Bank Trust Wealth Management

2016 Second Quarter Financial Results Conference Call

June 2nd, 2016

CWB CANADIAN WESTERN BANK GROUP

Presenters' Agenda

Financial Highlights

Carolyn Graham, Executive Vice President & CFO

- Second quarter financial highlights
- Credit quality
- Stress testing

Strategy & Outlook

Chris Fowler, President & CEO

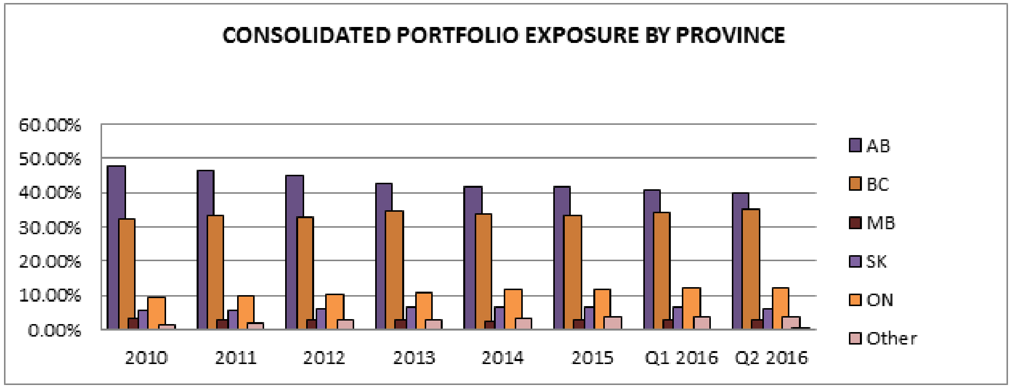
- Balance sheet growth
- Credit quality outlook
- Strategic direction & general outlook

Strong loan and deposit growth, strong growth in PTPP* earnings

- Ongoing very strong loan growth and strong deposit growth
- Credit quality reflects the impact of low commodity prices on oil and gas loans
- Increasing geographic and business diversification

Loans by Lending Sector

($ millions – excluding the allowance for credit losses)	Q2 2016	Q2 2015	Change $	Change %
Commercial mortgages	$ 4,066	$ 3,748	$ 318	8
General commercial loans	4,167	3,632	535	15
Equipment financing and leasing	3,761	3,538	223	6
Personal loans & mortgages	3,700	3,005	695	23
Real estate project loans	4,138	3,142	996	32
Corporate lending	1,217	1,273	(56)	(4)
Oil & gas production loans	327	334	(7)	(2)
Total loans outstanding	$ 21,376	$ 18,672	$ 2,704	14%



Both CWB Maxium and CWB Franchise Finance are expected to contribute to ongoing geographic diversification

*Pre-tax, pre-provision

Quarterly Results for Continuing Operations (compared to Q2 2015)

- Common shareholders' net income of $32.2 million and adjusted cash earnings per common share of $0.41, both down 37%, primarily due to pre-announced provisions for credit losses on oil and gas loans
- Total revenues, on a taxable equivalent basis (teb), of $164.5 million, up 9%
    - Net interest income (teb) of $145.1 million, up 9%
        - Strong 14% loan growth
        - Net interest margin (teb) down 10 basis points
    - Non-interest income of $19.4 million, up 7%
        - Growth across most categories
- Pre-tax, pre-provision earnings of $84.5 million, up 8%

Quarterly Results for Continuing Operations (compared to Q1 2016)

- Common shareholders' net income and adjusted cash earnings per common share both down 38%, primarily due to pre-announced provisions for credit losses on oil and gas loans
- Total revenues (teb) up 4%
    - Net interest income (teb) up 1%
        - Loan growth of 4%
        - Net interest margin (teb) relatively stable
    - Non-interest income up 32%
        - Nil net gains/losses on securities compared to $2.9 million net losses last quarter
- Pre-tax, pre-provision earnings up 4%

Year-to-date Results for Continuing Operations (compared to YTD 2015)

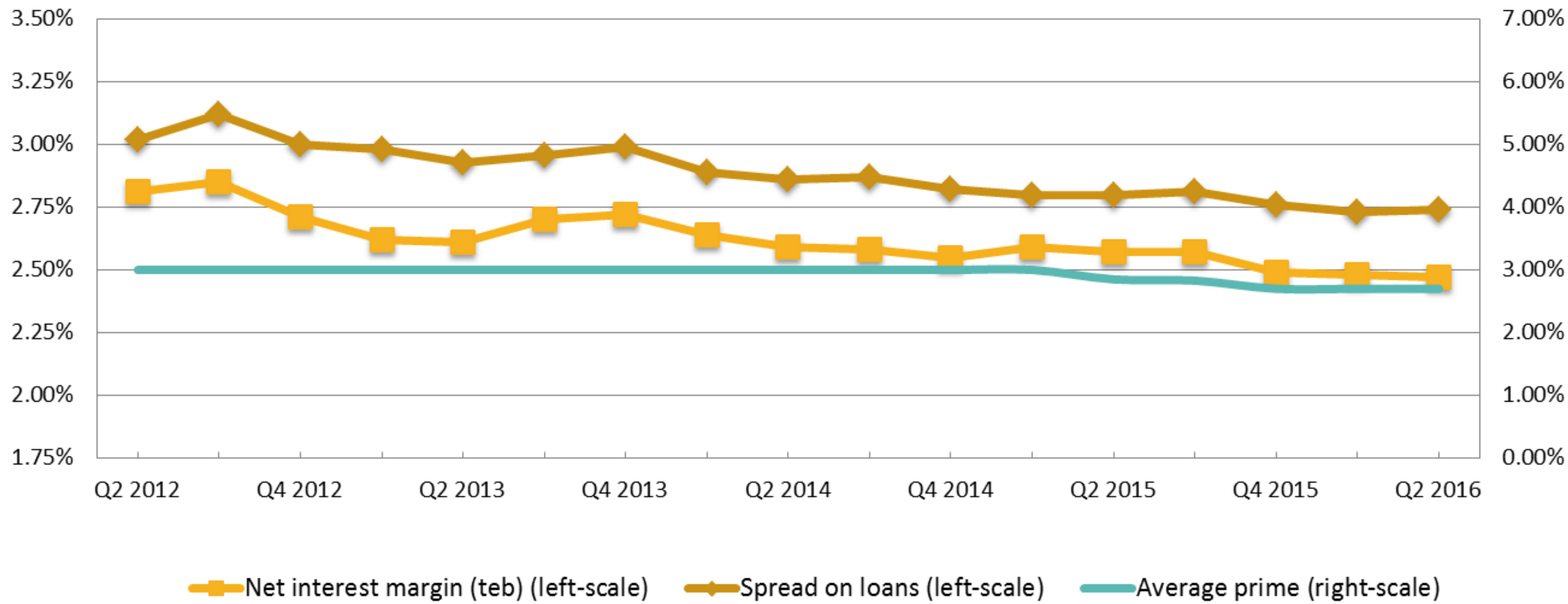
- Common shareholders' net income of $84.3 million, down 19%, and adjusted cash earnings per common share of $1.07, down 18%, primarily due to provisions for credit losses on oil and gas loans
- Total revenues, on a taxable equivalent basis (teb), of $323.2 million, up 6%
  - Net interest income (teb) of $289.2 million, up 8%
    - Very strong 9% loan growth
    - Net interest margin (teb) down 11 basis points
  - Non-interest income of $34.0 million, down 6%
    - Net losses on securities of $2.9 million compared to gains of $0.7 million last year
    - Partially offset by growth across other categories
- Pre-tax, pre-provision earnings of $165.9 million, up 6%

Regulatory Capital Ratios

Standardized approach for calculating risk-weighted assets	**Q2 2016**	Regulatory Minimum
Common equity Tier 1 capital (CET1)	**8.2%**	7.0 %
Tier 1 capital	**10.1%**	8.5 %
Total capital	**12.2%**	10.5 %
Basel III leverage ratio	**8.0%**	3.0 %

Financial Performance | Margin

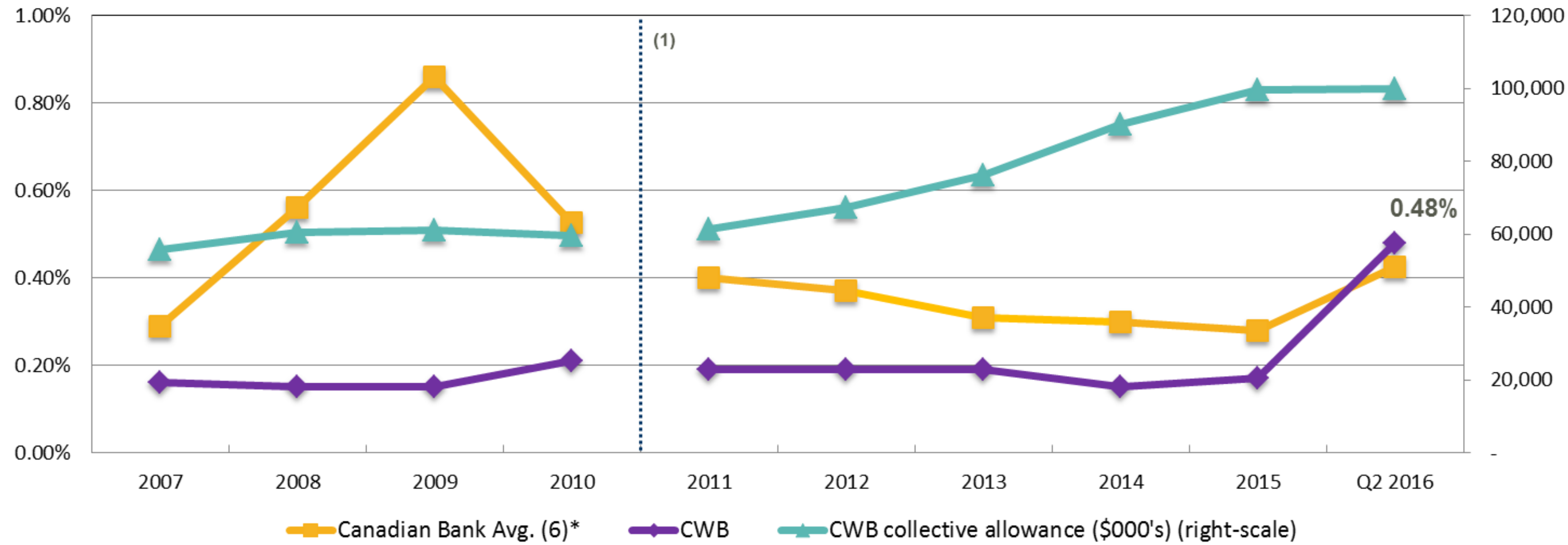
Net Interest Margin (teb) and Spread on Loans



- Net interest margin (teb) down 10 basis points compared to Q2 2015
    - Lower loan yields due to competitive factors and the Bank of Canada rate cuts, partially offset by more favourable deposit costs and strong growth in higher yielding loans and branch-raised deposits
- Net interest margin (teb) relatively unchanged from the prior quarter
    - Lower loan yields offset by more favourable deposit costs and lower average liquidity

Financial Performance | Credit

Provision for Credit Losses (as a percentage of average loans)

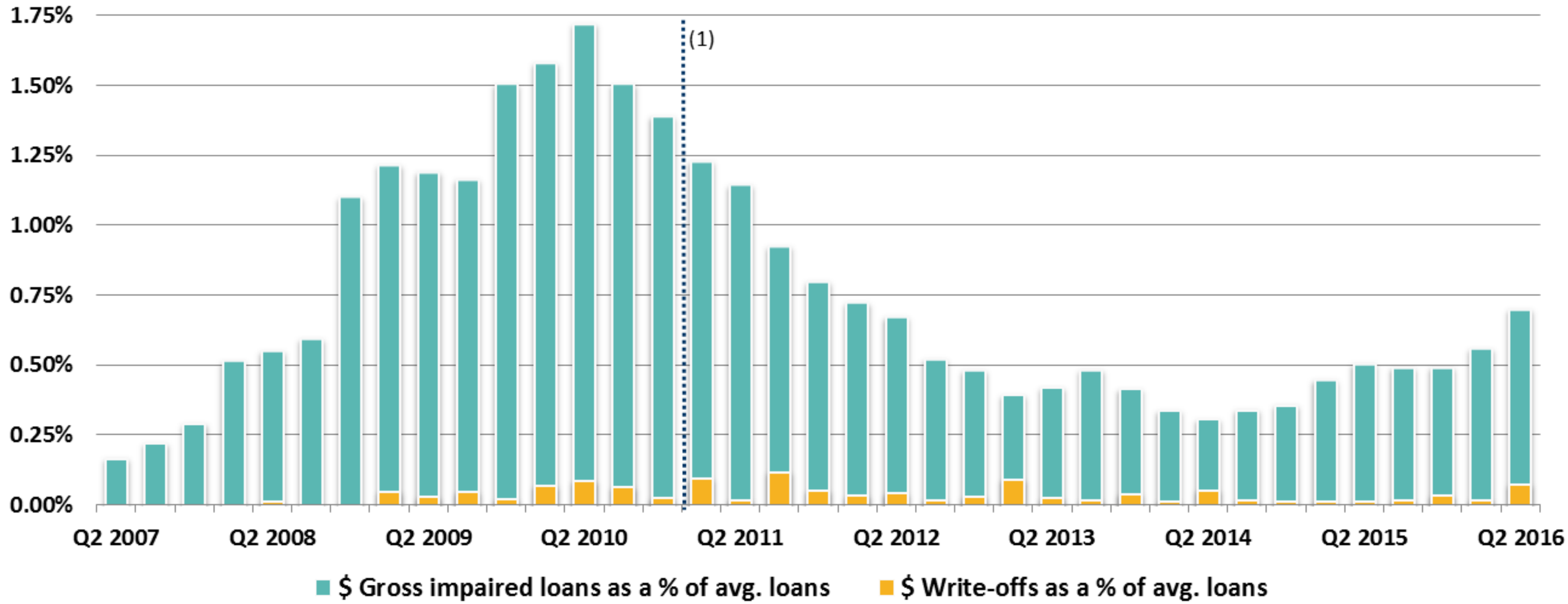


(1) As of Q1 11, financial results are reported under IFRS, as opposed to GAAP, and are not directly comparable.

- The year-to-date provision for credit losses was 48 basis points as a percentage of average loans, compared to 16 basis points in the same period last year
- Increased provisions for credit losses within the oil and gas portfolio have resulted from further weakening of energy commodity prices to very low levels early in the calendar year, as well as spring borrowing base redeterminations
- Annual provision expected to fall between 35 and 45 basis points as a percentage of average loans, compared to prior expectations of 18 to 23 basis points

Financial Performance | Credit

Gross Impaired Loans & Write-offs (as a percentage of average loans)



(1) As of Q1 11, financial results are reported under IFRS, as opposed to GAAP, and are not directly comparable.

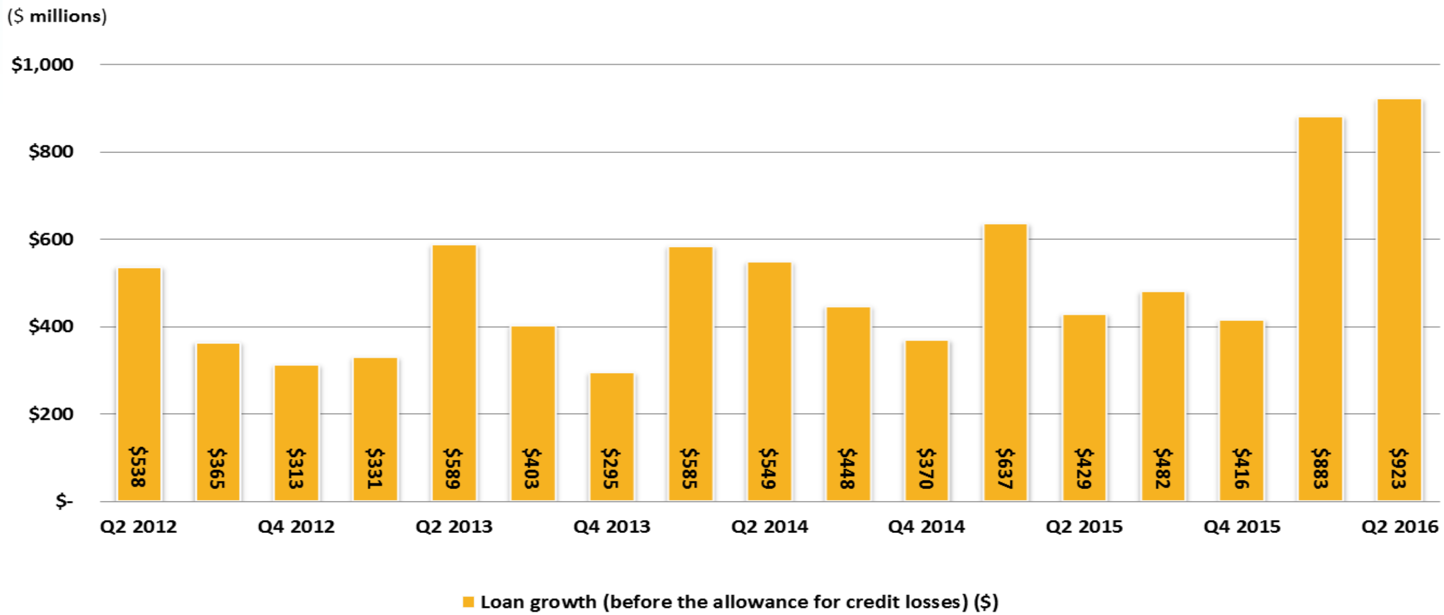
- Sequential increase in gross impaired loans primarily related to $32 million of new impaired oil and gas loans
- Credit quality outside of the oil and gas portfolio is stable and consistent with prior expectations
- Loss rates on impaired loans outside of oil and gas lending expected to reflect the combined positive impact of our disciplined underwriting, secured lending practices and proactive account management, and to be consistent with our prior experience

Stress Testing

- We believe CWB's stress tests are rigorous, comprehensive and conservative
- The following multi-factor stress test was performed during the second quarter:
    - 200% of CWB's historical peak credit losses realized simultaneously across all segments of the loan portfolio in Alberta and Saskatchewan each year for three years
        - Includes losses experienced this quarter
    - 100% of CWB's historical peak credit losses realized simultaneously across all segments of the loan portfolio in all other regions each year for three years
    - A resulting consolidated loss rate of 65 basis points each year for three years
    - Related assumptions included:
        - Changes in interest rates (lower loan yields; higher deposit costs due to competitive factors)
        - Net interest margin of 2.00%
        - Lower loan growth
        - Higher *Standardized* risk-weighted assets
- Results support the expectation that CWB would continue to deliver profits and maintain financial stability throughout the forecast horizon even under very severe economic conditions

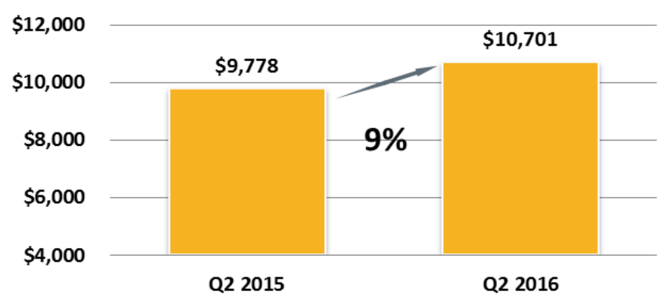
Quarterly Loan Growth

Quarterly loan growth excluding allowance for credit losses ($ millions)



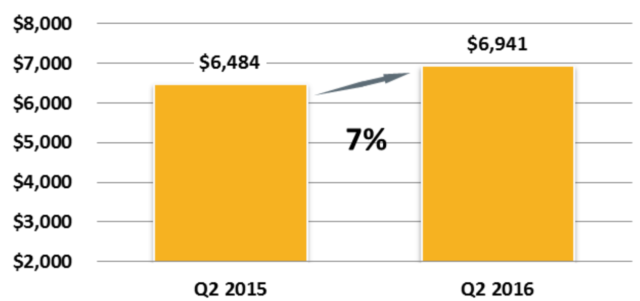
Total Branch-raised Deposits

($ millions)



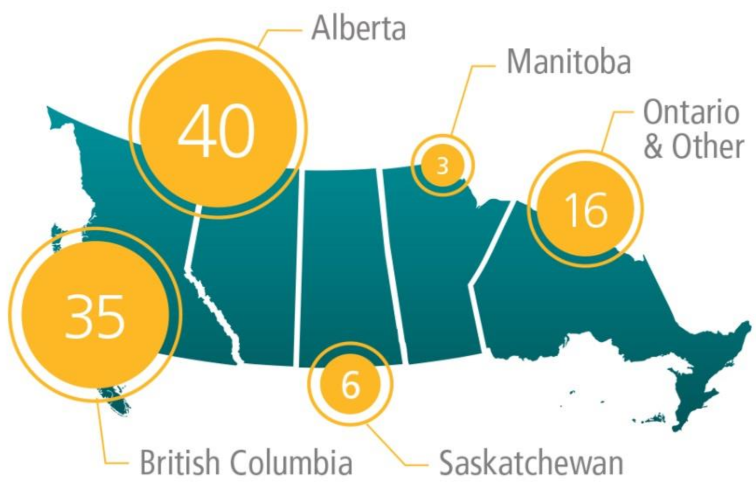
Total Demand and Notice Deposits

($ millions)



Credit Quality Outlook

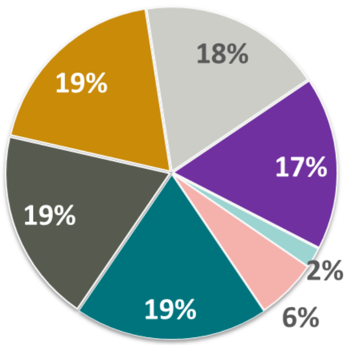
Loans by province based on location of security



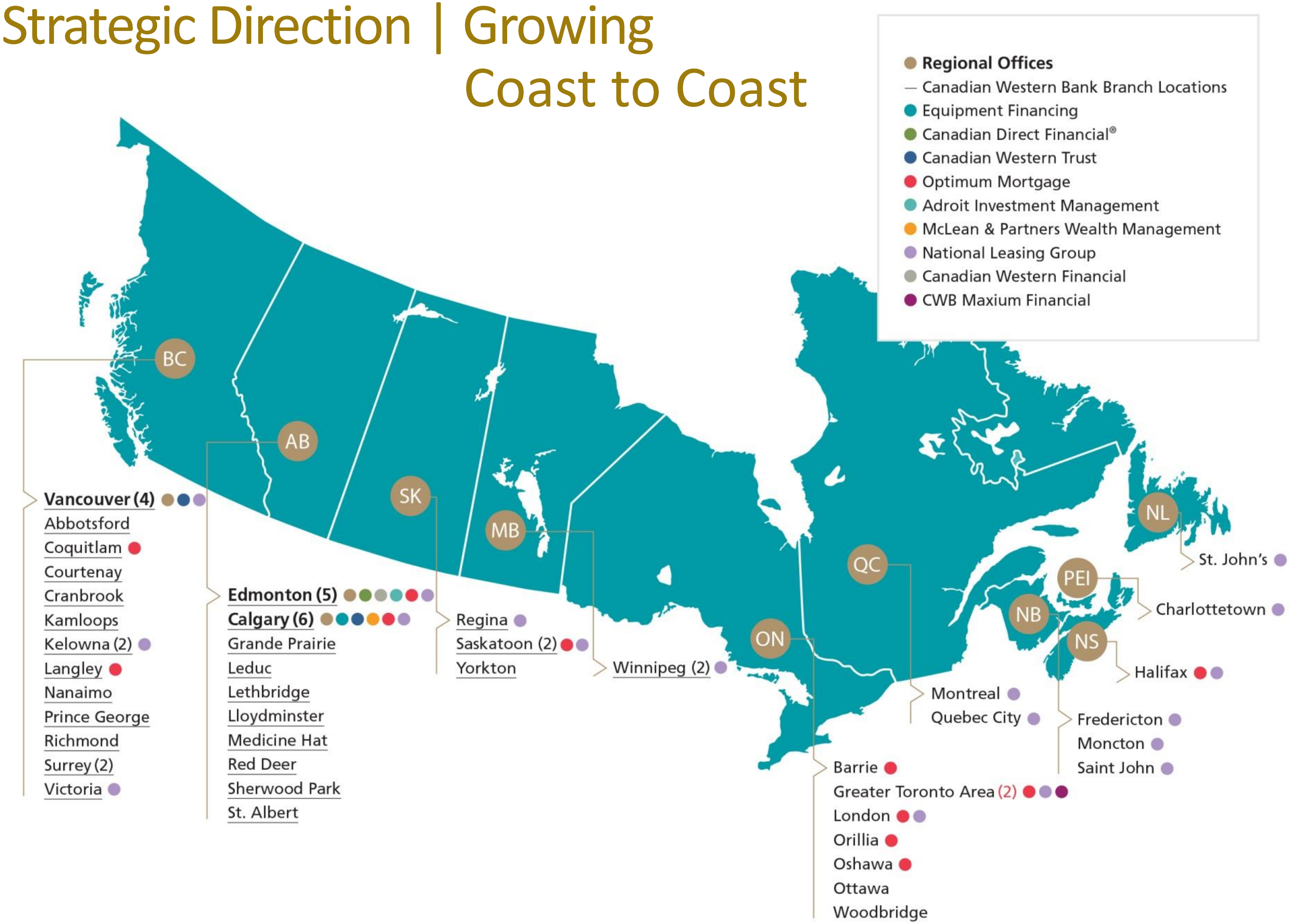
- CWB focuses on secured, mid-market commercial lending
- CWB has no material exposure to unsecured personal borrowing, credit cards, or auto loans
- The unusual level of provisioning this quarter reflects the credit performance of oil and gas loans
- Credit quality outside of this portfolio is stable and consistent with prior expectations
- Expectations for credit quality include further increases in gross impaired loans, with loss rates outside of oil and gas lending expected to be more consistent with our prior experience, reflecting the combined positive impact of CWB's disciplined underwriting, secured lending practices and proactive account management

Loans by lending sector

- Commercial mortgages - 19%
- General commercial loans - 19%
- Real estate project loans - 19%
- Equipment financing and leasing - 18%
- Personal loans & mortgages - 17%
- Oil & gas production loans - 2%
- Corporate loans - 6%



Strategic Direction | Growing Coast to Coast



Advisory

Forward-looking Statements

From time to time, CWB makes written and verbal forward-looking statements. Statements of this type are included in the Annual Report and reports to shareholders and may be included in filings with Canadian securities regulators or in other communications such as press releases and corporate presentations. Forward-looking statements include, but are not limited to, statements about CWB's objectives and strategies, targeted and expected financial results and the outlook for CWB's businesses or for the Canadian economy. Forward-looking statements are typically identified by the words "believe", "expect", "anticipate", "intend", "estimate", "may increase", "may impact", "goal", "focus", "potential", "proposed" and other similar expressions, or future or conditional verbs such as "will", "should", "would" and "could".

By their very nature, forward-looking statements involve numerous assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that management's predictions, forecasts, projections, expectations and conclusions will not prove to be accurate, that its assumptions may not be correct and that its strategic goals will not be achieved.

A variety of factors, many of which are beyond CWB's control, may cause actual results to differ materially from the expectations expressed in the forward-looking statements. These factors include, but are not limited to, general business and economic conditions in Canada, including the volatility and level of liquidity in financial markets, fluctuations in interest rates and currency values, the volatility and level of various commodity prices, changes in monetary policy, changes in economic and political conditions, legislative and regulatory developments, legal developments, the level of competition, the occurrence of natural catastrophes, changes in accounting standards and policies, the accuracy and completeness of information CWB receives about customers and counterparties, the ability to attract and retain key personnel, the ability to complete and integrate acquisitions, reliance on third parties to provide components of business infrastructure, changes in tax laws, technological developments, unexpected changes in consumer spending and saving habits, timely development and introduction of new products, and management's ability to anticipate and manage the risks associated with these factors. It is important to note that the preceding list is not exhaustive of possible factors.

Additional information about these factors can be found in the Risk Management section of CWB's annual Management's Discussion and Analysis (MD&A). These and other factors should be considered carefully, and readers are cautioned not to place undue reliance on these forward-looking statements as a number of important factors could cause CWB's actual results to differ materially from the expectations expressed in such forward-looking statements. Unless required by securities law, CWB does not undertake to update any forward-looking statement, whether written or verbal, that may be made from time to time by it or on its behalf.

Assumptions about the performance of the Canadian economy over the forecast horizon and how it will affect CWB's businesses are material factors considered when setting organizational objectives and targets. In determining expectations for economic growth, CWB primarily considers economic data and forecasts provided by the Canadian government and its agencies, as well as an average of certain private sector forecasts. These forecasts are subject to inherent risks and uncertainties that may be general or specific. Where relevant, material economic assumptions underlying forward looking statements are disclosed .