

Manitoba's

CREDIT UNIONS



Good *for* Manitobans



www.creditunion.mb.ca



Credit unions are sophisticated, full service financial institutions — kind of like banks, but without pressure from shareholders to maximize profits. Instead, our members and their communities benefit from a vision that extends *beyond* the bottom line.

Financial institutions — whether they're credit unions or banks — have to be profitable. It's a competitive, fast-changing, technology driven and highly regulated industry. But those profits come right out of the customer's pocket. Wouldn't you prefer the lower fees, better service and extended branch network you get when you're an owner *and* a customer?

Earning a *reasonable* profit

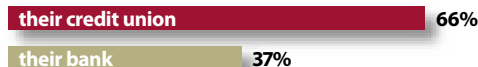
Credit unions use their profits to keep their products and services state-of-the-art (by investing in technology and staff training) and to make sure their members' assets are safe and secure (every penny on deposit is guaranteed). Our communities benefit, too: credit unions spent over \$5 million last year on building and renovations, and they returned more than \$2 million to Manitobans in donations, sponsorships and scholarships.

*It seems to be working*²

Manitobans who are "very satisfied"...



Manitobans who would "very likely" recommend (to a family member or friend)...



The rest goes back where it came from

Surplus earnings, when they happen, go right back to the members who generated them. In the last three years alone, Manitoba credit union members shared over \$50 million in patronage returns.¹

Committed to Manitoba

The vast majority of the funds credit union members deposit are recirculated in their communities in the form of loans to homeowners, businesses, farmers and other members. We're certainly not in the habit of financing ventures in other provinces or countries — not with so many worthy and viable enterprises in our own backyard.

1. Distributed to members in surplus shares, cash, service fee rebates and dividends on shares.
2. Credit Union Central of Manitoba figures, from a survey conducted by Probe Research in January 2005.

A strong and growing network
of independent financial institutions

...putting **people** first

More than 2,700
full- and part-time jobs for Manitobans

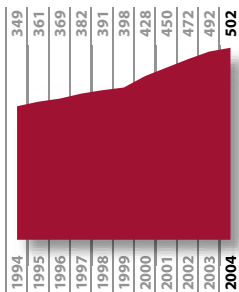
Over \$92 million
Province-wide payroll for 2004

\$7.44 billion
in loans to individuals, families, farms
and businesses throughout Manitoba



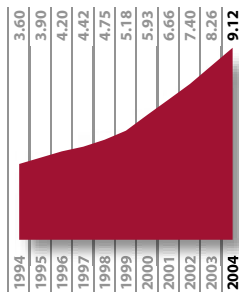
By the numbers

Memberships (thousands)



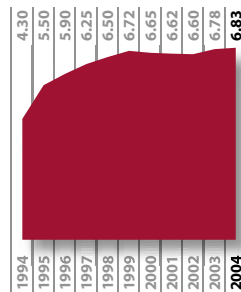
At the end of 2004, total memberships in Manitoba credit unions had reached 502,184 — an increase of 26 per cent in just five years.

System Assets (\$ billions)



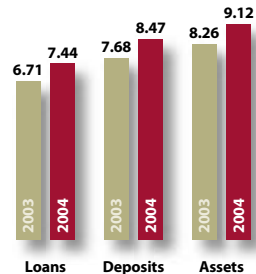
Assets held by Manitoba credit unions topped \$9 billion by the end of 2004. Financially, the credit union system has doubled in size in 6½ years.

System Equity (as % of assets)



A strong equity position is critical in protecting depositors' funds. At year-end 2004, consolidated system equity totaled \$622 million, or 6.83 per cent of assets.

System Growth (\$ billions)



Loans, deposits and assets all grew significantly in 2004, posting increases of 10.9, 10.3 and 10.4 per cent, respectively.

(Preliminary unaudited figures)

As financial co-operatives,
credit unions are guided by the
**seven international
co-operative principles:**

1. Voluntary and Open Membership
2. Democratic Member Control
3. Member Economic Participation
4. Autonomy and Independence
5. Education, Training and Information
6. Co-operation among Co-operatives
7. Concern for Community

These principles — and other information about what makes credit unions the financial institutions of choice for so many Manitobans — are detailed at

www.creditunion.mb.ca > **What is a Credit Union?**

Of course you have a say
You're an owner

Every member is an equal owner, no matter how much money he or she has at the credit union — and they all share in the decision-making process.

General meetings provide an open forum for members and the opportunity to vote on questions of credit union policy. Any adult member can seek election to the board of directors (though employees are not eligible to serve on the boards of their own credit unions). In 2004, over 460 Manitobans participated as volunteers on credit union boards across the province.



Being community-based doesn't limit the products and services credit unions offer — consumer and commercial loans and mortgages, investments, wealth management products and very competitive rates on loans and deposits. And call us old fashioned, but we think personal service is important. That's why credit unions offer members excellent in-branch service and leading-edge electronic services, including full account access through 170 Manitoba credit union ATMs without paying third-party surcharges and — through Cirrus®, Interac® and Maestro® — thousands of ATMs worldwide.



As safe as it gets

It's only natural to wonder if your money is as safe at a credit union as it would be in any other financial institution. After all, credit unions compete with some of the biggest and most profitable corporations in Canada.

Well, you'll be happy to know that every penny on deposit at a Manitoba credit union is guaranteed *without limit* by the Credit Union Deposit Guarantee Corporation (CUDGC). And, since Manitoba's first credit union opened in 1937, no member has ever lost any deposit or interest earned at the contracted or posted rate on a deposit. So why would you settle for anything less than 100% safety? You don't have to, when you deposit your money at any Manitoba credit union.

As the ultimate guarantor of your deposits, CUDGC closely monitors critical practices and procedures throughout the Manitoba credit union system. For more information about CUDGC and its role in securing your money, visit their website at www.cudgc.com or call 1-800-697-4447

Manitoba's Credit Unions

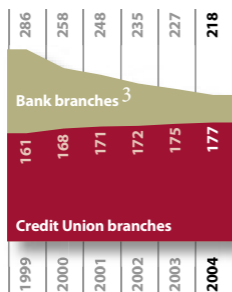
serve 117 communities at 177 branches throughout the province. And while many of their competitors continued to close branches, the number of credit union locations went up again in 2004. In 64 Manitoba communities, a credit union is the only institution providing financial services to consumers, farms and businesses.

*Altona • Amaranth • Angusville • Arborg • Ashern • Austin
Baldur • Beausejour • Belmont • Benito • Birds Hill
Binscarth • Birtle • Boissevain • Brandon • Bruxelles
Carberry • Carman • Cartwright • Cypress River • Dauphin
Deloraine • Dominion City • Emerson • Erickson • Eriksdale
Ethelbert • Flin Flon • Foxwarren • Fisher Branch • Gimli
Gilbert Plains • Gillam • Gladstone • Glenboro • Glenella
Grandview • Gretna • Grunthal • Hamiota • Hartney
Headingley • Holland • Inglis • Inwood • Kenton • Killarney
Lac du Bonnet • Landmark • La Riviere • La Salle
Lowe Farm • MacGregor • Manitou • Mariapolis • McAuley*

*Melita • Miami • Miniota
Minitonas • Minnedosa
Minto • Moosehorn
Morden • Morris
Neepawa • Newdale
Ninette • Niverville
Oak Bank • Oak Bluff
Oak Lake • Oak River
Oakburn • Oakville
Pilot Mound • Pinawa
Pine Falls • Pine River
Plum Coulee • Plumas
Portage la Prairie • Reston*

*Rivers • Riverton • Roblin • Rorketon • Rosenort • Rossburn
Russell • St. Lazare • Ste. Rose du Lac • Sandy Lake • Sanford
Selkirk • Shilo • Shoal Lake • Souris • Sprague • Starbuck
Steinbach • Stonewall • Strathclair • Swan Lake • Swan River
Teulon • The Pas • Thompson • Treherne • Virden • Vita
Waskada • Whitemouth • Winkler • Winnipeg
Winnipeg Beach • Winnipegosis*

Manitoba Branches



3. Total branches: Bank of Montreal, CIBC, Royal Bank, Scotiabank, TD/Canada Trust