

# Q1 2021 INVESTOR WEBINAR

JUNE 3, 2021



Concentra®



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President and CEO



**Paul Masterson**  
CPA, CA, MBA, ICD.D  
SVP, Chief Financial Officer



**Neal Oswald**  
CPA, CFA  
Chief Operating Officer



**Jocelyn Tratch**  
CPI, PMP, BSc Hons.  
Sr. Strategic Management Director

# Disclaimer: Forward-Looking Statements

From time to time, Concentra Bank (“Concentra”) makes written and verbal forward-looking statements. These are included in the MD&A, periodic reports to shareholders, regulatory filings, press releases, Concentra presentations and other Concentra communications. Forward-looking statements are made in connection with business objectives and targets, Concentra strategies, operations, anticipated financial results and the outlook for Concentra, its industry, and the Canadian economy. Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, closing of transactions, performance or achievements of Concentra to be materially different from those expressed or implied by such forward-looking statements, including but not limited to risks related to capital markets and additional funding requirements, fluctuating interest rates and general economic conditions, legislative and regulatory developments, changes in accounting standards, the nature of our customers and rates of default, competition, and other.

All material assumptions used in making forward-looking statements are based on management’s knowledge of current business conditions and expectations of future business conditions and trends, including their knowledge of the current credit, interest rate and liquidity conditions affecting Concentra and the Canadian economy. Although Concentra believes the assumptions used to make such statements are reasonable at this time, there may be other factors that cause results not to be as anticipated, estimated or intended. Certain material assumptions are applied by Concentra in making forward-looking statements, including without limitation, assumptions regarding its continued ability to fund its lending business, a continuation of the current level of economic uncertainty that affects market conditions, continued acceptance of its products in the marketplace, and the current tax regime. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. Concentra does not undertake to update any forward-looking statements that are contained herein.

# Questions

- Questions are encouraged
- Please type your questions in the chat box
- We'll answer questions at the end of the webinar

# BUSINESS HIGHLIGHTS

Don Coulter, President & CEO

# CEO Update

- Concentra Bank a Best Managed Company for 18 years
- 2021 Empowering Your Communities program: 17 grants totalling \$100,000
- Strong Q1 financial results across all business lines
- Successful inaugural fixed-term deposit note issuance

# PARTNERSHIPS

Neal Oswald, SVP, COO

# Partnerships

Concentra has three core competencies:

- 1) Partnerships
- 2) Innovation
- 3) Specialization

Our partners help us to grow and do more than we could by ourselves

## Neo Financial

- Enabling CDIC deposit taking and clearing through Interact
- Consumer card receivables funding launched
- Supporting HBC card transition from Capital One

The logo for Neo Financial, featuring the word "neo" in a bold, lowercase, sans-serif font.

## Intellect Design

- Executing a digital banking platform this year

The logo for Intellect Design for Digital, featuring the word "intellect" in a bold, lowercase, sans-serif font, followed by a registered trademark symbol, and the tagline "Design for Digital" below it, accompanied by three colored squares (red, yellow, blue).

## Cinchy

- Supporting the CEBA program for over 80 CUs and 500 million in loans

The logo for Cinchy, featuring the word "cinchy" in a lowercase, sans-serif font, with three colored dots (red, yellow, blue) above the "i".

## SAVVYY.AI

- Mortgage origination & underwriting platform up and running

The logo for SAVVYY.AI, featuring the word "SAVVYY" in a bold, uppercase, sans-serif font, with a stylized "S" icon to the left.

## BVCI

- Support of CADT stablecoin deposits through our trust company

The logo for Blockchain Venture Capital, featuring a stylized red and orange flower-like icon to the left of the text "Blockchain Venture Capital".

## TickTrade

- New FX platform launched to support credit unions

The logo for TickTrade, featuring a colorful square icon (blue, green, red) to the left of the text "TickTrade".



# Q1 FISCAL 2021 FRANCHISE EARNINGS

Paul Masterson, SVP, CFO

# Record revenue and earnings as growth continues

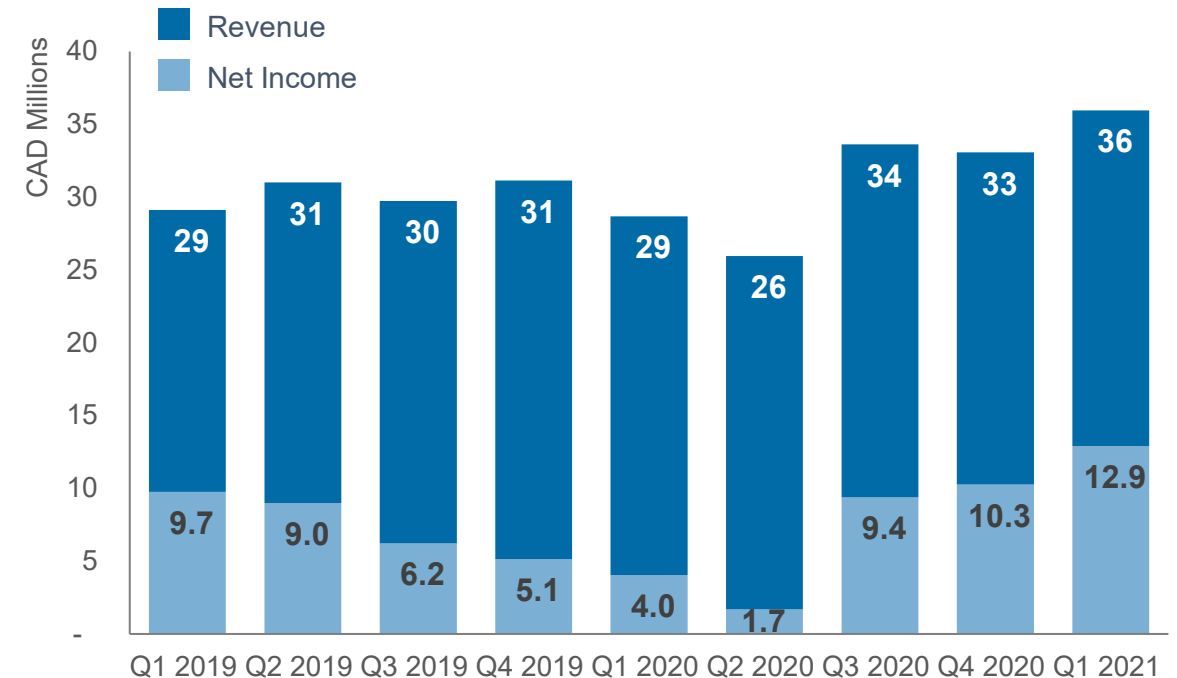
Record net revenue in Q1 2021, driven by strong net interest income

(CAD millions)	Q1 2020	Q4 2020	Q1 2021
<b>Summary Income Statement</b>			
<b>Total Net Revenue</b>	<b>28.7</b>	<b>33.1</b>	<b>36.0</b>
Operating Expenses	(19.0)	(23.1)	(21.0)
<b>Pre-Provision Profit</b>	<b>9.7</b>	<b>10.0</b>	<b>15.0</b>
Provision for credit losses	(4.2)	4.0	2.7
<b>Income before tax</b>	<b>5.5</b>	<b>14.0</b>	<b>17.7</b>
Income tax expense	(1.5)	(3.7)	(4.8)
<b>Net Income</b>	<b>4.0</b>	<b>10.3</b>	<b>12.9</b>

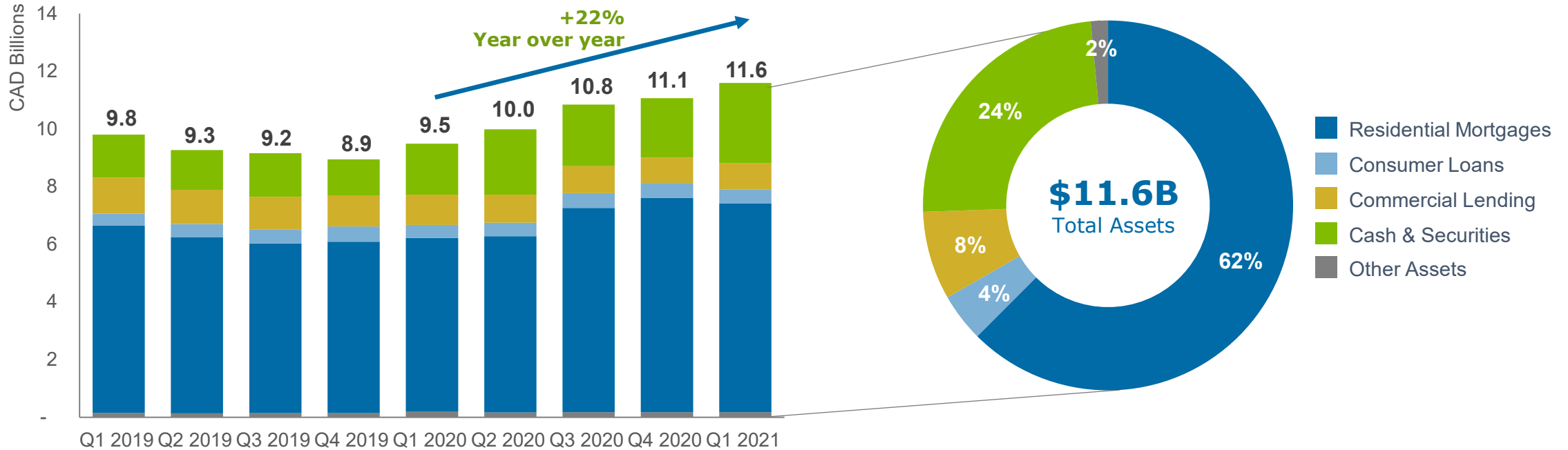
**YTD ROE 11.7%**

**Efficiency Ratio 58.5%**

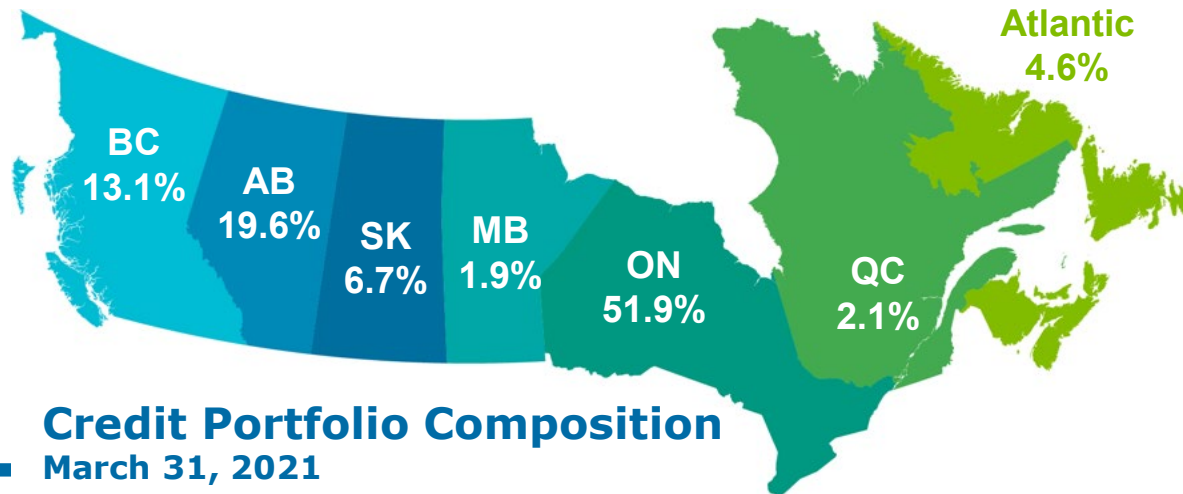
**YoY Growth in Q1 NI 220%**



# Well diversified & growing asset base



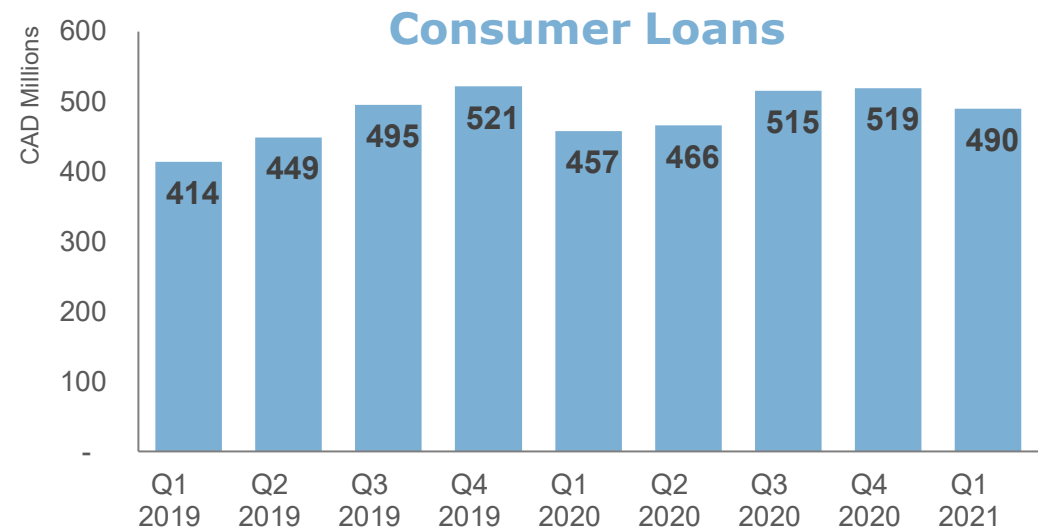
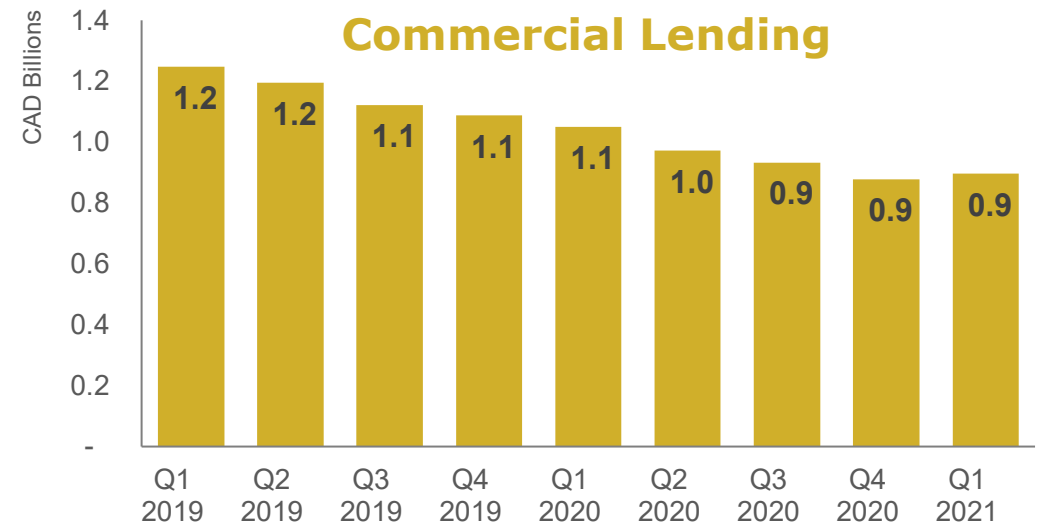
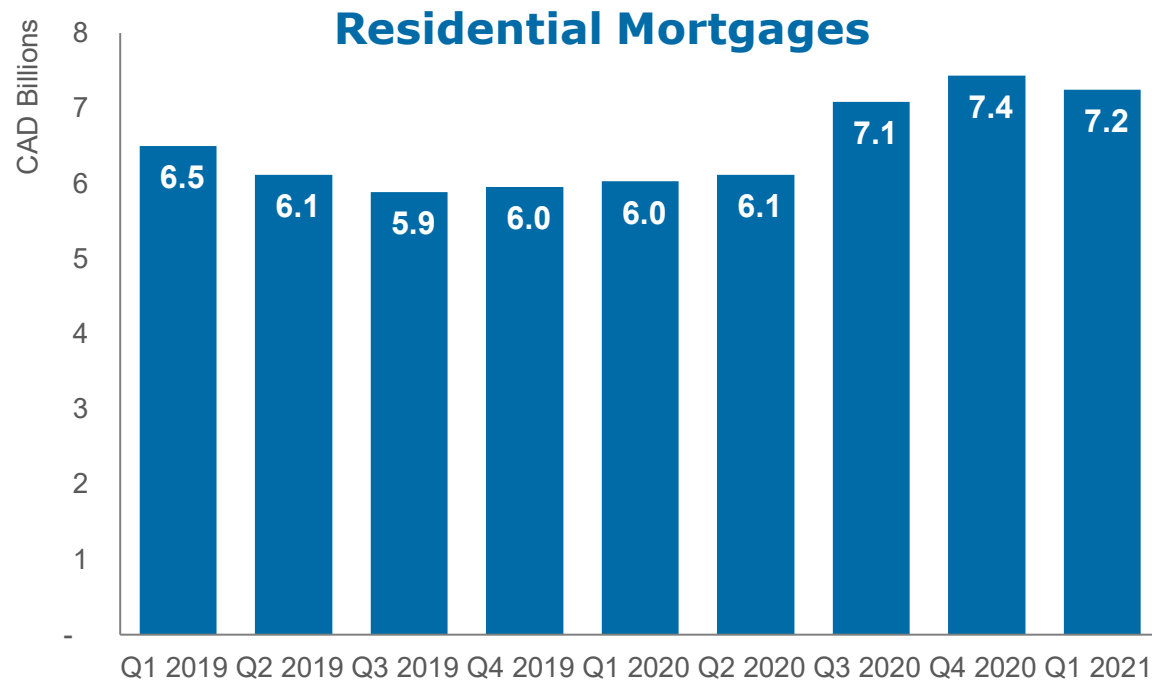
Low-risk loan portfolio with a high percentage of insured, geographically diversified assets



**Credit Portfolio Composition**  
March 31, 2021

# Loan assets on balance sheet

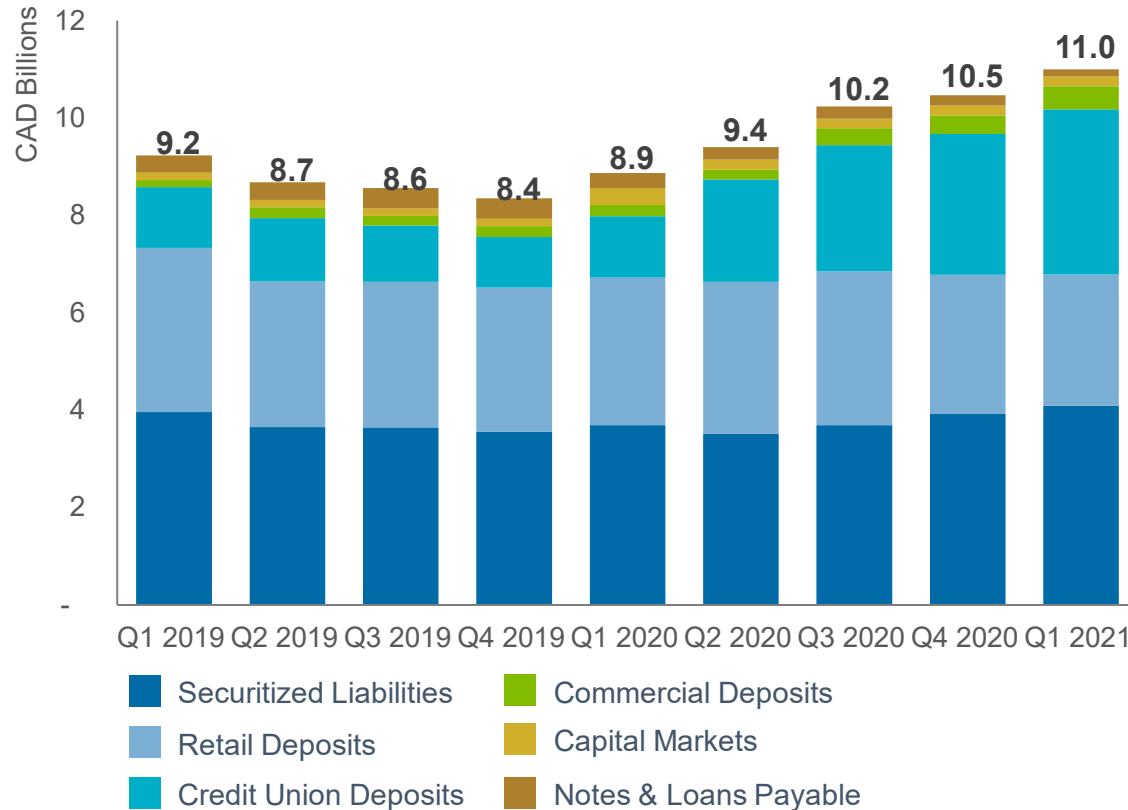
Loan portfolio remained stable, with higher asset levels attributable primarily to higher levels of liquid assets



# Strong funding and liquidity positions

Growth in credit union deposits continued in Q1 2021. The Bank maintained a stable funding base with high levels of liquid assets.

## Funding By Source

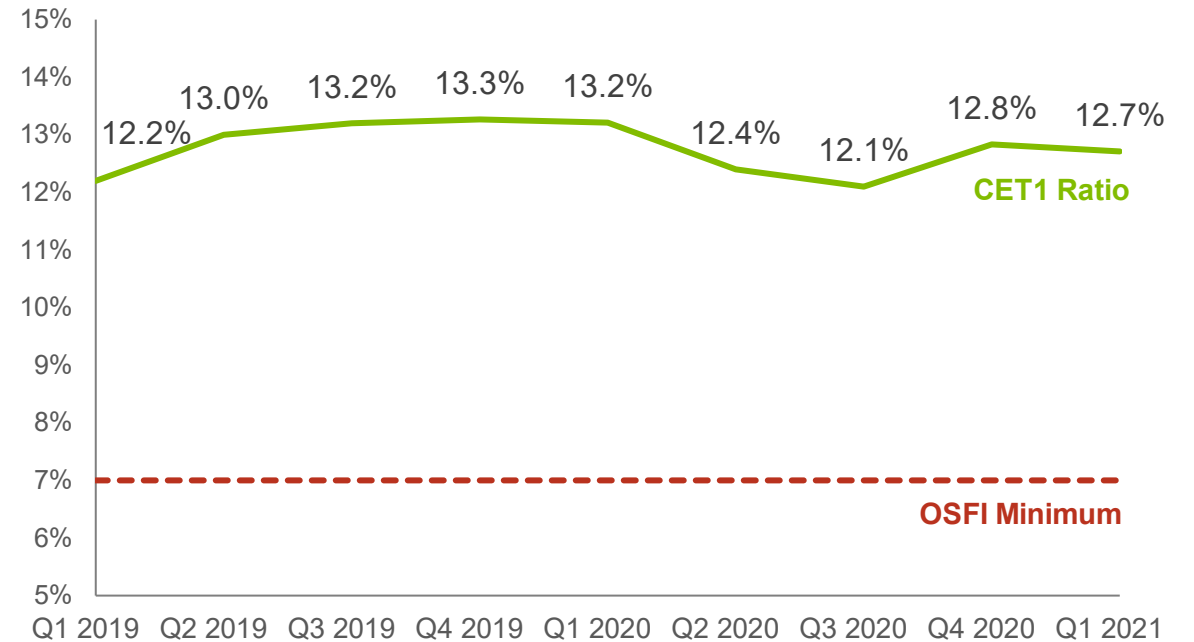


## Liquid Assets for Regulatory Purposes



# Capital ratios remain strong

Capital Ratios - Q1 2021	Ratio	OSFI Minimum
CET1	12.7%	7.0%
Tier 1 Capital	16.2%	8.5%
Total Capital	16.8%	10.5%
Leverage Ratio	4.3%	as prescribed



# Q&A

We're happy to answer your questions—please type them in the chat window.

# Investor Relations Contact

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