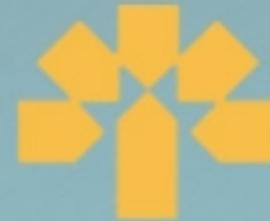


LAURENTIAN BANK OF CANADA

Presentation at Scotia Capital
Financial Summit 2001

Henri-Paul Rousseau
President and CEO
September 11, 2001
Available at www.laurentianbank.ca



**LAURENTIAN BANK
OF CANADA**

I. Main Priorities

II. Strategic Objectives

III. Financial Results



**LAURENTIAN BANK
OF CANADA**

I. Laurentian Bank's Main Priorities

I. Create shareholder value

- Continue to improve ROE and EPS



LAURENTIAN BANK
OF CANADA

I. Laurentian Bank's Main Priorities

II. Focus on growing our niches

- Create a more client-centric and a more efficient banking operation
- Accelerate the profitable growth of B2B Trust and Agency Banking
- Obtain critical mass in Wealth Management activities with partners



**LAURENTIAN BANK
OF CANADA**

I. Laurentian Bank's Main Priorities

III. Improve efficiency ...

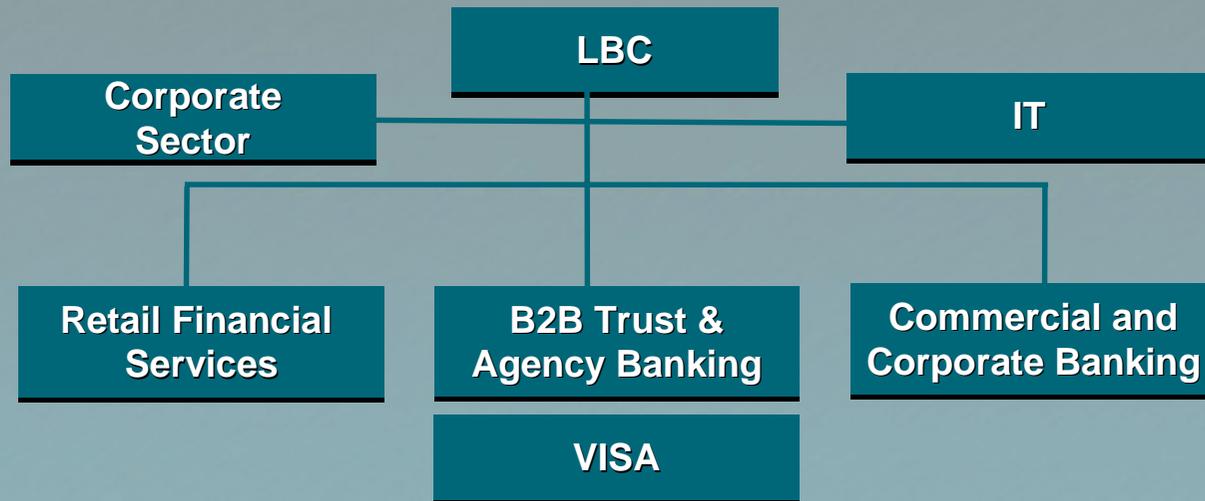
- Combine Banking operations (Retail, Commercial and Visa) and restructure as a more client-centric organization with champions for origination and for client servicing
- Create a focused Wealth Management line of business to generate synergies and build critical mass
- Prepare for the transition to a holding company structure

... using the \$17.5 million restructuring provision

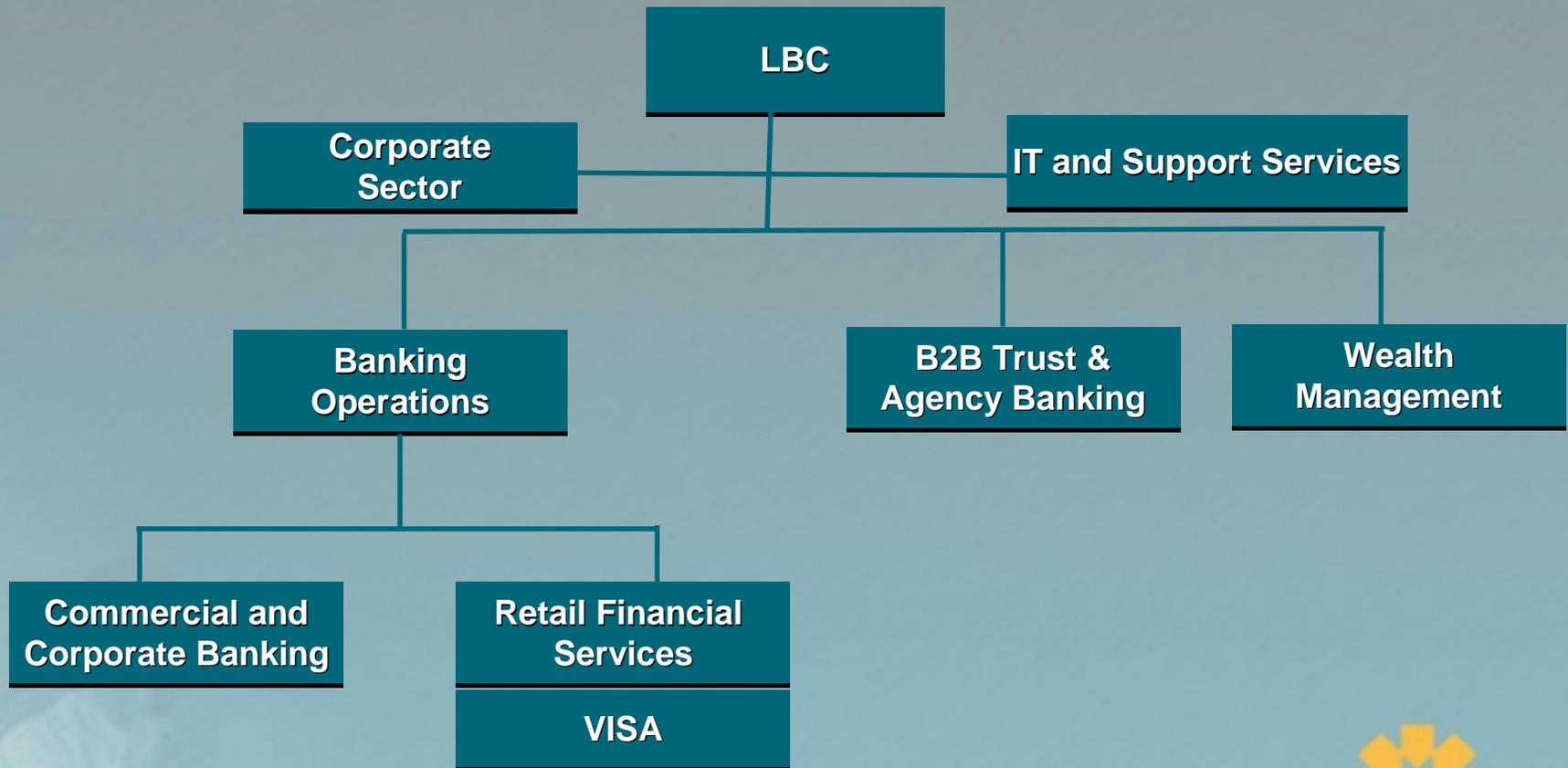


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Laurentian Bank - Presently



Laurentian Bank in 2002



II. LBC's Strategic Objectives



**LAURENTIAN BANK
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LBC's Strategic Objectives

Objectives

1. Implement leading edge technologies
2. Create a more client-centric banking operation
3. Affirm B2B Trust as a leader
4. Position wealth management activities
5. Prepare for the transition to a holding company

Plans

Simplify operations and minimize cost structure

Enhance efficiency, restructure and focus on clear client-centric approach

Build on solid 10,000 IFA and partner distribution networks

Maximize efficiency and synergies with partners

Employ efficient planning, capital and risk management and corporate governance while moving toward a holding company structure

1. Information Technology

Recent Developments

- Significant IT investments from 1998 to 2001: more than \$135 M
- Outsourcing and partnerships:
 - CGI - Development
 - IBM - Operations
 - FISERV - Data Warehouse
 - FDR - Credit Card
 - Webdoxs - Bill presentment
 - Cashedge - Account aggregation
- Awards and surveys
 - 2001 Octas and Canadian Institute for Productivity Award for LBC's implementation of the B2B Trust IT platform
 - Gomez survey: LBC is #2 out of 14 Canadian Financial Institutions for Internet Banking, up from #3 in previous survey



1. Information technology

Strategic objectives

- Outsourcing to obtain best-in-class technology
- Obtain economies of scale
- Leverage our wholesaler IT platform

Plans

- Done
- Use common IT architecture
- Package products in line with Line of business strategies



2. Banking operations - Retail

Recent developments

- Launched the Bank's Internet platform in 2000
- Completed the efficient integration of the 43 Quebec Scotiabank branches
- Established leadership position in point-of-sale financing across Canada. Agreements with partners such as Bombardier Capital, Arctic Cat, Doral Boats, Campion and others through 6,200 point-of-sale financing centres
- Completed SAVA I, with key efficiency initiatives in data warehousing, remuneration and others



**LAURENTIAN BANK
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2. Banking operations - Retail

Strategic objectives

- Focus on origination, client servicing and becoming principal banker
- Improve branch network efficiency
- Increase retention and client services
- Increase other income growth

Plans

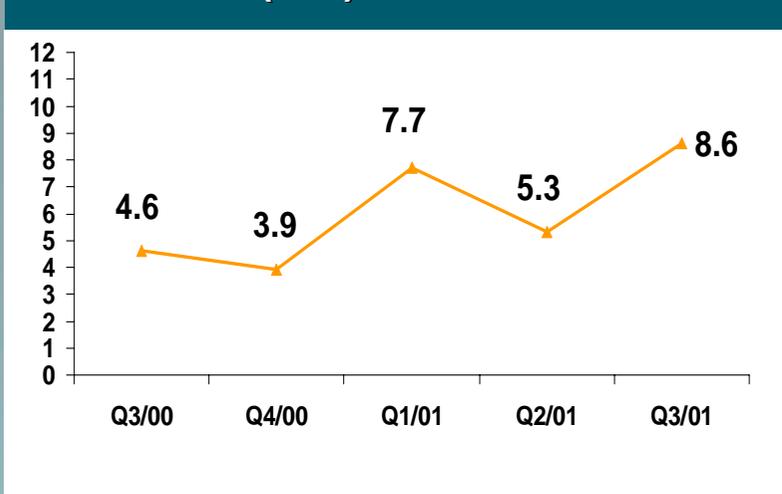
- Leverage Point-of-sale financing and credit card technology
- Pursue efficiency improvement project (SAVA II) to support and accelerate growth
- Align commissions on trailer fees and assets under management vs transactions
- Focus on growth in credit insurance, mutual funds and other fee business
- Identify subpar activities and use restructuring provision

2. Banking operations - Retail

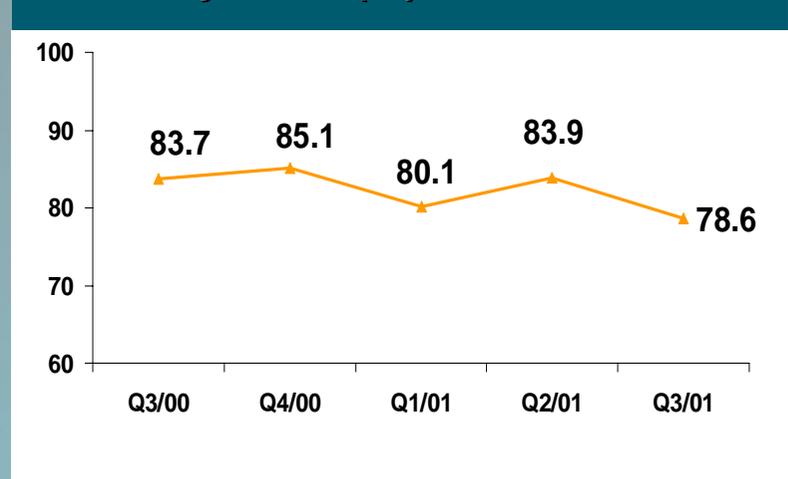
A 5% efficiency gain from the Scotiabank branch acquisition and SAVA I Program

RETAIL BANKING

Net Income (\$ M)



Efficiency Ratio (%)



2. Banking operations - Commercial

Recent developments

- Partnership with Penfund Management Limited for mezzanine financing and with Associates Capital Limited for leasing
- Partnership with BDC for \$100 M loan fund
- Real Estate loan securitization (CMBS) program, \$200 million in January 2001
- Textron joint financing offer
- Web Site used by close to 70% of commercial customers



**LAURENTIAN BANK
OF CANADA**

2. Banking operations - Commercial

Strategic objectives

- **Maintain strong performance and profitable expansion**
- **Continue to improve ROE through securitization and other strategies**
- **Develop an e-commerce strategy**

Plans

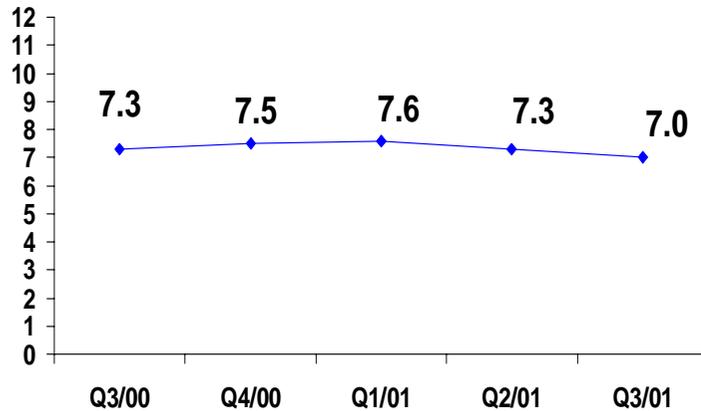
- **Improve Risk Management and pricing**
- **Find synergies with retail banking activities**
- **Seek partner(s) with capital, technology, and complementary assets to create faster growing commercial bank**
- **Increase other income activities**



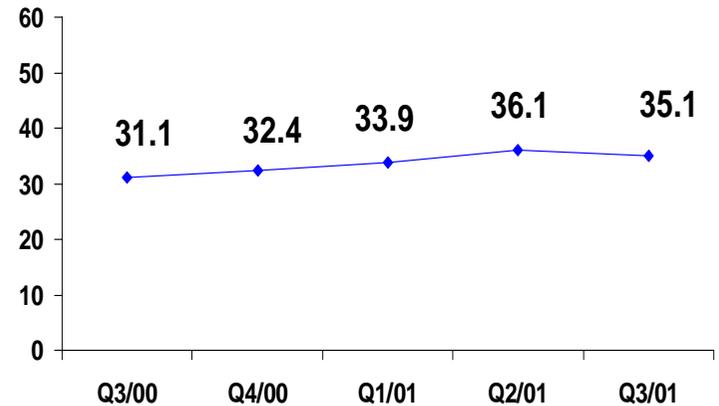
2. Banking operations - Commercial

An efficient and profitable Line of business

Net Income (\$ M)



Efficiency Ratio (%)



3. B2B Trust and Agency Banking

Recent developments of B2B Trust

- Completed IPO in a very difficult market

ALLIANCES:

- AIC Limited-private-branded investment loan program
- Cartier Partners Financial Group - investment loan and banking program
- Charles Schwab Canada - banking and financial products under the SchwabOne brand name

SERVICES FOR IFA'S:

- Advisor's Choice - a line of banking products and services for distribution exclusively by IFA's



3. Affirm B2B Trust as a leader

Strategic objectives

- Develop IFA networks
- Develop non-bank financials distribution partnerships
- Develop other distribution networks

Plans

- Improve client servicing with IFA'S
- Launch of Advisor's Choice
- Focus on delivering signed and new partnerships
- Launch new products in credit and Wealth Management

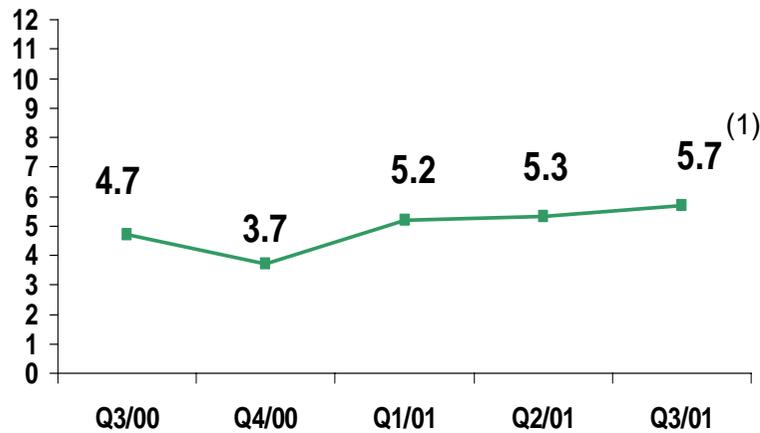


3. B2B Trust

First year results are promising

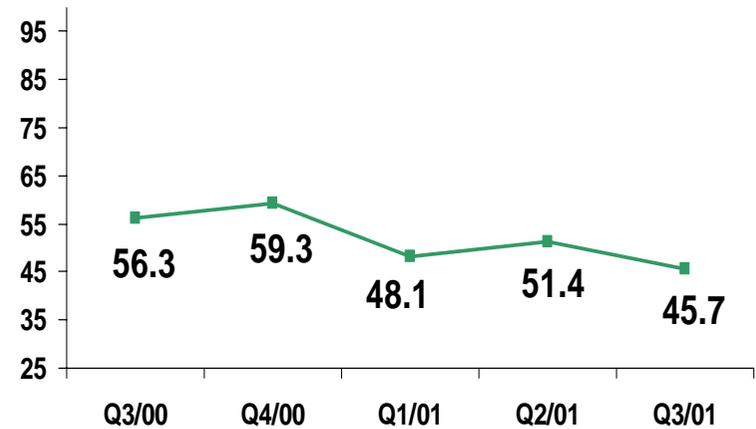
B2B TRUST

Net Income (\$ M)



(1) Excluding special items

Efficiency Ratio (%)

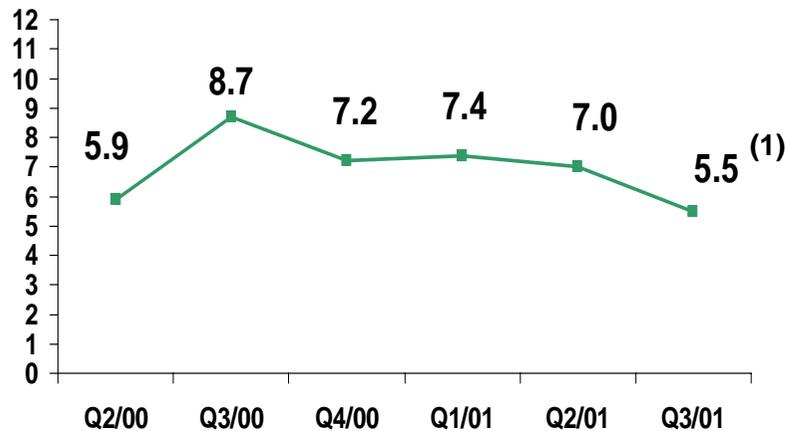


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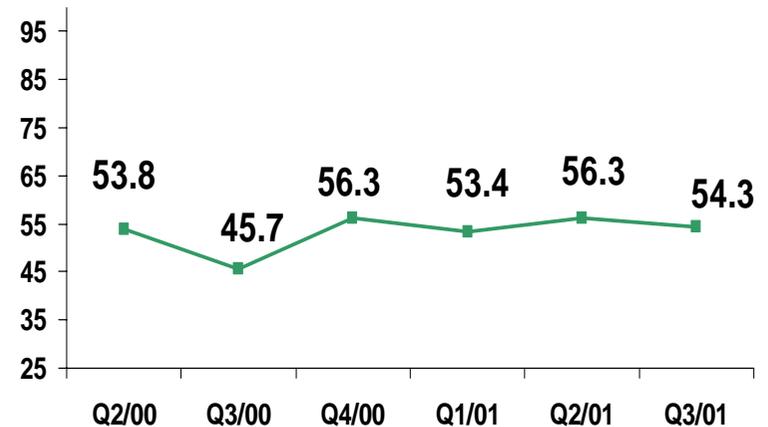
3. B2B Trust and Agency Banking Contribution to Laurentian Bank's results

B2B TRUST & AGENCY BANKING

Net Income (\$ M)



Efficiency Ratio (%)



(1) \$7.3 M before special tax item and non-controlling interest



4. Wealth Management ... why now?

- More other income
- Less capital requirements, better ROE
- Better market valuation
- Good long - term growth
- Why now?
 - LBC now has the information technology capability
 - Market timing (opportunities and valuation levels)



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4. Wealth Management

Strategic objectives

- Reorganize activities to create a Wealth Management line of business
- Generate synergies among activities and better serve high net worth clients
- Build critical mass with partners

Plans

- Begin reporting as a separate Line of business in Q1 2002
- Reorganize according to planned restructuring
- Natural growth and opportunistic expansion



5. Corporate sector

Prepare for the transition to a holding company

Strategic objectives

- Implement integrated risk management best practices
- Implement best practices for corporate governance
- Adapt corporate structures to changing legislation

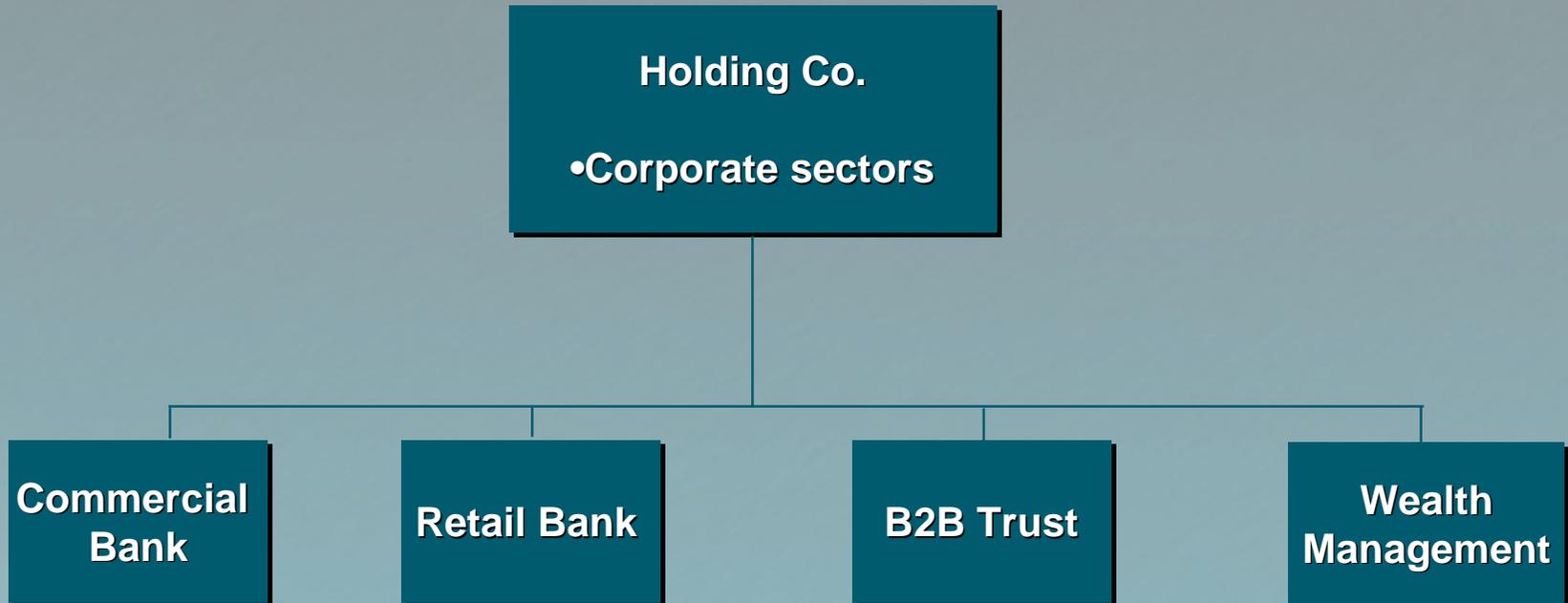
Plans

- Operational Risk Management
- VAR for credit Risk
- RAROC
- Prepare for holding company structure



5. Laurentian Bank with Holdco

The move to reorganize would create a context for maximum value creation



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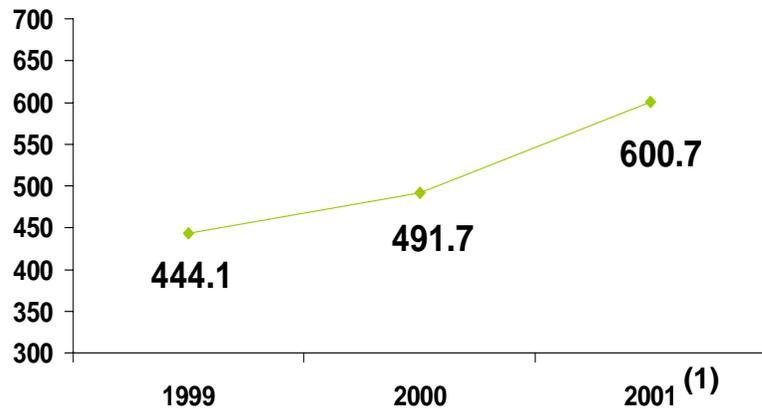
III. LBC's Financial Results



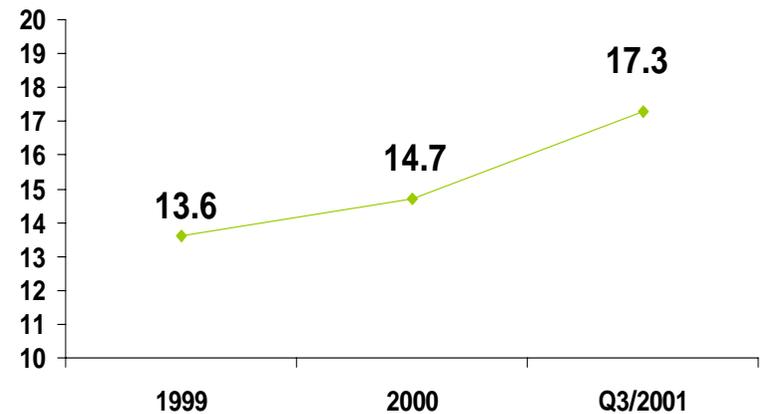
**LAURENTIAN BANK
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LBC is growing...

Total revenue (\$ M)



Balance Sheet (\$ B)



(1) YTD Q3 annualized, excluding special items



**LAURENTIAN BANK
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in principal business lines...

Q3/2001 VS Q3/2000

Retail Banking including Scotiabank branches	\$1.7 B
B2B Trust & Agency Banking	\$0.3
Commercial	\$0.2
Other	\$0.6
Sub-total	\$2.8
Securitization	(\$0.7)
Net asset growth	\$2.1 B



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and benefiting from an increasing net interest margin... (% of average assets)

NIM (TEB) in Q3/00 2.05

Fixed rate product margins 0.11

Variable rate product margins 0.10

**Other (disintermediation,
securitization, institutional deposits
and others) -0.13**

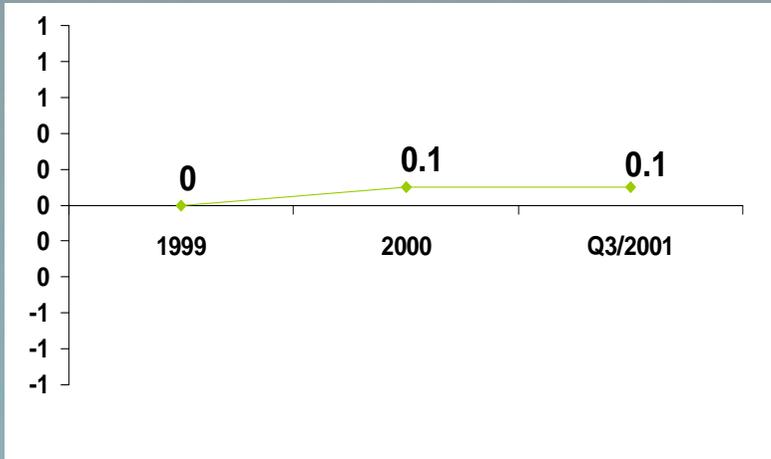
NIM (TEB) in Q3/01 2.13



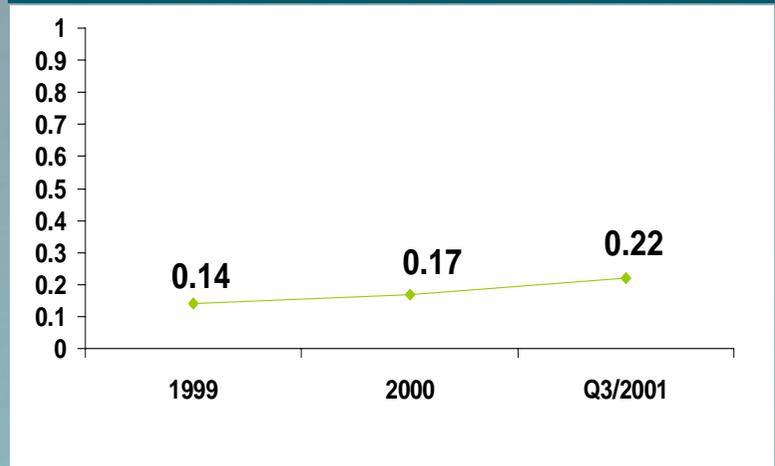
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while maintaining good asset quality...

Net non-performing loans as a average % of total loans



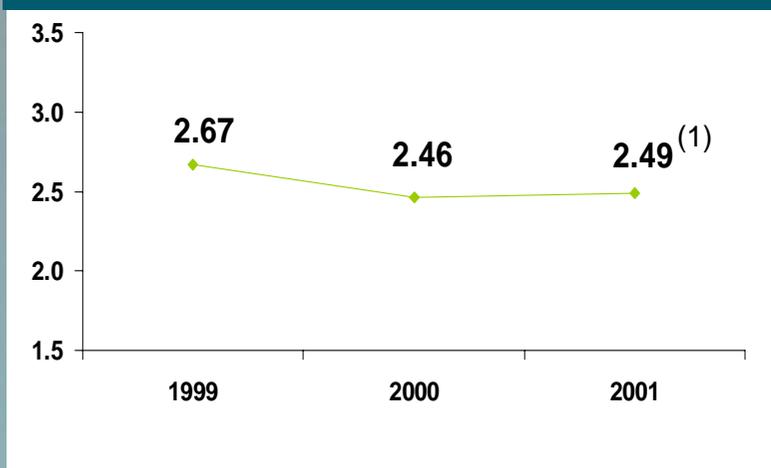
Provision for credit losses as a % of assets



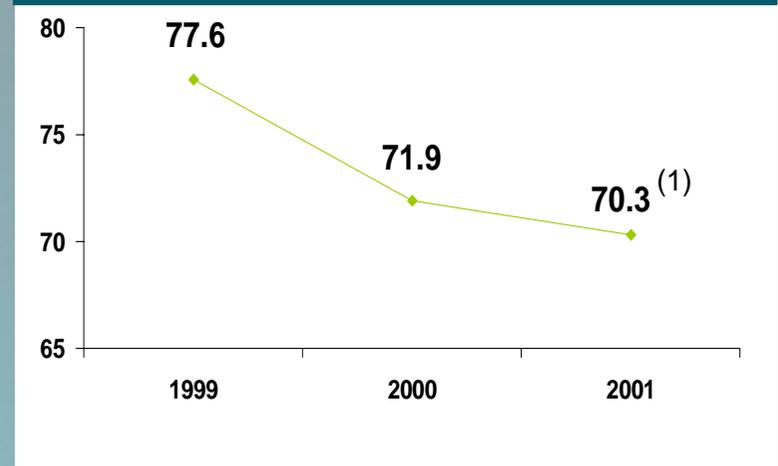
**LAURENTIAN BANK
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and becoming more productive and more efficient...

Expenses as % of assets



Efficiency ratio (%)

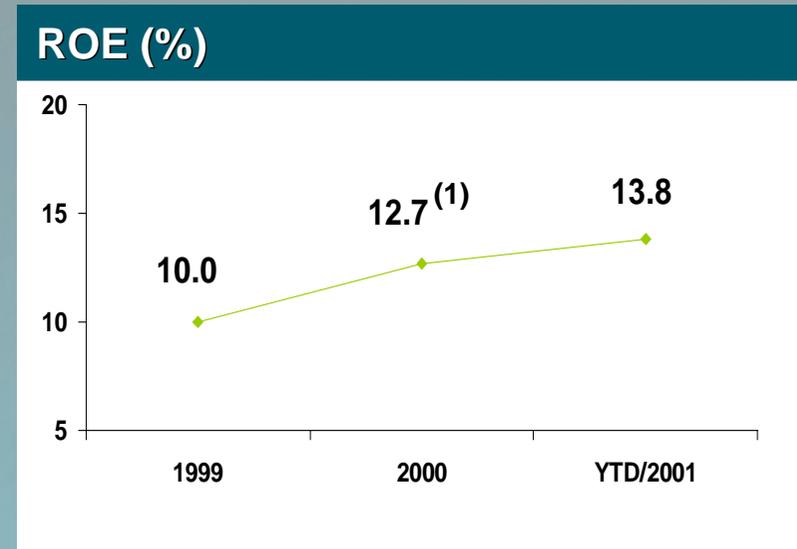
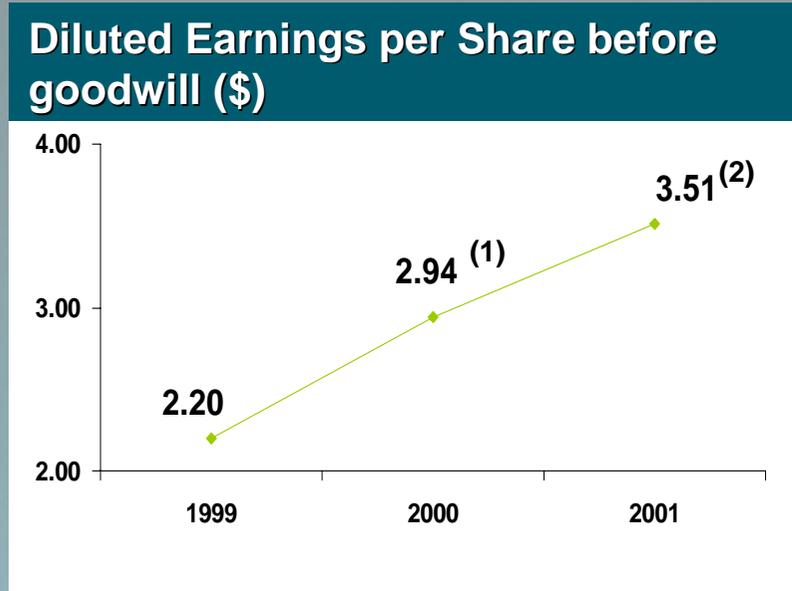


(1) YTD, excluding special items



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creating good momentum for EPS and ROE growth.



(1) Excludes \$0.50/share of special tax savings

(2) YTD Q3 annualized



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- LBC is growing...
- in principal business lines...
- and benefiting from an increasing net interest margin...
- while maintaining good asset quality...
- and becoming more productive and more efficient...
- creating good momentum for EPS and ROE growth.



**LAURENTIAN BANK
OF CANADA**

Laurentian Bank - Attractive Valuation

	Laurentian September 2001	Big Six Banks (Average)
Market value	\$32.00	-----
Dividend yield	3.38%	2.77%
Price earnings ratio (2002)	8.9x	11.3x
Market to book value	121%	200%



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This presentation and related communications may contain forward-looking statements, including statements regarding the business and anticipated financial performance of Laurentian Bank. These statements are subject to a number of risks and uncertainties. Actual results may differ materially from results contemplated by the forward looking statements, principally related to global capital market activity, changes in government monetary and economic policies, changes in interest rates, inflation levels and general economic conditions, legislative and regulatory developments, competition and technological change.



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