



WHO WE ARE

CWB Financial Group (TSX: CWB) is an agile, future focused, growth-oriented, full-service financial institution serving business owners and individuals across Canada. Our teams deliver a uniquely proactive client experience through highly personalized service, specialized expertise within targeted industries, customized solutions and faster response times.

Headquartered in Edmonton, Alberta, we are the only fullservice bank with a strategic focus to meet the unique financial needs of business owners. We provide full-service business and personal banking, nation-wide specialized financing in targeted industries, comprehensive wealth management offerings, and trust services.

OUR STRATEGIC PRIORITIES

- Transform our capabilities to create enhanced value for clients and strengthen client relationships
- Continue to evolve our culture and our employee experience to create value for our people and become a career destination for top talent
- Transform and diversify our business to create value for investors through break-out growth and enhanced profitability

CANADIAN WESTERN BANK IN FIGURES

As at July 31	2020	2019
Assets	\$33.2 B	\$30.9 B
Loans	\$29.7 B	\$28.2 B
Deposits	\$26.5 B	\$24.8 B
Assets under administration⁽¹⁾	\$12.9 B	\$8.7 B
Assets under management⁽¹⁾	\$6.2 B	\$2.1 B
Common Equity Tier 1 ratio⁽²⁾	8.8%	9.0%
Number of Employees⁽³⁾	2,502	2,288

COMMON STOCK PRICE PERFORMANCE & SHAREHOLDER INFORMATION (JULY 31, 2020)



\$22.80

Closing Price

~87.1 million

Outstanding Shares

~\$2.0 billion

Market capitalization

\$36.61

52-week high

\$15.70

52-week low

Listing **TSX**

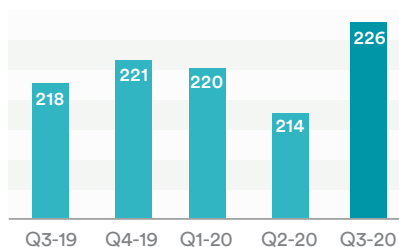
Trading Symbols (common | preferred) **CWB**

CWB.PR.B
CWB.PR.C
CWB.PR.D

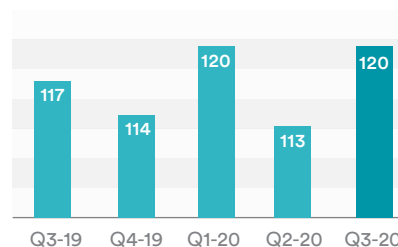
Book Value / Share **\$31.50**

SECOND QUARTER 2020 HIGHLIGHTS (\$ millions, except adjusted earnings per share)

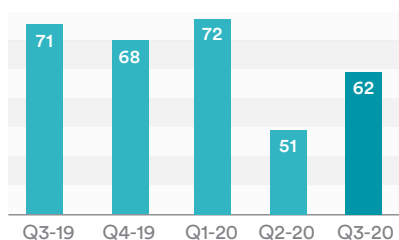
REVENUE



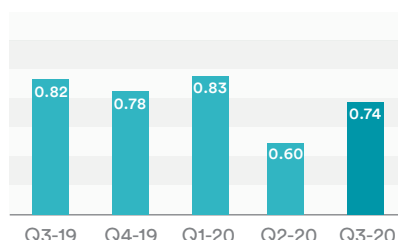
PRE-TAX, PRE-PROVISION INCOME⁽⁴⁾



COMMON SHAREHOLDERS' NET INCOME

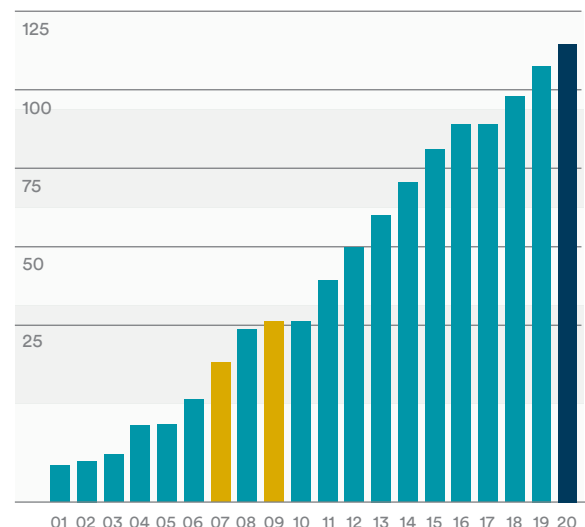


ADJUSTED EARNINGS PER SHARE⁽⁵⁾



DIVIDEND HISTORY (¢ / SHARE)

- Quarterly dividend declared in August, 2020 annualized
- 2 for 1 stock dividend paid



(1) The wealth acquisition contributed \$4.0 billion to assets under administration and \$1.8 billion to assets under management at the acquisition date. (2) Capital ratios in the third quarter of fiscal 2020 reflect an approximate 30 basis point investment in the wealth acquisition. (3) The third quarter of fiscal 2020 includes 124 additional staff as a result of the wealth acquisition. (4) Pre-tax, pre-provision income – total revenue less adjusted non-interest expenses. Adjusted non-interest expenses – total non-interest expenses, excluding the pre-tax amortization of acquisition-related intangible assets, and acquisition and integration costs. Acquisition and integration costs include one-time direct and incremental costs incurred as part of the execution and ongoing integration of the acquisition of the businesses of T.E. Wealth and Leon Frazer & Associates. (5) Adjusted earnings per common share – diluted earnings per common share calculated with adjusted common shareholders' net income.

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

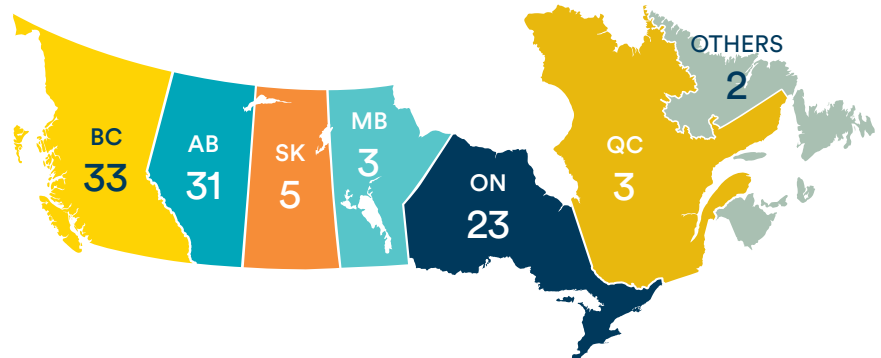
CWB Trust Services

Wealth Management

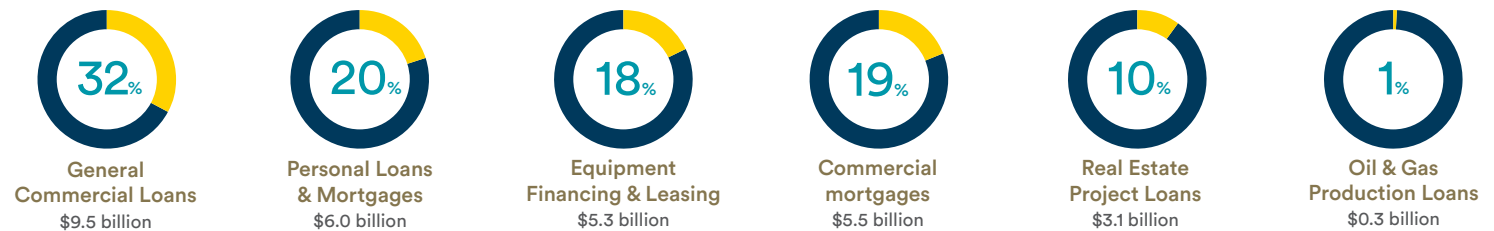
CWB Wealth Management
T.E. Wealth
Leon Frazer & Associates
CWB McLean & Partners
Wealth Management
Canadian Western Financial

LOANS BY PROVINCE (%)

(Based on location of security)

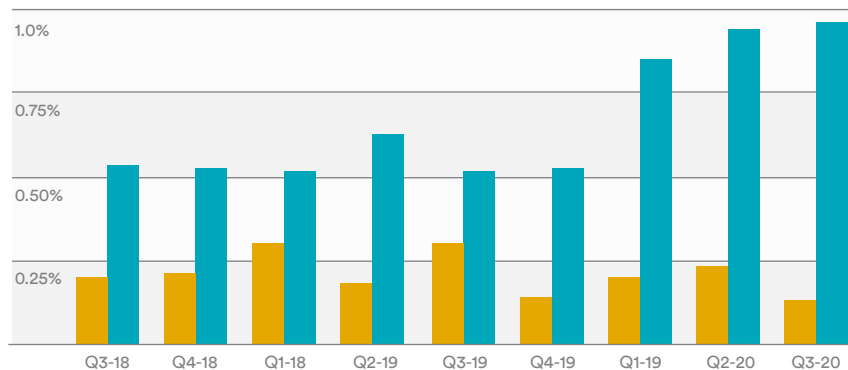


LOANS BY LENDING SECTOR



GROSS IMPAIRED LOANS & WRITE-OFFS

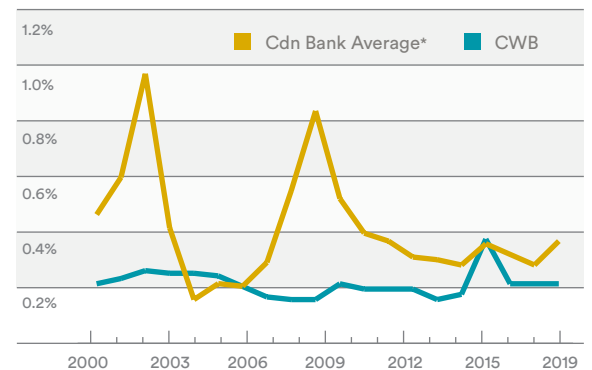
■ \$ Gross impaired loans as a % of gross loans* ■ \$ Write-offs as a % of avg. loans



* As of Q1 2019, results have been reported in accordance with IFRS 9. Prior period comparatives have been prepared in accordance with IAS 39 and have not been restated.

ANNUAL CREDIT PERFORMANCE (2000 - 2019)

Provision for credit losses as a % of average loans



* Cdn Bank Average is the average of the provision for credit losses as a % of average loans of Canada's six largest banks as reported in 2019.

DBRS A (Low)

Senior Debt

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.

Contact Information

Investor Relations

Chris Williams, AVP, Investor Relations
Tel: 780.508.8226
Toll-free: 1.800.836.1886
InvestorRelations@cwbank.com
cwbank.com

Transfer Agent and Registrar

Computershare
100 University Avenue, 8th Floor
Toronto, ON M5J 2Y1
Tel: 416.263.9200 Fax: 1.888.453.0330
computershare.com