

SUMMARY OF FINANCIAL RESULTS FOR THE PERIOD YTD 3.19

MAY 2019



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DATA CORRECT TO MARCH 31, 2019
(NIS BILLION)



LARGEST INSURANCE COMPANY IN ISRAEL *



PLATINUM PLUS RATING
FROM MAALA CSR 4 YEARS
IN A ROW



OVER 3 MILLION
CLIENTS



+AA RATING**

about **6.2**

Equity attributed to
shareholders

about **250**

Assets Under
Management
(AUM)

about **8**

Total earned premiums, gross,
contributions and amounts received
for investment contracts

about **6**

Market cap
(at May 29, 2019)

about **1.3**

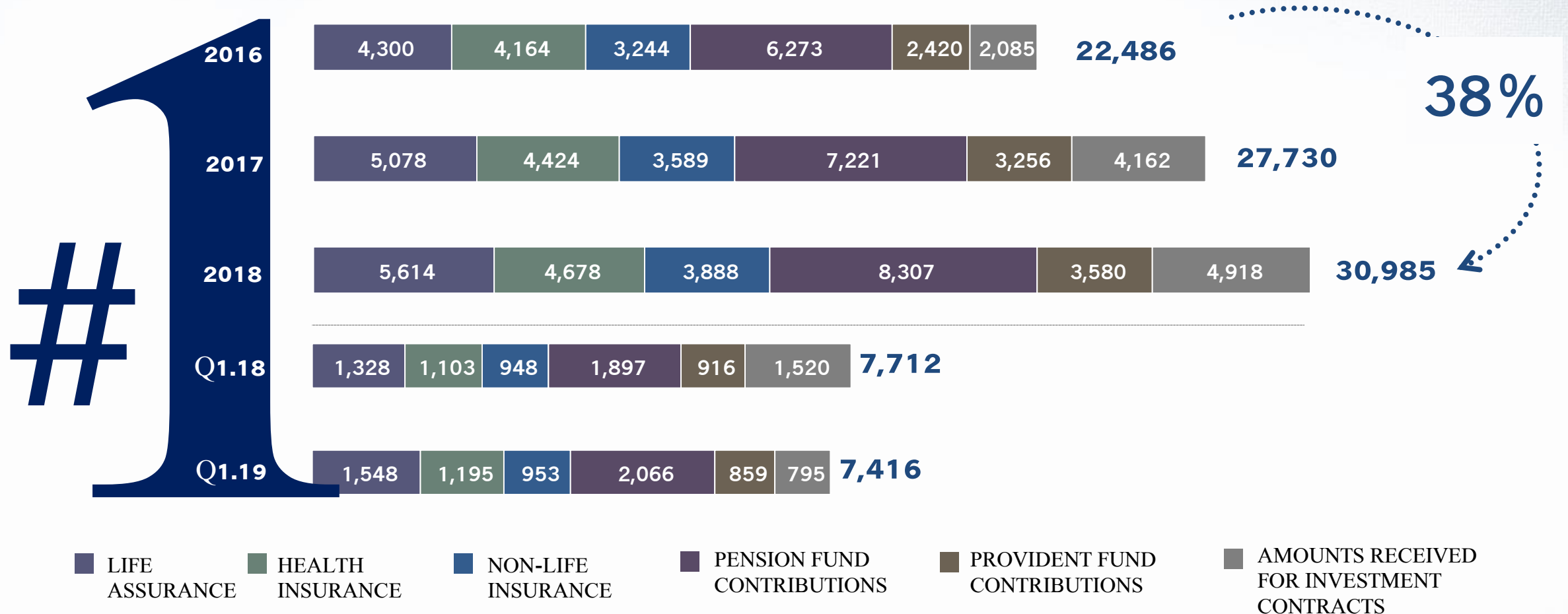
Solvency II - surplus
(at December 31, 2017)

* In terms of gross premiums earned 2018

** The rating refers to Harel Insurance, a wholly owned subsidiary of the Company

FIRST PLACE* IN GROSS PREMIUMS EARNED, CONTRIBUTIONS AND AMOUNTS RECEIVED FOR INVESTMENT CONTRACTS

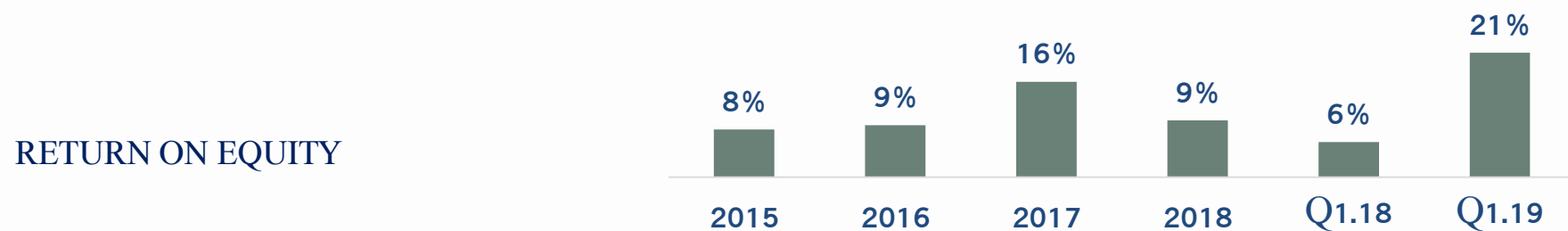
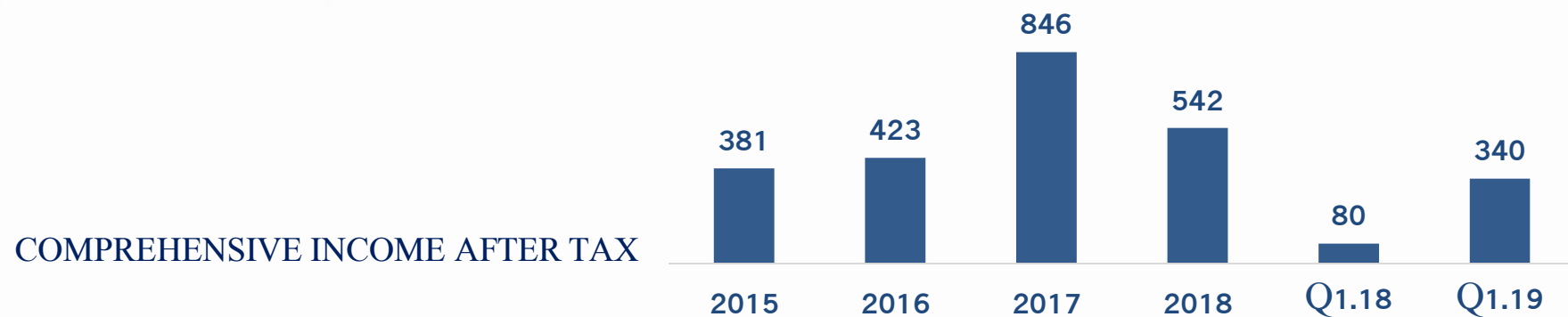
(NIS MILLION)



* In terms of gross premiums earned 2018

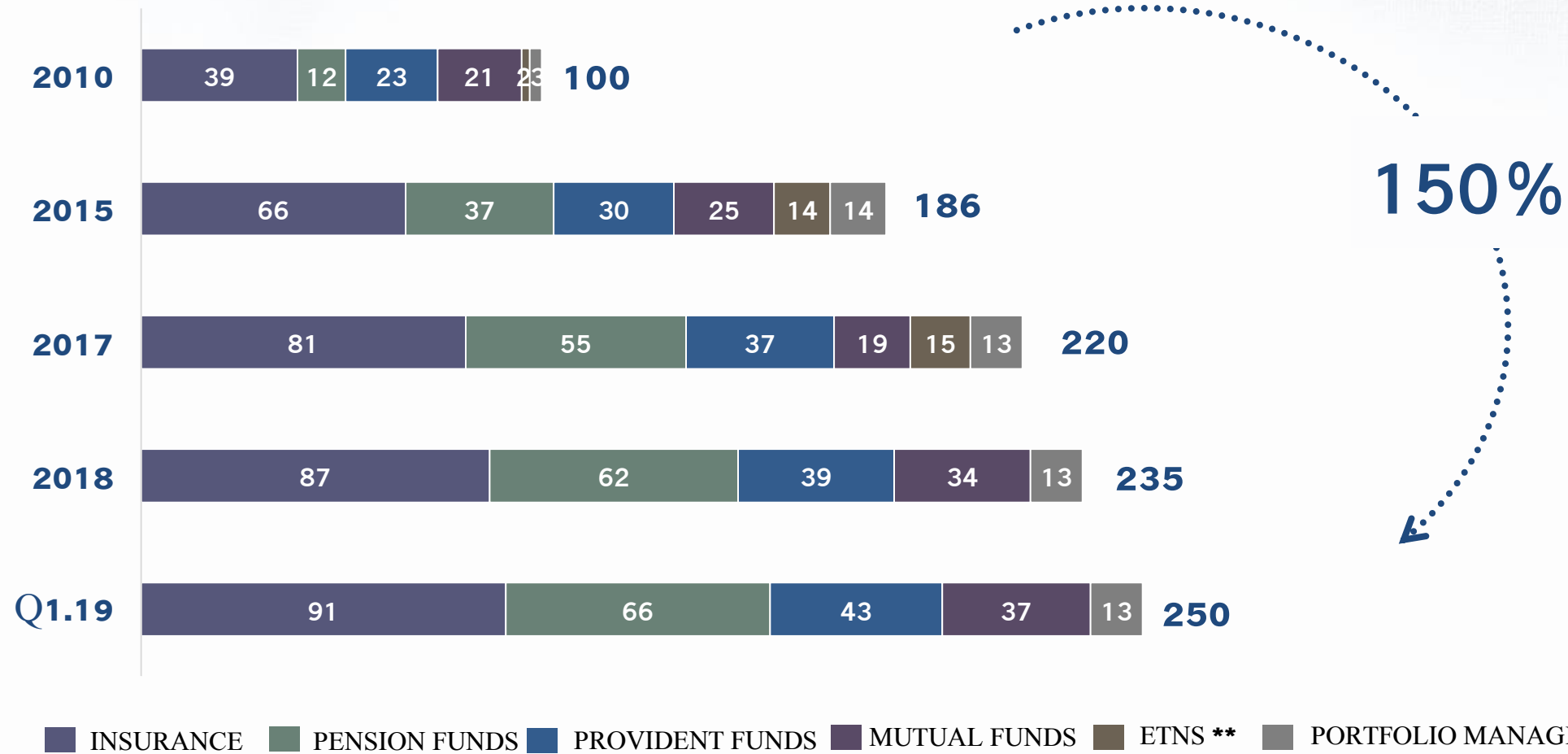
COMPREHENSIVE INCOME AFTER TAX AND ROE (IN ANNUAL TERMS)

(NIS MILLION)



150% INCREASE IN AUM AND NOSTRO ASSETS SINCE BEGINNING OF THE DECADE

(NIS BILLION)

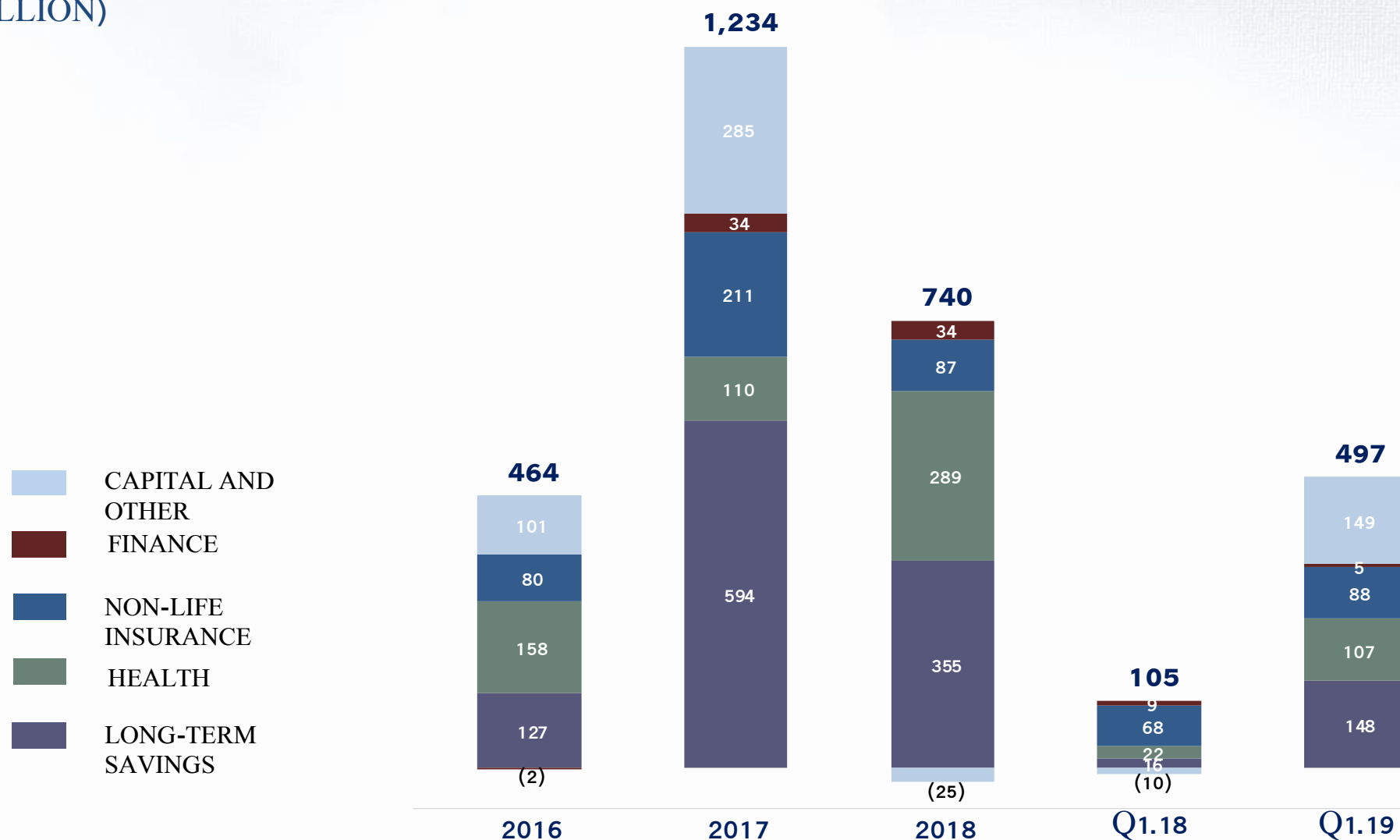


* The data include financial assets issued by the Group that are managed in portfolios

** In 2018, in view of Amendment 28, the ETNs became closed tracker mutual funds

COMPREHENSIVE INCOME BEFORE TAX FROM OPERATING SEGMENTS

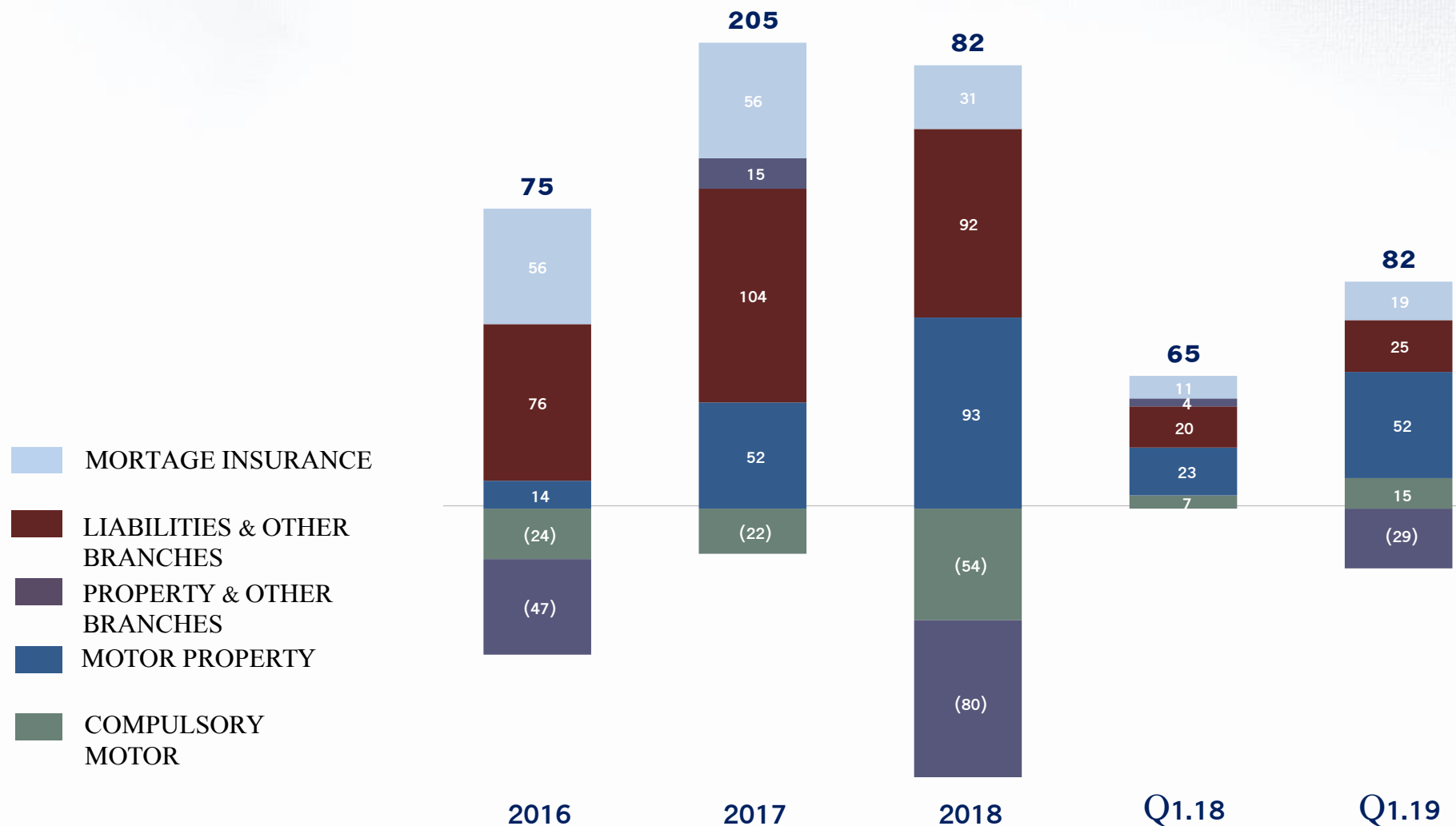
(NIS MILLION)



* Including results for the insurance companies overseas segment

NON-LIFE INSURANCE SEGMENT COMPREHENSIVE INCOME BEFORE TAX

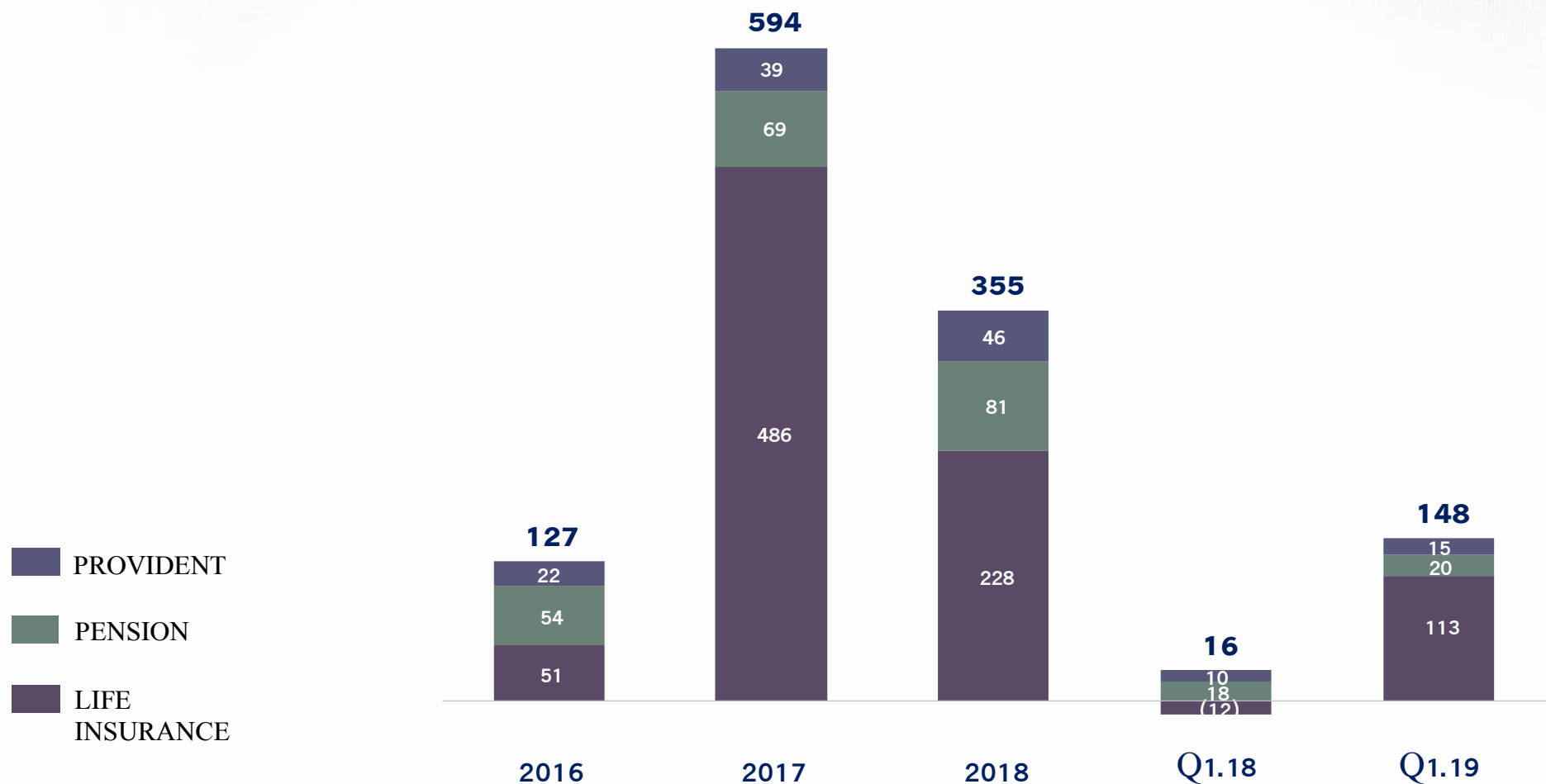
(NIS MILLION)



* The non-life insurance segment does not include results for the insurance companies overseas segment

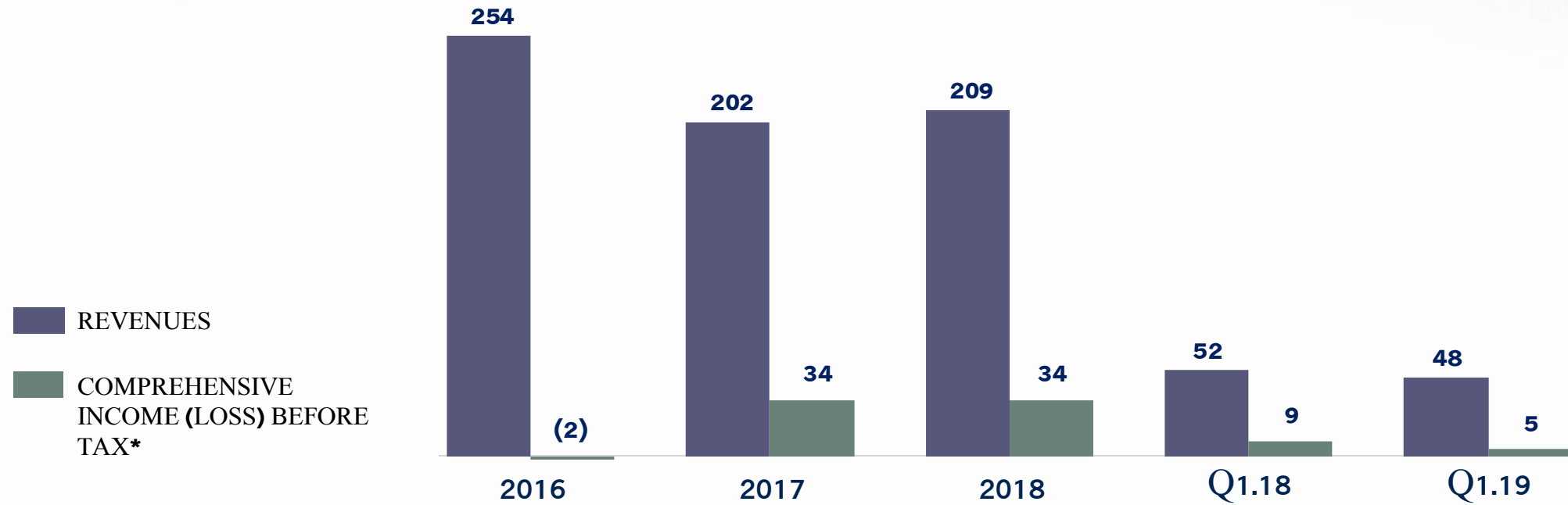
LIFE ASSURANCE AND LONG-TERM SAVINGS SEGMENT COMPREHENSIVE INCOME BEFORE TAX

(NIS MILLION)



FINANCIAL SERVICES SEGMENT

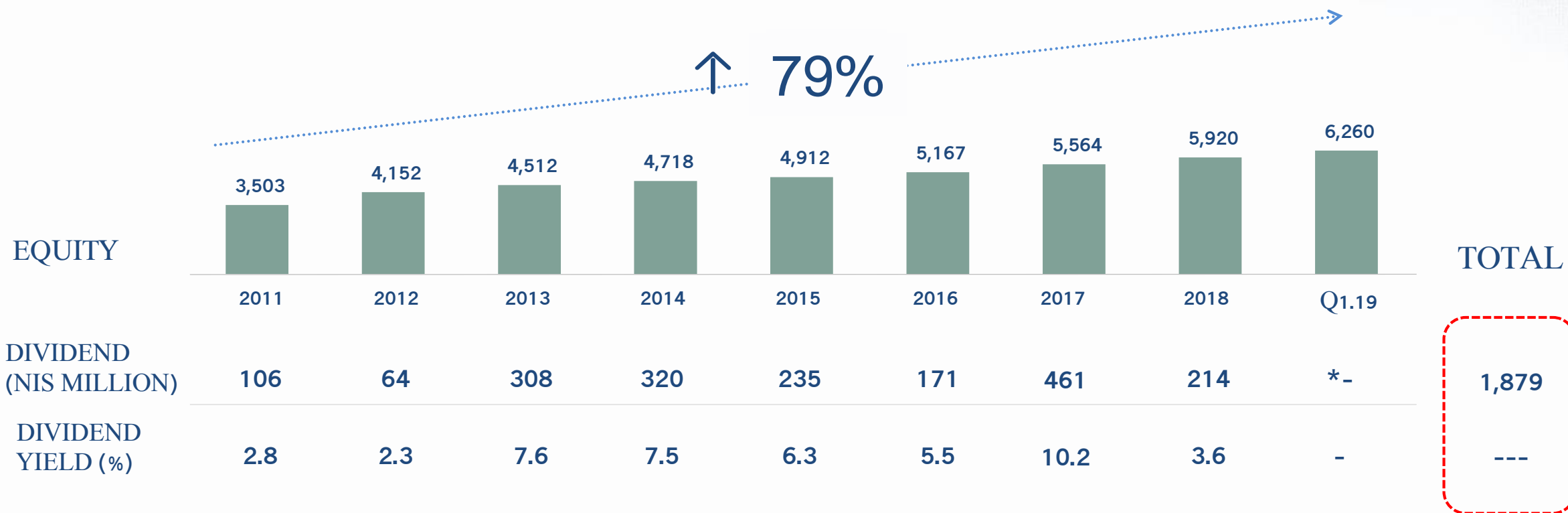
(NIS MILLION)



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

EQUITY AND DIVIDEND

(NIS MILLION)

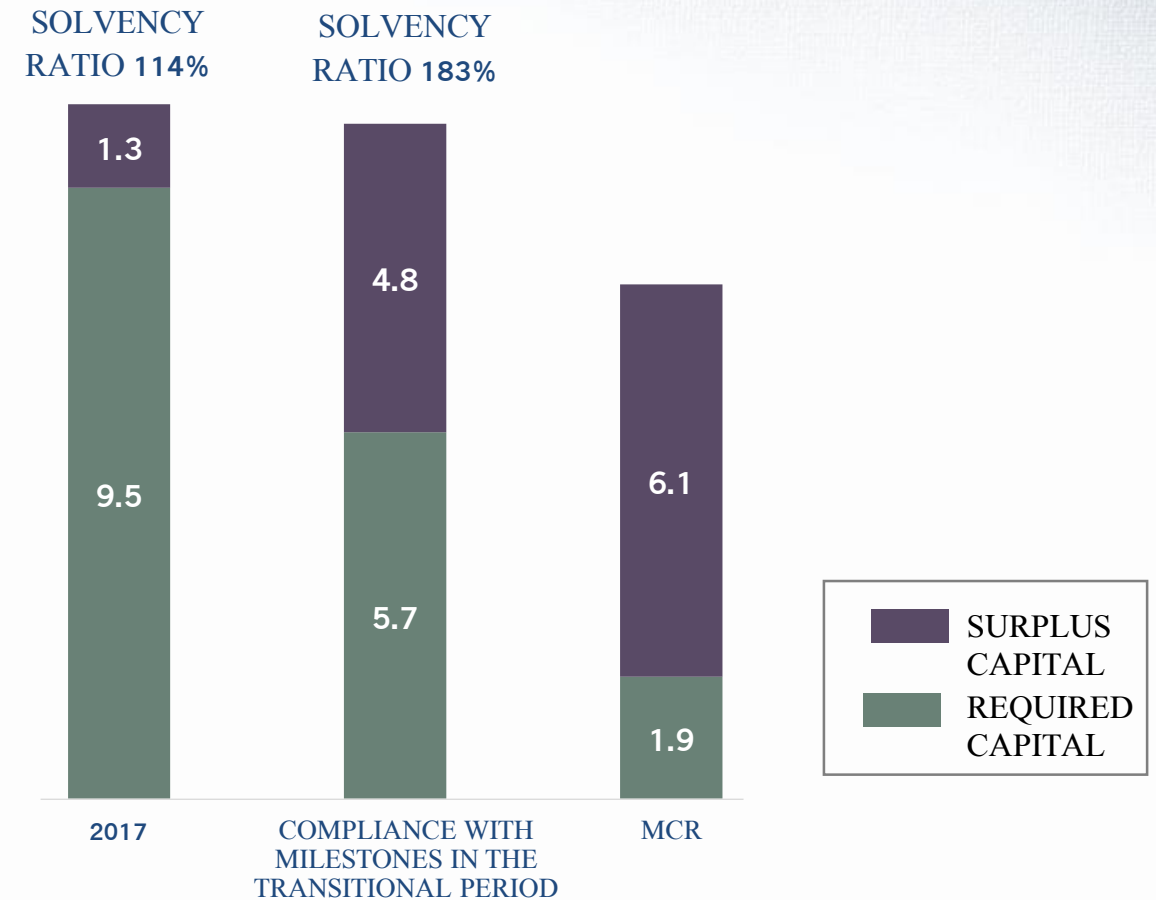


* On April 29, 2019, the Company's Board of Directors approved the distribution of a cash dividend in the amount of NIS 128 million, the dividend was paid on May 20, 2019

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
- Capital changes from December 2017 to the initial publication date of the solvency ratio (November 2018) would increase the capital surplus by NIS 172 million to NIS 1.49 billion, and raise the solvency ratio to 116%



(* at Dec. 31, 2017 the requirement is 65% of the SCR)



HAREL IS LEADING A DIGITAL REVOLUTION IN
THE INSURANCE WORLD

SERVICE

The overseas travel app accompanies customers from the time of purchasing the insurance and until their return to Israel, enabling them to make calls to a doctor in Israel, make calls to emergency call centers in their holiday location, find clinics / doctors, etc

OVERSEAS TRAVEL APP

From the time of
purchase insurance

Until returning to
Israel



CUSTOMER PORTAL

Join

Changes



The customer portal contains all the important information that customers require, offers online registration and allows changes to be made in the personal information section

REGISTRATION

HAREL SWITCH - A FORM OF "PAY AS YOU GO"
THE LESS YOU DRIVE, THE LESS YOU PAY



FIRST IN ISRAEL!



CHAT BOT ADDING A DRIVER TO AN EXISTING POLICY USING THE WHATSAPP BUSINESS APP



CLAIMS



CLAIMS APPROVED IN A FEW MOMENTS BY
MEANS OF A BIG DATA AND AI -BASED ENGINE

HAREL CUSTOMERS CAN CHOOSE TO RECEIVE
PAYMENT FOR A CLAIM THROUGH THE BIT APP



CLAIMS - SURVEYS OF THE SATISFACTION OF INSURED AND AGENTS FROM APPROVAL ONE "CLICK" CLAIM SETTLEMENT



"Clear, short process which was fast and very professional"



"In short, it felt like America. In 3 minutes I received confirmation that the claim had been accepted"



"I was very pleasantly surprised by the efficiency, simplicity and fast response in dealing with the claim"



"The claim was dealt with extremely quickly and efficiently. Thank you"



"Simple and pleasantly surprising"



"Very simple, fast, no need for a fax. This is the first time I've made use of the insurance and it was faster than I expected. I hope I don't need to use it again, but it was very straightforward. Thank you"



6.5 out of 7



"Unfortunately, in Israel we're not used to fast, efficient service like the service you provided. May this continue"



"The claim was dealt with extremely quickly and efficiently. Thank you"



"We were pleasantly surprised by the speed of the service. Well done"



"The new procedure is very accessible, simple, quick and convenient"



"A real innovative process. Such quick service. Thank you"

INTEGRATION OF INNOVATIVE AND ADVANCED TECHNOLOGIES



HAREL IS A DIGITAL, INNOVATIVE
INSURANCE COMPANY WITH JOINT
VENTURES AND MARKET-LEADING
ADVANCED TECHNOLOGIES

THANK YOU