



Our Investments
Generate Profit

We profit together

OUR INVESTMENTS GENERATE PROFIT

WE PROFIT TOGETHER

Yes, we make money. Libro isn't a non-profit – it's a profitable company that is solid and efficient. We just choose to use all our resources to grow prosperity – plain and simple.

\$15.5 MILLION

NET INCOME BEFORE PROFIT SHARING AND TAXES

^
79.5% OVER 2016

82.6%

EFFICIENCY RATIO

^
4.4% IMPROVEMENT FROM 2016

Profit isn't our focus, growing prosperity is. Conducting business in that way also happens to be profitable. The more we earn, the more we reinvest in Owners, staff and southwestern Ontario.

We're setting ourselves up for future growth by making the right investments, to bring continuous improvements and make sure we're ready to do business. That includes investing in staff with Lean training and implementation, designed to remove waste from our processes, and the forward-thinking work of our Innovation Team, which is reimagining what Libro locations and services could look like in the future.

LIBRO GIVES BACK THROUGH PROFIT AND INVESTMENT SHARE RETURNS

A share of the profits. The best financial coaching. Competitive returns. Top-quality services. Being a Libro Owner lets you share in the payoff a credit union brings. Because Libro reinvests in Owners every day.

\$5.9 MILLION

CLASS P PROFIT SHARING AND DIVIDENDS

+

\$4.5 MILLION

CLASS I INVESTMENT SHARE DIVIDENDS

\$10.4 MILLION

DIRECTLY RETURNED TO OWNERS

LIBRO OWNERSHIP PAYS OFF

We've been working to improve services that were already strong. In 2017, we enhanced mobile and online banking, improved our website libro.ca and launched Mobile Pay for Android phones. There are more advances to come in 2018.

We also launched our new line of Visa credit cards, an improved product with more flexibility, and based on a partnership that aligns better with our values.



FARMERS OF SOUTHWESTERN ONTARIO

A unique opportunity to
invest in the emerging
bio economy.

CELLULOSIC
SUGAR
PRODUCERS



OWNER STORY

Cellulosic Sugar Producers Co-operative

By partnering with groups that are finding innovative and sustainable solutions Libro is helping shape the economy in the region.

For example, The Cellulosic Sugar Producers Co-operative (CSPC) is an Ontario-based farmer's co-operative that strives to develop new markets for crop residue materials and new business opportunities, by extracting cellulosic sugars from crop residues. With this, farmers can explore new markets without having to compete for land.

Currently, there is no existing market for corn stover in Ontario and it is not considered to be a revenue generating material for producers. CSPC wants to establish that market and put a value on corn and

wheat stover that will generate higher profits per acre without investing in more valuable land.

Libro is working co-operatively with the CSPC through a unique loan program to help local farmers purchase shares in the co-op. Helping grow prosperity and encouraging innovative and sustainable ways of doing business.

“The CSPC really values the partnership that we have developed with Libro over the past few years. Working with a financial institution that shares our values of creating new value added opportunities for farmers and agriculture as a whole, is very effective in helping us reach our goals.”

- Brian Cofell, General Manager of the CSPC