board of directors that guides where we are going and how we are evolving Conexus to meet the needs of our members. In 2020 we will build on the 2019 progress to transform how banking is done with a full **Our Purpose** focus on the financial well-being of our members Improving the financial well-being of and our communities. **Be Authentic Be Responsible** our members and our communities. (:)**Our Values** Result is at the mid-point of the target range or above. Our values govern how we act, make decisions and **Be Bold** Result is between the mid-point and minimum of the range. communicate; they are the basis of our culture. & Creative Result is below the minimum of the range. Every day, every interaction we will... Measure 2019 Target 2019 Results · Wallet Share \$62.000 - \$63.000 - \$64.000 \$62,386 · % of Wealth Relationships 12.4% - 12.9% - 13.4% Improve the We improve member's **Build Member** Increase the · Member Growth 3.100 - 3.400 - 3.700 3.761 Economic financial well-being... Relationships Financial Health · Financial Health Indicator 1,405 - 1,445 - 1,485 1.438 Well-being of of Members · Contribution to Community Below - Achieving - Exceeding Achievino Saskatchewan Increase the · Net Promoter Score 61.0 - 62.0 - 63.0 by empowering our Ability to Deliver Improve the · Employee Index 83% - 85% - 87% the Member Employee expert teams... Experience Experience **Improve** Digital Index 80 - 100 - 120 Be Recognized 83 Deliver through easy, seamless, **Decision Making** 68% for Creativity & · Surviscor Average Peer Score 61% - 63% - 65% Services the Way Through Data well understood processes... Innovation · Transformational Project Index 75% - 85% - 95% Members Want to be Served · Return on Assets 0.79% - 0.89% - 0.99% 0.87% Increase Non-Reduce \$8.67B - \$8.85B - \$9.02B · Assets under Management Maintain Interest Revenue that result in the financial Costs in Non-· Non-Interest Revenue/Assets 0.55% - 0.57% - 0.59% Capital to Invest Through sustainability of Conexus. Value-Added · Operating Expense Ratio 2.26% - 2.21% - 2.16% 2.22% in Member Diversified Activities Solutions Sources

Reported results are reflective of the calculation of the Balanced Scorecard measure as targeted. BSC measures are used for internal performance reporting and are not comparable to the ratios presented in the Management Discussion and Analysis. Ratios reported in the Management Discussion and Analysis are reflective of the Audited Consolidated Financial Statements.

Conexus has a comprehensive, long-term stategy overseen by the