Third Quarter 2018 Financial Results Conference Call

August 30th, 2018

CWB FINANCIAL GROUP

Presenters' Agenda

Performance highlights and strategic execution

Chris Fowler, President & CEO

- Performance highlights
- Execution of CWB's Balanced Growth strategy
- Medium-term targets and outlook

Financial performance

Carolyn Graham, Executive Vice President & CFO

- Third quarter and year-to-date results
- Loan and deposit growth
- Net interest margin
- Efficiency and operating leverage
- Credit quality
- Capital management

Third Quarter 2018 Performance Highlights

STRONG FINANCIAL PERFORMANCE	• Total revenue for the quarter of $205 million surpasses the $200 million milestone • Total loans surpass $25 billion milestone • Common shareholders' net income up 11% from last year, pre-tax, pre-provision income up 10%, diluted and adjusted cash earnings per common share both up 9% • Higher net interest margin, strong credit quality and common share dividend increase
CONTINUED EXECUTION OF TRANSFORMATIONAL INITIATIVES AND STRATEGIC ENHANCEMENTS TO BUSINESS INFRASTRUCTURE	• Hit key deliverables in our program to transition from the *Standardized* to the *Advanced* approach for credit risk and capital management • Progressed on our related program to deliver more centralized and efficient credit support processes • Went live with the first phase of our program to transform our treasury infrastructure and funds transfer pricing protocols • Launched our new human resources information system subsequent to quarter end • Collective outcomes are expected to improve efficiency, strengthen our competitive position, and support our teams as we look to do more for our valued clients
CONTINUED EXECUTION OF BALANCED GROWTH STRATEGY	• Significant loan growth in the Ontario market • Strong loan growth against a stable economic backdrop in BC • Strongest Alberta loan growth in over two years • Strongest equipment financing and leasing growth since 2015

Quarterly Results compared to Q3 2017

- Record common shareholders’ net income of $62 million, up 11% and pre-tax, pre-provision income of $111 million, up 10%
- Adjusted cash earnings per common share of $0.75, up 9%, reflecting double-digit revenue growth, partially offset by higher non-interest expenses, provision for credit losses, and acquisition-related fair value changes
- Business lending assets acquired on January 31, 2018, contributed approximately $0.04 of adjusted cash earnings per common share
- Record total revenue of $205 million, up 12%
  - Net interest income of $187 million, up 14%
    - Strong 12% loan growth, underpinned by increased industry and geographic diversification, with the strategically targeted general commercial and equipment financing and leasing categories accounting for 74% of the increase
    - Net interest margin of 2.64%, up five basis points
  - Non-interest income of $18 million, down 8%
    - Primarily reflects lower trust service fees due to the transfer of certain CWT accounts to successor trustees
    - Lower credit related fees relates to the shift in organic loan growth to emphasize general commercial loans, which tend to be associated with lower fees as compared to real estate loans with more complex structures, and a change in accounting methodology for certain fees with the banking system conversion

Year-to-date Results compared to year-to-date 2017

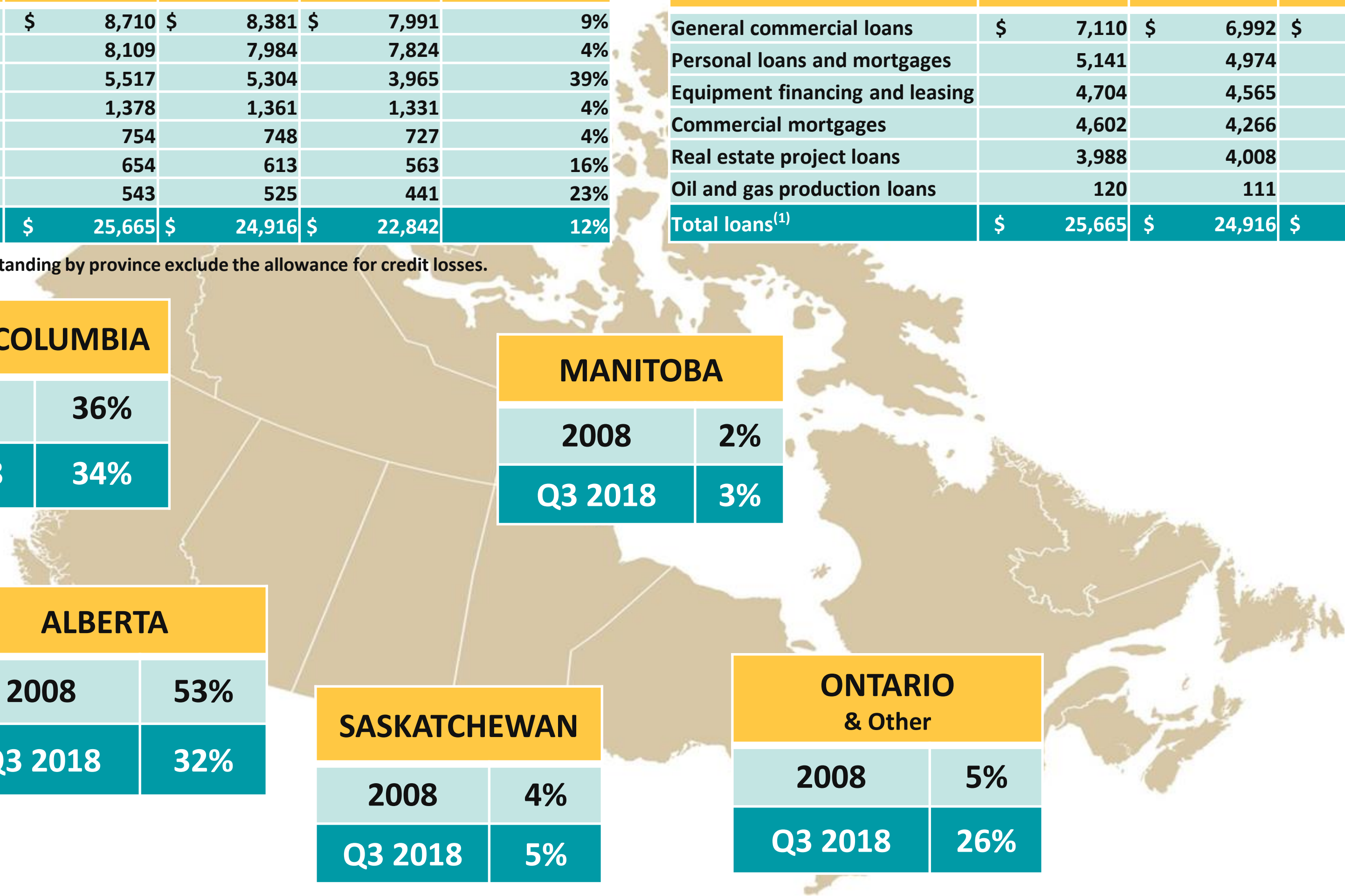
- Common shareholders' net income of $185 million, up 20% and pre-tax, pre-provision income of $325 million, up 14%
- Adjusted cash earnings per common share of $2.23, up 18%, reflecting double-digit revenue growth and strong credit quality, partially offset by higher non-interest expenses and acquisition-related fair value changes
- Total revenue of $595 million, up 12%
  - Net interest income of $536 million, up 14%
    - Primarily reflects 10% loan growth, on an average balance basis
    - Net interest margin of 2.59%, up six basis points
  - Non-interest income of $59 million, down 1%
    - Primarily reflects gains related to the CWT strategic transactions within 'other' non-interest income, more than offset by lower trust services fees as a result of the CWT transactions, and lower credit related fees

Balanced Growth | Increasing Geographic Diversification

(unaudited) (millions)	July 31 2018	April 30 2018	July 31 2017	Change from July 31 2017
British Columbia	$ 8,710	$ 8,381	$ 7,991	9%
Alberta	8,109	7,984	7,824	4%
Ontario	5,517	5,304	3,965	39%
Saskatchewan	1,378	1,361	1,331	4%
Manitoba	754	748	727	4%
Quebec	654	613	563	16%
Other	543	525	441	23%
Total loans(1)	$ 25,665	$ 24,916	$ 22,842	12%

(unaudited) (millions)	July 31 2018	April 30 2018	July 31 2017	Change from July 31 2017
General commercial loans	$ 7,110	$ 6,992	$ 5,903	20%
Personal loans and mortgages	5,141	4,974	4,606	12%
Equipment financing and leasing	4,704	4,565	3,832	23%
Commercial mortgages	4,602	4,266	4,163	11%
Real estate project loans	3,988	4,008	4,207	-5%
Oil and gas production loans	120	111	131	-8%
Total loans(1)	$ 25,665	$ 24,916	$ 22,842	12%

[1] Total loans outstanding by province exclude the allowance for credit losses.



BRITISH COLUMBIA	
2008	36%
Q3 2018	34%

MANITOBA	
2008	2%
Q3 2018	3%

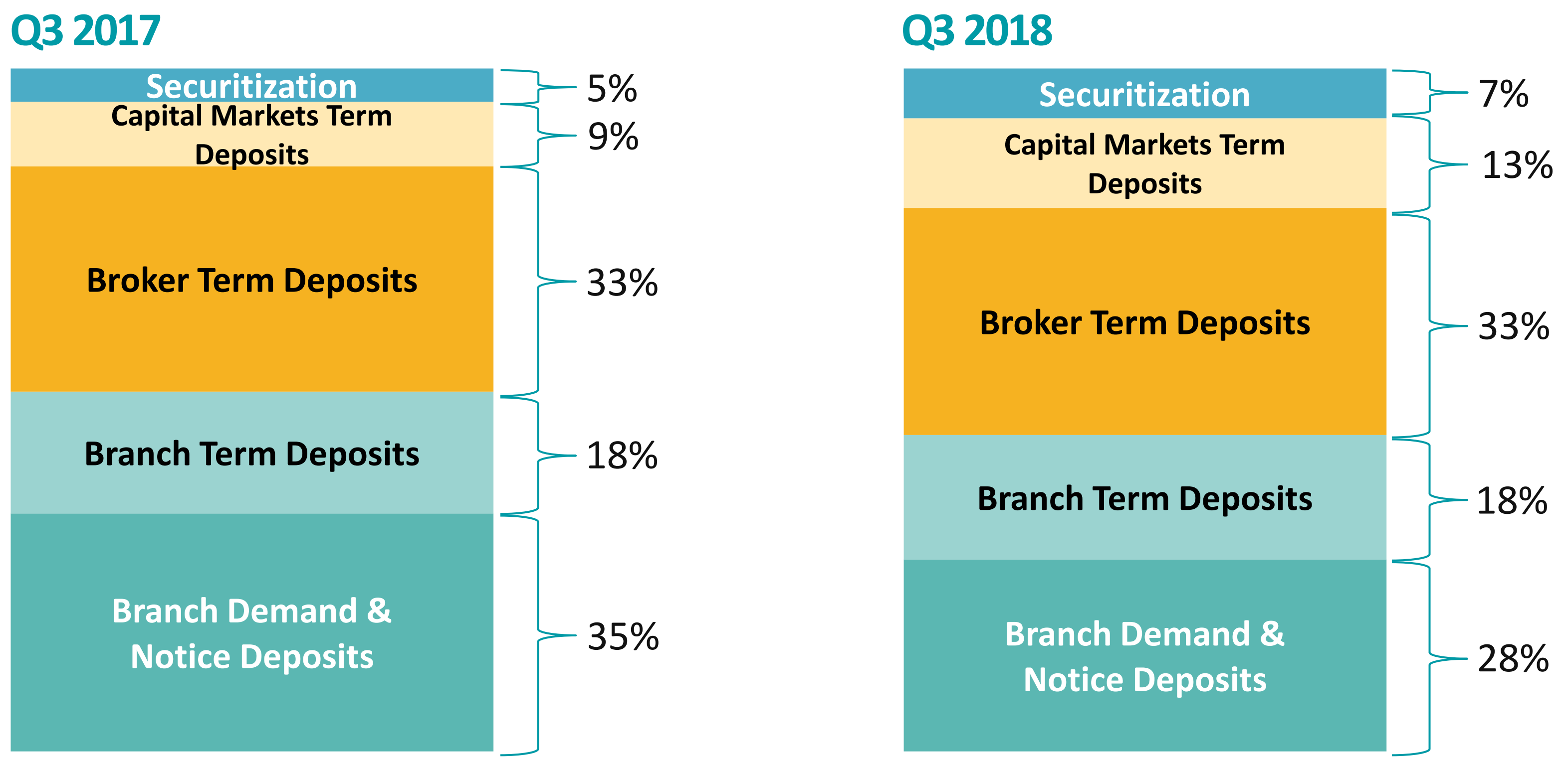
ALBERTA	
2008	53%
Q3 2018	32%

SASKATCHEWAN	
2008	4%
Q3 2018	5%

ONTARIO & Other	
2008	5%
Q3 2018	26%

Balanced Growth | Funding Diversification

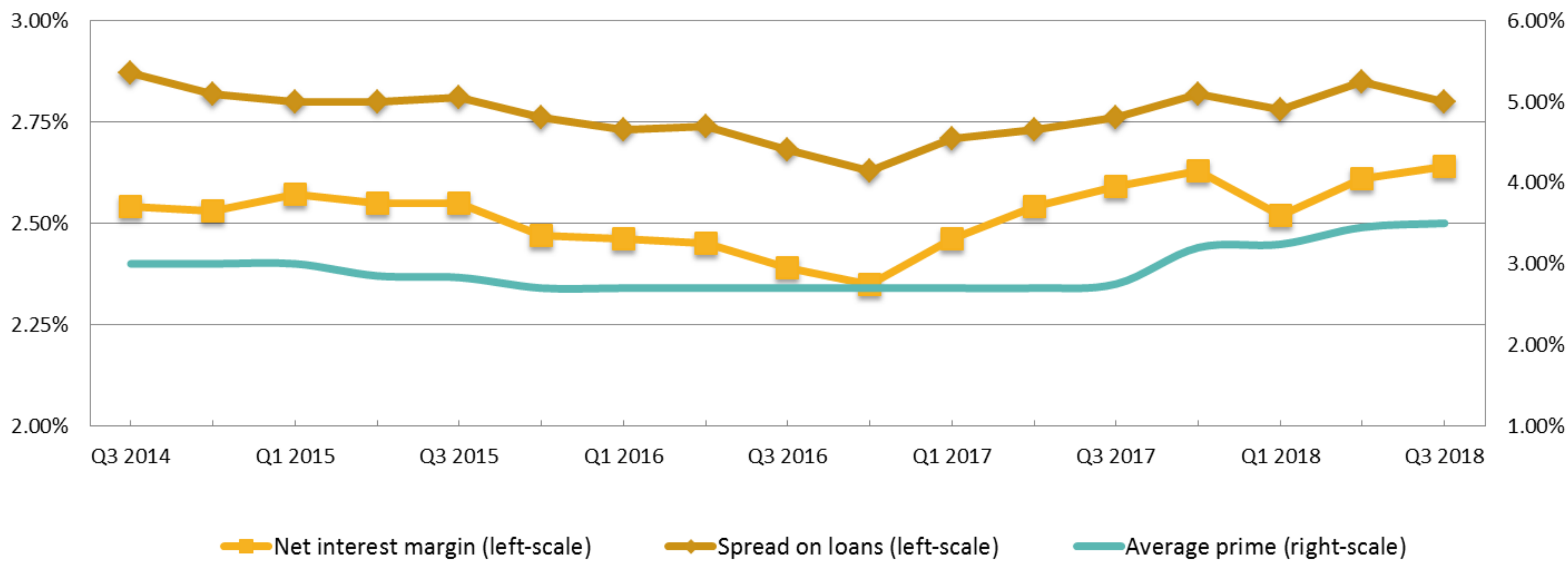
Composition of Deposits



- Increased use of securitization to fund both equipment loans and leases and residential mortgages
- Increased use of debt capital markets with six successful senior deposit note issuances or re-openings totaling $1.5 billion over the past twelve months
- No material change in the proportion of funding from broker deposits

Financial Performance | Margin

Net Interest Margin and Spread on Loans

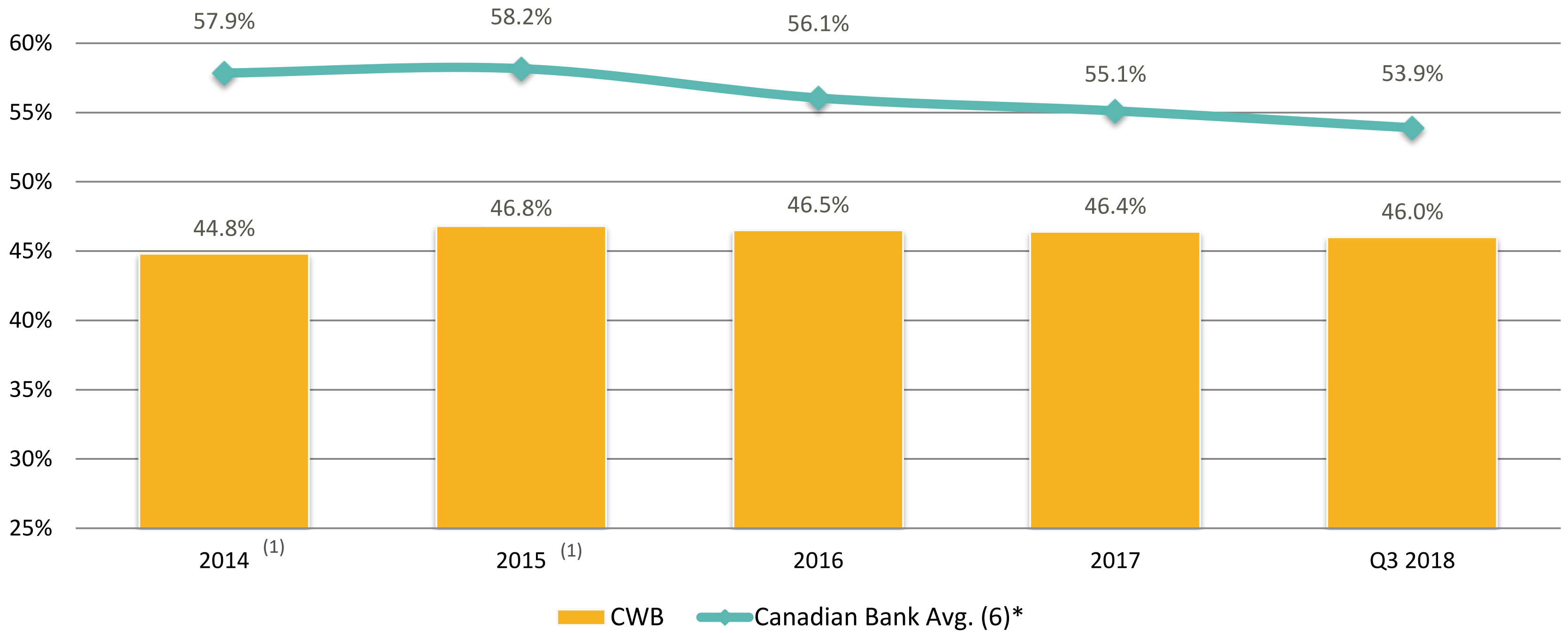


- Net interest margin up five basis points from Q3 2017
  - Increase in the average prime rate of 75 basis points, partially offset by higher funding costs due to a shift in depositor preference toward longer duration fixed term deposits

- Net interest margin up three basis points from Q2 2018
  - Lower average balances of cash and securities, partially offset by a shift in the overall funding mix toward higher cost capital market and branch-raised term deposits

Financial Performance | Efficiency

Efficiency Ratio (non-interest expenses as a % of total revenues)



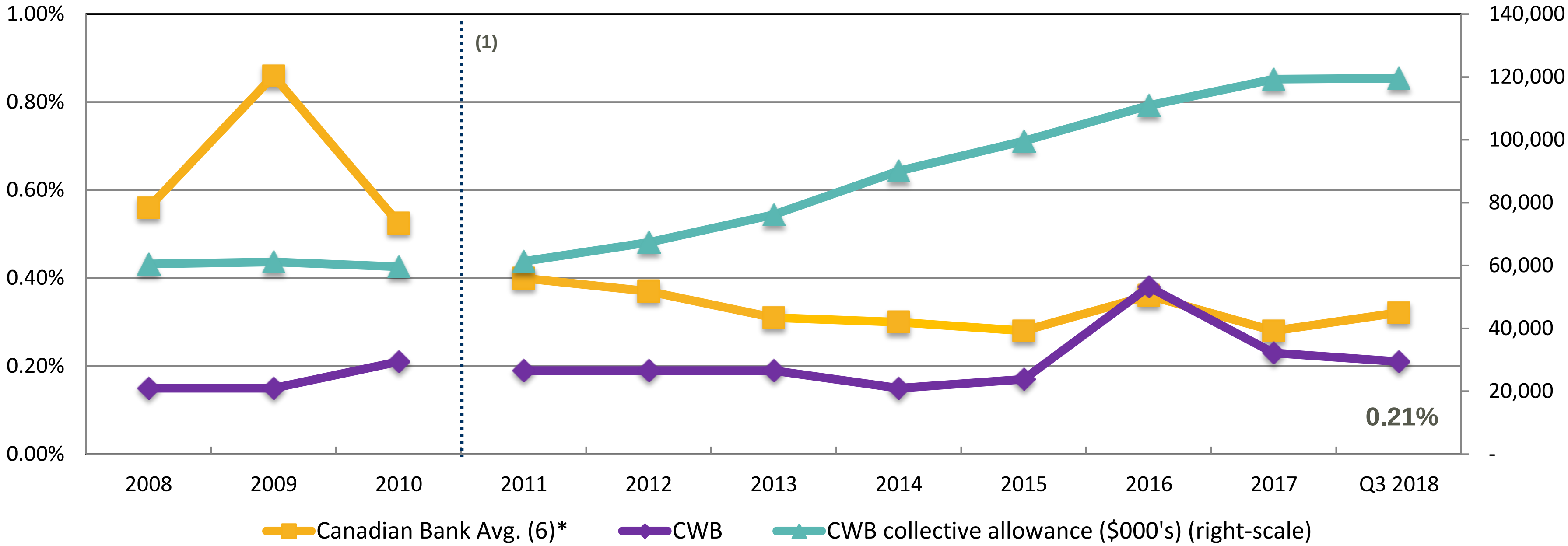
* "Canadian Bank Avg. (6)" as referenced within this presentation is calculated based on information contained in the publicly available company reports of Canada's six largest banks (TSX trading symbols: BMO, BNS, CM, NA, RY, TD).

(1) Represents Continuing Operations

- Higher total revenue offset by higher non-interest expenses to support overall business growth and ongoing enhancement of CWB's business infrastructure resulted in negative operating leverage of 1.4% this quarter
- Adjusted for incentive pay accrual differences, third quarter operating leverage would have been positive

Financial Performance | Credit

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

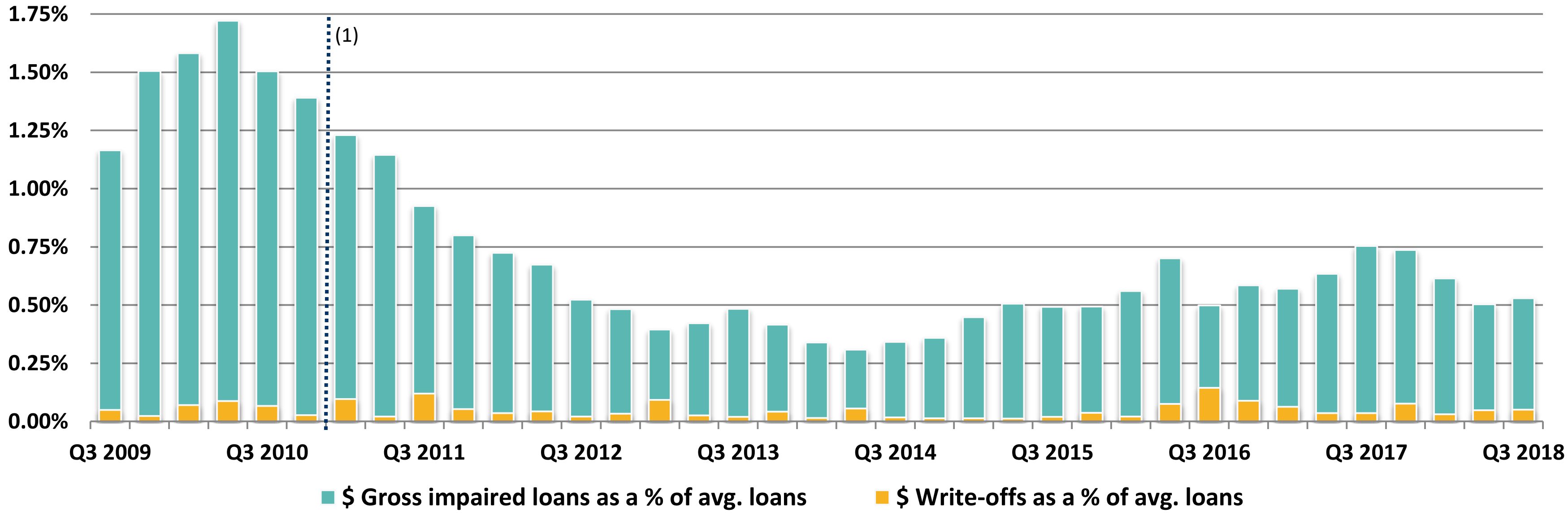


(1) As of Q1 11, financial results are reported under IFRS, as opposed to GAAP, and are not directly comparable.

- Third quarter provision for credit losses represented 21 basis points of average loans, compared to 20 basis points in the same quarter last year and in the prior quarter
- The provision for credit losses has been within CWB's historical range of 18 – 23 basis points in each of the past five quarters

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.

- The dollar level of gross impaired loans fluctuates as loans become impaired and are subsequently resolved, and does not directly reflect the dollar value of expected write-offs given tangible security held in support of lending exposures
- Actual credit losses as a percentage of total loans remain low and continue to demonstrate the benefits of CWB's secured lending practices and disciplined underwriting

Regulatory Capital Ratios

Standardized approach for calculating risk-weighted assets	**Q3 2018**	Regulatory Minimum
Common equity Tier 1 capital (CET1)	**9.3%**	7.0%
Tier 1 capital	**10.5%**	8.5%
Total capital	**12.1%**	10.5%
Basel III Leverage Ratio	**8.2%**	3.0%

- Very strong regulatory capital position under the *Standardized* approach
- Very conservative Basel III leverage ratio

Medium-term Performance Targets

	Target Ranges	Third Quarter Context
Adjusted cash earnings per common share growth(1)	**7 – 12%**	18% year-to-date, with 9% this quarter.
Adjusted return on common shareholders' equity(2)	**12 – 15%**	11.9% year-to-date, with 11.7% this quarter.
Operating leverage (3)	**Positive**	Positive 2.5% year-to-date, with negative 1.4% this quarter.
Common equity Tier 1 capital ratio under the Standardized approach (4)	**Strong**	Maintained a very strong ratio of 9.3%.
Common share dividend payout ratio (5)	**~30%**	36% this quarter.

(1) Adjusted cash earnings per common share is calculated as diluted earnings per common share excluding the acquisition-related amortization of intangible assets and the contingent consideration fair value changes, net of tax. Excluded items are not considered to be indicative of ongoing operating performance. **(2)** Adjusted return on common shareholders' equity is calculated as annualized common shareholders' net income excluding the acquisition-related amortization of intangible assets and the contingent consideration fair value changes, net of tax, divided by average common shareholders' equity. **(3)** Operating leverage is calculated as the growth rate of total revenue less the growth rate of non-interest expenses, 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.

- Performance target ranges reflect the objectives embedded within CWB's strategic direction and a time horizon consistent with the longer-term interests of our shareholders
- Targets are based on expectations for moderate economic growth and a relatively stable net interest margin environment in Canada over the three- to five-year forecast horizon

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 .