



LIBRA

Changing Insurance Standards

May 2025

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LIBRA



Advanced AI Technology

Significant cost savings



Fastest-Growing Insurance Company in Israel



Market leader & stimulates competition

Setting new standards



First Digital Insurance Company in Israel



High-Quality Portfolio: 100% Private

Without collectives



Strong Solvency Ratio



Operational Efficiency

Policies per employee: 2,600



Number of Employees: 230

Includes service, sales and support teams

Approximately
600,000
Policies

ONE STOP SHOP



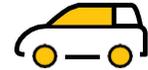
**Home
Insurance**



**Travel
Insurance**



**Business
Insurance**



**Car
Insurance**



**Life
Insurance**

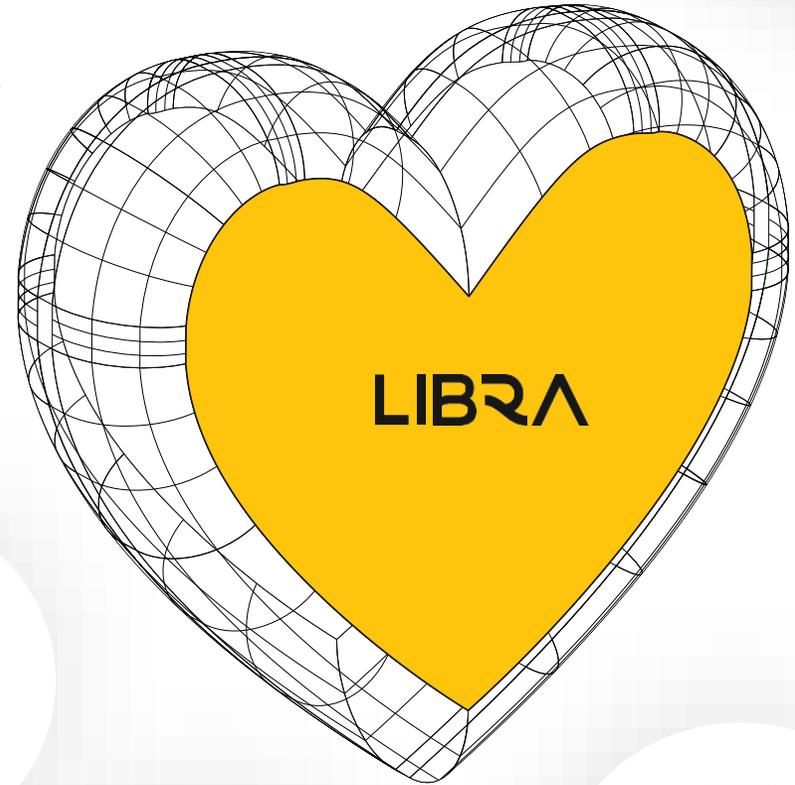


**Mortgage
Insurance**



**Pet
Insurance**

What do we have that others don't?



Customer
loyalty



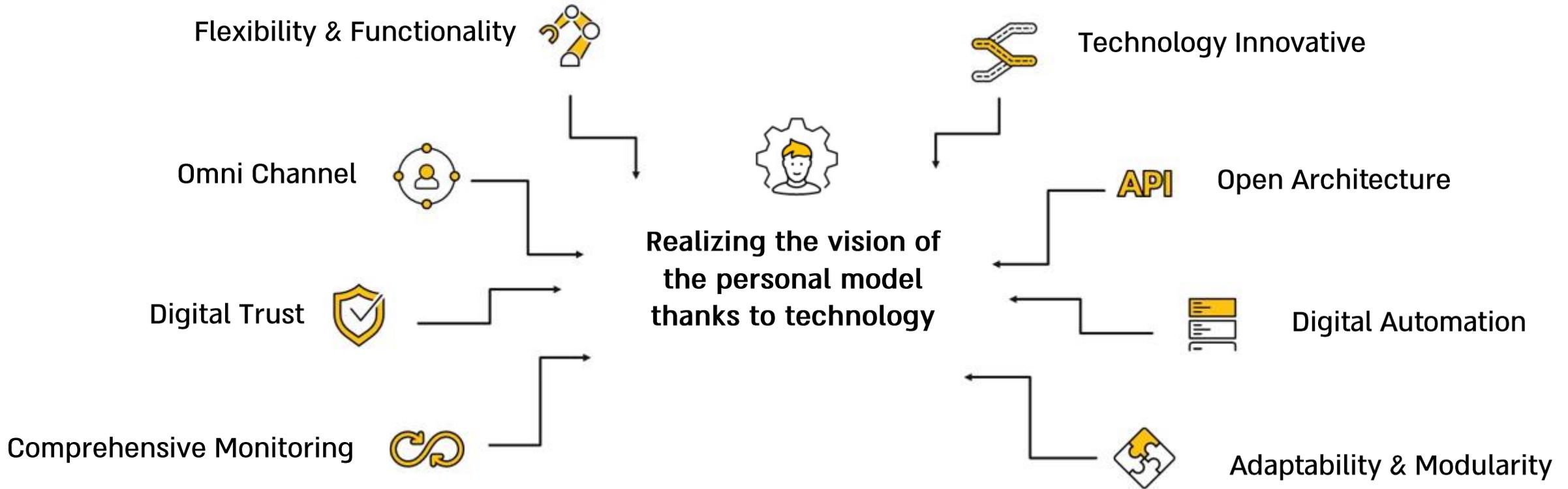
A personal &
unique model



Winning
technology

The core system was recognized as an Insurtech asset.

The technology that makes LIBRA a game changer in the insurance industry



Advanced self-developed system

Functionality of multiple systems in a single system developed with an emphasis on maximizing operational efficiency



Significant cost savings and operational efficiency

Market leader & Increases competition



Changing the accepted media language in the industry

For the first time in the insurance industry-
a departure from complicated language and a transition
to light and simple communication language



Product innovation

Chik

Insurance for young drivers Occasional
drivers from all insurance companies



Vehicle to the scene of the accident

A new standard in the industry



Payment within 48 hours

Fastest SLA Commitment
In Total and Theft Claims Payment



Introducing a mileage-based pricing model

A model that became a right-wing icon &
a role model among companies in the industry



Leading the mobility revolution in auto insurance

Customer loyalty

82% Renew

One of the highest
Renewal rate
in the industry



**Digital Wallet
and Profit Sharing**



**Accumulation of
right balances in
case of a claim**



Excellent service

Leading in customer satisfaction
and recommendation in the Capital Market
Authority's Service Index Insurance and Savings



Unique covers

Hit and run, vehicle to the scene
of the accident, payment of
claims within 48 hours and more

Practice that leads to results



Generating additional sources of profit

LIBRA DNA



Tight claims management

LIBRA DNA

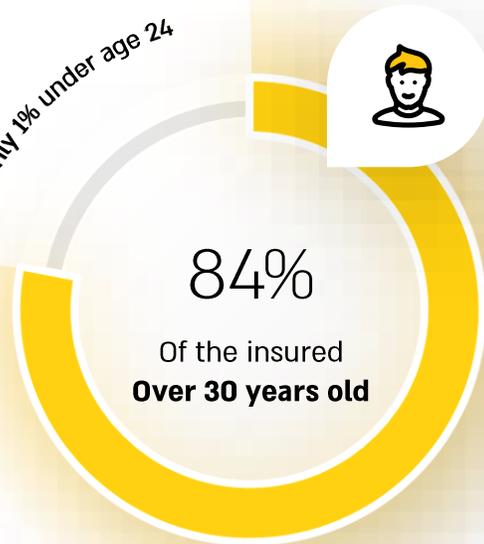


Quality underwriting

Quality underwriting - portfolio mix



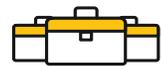
Only 1% under age 24



17,000 km annual average in Israel



69% Up to two quoted drivers



Homogeneous portfolio
No fleets



Distribution among insured persons



Quality underwriting

Tight claims management

MBI claims frequency

1.2%

One of the lowest in the industry

Settlement rate for third-party claims

25%

Highest rate in the industry

Total loss claims frequency

1.2%

One of the lowest in the industry

Part's Payment to private garages according to authorized garages price list

Rate of authorized garages

90%

Highest rate in the industry

authorized garage's Average claim

11,000 NIS

One of the lowest in the industry

Creating additional sources of profit beyond the Motor line of business



Significant growth in non-motor products with high profitability

An increase of approximately 53%

As of 31.12.2024 compared to last year



Focus on high-profit products: risk and mortgage

A modified premium of approximately 7.7 million NIS

As of 31.12.2024



Transferring the investment portfolio to external management for high yield

Profitability of approximately 21.6 million NIS

As of 31.12.2024



LIBRA takes the top spots

In Reliability



Libra was ranked by
Globes and Statista

**1st place in
reliability**

Among the insurance
companies in Israel

In Service



Libra ranked for the fifth
year in a row

In 1st place

With customer satisfaction and
recommendation

In Marketing



Libra's ads stand out
in the metric **גלובס**

**The memories
and favorites**

In Technology



Libra won the MIL competition

In 1st place

In customer experience
improvement technology

In Product



Libra Auto Insurance Selected for
Fifth Year in a Row

**For the product
of the year**

In the motor insurance category

The public stated:

LIBRA is the Most recommended
insurance company in Israel



Libra owns the
The most advanced
digital services



Libra offers
Fair prices



Libra is the
The most
innovative
insurance company



Libra offers
Advantages that
other companies
don't have



From the survey data of the "Midgam" Research Institute- January 2025

Chik – Innovative Products & Technology

Car insurance for young drivers and new drivers – from all insurance companies

Exceptional market response – around 200,000 monthly uses

A new product – the only one of its kind in Israel

Advanced mobile app usage

Won “Product of the Year” in its first year of launch



LIBRA

**Data Highlights
And Key Figures**

Year Of Records

132%

Solvency ratio

13%

Best expense ratio
in the industry

51 Million
NIS

Profit after tax
2024

789 Million
NIS

Annual premium
30% growth

55%

Return on Equity
Q4 Annualized

71%

Net LR
Vehicle Property for 2024

550 Million
NIS

Nostro portfolio
in growth

As of the date of publication
of the report

Balance Sheet Summary

(in thousands of NIS)

Total assets
increased 1.3
times

	December 2023	December 2024
Assets		
Deferred purchase expenses	42,076	52,929
Other assets	38,957	47,002
Reinsurance assets	449,172	478,870
Premium for collection	180,508	213,655
Financial investments	346,677	605,904
Total assets	1,057,390	1,398,360
Capital and liabilities		
Equity	69,283	110,412
Liabilities for non-return- dependent insurance contracts	743,560	949,926
Other liabilities	244,547	338,022
Total capital and liabilities	1,057,390	1,398,360

Summary of the income statement

(in millions of NIS)

	2023	2024	Q4/2023	Q4/2024
Gross premiums	614	789	146	182
Gross earned premiums	540	732	153	203
Net earned premiums	255	456	82	134
Investment income	9	22	3	6
Reinsurance commission income	36	32	7	10
Total revenues	300	510	92	150
Net claims and changes in liabilities	219	346	62	99
Acquisition and marketing expenses	59	75	18	26
General, administrative and finance expenses	9	11	1	1
Total expenses	287	432	81	126
Total profit before tax	13	78	11	24
Total profit after tax	9	51	8	15

Gross premiums by activity segments (millions of NIS)

	2023	2024	Q4/2023	Q4/2023
Property car insurance	394	516	95	117
Compulsory car insurance	198	240	46	57
Other insurances	19	27	5	6
Life insurance	2	6	1	2
Total gross premiums	613	789	147	182

Continuous growth in premiums in all sectors of activity

Profit before tax by operating segments (millions of NIS)

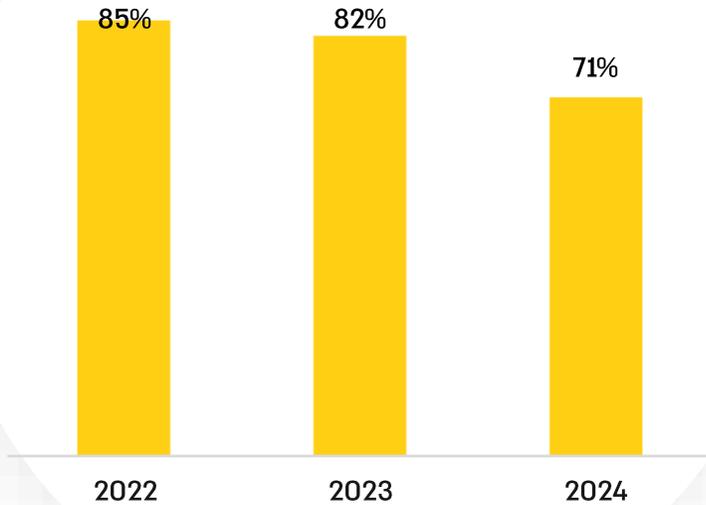
	2023	2024	Q4/2023	Q4/2023
Property car insurance	9	63	8	13
Compulsory car insurance	4	14	3	11
Other insurances	(3)	(3)	(1)	(1)
Life insurance	1	2	1	0
Total gross premiums	11	76	10	23

Continuous improvement in LR

Automotive Property Industry

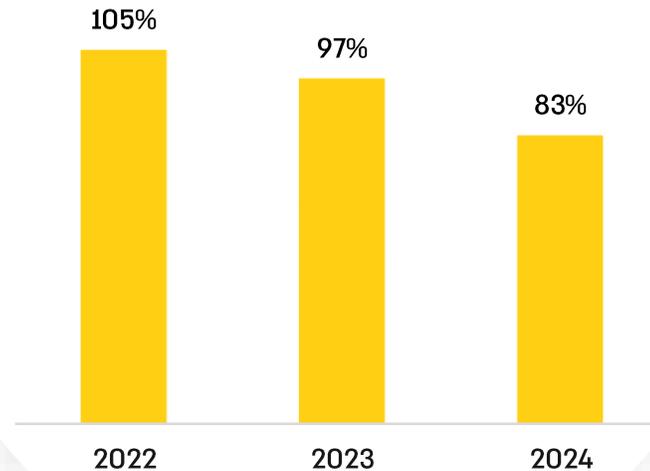
Continued improvement in LR thanks to rate increases

Improvement in Net LR



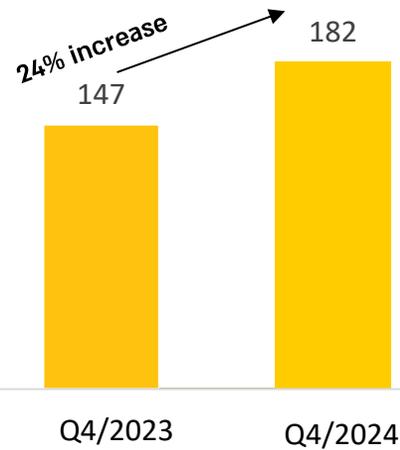
CLR among the lowest in the industry thanks to low expense ratio

Improvement in Net CLR



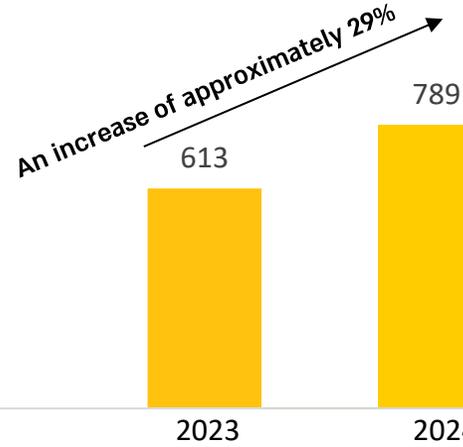
Gross Premiums Q4

Balance Sheets in Millions of NIS



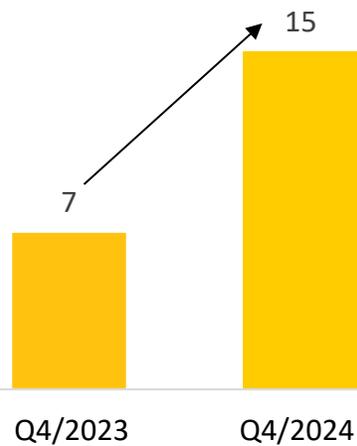
Annual gross premiums

in millions of NIS



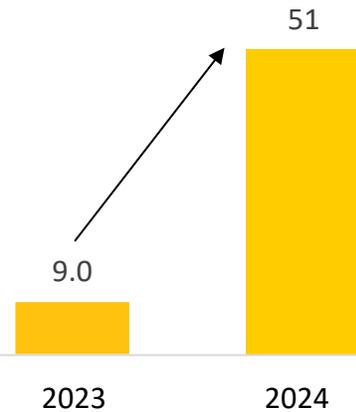
Profit after tax Q4

Balance sheet in millions of NIS



Annual balance sheet profit

after tax in millions of NIS



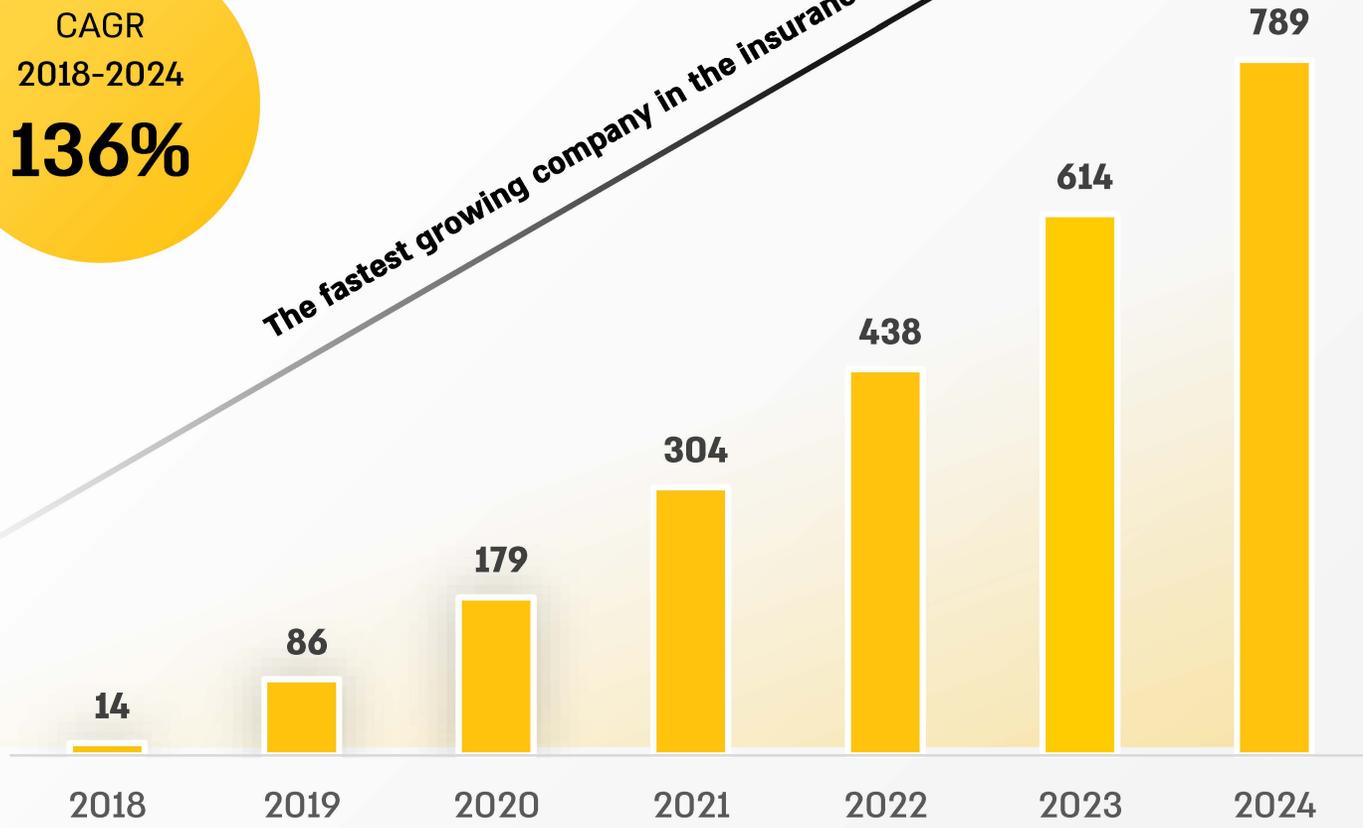
Main financial data

in millions of NIS

CAGR
2018-2024
136%

The fastest growing company in the insurance industry

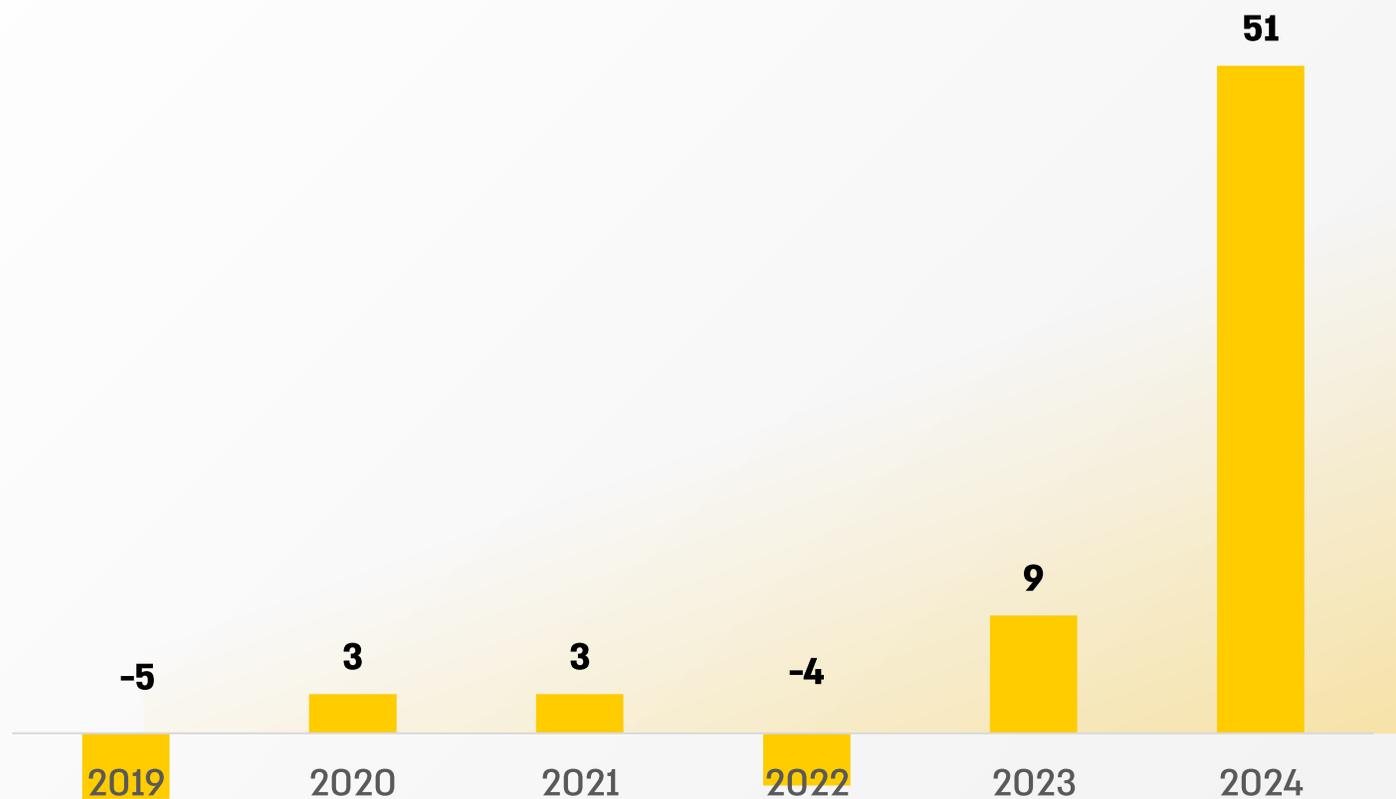
Higher than the premium forecast!



Premium Development

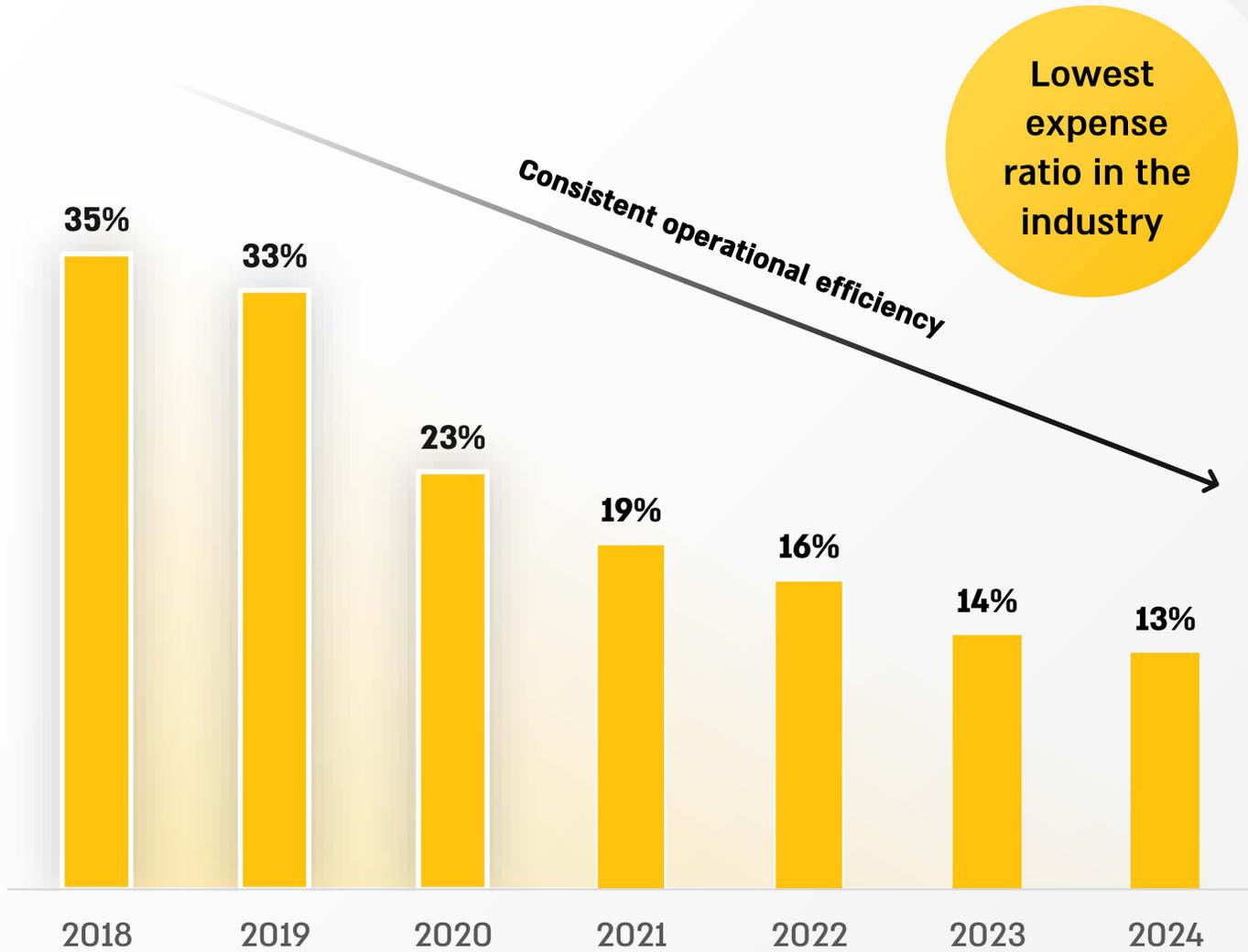
in millions of NIS

*May 2018 - Obtaining a license



Development of profit/loss after tax

in millions of NIS



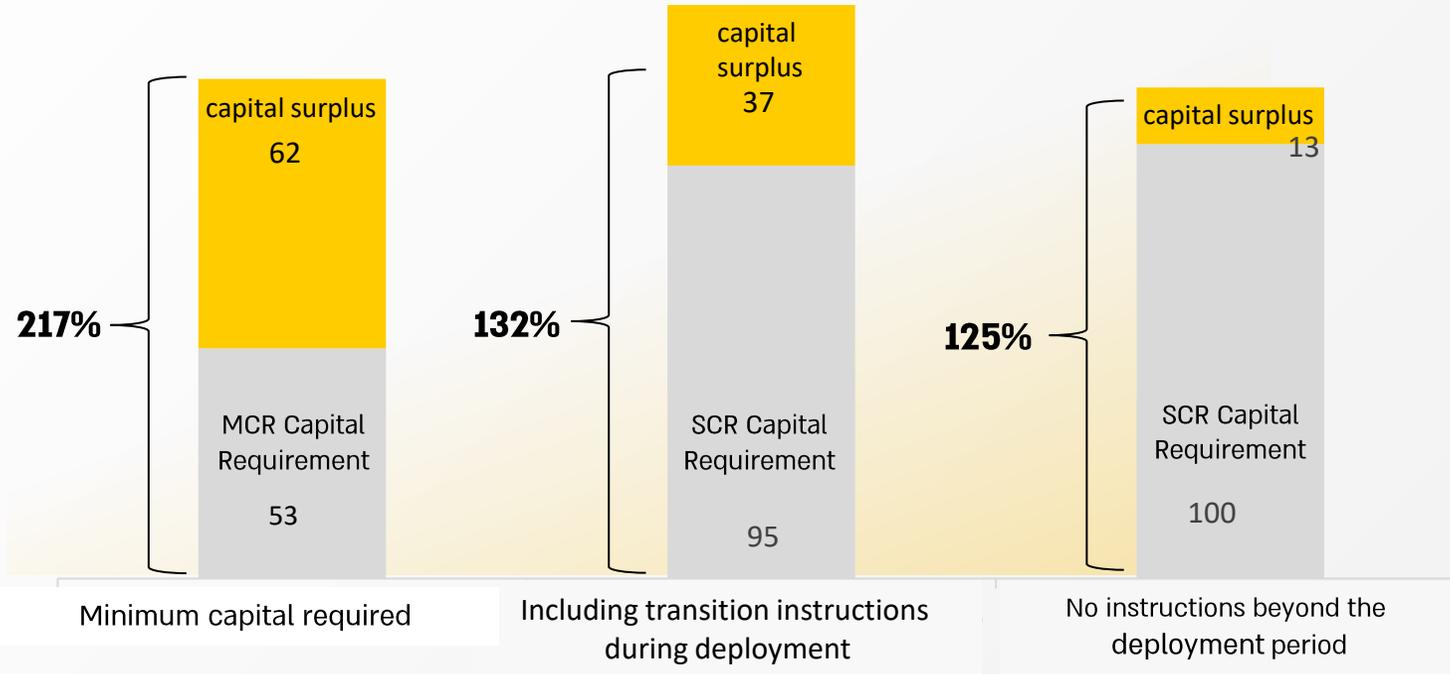
*May 2018 - Obtaining a license



Development of the expense ratio

General and administrative expenses to gross premiums

Strengthening the solvency ratio by issuing a secondary capital note of 10 million NIS



Capital Surplus

In Millions of Shekels

In accordance with Solvency regime

Business focus for 2025



LIBRA

“

It's kind of **fun**
to do the
impossible



Walt Disney 1901-1966