

PERFORMANCE DASHBOARD⁽¹⁾

CWB Financial Group (CWB) operates with a clear focus to meet the unique financial needs of business owners. Clients recognize CWB for our in-depth knowledge of targeted segments within Canada's commercial banking industry, our uncommon brand of personal service and our full suite of relevant financial solutions. Shareholders value CWB's strong track record of high-quality balance sheet and dividend growth, conservative approach to risk management and consistent profitability.

2018
10YR CAGR⁽²⁾

TOTAL LOANS*

\$26.3B
12%

TOTAL ASSETS

\$29.0B
11%

TOTAL DEPOSITS

\$23.7B
10%

ASSETS UNDER
MANAGEMENT

\$2.1B

ASSETS UNDER
ADMINISTRATION

\$8.4B

* EXCLUDING THE
ALLOWANCE FOR
CREDIT LOSSES

DIVERSIFYING LOANS BY PROVINCE (%)



Growing a more balanced geographic footprint through targeted growth in Ontario

	2018	2008
British Columbia	34	36
Alberta	32	53
Ontario and other	26	5
Saskatchewan	5	4
Manitoba	3	2

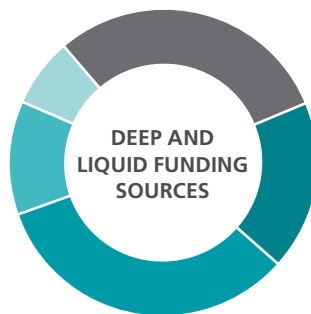
DIVERSIFYING LOANS BY LENDING SECTOR (%)



Growing a more balanced industry mix through targeted growth of full-service relationships with business owners

	2018	2008
General commercial loans	28	27
Personal loans and mortgages	20	15
Commercial mortgages	19	21
Equipment financing and leasing	18	14
Real estate project loans	15	21
Oil and gas production loans	-	2

GROWTH AND DIVERSIFICATION OF FUNDING SOURCES - COMPOSITION OF TOTAL FUNDING (%)



Increased demand and notice, and two additional sources of funding.

	2018	2008
Branch demand and notice	30	26
Branch term	18	39
Broker term	33	34
Capital markets term	12	1
Securitization	7	0

STRONG CREDIT QUALITY

5YR AVERAGE AS A % OF TOTAL LOANS

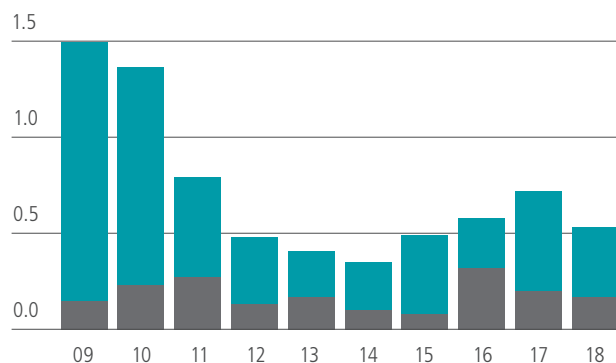
0.53%

● \$ GROSS IMPAIRED LOANS

0.18%

● \$ WRITE-OFFS

GROSS IMPAIRED LOANS AND WRITE-OFFS AS A % OF TOTAL LOANS



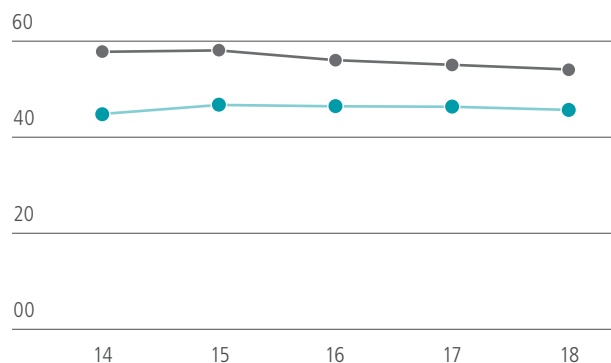
STRONG EFFICIENCY RATIO⁽³⁾

45.7%

● CWB

54.1%

● CANADIAN BANK AVERAGE⁽⁴⁾



LOW PROVISION FOR CREDIT LOSSES

5YR AVERAGE AS A % OF AVERAGE LOANS

0.23%



LOW LEVERAGE

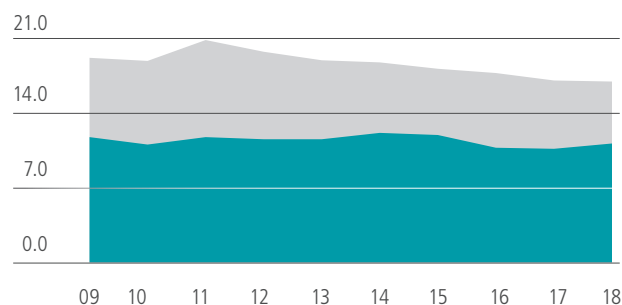
TOTAL ASSETS-TO-EQUITY

11.2x

● CWB

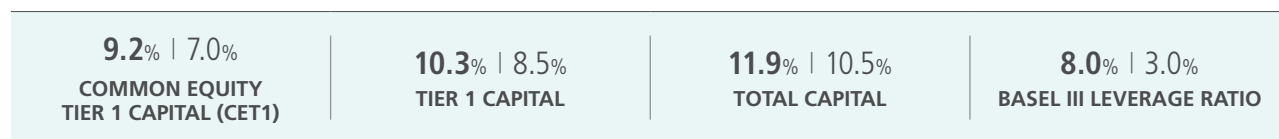
17.0x

● CANADIAN BANK AVERAGE⁽⁴⁾



STRONG REGULATORY CAPITAL RATIOS BASED ON THE STANDARDIZED APPROACH

CWB | CWB'S REGULATORY MINIMUM



(1) Financial results presented include certain metrics which do not have standardized meanings prescribed by IFRS and, therefore, may not be comparable to similar measures presented by other financial institutions; see page 20 for definitions and discussions of non-IFRS measures.

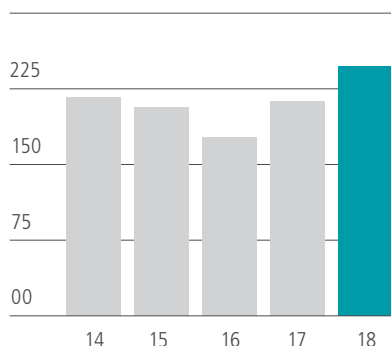
(2) CAGR - compound annual growth rate.

(3) Efficiency ratio is calculated as non-interest expenses, excluding the pre-tax amortization of acquisition-related intangible assets, divided by total revenues.

(4) "Canadian Bank Average" is calculated based on information contained in the publicly available company reports of Canada's six largest banks (TSX trading symbols: BMO, CM, NA, RY, BNS, TD).

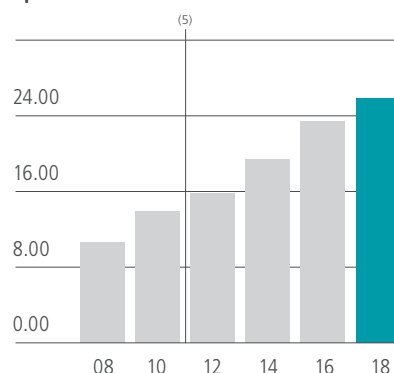
COMMON SHAREHOLDERS' NET INCOME (\$ MILLIONS)

\$249



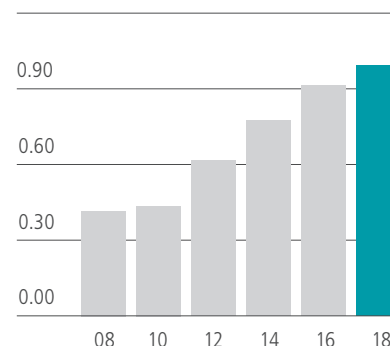
CONSISTENT GROWTH OF BOOK VALUE / SHARE

\$26.09 9% 10YR CAGR



CONSISTENT GROWTH OF DIVIDENDS PAID / COMMON SHARE

\$1.00 9% 10YR CAGR



MEDIUM-TERM PERFORMANCE TARGET RANGES

KEY METRICS	MEDIUM-TERM PERFORMANCE TARGET RANGES ⁽⁶⁾	FISCAL 2018 PERFORMANCE
Adjusted cash earnings per common share growth	7 - 12%	Delivered 14%.
Adjusted return on common shareholders' equity	12 - 15%	Delivered 11.9%, up 90 basis points from fiscal 2017.
Operating leverage	Positive	Delivered positive 1.9%.
Common equity Tier 1 capital ratio under the <i>Standardized</i> approach	Strong	Delivered a very strong ratio of 9.2%.
Common share dividend payout ratio	~30%	Delivered 36%, with an 8% increase to the annual common share dividend, and a higher annual dividend for the 26 th consecutive year.

INVESTMENT GRADE CREDIT RATINGS (DBRS) - STABLE TREND (CONFIRMED NOVEMBER 29, 2018)

A (low) LONG-TERM DEPOSITS / LONG-TERM SENIOR DEBT	R-1 (low) SHORT-TERM INSTRUMENTS	BBB (high) SUBORDINATED DEBT	Pfd-3 PREFERRED SHARES
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(5) As of 2011, financial results are reported under International Financial Reporting Standards (IFRS), as opposed to Generally Accepted Accounting Principles (GAAP), and are not directly comparable.

(6) See page 20 for definitions and discussion of non-IFRS measures.