

David Kovacs
Senior Vice President, Business Banking

SERVUS - OVERVIEW

Assets (Loan Book)

- ❖ Retail: \$8,530,000,000
- ❖ Business: \$4,460,000,000
- Total: \$12,990,000,000**
- ❖ Number of Branches – 103
- ❖ Number of Business Banking Centres – 11



Portfolio Distribution

Agriculture

❖ Real Estate	4.50%
❖ Equipment	0.50%

Commercial

❖ Real Estate	80.50%
❖ Hospitality	8.00%
❖ Term Loans	2.00%

Line of Credit

❖ Agriculture	1.00%
❖ Commercial	4.00%

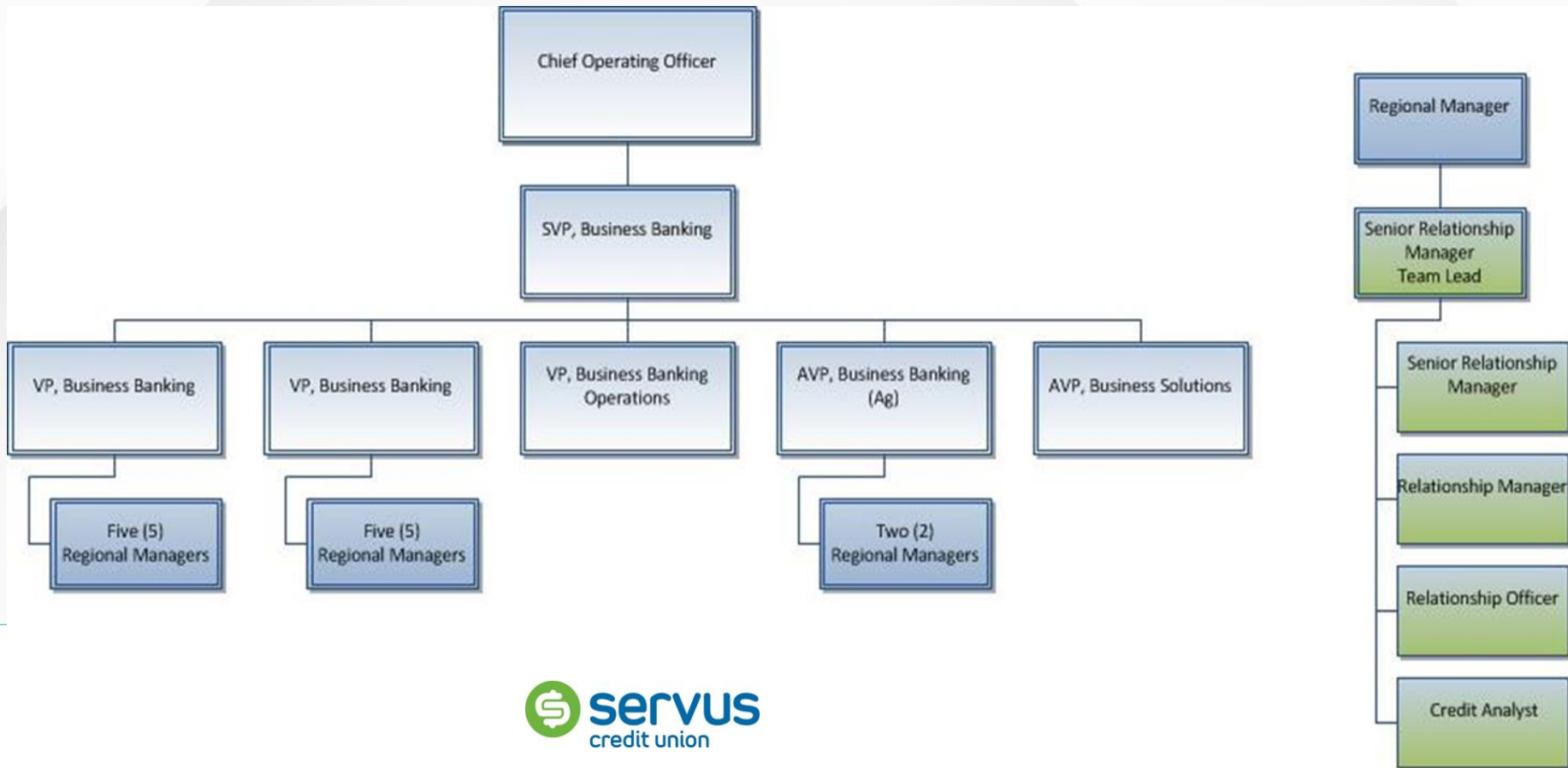


Primary Industries

- ❖ Agriculture
- ❖ Oilfield Services
- ❖ Trades
- ❖ Retail & Commercial
- ❖ Retail Real Estate
- ❖ Home Builders



BBC Structure



Target Segments



Commercial Services Group	> \$5M - \$75M	Broker/High End Members
Core <i>Target Market</i>	\$250K - \$5M	Day to Day Members
Small Business Advisors <i>Target Market</i>	< \$ 250K	Small Business

Thanks for listening!
Any questions?

