# **Corporate Presentation**

Q2 2021



# **Caution Regarding Forward-Looking Statements**

The Bank may, from time to time, make written or oral forward-looking statements within the meaning of applicable securities legislation, including in this document and the documents incorporated by reference herein, and in other documents filed with Canadian regulatory authorities or in other written or oral communications. Forward-looking statements include, but are not limited to, statements regarding business plans and strategies, priorities and financial objectives, the regulatory environment in which the Bank operates, the anticipated impact of the coronavirus ("COVID-19") pandemic on the Bank's operations, earnings results and financial performance and statements under the headings "Outlook", "COVID-19 Pandemic" and "Risk Appetite and Risk Management Framework" contained in the Bank's 2020 Annual Report, including the Management's Discussion and Analysis for the fiscal year ended October 31, 2020 and other statements that are not historical facts. Forward-looking statements typically are identified with words or phrases such as "believe", "assume", "estimate", "forecast", "outlook", "project", "vision", "expect", "foresee", "anticipate", "plan", "goal", "aim", "target", "may", "should", "could", "would", "will", "intend" or the negative of these terms, variations thereof or similar terminology.

By their very nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties, both general and specific in nature. Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2020 Annual Report under the heading "Outlook". There is significant risk that the predictions, forecasts, projections or conclusions will prove to be inaccurate, that the Bank's assumptions may not be correct, and that actual results may differ materially from such predictions, forecasts, projections or conclusions.

The Bank cautions readers against placing undue reliance on forward-looking statements, as a number of factors, many of which are beyond its control and the effects of which can be difficult to predict, could influence, individually or collectively, the accuracy of the forward-looking statements and cause actual future results to differ significantly from the targets, expectations, estimates or intentions expressed in the forward-looking statements. These factors include, but are not limited to risks relating to: the impacts of the COVID-19 pandemic on the Bank, its business, financial condition and prospects; technology, information systems and cybersecurity; technological disruption, competition and its ability to execute on its strategic objectives; the economic climate in the U.S. and Canada; accounting policies, estimates and developments; legal and regulatory compliance; fraud and criminal activity; human capital; insurance; business continuity; business infrastructure; environmental and social risk and climate change; and its ability to manage operational, regulatory, legal, strategic, reputational and model risks, all of which are described in more detail in the section titled "Risk Appetite and Risk Management Framework" beginning on page 43 of the 2020 Annual Report including the Management's Discussion and Analysis for the fiscal year ended October 31, 2020.

The Bank further cautions that the foregoing list of factors is not exhaustive. Additional risks and uncertainties not currently known to us or that the Bank currently deems to be immaterial may also have a material adverse effect on its financial position, financial performance, cash flows, business or reputation. Any forward-looking statements contained in this document represent the views of Management only as at the date hereof, are presented for the purposes of assisting investors and others in understanding certain key elements of the Bank's current objectives, strategic priorities, expectations and plans, and in obtaining a better understanding of the Bank's business and anticipated operating environment and may not be appropriate for other purposes. The Bank does not undertake to update any forward-looking statements, whether oral or written, made by the Bank or on its behalf whether as a result of new information, future events or otherwise, except to the extent required by securities regulations. Additional information relating to the Bank can be located on the SEDAR website at www.sedar.com.



# Laurentian Bank at a Glance – Q2 2021 Highlights

- → 7<sup>th</sup> largest Canadian bank<sup>2</sup>
- 175 years strong
- More than 2,900 employees
- Serving Personal, Commercial, and Capital Markets customers
- Operations in Canada and the United States

\$249.8

Revenue (\$ millions)

\$44.6

Total Assets (\$ billions)

\$33.0

Loans and Acceptances (\$ billions)

\$23.0

Deposits (\$ billions)

\$56.7

Adjusted Net Income<sup>1</sup> (\$ millions)

\$53.1

Net Income (\$ millions)

9.2%

Adjusted Return on Common Shareholders' Equity<sup>1</sup>

8.6%

Return on Common Shareholders' Equity \$1.23

Adjusted Diluted Earnings per Share<sup>1</sup>

\$1.15

Diluted Earnings per Share

69.9%

Adjusted Efficiency Ratio<sup>1</sup>

71.9%

Efficiency Ratio

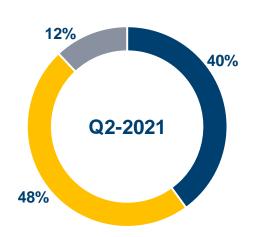


<sup>&</sup>lt;sup>1</sup> Refer to the Non-GAAP and Key Performance Measures section in Q2 2021 Report to Shareholders <sup>2</sup> Based on total assets among publicly listed banks on the TSX

# **Well Diversified Operations**

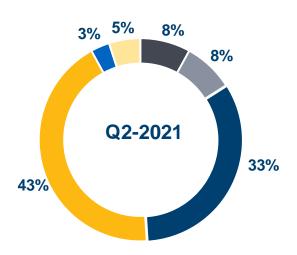
### **Loan Portfolio Mix**

A good proportion of higher margin commercial loans in the Bank mix



### **Geographic Footprint**

Loans across Canada and the United States



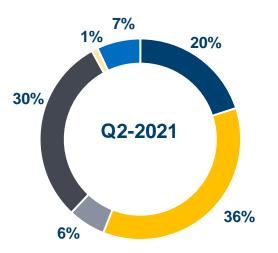
- Commercial loans (including acceptances)
- Residential mortgage loans
- Personal loans

#### British Columbia

- Alberta & Prairies
- Ontario
- Quebec
- Atlantic Provinces
- United States

### **Multiple Funding Sources**

Well-diversified funding sources to support our growth



- Notice and demand deposits
- Term deposits
- Wholesale deposits
- Debt related to securitization activities
- Subordinated debt
- Shareholders' equity



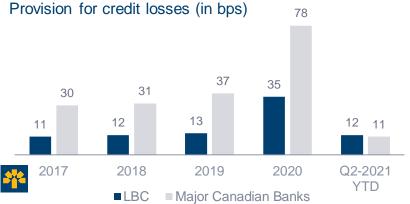
## **Solid Financial Foundation**

### A healthy capital position

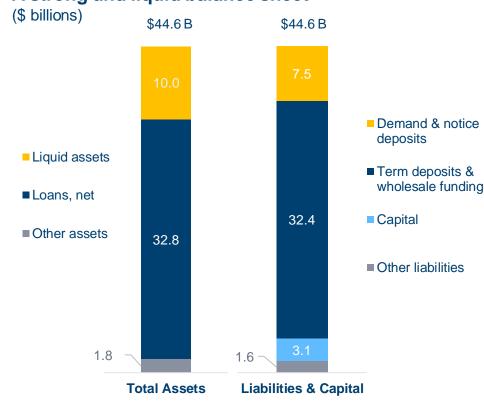
Common Equity Tier 1 capital ratio (in %)



### Good track record of strong credit quality



### A strong and liquid balance sheet



## Laurentian Bank's Businesses

### Commercial

#### **Setting us apart:**

- In-depth industry knowledge and expertise
- Deep and long-term client relationships
- Focus on specialization to achieve sustainable growth

#### Areas of specialization:

- Real estate financing
- Equipment financing
- Inventory financing

### Personal

# Setting us apart - a three-channel approach to personal banking:

- 100% Advice a focused offering through our Quebec branch network
- B2B Bank a leading provider of banking products and services to financial advisors and mortgage brokers across Canada
- Digital a digital offer across Canada, including High Interest Savings Accounts, GIC's and chequing accounts

# **Capital Markets**

#### Setting us apart:

- Focused effort originating, selling and trading Canadian Fixed Income securities to Canadian clients
- Debt Capital Markets capability targeting government relationships across federal, provincial, municipal and related issuers
- Advisory and Origination capability focused on core verticals, including Resource and Diversified Quebec Industries



# Charting a New Path Forward: Laurentian Bank's Executive Team



RANIA LLEWELLYN President and Chief Executive Officer

Rania Llewellyn was appointed President and Chief Executive Officer and member of the Board of Directors on October 30th, 2020. She has more than 25 years of experience in the banking industry.



KARINE ABGRALL-TESLYK EVP, Personal Banking

Karine Abgrall-Teslyk joined Laurentian Bank on April 12, 2021 as EVP, Head of Personal Banking. She has 25 years of financial services experience.



SÉBASTIEN BÉLAIR EVP, Chief Human Resources Officer

Sébastien Bélair joined Laurentian Bank on February 2, 2021 as EVP and Chief Human Resources Officer. He has more than 30 years of experience in the banking industry.



YVES
DENOMMÉ
EVP, Operations

Yves Denommé joined Laurentian Bank on February 22, 2021 as EVP, Operations. His 20 years of experience spans financial services, operations, strategy, procurement, real estate, enterprise project management and technology.



YVAN
DESCHAMPS
EVP, Chief
Financial Officer

Yvan Deschamps joined Laurentian Bank in 2016. As of April 6, 2021, he assumes the role of EVP and CFO. He has 25 years of experience in finance and corporate development.



KELSEY GUNDERSON EVP, Capital Markets

Kelsey Gunderson joined Laurentian Bank in 2019 as EVP, Capital Markets and President and CEO of Laurentian Bank Securities. He has 25 years of experience in the financial services industry.



WILLIAM (LIAM) MASON EVP, Chief Risk Officer

William Mason joined Laurentian Bank in 2018 as EVP and Chief Risk Officer. He has more than 30 years of experience in the financial services industry.



ÉRIC PROVOST EVP, Commercial Banking

Éric Provost joined Laurentian Bank in 2012. He served as SVP, Commercial Banking prior to being appointed EVP and Head of Commercial Banking. He has more than 20 years of experience in the banking industry.



# **Three Strategic Pillars**



**Cultivating a "Customer First" Culture** 



**Driving an "Agile and Innovative" Mindset** 



**Engaging and Empowering our employees** to work as "One Team"



## **2021 Priorities**



Renew the **senior leadership team** and **organizational structure** 



Increase our efforts on **cost discipline** while pivoting to
structural cost optimization
opportunities



Conduct a thorough review of all of Laurentian Bank's operations and develop a new strategic plan



# **Q2 Key Developments**



Following the employee vote, the Canada Industrial Relations Board **revoked the union certification** covering the unionized employees



S&P Global Ratings and DBRS Morningstar **upgraded their ratings outlook** on the Bank from negative to **stable**, recognizing the **solid progress** that the Bank is making



Launched an inaugural \$250 million 5-year covered bond, to further diversify and optimize sources of funding



Issued \$125 million Limited Recourse Capital Notes and will use proceeds to redeem the Preferred Shares Series 15, with a positive impact on the cost of capital



Announced new **Head of Personal Banking**, to lead our "One Team" approach to personal banking, including the Quebec branch network, Digital Banking and B2B Bank



# **Investment Highlights**

1

### Momentum built in Q1 continues into Q2

- Strong capital position: CET1 10.1% representing \$350MM in excess capital
- · Sound credit quality underpinned by disciplined underwriting, good diversification, strong collateral
- · Well diversified and stable sources of funding

2

## Maintaining focus on cost discipline

- Improved adjusted efficiency ratio by 490 basis points year-over-year
- Kept the efficiency ratio below 70%
- · Continued focus on cost control while pivoting to cost optimization opportunities

3

## Advancing our strategic review to chart a new path forward

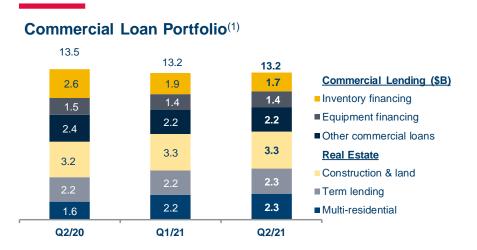
- Improving the mortgage origination process for our broker channel as well as extending the review to the retention process and to our branch channel
- · Initiating a review of our digital strategy
- · Continuing to identify key areas of strategic focus and priorities



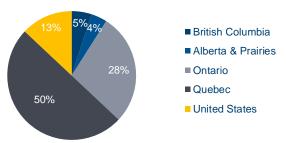
# **Loan Portfolios**



# Strong and Diversified Commercial Loan Portfolio



#### A pan-Canadian Portfolio and a U.S. Presence<sup>(2)</sup>



### **Credit Quality**

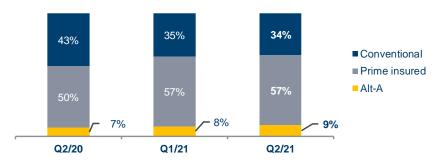


### Loan to Value (LTV) on Term Lending and **Multi-residential Mortgage Portfolios**

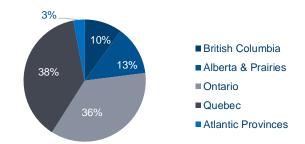
- LTV on term loan portfolio: 57%
- LTV on uninsured multi-residential mortgage portfolio: 53%

# **High Quality Residential Mortgage Loan Portfolio**

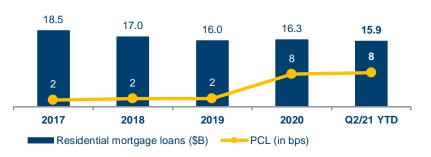
#### **Insured vs Uninsured**



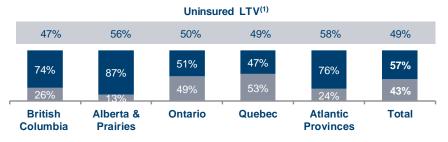
#### A Pan-Canadian Portfolio(2)



### **Credit Quality**



# Insured, Uninsured & Loan to Value (LTV) by Province<sup>(2)</sup>



■ % Uninsured
■ % Insured

# Appendices



# **Financial Performance**

Q2 2021



## **Q2/21 Financial Performance**

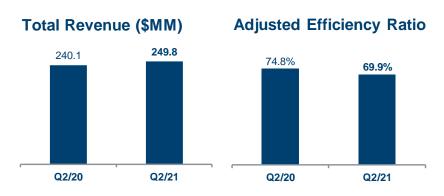
Reported (\$MM)	Q2/21	Y/Y	Q/Q
Total revenue	\$ 249.8	+4%	+1%
Provision for credit losses (PCL)	\$ 2.4	-96%	-86%
Non-interest expenses	\$ 179.6	-2%	+3%
PTPP income <sup>(1)</sup>	\$ 70.2	+24%	-4%
Net income	\$ 53.1	+497%	+18%
Diluted EPS	\$ 1.15	+785%	+20%
ROE	8.6%	+760 bps	+150 bps
Efficiency ratio	71.9%	-450 bps	+150 bps
CET1 capital ratio	10.1%	130 bps	30 bps
Adjusted (\$MM)	Q2/21	Y/Y	Q/Q
Non-interest expenses <sup>(2)</sup>	\$ 174.7	-3%	+3%
PTPP income <sup>(1)(2)</sup>	\$ 75.1	+24%	-2%
Net income <sup>(2)</sup>	\$ 56.7	+376%	+19%
Diluted EPS <sup>(2)</sup>	\$ 1.23	+515%	+19%
ROE <sup>(2)</sup>	9.2%	+770 bps	+170 bps
Efficiency ratio <sup>(2)</sup>	69.9%	-490 bps	+100 bps

### Y/Y Highlights

- Continued strong contribution from Capital Markets leading to higher revenues
- Materially lower PCLs as Q2/20 was impacted by the start of the pandemic
- Strong cost discipline leading to a 450 bps improvement in the efficiency ratio
- · Positive adjusted operating leverage

### Q/Q Highlights

- Higher revenues driven by Other Income
- Lower PCLs due to releases of provisions on performing loans of \$9.9MM and lower provisions on impaired loans



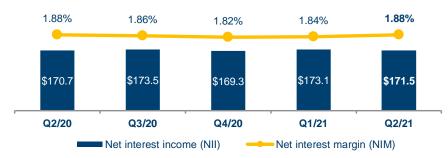


<sup>(1)</sup> Pre-tax pre provision (PTPP) income is total revenue net of non-interest expenses and a Non-GAAP measure. Refer to the Note to Users appendix for further details.

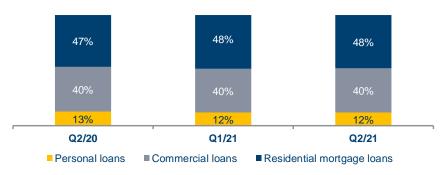
<sup>2)</sup> Adjusted measures presented throughout this document are Non-GAAP measures and exclude amounts designated as adjusting items. Refer to the Adjusting Items and Note to User appendices for further details.

### **Net Interest Income**

#### Net Interest Income and Margin (\$MM, %)



#### **Loan Portfolio Mix**



Key Assets (\$B)	Q2/21	Y/Y	Q/Q
Liquid assets	\$ 10.0	+1%	-5%
Personal loans	\$ 3.9	-10%	-2%
Residential mortgage loans	\$ 15.9	-%	-1%
Commercial loans	\$ 13.2	-2%	-%
Key Liabilities (\$B)	Q2/21	Y/Y	Q/Q
Deposits - Personal & Business	\$ 20.9	-8%	-%
Deposits - Wholesale	\$ 2.1	-22%	-24%
Debt related to securitization	\$ 10.9	+18%	+3%

### Y/Y Highlights

- NII increased due to improved funding costs, driven by greater utilization of secured funding, and partly offset by lower volumes
- NIM remained stable

### Q/Q Highlights

- NII decreased mainly due to the negative impact of three fewer days in Q2, partly offset by improved funding costs
- NIM increased mainly as a result of improved funding costs and a change in business mix

### Other Income

(\$MM)	Q2/21	Y/Y	Q/Q	
Lending fees	\$ 17.0	+15%	+6%	
Fees and securities brokerage commissions	17.1	+40%	+21%	
Commissions from sales of mutual funds	11.9	+16%	+2%	
Service charges	8.0	-6%	+10%	
Income from financial instruments	6.6	-6%	-28%	
Card service revenues	6.6	-2%	-1%	
Fees on investment accounts	4.5	-1%	+21%	
Insurance income, net	2.9	+41%	+9%	
Other	3.7	+10%	+24%	
	\$ 78.3	+13%	+5%	

### Y/Y Highlights

Other income increased by \$8.9MM, mainly from:

- An increase of \$4.5MM from Capital Markets revenues and treasury activities
- An increase of \$2.2MM in lending fees primarily from higher commercial activity
- An increase of \$1.7MM in commissions from sales of mutual funds due to the strong performance of financial markets

### Q/Q Highlights

Other income increased by \$4.0MM, mainly from:

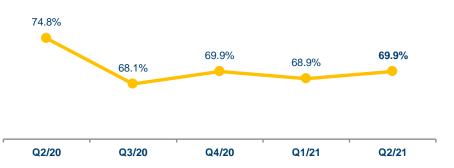
- An increase of \$3.0MM largely due to higher fees from brokerage operations
- An increase of \$1.0MM in lending fees driven by higher commercial activity



# Adjusted Non-Interest Expenses (NIE)

Adjusted NIE (\$MM)	Q2/21	Y/Y	Q/Q
Salaries and employee benefits	\$ 97.5	+4%	+2%
Premises and technology	49.9	-2%	+3%
Other	27.3	-22%	+3%
	\$ 174.7	-3%	+3%

### **Adjusted Efficiency Ratio**



#### Y/Y Highlights

Adjusted non-interest expenses decreased by \$5.0MM

- Salaries and employee benefits increased by \$3.5MM as higher performance-based compensation was partly offset by lower salaries reflecting the headcount reduction
- Premises and technology costs decreased by \$0.9MM as a result of cost discipline
- Other expenses decreased by \$7.6MM mainly from lower regulatory costs, advertising, business development and travel expenses
- 490 bps improvement in adjusted efficiency ratio

### **Q/Q Highlights**

Adjusted non-interest expenses increased by \$4.3MM

- Salaries and employee benefits increased by \$2.0MM mainly as a result of higher performance-based compensation given the Bank's improved performance
- Technology and other expenses increased by a combined \$2.2MM due to higher professional fees, as well as from a lower level of expenses in Q1/21
- Adjusted efficiency ratio increased by 100 bps. Excluding the higher performance-based compensation, the ratio would be similar, demonstrating continued strong cost discipline



# **Adjusting Items**

	Q2/21			Q1/21			Q2/20		
	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)
Restructuring charges <sup>(1)</sup>	\$ 1.9	\$ 1.4	\$ 0.03	\$ 0.6	\$ 0.5	\$ 0.01	\$ 0.3	\$ 0.2	\$ 0.01
Items related to business combinations	3.0	2.3	0.05	3.1	2.3	0.05	3.7	2.8	0.06
Adjustment to Net income attributable to common shareholders and EPS <sup>(2)</sup>	\$ 4.9	\$ 3.6	\$ 0.08	\$ 3.7	\$ 2.8	\$ 0.06	\$ 4.0	\$ 3.0	\$ 0.07

<sup>(1)</sup> Restructuring charges in Q2/21 mainly consist of charges associated with the resolution of the union grievances and unfair labour practice complaints, including complaints relating to the revocation of the union certification, as well as charges associated with continued optimization of the Quebec branch network. In prior quarters, restructuring charges were attributed to the optimization of the Quebec branch network and the related streamlining of certain back-office and corporate functions. In 2020, restructuring charges related mainly to the reorganization of retail brokerage activities and other measures aimed at improving efficiency. Restructuring charges are included in Non-interest expenses and include severance charges, salaries, legal fees, communication expenses, professional fees and charges related to lease contracts.



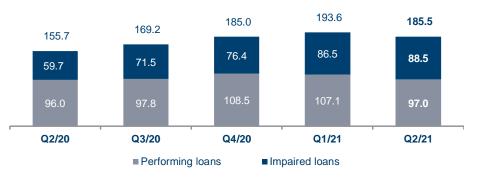
The impact of adjusting items may not add due to rounding.

# Credit



### **Allowances for Credit Losses**

### Allowances for Credit Losses (ACL) (\$MM)

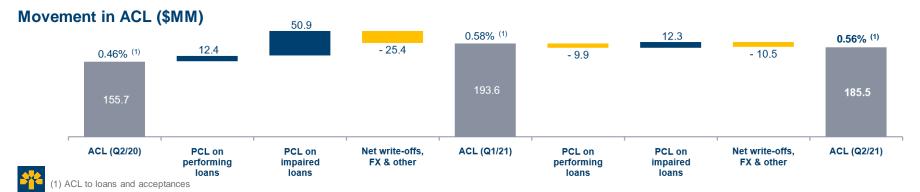


### Y/Y Highlights

 ACL increased by \$29.8MM driven by severe economic conditions resulting from the global pandemic

### Q/Q Highlights

 ACL decreased by \$8.1MM mostly due to releases of provisions on performing loans as a result of an improving economic outlook

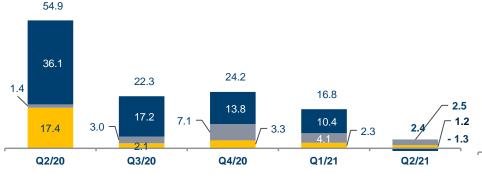


## **Provision for Credit Losses**

## Provision for Credit Losses (PCL) (\$MM) 54.9



### PCL (\$MM)



# Maintaining a Prudent Approach to Provisioning Y/Y Highlights

 PCL decreased by \$52.5MM reflecting the impact of COVID-19 on performing loans in Q2/20, \$9.9MM releases of provisions on performing loans, and lower provisions on impaired loans in Q2/21

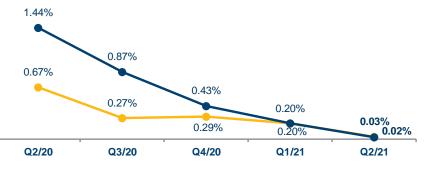
### Q/Q Highlights

 PCL decreased by \$14.4MM mostly due to releases of provisions on performing loans of \$9.9MM and lower provisions on impaired loans in Q2/21

#### **PCL**

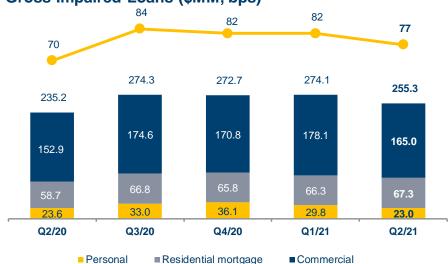
(As a % of average loans and acceptances)

LBC



# **Impaired Loans**

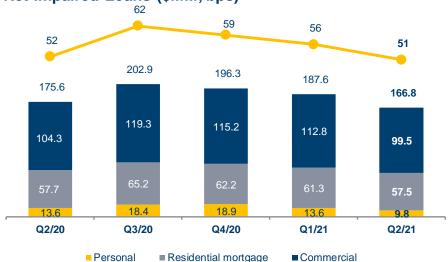
#### Gross Impaired Loans (\$MM, bps)



#### Y/Y Highlights

- Gross impaired loans increased by \$20.0MM resulting from the global pandemic
- Net impaired loans decreased by \$8.7MM

#### **Net Impaired Loans (\$MM, bps)**



### **Q/Q Highlights**

- Gross impaired loans decreased by \$18.8MM mainly due to decreases in personal and commercial impaired loans
- Net impaired loans decreased by \$20.8MM

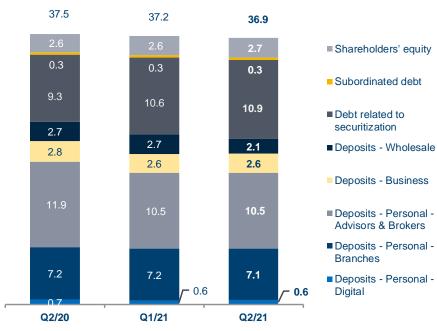


# Liquidity, Funding and Capital



# Well Diversified and Stable Sources of Funding

### Funding (\$B)



### Y/Y Highlights

- An increase in debt related to securitization of \$1.6B was offset by a
  decrease in term deposits sourced from Advisors & Brokers of \$1.7B
  and a decrease in wholesale deposits of \$0.6B to optimize overall
  funding costs and align with loan volumes
- Personal branch notice and demand deposits increased by \$0.3B or 12%
- Personal deposits represent 80% of total deposits as at April 30, 2021 and contributed to the Bank's good liquidity position

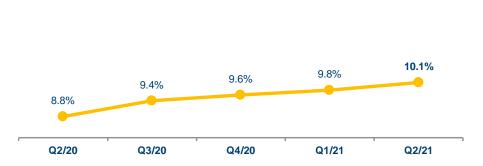
### Q/Q Highlights

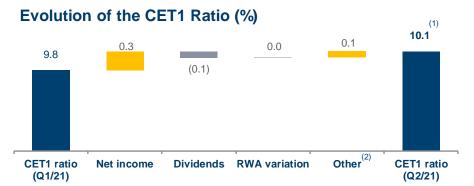
- An increase in debt related to securitization of \$0.3B was offset by a reduction in wholesale deposits of \$0.7B to optimize overall funding and align with loan volumes
- Continued strengthening, diversification and optimization of funding sources:
  - Improvement of the outlook to stable by both S&P and DBRS
  - First issuance for \$250MM of Covered Bonds as part of a \$2B programme
  - Upcoming redemption of Preferred Shares Series 15 in June funded by the issuance of \$125MM of more cost efficient Limited Recourse Capital Notes



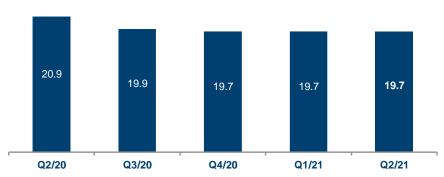
# **Strong Capital Position**

### Common Equity Tier 1 Capital Ratio (CET1) (1)





### Risk-Weighted Assets (RWA) (\$B)



### Y/Y Highlights

- CET1 ratio increased by 130 bps Y/Y
- The increase reflected internal capital generation and a reduction in risk-weighted assets

### **Q/Q** Highlights

- CET1 ratio increased by 30 bps Q/Q
- The increase reflected strong internal capital generation



(1) Includes 0.1% resulting from the application of OSFI's transitional arrangements for the provisioning of expected credit losses

(2) Comprised of other variations in other comprehensive income, as well as deductions for software and other intangible assets, pension plan assets and other

# ESG



# **Laurentian Bank – Progressing on ESG Practices**

#### **Environment**

#### **Carbon Footprint Disclosure**

 ✓ Calculated Greenhouse Gas emissions – scope 1 & 2 – based on The GHG Protocol to identify reduction opportunities and establish targets

## Task Force on Climate-related Financial Disclosures (TCFD)

 Developed roadmap with short, medium and longterm priorities for our adoption of the TCFD recommendations

#### **Green Bonds**

✓ Participated in the issuance of \$4 billion of green bonds to finance eco-friendly projects

#### **Responsible Investment Solutions**

Expanded mutual fund offer to include Mackenzie
 Global Environment Equity Fund & Mackenzie
 Global Women's Leadership Fund

#### **LEED Certified Buildings**

✓ Selected LEED certified buildings to house Laurentian Bank's corporate offices

#### **Bullfrog Power**

 Displaced more than 1,493 tonnes of CO21 equivalent of taking 330 cars off the road for one year or diverting more than 521 tonnes of waste
 from a landfill.

#### Social

#### **Equity, Diversity & Inclusion within our Workforce**

- √ 55% are women
- √ 46% of management positions are held by women
- √ 28% are members of visible minorities
- √ 3% are persons with disabilities
- ✓ Set measurable targets in leaders' scorecards to drive results and accountability

#### BlackNorth Initiative

 Signed the BlackNorth Initiative Pledge, committing to goals such as hiring a minimum of 5% of our student workforce from the black community

## Health and Safety of Employees and Customers Top Priority

#### **Engaging and Empowering Employees**

- ✓ Mental health and wellness services
- Initiatives for Bell Let's Talk, Black History Month, International Women's Day, Earth Day
- ✓ Courageous Conversations Initiative and Employee Resource Groups

#### **Banking Code for Seniors**

✓ Adopted the 7 principles of the Seniors Code, including appointing a Seniors Champion and publishing a dedicated webpage for seniors

#### **Supporting our Communities**

 Supporting our communities through corporate donations, sponsorships and employee giving

#### Governance

#### **Special CEO Search Committee**

- ✓ Key board mandate in 2020: CEO search
- Committee members: M. Mueller, Chair of the Board; M. Savoy, Chair of HRCG Committee; D. Mowat, Member of the HRCG Committee

#### **Diversity in Leadership**

- ✓ Leader in Board Diversity exceeding the 30% threshold, with equal gender representation on our Board for the past three years
- ✓ First major Canadian Bank to be led by a woman
- ✓ First bank in Canada to have appointed a woman to Chair of the Board in 1997 and again in 2013

#### **Board Renewal**

√ 60% of the independent directors have been appointed over the last 5 years

#### **Strengthening Governance Framework**

 Recently reviewed the Board Governance Policy, Conflict of Interest Policies and implemented an independent Whistleblower framework



### **Note to Users**

Management uses both generally accepted accounting principles (GAAP) and non-GAAP measures to assess the Bank's performance. Results prepared in accordance with GAAP are referred to as "reported" results, except for Pre-tax pre-provision income which is a non-GAAP measure. Non-GAAP measures presented throughout this document are referred to as "adjusted" measures and exclude amounts designated as adjusting items. Adjusting items relate to restructuring plans and to business combinations and have been designated as such as management does not believe they are indicative of underlying business performance. Non-GAAP measures are considered useful to readers in obtaining a better understanding of how management analyzes the Bank's results and in assessing underlying business performance and related trends. Non-GAAP measures do not have any standardized meaning prescribed by GAAP and are unlikely to be comparable to any similar measures presented by other issuers.

Additional information about Non-GAAP measures can be found under the Non-GAAP measures section of the Q1 2021 Report to Shareholders.

All amounts are in Canadian dollars.



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