### **INVESTOR FACT SHEET**

Second quarter ended April 30, 2015



#### **LAURENTIAN BANK OVERVIEW**

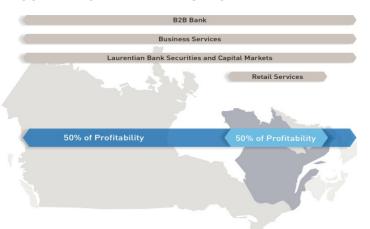
Complete offering of banking, financial and brokerage products and services to consumers, small and medium-enterprises, financial advisors as well as institutional clients

\$37.7 billion of assets on balance sheet and \$42.9 billion of assets under administration as of April 30, 2015

Activities across Canada, with 215 points of service across Canada

Approximitely 3,700 employees

#### **OUR PAN-CANADIAN PRESENCE**



#### **BUSINESS SEGMENTS**

#### **Personal and commercial**

#### **Business Services**

Recognized for its unparalleled expertise, rapid execution and innovative approach within all of our market niches and segments, the group concentrates on serving the needs of small cap companies and medium-sized enterprises and real estate developers across Canada.

#### **Retail Services**

With longstanding roots in Québec, the distinctiveness of our Retail Services sector rests on the client confidence it has established through its authentic relational approach fuelled by its commitment to simplicity and accessibility.

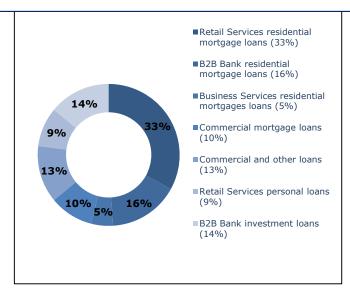
#### **B2B Bank**

As a leader dedicated exclusively to serving Canadian financial advisors and brokers, B2B Bank offers a range of products designed specifically to enable them to build their clients' wealth

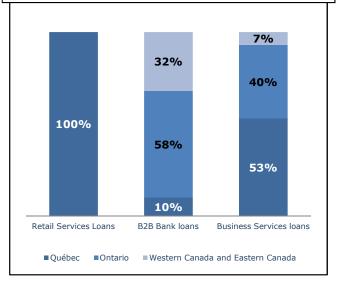
# **Laurentian Bank Securities and Capital Markets**

Recognized in the field of institutional brokerage in Canada, the business segment specializes in serving small cap companies and in fixed income products.

#### **DIVERSIFICATION BY LOAN CATEGORIES**



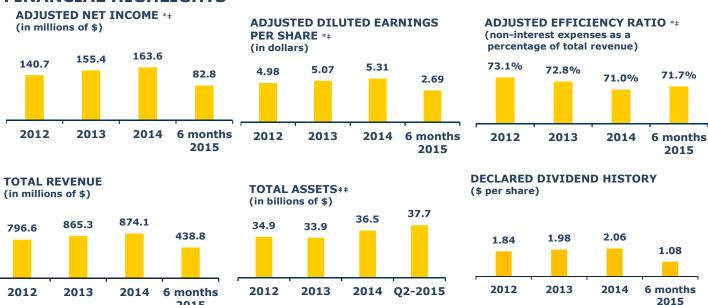
## GEOGRAPHIC DIVERSIFICATION BY BUSINESS SEGMENTS



#### **FINANCIAL OBJECTIVES FOR FISCAL 2015**

<u>Indicators</u>	2015 Objectives**	Results for the 6 months ended April 30, 2015
Adjusted diluted earnings per share*	5% to 8% growth	+ 5%
Adjusted efficiency ratio*	< 71.0%	71.7%
Adjusted operating leverage*	Positive	0.1%
Adjusted return on comon shareholders' equity*	≥ 12%	11.7%
Common Equity Tier 1 capital ratio	>7.0%	7.8%

### FINANCIAL HIGHLIGHTS



- \*Excluding adjusting items (items related to business combinations, restructuring charges and retirement compensation charge)
  \*\*Refer to the caution regarding forward-looking statements on page 17 of the Bank's 2014 Annual Report

2015

- \*Results prior to 2013 have not been restated to reflect the adoption of amendments to IAS 19, Employee Benefits
- ‡‡ Results prior to 2014 have not been restated to reflect adoption of admendments to IAS 32, Financial Instruments: Presentation

#### **SHARES**

STOCK SYMBOLS ➤ Common Shares: LB (TSX) ➤ Non-Cumulative Class A preferred shares:

» Series 11: LB.PR.F

» Series 13: LB.PR.H

STOCK INFORMATION

As at April 30, 2015

»Share Price

»Number of shares

outstanding

»Market capitalization

Q2- 2015

»Dividend declared

»Dividend yield

\$48.29

28.9 million

\$1,398 million

\$0.54 4.5%

#### **2015 EARNINGS CALENDAR**

February 26 <u>Q1</u> **Q2** June 3 <u>Q3</u> September 2 <u>Q4</u> **December 9** 



#### **CONTACT INFORMATION**

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