



Laurentian Bank

Corporate Presentation

Q3 2022

Caution Regarding Forward-Looking Statements

From time to time, Laurentian Bank of Canada (the "Bank") will make written or oral forward-looking statements within the meaning of applicable Canadian and United States (U.S.) securities legislation, including such as those contained in this document (and in the documents incorporated by reference herein), and in other documents filed with Canadian regulatory authorities or the U.S. Securities and Exchange Commission, in reports to shareholders, and in other written or oral communications. These forward-looking statements are made in accordance with the "safe harbor" provisions of, and are intended to be forward-looking statements under applicable Canadian and U.S. securities legislation, including the U.S. Private Securities Litigation Reform Act of 1995. They include, but are not limited to, statements regarding the Bank's vision, strategic goals, business plans and strategies, priorities and financial performance objectives; the economic and market review and outlook for Canadian, U.S., European, and global economies; the regulatory environment in which the Bank operates; the risk environment, including, credit risk, liquidity, and funding risks; the anticipated ongoing and potential impact of the coronavirus (COVID-19) pandemic on the Bank's operations, earnings, financial results and financial performance, condition, objectives, and on the global economy and financial markets conditions; the statements under the headings "Outlook", "Impact of COVID-19 Pandemic" and "Risk Appetite and Risk Management Framework" contained in the Bank's 2021 Annual Report for the year ended October 31, 2021 (the "2021 Annual Report"), including the Management's Discussion and Analysis for the fiscal year ended October 31, 2021; 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", "intend", "plan", "goal", "aim", "target", and expressions of future or conditional verbs such as "may", "should", "could", "would", "will", "intend" or the negative of any of these terms, variations thereof or similar terminology.

By their very nature, forward-looking statements require the Bank to make assumptions and are subject to inherent risks and uncertainties, both general and specific in nature, which give rise to the possibility that the Bank's predictions, forecasts, projections, expectations, or conclusions may prove to be inaccurate; that the Bank's assumptions may be incorrect (in whole or in part); and that the Bank's financial performance objectives, visions, and strategic goals may not be achieved. Forward-looking statements should not be read as guarantees of future performance or results, or indications of whether or not actual results will be achieved. Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2021 Annual Report under the heading "Outlook", which assumptions are incorporated by reference herein.

The Bank cautions readers against placing undue reliance on forward-looking statements, as a number of risk factors, many of which are beyond the Bank's control and the effects of which can be difficult to predict or measure, could influence, individually or collectively, the accuracy of the forward-looking statements and cause the Bank's actual future results to differ significantly from the targets, expectations, estimates or intentions expressed in the forward-looking statements. These risk factors include, but are not limited to, risks relating to: credit; market; liquidity and funding; insurance; operational; regulatory compliance (which could lead to us being subject to various legal and regulatory proceedings, the potential outcome of which could include regulatory restrictions, penalties, and fines); strategic; reputation; legal and regulatory environment; competitive and systemic risks; supply chain disruptions; geopolitical events and uncertainties; government sanctions; conflict, war, or terrorism; and other significant risks discussed in the risk-related portions of the Bank's 2021 Annual Report, such as those related to: the ongoing and potential impacts of the COVID-19 pandemic on the Bank, the Bank's business, financial condition and prospects; Canadian and global economic conditions (including the risk of higher inflation); geopolitical issues; Canadian housing and household indebtedness; technology, information systems and cybersecurity; technological disruption, privacy, data and third-party related risks; competition and the Bank's ability to execute on its strategic objectives; the economic climate in the U.S. and Canada; digital disruption and innovation (including, emerging fintech competitors); Interbank offered rate (IBOR) transition; changes in currency and interest rates; accounting policies, estimates and developments; legal and regulatory compliance changes; changes in government fiscal, monetary and other policies; tax risk and transparency; modernization of Canadian payment systems; fraud and criminal activity; human capital; insurance; business continuity; business infrastructure; emergence of widespread health emergencies or public health crises; emergence of COVID-19 variants; development and use of 'vaccine passports'; environmental and social risk; and climate change; and the Bank's ability to manage, measure or model operational, regulatory, legal, strategic or reputational risks, all of which are described in more detail in the section titled "Risk Appetite and Risk Management Framework" beginning on page 50 of the 2021 Annual Report, including the Management's Discussion and Analysis for the fiscal year ended October 31, 2021 which information is incorporated by reference herein.

The Bank further cautions that the foregoing list of factors is not exhaustive. Additional risks, events, and uncertainties not currently known to us or that we currently deem to be immaterial may also have a material adverse effect on the Bank's financial position, financial performance, cash flows, business or reputation. When relying on the Bank's forward-looking statements to make decisions involving the Bank, investors and others should carefully consider the foregoing factors, uncertainties, and current and potential events.

The forward-looking information contained or incorporated by reference in this document is presented for the purpose of assisting investors, financial analysts, and others in understanding the Bank's financial position and the results of the Bank's operations as at, and for the period ended on, the date presented, as well as the Bank's financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes.

Any forward-looking statements contained or incorporated by reference in this document represent the views of management only as at the date such statements were or are made, 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 any obligation to update any forward-looking statements 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 applicable securities regulations. Additional information relating to the Bank can be located on the SEDAR website at www.sedar.com.

Non-GAAP financial and other measures

In addition to financial measures based on generally accepted accounting principles (GAAP), management uses non-GAAP financial measures to assess the Bank's underlying ongoing business performance. Non-GAAP financial measures presented throughout this document are referred to as "adjusted" measures and exclude amounts designated as adjusting items. Adjusting items include the amortization of acquisition-related intangible assets, and certain items of significance that arise from time to time which management believes are not reflective of underlying business performance. Non-GAAP financial measures are not standardized financial measures under the financial reporting framework used to prepare the financial statements of the Bank and might not be comparable to similar financial measures disclosed by other issuers. The Bank believes non-GAAP financial measures are useful to readers in obtaining a better understanding of how management assesses the Bank's performance and in analyzing trends.

Non-GAAP ratios are not standardized financial measures under the financial reporting framework used to prepare the financial statements of the Bank to which the non-GAAP ratios relate and might not be comparable to similar financial measures disclosed by other issuers. Ratios are considered non-GAAP ratios if adjusted measures are used as components, refer to the non-GAAP financial measure section above. The Bank believes non-GAAP ratios are useful to readers in obtaining a better understanding of how management assesses the Bank's performance and in analyzing trends.

Management also uses supplementary financial measures to analyze the Bank's results and in assessing underlying business performance and related trends.

For more information, refer to the Non-GAAP Financial and Other Measures section beginning on page 5 of the Third Quarter 2022 Report to Shareholders, including the Management's Discussion and Analysis (MD&A) as at and for the period ended July 31, 2022, which pages are incorporated by reference herein. The MD&A is available on SEDAR at www.sedar.com.

1.0

Who is Laurentian Bank?



Who we are

Founded in **Montreal in 1846**, Laurentian Bank helps **families, businesses and communities thrive**.

Today, we have **2,900 employees** working together as one team, to provide a **broad range of financial services and advice-based solutions** for customers across **Canada and the United States**.

Who we are | Laurentian Bank by the numbers*

\$49.8B

in balance sheet
assets

\$27.8B

in assets under
administration

\$26.7B

in deposits

\$1B+

Annual revenue

2,900+

employees

175

years strong,
founded in 1846

*As of July 31, 2022

Annual Revenue based on FY 2021 Results

Who we are | Our operations

Commercial Banking

Our Commercial Bank is the **growth engine** of the Bank, offering our customers in-depth industry knowledge in **four specialized areas** of lending:

- Real estate financing;
- Equipment financing;
- Inventory financing; and,
- Commercial SME and Syndication

This **specialized approach**, combined with our team's focus on customer-centricity, has led to long-term relationships and sustainable growth.

Capital Markets

Our Capital Markets division provides our customers a **focused and aligned offering** through an efficient and diversified distribution network, including:

- Canadian Fixed Income;
- Debt Capital Markets; and,
- Specialization in Resource and Diversified Quebec Industries

This **focused approach**, positions us as an **alternative to large banks**, which along with our alignment with the Commercial Bank allows us to develop deep customer relationships.

Personal Banking

Our One Personal Bank is taking a **“digital-first” approach**, allowing it to expand its offering on a national basis. Specifically, it serves customers through:

- Branch Network;
- Digital Banking; and,
- Advisors and Brokers channel

By combining **leading digital capabilities** with a more **“human-approach”** to banking we can change banking for the better.

Who we are | Our purpose & core values

Our purpose

We believe we can **change banking** for the better. **By seeing beyond numbers** to **bring hopes and dreams** to life. Better begins when everyone feels like they belong and has the **chance to thrive.**

Our core values

We place our **customers first**
We work together as **One Team**
We act **courageously**
We are **results driven**
We believe **everyone belongs**

Our tagline: Seeing Beyond Numbers

Who we are | Our renewed senior leadership team



RANIA LLEWELLYN

President and CEO



KARINE ABGRALL-TESLYK

EVP, Personal Banking



SÉBASTIEN BÉLAIR

EVP, Chief Human
Resources Officer



BINDU CUDJOE

Chief Legal Officer and
Corporate Secretary



YVES DENOMMÉ

EVP, Operations



YVAN DESCHAMPS

EVP, Chief Financial Officer



KELSEY GUNDERSON

EVP, Capital Markets



WILLIAM MASON

EVP, Chief Risk Officer



ÉRIC PROVOST

EVP, Commercial Banking
and President, Quebec Market



BEEL YAQUB

EVP, Chief Information
Technology Officer

2.0

Our New Strategic Plan



Overview | A 5-point strategy for future growth



Build One Winning Team

Work across boundaries, putting the Bank ahead of individual or team interests, in an environment where everyone belongs and thrives.



Make Size Our Advantage

Leverage our size to create a competitive advantage in specialized markets and remain agile in assessing new opportunities.



Think Customer First

Create a culture with a relentless focus on the customer, empowering every employee to exceed needs and expectations.



Simplify

Streamline internal operations, enhance efficiencies, and prioritize to where we can win.



Make the Better Choice

From the businesses we're in, to the people we hire, and the suppliers we use, we will integrate environmental, social, and governance best practices.

2022: EXECUTE

2023: GROW

2024: ACCELERATE

The Path Forward | Sound growth strategies and purpose-driven

Culture <i>Our Driving Force</i>	Commercial Banking <i>Our Growth Engine</i>	Capital Markets <i>Focused and Aligned Offering</i>	Personal Banking <i>Repositioning for Growth</i>
<ul style="list-style-type: none">• Inspire and engage employees to work as One Team• Instil a performance-oriented culture• Create an equitable, diverse and inclusive environment	<ul style="list-style-type: none">• Continue to focus on our specialized sectors• Diversify geographically and by industry• Deepen customer relationships	<ul style="list-style-type: none">• Be an alternative to large banks• Expand capabilities to further align with Commercial Banking• New ESG capabilities to amplify our Purpose	<ul style="list-style-type: none">• Create one performance-oriented Personal Bank• Enhance focus products and services• Lead with a digital-first approach• Build a purpose-driven brand

Culture | Inspire and engage employees



Purpose-Driven

Create a sense of belonging by renewing purpose, values and focus on ESG



Listen & Learn

Introduced first employee engagement survey in 9 years



Flexible Approach

Hybrid model home office-first approach



Skills Development

Prioritize development and growth of our employees

Culture | Instil a performance-oriented culture



Introduced **Balanced Scorecards** to all executives in 2021 and introduce it to the rest of the organization going forward



Established **common goals** across business lines



Launched **cross-functional calibration** for individual performance ratings



Tied **ESG and financial metrics** to compensation



Increased accountability of **living our new cultural values** by **linking it to compensation**

Culture | Create an inclusive environment

Created Cultural Bootcamp to drive sense of belonging

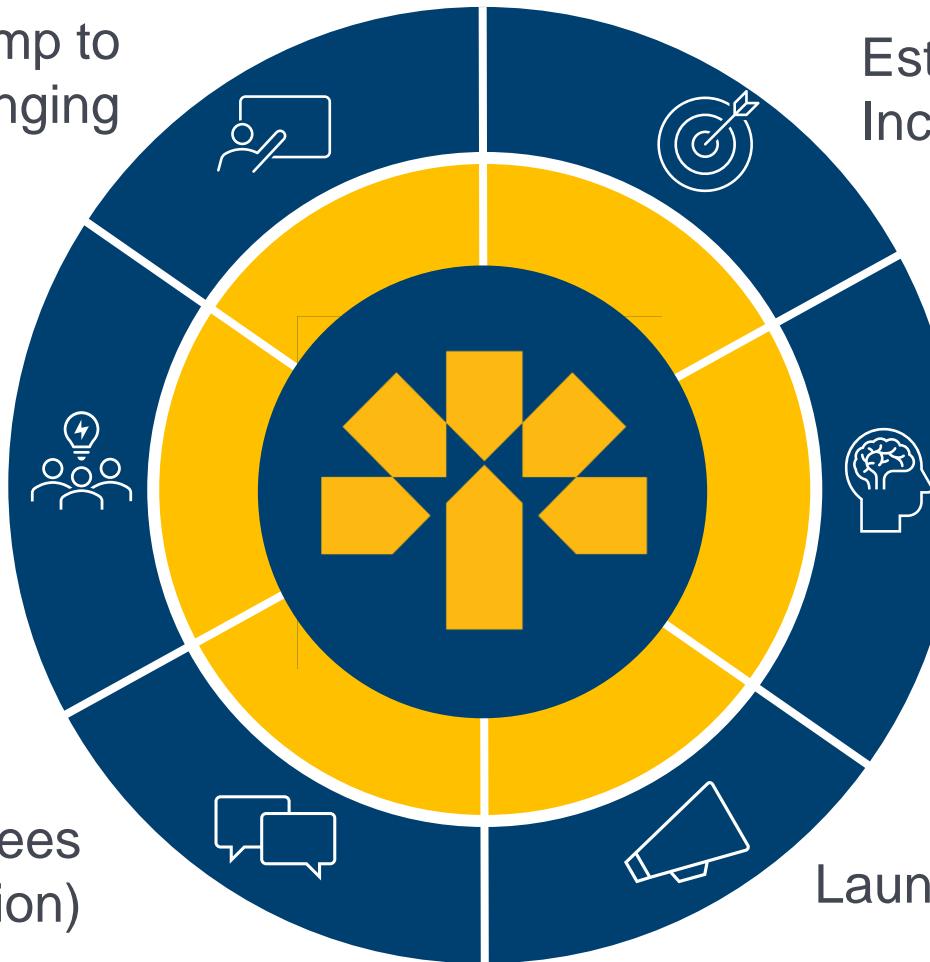
Co-created vision for Future of Work

Enabled Voice of Employees (two-way communication)

Established Equity, Diversity & Inclusion (ED&I) targets

Offered wellness and mental health services

Launched ED&I initiatives



Commercial Banking | Highly specialized in four sectors



Real Estate
Financing



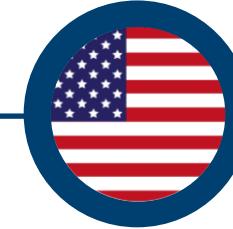
Commercial SME
and Syndication



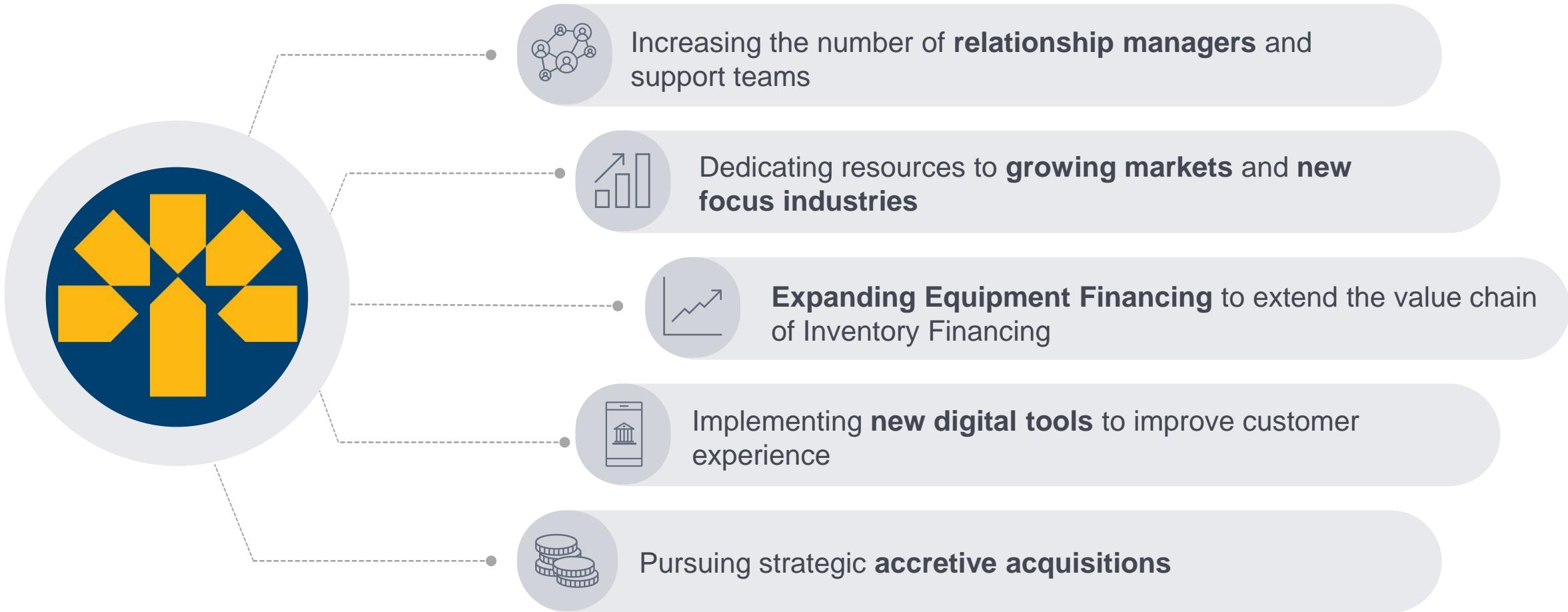
Equipment
Financing



Inventory
Financing

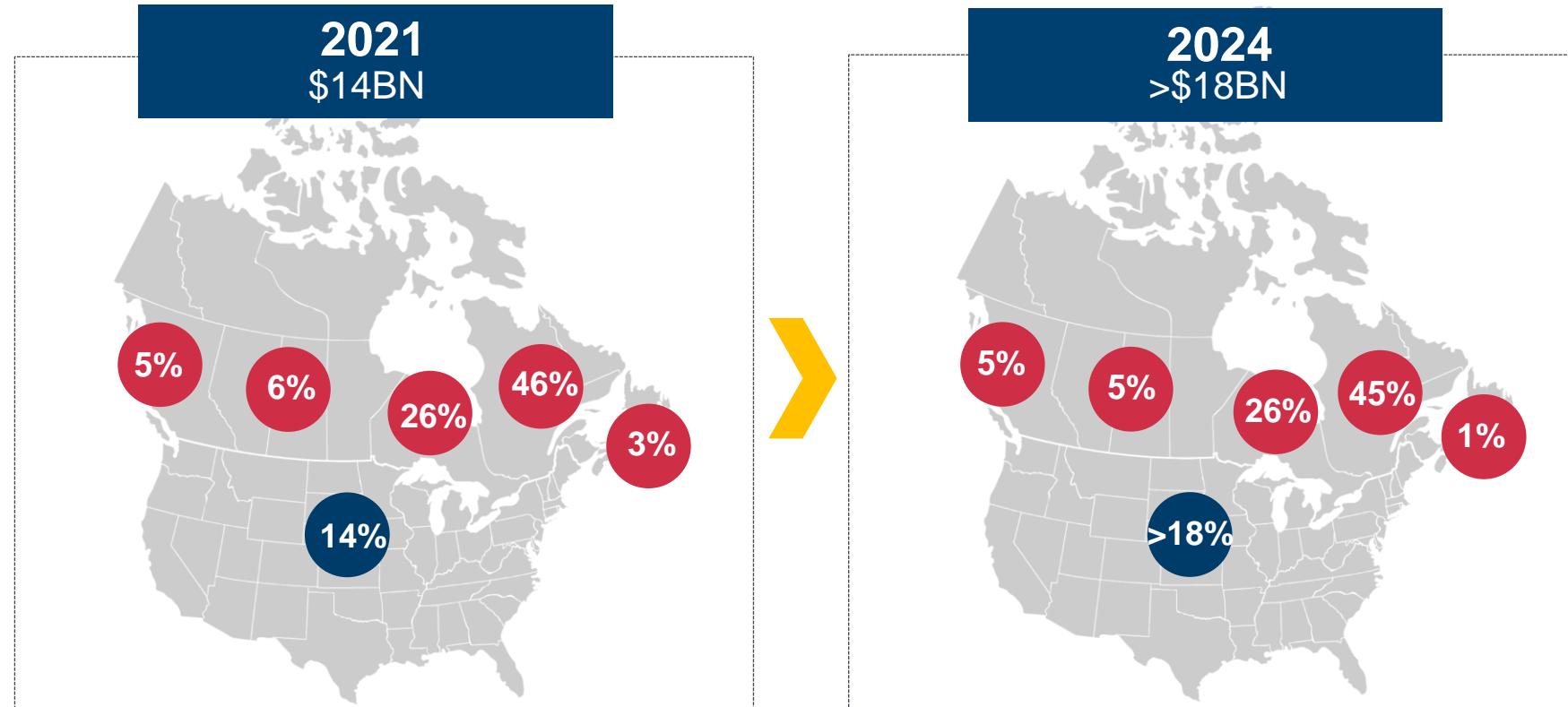


Commercial Banking | Continue to focus on specialized sectors



Commercial Banking | Diversify geographically and by industry

Commercial Loan Portfolio Mix¹
(2021 vs 2024)



New Focus Industries



Technology



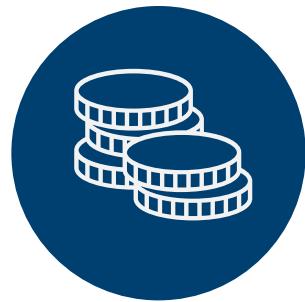
Small Construction



ESG-Friendly Equipment

¹ As at October 31

Commercial Banking | Deepening customer relationships



Deposits

Digital Cash
Management Platform



Personal Bank

Merchant loans for
Canadian dealers



Capital Markets

Capital Markets services for
top tier Commercial clients

Underpinned by continuous customer experience improvements

Capital Markets | Be an alternative to large banks



Unique Market Position

Own a unique market position that exists between bank owned dealers and smaller brokers and dealers



Targeted Capabilities

Provide higher level of service and targeted capabilities for our clients



Presence in Key Markets

Uniquely positioned in key markets, with a focus on ESG that aligns with regional priorities

Capital Markets | Expanding our capabilities



Capital Markets | Value-added ESG capabilities



Exited **Oil and Gas**
Research and
Advisory



Support **Green** and
Social Bond Market



Leveraging ESG
expertise to build
market share,
particularly in Quebec



Creating a **equitable**,
diverse and **inclusive**
culture

Personal Banking | One performance-oriented Personal Bank



Personal Banking | Enhance focus products



Mortgages

- Replace **E2E** platform
- Increase **underwriting** capacity
- Introduce “**first time right**” metrics
- Launch new **loyalty team**
- Introduce **captive mobile sales force**



Visa

- Leverage **Brim's Platform as a Service** to accelerate digital capabilities and simplify the **VISA** ecosystem
- **Digitize onboarding**
- Leverage new **rewards platform**
- Introduce **Visa instalment loans**
- Develop **bundled rewards Program**

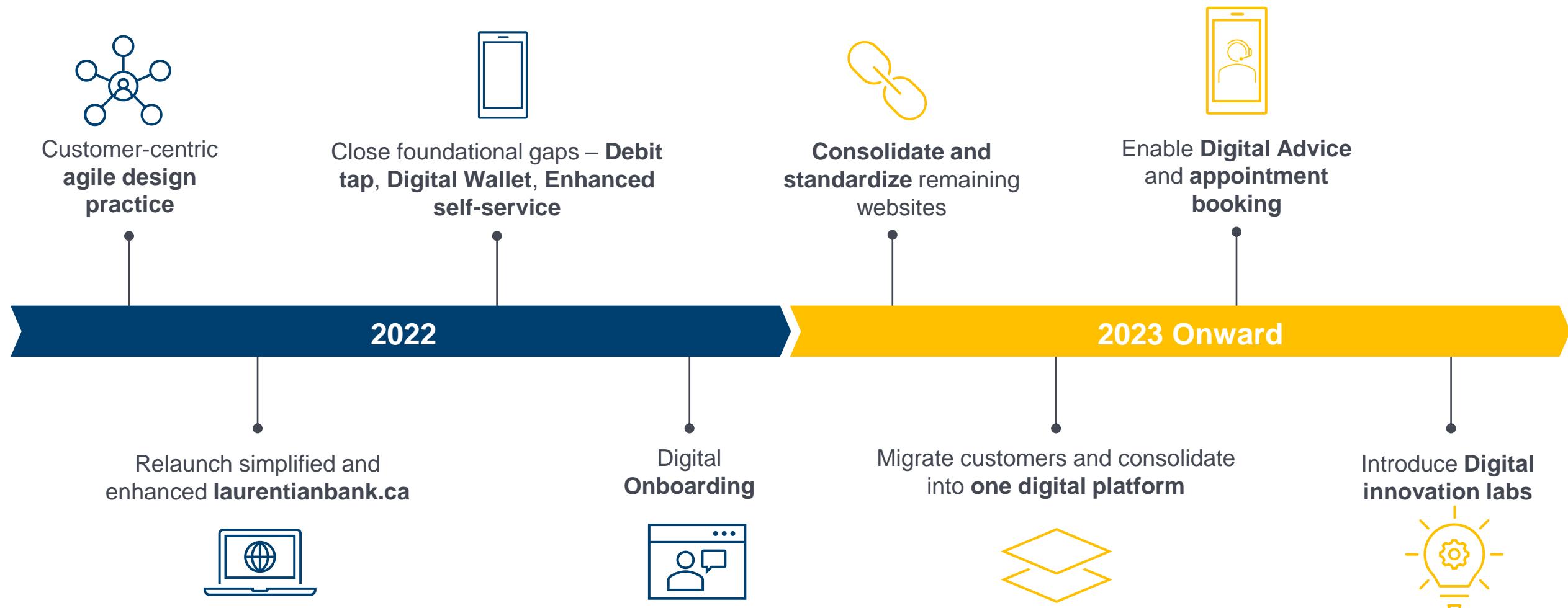


Deposits

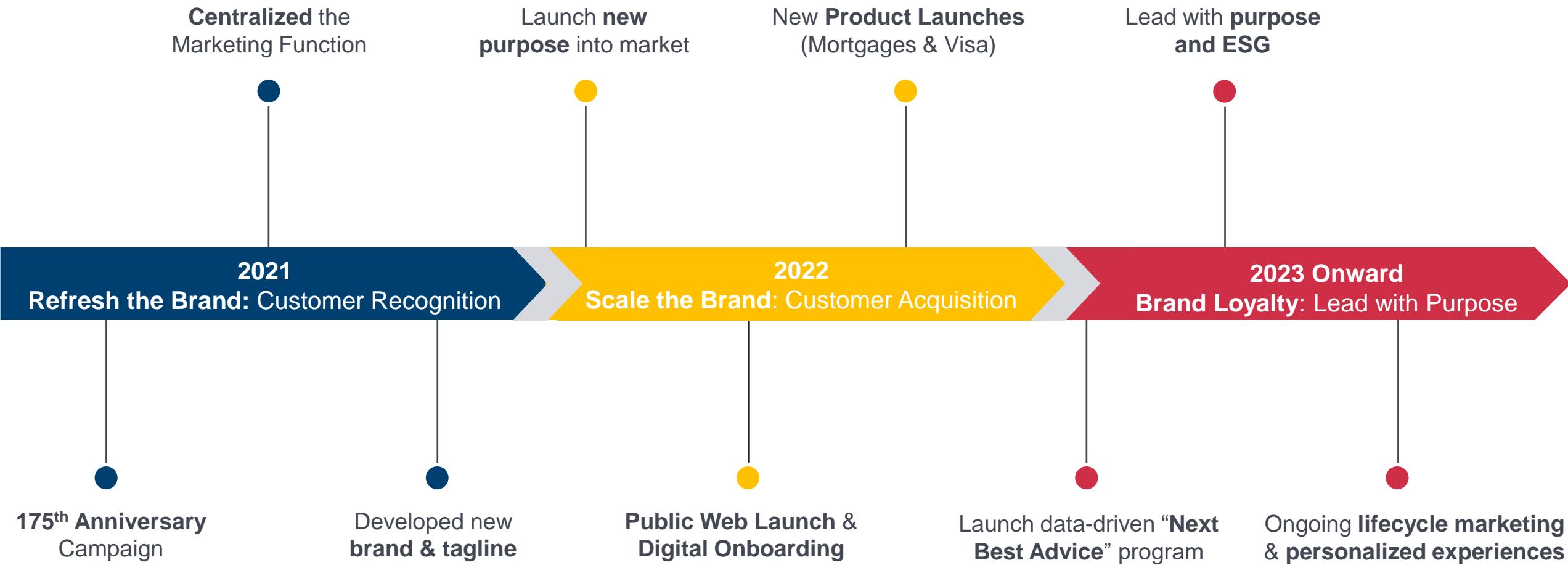
- New **digital capabilities** to drive deposits
- **Simplify product offering**
- Introduce **ESG products**
- **New marketing positioning**
- **New reward and loyalty program**

Retain and Deepen Existing Relationship + Target New Customer Segments

Personal Banking | Digital-first approach



Personal Banking | Building a purpose-driven brand



3.0

Q3 2022 Progress



Q3/22 Financial Highlights

- Strong commercial loan growth
- Prudent and disciplined approach to credit
- Sustained year-over-year improvement in efficiency ratio
- Healthy liquidity

Adjusted Net Income (\$MM)⁽¹⁾⁽⁴⁾



Net Income (\$MM)



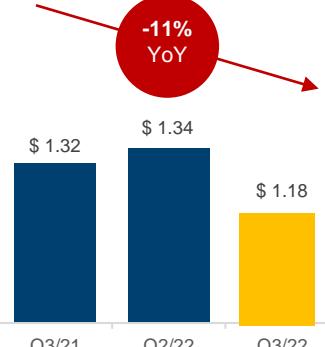
Adjusted PTTP Income (\$MM)⁽¹⁾⁽⁴⁾



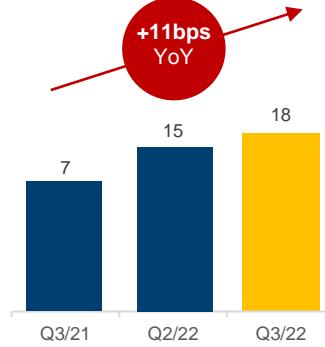
Adjusted Diluted EPS⁽²⁾⁽⁴⁾



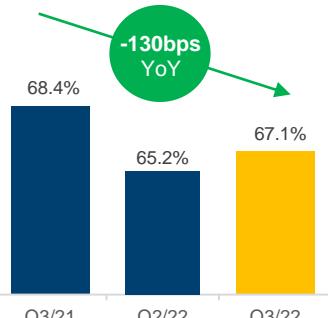
Diluted EPS



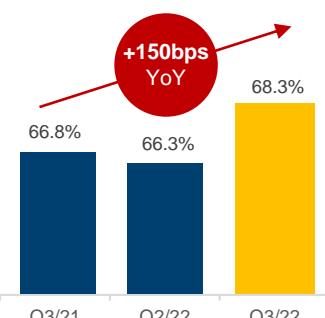
PCL (bps)⁽³⁾⁽⁴⁾



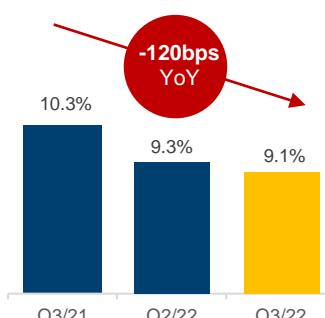
Adjusted Efficiency Ratio⁽²⁾⁽⁴⁾



Efficiency Ratio⁽³⁾⁽⁴⁾



CET1 Capital Ratio⁽⁵⁾



(1) This is a non-GAAP financial measure (2) This is a non-GAAP ratio (3) This is a supplementary financial measure (4) For more information, refer to the Non-GAAP Financial and Other Measures section beginning on page 5 of the Third Quarter 2022 Report to Shareholders, including the MD&A as at and for the period ended July 31, 2022 (5) In accordance with OSFI's "Capital Adequacy Requirements" guideline

Q3 2022 | YTD Key Highlights

Commercial Banking

- Inventory Financing was up by \$1.8B or 95% YTD to \$3.6B
- Real Estate Financing grew by \$1.1B or 12% YTD to \$9.7B
- 21% of our commercial loan portfolio is now in the U.S., exceeding our medium-term target of 18%
- Equipment Financing continued to grow in line with plan, driven by strong originations and asset price increases

Capital Markets

- Achieved our FY 2022 goal to provide coverage to at least 75% of our top-tier commercial clients, up from 50% last year
- Integrated new real estate research capabilities in our offering, leading to improved deal pipeline conversion
- Involved in ESG- and sustainable bond offerings, including new-to-market issuances
- Improved our syndicate position with several provincial borrowers

Personal Banking

- Launched phased rollout of Digital Account Onboarding, starting with employees, allowing for anytime, anywhere customer acquisition
- Introduced self-service password resets, helping divert more than 5,000 calls per month from the contact centre
- Launched refreshed and modernized online platform, LBCDirect, which is now more intuitive and improves the overall customer experience
- Closed the top five digital painpoints identified by customers, including mobile app, tap-enabled debit cards, self-service password resets, public web refresh and digital onboarding

ESG & Culture

- Achieved a low-risk rating (from medium-risk) and largest improvement among big banks in Sustainalytics ESG Risk Rating survey
- Launched Career Path planning for Personal Banking advisors to sustain our One Winning Team Culture
- Announced a partnership with Pride at Work Canada, to build up and foster a culture where everyone belongs
- Added four new ESG themed mutual funds
- Introduced “Green Teams” to make the Bank more environmentally friendly
- Launched “Lifespeak”, a mental health and wellness resource for employees

Q3 2022 | Progress on our Financial Roadmap

On track

Behind

At Risk

Financial Targets	2021 Actual	2022 Target	YTD Results	Progress	Medium Term
Adjusted diluted EPS growth ^{1,2}	+56%	>5%	+11% ⁽¹⁾	●	7-10%
Adjusted ROE ²	8.3%	>8.5%	9.4%	●	>10%
Adjusted efficiency ratio ²	68.2%	<68%	66.4%	●	<65%
Adjusted operating leverage ^{1,2}	5.8%	Positive	3.9% ⁽¹⁾	●	Positive
Key Financial Drivers					
Loan Growth	+1%	Low single digit	+9%	●	Mid single digit
Deposit Growth	-4%	Low single digit	+16%	●	Mid single digit
Loan Portfolio Mix	42%	Comm >42%	47%	●	>45%
Net Interest Margin	1.85%	>1.85%	1.86%	●	>1.90%
PCL (bps)	15 bps	Mid teens	15 bps	●	High teens

(1) Compared to the nine months ended July 31, 2021.

(2) The financial objectives are non-GAAP ratios based on non-GAAP financial measures. Refer to the Non-GAAP Financial and Other Measures section on page 5 of the MD&A for more information.

Q3 2022 | Annual Key Performance Indicators

On track

Behind

At Risk

Culture	2021	Targets		
		Progress	2022	2024
Employee Engagement index	74%	●	75%	≥80%
Employee turnover	27%	●	25%	<20%
Women leaders AVP+	37%	●	39%	≥40%
Students from Black community	8%	●	5%	5%
BIPOC leaders VP+	12%	●	14%	+3% ⁽¹⁾

Commercial Banking	2021	Targets		
		Progress	2022	2024
Loan Growth (\$)	\$14B	●	\$15B	>\$18B
% of Commercial loans in U.S.	14%	●	15%	>18%
Maintain excellent Net Promoter Score	53	●	50+	50+

Capital Markets	2021	Targets		
		Progress	2022	2024
Grow syndicate positions with core provincial and corporate issuers	9 th	●	-	7 th
Expand coverage universe of our top-tier Commercial clients	50%	●	75%	100%
Participate in sustainable bond issuances with our core clients	n.m.	●	>75%	>75%

Personal Banking	2021	Targets		
		Progress	2022	2024
Mortgage time to yes	8 days	●	3 days	2 days
Visa time to yes	25 days	●	Instant	Instant
New Bank Account Openings	n.m.	●	10x	30x
Account Opening & Digital Activation	2-3 days	●	<30 mins	<30 mins

(1) 2025 Target

4.0

Why Invest in Laurentian Bank?



Why Invest? | Our unique value proposition



Alternative to Big 6

Offering alternative lending services to meet the needs of even more Canadians and businesses



Specialized

Shifting our leadership vision from being all things to all people to being great in our specialized businesses



Human

Delivering a more 'human experience' to make a difference in our customers' and employees' lives and financial wellbeing



Partnerships

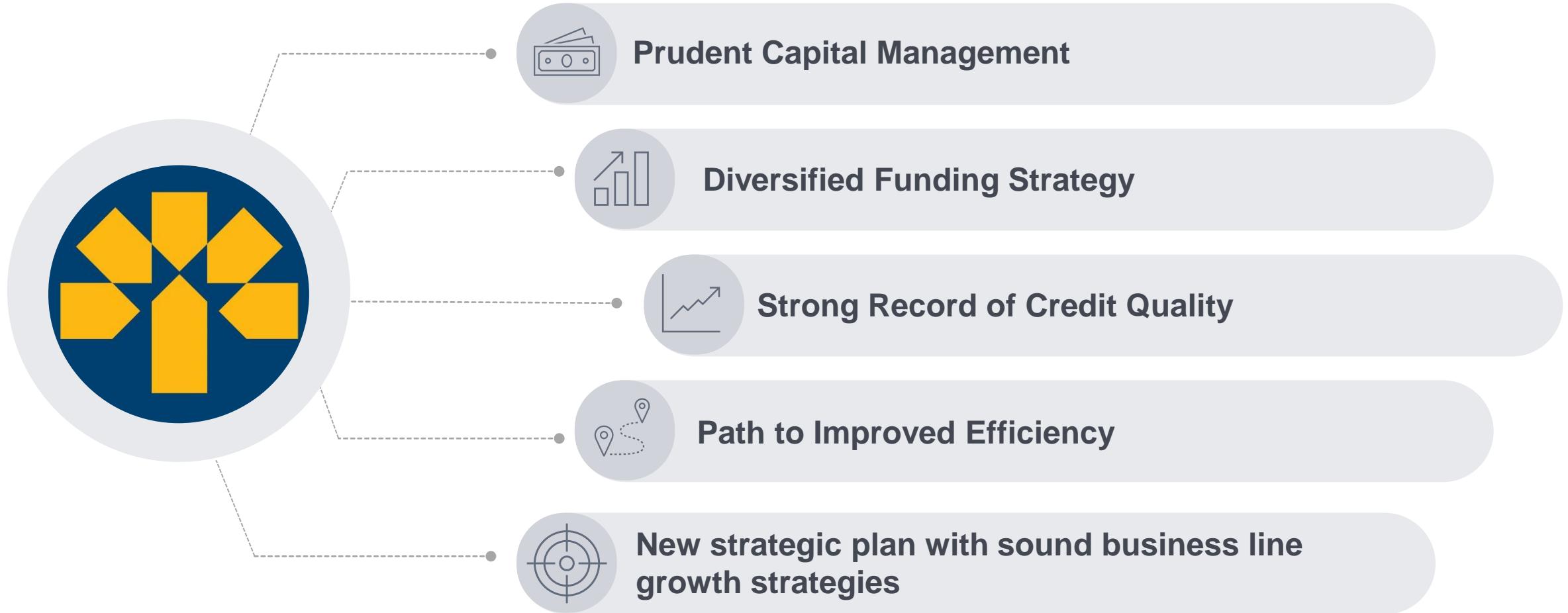
Leveraging our size to partner with others to offer our customers new products and services faster and leapfrog the competition



Resourceful

Employees who are resourceful, creative and nimble in developing solutions for the Bank and for our customers

Why Invest? | A strong foundation



Why Invest? | Prudent capital management

Capital Management Fundamentals

- ✓ CET1 operating range >8.5%
- ✓ Internal capital generation is expected to sustain loan growth for the remainder of the year

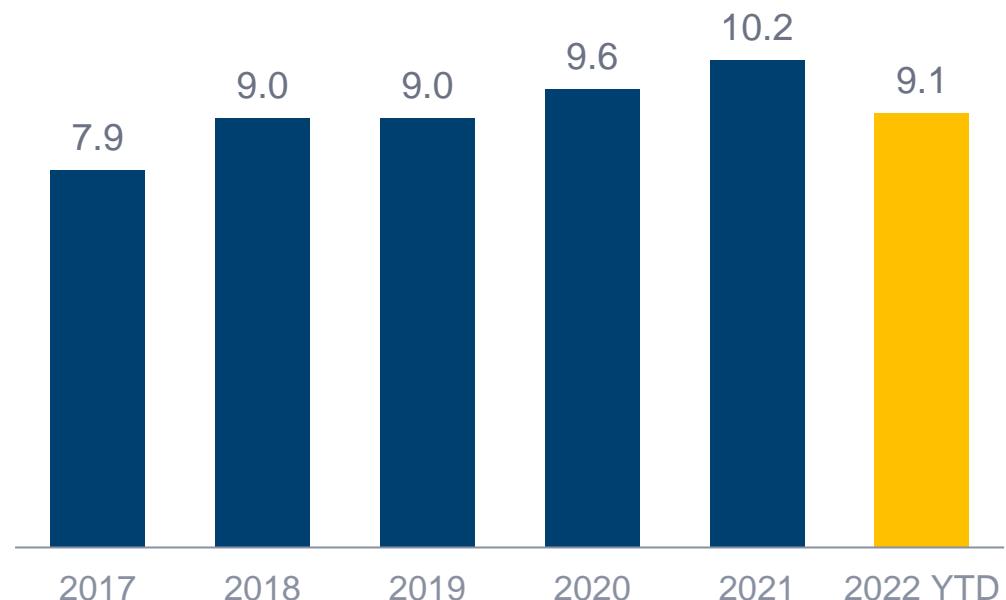
Shareholder Value Creation

- ✓ Dividend payout ratio policy of 40-50%



A healthy capital position²

Common Equity Tier 1 capital ratio³ (in %)



² On a standardized basis versus AIRB

³ In accordance with OSFI's "Capital Adequacy Requirements" guidelines.

Why Invest? | Diversified funding strategy

Strengthening Our Funding

- ✓ Issued Limited Recourse Notes and Covered Bonds

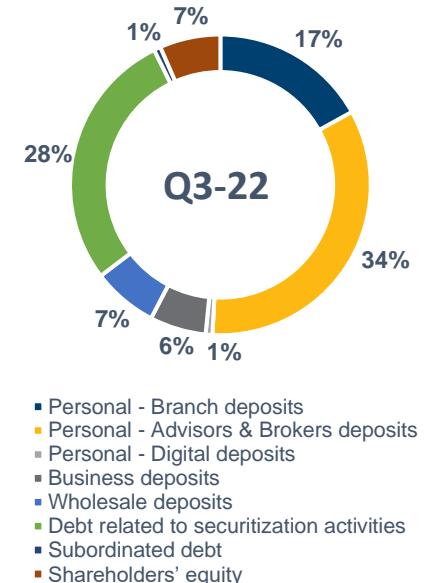
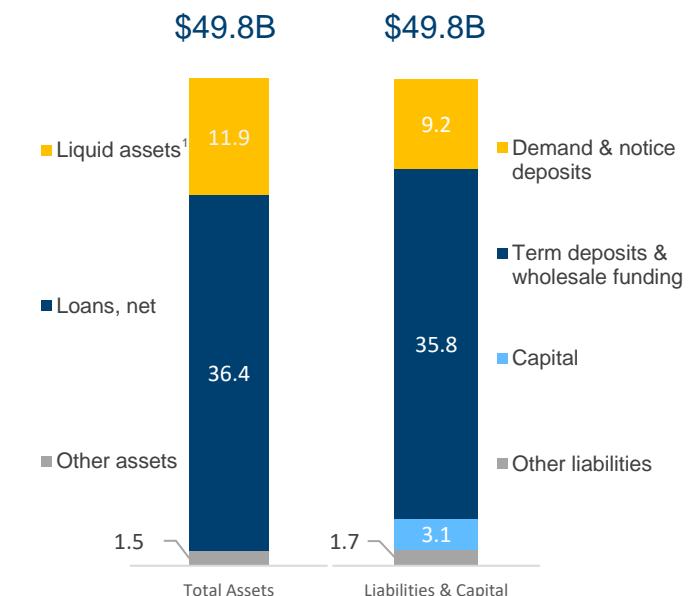
Path Forward:

- Add new digital and cash management capabilities to drive deposits
- Initiate USD institutional funding
- Introduce sustainable bond framework



Multiple Funding Sources

Well-diversified funding sources to support our growth



¹ This is a supplementary financial measure. For more information, refer to the Non-GAAP Financial below and beginning on page 5 of the Third Quarter 2022 Report to Shareholders

Why Invest? | Strong record of credit quality

Prudent Approach to Risk Management

- ✓ Strong underwriting discipline
- ✓ Highly collateralized asset base

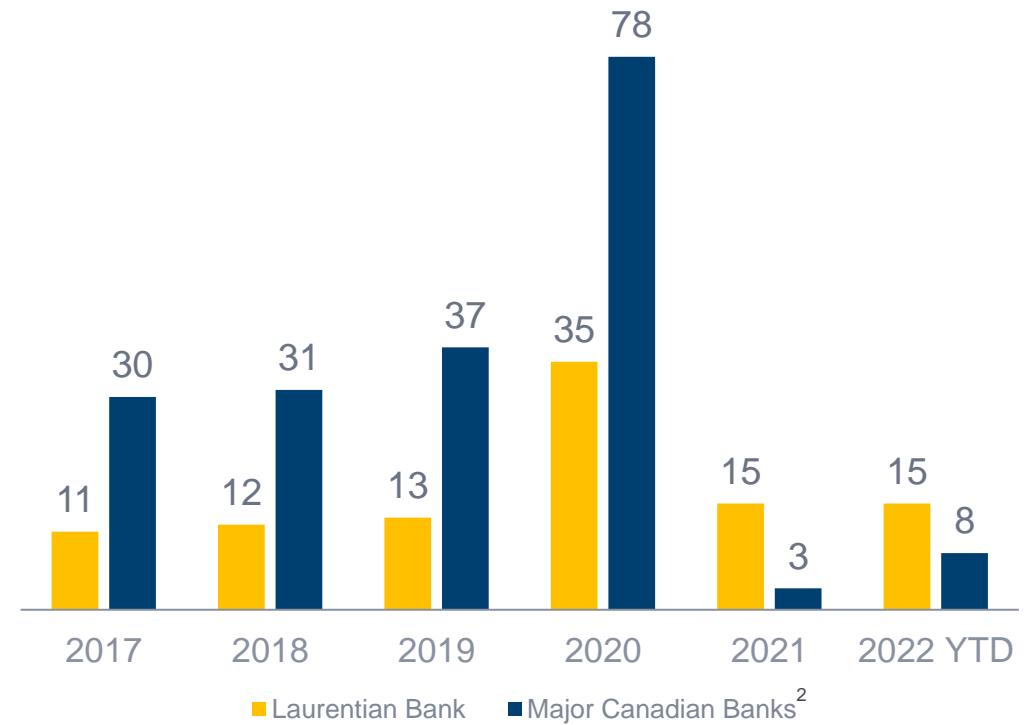
Risk-Adjusted Return Mindset

- Growth of Commercial Banking will drive PCL towards high-teens while improving profitability
- Additional opportunities for higher risk-adjusted returns within our risk appetite



Good track record of strong credit quality

Provision for credit losses (PCL in bps)¹



¹ As a % of average loans and acceptances

² Weighted-average PCL based on industry data

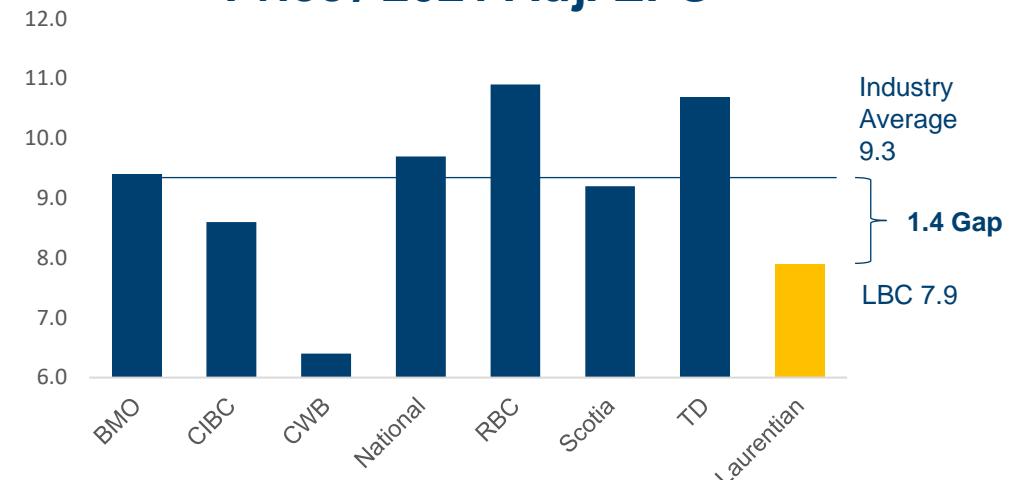
Why Invest? | Current valuation

Double Drivers of Valuation

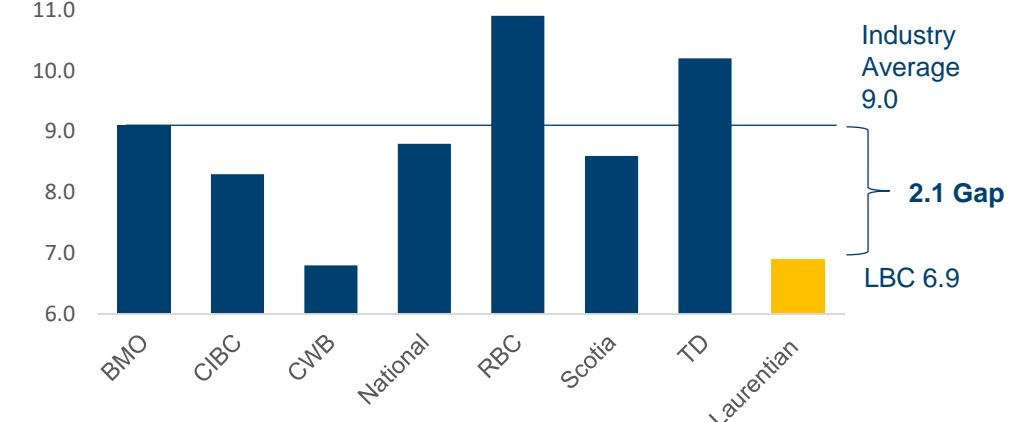
- ✓ Earnings growth
- ✓ Execution to drive multiple expansion



Price / 2021 Adj. EPS¹



Price / 2022E Adj. EPS^{1,2}



¹ Stock price as of August 31, 2022

² Information derived from IHS Markit

Why Invest? | Our commitment to ESG

Environment	Sustainable Products and Cleaner Technologies	<ul style="list-style-type: none"> LBS participated in the financing of over \$8.6 billion in green and sustainable bonds 	<ul style="list-style-type: none"> Launched Equity-linked ActionGIC product with ESG focus and 2 new ESG-related Mackenzie Funds 	<ul style="list-style-type: none"> Introduced “Green Teams” to make the Bank more environmentally friendly
	GHG Emissions and Environmental Impacts	<ul style="list-style-type: none"> Disclosed estimated Scope 1 and 2 Greenhouse Gas (GHG) emissions 	<ul style="list-style-type: none"> Continued to consider environmental factors in our locations, operations, and partnerships 	<ul style="list-style-type: none"> Planted 500 trees in support of Tree Canada’s reforestation efforts through its National Greening Program
Social	Equity, Diversity, and Inclusion	<ul style="list-style-type: none"> Set measurable ED&I targets in leaders' scorecards 	<ul style="list-style-type: none"> BlackNorth Initiative CEO Pledge: rolled out unconscious bias training, community giving, and hiring a minimum of 5% of student workforce from Black community 	<ul style="list-style-type: none"> Launched Courageous Conversations Initiative and 3 new Employee Resource Groups
	Employer of Choice	<ul style="list-style-type: none"> Launched an employee engagement survey for the first time in 9 years, held Employee Appreciation events 	<ul style="list-style-type: none"> Surveyed all employees on work preferences. Announced hybrid and work from home first approach for Future of Work strategy 	<ul style="list-style-type: none"> Improved employee benefits, including an enhanced Employee and Family Assistance Program, introduced “Lifespeak” and provided access to 24/7 telemedicine
	Customer Satisfaction and Financial Inclusion	<ul style="list-style-type: none"> Digital and tele-banking services expanded to serve customers remotely 	<ul style="list-style-type: none"> Completed the implementation of the Seniors Code principles and published our first report from the Senior's Champion 	<ul style="list-style-type: none"> Enhanced Net Promoter Score engagement survey to gain insights from our customers in many of our business lines
	Community Investment and Employee Volunteering	<ul style="list-style-type: none"> Donated to almost 70 local organizations chosen by employees through grassroots giving campaign, “Laurentian Bank in the Community” 	<ul style="list-style-type: none"> Donated 138 pieces of art from our collection – valued at nearly \$200,000 – to museums, hospitals, galleries and foundations 	<ul style="list-style-type: none"> Joined the Partnership for Carbon Accounting Financials (PCAF), developing standardized methods for disclosing carbon emissions
Governance	ESG Governance	<ul style="list-style-type: none"> Revised the mandates of the Board of Directors and Board Committees to include oversight of ESG 	<ul style="list-style-type: none"> Established a new CEO-led governance structure for ESG and climate topics at the Bank 	
	Board Composition and Executive Compensation	<ul style="list-style-type: none"> Leader in Board Diversity exceeding the 30% threshold, with equal gender representation among independent Board members for the past 3 years 	<ul style="list-style-type: none"> 60% of the independent directors have been appointed over the last 5 years 	<ul style="list-style-type: none"> ESG targets added to all leaders' scorecards linking ESG strategy and initiatives directly to their performance
	Environment and Social Risk Management	<ul style="list-style-type: none"> Conducted a climate risk assessment on commercial loan and residential mortgage portfolios 	<ul style="list-style-type: none"> Disclosed first full report on Task Force for Climate-Related Financial Disclosures (TCFD) 	
	Core Priorities	<ul style="list-style-type: none"> Continued to drive performance on core topics of Ethics & Integrity, Cyber Security, and Data Protection 	<ul style="list-style-type: none"> Updated Employee Code of Ethics, Board Governance Policy, and Conflict of Interest Policies 	<ul style="list-style-type: none"> Launched LBC Policies webpage to improve transparency on ESG-related policies

Why Invest? | A 5-point Strategy for future growth



Build One Winning Team



Make Size Our Advantage



Think Customer First



Simplify



Make the Better Choice

Culture
Our Driving Force

Commercial Bank
Our Growth Engine

Capital Markets
Focused & Aligned Offering

Personal Bank
Repositioning for Growth

Underpinned by a commitment to ESG, a new purpose and new core values

2022: EXECUTE

2023: GROW

2024: ACCELERATE

Why Invest? | We believe...



We have the right team



Our strategy is focused, simple and executable



We have a tested and proven formula for success



We can leverage our size to leapfrog the competition



We are a purpose-driven bank

Our strategy will drive shareholder value and profitable growth



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