



Senior Leadership Team



Lissa Baum

Executive Vice President
Head of NY Commercial Banking



James LoGatto

Executive Vice President
Head of US Private
Banking



Sagy Aseraf

Executive Vice President
Florida Regional Manager
Head of International
Private Banking



Michal Miron

Executive Vice President
California Regional Manager



Dan Trister

Executive Vice President
Chief Financial Officer
& Treasurer



Vered Oron

Executive Vice President
Chief Strategy & People Officer



Kiyoun Kim

Executive Vice President
Chief Operating Officer



Akhilesh Khare

Executive Vice President
Chief Information Officer



Mario Lemos

Executive Vice President
Chief Audit Officer



Daniel Roberts

Executive Vice
President, Chief Risk Officer



Leslie Case

Executive Vice President
Chief Legal Counsel

A Message from Our Leadership

We are pleased to share IDB Bank's 2023 year-end results. This year, our performance reflects the Bank's institutional resilience and long-term sustainable growth model in a toughening macroeconomic environment, marked with great uncertainty and geopolitical disruption. Further, in light of these broader challenges, we have continued to champion our relationship-first banking practices, providing critical guidance and partnership to our clients as they navigate both their businesses and wealth.

Our 2023 year-end balance sheet signals our sustained strength, with a Common Equity Tier 1 ratio of 14.6%, strong asset quality and solid liquidity with 114.6% LCR at year end. We remain well positioned to continue lending and growing our business.

Our net income of \$64.0MM and Return on Average Equity of 5.5% in 2023 reflects the challenges of the markets we compete in and actions we took to ensure our continued strength, among which are a reduction in work force and restructuring of our balance sheet. Adjusted for latter of these events, 2023 net income and Return on Average Equity are \$85.0MM and 7.33%, respectively.

Sustained by these results, we remain focused on further enhancements to both our value proposition and service model. In 2023, these strategic initiatives resulted in our advancing position across high-growth opportunity areas in a changing financial services ecosystem, including the official launch of IDB Lido Wealth, LLC, our joint venture delivering best-in-class wealth management and advisory services to our clients. We additionally announced the expansion of our Sponsor and Leverage Finance business, which we expect to play a big role as our clients seize opportunities for M&A in their respective industries. Further, we introduced enhanced servicing, mainly reduced time for account opening and lending, to improve our overall client experience.

As we continue to execute our business imperatives, we remain ever-mindful of our responsibility to our communities and stakeholders in the USA and in Israel. The horrific terrorist attack of October 7, and the war that followed, has had a profound impact on our clients, colleagues and communities. In the face of these unprecedented events, IDB, along with many of our colleagues, clients and partners, took part in a wide range of support initiatives aimed to provide relief and help for those affected by the attack.

We will continue to act decisively and bring forward the full power of our organization to help those impacted by these ongoing events. We stand with Keren Or, the foundation established by the Discount Banking Group, as well as other organization who share our values. We are proud to share that our community partnerships extend to the United Jewish Appeal (UJA), Iranian American Jewish Foundation (IAJF), Israeli-American Council (IAC), Jewish Community Center (JCC) and the Sephardic Community Center (SCC).

We enter 2024 empowered by our unparalleled relationships, institutional strength and fortified book of business. We remain optimistic about the world and the economy and are looking forward to continue serving our clients well into the future.



Ziv Biron

IDB President & CEO



Ilan Kaufthal

IDB Board Chairman

Financial Strength

Balance Sheet (As of December 31, 2023, \$ in millions)

2023

Assets

Total Assets	\$12,219
Loans, Net	\$8,186

Liabilities

Total Deposits	\$10,325
----------------	----------

Stockholders' Equity

Total Stockholders' Equity	\$1,213
----------------------------	---------

Income Statement (For year ended December 31, 2023, \$ in millions)

2023

Total Interest & Dividend Income	\$719.8
Total Interest Expense	\$384.6
Provision for Credit Losses	\$8.4
Total Non-Interest Income	\$44.4
Total Non-Interest Expense	\$292.3
Net Income Before Income Taxes	\$79.7
Net Income	\$64.0
Total Income	\$764.2

Key Ratio (%)

Return of Average Equity	5.5%
--------------------------	------

Capital Ratio (%)

Tier-1 Risk-Based Capital Ratio	14.6%
---------------------------------	-------

Credit Ratings (As of February 2023)

Rating

Kroll Bond

Stable Outlook

Senior Unsecured Debt and Deposit	A-
Subordinated Debt Rating	BBB+
Short-Term Debt and Deposit Ratings	K2

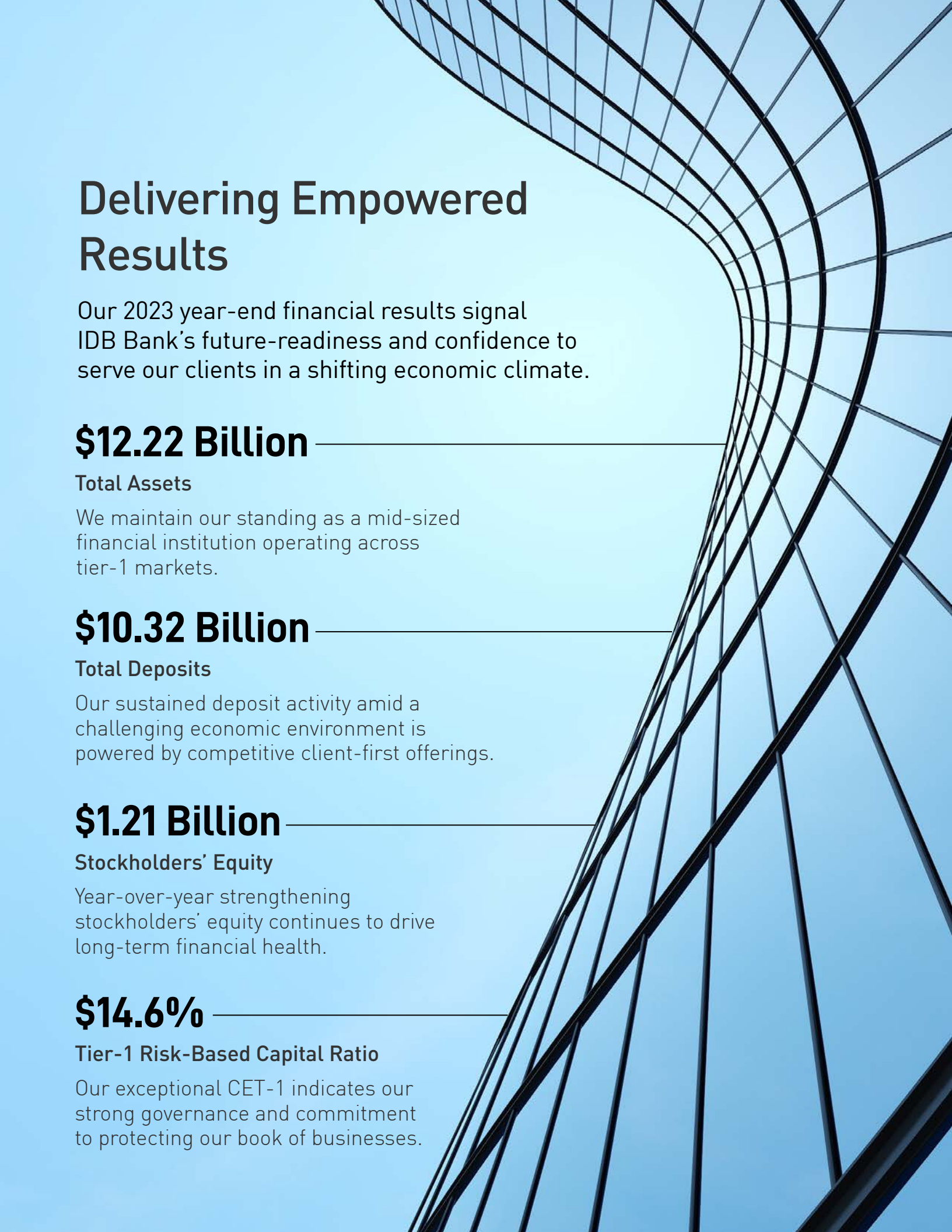
S&P Global

Stable Outlook

Long and Short Term Issuer Credit Ratings	BBB+/A-2
---	----------

Information presented is unaudited.

This information is not a guarantee of future performance and is subject to risks, uncertainties and other factors (many of which are beyond the Company's control) that could cause actual conditions or results to differ materially from those expressed or implied by such forward-looking statements. Accordingly, you should not place undue reliance on such statements.



Delivering Empowered Results

Our 2023 year-end financial results signal IDB Bank's future-readiness and confidence to serve our clients in a shifting economic climate.

\$12.22 Billion

Total Assets

We maintain our standing as a mid-sized financial institution operating across tier-1 markets.

\$10.32 Billion

Total Deposits

Our sustained deposit activity amid a challenging economic environment is powered by competitive client-first offerings.

\$1.21 Billion

Stockholders' Equity

Year-over-year strengthening stockholders' equity continues to drive long-term financial health.

\$14.6%

Tier-1 Risk-Based Capital Ratio

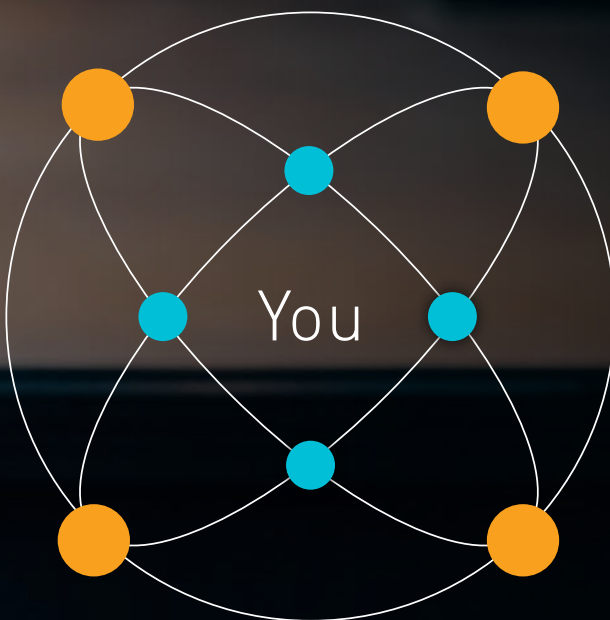
Our exceptional CET-1 indicates our strong governance and commitment to protecting our book of businesses.



IDB's Holistic Banking, Tailored Solutions and Personalized Service

At IDB, we prioritize building strong relationships with our clients through a comprehensive, all-encompassing approach to banking. Our commitment to agility, flexibility and immediacy ensures that our clients have direct access to a dedicated team of bankers without intermediaries.

We specialize in crafting targeted solutions aligned with each client's unique financial objectives. Recognizing the individuality of every client, we meticulously examine every aspect and viewpoint to safeguard their best interests. Our suite of both personal and commercial banking solutions is consolidated within a single, client-centric relationship.



Comprehensive Client-Centric Approach

We meticulously analyze every aspect of our client's financial profile to deliver optimal solutions.

Our Regional Strength

NEW YORK

Headquartered in Midtown Manhattan, IDB's New York region continues to maintain its robust Private and Commercial Banking client base. In 2023, the region led the expansion of IDB's national Sponsor and Leverage Finance team and served as the flagship for IDB Lido Wealth.

More than
\$5.9B
Total Loans

More than
\$2.9B
Total Deposits

More than
\$454MM
Total AUM/AUA

FLORIDA

IDB Bank's South Florida operations continue to successfully spearhead our strategic global presence in Latin America and Israel. Leveraging our One Bank vision, the Bank introduced our national High Tech and Israeli Desk commercial divisions under the stewardship of the region, driving synergies across our International Private and Commercial Banking offerings.

More than
\$1.2B
Total Loans

More than
\$3.0B
Total Deposits

More than
\$4.7B
Total AUM/AUA

CALIFORNIA

In 2023, the Bank appointed Michal Miron to lead its West Coast operations. Under her leadership, the region furthered its advancement across high-growth commercial markets, including healthcare financing, while simultaneously deepening wealth management services to our high-net-worth clientele.

More than
\$1.0B
Total Loans

More than
\$672MM
Total Deposits

More than
\$208MM
Total AUM/AUA

Our Global Reach

IDB Bank is wholly owned in the United States, operating across tier-1 markets. As we strengthen our domestic position, the Bank continues to expand its strategic global presence, serving our unique international community of clients in the United States, Latin America and Israel.





Private Banking

Growing and preserving your wealth for generations to come.

We understand the unique and ongoing challenges faced by families of wealth and multiple assets. That's why, at IDB, we provide individualized support with a growing, multi-faceted team of experts to help high-net-worth individuals receive the best solutions for managing assets, growing wealth and preserving it for generations to come.



Who We Serve



Individuals and Families



Family Offices



Investors and Business Owners



Professional Services Firms

Wealth Management¹

Discretionary Portfolio Management

Through our strategic partnership with **Lido Advisors** in 2023, we introduced **IDB Lido Wealth** to offer innovative and thoughtful wealth advisory services to our high-net-worth clientele in the United States. Separately, for our international clients, we offer our sophisticated Global Wealth Management services managed through a team of investment professionals based in Florida and New York City.



PRIVATE BANKING

Our Specialized Services

We offer a wide range of banking solutions to our high-net-worth clientele and their families.

Domestic and International Private Banking

From specialty deposit accounts to lines of credit and term loans, we offer traditional banking services for our Private Banking clientele. We also offer enhanced FDIC-protected deposits to safeguard your wealth and provide peace of mind, as you prepare for life's big moments and unpredictable challenges. Our solutions include:

Transactional Banking

Personal Credit Solutions

Business Banking and Lending

Cash Management

Treasury Services

Investment & Wealth Management

Financial Planning

Effective coordination among investment management, tax strategies and estate planning is key to optimizing, controlling, and safeguarding your legacy.

Estate and Tax Planning

Plans are crafted to discern client goals, minimize expenses, control taxes, outline succession and guard against undesired outcomes.

Investments

We actively oversee client assets, offering access to diverse investment strategies and traditional wealth management.



Self-Directed Investing Through IDB Capital^{®1}

Clients can leverage the capabilities of our brokerage arm, IDB Capital, allowing them to oversee their portfolio, while capitalizing on the expertise of our IDB investment specialists. Their guidance assists in aligning each client's decisions with their investment strategy. Spanning from capital markets, mutual funds, and retirement planning services, IDB Capital presents an array of self-directed investment avenues for your consideration.

1. View Non-Deposit Investment Product and Insurance Disclosures (NDIP) available on back cover.



Commercial Banking

75+ Years of Expertise in the Commercial Space

We offer a full suite of products and services with unmatched personal service, trusted relationships and industry expertise to help our clients meet their financial goals and accelerate their businesses.



Specialty Banking

We understand the intricacies of client needs and global financial markets. Our expertise, consultancy and unwavering commitment to personal service differentiates us from the competition. **We believe relationships make our banking powerful and our clients successful.**



Commercial
Real Estate



Healthcare



Apparel and
Consumer Products



Sponsor and
Leveraged Finance



Asset-Based
Lending and Factoring



Israel
Gateway



COMMERCIAL BANKING

Our Specialized Services

We integrate personal service, trusted relationships, deep industry expertise and a full suite of banking solutions to provide your business with the competitive edge it needs.

Commercial Lending

We offer a full suite of competitive lending products, as well as a gateway to more complex commercial solutions loan syndication.

Revolving Lines of Credit

Intellectual Property & Brand Financing

Owner-Occupied Commercial Real Estate

Commercial Real Estate Lending

Equipment Financing

Bridge Loans

Treasury and Transactional Banking Services

Get the most out of your business banking through our deposit and merchant services, and take advantage of our foreign exchange products as you stay competitive in the global market.

Checking, Savings and Specialty Deposits

Dynamic deposit account offerings paired with exclusive banking benefits to empower your business management needs.

Extended FDIC Protection

Enhanced deposit solutions at the intersection of convenience and peace of mind for accounts that exceed the \$250,000 FDIC limit.

Cash Management

Our full suite of payable and receivables solutions unlock the power of your business through our digital business banking platform, IDBAccess.

Hedging Solutions

Competitive pricing, market analysis, hedging strategies and cashflow exposure analysis offered through our team of seasoned FX specialists.

Hear from Our Clients

Our clients know the IDB Bank difference. Learn more about their first-hand experiences below.



EDDIE MIZRAHI

Co-Founder, Lifeworks Technology

“It was important for us to have a middle market lender that believed in our vision and understood our passion. IDB makes time for us, they nurture us and they understand our business model, especially when we need to explore new opportunities. We love the relationship.”



AMIT KLEINBERGER

CEO, Menchie's Global Headquarters

“I've worked with other financial institutions, and I know that IDB works both harder and smarter for its clients. I truly appreciate doing business with a bank that, from the leadership team down, understands and cares about my unique interests, and approaches every situation with flexibility, custom-tailored solutions and deep relationships.”



ALKESH AMIN

President, Automated Building Management Systems Inc.

“It's a powerful thing to have a close relationship and partnership with your bank. My banker isn't just available to me, he understands and anticipates my changing financial needs, and makes sure that I'm taken care of every step of the way, without bureaucracy or red tape. It's an experience unlike any other, because IDB is a financial institution unlike any other.”

Industries We Serve



Commercial
Real Estate



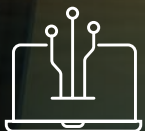
Healthcare



Sponsor Leverage
Finance



Apparel and
Consumer Goods



High Tech



Private Banking

The Power of Our Deal-Making

In 2023, we continued to serve as a specialty lender and industry orchestrator to empower our clients' success across unique and dynamic areas of business.

HEALTHCARE FINANCING



Behavioral Health Provider

\$48,046,000

Acquisition Financing

Sole Lender
Maryland

COMMERCIAL REAL ESTATE



\$31,000,000

Bridge Loan

Sole Lender
Newark, NJ

SPONSOR & LEVERAGE FINANCING



\$35,000,000

Senior Credit Facilities

Senior Lead Arranger
Greenwood Village, CO

COMMERCIAL REAL ESTATE



\$48,000,000

Pre-Development Loan

Senior Lender
New York, NY

SPONSOR & LEVERAGE FINANCING



\$34,534,375

Senior Credit Facilities

Administrative Agent
Wichita, KS

COMMERCIAL & INDUSTRIAL



\$17,000,000

Owner Occupied R/E Loan

Sole Lead Arranger
Los Angeles, CA

COMMERCIAL & INDUSTRIAL



\$13,500,000

Line of Credit

Sole Lead Arranger
Los Angeles, CA

COMMERCIAL REAL ESTATE



\$17,980,000

Acquisition Financing

Sole Lender
Lakeside Daytona, FL

ABL & FACTORING



Specialty Finance Company

\$30,000,000

Revolver

Participant
Miami, FL

Driving Industry Opportunity

Our book of business signals the full power of our unique market position and specialty lending capabilities to create exciting opportunity across the industries we serve and the regions where we operate.

\$3B+

Commercial
Real Estate

\$989M+

Healthcare

\$3.1B+

Commercial & Industrial

Contact Us Today

NEW YORK

Manhattan Headquarters & Branch

1114 Avenue of the Americas
New York, NY 10036
212-551-8500

Brooklyn Branch

400 Avenue U
Brooklyn, NY 11223
718-382-4987

Staten Island Branch

201 Edward Curry Avenue, Suite 204
Staten Island, NY 10314
718-698-4892

NEW JERSEY

Short Hills Branch

150 JFK Parkway
Short Hills, NJ 07078
973-379-8699

FLORIDA

Aventura Branch

Harbour Centre
18851 NE 29th Avenue, Suite 600
Aventura, FL 33180
305-682-3700

CALIFORNIA

Beverly Hills Branch

9401 Wilshire Blvd., Suite 600
Beverly Hills, CA 90212
310-860-6320

Downtown Los Angeles Branch

888 South Figueroa Street, Suite 550
Los Angeles, CA 90017
213-861-6440

ISRAEL

Tel Aviv Representative Office

18 Raul Wallenberg St.
Building D, 4th Floor
Tel Aviv, Israel 697191
+972-3-773-7400

LATIN AMERICA

Chile Representative Office

Av. Vitacura 2771, Of. 804
Las Condes, Santiago, Chile
+562-2365600

Uruguay Representative Offices

World Trade Center
Luis Alberto de Herrera 1248
Torre 2, of. 409
Montevideo, Uruguay
+598-262-22-57

18 de Julio 320, Ap 101,
Colonia del Sacramento 70000,
República Oriental del Uruguay
+598-452-21-24



IDB Bank

IDB Bank is a registered service mark of Israel Discount Bank of New York. IDB Bank is the U.S. subsidiary of Discount Bank, Ltd. Israel Discount Bank is a Member FDIC and an Equal Housing Lender Opportunity financial institution.

IDB Capital

Securities products are offered through IDB Capital Corp. and not through Israel Discount Bank of New York ("IDBNY"). IDB Capital Corp. is a U.S. registered broker-dealer and a member of the Financial Industry Regulatory Authority ("FINRA") and the Securities Investor Protection Corporation ("SIPC"). IDB Capital Corp. is a wholly-owned subsidiary of IDBNY and any securities products purchased or sold in a transaction are not insured by the Federal Deposit Insurance Corporation ("FDIC"), are not insured by the Federal Deposit Insurance Corporation ("FDIC"), are not deposits or other obligations of IDBNY, are not guaranteed by IDBNY and are subject to investment risks, including possible loss of the principal invested.

Investment Products:

Are Not FDIC Insured	Are Not Bank Deposits	Are Not Bank Guaranteed
Are Not Insured by Any Federal Government Agency		May Lose Value