

Laurentian Bank

Corporate Information

Fourth Quarter 2006
December 2006



Forward Looking Statements

Laurentian Bank of Canada (the "Bank") may from time to time, in this presentation and in other documents filed with Canadian regulatory authorities or in other communications, make forward-looking statements within the meaning of applicable securities legislation, whether written or oral, including statements regarding the business plan and financial objectives of the Bank. These statements typically use the conditional and words such as "prospects", "believe", "estimate", "forecast", "project", "should", "could" and "would", etc.

By their very nature, forward-looking statements are based on assumptions and involve inherent risks and uncertainties, both general and specific in nature. It is therefore possible that the forecasts, projections and other forward-looking statements will not be achieved or will be prove to be inaccurate.

The Bank cautions readers against placing undue reliance on forward-looking statements when making decisions, as the actual results could differ appreciably from the opinions, plans, objectives, expectations, forecasts, estimates and intentions expressed in such forward-looking statements due to various material factors. These factors include, among other things, capital market activity, changes in government monetary, fiscal and economic policies, changes in interest rates, inflation levels and general economic conditions, legislative and regulatory developments, competition, credit ratings, scarcity of human resource and environment. The Bank cautions that the foregoing list of factors is not exhaustive.

The Bank does not undertake to update any forward-looking statements, oral or written, made by itself or on its behalf, except to the extent required by securities regulations.

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Overview of Laurentian Bank

- 3rd largest financial institution in Quebec in terms of branches and 7th largest Canadian Schedule 1 chartered bank based on assets
- Assets (as at October 31, 2006)
 - Balance sheet : \$17.3 billion
 - Assets under administration: \$14.7 billion
- Main market's : Province of Quebec (Canada) with significant activities elsewhere in Canada (38% of total loans outside of Quebec as at October 31, 2006)
- 158 retail branches
- More than 3,200 employees
- Founded in 1846



Laurentian Bank' Vision

Laurentian Bank's vision is to become the undisputed #3 banking institution in Quebec and a performing player in specific market segments elsewhere in Canada.

Laurentian Bank's Strengths

- ❑ **Conservative financial position**
 - ❑ Strong balance sheet and capital ratios
 - ❑ Strong proportion of insured mortgages
 - ❑ Limited capital market exposure compared to peer group
 - ❑ Large proportion of personal loans secured

- ❑ **Strategic focus and flexibility**
 - ❑ Selective regional positioning
 - ❑ Specific market segments outside Quebec
 - ❑ Partnership approach
 - ❑ Experienced management team and committed employees
 - ❑ Quality and efficiency of our products and services



2006 Performance and 2007 Objectives

| Performance Measure | 2006 Objectives | 2006 Results | 2007 Objectives |
|---|------------------|---|----------------------|
| Return on Equity | 7% to 8% | 8.2% (7.5% from continuing operations) | 8% to 9% |
| Diluted Net Income per Share | \$2.05 to \$2.35 | \$2.48 (\$2.28 from continuing operations) | \$2.55 to \$2.85 |
| Total Revenue | \$522M to \$532M | \$531M | \$550M to \$560M |
| Efficiency Ratio | 75% to 73.5% | 75.7% | 75% to 73.5% |
| Capital Ratios | | | |
| - Tier 1 | Min of 9.5% | 10.3% | Min of 9.5% |
| - Total ¹ | Min of 12.0% | 12.4% | n/a (see note below) |
| Credit Quality (PCL Ratio)² | 0.25% to 0.22% | 0.24% | 0.24% to 0.21% |

(1) No specific objective was set for the Total capital ratio for 2007 as the Tier 1 capital ratio is considered the primary measure of capital strength. Management will nonetheless continue to monitor the Total capital ratio for regulatory purposes.

(1) PCL ratio is calculated over Average Assets



Strategy: a Clear Geographical and Business Focus

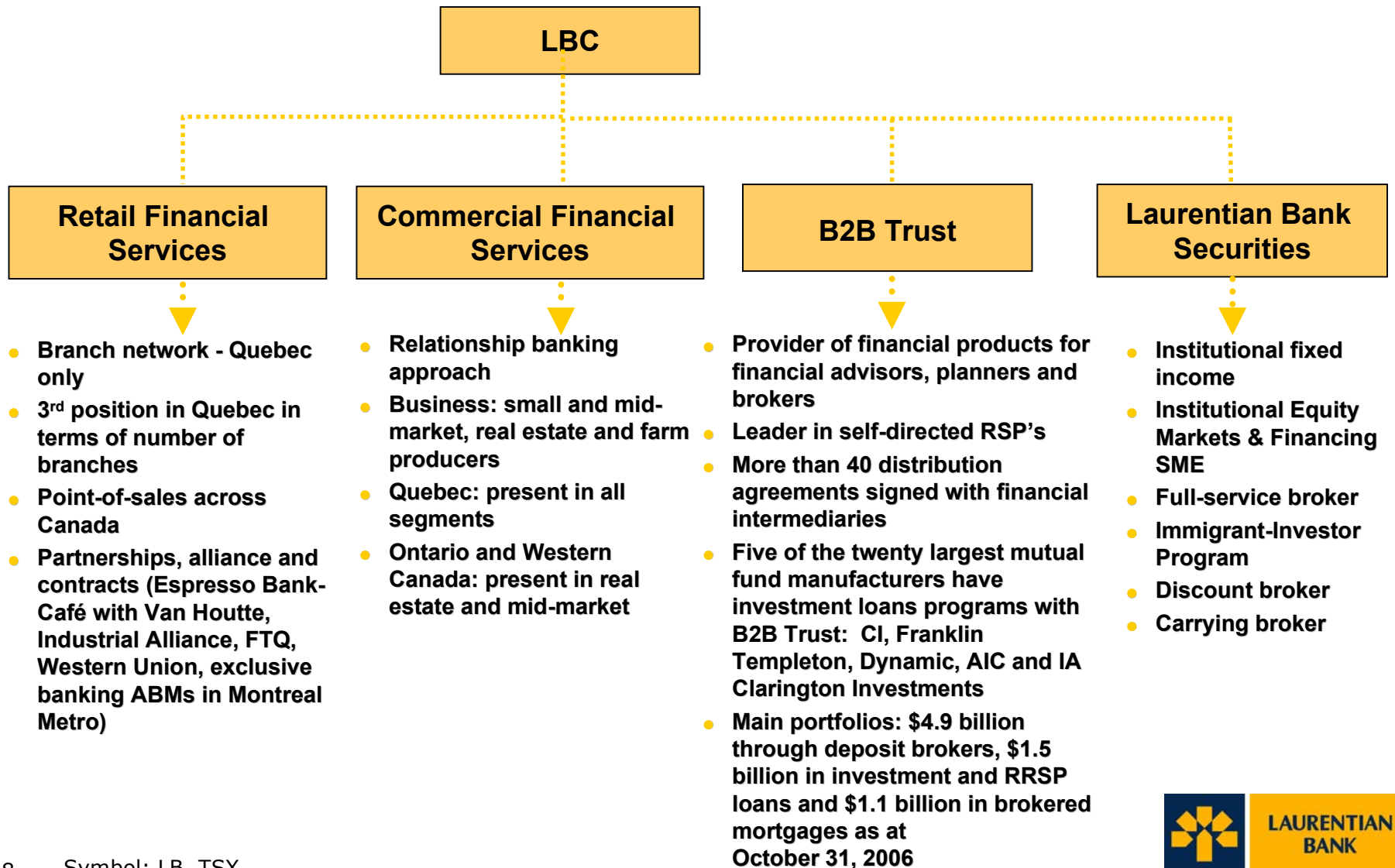
□ In Quebec

- With 158 retail, 20 commercial and 14 brokerage branches, Quebec is LBC's main market. All business lines are active in this market.
- Retail network is the 3rd largest in Quebec
- The strategy is to become the undisputed #3 in this province

□ Elsewhere in Canada

- Target specific niches where LBC has distinctive advantages, that is:
 - ✓B2B Trust
 - ✓Commercial Financial Services
 - ✓Indirect points-of-sale network
 - ✓Laurentian Bank Securities
 - ✓Mortgages and Deposits through brokers

Four Business Lines



Retail Financial Services

Activities

- 158 branches and 325 ABMs
- 3rd position in Quebec in terms of number of branches where we are focussing our expansion strategy
- Leader in point-of-sale financing across Canada
- Offering financial products and services including transaction products, mortgage solutions, investment products such as Guaranteed Investment Certificates, Term Deposits and Mutual Funds, Visa credit card and payment card programs, as well as credit insurance

Strategy

- Acquire new customers: Optimization of the Branch and ABMs Network
- Improve product and service offering
- Capitalize on human resources

Portfolios

- \$5.4 billion of residential mortgages loans
- \$0.6 billion of lines of credit
- \$5.8 billion of personal deposits

Commercial Financial Services

Activities

- Commitment to *Relationship Banking* where the Bank provides core financial services to small and medium-sized businesses, real estate promoters and agricultural entrepreneurs
- In Quebec: Micro, small and mid-market businesses, farm lending and real estate
- Outside Quebec: a niche player in mid-market businesses and real estate

Strategy

- Focus on relationship approach
- Restructuring of sales forces in Quebec
- Launching of commercial signature “MaxAffaires”
- Improve product and service offering
- Increase employee training

Portfolios

- \$1.1 billion of commercial loans
- \$0.6 billion of commercial mortgages loans
- \$0.1 billion of business deposits

B2B Trust

Activities

- Leading third-party provider of financial products to financial advisors for distribution to their clients
- Typical products
 - ✓ investment and RSP lending products
 - ✓ deposit products
 - ✓ self-directed mortgages
- More than 40 distribution agreements signed with financial intermediaries
- More than 15,000 financial professionals distributing B2B Trust's products

Strategy

- Focus on primary markets:
 - 5 core distribution channels: mutual fund industry, insurance industry, investment industry, mortgage brokerage and deposit brokerage
- Build a solid organizational foundation
- Sell by cultivating organic growth within highest profit categories
- Evaluate new market opportunities

Main portfolios

- \$4.9 billion through deposit brokers
- \$1.5 billion in investment and RRSP loans



Laurentian Bank Securities

Activities

- Institutional fixed income
- Full retail brokerage
- Discount brokerage
- Corresponding network

Strategies








- Expand the discount brokerage client base using the established transactional platform that complements the retail investment products offering
- Pursue the development of institutional brokerage activities - fixed income
- Increase client base through referral within the Bank's branch network
- Pursue consolidation of network and team
- Develop institutional services in equity markets and financing of SME

Portfolios

- Total asset under management of \$1.8 billion for full service brokerage and discount brokerage

Distribution Network across Canada

RETAIL FINANCIAL SERVICES REGIONS





-  Branch network Quebec
-  Mortgage through brokers Across Canada
-  Mortgage through builders Quebec
-  Point-of-sale financing Across Canada
-  VISA Across Canada
-  Deposit through brokers Across Canada
-  Small business Quebec

B2B TRUST






REGIONS
Across Canada

COMMERCIAL FINANCIAL SERVICES REGIONS

-  Commercial services Quebec and Ontario
-  Corporate lending Across Canada
-  Real estate lending Major cities across Canada
-  Farm lending Quebec

LAURENTIAN BANK SECURITIES

-  Full Service
-  Discount
-  Institutional fixed income offering

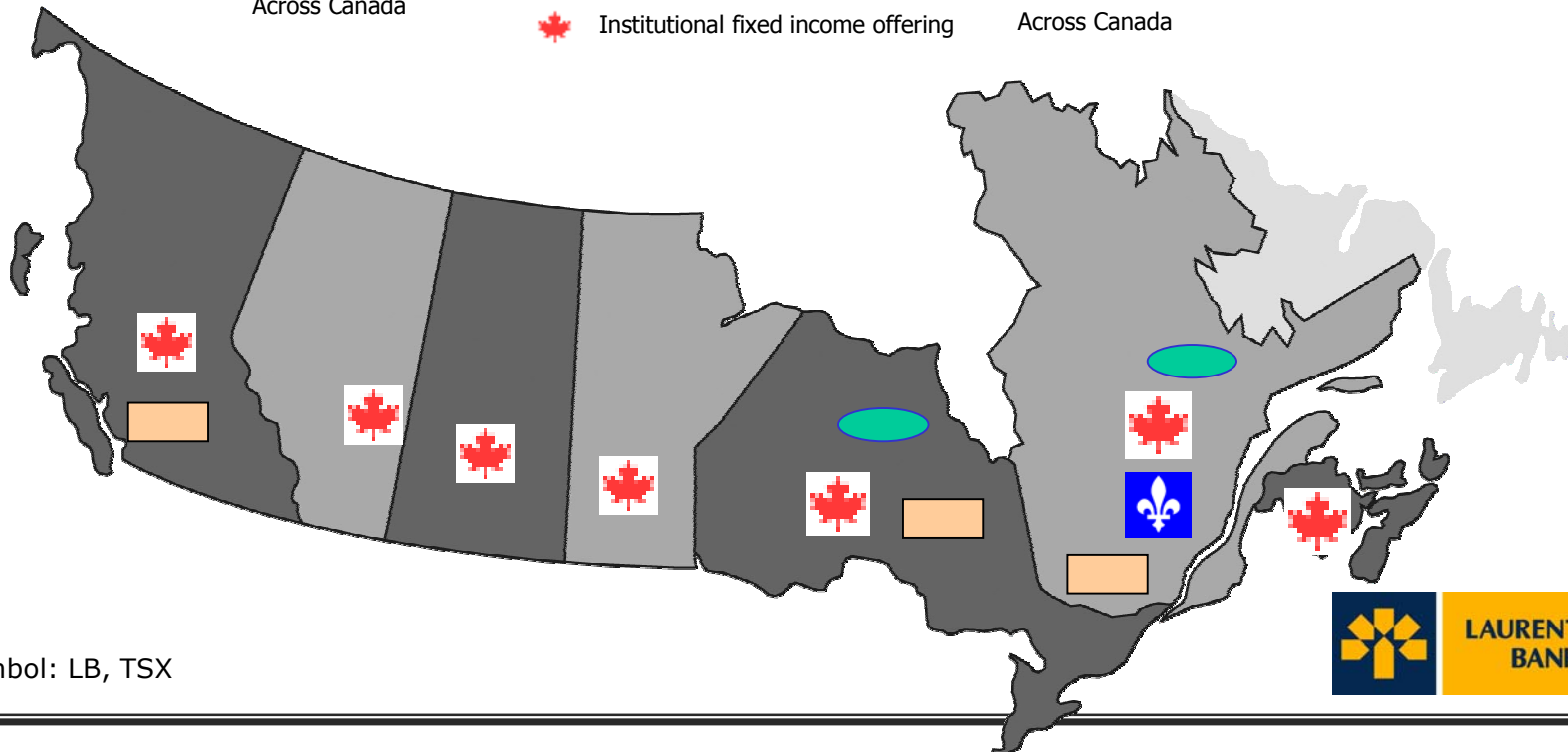
REGIONS
Quebec, Ontario and British Columbia
Quebec and Ontario
Across Canada

Highlights:

□ **38% of total loans are outside Quebec (as at October 31, 2006)**

As at October 31, 2006:

- **3,821 point of sales**
- **158 branches**
- **more than 15,000 advisors**



Management Committee

Réjean Robitaille

**President and
Chief Executive Officer**

✓ CEO at Laurentian Bank since 2006 and with the Bank since 1988

Robert Cardinal

**Senior Executive Vice-President
Finance, Administration and Strategic
Development and Chief Financial Officer**

✓ At Laurentian Bank since 1991

Bernard Piché

**Senior Executive Vice-President
Treasury, Capital Markets and Brokerage**

✓ At Laurentian Bank since 1994

Luc Bernard

**Executive Vice-President
Retail Financial Services**

✓ At Laurentian Bank since 2001

François Desjardins

**President and Chief Executive Officer
B2B Trust**

✓ At Laurentian Bank since 1991

André Scott

**Executive Vice-President
Commercial Financial Services**

✓ At Laurentian Bank since 1991

Lorraine Pilon

**Executive Vice-President
Corporate Affairs and Secretary**

✓ At Laurentian Bank since 1990

Historical Dividend per Year

