SPEECH BY MICHEL LAUZON

EXECUTIVE VICE-PRESIDENT AND
CHIEF FINANCIAL OFFICER

LAURENTIAN BANK OF CANADA

AT

LAURENTIAN BANK'S

ANNUAL MEETING OF SHAREHOLDERS

MARCH 19, 2013

NOTES FOR THE SPEECH OF MR. MICHEL LAUZON,

EXECUTIVE VICE-PRESIDENT AND

CHIEF FINANCIAL OFFICER

LAURENTIAN BANK

ANNUAL MEETING OF SHAREHOLDERS

MARCH 19, 2013 AT 9:30 AM

AT THE SCIENCE CENTER, MONTRÉAL

Caution Regarding Forward-Looking Statements

In this document and in other documents filed with Canadian regulatory authorities or in other communications, Laurentian Bank of Canada may from time to time make written or oral forward-looking statements within the meaning of applicable securities legislation. Forward-looking statements include, but are not limited to, statements regarding the Bank's business plan and financial objectives. The forward-looking statements contained in this document are used to assist the Bank's security holders and financial analysts in obtaining a better understanding of the Bank's financial position and the results of operations as at and for the periods ended on the dates presented and may not be appropriate for other purposes. Forward-looking statements typically use the conditional, as well as words such as prospects, believe, estimate, forecast, project, expect, anticipate, plan, may, should, could and would, or the negative of these terms, variations thereof or similar terminology.

By their very nature, forward-looking statements are based on assumptions and involve inherent risks and uncertainties, both general and specific in nature. It is therefore possible that the forecasts, projections and other forward-looking statements will not be achieved or will prove to be inaccurate. Although the Bank believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct.

The *pro forma* impact of Basel III on regulatory capital ratios is based on the Bank's interpretation of the rules announced by the Basel Committee on Banking Supervision (BCBS) and related requirements of the Office of the Superintendent of Financial Institutions Canada (OSFI). Changes to the interpretation of Basel III rules may impact the Bank's analysis.

The Bank cautions readers against placing undue reliance on forward-looking statements when making decisions, as the actual results could differ considerably from the opinions, plans, objectives, expectations, forecasts, estimates and intentions expressed in such forward-looking statements due to various material factors. Among other things, these factors include capital market activity, changes in government monetary, fiscal and economic policies, changes in interest rates, inflation levels and general economic conditions, legislative and regulatory developments, competition, credit ratings, scarcity of human resources and technological environment. The Bank further cautions that the foregoing list of factors is not exhaustive. For more information on the risks, uncertainties and assumptions that would cause the Bank's actual results to differ from current expectations, please also refer to the Bank's Annual Report under the title "Integrated Risk Management Framework" and other public filings available at www.sedar.com.

With respect to anticipated benefits from the acquisitions of the MRS Companies and AGF Trust and the Bank's statements with regards to these transactions being accretive to earnings, such factors also include, but are not limited to: the fact that synergies may not be realized in the time frame anticipated; the ability to promptly and effectively integrate the businesses; the reputation risks and the reaction of B2B Bank's or MRS Companies' and AGF Trust's customers to the transaction; and the diversion of management time on acquisition-related issues.

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

Non-GAAP Financial Measures

The Bank has adopted IFRS as its accounting framework. IFRS are the generally accepted accounting principles (GAAP) for Canadian publicly accountable enterprises for years beginning on or after January 1, 2011.

The Bank uses both GAAP and certain non-GAAP measures to assess performance. 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 companies. These non-GAAP financial measures are considered useful to investors and analysts in obtaining a better understanding of the Bank's financial results and analyzing its growth and profit potential more effectively.

MR. MICHEL C. LAUZON
EXECUTIVE VICE-PRESIDENT AND CHIEF FINANCIAL OFFICER
ANNUAL MEETING OF SHAREHOLDERS – MARCH 19, 2013

Thank you Mr. Desautels.
Good morning ladies and gentlemen.

2012 Results
Fiscal 2012 was a good year for Laurentian Bank. We posted record net income of $140.5 million, a 14% increase from a year earlier. Adjusted net income, which excludes one-time Transaction and Integration costs associated with these acquisitions as well as other adjusting items, totalled $140.7 million, an 8% increase. I will reference the adjusted results throughout my presentation as they provide, in our opinion, a better representation of the underlying financial health of the Bank. You will find a detailed reconciliation between the GAAP results and the adjusted results in the Management's Discussion and Analysis section of the Annual Report and first quarter results of the Bank. This increase in adjusted earnings is partially attributable to our acquisitions of the MRS Companies and AGF Trust which are already contributing to the profitability of the Bank. Earnings per share reached $4.98 and adjusted return on equity was 12.0%.

Contributing to this solid performance was strong other income of $265.6 million, an increase of 14% from 2011. This was largely driven by the additional contribution from MRS of investment account fees. Revenues from brokerage operations and card services as well as income from sales of mutual funds also increased year-over-year, the result of our efforts to diversify our sources of revenues. Net interest income of $531.0 million, despite being impacted by tighter margins in a very competitive, low interest rate environment, rose by 5% from 2011, helped by one quarter's contribution from AGF Trust's loans and deposits.

Non-interest expenses of $582.5 million rose 12% compared to 2011, excluding Transaction and Integration costs. Costs associated with the acquired companies, higher salaries and benefits, including pensions, as well as rental and depreciation expenses contributed to the overall increase.

We are extremely pleased with the current credit quality of the loan portfolio. The good performance stems from our proactive approach to credit risk that we deploy and the economic environment in which we operate. The provision for loan losses in 2012 declined by 35% compared to 2011. This equates to a ratio of provision for loan losses as a percentage of average loans and BAs of only 14 basis points; among the best in the industry.

One of the main factors contributing to the solid results of the Bank is balance sheet growth. Loans and BAs totalled $26.8 billion at the end of 2012, 21% higher than in 2011. Contributing to the increase was the addition of AGF Trust, organic growth and the MRS Companies. Deposits increased by 20% over the same period, mainly from the consolidation of AGF Trust's deposit base starting in the fourth quarter.

Our four business segments represent sound diversification of the Bank's sources of income. Retail & SME-Québec, Real Estate and Commercial and B2B Bank, again in 2012, each accounted for approximately one third of the Bank's net income.

To prudently manage capital in light of organic balance sheet growth and acquisitions and in preparation for the increased Basel III capital requirements, $482 million of new capital was raised in 2012. Our capital base remains solid. As at October 31, our Tier 1 Basel II ratio was 10.9%. The pro-forma Common Equity Tier 1 ratio, at year-end 2012, stood at 7.4% when applying the Basel III rules now applicable in 2013, comfortably above the new minimum standard of 7%. To further strengthen this capital base, we also launched our Shareholder Dividend and Share Purchase Plan in December 2012 that offers a discount of 2% on common shares issued from Treasury.

2013 Objectives

We have established objectives for fiscal 2013, excluding expected non-recurring integration costs subsequent to the acquisition of the MRS Companies and AGF Trust, as well as other adjusting items. We are targeting our adjusted return on common shareholders' equity of 10.5% to 12.5% and adjusted net income of $145 million to $165 million. Our goals are to achieve revenue growth of more than 5% and an adjusted efficiency ratio of 72.5% to 69.5%, as well as a Basel III Common Tier 1 ratio of greater than 7.0%. These goals reflect our confidence in maintaining the Bank's profitability in 2013 in the current challenging operating environment.

2013 First Quarter Results

Our first quarter 2013 results were announced on March 6. Net income reached $34.1 million or $40.4 million excluding Transaction and Integration costs associated with our acquisitions as well as other adjusting items. Adjusted EPS and ROE were $1.34 and 12.2% respectively.

Total revenue was $213.9 million, up 10% compared to the first quarter of 2012. Net interest income rose 9% from a year earlier as loan and deposit growth from the addition of AGF Trust's portfolios more than compensated for compressed margins owing to low interest rates. Other income increased 13%, reflecting improvements across most revenue streams. The adjusted efficiency ratio for the first quarter of 2013 of 71.9% improved from a year earlier.

All of our business segments improved profitability year over year and demonstrate the benefit of good diversification of our business activities.

In sum, we are pleased with the Bank's performance, both in 2012 and in the first quarter of 2013. We will continue to execute our strategies to maximize synergies, generate a good rate of growth and maintain disciplined expense management throughout the Bank. These key priorities should allow us to continue to achieve sustainable profitability and the long-term development of the Bank.

Thank you for your attention, and I will now give the floor to Mr. Desautels.