead Manager</div>	<div>ILS 436,407,000</div> <div>  </div> <div>2023 Debt (Private) Lead Manager</div>	<div>ILS 145,254,000</div> <div>  </div> <div>2023 IPO Co-Lead Manager</div>	<div>ILS 1,261,303,000</div> <div>  </div> <div>2023 Debt Lead Manager</div>	<div>ILS 2,358,166,000</div> <div>  </div> <div>2023 Debt Co-Lead Manager</div>	<div>ILS 58,857,000</div> <div>  </div> <div>2023 Equity Co-Lead Manager</div>



# 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

## LOCAL INVESTOR SCENE



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





# Leumi Partners Management Team



**Omer Ziv**  
Chairman



**Ron Ben-Haim**  
Chief Executive Officer



**Sharon Klein-Manbar**  
General Counsel



**Kobi Vinokur**  
Chief Financial Officer



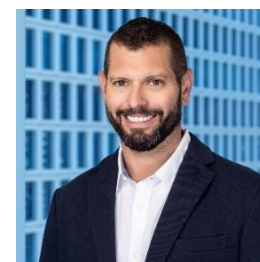
**Elad Avivi**  
Managing Director,  
Co-Chief Investment  
Officer



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



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



**Yossi Winkler**  
Deputy CEO,  
Leumi Partners  
Underwriters



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





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# Thank You!

## Contact us

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[info@leumipartners.com](mailto:info@leumipartners.com)

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