



FIRST QUARTER 2011

SUPPLEMENTARY INFORMATION FOR THE QUARTER ENDED JANUARY 31

| | |
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HIGHLIGHTS

| IN THOUSANDS OF DOLLARS, EXCEPT PER SHARE AMOUNTS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | | FOR THE YEAR ENDED |
|--|----------------------------|-----------------|------------------|--------------------|--------------------|-----------------|------------------|--------------------|--------------------|-----------------------|
| | OCTOBER 31 2011 | JULY 31 2011 | APRIL 30 2011 | JANUARY 31 2011 | OCTOBER 31 2010 | JULY 31 2010 | APRIL 30 2010 | JANUARY 31 2010 | OCTOBER 31 2010 | |
| On- and off-balance sheet information | | | | | | | | | | |
| Average assets | \$ - | \$ - | \$ - | \$ 23,711,163 | \$ 23,688,890 | \$ 23,234,924 | \$ 22,950,062 | \$ 22,495,121 | \$ 23,093,418 | |
| Balance sheet assets | \$ - | \$ - | \$ - | \$ 23,329,722 | \$ 23,772,138 | \$ 23,548,706 | \$ 23,062,156 | \$ 23,159,368 | \$ 23,772,138 | |
| Assets under administration | \$ - | \$ - | \$ - | \$ 15,470,467 | \$ 15,041,279 | \$ 14,725,549 | \$ 14,672,928 | \$ 14,280,360 | \$ 15,041,279 | |
| Total principal amount of securitized loans | \$ - | \$ - | \$ - | \$ 2,950,019 | \$ 2,715,535 | \$ 2,695,550 | \$ 2,590,808 | \$ 2,641,960 | \$ 2,715,535 | |
| Average earning assets | \$ - | \$ - | \$ - | \$ 22,782,693 | \$ 22,407,215 | \$ 22,041,780 | \$ 21,800,938 | \$ 21,457,678 | \$ 21,927,938 | |
| Average common equity | \$ - | \$ - | \$ - | \$ 1,011,694 | \$ 992,004 | \$ 969,875 | \$ 954,265 | \$ 936,131 | \$ 963,141 | |
| Financial results | | | | | | | | | | |
| Net interest income | \$ - | \$ - | \$ - | \$ 121,418 | \$ 128,202 | \$ 129,870 | \$ 117,633 | \$ 120,716 | \$ 496,421 | |
| Other income | \$ - | \$ - | \$ - | \$ 68,061 | \$ 61,872 | \$ 58,940 | \$ 60,480 | \$ 59,733 | \$ 241,025 | |
| Total revenue | \$ - | \$ - | \$ - | \$ 189,479 | \$ 190,074 | \$ 188,810 | \$ 178,113 | \$ 180,449 | \$ 737,446 | |
| Provision for loan losses | \$ - | \$ - | \$ - | \$ 15,000 | \$ 16,000 | \$ 20,000 | \$ 16,000 | \$ 16,000 | \$ 68,000 | |
| Non-interest expenses | \$ - | \$ - | \$ - | \$ 130,958 | \$ 132,484 | \$ 127,820 | \$ 123,549 | \$ 120,383 | \$ 504,236 | |
| Net income | \$ - | \$ - | \$ - | \$ 33,493 | \$ 32,514 | \$ 30,064 | \$ 28,349 | \$ 32,014 | \$ 122,941 | |
| Per common share | | | | | | | | | | |
| Earnings per share | | | | | | | | | | |
| Basic | \$ - | \$ - | \$ - | \$ 1.27 | \$ 1.24 | \$ 1.13 | \$ 1.06 | \$ 1.21 | \$ 4.63 | |
| Diluted | \$ - | \$ - | \$ - | \$ 1.27 | \$ 1.24 | \$ 1.13 | \$ 1.06 | \$ 1.21 | \$ 4.63 | |
| Dividends declared | \$ - | \$ - | \$ - | \$ 0.39 | \$ 0.36 | \$ 0.36 | \$ 0.36 | \$ 0.36 | \$ 1.44 | |
| Book value | \$ - | \$ - | \$ - | \$ 42.75 | \$ 41.87 | \$ 40.99 | \$ 40.22 | \$ 39.52 | \$ 41.87 | |
| Share price - close | \$ - | \$ - | \$ - | \$ 53.10 | \$ 44.25 | \$ 46.00 | \$ 44.12 | \$ 38.03 | \$ 44.25 | |
| Price/earnings ratio (trailing four quarters) | - x | - x | - x | 11.3 x | 9.6 x | 9.4 x | 9.2 x | 8.4 x | 9.6 x | |
| Market to book value | - % | - % | - % | 124 % | 106 % | 112 % | 110 % | 96 % | 106 % | |
| Dividend yield | - % | - % | - % | 2.94 % | 3.25 % | 3.13 % | 3.26 % | 3.79 % | 3.25 % | |
| Dividend payout ratio | - % | - % | - % | 30.7 % | 29.1 % | 31.9 % | 34.1 % | 29.8 % | 31.1 % | |
| Net interest income (as a percentage of average assets) | - % | - % | - % | 2.03 % | 2.15 % | 2.22 % | 2.10 % | 2.13 % | 2.15 % | |
| Provision for loan losses (as a percentage of average loans and acceptances) | - % | - % | - % | 0.34 % | 0.36 % | 0.46 % | 0.39 % | 0.39 % | 0.40 % | |
| Profitability | | | | | | | | | | |
| Other income (as a % of total revenue) | - % | - % | - % | 35.9 % | 32.6 % | 31.2 % | 34.0 % | 33.1 % | 32.7 % | |
| Efficiency ratio (non-interest expenses as a % of total revenue) | - % | - % | - % | 69.1 % | 69.7 % | 67.7 % | 69.4 % | 66.7 % | 68.4 % | |
| Return on common shareholders' equity | - % | - % | - % | 11.9 % | 11.8 % | 11.0 % | 10.9 % | 12.3 % | 11.5 % | |
| Quality of assets | | | | | | | | | | |
| Gross impaired loans | \$ - | \$ - | \$ - | \$ 168,677 | \$ 188,123 | \$ 182,451 | \$ 161,930 | \$ 157,373 | \$ 188,123 | |
| Allowances for loan losses | | | | | | | | | | |
| Specific | - | - | - | 73,312 | 64,893 | 56,714 | 50,928 | 48,114 | 64,893 | |
| General | - | - | - | 73,250 | 73,250 | 73,250 | 73,250 | 73,250 | 73,250 | |
| Total | \$ - | \$ - | \$ - | \$ 146,562 | \$ 138,143 | \$ 129,964 | \$ 124,178 | \$ 121,364 | \$ 138,143 | |
| Net impaired loans (as a % of loans and acceptances) | - % | - % | - % | 0.12 % | 0.28 % | 0.30 % | 0.22 % | 0.22 % | 0.28 % | |
| Unrealized gains and losses on the portfolio of available-for-sale securities | \$ - | \$ - | \$ - | \$ 13,495 | \$ 16,785 | \$ 12,951 | \$ 8,612 | \$ 13,588 | \$ 16,785 | |
| Other information | | | | | | | | | | |
| Number of full-time equivalent employees | - | - | - | 3,715 | 3,643 | 3,694 | 3,632 | 3,629 | 3,643 | |
| Number of branches | - | - | - | 157 | 157 | 157 | 156 | 156 | 157 | |
| Number of automated banking machines | - | - | - | 421 | 413 | 410 | 407 | 406 | 413 | |

REGULATORY CAPITAL - BIS

| IN THOUSANDS OF DOLLARS (UNAUDITED) | AS AT OCTOBER 31 2011 | AS AT JULY 31 2011 | AS AT APRIL 30 2011 | AS AT JANUARY 31 2011 | AS AT OCTOBER 31 2010 | AS AT JULY 31 2010 | AS AT APRIL 30 2010 | AS AT JANUARY 31 2010 |
|---|--------------------------|-----------------------|------------------------|--------------------------|--------------------------|-----------------------|------------------------|--------------------------|
| Tier 1 capital | | | | | | | | |
| Common shares | \$ - | \$ - | \$ - | \$ 259,388 | \$ 259,363 | \$ 259,363 | \$ 259,363 | \$ 259,354 |
| Contributed surplus | - | - | - | 227 | 243 | 234 | 226 | 218 |
| Retained earnings | - | - | - | 762,966 | 741,911 | 720,908 | 702,530 | 685,867 |
| Non-cumulative preferred shares | - | - | - | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 |
| Goodwill | - | - | - | (53,790) | (53,790) | (53,790) | (53,790) | (53,790) |
| Securitization-related deductions and other | - | - | - | (25,060) | (23,436) | (38,045) | (36,736) | (35,259) |
| Total - Tier 1 capital (A) | - | - | - | 1,153,731 | 1,134,291 | 1,098,670 | 1,081,593 | 1,066,390 |
| Tier 2 capital | | | | | | | | |
| Subordinated debt | - | - | - | 241,075 | 150,000 | 150,000 | 150,000 | 150,000 |
| General allowances | - | - | - | 73,250 | 73,250 | 73,250 | 73,250 | 73,250 |
| Securitization-related deductions and other | - | - | - | (22,099) | (20,214) | (36,499) | (34,505) | (34,070) |
| Total - Tier 2 capital | - | - | - | 292,226 | 203,036 | 186,751 | 188,745 | 189,180 |
| Total - capital (B) | \$ - | \$ - | \$ - | \$ 1,445,957 | \$ 1,337,327 | \$ 1,285,421 | \$ 1,270,338 | \$ 1,255,570 |
| Total risk-weighted assets (C) ⁽²⁾ | \$ - | \$ - | \$ - | \$ 10,398,170 | \$ 10,388,050 | \$ 10,244,069 | \$ 9,924,365 | \$ 9,708,653 |
| Tier I BIS capital ratio (A/C) | - % | - % | - % | 11.1 % | 10.9 % | 10.7 % | 10.9 % | 11.0 % |
| Total BIS capital ratio (B/C) | - % | - % | - % | 13.9 % | 12.9 % | 12.5 % | 12.8 % | 12.9 % |
| Assets to capital multiple | - x | - x | - x | 16.2 x | 17.9 x | 18.4 x | 18.3 x | 18.6 x |
| Tangible common equity as a percentage of risk-weighted assets ⁽¹⁾ | - % | - % | - % | 9.2 % | 9.0 % | 8.9 % | 9.0 % | 9.1 % |

(1) Tangible common equity is defined as common shareholders' equity, excluding accumulated other comprehensive income, less goodwill and contractual and customer relationship intangible assets.

(2) As at January 31, 2011, the Bank has chosen to use the Standardised Approach to account for operational risk instead of the Basic Indicator Approach.

RISK-WEIGHTED ASSETS

| IN THOUSANDS OF DOLLARS (UNAUDITED) | AS AT JANUARY 31, 2011 | | | | | | | | RISK-WEIGHTED ASSETS |
|---|------------------------|--------------|--------------|-----------|--------------|--------------|-----------|---------------|----------------------|
| | 0% | 20% | 35% | 50% | 75% | 100% | 150% | TOTAL | |
| Exposure Class | | | | | | | | | |
| Corporate | \$ 1,603 | \$ 106,289 | \$ - | \$ 66,306 | \$ - | \$ 3,909,427 | \$ 21,554 | \$ 4,105,179 | \$ 3,996,169 |
| Sovereign | 3,451,791 | 176,129 | - | - | - | - | - | 3,627,920 | 35,226 |
| Bank | - | 539,015 | - | - | - | - | - | 539,015 | 107,803 |
| Retail residential mortgage loans | 3,819,909 | - | 4,571,961 | - | - | 31,946 | - | 8,423,816 | 1,632,132 |
| Other retail | 666,113 | - | - | - | 2,581,641 | 11,001 | - | 3,258,755 | 1,947,232 |
| Small business entities treated as other retail | 88,231 | - | - | - | 357,594 | - | - | 445,825 | 268,196 |
| Equity | - | - | - | - | - | 299,813 | - | 299,813 | 299,813 |
| Securitization | - | 29,620 | - | 6,144 | - | 1,829 | - | 37,593 | 10,825 |
| Other assets | 66,359 | 152,183 | - | - | - | 442,723 | - | 661,265 | 473,160 |
| | 8,094,006 | 1,003,236 | 4,571,961 | 72,450 | 2,939,235 | 4,696,739 | 21,554 | 21,399,181 | 8,770,556 |
| Derivatives | 580 | 241,568 | - | - | - | 10,637 | - | 252,785 | 58,951 |
| Credit-related commitments | 33,811 | 6,000 | - | - | - | 458,250 | - | 498,061 | 459,450 |
| Operational risk ⁽¹⁾ | - | - | - | - | - | - | - | - | 1,109,213 |
| | \$ 8,128,397 | \$ 1,250,804 | \$ 4,571,961 | \$ 72,450 | \$ 2,939,235 | \$ 5,165,626 | \$ 21,554 | \$ 22,150,027 | \$ 10,398,170 |

Balance sheet items

| | |
|--|---------------------|
| Cash resources | \$ 82,441 |
| Securities | 491,296 |
| Mortgage loans | 4,026,757 |
| Other loans and customers' liabilities under acceptances | 3,695,814 |
| Other assets | 474,248 |
| | \$ 8,770,556 |

(1) As at January 31, 2011, the Bank has chosen to use the Standardised Approach to account for operational risk instead of the Basic Indicator Approach.

RISK-WEIGHTED ASSETS (CONTINUED)

IN THOUSANDS OF DOLLARS (UNAUDITED)

AS AT OCTOBER 31, 2010

| | 0% | 20% | 35% | 50% | 75% | 100% | 150% | TOTAL | RISK-WEIGHTED ASSETS |
|---|--------------|------------|--------------|-----------|--------------|--------------|-----------|---------------|----------------------|
| Exposure Class | | | | | | | | | |
| Corporate | \$ 1,622 | \$ 29,210 | \$ - | \$ 48,368 | \$ - | \$ 3,761,869 | \$ 36,949 | \$ 3,878,018 | \$ 3,847,319 |
| Sovereign | 3,740,188 | 139,289 | - | - | - | - | - | 3,879,477 | 27,858 |
| Bank | - | 209,246 | - | - | - | - | - | 209,246 | 41,849 |
| Retail residential mortgage loans | 4,046,779 | - | 4,415,333 | - | - | 35,299 | - | 8,497,411 | 1,580,666 |
| Other retail | 638,031 | - | - | - | 2,667,424 | 10,833 | - | 3,316,288 | 2,011,401 |
| Small business entities treated as other retail | 90,388 | - | - | - | 343,749 | - | - | 434,137 | 257,812 |
| Equity | - | - | - | - | - | 260,099 | - | 260,099 | 260,099 |
| Securitization | - | 21,187 | - | 6,006 | - | 1,646 | - | 28,839 | 8,886 |
| Other assets | 61,599 | 115,710 | - | - | - | 490,605 | - | 667,914 | 513,747 |
| | 8,578,607 | 514,642 | 4,415,333 | 54,374 | 3,011,173 | 4,560,351 | 36,949 | 21,171,429 | 8,549,637 |
| Derivatives | 135 | 273,850 | - | - | - | 14,534 | - | 288,519 | 69,304 |
| Credit-related commitments | 34,338 | 6,000 | - | - | - | 520,634 | - | 560,972 | 521,834 |
| Operational risk ⁽¹⁾ | | | | | | | | | 1,247,275 |
| | \$ 8,613,080 | \$ 794,492 | \$ 4,415,333 | \$ 54,374 | \$ 3,011,173 | \$ 5,095,519 | \$ 36,949 | \$ 22,020,920 | \$ 10,388,050 |

Balance sheet items

| | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|---------------------|
| Cash resources | | | | | | | | | \$ 7,004 |
| Securities | | | | | | | | | 409,363 |
| Mortgage loans | | | | | | | | | 3,907,555 |
| Other loans and customers' liabilities under acceptances | | | | | | | | | 3,710,884 |
| Other assets | | | | | | | | | 514,831 |
| | | | | | | | | | <u>\$ 8,549,637</u> |

(1) As at January 31, 2011, the Bank has chosen to use the Standardised Approach to account for operational risk instead of the Basic Indicator Approach.

IN THOUSANDS OF DOLLARS (UNAUDITED)

AS AT JANUARY 31, 2010

| | 0% | 20% | 35% | 50% | 75% | 100% | 150% | TOTAL | RISK-WEIGHTED ASSETS |
|---|--------------|------------|--------------|-----------|--------------|--------------|-----------|---------------|----------------------|
| Exposure Class | | | | | | | | | |
| Corporate | \$ 1,672 | \$ 15,956 | \$ - | \$ 50,005 | \$ - | \$ 3,360,866 | \$ 43,596 | \$ 3,472,095 | \$ 3,454,454 |
| Sovereign | 4,664,798 | 116,610 | - | - | - | - | - | 4,781,408 | 23,322 |
| Bank | - | 268,234 | - | - | - | - | - | 268,234 | 53,646 |
| Retail residential mortgage loans | 3,808,107 | - | 3,746,957 | - | - | 32,966 | - | 7,588,030 | 1,344,401 |
| Other retail | 587,529 | - | - | - | 2,891,704 | 15,145 | - | 3,494,378 | 2,183,923 |
| Small business entities treated as other retail | 83,893 | - | - | - | 395,895 | - | - | 479,788 | 296,921 |
| Equity | - | - | - | - | - | 128,537 | - | 128,537 | 128,537 |
| Securitization | - | 16,138 | - | 6,547 | - | 1,522 | - | 24,207 | 8,024 |
| Other assets | 58,381 | 20,979 | - | - | - | 489,494 | - | 568,854 | 493,690 |
| | 9,204,380 | 437,917 | 3,746,957 | 56,552 | 3,287,599 | 4,028,530 | 43,596 | 20,805,531 | 7,986,918 |
| Derivatives | - | 284,564 | - | 125 | - | 10,357 | - | 295,046 | 67,333 |
| Credit-related commitments | 35,793 | 8,000 | - | - | - | 475,039 | - | 518,832 | 476,639 |
| Operational risk ⁽¹⁾ | | | | | | | | | 1,177,763 |
| | \$ 9,240,173 | \$ 730,481 | \$ 3,746,957 | \$ 56,677 | \$ 3,287,599 | \$ 4,513,926 | \$ 43,596 | \$ 21,619,409 | \$ 9,708,653 |

Balance sheet items

| | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|---------------------|
| Cash resources | | | | | | | | | \$ 17,125 |
| Securities | | | | | | | | | 251,415 |
| Mortgage loans | | | | | | | | | 3,385,374 |
| Other loans and customers' liabilities under acceptances | | | | | | | | | 3,838,350 |
| Other assets | | | | | | | | | 494,654 |
| | | | | | | | | | <u>\$ 7,986,918</u> |

(1) As at January 31, 2011, the Bank has chosen to use the Standardised Approach to account for operational risk instead of the Basic Indicator Approach.

ASSETS UNDER ADMINISTRATION

| IN THOUSANDS OF DOLLARS (UNAUDITED) | AS AT OCTOBER 31 2011 | AS AT JULY 31 2011 | AS AT APRIL 30 2011 | AS AT JANUARY 31 2011 | AS AT OCTOBER 31 2010 | AS AT JULY 31 2010 | AS AT APRIL 30 2010 | AS AT JANUARY 31 2010 |
|--|--------------------------|-----------------------|------------------------|--------------------------|--------------------------|-----------------------|------------------------|--------------------------|
| Self-directed RRSPs and RRIFs | \$ - | \$ - | \$ - | \$ 7,906,036 | \$ 7,820,707 | \$ 7,692,183 | \$ 7,757,123 | \$ 7,566,074 |
| Mortgage loans under management | - | - | - | 3,194,268 | 2,923,236 | 2,892,145 | 2,768,778 | 2,806,556 |
| Clients' brokerage assets | - | - | - | 2,257,647 | 2,274,998 | 2,193,192 | 2,203,916 | 2,096,369 |
| Institutional assets | - | - | - | 293,177 | 299,927 | 325,941 | 300,704 | 296,567 |
| Mutual funds | - | - | - | 1,794,504 | 1,697,377 | 1,596,624 | 1,617,906 | 1,489,687 |
| Other - Personal | - | - | - | 24,835 | 25,034 | 25,464 | 24,501 | 25,107 |
| Total - assets under administration | \$ - | \$ - | \$ - | \$ 15,470,467 | \$ 15,041,279 | \$ 14,725,549 | \$ 14,672,928 | \$ 14,280,360 |

OTHER INCOME

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | FOR THE |
|--|----------------------------|---------|----------|------------|------------|-----------|-----------|------------|------------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | YEAR ENDED |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | OCTOBER 31 |
| | | | | | | | | | 2010 |
| Fees and commissions on loans and deposits | | | | | | | | | |
| Deposit service charges | \$ - | \$ - | \$ - | \$ 13,199 | \$ 13,354 | \$ 13,888 | \$ 13,756 | \$ 13,174 | \$ 54,172 |
| Lending fees | - | - | - | 9,218 | 9,981 | 10,195 | 9,954 | 8,855 | 38,985 |
| Card service revenues | - | - | - | 5,767 | 5,526 | 5,289 | 4,778 | 4,950 | 20,543 |
| Sub-total - fees and commissions on loans and deposits | - | - | - | 28,184 | 28,861 | 29,372 | 28,488 | 26,979 | 113,700 |
| Other | | | | | | | | | |
| Income from brokerage operations | - | - | - | 13,284 | 14,920 | 11,607 | 13,742 | 12,665 | 52,934 |
| Income from treasury and financial market operations | - | - | - | 5,087 | 5,114 | 4,186 | 4,576 | 4,159 | 18,035 |
| Credit insurance income | - | - | - | 5,323 | 4,759 | 4,287 | 4,556 | 4,183 | 17,785 |
| Income from sales of mutual funds | - | - | - | 4,107 | 3,961 | 3,739 | 3,786 | 3,526 | 15,012 |
| Income from registered self-directed plans | - | - | - | 2,084 | 1,997 | 2,282 | 2,313 | 2,088 | 8,680 |
| Securitization income | - | - | - | 8,890 | 553 | 935 | 328 | 4,180 | 5,996 |
| Other | - | - | - | 1,102 | 1,707 | 2,532 | 2,691 | 1,953 | 8,883 |
| Sub-total - other | - | - | - | 39,877 | 33,011 | 29,568 | 31,992 | 32,754 | 127,325 |
| Total - other income | \$ - | \$ - | \$ - | \$ 68,061 | \$ 61,872 | \$ 58,940 | \$ 60,480 | \$ 59,733 | \$ 241,025 |

NON - INTEREST EXPENSES

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | FOR THE |
|--|----------------------------|---------|----------|------------|------------|------------|------------|------------|------------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | YEAR ENDED |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | OCTOBER 31 |
| | | | | | | | | | 2010 |
| Salaries and employee benefits | | | | | | | | | |
| Salaries | \$ - | \$ - | \$ - | \$ 48,293 | \$ 44,915 | \$ 45,627 | \$ 45,020 | \$ 45,478 | \$ 181,040 |
| Employee benefits | - | - | - | 16,899 | 13,476 | 14,732 | 13,702 | 13,885 | 55,795 |
| Performance-based compensation | - | - | - | 7,140 | 13,710 | 10,662 | 8,895 | 5,862 | 39,129 |
| Sub-total - salaries and employee benefits | - | - | - | 72,332 | 72,101 | 71,021 | 67,617 | 65,225 | 275,964 |
| Premises and technology | | | | | | | | | |
| Equipment and computer services | - | - | - | 13,571 | 14,257 | 13,093 | 12,256 | 12,502 | 52,108 |
| Rent and property taxes | - | - | - | 9,700 | 9,753 | 9,538 | 9,232 | 9,208 | 37,731 |
| Depreciation | - | - | - | 9,541 | 9,416 | 9,065 | 8,808 | 8,698 | 35,987 |
| Maintenance and repairs | - | - | - | 1,307 | 1,420 | 1,244 | 1,290 | 1,317 | 5,271 |
| Public utilities | - | - | - | 347 | 334 | 264 | 410 | 347 | 1,355 |
| Other | - | - | - | (2) | - | (3) | 21 | 70 | 88 |
| Sub-total - premises and technology | - | - | - | 34,464 | 35,180 | 33,201 | 32,017 | 32,142 | 132,540 |
| Other | | | | | | | | | |
| Advertising and business development | - | - | - | 5,436 | 5,647 | 4,881 | 5,691 | 5,870 | 22,089 |
| Fees and commissions | - | - | - | 5,344 | 5,666 | 5,825 | 5,829 | 4,380 | 21,700 |
| Communications and travelling expenses | - | - | - | 4,892 | 4,711 | 4,863 | 5,114 | 4,349 | 19,037 |
| Taxes and insurance | - | - | - | 4,273 | 4,072 | 4,238 | 3,710 | 4,498 | 16,518 |
| Stationery and publications | - | - | - | 1,756 | 1,544 | 1,280 | 1,576 | 1,562 | 5,962 |
| Recruitment and training | - | - | - | 1,074 | 1,207 | 989 | 930 | 1,465 | 4,591 |
| Other | - | - | - | 1,387 | 2,356 | 1,522 | 1,065 | 892 | 5,835 |
| Sub-total - other | - | - | - | 24,162 | 25,203 | 23,598 | 23,915 | 23,016 | 95,732 |
| Total - non-interest expenses | \$ - | \$ - | \$ - | \$ 130,958 | \$ 132,484 | \$ 127,820 | \$ 123,549 | \$ 120,383 | \$ 504,236 |

SEGMENTED INFORMATION

Retail & SME Québec

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | | FOR THE |
|--|----------------------------|---------|----------|---------------|---------------|---------------|---------------|---------------|---------------|---------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 | |
| Net interest income | \$ - | \$ - | \$ - | \$ 79,782 | \$ 79,813 | \$ 83,585 | \$ 78,531 | \$ 81,811 | \$ 323,740 | |
| Other income | - | - | - | 33,182 | 32,853 | 33,378 | 32,851 | 30,692 | 129,774 | |
| Total revenue | - | - | - | 112,964 | 112,666 | 116,963 | 111,382 | 112,503 | 453,514 | |
| Provision for loan losses | - | - | - | 7,351 | 10,004 | 9,583 | 11,542 | 9,790 | 40,919 | |
| Non-interest expenses | - | - | - | 91,489 | 90,635 | 88,179 | 87,305 | 86,502 | 352,621 | |
| Income before income taxes | - | - | - | 14,124 | 12,027 | 19,201 | 12,535 | 16,211 | 59,974 | |
| Income taxes | - | - | - | 2,533 | 2,281 | 4,568 | 2,453 | 3,659 | 12,961 | |
| Net income | \$ - | \$ - | \$ - | \$ 11,591 | \$ 9,746 | \$ 14,633 | \$ 10,082 | \$ 12,552 | \$ 47,013 | |
| Average assets | \$ - | \$ - | \$ - | \$ 12,420,373 | \$ 12,219,190 | \$ 12,069,272 | \$ 11,869,619 | \$ 11,752,657 | \$ 11,978,573 | |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ 12,060,100 | \$ 11,920,072 | \$ 11,778,153 | \$ 11,589,190 | \$ 11,464,229 | \$ 11,688,722 | |
| Average deposits | \$ - | \$ - | \$ - | \$ 8,871,347 | \$ 8,748,548 | \$ 8,656,346 | \$ 8,475,224 | \$ 8,440,084 | \$ 8,580,912 | |
| Loans and acceptances (ending balance) | \$ - | \$ - | \$ - | \$ 12,127,595 | \$ 12,002,245 | \$ 11,861,903 | \$ 11,675,892 | \$ 11,507,369 | \$ 12,002,245 | |
| Deposits (ending balance) | \$ - | \$ - | \$ - | \$ 8,906,480 | \$ 8,881,892 | \$ 8,920,690 | \$ 8,661,355 | \$ 8,502,372 | \$ 8,881,892 | |

Real Estate & Commercial

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | | FOR THE |
|--|----------------------------|---------|----------|--------------|--------------|--------------|--------------|--------------|--------------|---------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 | |
| Net interest income | \$ - | \$ - | \$ - | \$ 22,556 | \$ 21,808 | \$ 22,229 | \$ 20,527 | \$ 19,911 | \$ 84,475 | |
| Other income | - | - | - | 8,094 | 9,196 | 9,379 | 8,598 | 7,679 | 34,852 | |
| Total revenue | - | - | - | 30,650 | 31,004 | 31,608 | 29,125 | 27,590 | 119,327 | |
| Provision for loan losses | - | - | - | 7,272 | 5,557 | 9,433 | 3,984 | 5,150 | 24,124 | |
| Non-interest expenses | - | - | - | 7,567 | 7,780 | 7,221 | 5,558 | 4,242 | 24,801 | |
| Income before income taxes | - | - | - | 15,811 | 17,667 | 14,954 | 19,583 | 18,198 | 70,402 | |
| Income taxes | - | - | - | 4,527 | 5,348 | 4,527 | 5,928 | 5,510 | 21,313 | |
| Net income | \$ - | \$ - | \$ - | \$ 11,284 | \$ 12,319 | \$ 10,427 | \$ 13,655 | \$ 12,688 | \$ 49,089 | |
| Average assets | \$ - | \$ - | \$ - | \$ 3,033,650 | \$ 3,009,950 | \$ 2,943,601 | \$ 2,864,115 | \$ 2,800,270 | \$ 2,904,816 | |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ 3,025,693 | \$ 3,001,536 | \$ 2,935,156 | \$ 2,856,207 | \$ 2,791,297 | \$ 2,896,376 | |
| Average deposits | \$ - | \$ - | \$ - | \$ 526,776 | \$ 479,605 | \$ 468,538 | \$ 503,785 | \$ 488,734 | \$ 485,012 | |
| Loans and acceptances (ending balance) | \$ - | \$ - | \$ - | \$ 3,093,755 | \$ 3,031,882 | \$ 3,021,066 | \$ 2,903,893 | \$ 2,798,834 | \$ 3,031,882 | |
| Deposits (ending balance) | \$ - | \$ - | \$ - | \$ 551,187 | \$ 522,017 | \$ 465,605 | \$ 492,336 | \$ 512,169 | \$ 522,017 | |

B2B Trust

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | | FOR THE |
|--|----------------------------|---------|----------|--------------|--------------|--------------|--------------|--------------|--------------|---------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 | |
| Net interest income | \$ - | \$ - | \$ - | \$ 28,718 | \$ 29,966 | \$ 30,025 | \$ 26,863 | \$ 27,340 | \$ 114,194 | |
| Other income | - | - | - | 2,525 | 2,464 | 2,686 | 2,772 | 2,497 | 10,419 | |
| Total revenue | - | - | - | 31,243 | 32,430 | 32,711 | 29,635 | 29,837 | 124,613 | |
| Provision for loan losses | - | - | - | 377 | 439 | 984 | 474 | 1,060 | 2,957 | |
| Non-interest expenses | - | - | - | 16,222 | 14,426 | 14,659 | 12,757 | 12,607 | 54,449 | |
| Income before income taxes | - | - | - | 14,644 | 17,565 | 17,068 | 16,404 | 16,170 | 67,207 | |
| Income taxes | - | - | - | 4,151 | 5,409 | 5,250 | 5,045 | 5,109 | 20,813 | |
| Net income | \$ - | \$ - | \$ - | \$ 10,493 | \$ 12,156 | \$ 11,818 | \$ 11,359 | \$ 11,061 | \$ 46,394 | |
| Average assets | \$ - | \$ - | \$ - | \$ 5,316,481 | \$ 5,250,750 | \$ 5,136,470 | \$ 4,965,651 | \$ 4,738,833 | \$ 5,023,397 | |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ 5,262,852 | \$ 5,195,785 | \$ 5,085,208 | \$ 4,917,691 | \$ 4,694,826 | \$ 4,973,835 | |
| Average deposits | \$ - | \$ - | \$ - | \$ 9,113,454 | \$ 9,285,714 | \$ 9,359,327 | \$ 9,253,644 | \$ 9,031,546 | \$ 9,232,384 | |
| Loans and acceptances (ending balance) | \$ - | \$ - | \$ - | \$ 5,291,576 | \$ 5,242,455 | \$ 5,173,289 | \$ 5,035,546 | \$ 4,826,542 | \$ 5,242,455 | |
| Deposits (ending balance) | \$ - | \$ - | \$ - | \$ 9,044,284 | \$ 9,156,888 | \$ 9,390,823 | \$ 9,340,989 | \$ 8,984,097 | \$ 9,156,888 | |

SEGMENTED INFORMATION (CONTINUED)
**Laurentian Bank Securities
& Capital Markets**

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | FOR THE |
|-------------------------------------|----------------------------|---------|----------|--------------|--------------|--------------|--------------|--------------|--------------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 |
| Net interest income | \$ - | \$ - | \$ - | \$ 772 | \$ 819 | \$ 701 | \$ 436 | \$ 485 | \$ 2,441 |
| Other income | - | - | - | 15,469 | 16,548 | 13,280 | 14,844 | 14,002 | 58,674 |
| Total revenue | - | - | - | 16,241 | 17,367 | 13,981 | 15,280 | 14,487 | 61,115 |
| Non-interest expenses | - | - | - | 12,495 | 12,551 | 11,050 | 11,657 | 11,680 | 46,938 |
| Income before income taxes | - | - | - | 3,746 | 4,816 | 2,931 | 3,623 | 2,807 | 14,177 |
| Income taxes | - | - | - | 1,024 | 1,348 | 831 | 1,037 | 973 | 4,189 |
| Net income | \$ - | \$ - | \$ - | \$ 2,722 | \$ 3,468 | \$ 2,100 | \$ 2,586 | \$ 1,834 | \$ 9,988 |
| Average assets | \$ - | \$ - | \$ - | \$ 2,326,780 | \$ 2,375,110 | \$ 2,233,244 | \$ 2,570,640 | \$ 2,461,648 | \$ 2,408,842 |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ 207,825 | \$ 153,229 | \$ 140,272 | \$ 109,723 | \$ 64,356 | \$ 116,954 |

Other

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | FOR THE |
|-------------------------------------|----------------------------|---------|----------|----------------|----------------|----------------|----------------|----------------|----------------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 |
| Net interest income | \$ - | \$ - | \$ - | \$ (10,410) | \$ (4,204) | \$ (6,670) | \$ (8,724) | \$ (8,831) | \$ (28,429) |
| Other income | - | - | - | 8,791 | 811 | 217 | 1,415 | 4,863 | 7,306 |
| Total revenue | - | - | - | (1,619) | (3,393) | (6,453) | (7,309) | (3,968) | (21,123) |
| Non-interest expenses | - | - | - | 3,185 | 7,092 | 6,711 | 6,272 | 5,352 | 25,427 |
| Loss before income taxes | - | - | - | (4,804) | (10,485) | (13,164) | (13,581) | (9,320) | (46,550) |
| Income taxes (recovery) | - | - | - | (2,207) | (5,310) | (4,250) | (4,248) | (3,199) | (17,007) |
| Net loss | \$ - | \$ - | \$ - | \$ (2,597) | \$ (5,175) | \$ (8,914) | \$ (9,333) | \$ (6,121) | \$ (29,543) |
| Average assets | \$ - | \$ - | \$ - | \$ 613,879 | \$ 833,890 | \$ 852,337 | \$ 680,037 | \$ 741,713 | \$ 777,790 |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ (2,945,746) | \$ (2,805,359) | \$ (2,769,242) | \$ (2,768,414) | \$ (2,818,085) | \$ (2,790,454) |
| Average deposits | \$ - | \$ - | \$ - | \$ 1,339,800 | \$ 1,063,059 | \$ 572,453 | \$ 650,191 | \$ 633,639 | \$ 730,490 |

Total

| IN THOUSANDS OF DOLLARS (UNAUDITED) | FOR THE THREE MONTHS ENDED | | | | | | | | FOR THE |
|-------------------------------------|----------------------------|---------|----------|---------------|---------------|---------------|---------------|---------------|---------------|
| | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 | JULY 31 | APRIL 30 | JANUARY 31 | OCTOBER 31 |
| | 2011 | 2011 | 2011 | 2011 | 2010 | 2010 | 2010 | 2010 | 2010 |
| Net interest income | \$ - | \$ - | \$ - | \$ 121,418 | \$ 128,202 | \$ 129,870 | \$ 117,633 | \$ 120,716 | \$ 496,421 |
| Other income | - | - | - | 68,061 | 61,872 | 58,940 | 60,480 | 59,733 | 241,025 |
| Total revenue | - | - | - | 189,479 | 190,074 | 188,810 | 178,113 | 180,449 | 737,446 |
| Provision for loan losses | - | - | - | 15,000 | 16,000 | 20,000 | 16,000 | 16,000 | 68,000 |
| Non-interest expenses | - | - | - | 130,958 | 132,484 | 127,820 | 123,549 | 120,383 | 504,236 |
| Income before income taxes | - | - | - | 43,521 | 41,590 | 40,990 | 38,564 | 44,066 | 165,210 |
| Income taxes | - | - | - | 10,028 | 9,076 | 10,926 | 10,215 | 12,052 | 42,269 |
| Net income | \$ - | \$ - | \$ - | \$ 33,493 | \$ 32,514 | \$ 30,064 | \$ 28,349 | \$ 32,014 | \$ 122,941 |
| Average assets | \$ - | \$ - | \$ - | \$ 23,711,163 | \$ 23,688,890 | \$ 23,234,924 | \$ 22,950,062 | \$ 22,495,121 | \$ 23,093,418 |
| Average loans and acceptances | \$ - | \$ - | \$ - | \$ 17,610,724 | \$ 17,465,263 | \$ 17,169,547 | \$ 16,704,397 | \$ 16,196,623 | \$ 16,885,433 |
| Average deposits | \$ - | \$ - | \$ - | \$ 19,851,377 | \$ 19,576,926 | \$ 19,056,664 | \$ 18,882,844 | \$ 18,594,003 | \$ 19,028,798 |