



## WHO WE ARE

Headquartered in Edmonton, Alberta, CWB Financial Group (TSX: 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. Through disciplined execution of our Balanced Growth strategy, CWB has grown to become the seventh largest publicly traded Schedule 1 bank in Canada in terms of market capitalization.

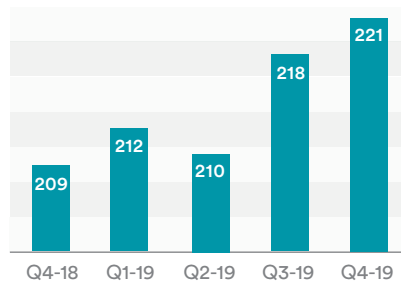
## OUR BALANCED GROWTH OBJECTIVES

- Full-service client growth with a focus on business owners, including further geographic and industry diversification
- Growth and diversification of funding sources
- Optimized capital and risk management processes through transition to the Advanced Internal Ratings Based (AIRB) approach

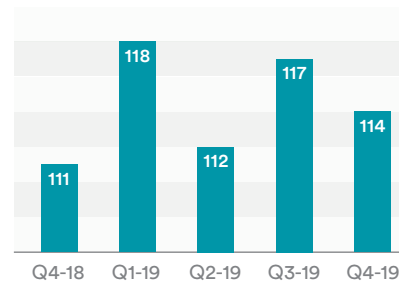
## Fourth Quarter 2019 Highlights

(\$ millions, except adjusted cash earnings per share)

### REVENUE

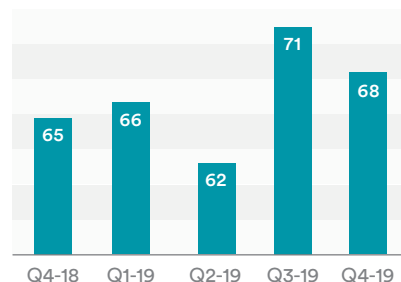


### PRE-TAX, PRE-PROVISION INCOME<sup>(1)</sup>

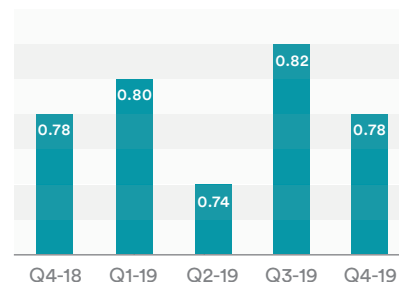


(1) Pre-tax, pre-provision income is calculated as total revenue less non-interest expenses, excluding the pre-tax amortization of acquisition-related intangible assets.

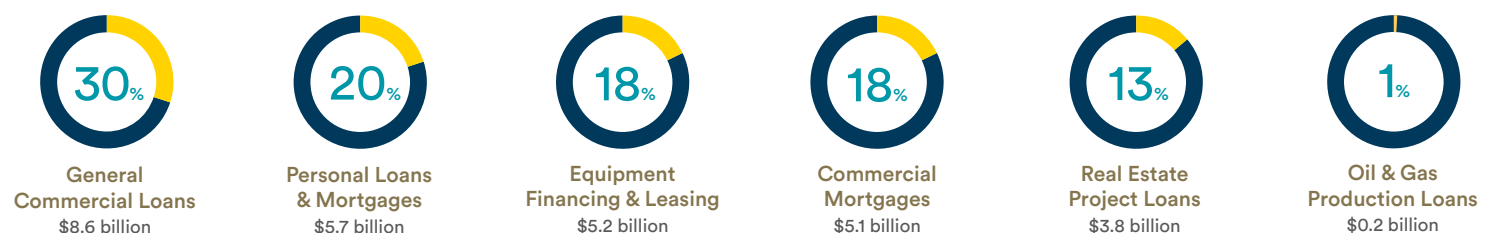
### COMMON SHAREHOLDERS' NET INCOME



### ADJUSTED CASH EARNINGS PER SHARE



## LOANS BY LENDING SECTOR



## OUR LINES OF BUSINESS

### Banking

- Canadian Western Bank
- CWB Equipment Financing
- CWB National Leasing
- CWB Optimum Mortgage
- CWB Maxium Financial
- CWB Franchise Finance
- Motive Financial

### Trust

- CWB Trust Services

### Wealth Management

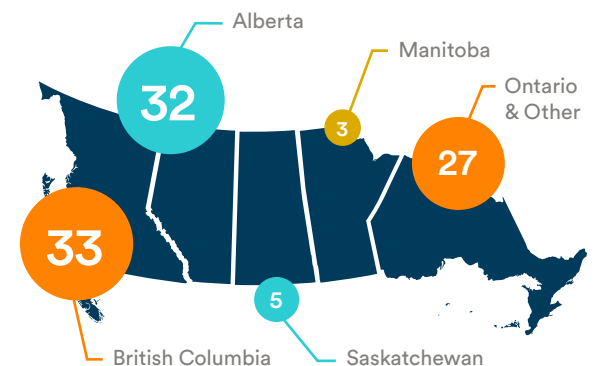
- CWB Wealth Management
- CWB McLean & Partners Wealth Management
- Canadian Western Financial

## CANADIAN WESTERN BANK IN FIGURES

As at October 31	2019	2018
Assets	\$31.4 B	\$29.0 B
Loans	\$28.5 B	\$26.3 B
Deposits	\$25.4 B	\$23.7 B
Assets under administration	\$9.3 B	\$8.4 B
Assets under management	\$2.1 B	\$2.1 B
Number of Employees	2,278	2,178

## LOANS BY PROVINCE (%)

(Based on location of security)





## COMMON STOCK PRICE PERFORMANCE & SHAREHOLDER INFORMATION (OCTOBER 31, 2019)



~ 87.3 million

Shares Issued and Outstanding

~ \$2.9 billion

Stock Market Capitalization

**DBRS A (low)**

Senior Debt Credit Rating\*

\* Credit ratings do not relate to market price or comment on suitability of any financial instrument for a particular investor, and are not recommendations to purchase, sell or hold securities. Ratings are subject to revision or withdrawal at any time by the rating organization.

Listing	TSX	Trading Symbols (common   preferred)	CWB	CWB.PR.B CWB.PR.C CWB.PR.D	Book Value / Share	\$29.29
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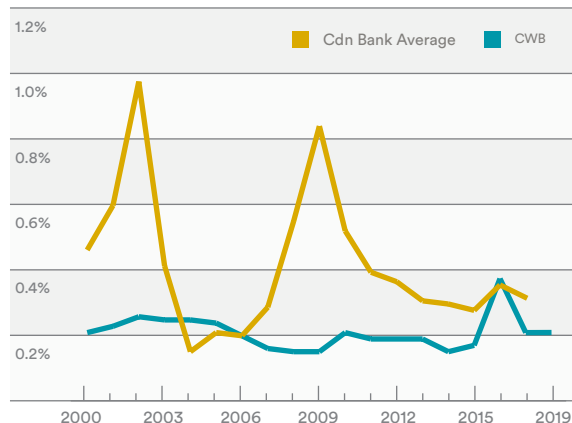
## MEDIUM-TERM PERFORMANCE TARGET RANGES

Targets	Adjusted cash earnings per common share growth <sup>(1)</sup>	Adjusted return on common shareholders' equity <sup>(2)</sup>	Operating leverage <sup>(3)</sup>	Common equity Tier 1 capital ratio under the Standardized approach <sup>(4)</sup>	Common share dividend payout ratio <sup>(5)</sup>
	7-12%	12-15%	Positive	Strong	~30%
2019 Performance	5%	11.3%	(1.8%)	9.1%	~35%

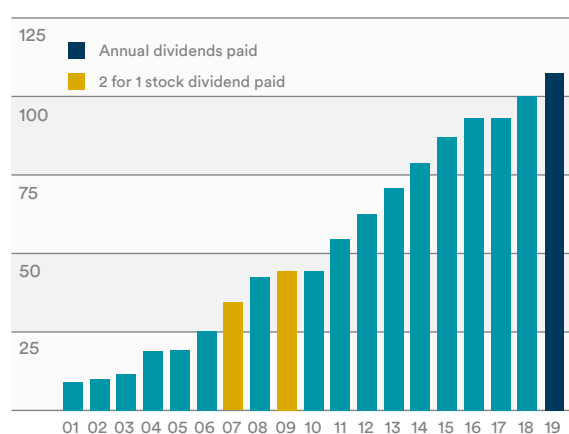
(1) Adjusted cash earnings per common share is calculated as diluted earnings per common share excluding the acquisition-related amortization of intangible assets and contingent consideration fair value changes, net of tax. Excluded items are not considered to be indicative of ongoing business performance. Performance for adjusted cash earnings per common share is the current year results over the same period in the prior year. (2) Adjusted return on common shareholders' equity is calculated as annualized common shareholders' net income excluding the acquisition-related amortization of intangible assets and contingent consideration fair value changes, net of tax, divided by average common shareholders' equity. (3) Operating leverage is calculated as total revenue growth less non-interest expense growth, excluding the pre-tax amortization of acquisition-related intangible assets. (4) Common equity Tier 1 capital ratio is calculated in accordance with Basel III guidelines issued by the Office of the Superintendent of Financial Institutions Canada (OSFI). (5) Common share dividend payout ratio is calculated as common share dividends declared during the past twelve months divided by common shareholders' net income earned over the same period.

## ANNUAL CREDIT PERFORMANCE (2000 - 2019)

Provision for credit losses as a % of loans



## DIVIDEND HISTORY (\$ / SHARE)



## CONTACT INFORMATION

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Fax: 1.888.453.0330  
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## FISCAL 2020 QUARTERLY EARNINGS RELEASE CALENDAR\*

Q1 MARCH 05    Q2 MAY 28    Q3 AUGUST 27    Q4 DECEMBER 03

\* Dates subject to change.