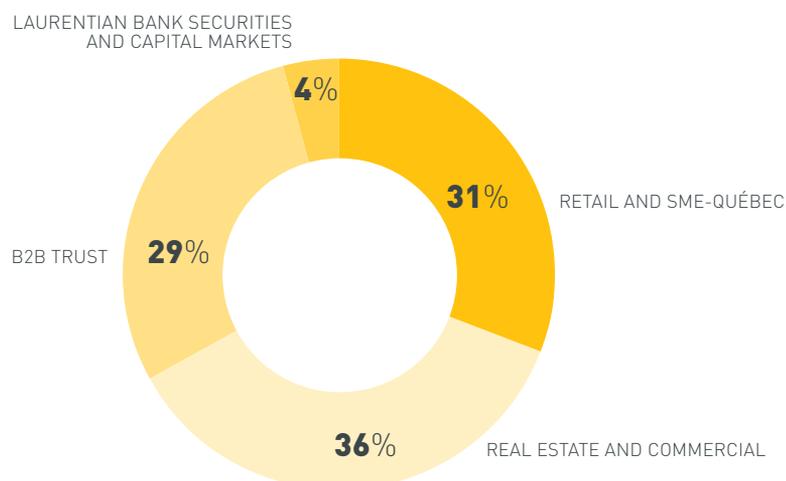


OVERVIEW OF BUSINESS SEGMENTS

BUSINESS SEGMENT	PRESENCE	POSITIONING	GEOGRAPHIC DISTRIBUTION OF LOAN PORTFOLIOS
RETAIL AND SME-QUÉBEC			
A broad offering of financial products and services for individuals and small and medium-sized enterprises in Québec	<ul style="list-style-type: none"> ■ 158 branches ■ 427 ATMs ■ 18 commercial business centres ■ 6 agricultural business centres 	<p>3rd largest branch network in Québec</p> <p>Well known for its superior service to SMEs as well as its specialization in certain sectors</p>	In Québec
REAL ESTATE AND COMMERCIAL			
Real estate financing for commercial property and commercial financing for medium-sized enterprises in Québec and Ontario	<ul style="list-style-type: none"> ■ 8 real estate financing centres in Canada ■ 4 financing centres in Ontario ■ 2 financing centres in Québec 	Widely recognized leadership and expertise in the area of real estate financing within Canada	Mainly in Ontario
B2B TRUST			
Select offering of personal banking products distributed by a network of 22,000 independent financial advisors	■ 4 sales offices across Canada	Canadian leader in serving the financial advisors market	Mainly in Ontario
LAURENTIAN BANK SECURITIES AND CAPITAL MARKETS			
Full-service brokerage operation serving Institutional and Retail investors; Bank-related capital market activities	■ 15 offices in Québec and Ontario	Recognized and choice provider of Fixed Income Institutional brokerage service in Canada and the only Bank-owned dealer with a niche small cap focus	Pan Canadian operations

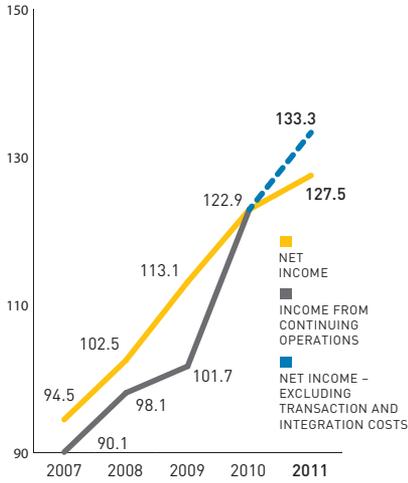
CONTRIBUTION TO THE BANK'S NET INCOME*



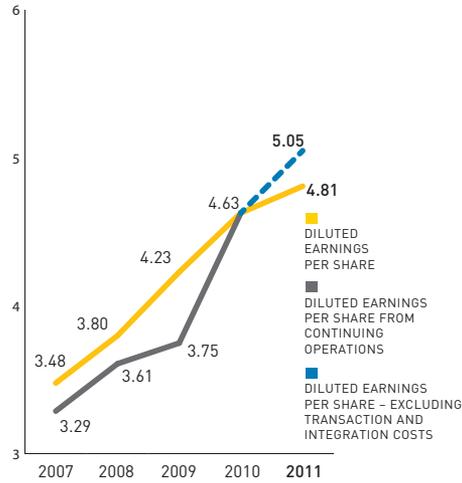
*EXCLUDING OTHER SEGMENT

2011 PERFORMANCE

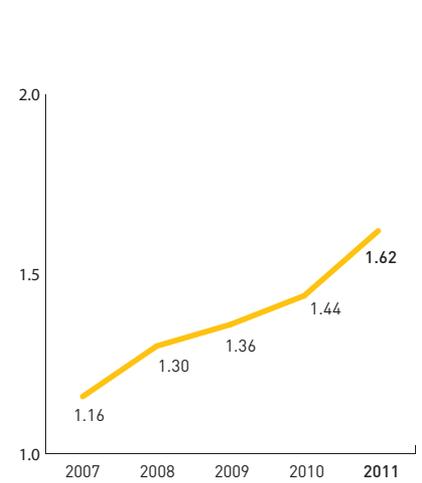
NET INCOME
(in millions of dollars)



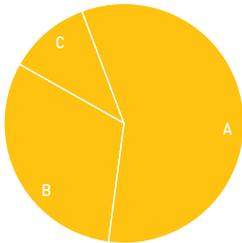
DILUTED EARNINGS PER SHARE
(in dollars)



DIVIDENDS DECLARED PER COMMON SHARE
(in dollars)

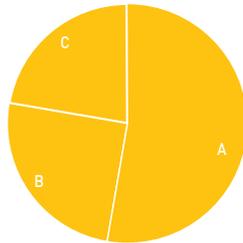


LOAN PORTFOLIO MIX
(as a percentage)



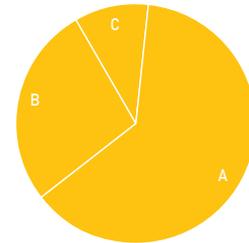
A MORTGAGE LOANS	58%
B PERSONAL LOANS	31%
C COMMERCIAL AND OTHER LOANS (INCLUDING ACCEPTANCES)	11%

DEPOSIT PORTFOLIO MIX
(as a percentage)



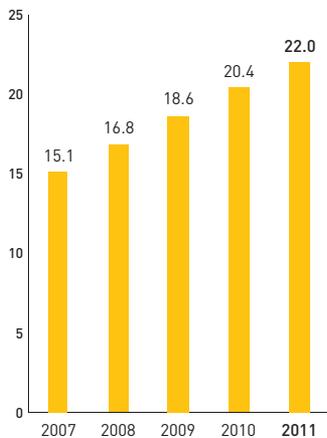
A PERSONAL TERM DEPOSITS	53%
B PERSONAL NOTICE AND DEMAND DEPOSITS	25%
C BUSINESS, BANKS AND OTHER DEPOSITS	22%

GEOGRAPHIC DISTRIBUTION OF LOANS
(as a percentage)

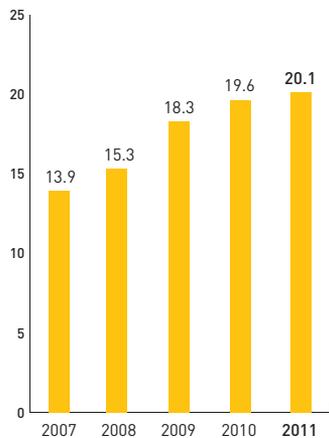


A QUÉBEC	64%
B ONTARIO	26%
C REST OF CANADA	10%

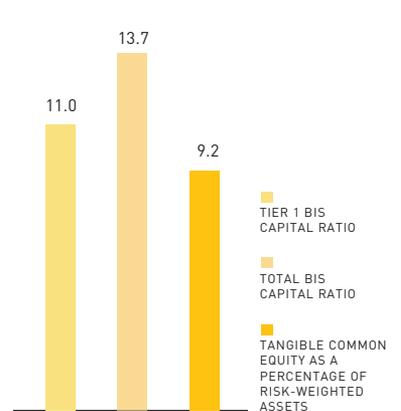
LOANS AND ACCEPTANCES
(INCLUDING SECURITIZED LOANS)
(in billions of dollars)



DEPOSITS
(in billions of dollars)



CAPITAL RATIOS
(as a percentage)



HIGHLIGHTS

As at or for the years ended October 31
(in thousands of dollars, except per share and percentage amounts)

	2011	2010	2009
Earnings			
Total revenue	\$753,583	\$737,446	\$666,502
Net income	\$127,489	\$122,941	\$113,133
Income from continuing operations	\$127,489	\$122,941	\$101,664
Profitability			
Diluted earnings per share	\$4.81	\$4.63	\$4.23
Diluted earnings per share from continuing operations	\$4.81	\$4.63	\$3.75
Return on common shareholders' equity ⁽¹⁾	11.0%	11.5%	11.4%
Return on common shareholders' equity for continuing operations ⁽¹⁾	11.0%	11.5%	10.1%
Net interest margin ⁽¹⁾	2.02%	2.15%	2.07%
Efficiency ratio ⁽¹⁾	72.0%	68.4%	70.8%
Excluding Transaction and Integration Costs			
Earnings			
Transaction and Integration Costs	\$8,180	\$ -	\$ -
Adjusted net income	\$133,329	\$122,941	\$113,133
Profitability			
Adjusted diluted earnings per share	\$5.05	\$4.63	\$4.23
Adjusted return on common shareholders' equity ⁽¹⁾	11.6%	11.5%	11.4%
Adjusted efficiency ratio ⁽¹⁾	71.0%	68.4%	70.8%
Per common share			
Share price			
High	\$55.87	\$47.67	\$43.50
Low	\$38.62	\$37.76	\$23.90
Close	\$45.98	\$44.25	\$39.53
Price/earnings ratio	9.6x	9.6x	9.3x
Book value ⁽¹⁾	\$45.05	\$41.87	\$38.68
Market to book value	102%	106%	102%
Dividends declared	\$1.62	\$1.44	\$1.36
Dividend yield ⁽¹⁾	3.52%	3.25%	3.44%
Dividend payout ratio ⁽¹⁾	33.7%	31.1%	32.1%
Financial position			
Balance sheet assets	\$24,490,451	\$23,772,138	\$22,140,121
Loans and acceptances	\$18,590,741	\$17,708,837	\$15,932,670
Deposits	\$20,067,418	\$19,647,730	\$18,275,307
Other information			
Number of full-time equivalent employees	3,669	3,643	3,528
Number of branches	158	157	156
Number of automated banking machines	427	413	408
Number of brokerage offices	15	15	15
Number of commercial banking centres	36	36	31

(1) Refer to the non-GAAP financial measures on page 67.