

Creating Opportunity

Concentra explores bank continuance

Webinar Presentation April 22, 2016

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Concentra®

Prospering with Co-operative Values



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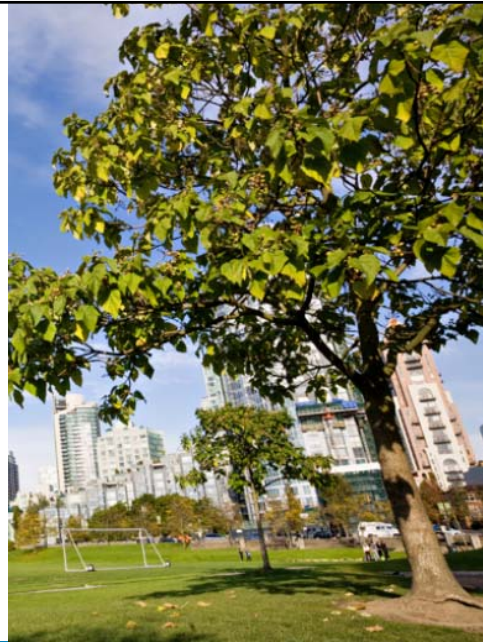
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Co-operative Values: A Core Tenet

- Ownership and control by financial co-operative owners.
- Written into mission statement, governing documents, and operating policies.

The Role of Concentra in the Credit Union System



Challenge: Strengthen the ability of credit unions to compete

- Impact of Capital Adequacy Requirements (CAR)
- Changing financial services landscape
- Canada's only co-operative retail association

Exploring Options to Create Opportunity



Why continue as a bank?

- Maintain federal regulatory powers
- Enhance market recognition, a retail association is not well-recognized or understood
- Reduce administrative burden and licensing
- Create opportunities for Concentra Trust

We are evolving to meet the increasingly diverse and evolving needs of credit unions

Maximize Value for Credit Unions

- Increase scale and scope of commercial and residential asset solutions.
- Ability to issue capital with more attractive features to credit unions.
- Attract capital, from within and outside the credit union system...*for the benefit of credit unions.*

Ownership & Capital Structure

- No ownership change on conversion
- Capital structure following conversion
- Vision for future ownership

Organized and guided by co-operative principles and values while broadly owned and directly controlled by credit unions.

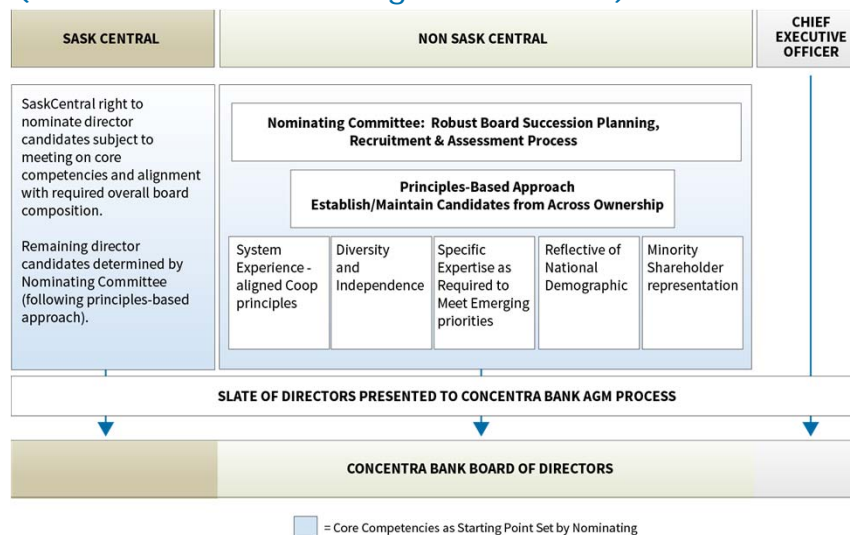
Governance

- Corporate Governance
- Revised By-Laws
- Principles-based approach
- Independence
- Election of directors

Pillars of Governance

1. Adherence to OSFI guidelines
2. Reflect best practice in corporate governance
3. Balance shareholder representation with independence requirements
4. Aligned with co-operative principles and values

PROPOSED GOVERNANCE STRUCTURE (SaskCentral Controlling Shareholder)

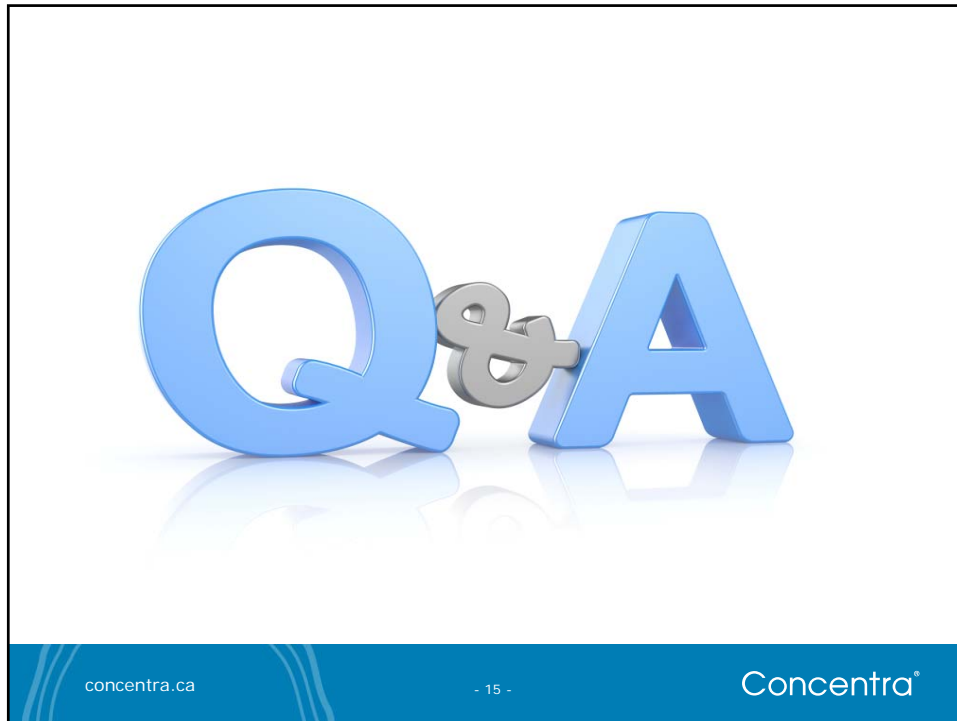


Stakeholder Engagement



Next Steps

- Stakeholder engagement continues
- Due diligence ongoing
- Special meeting to approve continuance later in 2016
- Our Ask



Contact Information

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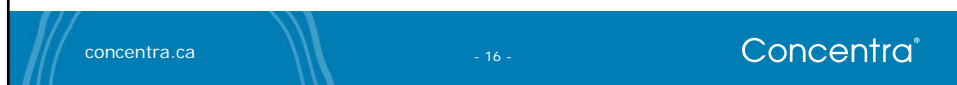
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