NOTES FOR THE SPEECH OF MR. MICHEL LAUZON, EXECUTIVE VICE-PRESIDENT AND CHIEF FINANCIAL OFFICER

LAURENTIAN BANK

ANNUAL MEETING OF SHAREHOLDERS
MARCH 20, 2012 AT 9:30 AM
AT THE PIERRE-PÉLADEAU CENTER, IN 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.

Financial objectives for 2012 are based on expected results presented on an International Financial Reporting Standards (IFRS) basis. The completion of the IFRS conversion process in 2012 could lead to changes to these objectives.

The *pro forma* impact of Basel III on regulatory capital ratios is based on the Bank's interpretation of the proposed rules announced by the Basel Committee on Banking Supervision (BCBS) and related requirements of the Office of the Superintendent of Financial Institutions Canada (OSFI). The *pro forma* impact of Basel III on regulatory capital ratios also includes the anticipated impact of IFRS conversion. The Basel rules and impact of IFRS conversion could be subject to further change, which may impact the results of 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 Management's Discussion and Analysis section under title "Integrated Risk Management Framework" and the Bank's public filings available at www.sedar.com.

With respect to the MRS Companies transactions, such factors also include, but are not limited to: the anticipated benefits from the transaction such as it being accretive to earnings and synergies may not be realized in the time frame anticipated; the ability to promptly and effectively integrate the businesses; reputational risks and the reaction of B2B Trust's or MRS Companies' customers to the transaction; and 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 generally accepted accounting principles (GAAP) for Canadian publicly accountable entreprises for years beginning on or after January 1, 2011.

The Bank uses both generally accepted accounting principles ("GAAP") and certain non-GAAP measures to assess its 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.

Only the delivered speech shall be considered as authoritative

SPEECH BY MICHEL LAUZON

EXECUTIVE VICE-PRESIDENT AND CHIEF FINANCIAL OFFICER

LAURENTIAN BANK

AT

LAURENTIAN BANK'S

ANNUAL MEETING OF SHAREHOLDERS

MARCH 20, 2012

Mr. Michel C. Lauzon

Executive Vice-President and Chief Financial Officer

Annual Meeting of Shareholders – March 20, 2012

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

2011 Results

Fiscal 2011 was a good year for Laurentian Bank. We posted record net income of $127.5 million, or earnings per share of $4.81. Return on equity was 11.6%. Excluding the integration costs related to the acquisition of the MRS Companies and the one-time costs associated with the new distribution agreement of Mackenzie mutual funds, net income was $133.3 million, up 8% year-over-year, or adjusted earnings per share totalled $5.05.

Contributing to this solid performance was strong other income of $269.5 million, an increase of 12% from 2010, resulting from higher securitization and fee-based income. With respect to the latter, efforts to diversify our sources of revenues are bearing fruit, as revenues from card services, the sale of mutual funds and credit insurance increased year-over year. However, net interest income of $484.1 million was constrained during the year resulting from tighter margins in a very competitive, low interest rate environment.

Non-interest expenses of $542.9 million rose 8% compared to 2010 and 6% excluding the transaction and integration costs. Higher costs relating to salaries and benefits, including pensions, contributed to the overall increase.

We are extremely pleased with the credit quality of the loan portfolio, which improved during the year. The provision for loan losses fell to $47 million compared with $68 million in 2010. This equates to a ratio of provision for loan losses as a percentage of average loans and BAs of only 26 basis points; among the best in the industry and attests to us striking the right balance between growth and risk management.

One of the main drivers of the Bank's improving results is loan growth. Loans and BAs, including securitized loans, totalled $22.0 billion, 8% higher than in 2010. Furthermore, this strong organic growth was generated across all of our business lines.

Specifically, loan growth in our Real estate and Commercial segment was 9%, Retail and SME segment was 7%, and B2B Trust 6%. Our residential mortgage loan portfolio, an anchor product for the Bank, grew by 9% in 2011 including securitized loans and our commercial mortgage loan portfolio increased by 11%.

Our four business segments contribute to the diversification of the Bank's sources of income. Retail & SME-Québec, Real Estate and Commercial and B2B Trust, again in 2011, each accounted for approximately one third of the Bank's net income.

Our business model is supported by a firm capital foundation. At year-end 2011, our capital position was solid, with a Tier 1 capital ratio of 11.0% and a tangible common equity ratio of 9.2%. With the recently completed $60 million common share issue which closed February 2nd, we will meet the new Basel III guidelines, once they come into force on January 1st, 2013.

2012 Objectives

We have established objectives for fiscal 2012 on an IFRS basis and exclude expected integration costs related to the acquisition of the MRS Companies. We are targeting our return on common shareholders' equity of 11.0% to 13.5%, and diluted earnings per share of $4.80 to $5.40. Our goal is to achieve revenue growth of more than 5% and an efficiency ratio of 73% to 70%. These goals reflect our confidence in maintaining the Bank's profitability in 2012.

2011 Results Under IFRS

At this juncture, I would like to mention that the first quarter of 2012 was the first quarter in which we reported our results in accordance with IFRS and restated our 2011 results on that basis. It should be noted that there is no change in the fundamental economics of our business model, with IFRS being an accounting adjustment only.

With this in mind, I will highlight the more significant accounting adjustments in the transition from Canadian GAAP to IFRS. With respect to our balance sheet, the two most significant items are the return to the balance sheet on November 1st, 2010 of $3.5 billion of securitized loans and replacement assets and the reduction in retained earnings largely relating to the pension fund and to a lesser extent, goodwill. With respect to the income statement, the two most significant adjustments relate to securitizations and employee benefits. In addition to some other accounting adjustments, these changes resulted in 2011 adjusted earnings per share of $4.93 under IFRS compared to adjusted $5.05 under Canadian GAAP.

2012 First Quarter Results

Our first quarter 2012 results were announced on March 7. These results included our acquisition of the MRS Companies, that closed mid-November, adding almost $21 billion of assets under administration to B2B Trust.

Net income reached $31.0 million or $32.9 million excluding the Transaction and Integration Costs related to the acquisition of the MRS Companies. Adjusted EPS and ROE were $1.24 and 12.4% respectively.

Total revenue was $193.7 million, up 4% compared to the first quarter of 2011. Net interest income rose 3% from a year earlier as strong loan and deposit growth more than offset lower margins. Other income increased 5%, with the acquisition of the MRS Companies already making a positive contribution, as reflected in fees from self-directed plans which more than tripled from a year earlier.

The efficiency ratio for the first quarter of 2012 of 72.4% was higher than in the first quarter of 2011.

Our business segments continued to generate year-over year growth in loans and deposits, with strong growth in loan and acceptances of 10% compared to the first quarter of 2011.

In sum, we are pleased with the Bank's performance, both in 2011 and in the first quarter of 2012. We will continue to pursue growth by maximizing the opportunities embedded in each business segment, while maintaining a disciplined and sound approach to expense and risk management. This 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.