# **Desjardins**

#### Founded in 1900

Desjardins Group, through its members and clients, enriches the lives of people and communities.

#### Key Indicators at December 31, 2017

| 7million members and clients | Close to 46,000 employees Top private employer in Quebec | \$320M<br>returned to members<br>and community<br>in 2017 |
|------------------------------|--|---|
| 1,032 service centres        | <b>271</b> caisses at July 1, 2018                       | <b>2,049</b> ATMs   |

#### Key Indicators at June 30, 2018

\$290<sub>B</sub>

\$1,178<sub>M</sub> surplus earnings

surplus earnings for the first semester of 2018 17.5%
Tier 1A capital ratio

## Recognition

| Strongest financial institution in North<br>America and <b>5</b> <sup>th</sup> in the world               | Bloomberg          |
|---|--------------------|
| <b>4</b> <sup>th</sup> safest financial institution in North<br>America and 34 <sup>th</sup> in the world | Global Finance     |
| <b>5</b> <sup>th</sup> largest financial cooperative group in the world                                   | World Coop Monitor |
| 97 <sup>th</sup> most important financial institution   | The Banker         |
| One of the Best 50 Corporate Citizens in Canada   | Corporate Knights  |
| One of Canada's Top <b>100</b> Employers  | Mediacorp Canada   |

## **Credit Ratings**



Long term — For Fédération des caisses Desjardins du Quebec (FCDQ)

## **Personal and Business Services**

- Caisses in Quebec and Ontario and Desjardins Bank in Florida
- ► Quebec's leader in:
  - residential mortgages
  - agricultural credit
  - credit and debit card issuance
  - on-balance sheet savings
- Leading player in consumer loans, including point-of-sale financing

#### Market shares in Quebec



39%

36%

22%

20%

On-balance sheet personal savings

Agricultural

Residential mortgages

Consumer credit Commercial & insdustrial loans

## Wealth Management and Life and Health Insurance

- ► Pan-Canadian presence
- ▶ 1<sup>st</sup> in Quebec for market-linked guaranteed investments
- ► Creation on April 1, 2018 of Aviso Wealth, a partnership resulting in one of the largest wealth management companies in Canada

#### Life and Health Insurance

► 2<sup>nd</sup> in Quebec ► 5<sup>th</sup> in Canada ► 5

Written premiums

## **Property and Casualty Insurance**

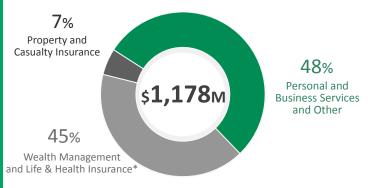
- ► Pan-Canadian presence
- ► 2<sup>nd</sup> in Quebec ► 3<sup>rd</sup> in Canada

► \$4.5B
Gross written premiums

Note: Information on business segments is at December 31, 2017 unless otherwise specified.

Financial strength

## By Business Segment

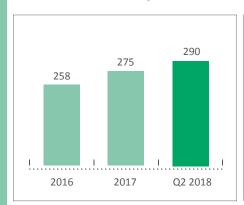


\* Includes a \$129M gain related to the creation of Aviso Wealth.

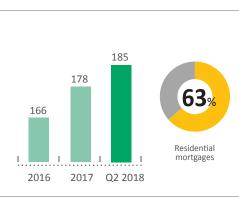
## In SB



## Total Assets in \$B



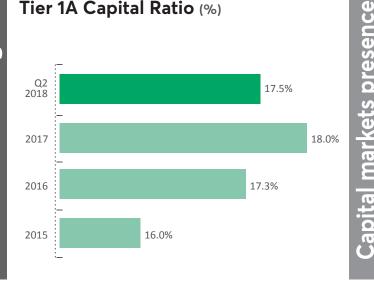
#### Loans in \$B



## Deposits in \$B

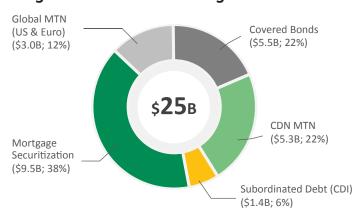


## Tier 1A Capital Ratio (%)



Desjardins Group can issue securities via the Fédération des caisses Desjardins du Québec (FCDQ), which acts as treasurer to the Group. Ticker: CCDJ

### Long-term wholesale funding sources



#### **Investor Relations**

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Desjardins

www.desjardins.com/ca/about-us/investor-relations/

#### A Note about Forward-Looking Statements

This document may contain forward-looking statements regarding, among other things, Desjardins Group's business objectives and priorities, financial targets and maturity profile. assumptions, uncertainties and inherent risks, both general and specific. A number of factors, many of which are beyond Desjardins Group's control and the effects of which can be difficult to predict, could influence the accuracy of the forward-looking statements in this document. These factors include, without limitation, credit, market, liquidity, strategic, operational, reputation and legal, regulatory and environmental risks. This list of factors is

not exhaustive and other factors could have an adverse effect on Desjardins Group's results and forward-looking statements. There can be no readers against placing undue reliance on results, conditions, actions and future events could differ significantly from those anticipated. Desjardins Group does not undertake to update any oral or written forward-looking statements that could be made from time to time by or on behalf of Desjardins Group, except as required under applicable securities legislation