



SUMMARY OF FINANCIAL RESULTS

FOR THE PERIOD 2017

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ABOUT US

Harel Insurance Investments & Financial Services Ltd.

#1

**LARGEST
INSURANCE
COMPANY IN
ISRAEL***



+AA RATING**



**OVER 3 MILLION
CLIENTS**



**PLATINUM PLUS
RATING** FROM MAALA
CSR 3 YEARS IN A ROW

* Measured according to income from premiums for the period YTD9.17

** The rating refers to Harel Insurance, a wholly owned subsidiary of Harel Insurance Investments & Financial Services

ABOUT US

Harel Insurance Investments & Financial Services Ltd.

(NIS BILLION)

Data is correct for December 31st, 2017

about
213.9



about
23.6



about
5.6



about
1.9



about
5.6



Solvency II - surplus
(at December 31,
2016)

Market cap
(at March 25th,
2018)

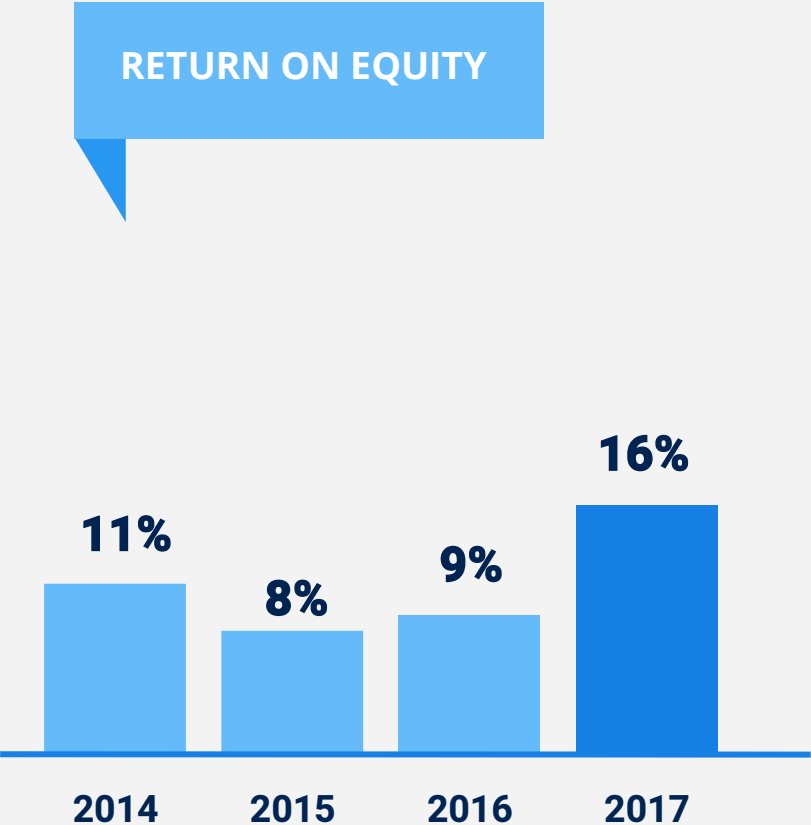
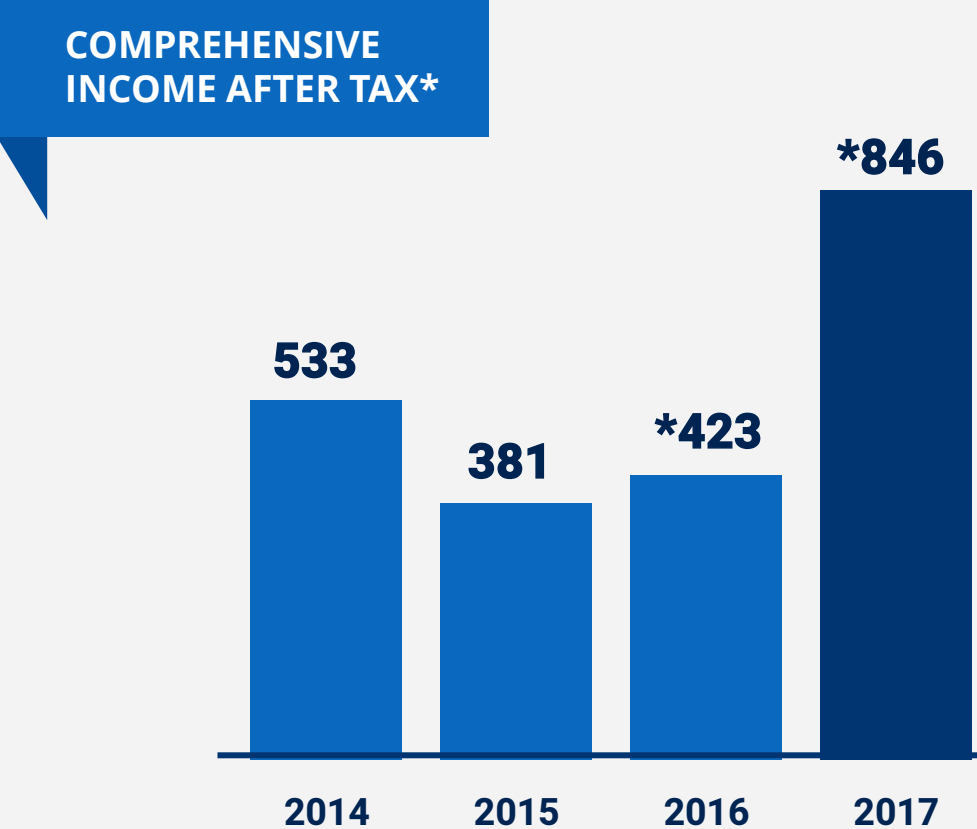
**Total earned
premiums and
contributions**

**Assets Under
Management
(AUM)**

**Equity attributed
to shareholders**

COMPREHENSIVE INCOME AFTER TAX AND ROE (IN ANNUAL TERMS)

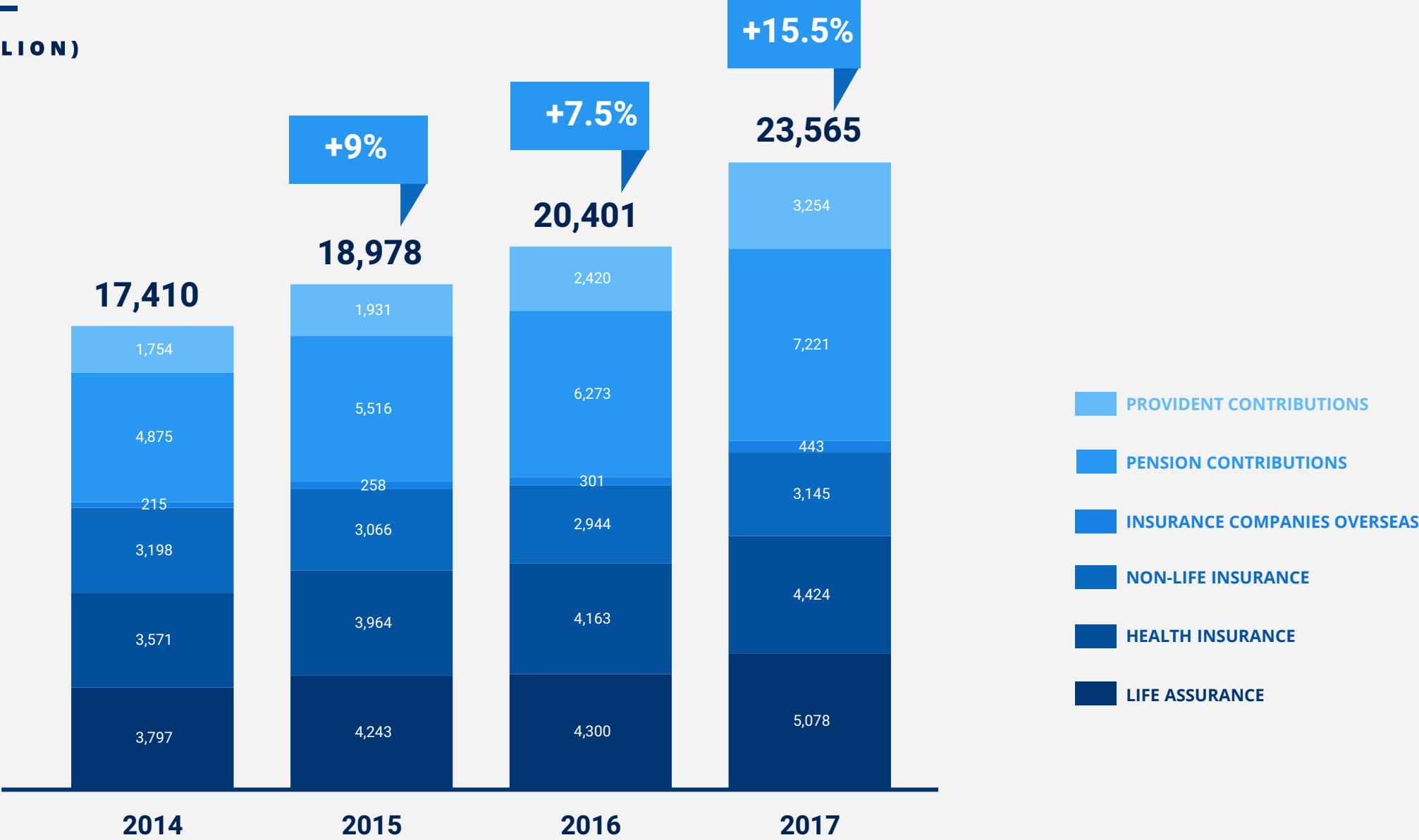
(NIS MILLION)



* Results of the non-life segment for 2016 include the effect of the revised outstanding claims in compulsory motor and liabilities sectors in respect of the Winograd recommendations in the amount of NIS 201 million before tax. At December 31, 2017, provision for the foregoing amounted to NIS 270 million before tax. It is emphasized that in 2017 there was no change in the methods and assumptions used to calculate this provision

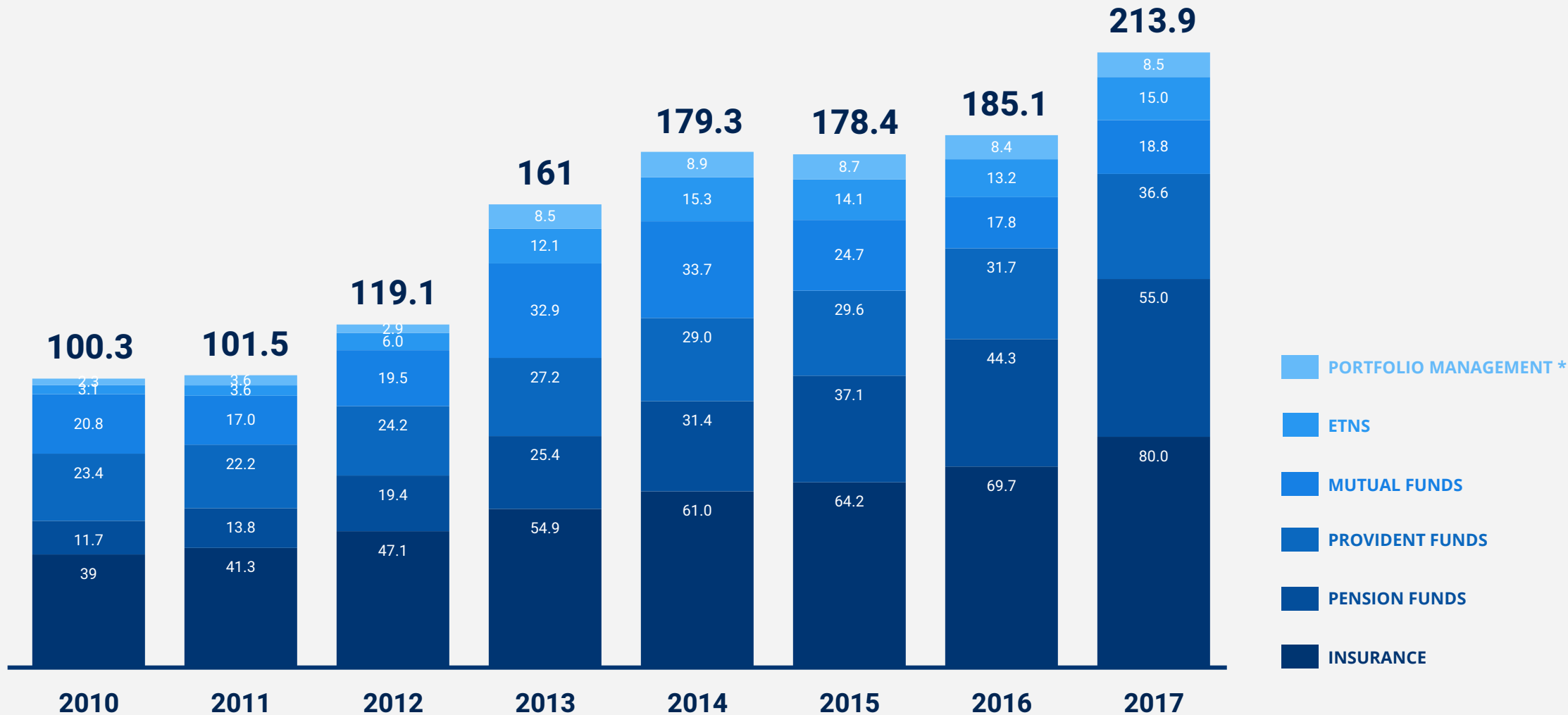
EARNED PREMIUMS AND CONTRIBUTIONS, GROSS

(NIS MILLION)



ASSETS UNDER MANAGEMENT (AUM) AND NOSTRO ASSETS

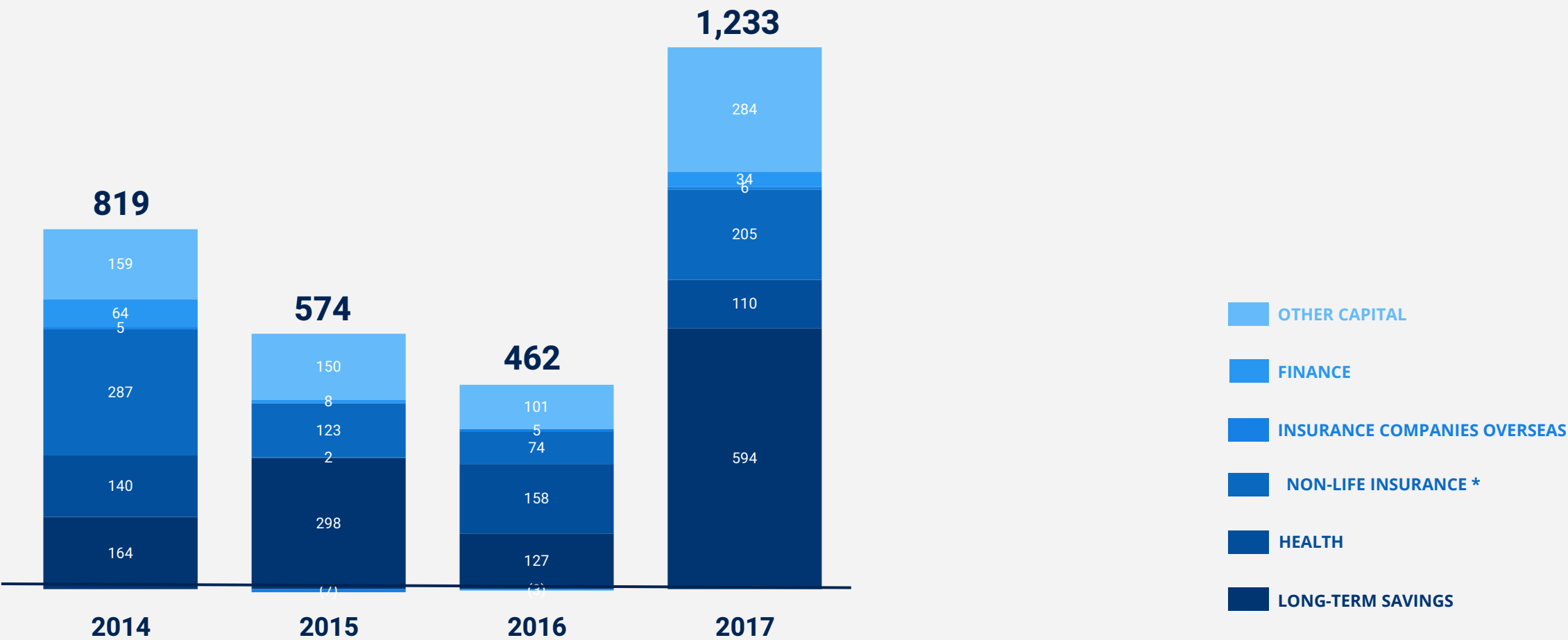
(NIS BILLION)



* Including the offsetting of inter-company balances

COMPREHENSIVE INCOME BEFORE TAX FROM OPERATING SEGMENTS

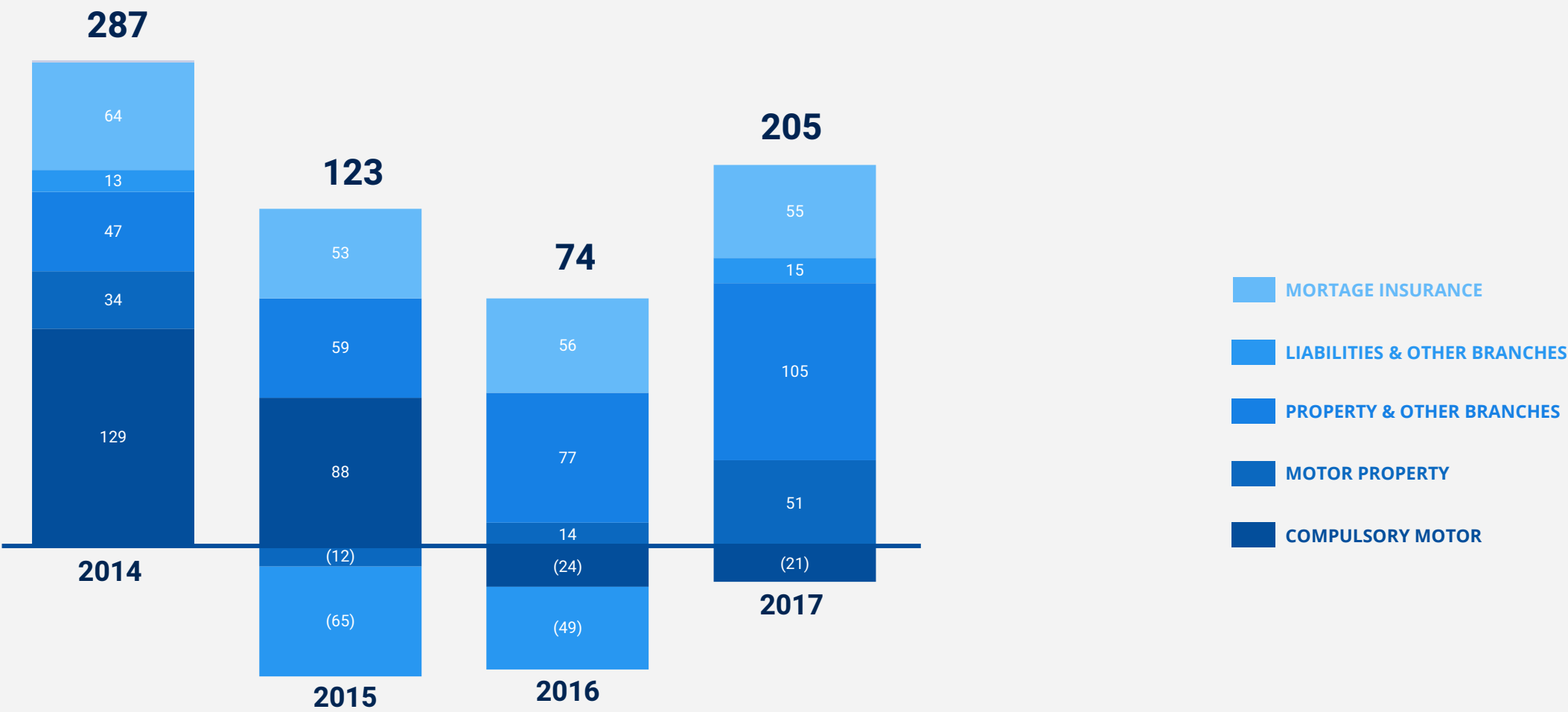
(NIS MILLION)



* Results of the non-life segment for 2016 include the effect of the revised outstanding claims in compulsory motor and liabilities sectors in respect of the Winograd recommendations in the amount of NIS 201 million before tax. At December 31, 2017, provision for the foregoing amounted to NIS 270 million before tax. It is emphasized that in 2017 there was no change in the methods and assumptions used to calculate this provision

NON-LIFE INSURANCE SEGMENT – COMPREHENSIVE INCOME BEFORE TAX

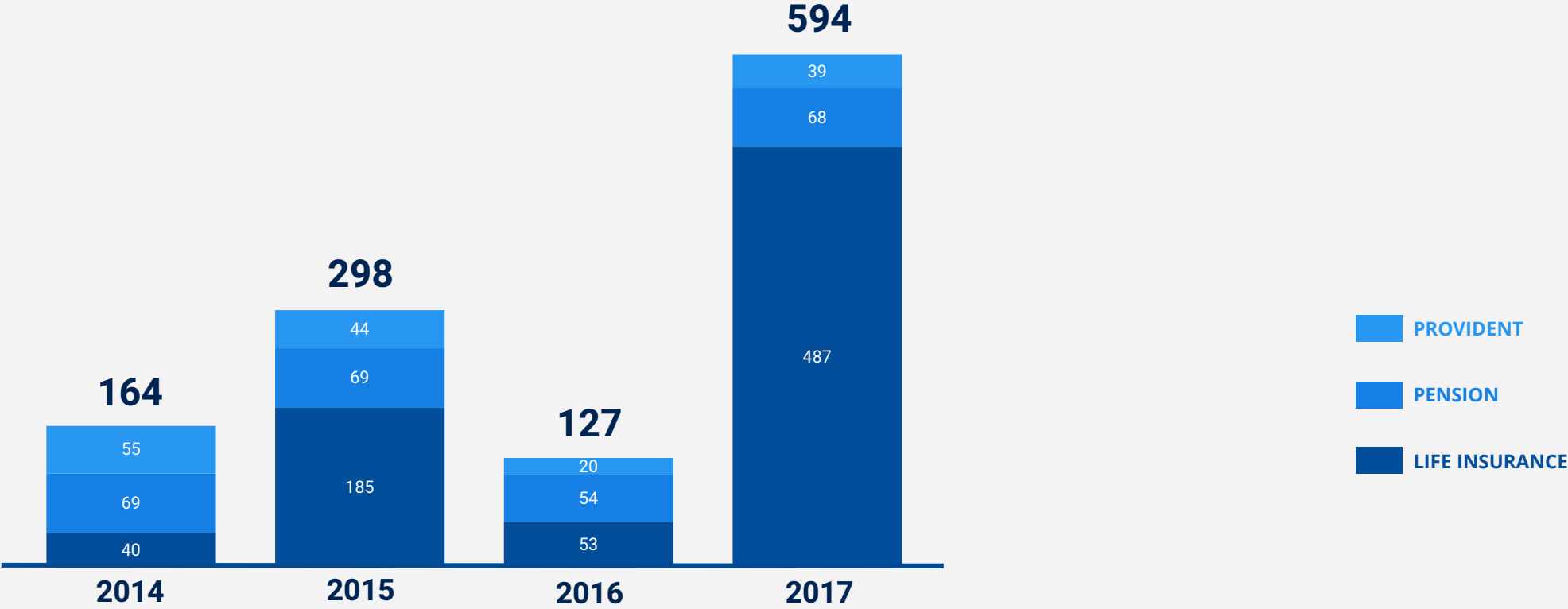
(NIS MILLION)



Including a revision of the outstanding claims in compulsory motor and liabilities sectors in the amount of NIS 201 million before tax for 2016. At December 31, 2017, provision for the foregoing amounted to NIS 270 million before tax. It is emphasized that in 2017 there was no change in the methods and assumptions used to calculate this provision

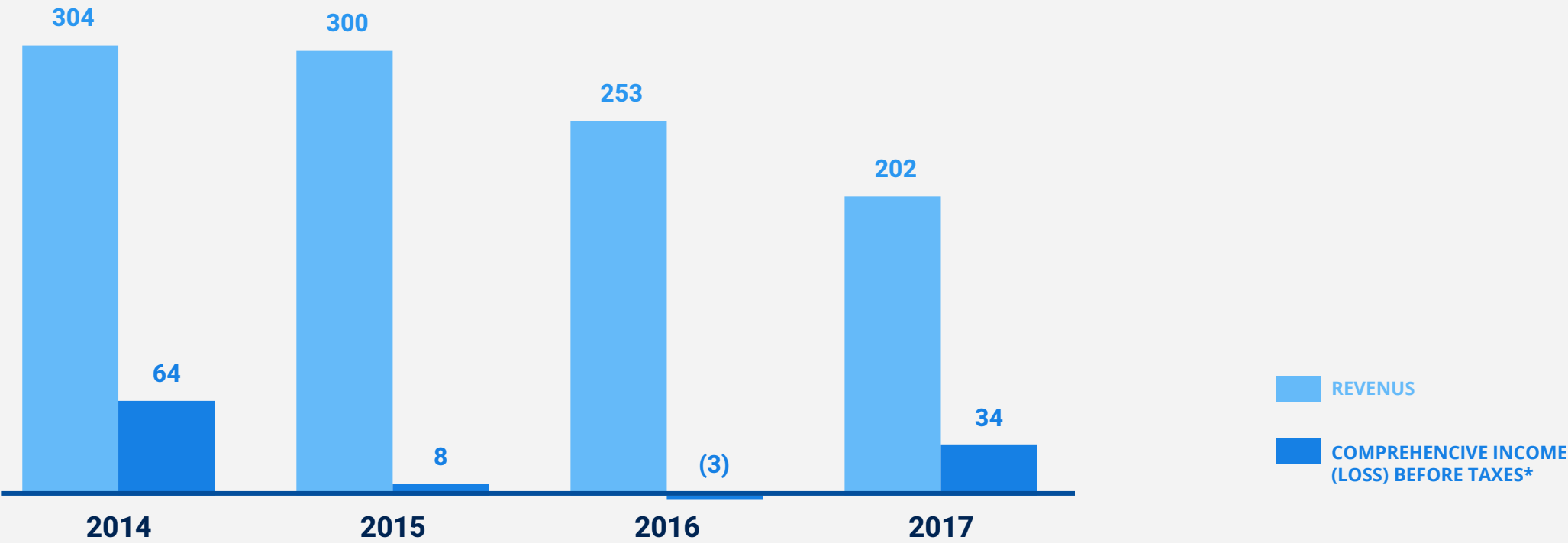
LIFE ASSURANCE AND LONG-TERM SAVINGS SEGMENT - COMPREHENSIVE INCOME BEFORE TAX

(NIS MILLION)



FINANCIAL SERVICES SEGMENT

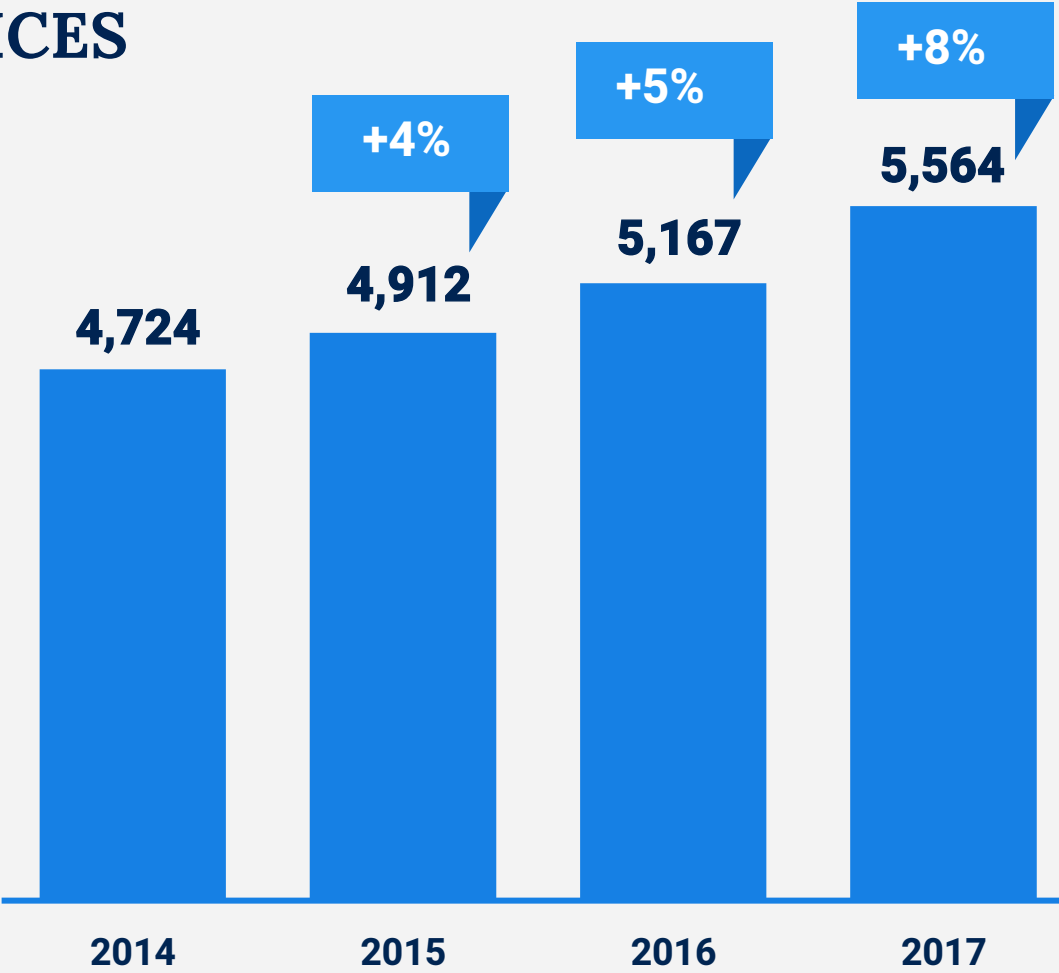
(NIS MILLION)



* Comprehensive income before tax includes a write-down for the value of mutual fund activity in the amount of NIS 75 million and NIS 68 million before tax, for 2016 and 2015 respectively

EQUITY – HAREL INSURANCE INVESTMENTS AND FINANCIAL SERVICES

(NIS MILLION)

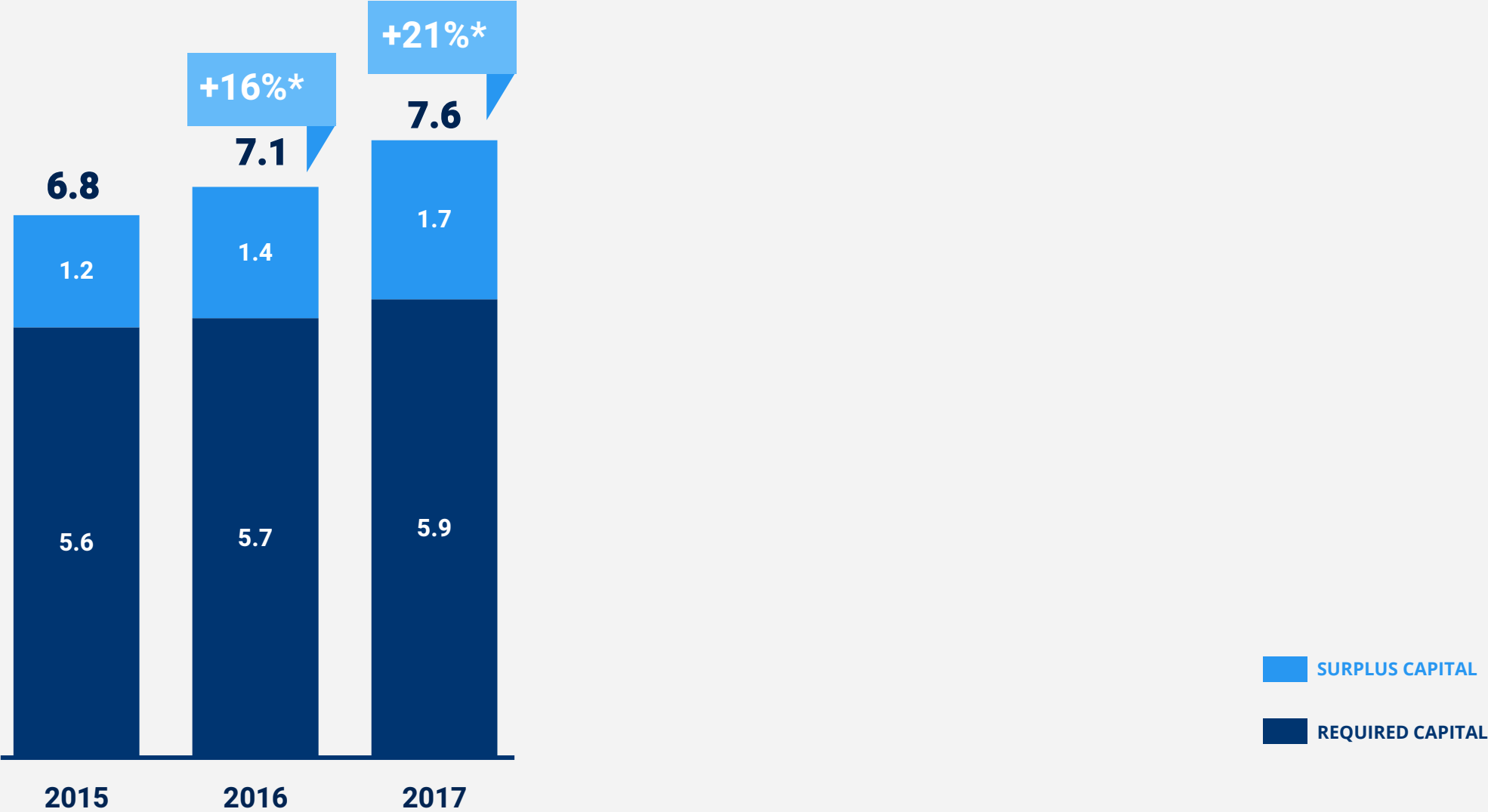


DIVIDEND (NIS MILLION) *	320	235	171	461
DIVIDEND YIELD (%)	7.5	6.3	5.5	10.2

* On March 26, 2018, the Board of Directors approved a dividend distribution in the amount of NIS 107 million (NIS 0.5 per share)

HAREL INSURANCE CAPITAL REQUIREMENTS - OLD REGIME

(NIS BILLION)

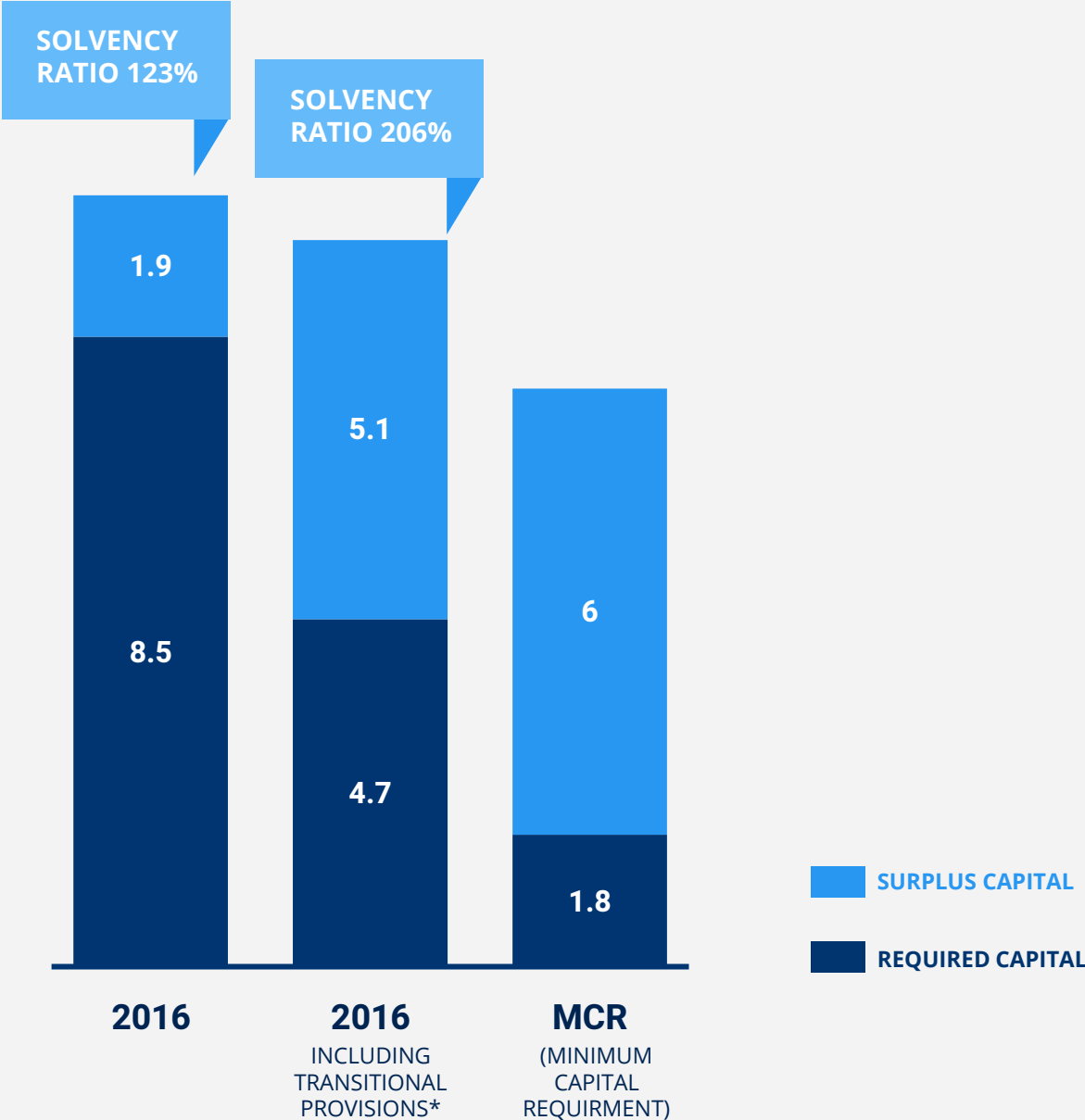


* Represents a change in surplus capital

HAREL INSURANCE CAPITAL REQUIREMENTS - SOLVENCY

(NIS BILLION)

It is emphasized that the model in its current format is extremely sensitive to changes in market and other variables



* At December 31, 2016, the requirement is 60% of the SCR. The economic solvency ratio report for data at December 31, 2017 will be published on the website on the date of publication of the Periodic Report at June 30, 2018

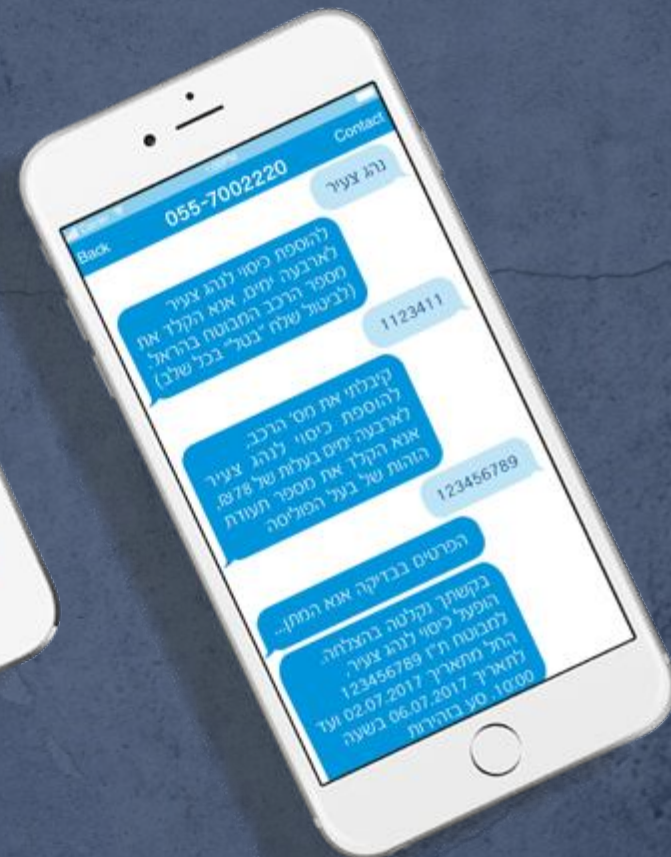


Digital

CALCULATING A NEW ROUTE



Big Data





THANK YOU!