

















## Capital and leverage

### Composition of the capital

#### Capital components for calculating ratio of capital

	March 31,		December 31,
	2021	2020	2020
	in NIS millions		
<b>A. Common Equity Tier 1</b>			
Common equity	20,398	19,444	19,727
Difference between common equity and common equity tier 1	(259)	(216)	(246)
<b>Total common equity tier 1 before supervisory adjustments and deductions</b>	<b>20,139</b>	<b>19,228</b>	<b>19,481</b>
<b>Supervisory adjustments and deductions</b>			
Goodwill and other intangible assets	207	164	207
Supervisory adjustments and other deductions	(19)	(19)	(16)
<b>Total supervisory adjustments and deductions before adjustments in respect to the efficiency plan</b>	<b>188</b>	<b>145</b>	<b>191</b>
Total adjustments in respect to the efficiency plan	382	135	417
<b>Total common equity tier 1 after supervisory adjustments and deductions</b>	<b>20,333</b>	<b>19,218</b>	<b>19,707</b>
<b>B. Additional tier 1 capital</b>			
Additional tier 1 capital before deductions	178	356	356
<b>Total additional tier 1 capital after deductions</b>	<b>178</b>	<b>356</b>	<b>356</b>
<b>C. Tier 2 capital</b>			
Instruments before deductions	2,870	3,334	2,896
Allowance for credit losses before deductions	2,254	2,167	2,188
Minority interests in a subsidiary	87	87	86
<b>Total tier 2 capital before deductions</b>	<b>5,211</b>	<b>5,588</b>	<b>5,170</b>
Deductions	-	-	-
<b>Total tier 2 capital</b>	<b>5,211</b>	<b>5,588</b>	<b>5,170</b>

For details regarding the connection between the balance sheet and the components of the regulatory capital, see the Risks Report, which was published as part of the 2020 Annual Report (pp. 103–113).

### Capital adequacy

For details regarding "Evaluation of capital adequacy" as well as "Capital planning process", see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review as stated (pp. 23–27).

### Leverage ratio

**General.** The leverage ratio is defined as the capital measurement divided by the exposure measurement. The capital for the purpose of this measurement is the common equity tier 1. The exposure measurement is the sum of the balance-sheet exposures, the exposures to derivatives, the exposures to securities funding transactions and off-balance-sheet items (for details regarding the factors which may affect the leverage ratio, see Note 25 item 2 to the financial statements as of December 31, 2020, p. 223 and Note 9 item 2 to the interim financial statements as of March 31, 2021).

## Comparison between Balance sheet assets and the measurement of exposure for the purpose of the leverage ratio (LR1)

	March 31,	December 31,	
	2021	2020	2020
	NIS millions		
Total assets according to the consolidated financial statements	306,142	276,404	293,969
Adjustment in respect of investments in entities in the banking, finance, insurance and commercial fields, consolidated for accounting purposes, but not included in consolidation for regulatory purposes	-	-	-
Adjustments in respect of trusteeship assets recognized in the balance sheet according to the Reporting to the Public Directives, but not included in the measurement of exposure of the leverage ratio	-	-	-
Adjustments in respect of derivative financial instruments	(863)	(2,800)	(2,060)
Adjustments in respect of SFTs	-	-	-
Adjustments in respect of off-balance sheet items (conversion of off-balance sheet exposure to credit equivalent amounts)	26,739	23,981	25,340
Other adjustments	2,034	1,840	1,973
<b>Exposure for the purpose of the leverage ratio</b>	<b>334,052</b>	<b>299,425</b>	<b>319,222</b>

## Disclosure of the leverage ratio (LR2)

	March 31,	December 31,	
	2021	2020	2020
	NIS millions		
<b>Balance sheet exposures</b>			
On-balance sheet items (excluding derivatives and SFTs, but including collateral and group allowance)	299,155	268,353	286,277
Asset amounts deducted in determining Tier 1 capital	(207)	(164)	(207)
<b>Total balance sheet exposures (excluding derivatives and SFTs)</b>	<b>298,948</b>	<b>268,189</b>	<b>286,070</b>
<b>Derivative exposures</b>			
Replacement cost associated with all derivatives transactions	2,108	2,874	2,407
Add-on amounts for PFE associated with all derivatives transactions	2,139	2,093	1,943
Gross-up for derivatives collateral provided which were deducted from the balance sheet assets pursuant to the Reporting to the Public Directives	-	-	-
Deductions of receivables assets for cash variation margin provided in derivatives transactions	-	-	-
Exempted CCP leg of client-cleared trade exposures	-	-	-
Adjusted effective notional amount of written credit derivatives	-	-	-
Adjusted effective notional offsets and add-on deductions for written credit derivatives	-	-	-
<b>Total derivative exposures</b>	<b>4,247</b>	<b>4,967</b>	<b>4,350</b>
<b>Securities financing transaction exposures</b>			
Gross SFT assets (with no recognition of netting), after adjusting for transactions treated as an accounting sale	4,118	2,288	3,462
Netted amounts of cash payables and cash receivables of gross SFT assets	-	-	-
Credit risk exposure of a counterparty for SFT assets	-	-	-
Agent transaction exposures	-	-	-
<b>Total securities financing transaction exposures</b>	<b>4,118</b>	<b>2,288</b>	<b>3,462</b>
<b>Other off-balance sheet exposures</b>			
Off-balance sheet exposure at gross notional amount	106,529	96,600	101,476
Adjustments for conversion to credit equivalent amounts	(79,790)	(72,619)	(76,136)
<b>Total off-balance sheet items</b>	<b>26,739</b>	<b>23,981</b>	<b>25,340</b>
<b>Capital and total exposures</b>			
Tier 1 capital	<sup>(1)</sup> 20,511	<sup>(1)</sup> 19,574	<sup>(1)</sup> 20,063
Total exposures	334,052	299,425	319,222
<b>Leverage ratio</b>			
Leverage ratio according to Proper Conduct of Banking Business Directive No. 218	6.1	6.5	6.3

Footnote:

(1) The Tier I capital and the total exposure are presented after the relief granted by the Supervisor of Banks in respect of the efficiency plans.

# Credit Risk

**General.** Credit risk is the risk of material impairment to the value of the Group and its ability to attain its goals as a result of deterioration in the ability of a borrower or counterparty to honor their obligations towards the Bank, in whole or in part.

For general information regarding credit risk quality (CRA), see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review on the Bank's Internet website, on the MAGNA website of the Israel Securities Authority and the MAYA website of the Tel Aviv Stock Exchange Ltd. (pp. 31–38) and in the Report for the first quarter of 2021.

## Ramifications of the Corona crisis

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The significant decrease in morbidity and the lifting of the third lockdown led to a resurgence in trade and the reopening of the economy as a whole, with greater economic activity being evident toward the end of the first quarter and continuing into the second quarter. These factors have had a positive impact on the position of businesses and borrowers, as well as on macroeconomic parameters. However, the overall economic ramifications of the Corona crisis are still not clear and depend on the rate of economic recovery and the return of the various economic sectors to full activity.

For additional details, see "Main developments in the first quarter of 2021", and for details regarding "Debts whose terms have been changed within the framework of coping with the Corona virus" see the Report for the first quarter of 2021.

## Credit risk by economic sectors

Presented below are data regarding credit risk by economic sectors. It should be noted that the increase in the amount of non-problematic credit, which is not classified as performing, is due mainly to giving expression to the higher credit risk in light of assessing the effect of the Corona crisis on economic activity in economy.

### Total Credit Risk Classified by Economic Sectors on a Consolidated Basis

	March 31, 2021										
	Total Credit Risk <sup>(1)</sup>				Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
	Total <sup>(9)</sup>	Credit Performance Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Of which:			Credit Losses <sup>(4)</sup>			
Total Debts <sup>(2)(11)</sup>					Problematic <sup>(5)</sup>	Impaired	Periodic Credit Loss Expenses (expense release)	Accounting Write-Offs during the Period	Net Recognized during the Period	Balance of Allowance for Credit Losses	
in NIS millions											
<b>Lending Activity in Israel</b>											
Agriculture	1,413	1,350	20	43	1,405	1,119	20	10	3	2	20
Mining & Quarrying	639	600	38	1	639	434	38	<sup>(12)</sup> 38	1	-	6
Industry	15,103	13,839	778	486	14,967	9,067	778	267	(1)	11	331
Construction and Real Estate - Construction	<sup>(6)</sup> 34,299	33,020	493	786	<sup>(6)</sup> 34,263	17,392	493	151	(35)	19	290
Construction and Real Estate - Real Estate Activity	13,001	12,377	325	299	12,921	11,572	320	140	(7)	-	217
Electricity and Water	4,769	4,718	35	16	4,237	2,958	35	2	(3)	1	22
Commerce	22,442	20,938	664	840	22,271	17,532	659	199	(22)	1	536
Hotels, Hotel Services and Food	2,175	1,617	396	162	2,175	1,863	396	119	(11)	1	91
Transportation and Storage	5,842	5,208	469	165	5,713	4,932	469	193	(1)	3	172
Communication and Computer Services	2,247	2,050	48	149	2,204	1,570	48	44	(44)	(16)	81
Financial Services	18,455	17,594	349	512	15,476	10,276	349	298	4	-	101
Other Business Services	7,984	7,030	280	674	7,952	5,546	280	97	(10)	4	221
Public and Community Services	10,002	9,750	102	150	9,990	8,928	102	25	(9)	-	44
<b>Total Commercial</b>	<b>138,371</b>	<b>130,091</b>	<b>3,997</b>	<b>4,283</b>	<b>134,213</b>	<b>93,189</b>	<b>3,987</b>	<b>1,583</b>	<b>(135)</b>	<b>26</b>	<b>2,132</b>
Private Individuals - Housing Loans	50,775	48,876	294	1,605	50,775	44,147	294	2	(2)	2	251
Private Individuals - Other	65,933	62,615	620	2,698	65,906	30,705	620	258	(57)	3	912
<b>Total Public</b>	<b>255,079</b>	<b>241,582</b>	<b>4,911</b>	<b>8,586</b>	<b>250,894</b>	<b>168,041</b>	<b>4,901</b>	<b>1,843</b>	<b>(194)</b>	<b>31</b>	<b>3,295</b>
Banks in Israel	2,036	2,036	-	-	1,004	894	-	-	-	-	-
Israeli Government	32,213	32,213	-	-	2,700	1,764	-	-	-	-	-
<b>Total Lending Activity in Israel</b>	<b>289,328</b>	<b>275,831</b>	<b>4,911</b>	<b>8,586</b>	<b>254,598</b>	<b>170,699</b>	<b>4,901</b>	<b>1,843</b>	<b>(194)</b>	<b>31</b>	<b>3,295</b>

For footnotes see next page.

**Total Credit Risk Classified by Economic Sectors on a Consolidated Basis (continued)**

March 31, 2021											
Total Credit Risk <sup>(1)</sup>					Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
	Total <sup>(9)</sup>	Credit Performance Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Credit Losses <sup>(4)</sup>						
					Total Debts <sup>(2)(11)</sup>	Of which: Problematic <sup>(5)</sup>	Impaired	Periodic Credit Loss Expenses (expense release)	Net Accounting Write-Offs Recognized during the Period	Balance of Allowance for Credit Losses	
in NIS millions											
<b>Lending Activity Outside of Israel</b>											
Agriculture	258	52	-	206	258	189	-	-	-	-	2
Mining & Quarrying	283	283	-	-	10	10	-	-	-	-	-
Industry	6,296	5,636	295	365	5,852	3,455	211	23	(7)	-	58
Construction and Real Estate - Construction	190	188	-	2	190	101	-	-	-	-	1
Construction and Real Estate - Real Estate Activity	11,849	9,061	1,644	1,144	11,549	10,468	1,577	234	51	22	284
Electricity and Water	472	472	-	-	164	19	-	-	-	-	-
Commerce	7,753	6,997	178	578	7,674	4,719	178	-	(5)	(3)	49
Hotels, Hotel Services and Food	1,791	383	1,375	33	1,763	1,722	1,363	346	(11)	-	94
Transportation and Storage	843	843	-	-	652	639	-	-	(2)	-	7
Communication and Computer Services	199	193	3	3	166	113	3	3	-	-	1
Financial Services	11,658	11,592	51	15	2,659	1,409	51	14	1	-	14
Of which: Federal agencies in the U.S. <sup>(7)</sup>	7,815	7,815	-	-	-	-	-	-	-	-	-
Other Business Services	994	875	3	116	856	588	3	-	(1)	-	4
Public and Community Services <sup>(6)</sup>	4,902	3,955	394	553	4,279	3,958	387	-	18	-	50
<b>Total Commercial</b>	<b>47,488</b>	<b>40,530</b>	<b>3,943</b>	<b>3,015</b>	<b>36,072</b>	<b>27,390</b>	<b>3,773</b>	<b>620</b>	<b>44</b>	<b>19</b>	<b>564</b>
Private Individuals - Housing Loans	218	185	5	28	218	200	5	-	-	-	3
Private Individuals - Other	1,872	1,791	47	34	1,870	1,270	47	-	1	-	13
<b>Total Public</b>	<b>49,578</b>	<b>42,506</b>	<b>3,995</b>	<b>3,077</b>	<b>38,160</b>	<b>28,860</b>	<b>3,825</b>	<b>620</b>	<b>45</b>	<b>19</b>	<b>580</b>
Banks Outside of Israel	4,379	4,379	-	-	3,117	3,063	-	-	-	-	-
Governments Outside of Israel	4,451	4,451	-	-	1,756	1,756	-	-	2	-	17
<b>Total Lending Activity Outside of Israel</b>	<b>58,408</b>	<b>51,336</b>	<b>3,995</b>	<b>3,077</b>	<b>43,033</b>	<b>33,679</b>	<b>3,825</b>	<b>620</b>	<b>47</b>	<b>19</b>	<b>597</b>
<b>TOTAL</b>	<b>347,736</b>	<b>327,167</b>	<b>8,906</b>	<b>11,663</b>	<b>297,631</b>	<b>204,378</b>	<b>8,726</b>	<b>2,463</b>	<b>(147)</b>	<b>50</b>	<b>3,892</b>

Footnotes:

- (1) Balance Sheet and Off-Balance Sheet Credit Risk, including in respect of derivative instruments. Including: Debts<sup>(2)</sup>, bonds, securities borrowed or purchased under agreements to resell, assets in respect of derivative instruments, and credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, guarantees and liabilities on account of clients in an amount of NIS 204,378 million, NIS 42,793 million, NIS 1,135 million, NIS 5,099 million, NIS 94,331 million, respectively.
- (2) Credit to the Public, Credit to Governments, deposits with banks and other debts, excluding investments in bonds and securities borrowed or purchased under resale and assets in respect of Maof Market operations.
- (3) Credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, excluding in respect of derivative instruments.
- (4) Including in respect of off-balance sheet credit instruments (stated in the balance sheet under "Other liabilities").
- (5) Balance sheet and off-balance sheet credit risk, which is impaired, substandard or under special mention, including in respect of housing loans, in respect of which an allowance is made according to the extent of arrears, and housing loans in respect of which no allowance is made according to the extent of arrears, and are in arrears of 90 days or more.
- (6) Including acquisition groups in an amount of NIS 206 million.
- (7) Including mortgage backed securities in the amount of NIS 7,340 million, issued by GNMA and in the amount of NIS 474 million, issued by FNMA and FHLMC.
- (8) Including mainly municipal bonds and bonds of states in the U.S.
- (9) Including credit facilities guaranteed by banks outside the Group in the amount of NIS 6,867 million.
- (10) Credit risk, the credit rating thereof at date of reporting matches the credit rating for the granting of new credit in accordance with the Bank's policy.
- (11) The balance of commercial debts includes housing loans in the amount of NIS 230 million, which are combined in the layout of transactions and collateral of commercial borrowers' business, or which were granted to acquisition groups, the projects being built by them are in the course of construction.

**Total Credit Risk Classified by Economic Sectors on a Consolidated Basis (continued)**

March 31, 2020											
Total Credit Risk <sup>(1)</sup>					Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
	Total <sup>(9)</sup>	Credit Performance Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Credit Losses <sup>(4)</sup>						
					Of Total Debts <sup>(2)(11)</sup>	Of which: Problematic <sup>(5)</sup>	Impaired	Periodic Credit Loss Expenses	Net Accounting Write-Offs during the Period	Balance of Allowance for Credit Losses	
in NIS millions											
<b>Lending Activity in Israel</b>											
Agriculture	1,279	1,213	15	51	1,246	975	15	7	2	1	18
Mining & Quarrying	1,394	1,001	349	44	1,360	1,073	316	308	17	1	25
Industry	14,486	13,347	592	547	14,254	8,700	590	167	46	2	279
Construction and Real Estate - Construction	<sup>(6)</sup> 31,658	30,848	543	267	<sup>(6)</sup> 31,622	15,158	543	200	47	6	307
Construction and Real Estate - Real Estate Activity	12,284	11,455	213	616	12,137	10,859	213	137	17	(7)	110
Electricity and Water	3,524	3,471	35	18	3,228	2,480	35	2	10	2	19
Commerce	22,060	20,443	546	1,071	21,913	18,734	546	208	118	19	496
Hotels, Hotel Services and Food	1,946	1,603	136	207	1,932	1,666	136	108	13	1	29
Transportation and Storage	6,173	5,396	397	380	6,007	4,907	395	144	31	8	145
Communication and Computer Services	2,444	2,294	72	78	2,364	1,909	72	61	7	1	106
Financial Services	14,390	13,795	484	111	10,468	8,027	480	423	3	1	93
Other Business Services	7,688	6,847	135	706	7,664	5,455	135	85	49	11	138
Public and Community Services	9,053	8,868	83	102	9,014	7,916	83	12	13	1	42
<b>Total Commercial</b>	<b>128,379</b>	<b>120,581</b>	<b>3,600</b>	<b>4,198</b>	<b>123,209</b>	<b>87,859</b>	<b>3,559</b>	<b>1,862</b>	<b>373</b>	<b>47</b>	<b>1,807</b>
Private Individuals - Housing Loans	41,846	38,781	386	2,679	41,846	38,144	385	5	29	-	234
Private Individuals - Other	67,660	63,753	588	3,319	67,654	31,470	589	192	182	63	827
<b>Total Public</b>	<b>237,885</b>	<b>223,115</b>	<b>4,574</b>	<b>10,196</b>	<b>232,709</b>	<b>157,473</b>	<b>4,533</b>	<b>2,059</b>	<b>584</b>	<b>110</b>	<b>2,868</b>
Banks in Israel	2,130	1,690	-	440	777	656	-	-	-	-	-
Israeli Government	31,782	31,782	-	-	3,103	2,853	-	-	-	-	-
<b>Total Lending Activity in Israel</b>	<b>271,796</b>	<b>256,586</b>	<b>4,574</b>	<b>10,636</b>	<b>236,589</b>	<b>160,982</b>	<b>4,533</b>	<b>2,059</b>	<b>584</b>	<b>110</b>	<b>2,868</b>

For footnotes see next page.

**Total Credit Risk Classified by Economic Sectors on a Consolidated Basis (continued)**

March 31, 2020											
Total Credit Risk <sup>(1)</sup>					Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
	Total <sup>(9)</sup>	Credit Performance Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Credit Losses <sup>(4)</sup>						
					Total Debts <sup>(2)(11)</sup>	Of which: Problematic <sup>(5)</sup>	Impaired Expenses	Periodic Credit Loss during the Period	Net Accounting Write-Offs recognized	Balance of Allowance for Credit Losses	
in NIS millions											
<b>Lending Activity Outside of Israel</b>											
Agriculture	300	129	-	171	300	205	-	-	-	-	3
Mining & Quarrying	327	327	-	-	-	-	-	-	-	-	-
Industry	6,761	6,287	319	155	5,951	3,764	319	-	(3)	(2)	61
Construction and Real Estate - Construction	236	235	-	1	163	118	-	-	-	-	1
Construction and Real Estate - Real Estate Activity	11,504	10,124	701	679	10,961	10,041	695	224	44	15	189
Electricity and Water	645	645	-	-	335	195	-	-	-	-	1
Commerce	7,463	6,342	309	812	7,239	4,666	309	70	(4)	15	55
Hotels, Hotel Services and Food	1,569	1,310	40	219	1,539	1,501	40	40	4	-	15
Transportation and Storage	960	953	6	1	782	756	1	1	3	-	8
Communication and Computer Services	263	234	5	24	154	115	5	5	-	-	1
Financial Services	11,131	11,095	-	36	2,629	1,531	-	-	5	-	13
Of which: Federal agencies in the U.S. <sup>(7)</sup>	7,249	7,249	-	-	-	-	-	-	-	-	-
Other Business Services	849	733	114	2	816	626	114	-	8	-	15
Public and Community Services <sup>(6)</sup>	4,602	4,127	28	447	3,841	3,615	28	-	11	-	30
<b>Total Commercial</b>	<b>46,610</b>	<b>42,541</b>	<b>1,522</b>	<b>2,547</b>	<b>34,710</b>	<b>27,133</b>	<b>1,511</b>	<b>340</b>	<b>68</b>	<b>28</b>	<b>392</b>
Private Individuals - Housing Loans	248	233	6	9	248	247	6	-	1	-	3
Private Individuals - Other	1,982	1,964	13	5	1,982	1,362	13	-	3	-	12
<b>Total Public</b>	<b>48,840</b>	<b>44,738</b>	<b>1,541</b>	<b>2,561</b>	<b>36,940</b>	<b>28,742</b>	<b>1,530</b>	<b>340</b>	<b>72</b>	<b>28</b>	<b>407</b>
Banks Outside of Israel	4,217	4,181	36	-	2,178	2,150	-	-	-	-	1
Governments Outside of Israel	3,113	3,113	-	-	1,553	1,553	-	-	-	-	-
<b>Total Lending Activity Outside of Israel</b>	<b>56,170</b>	<b>52,032</b>	<b>1,577</b>	<b>2,561</b>	<b>40,671</b>	<b>32,445</b>	<b>1,530</b>	<b>340</b>	<b>72</b>	<b>28</b>	<b>408</b>
<b>TOTAL</b>	<b>327,966</b>	<b>308,618</b>	<b>6,151</b>	<b>13,197</b>	<b>277,260</b>	<b>193,427</b>	<b>6,063</b>	<b>2,399</b>	<b>656</b>	<b>138</b>	<b>3,276</b>

Footnotes:

- (1) Balance Sheet and Off-Balance Sheet Credit Risk, including in respect of derivative instruments. Including: Debts<sup>(2)</sup>, bonds, securities borrowed or purchased under agreements to resell, assets in respect of derivative instruments, and credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, guarantees and liabilities on account of clients in an amount of NIS 193,427 million, NIS 41,512 million, NIS 488 million, NIS 7,757 million, NIS 84,782 million, respectively.
- (2) Credit to the Public, Credit to Governments, deposits with banks and other debts, excluding investments in bonds and securities borrowed or purchased under resale and assets in respect of Maof Market operations.
- (3) Credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, excluding in respect of derivative instruments.
- (4) Including in respect of off-balance sheet credit instruments (stated in the balance sheet under "Other liabilities").
- (5) Balance sheet and off-balance sheet credit risk, which is impaired, substandard or under special mention, including in respect of housing loans, in respect of which an allowance is made according to the extent of arrears, and housing loans in respect of which no allowance is made according to the extent of arrears, and are in arrears of 90 days or more.
- (6) Including acquisition groups in an amount of NIS 152 million.
- (7) Including mortgage backed securities in the amount of NIS 5,560 million, issued by GNMA and in the amount of NIS 700 million, issued by FNMA and FHLMC.
- (8) Including mainly municipal bonds and bonds of states in the U.S.
- (9) Including credit facilities guaranteed by banks outside the Group in the amount of NIS 7,206 million.
- (10) Credit risk, the credit rating thereof at date of reporting matches the credit rating for the granting of new credit in accordance with the Bank's policy.
- (11) The balance of commercial debts includes housing loans in the amount of NIS 203 million, which are combined in the layout of transactions and collateral of commercial borrowers' business, or which were granted to acquisition groups, the projects being built by them are in the course of construction.

**Total Credit Risk Classified by Economic Sectors on a Consolidated Basis (continued)**

December 31, 2020											
Total Credit Risk <sup>(1)</sup>					Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
Total <sup>(9)</sup>	Credit Performance Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Credit Losses <sup>(4)</sup>							
				Total	Of which: Debts <sup>(2)(11)</sup>	Problematic <sup>(5)</sup>	Impaired	Expenses	Periodic Credit Loss	Net Accounting Write-Offs Recognized during the Period	Balance of allowance for credit loss
in NIS millions											
<b>Lending Activity in Israel</b>											
Agriculture	1,330	1,268	18	44	1,315	1,036	18	8	2	-	18
Mining & Quarrying	640	632	6	2	640	408	6	6	-	5	5
Industry	15,116	13,900	796	420	14,939	8,774	796	234	122	13	346
Construction and Real Estate - Construction	<sup>(6)</sup> 33,119	31,700	630	789	<sup>(6)</sup> 33,050	16,999	630	153	115	39	342
Construction and Real Estate - Real Estate Activity	13,186	12,492	356	338	13,058	11,494	356	140	137	-	223
Electricity and Water	4,433	4,377	39	17	3,994	2,897	39	3	18	3	27
Commerce	22,581	21,085	639	857	22,300	18,007	629	181	215	49	560
Hotels, Hotel Services and Food	2,126	1,619	393	114	2,126	1,830	393	112	83	(3)	102
Communication and Computer Services	2,262	2,111	67	84	2,201	1,651	67	61	10	2	108
Financial Services	16,492	16,050	357	85	13,742	9,854	357	299	7	2	96
Other Business Services	7,871	6,930	284	657	7,830	5,546	284	73	167	32	235
Public and Community Services	9,884	9,621	131	132	9,862	8,839	131	23	24	-	53
<b>Total Commercial</b>	<b>135,217</b>	<b>127,308</b>	<b>4,162</b>	<b>3,747</b>	<b>131,065</b>	<b>92,246</b>	<b>4,152</b>	<b>1,486</b>	<b>965</b>	<b>152</b>	<b>2,291</b>
Private Individuals - Housing Loans	47,628	45,994	321	1,313	47,628	42,457	321	2	69	19	255
Private Individuals - Other	65,857	62,037	711	3,109	65,850	30,397	711	259	449	185	973
<b>Total Public</b>	<b>248,702</b>	<b>235,339</b>	<b>5,194</b>	<b>8,169</b>	<b>244,543</b>	<b>165,100</b>	<b>5,184</b>	<b>1,747</b>	<b>1,483</b>	<b>356</b>	<b>3,519</b>
Banks in Israel	2,557	2,557	-	-	964	849	-	-	-	-	-
Israeli Government	32,129	32,129	-	-	2,241	1,755	-	-	-	-	-
<b>Total Lending Activity in Israel</b>	<b>283,388</b>	<b>270,025</b>	<b>5,194</b>	<b>8,169</b>	<b>247,748</b>	<b>167,704</b>	<b>5,184</b>	<b>1,747</b>	<b>1,483</b>	<b>356</b>	<b>3,519</b>

For footnotes see next page.

**Total Credit Risk Classified by Economic Sectors on a Consolidated Basis (continued)**

December 31, 2020											
Total Credit Risk <sup>(1)</sup>					Debts <sup>(2)</sup> and off-balance sheet Credit Risk (excluding Derivatives) <sup>(3)</sup>						
	Total <sup>(9)</sup>	Credit Rating <sup>(10)</sup>	Problematic <sup>(5)</sup>	Non-problematic credit risk, not in credit granting rating	Credit Losses <sup>(4)</sup>						
					Total Debts <sup>(2)(11)</sup>	Of which: Problematic <sup>(5)</sup>	Impaired Expenses	Periodic Credit Loss	Net Accounting Write-Offs during the Period	Balance of allowance for credit loss	
in NIS millions											
<b>Lending Activity Outside of Israel</b>											
Agriculture	276	276	-	-	276	192	-	-	-	-	2
Mining & Quarrying	301	301	-	-	20	20	-	-	-	-	-
Industry	6,249	5,743	221	285	5,766	3,408	221	24	2	(2)	63
Construction and Real Estate - Construction	183	183	-	-	183	132	-	-	(3)	(4)	2
Construction and Real Estate - Real Estate Activity	11,393	9,219	1,123	1,051	10,979	9,780	1,061	185	116	11	249
Electricity and Water	501	501	-	-	184	18	-	-	-	-	-
Commerce	7,213	6,414	175	624	7,081	4,441	175	-	(18)	2	49
Hotels, Hotel Services and Food	1,833	363	1,367	103	1,803	1,738	1,367	299	96	-	103
Transportation and Storage	848	836	12	-	673	656	-	-	3	-	8
Communication and Computer Services	168	165	3	-	151	115	3	3	3	2	1
Financial Services	10,578	10,489	52	37	2,494	1,343	52	14	6	-	13
Of which: Federal agencies in the U.S. <sup>(7)</sup>	6,889	6,889	-	-	-	-	-	-	-	-	-
Other Business Services	919	802	5	112	782	535	5	-	(2)	-	5
Public and Community Services <sup>(8)</sup>	4,482	3,939	116	427	3,791	3,521	116	-	14	-	31
<b>Total Commercial</b>	<b>44,944</b>	<b>39,231</b>	<b>3,074</b>	<b>2,639</b>	<b>34,183</b>	<b>25,899</b>	<b>3,000</b>	<b>525</b>	<b>217</b>	<b>9</b>	<b>526</b>
<b>Private Individuals -</b>											
Housing Loans	199	181	6	12	199	194	6	-	1	-	3
Private Individuals - Other	1,850	1,840	6	4	1,849	1,286	6	-	3	-	11
<b>Total Public</b>	<b>46,993</b>	<b>41,252</b>	<b>3,086</b>	<b>2,655</b>	<b>36,231</b>	<b>27,379</b>	<b>3,012</b>	<b>525</b>	<b>221</b>	<b>9</b>	<b>540</b>
Banks Outside of Israel	4,569	4,569	-	-	2,761	2,707	-	-	(1)	-	-
Governments Outside of Israel	3,775	3,775	-	-	1,718	1,718	-	-	15	-	15
<b>Total Lending Activity Outside of Israel</b>	<b>55,337</b>	<b>49,596</b>	<b>3,086</b>	<b>2,655</b>	<b>40,710</b>	<b>31,804</b>	<b>3,012</b>	<b>525</b>	<b>235</b>	<b>9</b>	<b>555</b>
<b>TOTAL</b>	<b>338,725</b>	<b>319,621</b>	<b>8,280</b>	<b>10,824</b>	<b>288,458</b>	<b>199,508</b>	<b>8,196</b>	<b>2,272</b>	<b>1,718</b>	<b>365</b>	<b>4,074</b>

Footnotes:

- (1) Balance Sheet and Off-Balance Sheet Credit Risk, including in respect of derivative instruments. Including: Debts<sup>(2)</sup>, bonds, securities borrowed or purchased under agreements to resell, assets in respect of derivative instruments, and credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, guarantees and liabilities on account of clients in an amount of NIS 199,508 million, NIS 41,692 million, NIS 1,074 million, NIS 6,399 million, NIS 90,052 million, respectively.
- (2) Credit to the Public, Credit to Governments, deposits with banks and other debts, excluding investments in bonds and securities borrowed or purchased under resale and assets in respect of Maof Market operations.
- (3) Credit risk in respect of off-balance sheet financial instruments, as calculated for single borrower liability limitation, excluding in respect of derivative instruments.
- (4) Including in respect of off-balance sheet credit instruments (stated in the balance sheet under "Other liabilities").
- (5) Balance sheet and off-balance sheet credit risk, which is impaired, substandard or under special mention, including in respect of housing loans, in respect of which an allowance is made according to the extent of arrears, and housing loans in respect of which no allowance is made according to the extent of arrears, and are in arrears of 90 days or more.
- (6) Including acquisition groups in an amount of NIS 214 million.
- (7) Including mortgage backed securities in the amount of NIS 6,385 million, issued by GNMA and in the amount of NIS 504 million, issued by FNMA and FHLMC.
- (8) Including mainly municipal bonds and bonds of states in the U.S.
- (9) Including credit facilities guaranteed by banks outside the Group in the amount of NIS 7,022 million.
- (10) Credit risk, the credit rating thereof at date of reporting matches the credit rating for the granting of new credit in accordance with the Bank's policy of the Bank.
- (11) The balance of commercial debts includes housing loans in the amount of NIS 212 million, which are combined in the layout of transactions and collateral of commercial borrowers' business, or which were granted to acquisition groups, the projects being built by them are in the course of construction.
- (12) Reclassified - following improvement of data.

## Credit Exposure to Foreign Financial Institutions

In view of the Corona crisis, the Bank conducts a follow-up of the scope of exposure, and collects the credit exposure in banks having a high rating. About 92% of the exposure as of March 31, 2021, is to financial institutions rated "A-" rating or higher, compared with about 87% as of December 31, 2020. For additional details, see the Report for the first quarter of 2021.

## Drafts and Instructions published during the first quarter of 2021

**Proper Conduct of Banking Business Directive No. 315 – Sectorial indebtedness limitation.** The Supervisor of Banks published on January 7, 2021, an update to the Directive, changing the definition of "indebtedness" in a way in which the indebtedness of a sector, in respect of which the banking corporation had purchased credit security qualified for the purpose of mitigating credit risk, as stated in Directive 203, shall be classified in accordance with the sector of operation of the provider of the security.

**Provisional instruction regarding the Corona.** The Supervisor of Banks issued a circular on January 7, 2021, with respect to additional amendments to Proper Conduct of Banking Business Directives regarding the confrontation with the Corona virus (Provisional Instruction No. 250 – amendment of Proper Conduct of Banking Business Directive No. 311 in the matter of credit risk management, and amendment of Proper Conduct of Banking Business Directive No. 315 in the matter of Sectorial indebtedness limitation) – according to which, where the borrower is a small or minute business – the financial statements shall be considered as updated if submitted within a period of up to fourteen months from date of the most recent financial statements. Approval of credit to small businesses in the absence of a financial report for the year 2019, shall be granted subject to obtaining updated financial information that allows a reliable analysis of the financial condition of the customer, such as VAT reports. Credit restriction relating to the construction and real estate sector, including indebtedness in respect of national infrastructure projects, is increased from a ratio of 24% to 26% of total public indebtedness (total indebtedness of this sector, net of indebtedness in respect of national infrastructure projects, shall not exceed 22%). The relief has been extended to December 31, 2025.

**Proper Conduct of Banking Business Directive in the matter of consumer credit.** The Supervisor of Banks published on February 2, 2021, Proper Conduct of Banking Business Directive No. 311A in the matter of consumer credit, intended to compile all the requirements made regarding the activity of the banking system involving consumer customers, inter alia, regarding the following matters: existence of a proper organizational culture, policy and procedures ensuring proper and fair credit marketing processes, in particular processes involving initiated marketing of credit and existence of proper credit approval processes.

**Use of outsourcing for the offering to customers of credit products.** A draft amendment of Proper Conduct of Banking Business Directive No. 359A was published on May 6, 2021, intended to allow banks to refer to outsourcing, activities involving initiated approaches to customers offering them credit products and directing them to the banking corporation, subject to fulfillment of the instructions stated in Proper Conduct of Banking Business Directive No. 311A.

## The credit quality of credit exposures (CR1)

### Credit quality of credit exposure

	Gross balances		Allowances for credit losses or impairment in value	Net balance
	Impaired or in arrears of 90 days or over	Other		
in NIS millions				
March 31, 2021				
Debts, excluding bonds	4,316	197,003	3,609	197,710
Bonds	89	40,143	-	40,232
Off-balance sheet exposure	54	102,524	266	102,312
<b>Total</b>	<b>4,459</b>	<b>339,670</b>	<b>3,875</b>	<b>340,254</b>
March 31, 2020				
Debts, excluding bonds	2,778	188,006	3,016	187,768
Bonds	43	37,767	-	37,810
Off-balance sheet exposure	97	94,046	247	93,896
<b>Total</b>	<b>2,918</b>	<b>319,819</b>	<b>3,263</b>	<b>319,474</b>
December 31, 2020				
Debts, excluding bonds	3,782	193,080	3,762	193,100
Bonds	13	39,498	-	39,511
Off-balance sheet exposure	65	98,759	298	98,526
<b>Total</b>	<b>3,860</b>	<b>331,337</b>	<b>4,060</b>	<b>331,137</b>

For details regarding changes in the balance of impaired debts (CR2) and for the additional disclosure regarding the credit quality of credit exposures (CRB), see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review on the Bank's Internet website, on the MAGNA website of the Israel Securities Authority and the MAYA website of the Tel Aviv Stock Exchange Ltd. (pp. 38-40).

## Qualitative disclosure requirements regarding credit risk mitigation techniques (CRC)

For details regarding credit risk mitigation and mitigating the risk in respect of credit concentration, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review on the Bank's Internet website, on the MAGNA website of the Israel Securities Authority and the MAYA website of the Tel Aviv Stock Exchange Ltd. (pp. 48-49).

## Credit risk mitigation techniques – Review (CR3)

### Methods for credit risk mitigation - Quantitative disclosure

	Unsecured			Secured					
	Total balance sheet balance	Total balance sheet balance	Of which: secured amount	Of which: by collateral Balance sheet balance	Of which: by collateral Of secured amount	Of which: by financial guarantees Balance sheet balance	Of which: by financial guarantees Of secured amount	Of which: by credit derivatives Balance sheet balance	Of which: by credit derivatives Of secured amount
in NIS millions									
March 31, 2021									
Debts, excluding bonds	163,660	34,050	16,143	25,506	7,599	8,544	8,544	-	-
Bonds	40,232	-	-	-	-	-	-	-	-
<b>Total</b>	<b>203,892</b>	<b>34,050</b>	<b>16,143</b>	<b>25,506</b>	<b>7,599</b>	<b>8,544</b>	<b>8,544</b>	-	-
Of which: Impaired or in arrears of 90 days or over <sup>(1)</sup>	1,050	2,084	1,075	331	75	1,753	1,000	-	-
March 31, 2020									
Debts, excluding bonds	160,468	27,300	13,296	20,897	6,893	6,403	6,403	-	-
Bonds	37,810	-	-	-	-	-	-	-	-
<b>Total</b>	<b>198,278</b>	<b>27,300</b>	<b>13,296</b>	<b>20,897</b>	<b>6,893</b>	<b>6,403</b>	<b>6,403</b>	-	-
Of which: Impaired or in arrears of 90 days or over <sup>(1)</sup>	1,407	342	61	342	61	-	-	-	-
December 31, 2020									
Debts, excluding bonds	159,296	33,804	15,277	25,748	7,221	8,056	8,056	-	-
Bonds	39,511	-	-	-	-	-	-	-	-
<b>Total</b>	<b>198,807</b>	<b>33,804</b>	<b>15,277</b>	<b>25,748</b>	<b>7,221</b>	<b>8,056</b>	<b>8,056</b>	-	-
Of which: Impaired or in arrears of 90 days or over <sup>(1)</sup>	1,090	1,338	792	274	15	1,064	777	-	-

:Note

(1) Not including an accumulating impaired debt in the amount of NIS 621 million (March 31,2020: NIS 532 million, December 31,2020: NIS 635 million)

## Standardized approach – exposures by asset classes and risk weights (CR5)

### Exposures according to classes of assets and risk weights

	0%	20%	35%	50%	60%	75%	100%	150%	Total amount of credit exposure (after CCF and CRM)
in NIS millions									
March 31, 2021									
Sovereigns, their central banks and national monetary authority	84,080	28	-	-	-	-	157	5	84,270
Public sector entities (PSE) which are not central governments	1,752	7,415	-	1,473	-	-	30	-	10,670
Banks (including multilateral development banks)	-	10,833	-	107	-	-	38	-	10,978
Corporations	-	8,500	-	683	-	-	93,579	170	102,932
Retail exposures for private individuals	-	-	-	-	-	28,818	145	-	28,963
Loans to small businesses	-	-	-	-	-	12,899	14	-	12,913
Secured by residential property	-	-	12,889	14,211	8,415	8,816	657	-	44,988
Secured by commercial real estate	-	-	-	-	-	-	4,356	-	4,356
Loans in arrears	-	-	-	-	-	-	525	1,394	1,919
Other assets	2,526	47	-	-	-	-	5,799	1,298	9,670
Of which: in respect of shares	-	-	-	-	-	-	504	909	1,413
<b>Total</b>	<b>88,358</b>	<b>26,823</b>	<b>12,889</b>	<b>16,474</b>	<b>8,415</b>	<b>50,533</b>	<b>105,300</b>	<b>2,867</b>	<b>311,659</b>
March 31, 2020									
Sovereigns, their central banks and national monetary authority	60,325	115	-	-	-	-	461	-	60,901
Public sector entities (PSE) which are not central governments	1,390	7,857	-	1,533	-	-	32	-	10,812
Banks (including multilateral development banks)	-	8,784	-	128	-	-	17	-	8,929
Corporations	-	8,718	-	672	-	-	(1)91,224	106	100,720
Retail exposures for private individuals	-	-	-	-	-	30,167	144	-	30,311
Loans to small businesses	-	-	-	-	-	13,297	5	-	13,302
Secured by residential property	-	-	11,786	11,745	5,139	9,070	515	-	38,255
Secured by commercial real estate	-	-	-	-	-	-	(1)3,025	-	3,025
Loans in arrears	-	-	-	-	-	-	894	827	1,721
Other assets	3,043	700	-	-	-	-	4,700	1,094	9,537
Of which: in respect of shares	-	-	-	-	-	-	304	768	1,072
<b>Total</b>	<b>64,758</b>	<b>26,174</b>	<b>11,786</b>	<b>14,078</b>	<b>5,139</b>	<b>52,534</b>	<b>101,017</b>	<b>2,027</b>	<b>277,513</b>
December 31, 2020									
Sovereigns, their central banks and national monetary authority	76,027	46	-	-	-	-	107	38	76,218
Public sector entities (PSE) which are not central governments	1,537	7,540	-	1,274	-	-	54	-	10,405
Banks (including multilateral development banks)	-	10,436	-	93	-	-	33	-	10,562
Corporations	-	8,762	-	722	-	-	(1)90,506	115	100,105
Retail exposures for private individuals	-	-	-	-	-	28,712	119	-	28,831
Loans to small businesses	-	-	-	-	-	12,978	29	-	13,007
Secured by residential property	-	-	12,559	13,568	7,486	8,904	579	-	43,096
Secured by commercial real estate	-	-	-	-	-	-	(1)4,214	-	4,214
Loans in arrears	-	-	-	-	-	-	596	1,017	1,613
Other assets	2,601	52	-	-	-	-	5,302	1,202	9,157
Of which: in respect of shares	-	-	-	-	-	-	257	848	1,105
<b>Total</b>	<b>80,165</b>	<b>26,836</b>	<b>12,559</b>	<b>15,657</b>	<b>7,486</b>	<b>50,594</b>	<b>101,539</b>	<b>2,372</b>	<b>297,208</b>

Footnote:

(1) Improvement of the data.

## Counterparty credit risk

For a qualitative disclosure related to counterparty credit risk (CCRA), see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 53–55).

### Analysis of exposure to counterparty credit risk (CCR) according to the regulatory approach (CCR1)

	Replacement cost	Potential future exposure	EAD after CRM	RWA
in NIS millions				
March 31, 2021				
Current exposure method	1,975	1,709	3,223	2,148
The comprehensive approach to credit risk mitigation (for securities financing transactions [SFT])	-	-	2,011	877
<b>Total</b>	<b>1,975</b>	<b>1,709</b>	<b>5,234</b>	<b>3,025</b>
March 31, 2020				
Current exposure method	2,819	1,748	4,000	2,487
The comprehensive approach to credit risk mitigation (for securities financing transactions [SFT])	-	-	1,116	665
<b>Total</b>	<b>2,819</b>	<b>1,748</b>	<b>5,116</b>	<b>3,152</b>
December 31, 2020				
Current exposure method	2,350	1,575	3,204	2,034
The comprehensive approach to credit risk mitigation (for securities financing transactions [SFT])	-	-	1,741	667
<b>Total</b>	<b>2,350</b>	<b>1,575</b>	<b>4,945</b>	<b>2,701</b>

### Credit valuation adjustment (CVA) capital charge (CCR2)

	EAD after CRM	RWA
in NIS millions		
March 31, 2021		
<b>Total portfolios for which CVA is calculated according to the standardised approach</b>	<b>3,216</b>	<b>1,491</b>
March 31, 2020		
<b>Total portfolios for which CVA is calculated according to the standardised approach</b>	<b>3,852</b>	<b>2,216</b>
December 31, 2020		
<b>Total portfolios for which CVA is calculated according to the standardised approach</b>	<b>3,160</b>	<b>1,763</b>

The increase in the allocation of capital in respect of the adjustment of revaluation to credit risk stems from an increase in the derivatives activity with customers.

# Market Risk

For the general qualitative disclosure regarding market risks (MRA), see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 58-61).

## Quantitative disclosure

### (1) Limitations set by the Board of Directors

For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 61).

### (2) Interest Risk Exposure

#### General

The risk of loss, stemming from parallel and non-parallel movements in the return graph, and the impact of the optionality embedded in different financial instruments.

#### Relation between balance sheet items and the positions included in the disclosure of Market risk

The Group differentiates between two classes of portfolios: the trading portfolio and the banking book. These portfolios differ in the nature of exposure to market risks, reflected also in the management tools used in managing their market risks.

- The trading portfolio comprises of positions in financial instruments held for trading or with the aim of earning gains in the short-term. These positions are marketable and may be hedged in full. As a general rule, the trading portfolio is held by the dealing room and in trading bonds portfolios held by the "Nostro" unit.
- The banking book – all balance sheet assets and liabilities and the off-balance sheet items of the Group that are not included in the trading portfolio.

The risk indices used for the overall interest risk management, are presented in detail in the item "Additional information regarding exposure to market risk" below.

The models used for the management of interest risk in the banking portfolio only, are presented in detail in the Chapter "Interest risk" (IRRBB) in the banking portfolio below.

#### Relation between balance sheet items and the positions included in the disclosure of market risk

Assets	Affect of 100	Affect of 100	Liabilities	Affect of 100	Affect of 100
	BP as of March 31, 2021	BP as of December 31, 2020		BP as of March 31, 2021	BP as of December 31, 2020
in NIS millions					
Credit	2,310	2,343	Deposits	912	918
Available-for-sale securities portfolio	1,499	1,308	Debt notes	305	329
Trading securities portfolio	(6)	10	Off balance-sheet	251	301
Held-to-maturity securities portfolio	464	357	Current account spreading	2,037	2,108
Off balance-sheet	-	-	Employees rights	323	318
Other	36	42	Other	-	-
<b>Total</b>	<b>4,303</b>	<b>4,059</b>	<b>Total</b>	<b>3,828</b>	<b>3,974</b>

### (3) Additional information – models and risk indices

For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 63-66).

#### Principal indices for management

**Index for the sensitivity of economic value to changes in interest rates.** For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 64).

#### Details of the Group exposure and limitations - in the index of economic value sensitivity to parallel changes in interest graphs by 100 base points (the EVE Model)

	For the year ended on:			
	March 31, 2021		December 31, 2020	
	End of reported quarter	Maximum exposure during the quarter	End of reported year	Maximum exposure during the year
	in NIS millions			
Actual exposure	(476)	(476)	(85)	(402)
Limitation set by the Board of Directors	(1,184)	-	(1,184)	-
The scenario in which the exposure was measured	UP 100	UP 100	UP 100	UP 100

**The sensitivity of the accounting value index to changes in interest rates in intermediate scenarios.** For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 64).

#### Details of the Group exposure and limitations - reduction in accounting value in intermediary scenarios

	For the year ended on:			
	March 31, 2021		December 31, 2020	
	End of reported quarter	Maximum exposure during the quarter	End of reported year	Maximum exposure during the year
	in NIS millions			
Actual exposure	(900)	(1,003)	(864)	(902)
Limitation set by the Board of Directors	(1,282)		(1,281)	

#### Indices and additional models

##### The Value at Risk (VaR)

**The VaR of trading operations.** The VaR for the trading activity is calculated at daily intervals using the historical (hybrid) method, using a confidence level of 99% and a time horizon of one day.

The Board of Directors has set specific limits for the VaR on trading activity. No exceptions to the limits were recorded in the first quarter of 2021.

This estimate serves as one of the main tools in the management of the trading activity.

**Details of the exposure in terms of - VaR in trading activity**

	First quarter		End of year	
	2021		2020	
	End of reporting year	Maximum exposure during the year	End of reporting year	Maximum exposure during the year
	in NIS millions			
Actual exposure	5.4	7.4	5.4	7.0
Limitation set by the Board of Directors	30		30	

For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 65-66). For details regarding loss analysis in extreme scenarios (Stress Tests) and analysis of the anticipated interest income the NII (Net Interest Income) and the EaR (Earning at Risk) model, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 66).

**(4) Inflation and exchange rate exposure**

The Bank's Exposures to inflation and foreign currency exchange rates is performed from an economic perspective, taking into account the exposure's implications on accounting fluctuations where the accounting and the economic perspectives do not align. The measurement of the risk is performed through calculating the surplus/shortfall of assets to liabilities after including economic revisions.

The actual management of the exposures is conducted on a daily frequency on the basis of economic positions in the various linkage and currencies segments, which differ from the accounting positions which may be seen in Note 32 to the financial statements as of December 31, 2020. The principal change stems from the transfer of linkage segments of pension liabilities in respect of payroll and additional employee rights (from the shekel accounting-measurement segment to the economic-measurement linked segment).

Other changes are: the non-inclusion of losses or gains resulting from changes in the market value of foreign currency or index-linked bonds; the addition of foreign currency fixed assets as financial assets; the transfer of non-performing impaired foreign currency debts to the shekel-linked segment; and the addition of exposure to foreign currency in the severance pay fund for Bank employees (BLD) (only the difference between the severance pay provision and the value of the deposits with the fund is recorded in the accounting positions). The hedge relating to the structural position in foreign currency stemming from the investment in IDB New York has been removed in order to reduce the sensitivity of the capital ratio to changes in exchange rates.

The mix of investments in the various linkage segments is determined on current basis within the framework of the limitations presented below and on the basis of forecasts regarding the relevant market variables.

The exposure is measured separately for each material currency.

**Actual distribution of investment of the equity in relation to the set limitations (the data is stated in relation to the equity)**

Segment	Limitation	Year end	First quarter 2021			Year 2020		
			From	To	Average	Year end	From	To
CPI linked	35%-(35%)	27.4%	17.7%	27.4%	23.2%	6.1%	(0.7%)	6.4%
Foreign currency	15% - 30%	19.4%	19.7%	19.4%	19.6%	19.2%	19.2%	22.5%

The Group's underlying exposures presented in the above Table is based upon a monthly average. Notwithstanding, exposure management in each material subsidiary is conducted in an effective manner and at least once a week. In the Bank's opinion, the exposure to the various linkage bases at the end of the period characterizes the exposure during the period.

## (5) Management of positions in the trading portfolio

**Trading portfolios.** The Group distinguishes between exposure created in the course of managing the Bank's assets and liabilities and exposure to trading. Generally, trading exposures exist only at the parent company and they are concentrated mostly in the dealing room as part of the activity of the Bank as a "market maker" in government bonds in foreign currency and in derivatives. Occasional trading exposures occur at the subsidiaries in immaterial volume. The trading activity is intended at creating income while creating exposure within the approved risk limits for this activity, and maintaining daily and sub-daily monitoring and control.

As stated, trading activity is mainly focused on the dealing room, which both conducts trading with customers and transactions hedging the risks, and operations to generate profit as part of the management of market risks. In addition, a non-significant trading portfolio exist at the investments unit.

The Board of Directors has determined additional sets of limits pertaining to trading activities and to asset and liability management activities. Limitations on various trading activities were determined in terms of scope of activity, and in terms of sensitivity to risk factors including the VaR and the theoretical loss involved in stress tests. The limitations are monitored on a daily and intra-day basis by the control units of the Financial Markets Division. The Head of the Division has set a series of internal limits, within the framework of the limits set by the Board of Directors, aimed at providing advance warning when the Board of Directors' limits are approached and thereby preventing such limits being exceeded.

**Activity in derivative financial instruments.** The Bank is active in a wide range of derivative financial instruments both in shekels and in foreign currency and acts also as a "market maker" for some of which. A substantial part of the transactions are made "over the counter" (OTC) in accordance with customer needs and those of the Bank. The price determination for these transactions is based on returns and prices of base assets using accepted pricing models and taking into account market competition.

The market exposures, which are created as a result of activity in derivative financial instruments, both for inflation and foreign currency exchange rates and also for interest, are included within the framework of the Board of Directors' various limits. The counterparty exposures are managed under agreements for the transfer and set-off of collateral and vis-à-vis central clearing houses.

In addition, the Board of Directors has determined the variety of financial instruments available for the transaction of business by the Bank and the mode of the Bank's operation in each of them (whether on behalf of its customers or its own account), a scope restriction has also been set, intended to limit the operational risk involved in transactions made in such instrument. The volume of activity in respect of a certain instrument does not necessarily represent the level of financial risk inherent therein.

The total exposure and compliance with the Board of Directors limits are being measured and controlled on an ongoing basis by control functions of the first line of defense.

No deviations from limitations set by the Board of Directors were recorded in the first quarter of 2021.

The Bank's transactions in derivative financial instruments are made partly with banking institutions or with Tel-Aviv Stock Exchange members, who are subject to capital adequacy requirements or compliance with the level of security required by the Tel-Aviv Stock Exchange, and partly with other Bank's customers, who provide security in accordance with the Bank's procedures.

**Activity in the Ma'of market.** The Bank operates in the Ma'of share index market only on behalf of customers, while maintaining the security level required by the Tel-Aviv Stock Exchange. The Bank operates in options on the dollar exchange rates in the Ma'of market both on customers' behalf and on behalf of the Bank itself.

**Accounting data as to the volume of operation in derivative financial instruments of the Bank and its consolidated subsidiaries**

	March 31, 2021	December 31, 2020
	in NIS millions	
Not for trading derivatives	31,153	34,809
Of which: hedging derivatives	3,645	4,123
Trading derivatives	290,655	268,715
<b>Total</b>	<b>321,808</b>	<b>303,524</b>

**Accounting aspects.** The accounting policy with regard to the measurement of the value of derivative financial instruments and the results thereof, type of derivative financial transactions and instruments in accordance with the directives of the Supervisor of Banks, is stated in Notes 1 D 6 and 28 to the financial statements as of December 31, 2020 (pp. 143–144, 238–244).

According to the said directives of the Supervisor of Banks, most of the transactions in derivative financial instruments made by the Bank for managing market risks resulting from its financial base assets (ALM) are classified as "ALM transactions" and not as "hedging transactions". In terms of the said directives more stringent criteria have to be complied with so that transactions in derivative financial instruments could be considered as "hedging transactions".

The majority of base assets, the exposure of which to market risk, as stated, was managed by derivative financial instruments, are not marketable. Income and expenses generated by such assets are recognized on the accrual basis to the statements of profit and loss while the results of the transactions in derivative financial instruments defined as "ALM transactions" are computed, according to "fair value". Accordingly, no correlation exists between the recording of the base assets and the results they produce in accordance with generally accepted accounting principles and the transactions in derivative financial instruments in respect of those base assets, which are classified as "ALM transactions".

Details of financing income from derivative financial instruments are presented in Note 3 to the financial statements as of December 31, 2020 (p. 153) and Note 3 to the condensed financial statements as of March 31, 2021.

**Option risks.** Option risks relate to the loss that might be incurred as a result of changes in base assets and the volatility thereof, which affect the value of such options, including standard deviations. The Bank is active in a variety of types of options– vanilla options and "exotic" options of certain types as well as on a variety of base assets (foreign currency and interest rates).

The Bank's Board of Directors has set out guidelines regarding the permitted activity in options both as regards overall volume and in terms of the maximum impairment in value under stress tests and in cases of moderate scenarios. The scenarios relate to simultaneous changes in exchange rates, indices and in the volatility of base assets. In addition, the document by the Head of the Financial Markets Division includes limitations on maximum changes in the value of the option portfolio in terms of sensitivity indices ("GREEKS").

No deviations from limitations set by the Board of Directors were recorded in the first quarter of 2021.

**Market risk according to the standardized approach (MR1)**

The Bank computes the capital allocation required in respect of the exposure to market risks in accordance with the standardized approach, as prescribed by Proper Conduct of Banking Business Directive No. 208. The allotment to market risks includes:

- Interest and shares risks resulting from instruments in the trading portfolio. The interest risk is computed by the "periods to maturity" method;
- Foreign exchange risk of the banking corporation as a whole (eliminating a structural position in respect of IDB New York in accordance with the approval of the Supervisor of Banks).

In addition, in respect of each of the above mentioned risks, an optional component shall be added, in accordance with the "delta plus" method of the instruments included.

**Details of capital allocation to market risks according to the standard approach**

	Capital allocation as of	
	March 31, 2021	December 31, 2020
	In NIS millions	
Interest rate risk*	426	361
Foreign exchange rate risk	33	15
Share risk	1	-
Option risk	12	14
<b>Total for the Banking Group</b>	<b>472</b>	<b>390</b>
<b>Allocation in risk asset terms</b>	<b>4,039</b>	<b>3,337</b>

\* Including the specific risk in the amount of NIS 0.3 million and NIS 0.3 million as of March 31, 2021 and December 31, 2020, respectively.

The allocation to market risks in risk asset terms comprises approx. 2.03% of the total risk assets as of March 31, 2021, compared with approx. 1.73% as of December 31, 2020.

**Interest rate risk in the banking book (IRRBB)**

For details regarding behavioral economic models integrated in risk management and regarding behavioral assumptions applied in the assessment of interest risks, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 69–70).

For quantitative information regarding interest risk in the banking book and the trading book, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 70–71).

**Shares Risk**

For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 71–72).

## Liquidity risk

Liquidity risk is the risk to the stability of the Group stemming from the inability to provide for its liquidity needs and the difficulty to honor its obligations, due to unexpected developments, as a result thereof the Group would be compelled to raise funds and/or realize assets in a way that would result in a material loss. The Bank has determined a maximum exposure limitation to the liquidity risk.

### The liquidity coverage ratio – principal disclosures table (LIQ1)

	For the period of three months ended			
	March 31, 2021		December 31, 2020	
	In NIS millions			
	Total non-weighted value (average)	Total weighted value (average)	Total non-weighted value (average)	Total weighted value (average)
<b>Total high quality liquid assets</b>				
Total high quality liquid assets (HQLA)		66,852		64,815
<b>Cash outflows</b>				
Retail deposits from individuals and small businesses, of which:	141,265	9,652	139,490	9,374
Stable deposits	47,518	2,341	46,400	2,283
Less stable deposits	61,772	6,352	58,999	6,068
Deposits for periods exceeding 30 days (Section 84 of Proper Conduct of Banking Business Directive No. 221)	31,974	959	34,091	1,022
Unsecured wholesale financing, of which:	81,593	48,745	78,390	46,315
Deposits for operational purposes (all counterparties) and deposits with chains of cooperative banking corporations	1	-	-	-
Deposits not for operational purposes (all counterparties)	79,769	48,670	76,403	46,152
Unsecured debts	1,823	75	1,986	162
Secured wholesale financing	-	-	-	1
Additional liquidity requirements, of which:	77,932	18,354	77,433	18,814
Cash outflows in respect of exposure to derivatives and other collateral requirements	10,482	9,721	11,277	10,384
Cash outflows in respect of loss of financing of debt products	-	-	-	-
Credit and liquidity facilities	67,450	8,633	66,156	8,430
Other contractual financing commitments	26,202	836	25,598	823
Other conditional financing commitments	2,436	83	2,451	86
<b>Total cash outflows</b>		<b>77,670</b>		<b>75,411</b>
<b>Cash inflows</b>				
Secured loans (e.g., Reverse repo transactions)	974	974	577	577
Cash inflows from regularly performing exposure	24,290	20,690	24,002	20,201
Other cash inflows	12,384	10,093	13,153	10,697
<b>Total cash inflows</b>	<b>37,648</b>	<b>31,757</b>	<b>37,731</b>	<b>31,474</b>
		Total adjusted value		Total adjusted value
<b>Total High Quality Liquidity Asset (HQLA)</b>		<b>66,852</b>		<b>64,815</b>
<b>Total net cash outflows</b>		<b>45,913</b>		<b>43,937</b>
Liquidity Coverage Ratio		145.6%		147.5%

## Liquidity risk – qualitative disclosure and additional disclosures in respect to the liquidity coverage ratio (LIQA)

For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 73–78).

### Liquidity coverage ratio – Proper Conduct of Banking Business Directive No. 221 in the matter of "liquidity coverage ratio"

For details regarding the Proper Conduct of Banking Business Directive No. 221 in the matter of "liquidity coverage ratio", see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 76–77).

### The liquidity coverage ratio of the Discount Group

As of March 31, 2021, the ratio amounted to 146%, compared to 143.9% on December 31, 2020. The average liquidity ratio in the first quarter of 2021 amounted to 145.6% as compared with an average ratio of 147.5% in the fourth quarter of 2020.

The liquidity coverage ratio is based on a high and quality liquidity buffer. The liquidity buffer is based in shekels on the short-term loan (MAKAM), on Israel government bonds and on current account balances and deposits with the Bank of Israel. In foreign currency, the buffer is based on U.S. government bonds (in IDB New York on the MBS portfolio, most of which issued by government and semi government agencies) and on current account balances and deposits with the Bank of Israel and the FED.

#### Details of the composition of the liquidity buffer

	Assets included	For the quarter ended	
		March 31, 2021	December 31, 2020
in NIS millions			
Buffer 1	Cash	33,088	33,088
	Israel Bonds/Short-term loans (MAKAM)	21,981	22,001
	Foreign bonds	8,077	8,057
Buffer 2	Sovereigns bonds	66	702
	Mortgage bonds issued by public corporations	8	8
	Corporation Bonds AA	798	798
Buffer 2 b	Corporation Bonds A	161	161
<b>Total</b>		<b>64,179</b>	<b>64,815</b>

The computation of the Group liquidity coverage ratio is based on an independent calculation of each of the Group companies. The Bank's Management has defined for each Company in the Group a minimum target for the liquidity coverage ratio. The transfer of liquidity from IDB New York to its parent company (the Bank) is limited by local regulation, and therefore, the recognition of surplus liquidity of IDB NY in the group model, is limited accordingly. The surplus of Mercantile Discount Bank, operating under a regulatory framework identical to that of the Bank, is included in the Group model.

Most of the liquidity surplus of the Group originates in the liquidity surplus of the Bank.

### Distribution of the liquidity coverage ratio (average for the quarter) according to the legal entities within the Group

	For the period ended	
	March 31, 2021	December 31, 2020
	In %	
Discount Group	145.6%	148.0%
The Bank	161.2%	161.2%
IDB Bank	124.9%	124.9%
Mercantile Discount Bank	144.5%	155.8%
<b>Total</b>	<b>145.6%</b>	<b>148.0%</b>

Concentrating the liquidity surplus at the Bank allows for higher flexibility in the management of the Group's liquidity. Alongside the expectation for the independent management of the liquidity risk by the subsidiaries, the Management of the Group is able to shift liquidity between the companies in the Group.

### The liquidity coverage ratio in the principal currencies

The Bank measures also the liquidity coverage ratios in the principal currencies. As of March 31, 2021 the coverage ratio in shekels was 143.7% compared with 137.6% at December 31, 2020. The rise in the ratio stems from the growth in retails deposits, which served to increase the Group's high quality assets.

The liquidity coverage ratio as of March 31, 2021, respecting the total of foreign currencies, amounted to 155.6% compared to 174.6% on December 31, 2020. The main factor leading to the rise in the ratio was a growth in the net cash outflow stemming from foreign currency/shekel swap transactions.

The liquidity coverage ratio with respect to US dollars as of March 31, 2021 was 134.4% as compared with 158.7% on December 31, 2020. The main factor leading to the reduction in the ratio was the growth in the net cash outflow stemming from foreign currency/shekel swap transactions.

In Euros, the liquidity coverage ratio at March 31, 2021, was 155.5% compared with 126.8% at December 31, 2020. The main factor causing the increase was the decline in the net cash outflow, derived from foreign currency/shekel SWAP transactions.

The Discount Group has a surplus of resources in foreign currency over applications, principally in U.S. dollars and in Euro. Accordingly, the Bank, invests its surplus liquidity in securities, bank deposits and in the interbank foreign currency/shekel SWAP transactions market. This activity allows the Bank to regulate the use of this surplus between liquidity considerations and yield considerations.

### Financing risk – available and unrestricted assets

The Bank pledges assets belonging to the liquidity buffer for several purposes, with an emphasis for use as collateral for financial transactions with entities as the Stock Exchange, the Bank of Israel, etc. As a general rule, all pledged liquid assets are excluded from the liquidity buffer for the purpose of the daily measurement, except for assets pledged to secure the ability to realize liquidity, which in fact has not been utilized. These are being excluded only upon utilization. Collaterals pledged in favor of the Bank, are not recognized in the liquidity buffer.

#### Available and unrestricted assets

	March 31, 2021	December 31, 2020
	in NIS millions	
Total assets	100,105	89,808
Liquidity requirement	9,077	8,498
Of which pledged	9,560	8,994
Of which provided as collateral	1,128	871
<b>Total available assets</b>	<b>80,340</b>	<b>71,446</b>

## Additional risks

### Operational risk

Operational risk is the risk of loss caused by impropriety or by the failure of internal procedures, individuals and systems or as a result of external events

The operational risk is inherent in all business lines, products, systems and the work processes performed at the Bank. Accordingly, awareness and management of the operational risk at all levels of duty are of importance.

For additional details regarding operational risks, including risk of fraud and embezzlement, business continuity and outsourcing and supplier risk, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 79-84).

### Other risks

#### Information technology risk management

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 85-86).

#### Data and cyber protection risks

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##### Threats in the cyberspace

In the first quarter of 2021, there were no one or more cybernetic incidents that materially affected the products or services offered by the Bank or by the Group, their relation with customers or the competitive conditions.

For additional details regarding data and cyber protection risks, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 87-88).

#### Environmental risks

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 89).

On February 3, 2021, a questionnaire was sent to the banks with respect to environmental risks, the answers to it will serve as a basis for the continuation of discussions with risk managers at the banking corporations. The Bank has responded to the Supervisor of Banks, and the results of the questionnaire would comprise a basis for discussions with the Supervisor towards the possible future regulation in the matter.

#### Legal risks

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 89-91).

## Compliance risks

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**Discount Group's activities with banks acting in the Palestinian Authority.** In 2018, the Bank received immunity letter and indemnity letter signed by the State of Israel. Validity of the indemnification and immunity letters has been extended later on until May 31, 2021.

In January 2021, representatives of the Ministry of Finance and the Bank commenced talks aimed at reviewing the continued provision of the services, with an additional extension of the indemnification letter and of the immunity letter. On May 23, 2021, the Bank received notice that the Political-Security Cabinet had approved by telephone the extension of the indemnification letter and the immunity letter until July 15, 2021.

For additional details regarding Discount Group's activities with banks acting in the Palestinian Authority, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 93-94).

## Conduct risk

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 94).

## Exposure to cross-border risks

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 95-97).

## Strategic risk

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 98).

## Reputation risk

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For details, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 98-99).

## Remuneration to senior officers

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For details regarding remuneration to senior officers, in accordance with the provisions of Regulations 21 and 22 of the Securities Regulations (Periodic and Immediate Reports), 1970, see under "Corporate governance, audit and additional details of the banking corporation's business and the management thereof" in the 2020 Annual Report (pp. 326-329).

## Addendums

For details regarding linkages between the financial statements and regulatory amounts, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (pp. 106–115). For details regarding Securitization, see the document regarding "Disclosure according to the third pillar of Basel and additional information regarding risk", which was published as part of the 2020 Annual Report, and is open for review, as stated (p. 116).

May 24, 2021

Shaul Kobrinsky  
Chairman of the  
Board of Directors

Uri Levin  
President &  
Chief Executive Officer

Avi Levi  
Senior Executive Vice President  
Chief Risk Officer

## Glossary

<b>Management quality</b>	Assessment of the appropriateness and effectiveness of risk management (effectiveness of the controls).
<b>Key Risk Indicator</b>	Means/pointer showing the risk exposure situation in relation to the risk.
<b>Failure event</b>	An event where risk is realized, whether or not causing damage to the Bank.
<b>Gross credit</b>	Balance sheet or off-balance sheet credit, before credit risk mitigation (CRM), before conversion to credit (CCF) and before allowances for credit losses.
<b>Off-balance sheet credit</b>	Includes: unutilized binding facilities, guarantees, documentary credit and derivatives. Binding facilities– any presentation by the corporation to its customer for the granting of credit (balance sheet and/or off-balance sheet) whether in writing or orally or in another manner of conduct where it can be expected that a reasonable customer would rely on such presentation as one which binds the Bank.
<b>Balance sheet credit</b>	Credit (to the public, governments) and bonds.
<b>Collateral</b>	Different assets (marketable and nonmarketable) designated to secure the repayment of customer debts, when the customer defaults on the current repayments agreed between him and the Bank.
<b>Credit Risk Mitigation (CRM)</b>	Items offsetting risk permitted according to the rules of Basel II (mainly: liquid collateral pledged as required). According to these rules, the Bank, when computing the capital requirements, may reduce its credit exposure to the counterparty, thus taking into consideration the effect of the collateral.
<b>Allowances for credit losses</b>	A provision created by the Bank to cover possible losses on its customer indebtedness. The Bank of Israel guidelines require that specific and group provisions should be created. Allowance for credit losses on a specific basis – an allowance required to cover expected credit losses in respect of debts examined on a specific basis and found to be impaired. Allowance for credit losses on a group basis – an allowance in respect of large groups of debts (performing and nonperforming) including allowances for credit losses in respect of housing loans measured by the "extent of the arrears period" method.
<b>Debt under special mention</b>	A debt having potential weaknesses that require special attention by the Management. If such weaknesses remain unattended, the result might be deterioration in the prospects of repayment of the credit, or in the Bank's status as a creditor.
<b>Substandard debt</b>	A debt insufficiently secured by the present value based on the collateral and the repayment ability of the debtor, creating a clear possibility that the Bank will sustain a certain loss if the deficiencies are not rectified. It is required that the weakness endangering the repayment of the debt should be well defined.
<b>Impaired debt</b>	A debt the Bank estimates it will not be able to collect the amounts due to it and in the due dates per the debt agreement.
<b>Liquidity coverage ratio (LCR)</b>	The ratio of total high quality liquid assets to total net cash outflows during the next thirty calendar days.
<b>Business goal</b>	A defined business target in quantitative or qualitative terms, subject to restrictions of the risk appetite.
<b>Recorded amount</b>	The balance of a debt, including recognized accrued interest, unamortized premium or discount, differed commissions or deferred costs charged to the debt and not yet amortized, after deduction of any amount written off accounting wise. Non-recognized interest, or interest which had been recognized in the past and reversed at a later date, should not be included in the recorded amount.
<b>Uniform macro-economic stress test</b>	A stress test published by the Supervisor of Banks, based on a uniform scenario for all the banking industry and on macro-economic parameters formed by the Regulator
<b>Sensitivity tests</b>	A method which assesses the effect of a change in a single risk factor, or in a number of risk factors, on the financial condition of the banking corporation (for example: in market risk – steep decline in interest rate; in credit risk – steep decline in housing prices).
<b>Restriction (internal)</b>	A statement determined by the Bank, setting out a limit to activity within the framework of the risk appetite.

## Glossary (continued)

<b>Capital outline</b>	A detailed plan of the capital ratios forecast for the coming years, which includes the assumptions used for the forecast, a description of the expected implications in the capital layers and capital ratios, sensitivity analysis regarding the principal risks, and conformity by the Bank with the capital targets. The capital outline serves as a basis for the determination of a recommendation to the Management and to the Board of Directors regarding the capital targets of the work plan, including the capital buffer, the risk asset budget, capital issuance and dividend distribution.
<b>Over the counter (OTC) derivatives</b>	Transactions in derivatives not traded on a formal stock exchange, to which the Bank is a party.
<b>Monitoring of capital ratios</b>	Monitoring changes in risk assets and in the capital base of the Group, and an assessment of attaining the capital targets as determined by the Board of Directors.
<b>Alert levels</b>	Intended to indicate exposure to risk when it reaches a certain level below the stated restriction.
<b>Risk profile</b>	Assessment of the combined risk inherent in the exposures and in the activity of the Bank
<b>Risk appetite</b>	Reflects the level of risk a corporation is ready to accept, consistently with its business strategy, capital planning, liquidity planning and financing resources of the corporation. The risk appetite includes quantitative restrictions and qualitative goals, which outline the determination of the group business policy in the various risk fields, and comprises a central tool of the Board of Directors for the supervision and control of the risk profile of the corporation.
<b>Available-for-sale portfolio</b>	Securities not classified as bonds held to maturity or as trading securities.
<b>Trading portfolio</b>	Composed of positions in financial instruments held with the intension of trading, for the purpose of resale within a short period of time, and/or with the intent of earning gains from actual or expected changes in prices in the short-term or of realizing arbitrage gains. In order for a financial instrument to be considered part of the trading portfolio, it has to be free of any encumbrance on its marketability, or that it may be hedged in full.
<b>Held-to –maturity portfolio</b>	Securities in respect of which the Bank has the intention and ability to hold them for a long period of time/to maturity. The portfolio is stated at the rate of return to maturity inherent therein since purchase date.
<b>Stress tests</b>	A risk management method used to assess the potential effects of a specific event and/or a change in a set of financial variables on the financial condition of a banking corporation. Traditionally, the focus of stress tests is on exceptional events though reasonable.
<b>Credit conversion factors (CCF)</b>	Conversion of off-balance sheet items to credit equivalents – according to the standard approach of Basel II, off-balance sheet items are converted to equivalent credit exposure by means of credit conversion coefficients
<b>Credit support annex (CSA)</b>	An Annex to the ISDA which regularizes the matter of collateral regarding derivative transactions against the counterparty. This Annex determines a threshold amount reflecting the maximum exposure which each of the counterparties is ready to accept without collateral.
<b>International Swaps and Derivatives Association (ISDA)</b>	An international agreement which allows the setting off of liabilities and mutual requirements stemming from over the counter derivative transactions, in the case of insolvency of a counterparty.
<b>Foreign Account Tax Compliance Act (FATCA)</b>	In order to reduce tax evasion by American taxpayers, the Foreign Account Tax Compliance Act (FATCA) was enacted in 2010 in the United States. Under the FATCA provisions, financial bodies outside the US are required to identify and report to the U.S. Tax Authorities, any U.S. citizen or any U.S. resident having a financial account with them. This Regulation entered to effect on July 1, 2014. The Regulation is being implemented in many countries, including Israel, within the framework of an inter-state treaty signed by Israel and the United States.